



## Draft FY 2020-2021 Agency Priority Goal Action Plan

# Multiple Award Schedule Reform - Schedules Consolidation

### Goal Leaders:

Julie Dunne, Commissioner, Federal Acquisition Service (FAS)

Tom Howder, Deputy Commissioner, FAS

Theme: General Government

# Overview

---

## Goal Statement

- As part of GSA's Federal Marketplace strategy to make the Government buying and selling experience easy, efficient, and modern, GSA will consolidate the agency's 24 Multiple Award Schedules (MAS) into one single Schedule for products, services, and solutions by the end of quarter one of FY 2021 for more than 12,000 vendors. The single Schedule will have consistent terms and conditions that also provide the opportunity for industry to come to market the way the agencies buy.
- MAS Consolidation will:
  - Remove the need for multiple contracts for industry and remove confusion of which contract to use for customer agencies.
  - Ensure that the solicitation is always maintained in a consistent manner as there will be only one.
  - Remove the burden associated with managing duplicate contracts.

# Overview

---

## Challenge

- The MAS program maintains 24 Schedule contracts that cross seven Acquisition Centers and four portfolios. As the market changed and different solutions were needed to provide what customer agencies requested, MAS needed to create Special Item Numbers (SINs) to complete the same functionality. This created a massive duplication across the program. These duplicate SINs led to a culture where Industry had to obtain duplicate contracts on multiple Schedules to provide their solution. This duplication created a need to consolidate the Schedules program into a single Schedule.

## Opportunity

- MAS Consolidation is one of the four Cornerstone initiatives of GSA's Federal Marketplace (FMP) strategy, GSA's plan to modernize and simplify the buying and selling experience for customers, suppliers, and acquisition professionals. This initiative will modernize federal acquisition by consolidating 24 Multiple Award Schedules into one single Schedule for products, services, and solutions. Thus removing the need to create new duplicative offers (such as duplicate SINs).

# Goal Structure & Strategies

---

## Phase I (Completed 10/1/19)

- Create a new solicitation for the Consolidated Schedule
- Review and ensure consistent terms and conditions
- Map duplicate SINs across the current solicitations
- Use Category Management to better organize offerings
- Release new Consolidated Schedule solicitation and retire existing Schedule solicitations to new offers

## Phase II (Q1 FY 2020 through Q1 FY 2021)

- Complete mass modification for all existing contract holders (to update terms and conditions)
- Ensure contracts retain current contract numbers
- Ensure contractors have ability to add SINs that were previously on other Schedules

## Phase III (Q4 FY 2020 up to 5 years)

- Consolidate multiple contracts into a single contract for each contractor

# Summary of Progress – FY 2020 Q1

---

- On October 1, 2019, Phase I was completed which included the release of the new consolidated MAS solicitation and the retirement of the 24 legacy Schedule solicitations
  - All legacy offers were submitted prior to October 1st
- Currently only accepting offers through the new Schedule
- Starting Phase II
  - System requirements
  - Workforce readiness
  - Communication planning

# Summary of Progress – FY 2020 Q2

---

- Issued mass modification to all active contractors in the MAS program
- eLibrary currently lists the 24 legacy Schedules and the new consolidated MAS contract
  - As contractors sign the mass modification their contract is shown on eLibrary under the MAS contract and is removed from the list under the legacy Schedule
- Implemented changes in eBuy [online Request for Quotation (RFQ) tool] that auto map from the legacy SINS to the new SINS. Also auto maps from the new SINS to the legacy SINS, for every RFQ. This is displayed to tell agencies that the RFQ will include contractors from both the new and the legacy SINS regardless of which they pick. This is to ensure continuous competition.
- Allow for the contractors to eMod contracts with all SINS
- Conducting monthly webinars for Customer Agencies, Industry, and the Acquisition Workforce
- Began price list updates in Advantage!

# Summary of Progress – FY 2020 Q3

---

- Performance indicator for moving existing contractors to the new MAS vehicle is ahead of schedule with over 90% acceptance of the mass modification.
- Performance indicator for the business volume of the MAS program has maintained momentum and is on track to meet or exceed the indicator.
- Continued efforts to drive adoption of the mass modification:
  - Monthly emails to contractors that have not signed the mass modification;
  - Special invitation to training related to the mass modification;
  - Detailed instructions on how to update the GSA Advantage pricelist; and,
  - Detailed instructions on how to update the catalog.
- Programmed systems changes in preparation for Phase III to be released in August 2020.

# Summary of Progress – FY 2020 Q4

---

- Performance indicator for moving existing contractors to the new MAS vehicle is ahead of schedule with over 99% acceptance of the mass modification.
- The business volume of the MAS program has exceeded the indicator.
- Systems updates on August 1, 2020, were released to remove all references to the legacy Schedules. This included:
  - Updating eLibrary to only list the MAS vehicle and update all tools on eLibrary to Large Category and Subcategory.
  - Updating eBuy to list only the new MAS vehicle and update searches by the new Large Categories
  - Updated the MAS Roadmap and all other GSA.gov pages to list only the MAS contract.
- Continued efforts to drive adoption:
  - Detailed instructions and training on how to update the GSA Advantage! price list; and,
  - Detailed instructions and training on how to update the catalog.
- Emailed all contractors with multiple contracts to provide instructions on what to consider when building the plan to get down to one.
- Targeting FY21 Q1 for release of instructions on how to complete a streamlined modification to move SINS and offerings from one contract to another.



# Key Milestones

Milestone Summary		
Key Milestone	Milestone Due Date	Milestone Status
Issue Mass Modifications to all active MAS contractors	Q2, FY 2020	Complete
Start allowing all NAICS based SINS in eMod	Q2, FY 2020	Complete
Map legacy and new SINS in eBuy	Q2, FY 2020	Complete
Start price list updates in Advantage	Q2, FY 2020	Complete
Monthly reminders for Mass Modification	Q3, FY 2020	Complete
Remove legacy Schedules from eBuy/eLibrary	Q4, FY 2020	Complete
Identify Phase 3 Contractors	Q4, FY 2020	Complete
eMail Phase 3 Contractors with options	Q1, FY 2021	Initiated

## Vendors Modified to Consolidated Schedule

**Percent of Vendors who have accepted mass modification on Consolidated Schedule**

	<b>FY 2020 Target</b>	<b>FY 2021 Target</b>
	50%	100%
	<b>FY 2020 Results (cumulative)</b>	<b>FY 2021 Results (cumulative)</b>
Q1	0% / Not yet released	
Q2	67%	
Q3	93%	
Q4	99%	

## MAS Sales

	<b>FY 2020 Target</b>	<b>FY 2021 Target</b>
	\$32.3B	\$32.5B
	<b>FY 2020 Results (cumulative)</b>	<b>FY 2021 Results (cumulative)</b>
Q1	\$8.8 B	
Q2	\$17.7B	
Q3	\$26.5B	
Q4	\$36.6B	

# Data Accuracy and Reliability

---

The data sources are:

- Mass Modification - Tracking the acceptance rate from the FSSOnline/19 system, a database that has the data points that feed the Electronic Contract File. The acceptance rate will be validated by the number of contracts on the legacy GSA managed 24 Schedules.
- MAS Business Volume - The Sales Reporting Portal. This is where all sales for the MAS program are reported and the Industrial Funding Fee (IFF) is remitted. This information is validated by a comparison and variance from the Office of the Chief Financial Officer related to the revenue submitted for the MAS program.

# Additional Information

---

## Contributing Programs

Organizations:

- GSA, MAS Program Management Office -- Analyze, make recommendations for improvement, streamline, and govern GSA's MAS program.
- GSA's Office of Government-wide Policy, OCFO, OGC, GSA IT -- Provide approvals, feedback and recommendations.
- FAS Offices (Office of Policy and Compliance, Customer and Stakeholder Engagement (CaSE), Enterprise Strategy and Execution, Office of System Management, Information Technology Category, Professional Services Human Capital, Travel, Transportation & Logistics, General Supplies and Services -- Provide feedback, recommendations, change management.

## Stakeholder / Congressional Consultations

- Industry -- Collected data from Industry Days to allow for conversation related to barriers to the program.
- Acquisition Workforce -- Asked the Acquisition Workforce to put together concepts of a future state and how to improve MAS through surveys and Integrated Product Teams.
- Customer Agency Engagement -- Ensures GSA represents a single enterprise voice to customers and consistently collects and incorporates customer feedback.