



MAS-PS Quarterly Updates

Office of Professional Services
& Human Capital Categories

11 MAY 2021

Discussion Overview

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Introduction

Who's the team

- **Scott Eberle**
 - Program Manager, PSHC Program Operations

- **Kristann Montague**
 - Procurement Analyst, PSHC Office Of Contract Operations

Quarterly Briefs

Why we're here?

Connect with professional services industry partners on program developments, contract management tasks, and gathering input on key initiatives

- **Be Proactive**
- **Be Transparent**
- **Be Collaborative**

Program Initiatives

Scott Eberle

- **NEW SINs**
- **STATE and LOCAL**
 - [Disaster Purchasing](#)
 - [Public Health Emergencies Program](#)
 - [PSHC Handout](#)
- **SUB-GROUPS**
- **ORDER LEVEL MATERIALS**
- **NEW ADMINISTRATION FOCUS**
 - [Diversity, Equity & Inclusion](#) Executive Order
 - Climate



Program Initiatives

Scott Eberle

- **WE NEED YOUR HELP!!**
 - Additional SINs are being reviewed and added
 - Look for MRAS to provide feedback
 - Posted 3/16: 117 Respondents
 - Posted 3/25: 19 Respondents
 - Future requests
 - Reviewing New Market Spaces
 - Seeking feedback on our offerings
 - Outreach efforts to understand constraints
 - Survey questions



New Professional Services SINs

Added in NOV 2020

SubCategory	SIN	SIN TITLE
Environmental Services	562910RMI	Environmental Remediation Services- Multiple Industries
Technical and Engineering Services (non-IT)	541330EMI	Engineering Services related to Military, Aerospace Equipment, or Military Weapons, the National Energy Policy Act of 1992, Marine Engineering and/or Naval Architecture
Technical and Engineering Services (non-IT)	541715AIR	Engineering Research and Development for Aircraft, Aircraft Engine and Engine Parts
Technical and Engineering Services (non-IT)	541715APM	Engineering Research and Development for:Other Aircraft Parts and Auxillary Equipment, Guided Missiles and Space Vehicles, Their Propulsion Units and Propulsion Parts
Technical and Engineering Services (non-IT)	541713	Research and Development in Nanotechnology
Technical and Engineering Services (non-IT)	541714	Research and Development in Biotechnology (except Nanobiotechnology)
Technical and Engineering Services (non-IT)	541720	Research and Development in the Social Sciences and Humanities

Proposed Professional Services SINs

NEXT REFRESH

ACTION	SIN	SIN TITLE
Add	524292INS	Third Party Administration of Insurance and Pension Funds
Add	541990	All Other Professional, Scientific, and Technical Services
Edit	562112	Hazardous Waste Disposal Services
Edit	561410	Editorial, Publishing, and Library Media Services

Keeping Your MAS Contract Current through Modifications

Mods are the ticket to an up-to-date contract!

- Three types of MAS contract modifications
 - **Administrative:** minor changes not requiring changes to contract terms and conditions: authorized negotiators, address changes, etc. (*easy, quick*)
 - **Supplemental (bilateral):** changes requiring agreement between both parties (adding SINs or labor categories, service description changes, Economic Price Adjustments) - may need negotiations (*more complex, takes more time*)
 - **Other:** Cancellations, Options, Novations or Change of Name Agreements

Requesting Modifications

Link to MAS Mod Instructions Page [here](#)

The screenshot shows the GSA website header with the logo and navigation menu. The main content area is titled 'Modifications and Mass Modification Guidance' and includes a sidebar with 'Selling through Schedule' and 'Schedule Contractors' sections. The main text describes the types of modifications and provides a link to a PDF document.

GSA U.S. General Services Administration

Per Diem Lookup Search GSA.gov

Buying & Selling ▾ Real Estate ▾ Policy & Regulations ▾ Small Business ▾ Travel ▾ Shared Services ▾ Technology ▾ About Us ▾

Home > Buying & Selling > Purchasing Programs > GSA Schedule > Selling through Schedule > Schedule Contractors > Contract Requirements and Modification Guidance > Modifications and Mass Modification Guidance

Selling through Schedule

- Overview
- Is the Schedule a Good Fit for Me?
- Roadmap for New Schedule Offerors
- Schedule Contractors**
 - Welcome Package
 - Contract Requirements and Modification Guidance
 - Modifications and Mass Modification Guidance**
 - Marketing Your Schedule Contract

Modifications and Mass Modification Guidance

The clauses below outline the different types of modifications that will happen throughout the life of your contract. The main difference between modifications and mass modifications is that modifications are generally initiated by you, while mass modifications are those routinely generated by GSA and often associated with a solicitation refresh. These two types of modifications are used to keep your contract current and compliant.

Mass Modifications

MAS Mass Modifications are issued directly to contractors via the mass mod system [↗](#). Mass Mods should be signed within 90 days of receipt. Each mass modification will outline the significant changes impacting the solicitation and your subsequent contract. Significant changes may vary depending on the offerings on your contract. If you do not sign a mass modification prior to the next modification release, the unsigned mass mod changes will roll into the new Refresh mass mods. In other words, if you have not signed Refresh 2 by the time Refresh 3 is released, when you sign Refresh 3 it will include changes from Refresh 2 and 3.

Here is a breakdown of the significant changes associated with the MAS Solicitation Refresh Mass Modifications:

FY 21 MAS Refresh Significant Changes [PDF - 93 KB]

Contractor Initiated Modifications

Key component: Understand when you need to initiate a modification for your Schedule and when GSA will initiate modifications that may impact your Schedule.

Modifications

- Review the following MAS solicitation [↗](#) clauses:
 - 552.238-82 MODIFICATIONS (FEDERAL SUPPLY SCHEDULE) (MAY 2018) (ALTERNATE I - MAY 2019)

Tips for Successful Modification Packages



- Mods can be challenging - there are resources to help!
- Before starting, read the [instructions](#) for the modification type you are seeking.
- Watch the [Training video](#) on MAS modification types, *especially* if this is your first mod or you're rusty

Tips for Successful Modification Packages, continued



- [eMod Online User Guide](#) walks you through the steps for completing various mod types. ***All mods must be submitted through GSA [eOffer/eMod](#)***
- Contact your GSA POC to give a heads up or ask questions if you're confused. Find their name, email, and phone on your [GSA eLibrary](#) contract load
- **Keep good records!** Be sure to file the contract award package and every contract modification with all backup documents for future reference.

Tips for Successful Modification Packages, continued

- Keep your mod request as simple as possible
 - Greater complexity = longer preparation and processing times
 - Avoid combining mod types if possible (e.g., don't combine an EPA with Add Labor Category mod type)
 - Patience please, we've got 350-500+ mods at any given time.



Tips for Successful Modification Packages, continued

PRICE PROPOSAL TEMPLATE (PPT) Tips:

- PPT is often the most challenging aspect of pricing-related mod requests
- The PPT for modifications is different than the PPT for offers.
Be sure to use the modification PPT.
 - The modification PPTs for services and products are in the [same webpage](#) as the mod instructions
 - Video overview on mod services PPT [here](#)
 - Video overview on mod products PPT [here](#)
- If your contract is based on a fixed escalation, be sure to show the current year rates and not the Year 1 rates (which the PPT fixed escalation tab defaults to). For example, if you're in year 10 of your contract, delete the columns for years 1-9.

NOTED DEADLINES

This requires your Action!!

- **Q3 2021 (May):** [MAS Solicitation Refresh #6](#)
 - Mass MOD will be issued
- **Q4 2021 (July):** MAS Solicitation Refresh #7
 - Mass MOD will be issued
- **Q4 2021:** Phase 3 eligible contractors, complete and submit your consolidation plan to your assigned GSA CO.



OTHER NOTES

Stay informed!

- **NEXT QUARTERLY BRIEF**
 - AUG 2021
- **[INDUSTRY NEWSLETTER](#)**
- **OTHER BRIEFINGS**
 - On Demand [YouTube](#)
 - How to Market Your Contract- JUL 2021
- **STAY IN THE KNOW**
 - Interact
 - Twitter
- **MAS PMO**
 - May 20, 2021: [MAS Office Hours](#)
 - GSA's YouTube channel:
<https://www.youtube.com/playlist?list=PLvdwyPgXnxxX3I6FfCXIB5GK0QKfi1EEq>
- **WHAT ELSE DO YOU WANT TO KNOW?**



Let's Connect

Website

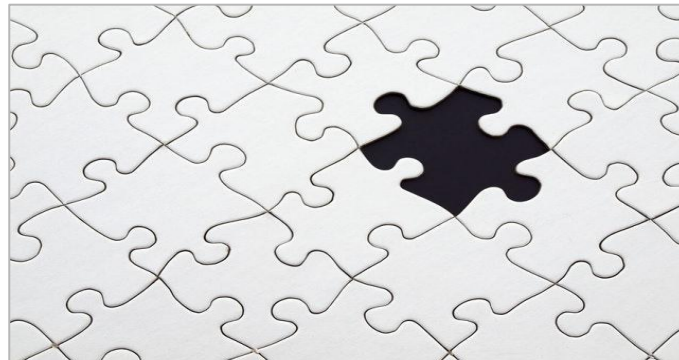
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QUESTIONS

Questions and Answers Time!!!



Example Phase 3 Contractor Checklist

	Example 1	Example 2	Contract 1	Contract 2
Contract Number	GS-10F-XXXXG	47QXXX-XXD-XX		
What is the 20-year Period of Performance (including options)?	2/12/2005 - 2/11/2025	6/4/2018 - 6/3/2038		
What is the DUNS number (if a contract has a different DUNS number, do not include on this sheet)?	123456789	123456789		
Is the contract a follow-on contract? (Y/N)	N	N		
Does the contract represent my core business? (Y/N)	N	Y		
What's the preponderance of work NAICS code and size standard? (list the preponderance of work NAICS code and the applicable size standard, e.g. SB or OTSB)	111111 - SB	111112 - SB		
What's the pricing structure?	Fixed escalation services	Product markup		
TDR or Non-TDR?	TDR	Non-TDR		
Does the contract have at least \$25,000 in sales annually? (Y/N)	Y	N		
Does the contract only have small business set aside SIN(s)? (Y/N) (if the SIN has the following note in the SIN description it is a small business set aside SIN "NOTE: Small Business Set Aside (SBSA)")	N	Y		
Do you have active Blanket Purchase Agreements? (Y/N)	Y	N		
If there are BPAs, list the BPA number and the expiration date (including options).	BPA123, exp. 11/12/2023 BPXYZ, exp. 4/7/2025	N/A		
Do my contracts have audits, claims, legal disputes, OIG investigations, novations? (Y/N) <i>If yes, please provide a brief explanation.</i>	N	N		
Other items for consideration for Phase 3?	This contract was novated from XYZ company	N/A		
If the contract has no open orders or BPAs, do you wish to immediately cancel the contract?	No	Yes		
Contractor Choice for Survivor contract (Identify Contract Number or N/A if you plan to submit a new offer)	47QXXX-XXD-XXXX			
Which SINS do you need to add to the surviving contract?	561210FAC, 532420L, 541370GIS, 561599L			
What date do you want to begin your consolidation?	October 1, 2020			
Do you have any pending opportunities that require a rush to add SINS/products/services to your surviving contract?				
What date do you hope to complete your consolidation?				
What date do you hope to cancel your non-surviving contract?				
Provide feedback on your preferred method to submit contract modifications (Add SIN, Add Product/Service, Delete SIN, Delete Product/Service etc). For example, do you prefer establishing a cadence to submit individual add SIN mods or submit in bulk.				20
<i>For PCO Use Only: In this section, outline and confirm the plan established between you and the</i>				

RESOURCE SLIDES
