



U.S. General Services Administration

Federal Acquisition Service

GovMark

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The top of the slide features a close-up, slightly blurred image of the American flag, showing the stars and stripes. The stars are white on a dark blue background, and the stripes are red and white.

Topics

- Trends
- Priorities/Opportunities
- FAS Focus



Trends

- More Services vs. Products
- Comprehensive Solutions
 - Single point of accountability
 - Expertise
- Tight Budgets
 - \$40 B reduction by 2011
- Stressed Acquisition Workforce

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Priorities/Opportunities

- Sustainability
- Transparency
- Innovation
- State and Local Governments



FAS Snapshot

- Over \$52 B in annual sales
- More than \$3 B GWAC sales (FY10)
- \$46 B MAS sales (FY10)
 - MAS is the government's largest acquisition vehicle
 - Approximately 10% of overall federal spending
 - Almost 80% of MAS contracts are awarded to small businesses
 - Fast becoming an excellent resource for businesses wanting to work with state & local Govt.

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FAS Focus

- Schedules
- eTools
- Strategic Sourcing
- Sustainability



➤ Schedules

- Easier to do business
- Ensuring best prices for customers
 - Full solutions
 - Major programs
- Allowing Industry to offer full portfolio of offerings
 - Full value solutions
- Assisting Acquisition Workforce and Helping customers achieve missions



➤ eTools

- Enterprise Acquisition Solution
 - End to end contracting environment
 - Standardizing and eliminating duplicative processes
 - Automatically incorporating acquisition policy changes
 - Increasing transparency in daily business activities



➤ eTools Continued

- Pricing Functionality
 - Immediate posting of pricing to *GSA Advantage!*[®] for newly awarded offers and modifications
 - Contracting Officers will have real-time data to evaluate and negotiate prices
 - Easier for customers to compare prices via eBuy
 - Single goal: Make Govt. contracting faster, more efficient, more cost-effective, and more transparent



➤ eTools Continued

- Vendor Support Center
 - Site navigation is modern and more intuitive
 - Easier to find/access eTools and learn about different contract vehicles
 - Leverages social media technologies to communicate more effectively
 - vsc.gsa.gov



➤ eTools Continued

- GSA *Advantage!*[®] Will Soon Have...
 - Web 2.0 features and Google-like search capabilities
 - Recommended products based on buying patterns
 - A state and local government virtual store
 - High quality pictures/videos of products/services
 - Easier access to BPAs/FSSI arrangements

What are you looking for?

Enter keywords, part#/NSN, manufacturer, contractor, contract #

Look in...

Products

Advanced Search

Find It!

Products

- Building & Industrial
- Furniture & Furnishings
- Hospitality, Cleaning, & Chemicals
- IT Solutions & Electronics
- Laboratory, Scientific, & Medical
- Law Enforcement, Fire, & Security
- Office Solutions
- Office Solutions-FSSI
- Recreation & Apparel
- Tools, Hardware, & Machinery
- Vehicles & Watercraft

Services

- Building Operations & Facility Management Solutions
- Communication Solutions
- Consolidated Products and Services Schedule (formerly Corporate Contracts Schedule)
- Engineering Solutions
- Financial & Business Solutions
- Furniture & Furnishings Solutions
- Human Resources Solutions
- Information Technology Solutions
- Language Services
- Law Enforcement, Security, Emergency Preparedness & First Responder Solutions
- Logistics Solutions
- Management Consulting Solutions
- Office Services
- Scientific, Environmental and Medical Solutions
- Travel & Transportation Solutions
- Vehicle, Aviation and Marine Solutions

GSA Launches



click here to learn more »

Welcome Back! how can we be of service today?

October 05, 2010

We offer the widest selection of products and services!

GSA is committed to helping agencies better serve the nation by meeting, at the best value, their needs for the highest quality products, services, and solutions. GSA Advantage!® is a proven online resource for thousands of US Government employees worldwide.

Thanks for choosing GSA!



Message Center

New Message

Message

No recent Messages

Special Programs



Environmental Program direct access to a variety of environmental oriented products



AbilityOne Program one-stop shopping for available AbilityOne (formerly JWOD) solutions



Disaster Relief identify a full range of products and services for relief and preparedness



Wildland Fire Program quickly locate available approved NFES products



Security Solutions locate critical Homeland Security products and services



American Recovery & Reinvestment Act Use GSA Contract Vehicles for Recovery/Stimulus purchases.

Strategic Sourcing BPAs

Strategic Sourcing Home/View all BPAs »

Strategic Sourcing BPAs

Save Time & Money with... Blanket Purchase Agreements on GSA Advantage!

Click here to learn more »

Headlines

Customer Advisory Potential Contamination of Milk Delivery Shelves

Are you aware of the new Environmental Requirements? Energy Star - EPEAT - Green

GSA eBuy

Problem with your order?

It's that time of the year again! Order your 2011 Calendars!



Home > FSSI Office Solutions

Browse

- Arts & crafts equipment & accessories & supplies ▶
- Classroom decoratives & supplies ▶
- Developmental & professional teaching aids & materials & accessories & supplies ▶
- Industrial use papers ▶
- Office & desk accessories ▶
- Office machines & their supplies & accessories ▶
- Office supplies ▶
- Packaging materials ▶
- Packing supplies ▶
- Packaging Supplies ▶
- Paper products ▶
- Photographic & recording media ▶
- Photographic filmmaking supplies ▶
- Photographic or filming or video equipment ▶
- Printed media ▶

Check it out!

We offer...



- Great prices
- Large selection
- Open to all federal agencies
- Expedited delivery available
- Products from small businesses
- Most popular products

Office Supplies

...supporting the Federal Strategic Sourcing Initiative



GSA has partnered with over a dozen agencies..

to leverage the buying power of the federal government to achieve savings for needed office supplies. In support of OMB's Federal Strategic Sourcing Initiative, GSA has created a number of BPAs offering significant discounts to the low prices already available on GSA's Schedule 75 for Office Supplies. All federal agencies may shop this store for office supplies that are needed to perform their mission.

Search:

in

Ability One Products

Find mandatory source products



Select this filter

Toner Supplies

Need toner? Get it here!



Select this filter

Small Business Products

Need products from small businesses?



Select this filter

Green Products

Go green! Locate green products



Select this filter

Find It!



Need a quote? Use GSA eBuy to get it done! [Go to eBuy now >](#)

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➤ eTools Continued

- Interact
 - Interactive space to encourage collaborative conversations with our vendors, customers and stakeholders
 - Improving accessibility
 - Exchanging ideas
 - [Interact.gsa.gov](https://interact.gsa.gov)



➤ **Strategic Sourcing**

➤ FSSI – Office Supplies

- \$16.5 M sales in four months
- 13 of 15 BPAs were small women and disabled veteran owned businesses
- Potential savings of \$208 M (over 4 year period)
- Discounts when SmartPay purchase cards are used

➤ Other Commonly Used Products

- Wireless Programs could save \$1.65 M
- Printers, Copiers, Multi-Function Devices. Government could save 30 to 40%



➤ Sustainability

- Transforming from a source of environmentally friendly projects to a leader enabling the entire Government's sustainability efforts
 - Energy Star Compliant
 - Energy Star and USDA Biopreferred requirements
 - Energy Star certified
- Free Carbon Footprint Tool
- Will be re-competing contract to build and maintain the tool

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➤ Sustainability Continued

- Collaborative, long-term, incremental approach to greening the supply chain
- More important than ever to measure, manage, and reduce carbon emissions
- Consumers and investors are incorporating sustainability factors into purchasing decisions and seeing cost savings and new revenue streams

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Conclusion

- We count on you to help government keep moving forward, your expertise and resources will help us better serve the American public
- As we roll out our e-contracting initiatives, give us feedback and tell us where we need to streamline and improve our processes
- Keep talking with us, some of our changes will affect you, so communicate with us so we can address challenges together