MRO Training – Before We Start

- Mute your phones
- Make sure you are signed in with your first and last name for CLP
- Meeting will start at 10am CST/11am EST
- Please chat your questions in the chat box



Maintenance, Repair & Operations (MRO) Purchasing Solution, a Federal Strategic Sourcing Initiative

U. S. General Services Administration

Strategic Sourcing Initiative

- MRO BPAs are a Strategic Sourcing Solution
 - Strategic sourcing is the structured and collaborative process of critically analyzing an organization's spending patterns
- Strategic Sourcing goals
 - Better leverage the Government's purchasing power
 - Reduce total cost of ownership
 - Improve mission delivery and performance
 - Seek a more effective Government-wide acquisition approach

MRO as a Strategic Sourcing Solution

- MRO supplies were identified as a key commodity
- Government spends estimated \$1.6 billion per year on MRO supplies
- GSA collaborated with top spend agencies to develop MRO goals
 - Uniform prices
 - Measurement of total cost savings
 - Reporting/transactional data to aid agencies in managing their MRO spend
 - Socio-economic goals
 - Drive regulatory compliance
 - Provide sustainable solutions

MRO Commodity: Channels

- Two core areas of concentration
- Purchasing and Requisition
 - Purchasing: Self service Available now!
 - Order using SmartPay2[®] or Government-issued purchase card or purchase order to buy products from BPA contractors
 - Requisition: Full service solution Awarded May 12, 2016
 - Order by NSN or Part Number
 - Order via GSA Advantage!® DLMS, or Global Supply™
 - FEDSTRIP or MILSTRIP
 - Same way as currently ordered in Global Supply™

Why should I use MRO Purchasing Vehicle?

- Average prices are 12% lower than what most agencies are paying now for the same or similar products
- Additional discounts may be available once Government-wide cumulative thresholds are reached, triggered at \$12.5M, \$25M, \$37.5M, \$50M, and \$62.5M
- The more customers buy through the MRO Purchasing, the quicker agencies will benefit from additional discounts
- The PMO's dynamic pricing strategy, using the transactional data provided by MRO contractors, has been implemented to keep pricing competitive

MRO BPA Period of Performance

- Period of Performance
 - Base Period: One year from the date of BPA establishment
 - Awarded Feb 28, 2014
 - Option Years: Four one-year potential option periods
- BPA Against MAS
 - All the regulations, laws, and Government program requirements applicable to the contractor's MAS 51V Schedule Contract will apply at the MRO BPA order level

Awardees

- BPA holders consist of 1 other than small and 7 small businesses
- Contractor information available at <u>www.gsa.gov/fssimro</u>

Contractor Name	Socio- Economic Status	Product Category		
		Hardware	Tools and Tool Cabinets	Paints, Adhesives and Sealants
Complete Packaging and Shipping Supplies Inc.	SB	YES		
Document Imaging Dimensions	WOSB	YES		
Galaxie Defense Marketing Services	SDVOSB	YES		
Noble Supply & Logistics	SB	YES	YES	YES
Premier & Companies, Inc.	SB	YES	YES	
The Office Group, Inc.	WOSB	YES	YES	YES
Wrigglesworth Enterprises, Inc.	WOSB	YES		
W.W. Grainger, Inc.	Other than small	YES	YES	YES

MRO BPA Categories

- The MRO Purchasing BPAs were established in three distinct categories:
 - Category I: Hardware
 - Category II: Tools & Tool Cabinets
 - Category III: Paints, Adhesives, & Sealants

Category I: Hardware

- Includes products typically found at a hardware or home improvement stores and used to perform repair and maintenance jobs
 - Screws, ladders, brackets, drill bits, welding equipment, hoses, valves, faucets, rollers, drop cloths, storage containers, protective goggles, earplugs, portable air conditioners, portable heaters, humidifiers, dehumidifiers, pumps, compressors, generators, motors, lights, cables, surge protectors, batteries, ear plugs, flashlights

Category II: Tools & Tool Cabinets

- Products consist of hand tools, power tools, and storage specifically for tools
 - Wrenches, shears, screwdrivers, scissors, saws, knives, hammers, drills, tool sets and kits, tool batteries, and tool cabinets

Category III: Paints, Adhesives, & Sealants

- Includes substances used as paints, adhesives, stains and sealants
 - Paints, adhesives, sealants, stains, varnishes, shellacs, lacquers, and small specialized tools and equipment related to painting and finishing

Terms & Conditions

- Standard delivery CONUS is 5-7 business days, FOB destination
- International, OCONUS, and delivery to Alaska, Hawaii, Puerto Rico, and U.S. territories available from contractor
 - Fees may apply
- Contractors may provide overnight, second day, and expedited (3 to 4 day) delivery for an additional fee
- Damaged goods are the contractor's responsibility if received in damaged condition
 - Contractors have 3 business days to send replacement items

13

Adheres to timeframe of the original order

Terms & Conditions (continued)

- 30 day returns
 - Returned items must be in original packaging
 - Restocking fees may apply
- Purchases made on behalf of the Federal Government are exempt from imposition of most taxes
 - BPA price includes all applicable federal, state, and local taxes
- For specific requirements such as IUID, RFID, MIL-STD-129, or agency-level restrictions
 - Include requirements within delivery orders
 - Communicate directly with MRO BPA contractors

Product Compliance

- Products fulfill customer regulatory requirements
 - All contractors are AbilityOne-authorized distributors
 - Products are Trade Agreement Act compliant
 - For DoD orders exceeding \$150,000, products are Berry Amendment compliant
 - Sustainable options: bio-preferred, Energy Star, and Water Sense products available
 - The new Executive Order 13693 was signed 3/25/15, requiring agencies to set targets for issuing contracts for purchasing only bio-based products (See the EO at www.gsa.gov/fssimro)

Buying Options

- Customers can use GSA SmartPay2® or Governmentissued purchase card
 - GSA Advantage!®
 - DoD FEDMALL
 - Direct from contractor operated websites, phone, fax, or brick and mortar store
- Agency contracting personnel can issue purchase orders directly to contractors if not using SmartPay2[®] or Government-issued purchase card
- \$25 minimum order threshold
 - Customers order direct from contractors for under \$25
 - Fee may apply

Procurement Tools

- <u>eBuy.gsa.gov</u> is an electronic Request for Quote (RFQ) system designed to allow Government buyers to request information, find sources, and prepare RFQs
- Reverseauctions.gsa.gov facilitates customer requests and quote submissions off of MRO BPAs
 - Agencies submit commodities under MRO solution while contractors compete one-on-one through price bidding
 - Awards are made to the lowest bidder
 - Valid GSA eBuy username and password required

FAR 8.4 Ordering Requirements For orders at or below the micropurchase threshold (under \$3,500)

- May place orders at, or below, micro-purchase threshold with any MRO contractor that can meet agency needs [FAR 8.405-3(c)(2)]
- Comparative price analysis is not required
- Not required to solicit from a specific number of schedule contractors
- Justification is not required for brand name or sole source requirements
- Ordering activities should attempt to distribute orders among BPA holders

FAR 8.4 Ordering Requirements

For orders exceeding the micro-purchase threshold, but not exceeding the simplified acquisition threshold (above \$3,500; less than \$150,000)

- Place orders with the MRO contractor that can provide the supply that represents the best value [FAR 8.405-3(c)(2)(ii)]
- Provide each contractor a fair opportunity to be considered for each order
- Document circumstances for restricting consideration to less than all MRO contractors offering required supplies and services
- Follow justification requirements for brand name or sole source items
- Conduct a comparative price analysis

FAR 8.4 Ordering Requirements For orders exceeding the simplified acquisition threshold (above \$150,000)

- Place orders with the MRO contractor that can provide the supply that represents the best value [FAR 8.405-3(c)(2)(iii)]
- Provide your RFQ to all contractors offering required supplies
- Include description of the supplies to be delivered and the basis upon which selection will be made
- Fairly consider all responses received and make award in accordance with your RFQ selection procedures
- Document circumstances for restricting consideration to less than all MRO contractors offering required supplies and services
- Follow justification requirements for brand name or sole source items
- Conduct a comparative price analysis

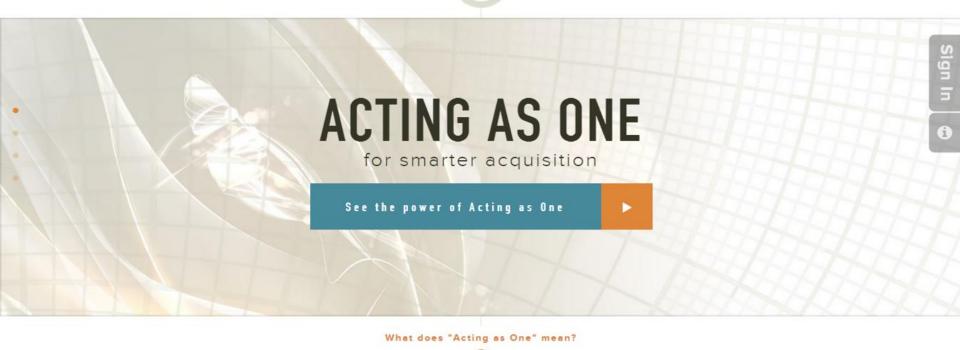
Best Value

- Past performance
- Special features of supply required for effective program performance
- Trade-in considerations
- Probable life of selected item, compared with similar item
- Warranty considerations
- Maintenance availability

- Delivery terms
- Environmental and energyefficiency considerations
- AbilityOne preference
- Berry Amendment compliance
- Trade Agreement compliance
- Agency set socio-economic goals

How to Order using GSA Advantage!®

Introducing the Acquisition Gateway



https://hallways.cap.gsa.gov

Register at OMB MAX first, OMB MAX, then sign in



Your Acquisition Workspace



Examples of Requests for Quotes / Proposals

DISCOVER GUIDANCE BY CATEGORY

What to buy, Where to buy, How to buy it

- ▶ Market intelligence
- ▶ Transactional platforms
- ▶ Best-in-class buying practices
- ▶ Tools, templates, data





















Learn, Connect, Act on the Gateway

- 1. Log in and explore at Acquisition Gateway
- 2. Connect and contribute ideas, join conversations, and share best practice samples and templates
- Check out MRO Purchasing on the "Industrial Products & Services Hallway"



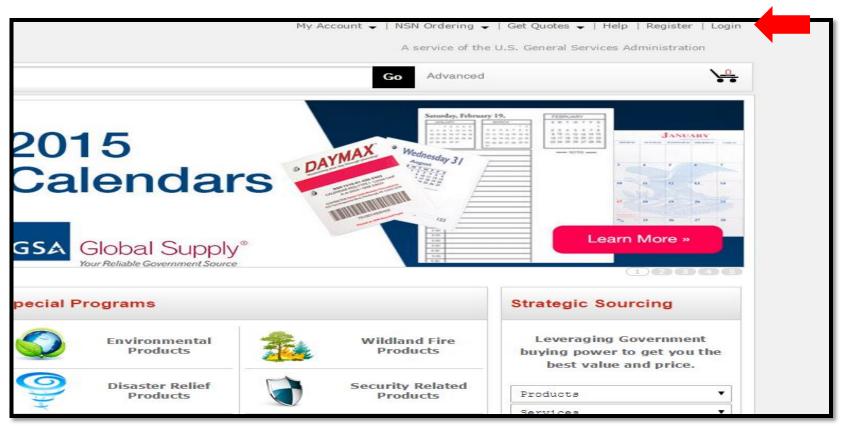
Resources

- You can reach us directly by email at <u>fssi.mro@gsa.gov</u>
- More information available on our web page <u>FSSI MRO</u>
 - See the Quick Guide and Full Ordering Guide for additional resources
 - Training schedule and training slide deck
- Check out MRO news at <u>Interact.gov</u>
- Information on Reverse Auctions can be found at this link:
 <u>Reverse Auctions</u>
- Category Management: One-stop information portal at <u>Acquisition Gateway</u>



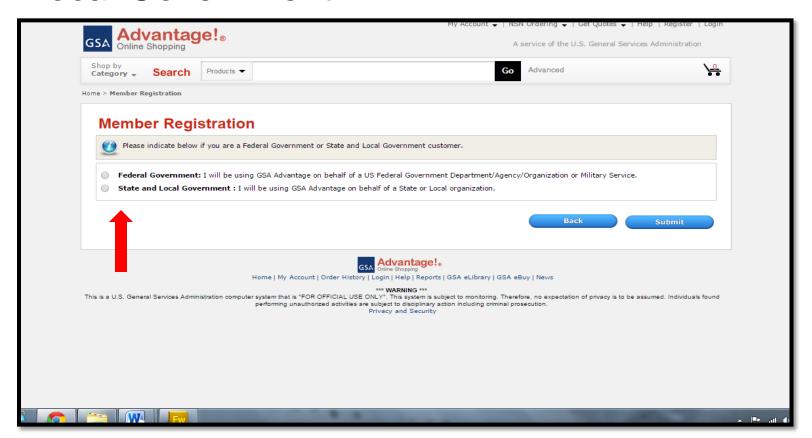


Log in or register

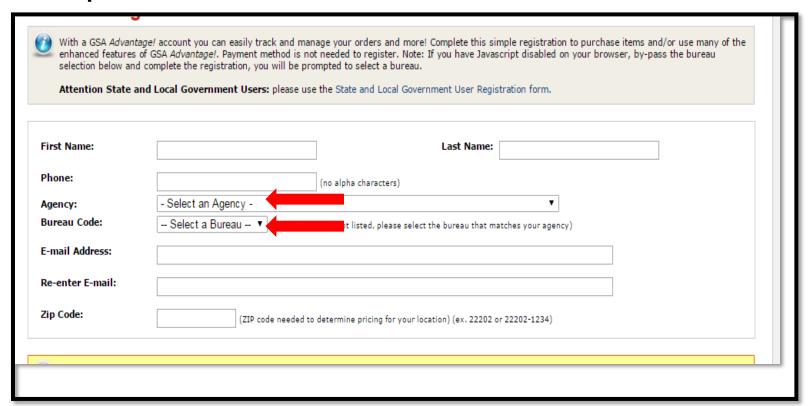


Log in or register at the link to GSA Advantage

Indicate if you are with Federal or State and Local Government



Complete User Profile



On the registration page, make sure your user profile includes your Agency and Sub-Agency or Bureau. If your Bureau isn't listed, select your Agency name again.

Helpful Information:

- Each contractor has loaded hundreds of thousands of items into GSA *Advantage*!® to support these BPA's. If you are unable to locate the item(s) that you need through MRO, please contact the vendors or the MRO Contracting Officer.
- The blue FSSI Icon FSSI is utilized for all FSSI solutions.

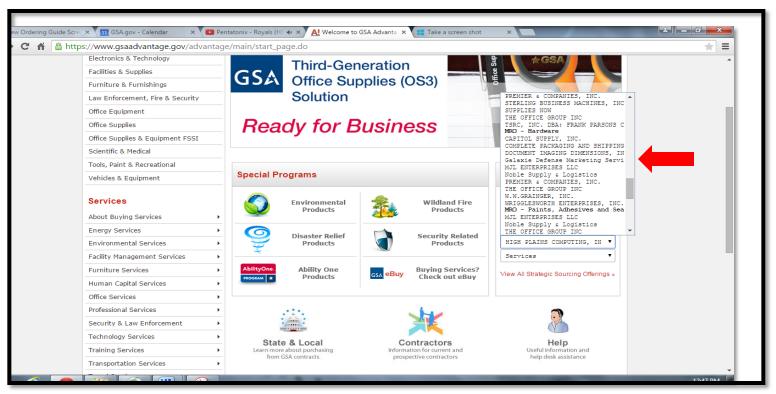
 Searching for MRO products using the general search field on the Home Page, will provide results for all FSSI solutions, with multiple items offered from different vendors. If you follow the instructions on the following slides, your search will reveal only MRO products. The MROFSSI vendors can be found on the following website: FSSI MRO

You're ready to start ordering



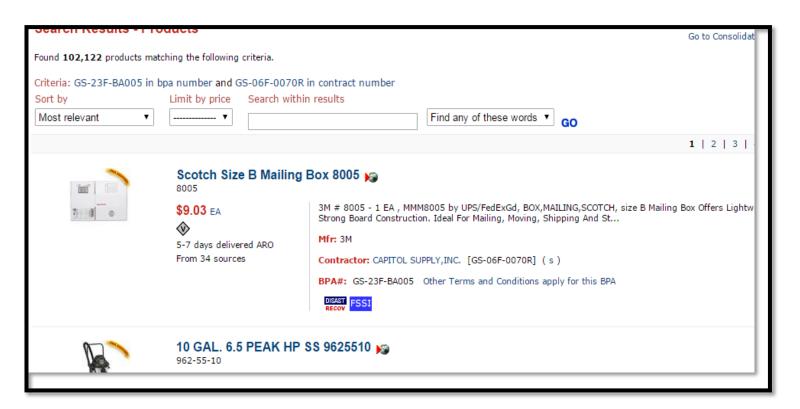
When you are ready to order, return to the homepage. Halfway down the page, you will see two dropdown menus under the words "Strategic Sourcing." Click on "Products."

Drop down listing of contractors

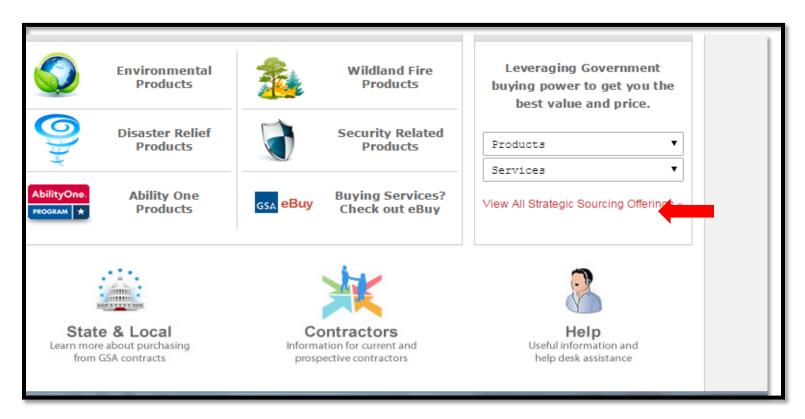


After clicking on the product drop down, you will see all of the MRO BPA Purchasing Channel contractors. Click on contractor name to search their MRO BPA offerings.

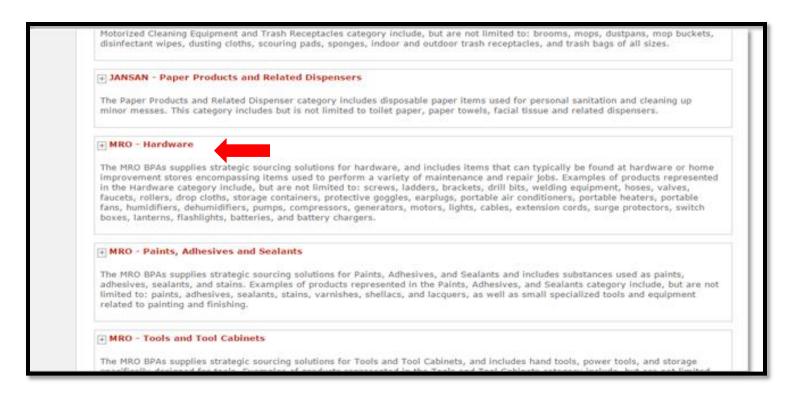
When you click on a MRO contractor, this will show you their catalog's product listing



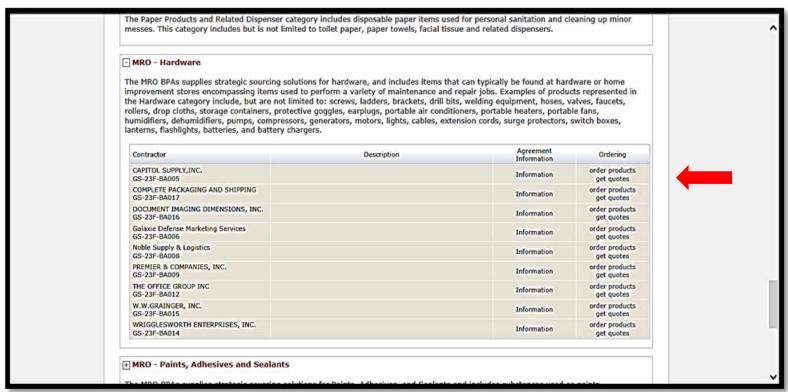
To search the MRO BPA products by category, click on "View All Strategic Sourcing Offerings"



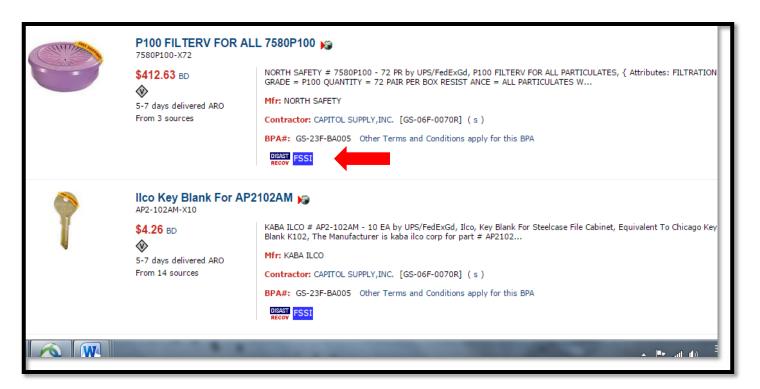
This screen shows you the three MRO categories to choose from. For instance, you can search for products under "MRO – Hardware"



To see the BPA products offered by each contractor, click on the "Order Products" from the "Ordering" column on the far right



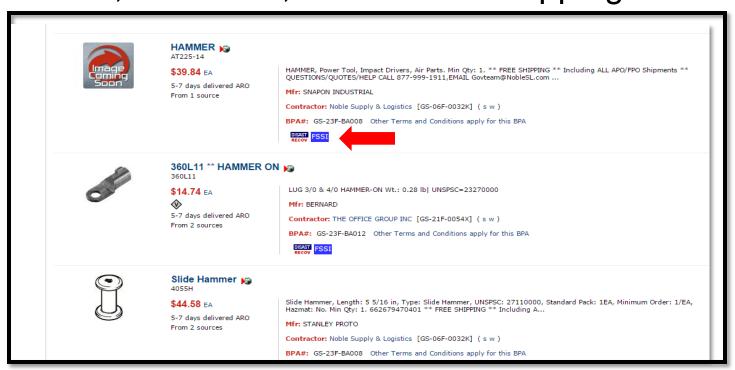
Here you can see individual products and which contractors carry particular MRO items, marked with a blue FSSI icon



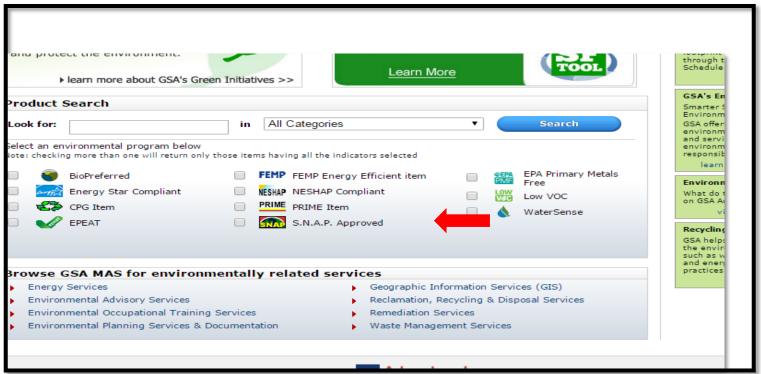
Another way to search for MRO products is by clicking "Maintenance, Repair & Operations FSSI (BIC)" on the left side of the homepage



Here you can see individual products and which contractors carry particular MRO items, marked with a blue FSSI icon. Verify the description carries the specifications you require. Make your selection, add to cart, check out, or continue shopping

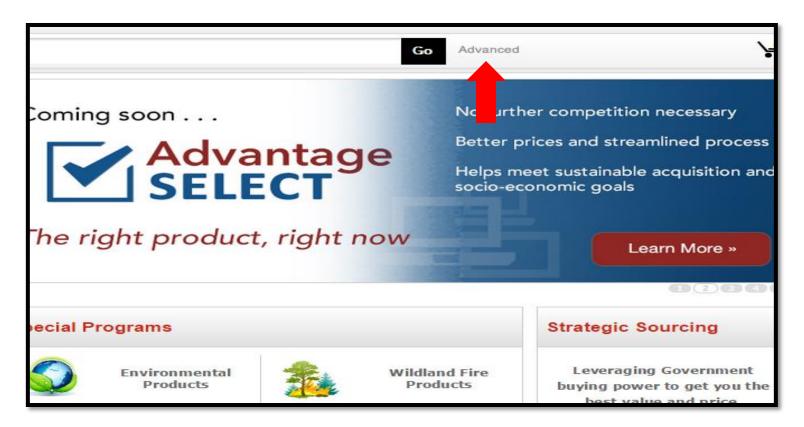


MRO sustainable options are available in CPG, BioPreferred, Water Sense, and Energy Star. Look for the appropriate icons on select MRO products



When you click on an icon, it takes you to a complete listing of all icons and their meaning.

To define your search even more, click "Advanced" on the homepage



Enter the item you are searching for and click on the check box by "Maint, Repair & Operations"

