



GSA Federal Supply Service

A horizontal banner featuring a close-up, slightly blurred image of the American flag, showing the stars and stripes in a wavy pattern.

MULTIPLE AWARD SCHEDULES

ENERGY SOLUTIONS

Products Available



- Energy Management Systems
- Facility Management Systems
- Chillers – HVAC
- Energy Efficient Lighting
- Power Distribution Systems
- Solar Energy Systems
- Efficient Construction Materials

Add Services and Financing for a Total Business Solution

A graphic of the American flag, showing the stars and stripes, positioned behind the title text.

- Installation
- Maintenance
- Training
- Consulting
- Professional Services
- Alternative Financing (SIN 246-53)



GSA Federal Supply Service



How Can I Purchase These Solutions?

Multiple Award Schedule

Energy Savings Performance Contracting



- Submit performance work statement.
- Contractor performs feasibility analysis.
- Contractor performs preliminary energy audit.
- Best Value
- Contractor and Agency enter into agreement for the contractor to perform a detailed energy audit.

Energy Savings Performance Contracting



- Contractor shall present detailed project design, showing the proposed scope of work.
- Upon agreement of the price and scope of work, a delivery order shall be issued by the ordering agency.
- Upon acceptance of the work, the guarantee period shall begin.

Teaming

- Teaming
- Website
 - [Fss.gsa.gov/FAQ/schedules](https://fss.gsa.gov/FAQ/schedules)
 - Click Contractor Team Arrangements

OBTAIN SOLICITATION PACKAGE



- Visit www.fedbizopps.gov
- Search for Solicitation
 - No. 7FCI-L3-03-0084-B
 - April 1, 2003 Version
- Click on Solicitation

OBTAIN SOLICITATION PACKAGE



- Download the Following Files:
 - READ ME First – Information & Instructions
 - Schedule 084 – Total Solutions for Law Enforcement, Security, Facility Management Systems, Fire Rescue, Special Purpose Clothing, Marine Craft and Emergency/Disaster Response Basic Solicitation
 - Attachment 03: Alarm and Signal Systems...Facility Management

OBTAIN SOLICITATION PACKAGE



- Download (Continued)
 - Attachment 12 – Small Business Subcontracting Plan (Large Business and \$500,000 + Only)
 - Attachment 06 – Clauses Incorporated By Reference (DO NOT RETURN WITH OFFER)

SOLICITATION PACKAGE



- Completed Solicitation
 - Open Ratings Report (req.to submit 246-52/53)
 - Commercial Sales Practices Information
- Pricing Proposal
 - Commercial Price List
 - Gov't Objective: Most Favored Customer Pricing
- Technical Proposal (Company Information/Profile)

COMPLETED SOLICITATION



- Open Ratings Report
 - Submit Completed Form to Open Ratings
 - Open Ratings Reports to Contracting Officer
 - Contractor Pays Fee to Open Ratings
- Commercial Sales Practices
 - Provide Total Amount of Sales for Past Year for Services Being Offered
 - Pricing Policy

NEGOTIATION PROCESS



- Submission of Completed Proposal
- Discussions/Clarifications
- Negotiate Terms and Conditions
- Request Final Revised Proposal
- Contract Award

SIGNIFICANT TERMS

- Scope of Contract
 - Worldwide
 - 50 United States, Puerto Rico, U.S. Territories
- Modifications Clause
- Indefinite Delivery/Indefinite Quantity
 - \$2500 Guaranteed Minimum

SIGNIFICANT TERMS



- Economic Price Adjustment
- Price Reduction Clause
- Maximum Order

CONTRACTOR POST AWARD RESPONSIBILITIES

A graphic of the American flag, showing the stars and stripes, positioned behind the title text.

- Create GSA Price List for Distribution to Customer Agencies
- Prepare GSA Advantage File (Within 6 Months of Award)
- Report Sales Quarterly (Via Internet)
- Remit 1% (Net Contract Sales) Industrial Funding Fee Quarterly

Key Websites

- GSA Advantage – www.gsaadvantage.gov
- Schedules E-Library
www.fss.gsa.gov
(Choose E-Library from right hand Options Bar)
- Listing of Appropriate Special Item Numbers is Located in the Energy Solutions Handout

Recap of the Benefits of Multiple Award Schedules (MAS)

An American flag graphic with stars and stripes, positioned behind the title and the top part of the list.

- ID/IQ Contracts offering a Wide Range of Products and Services at Commercial Prices
 - Best Value
 - Commercial Practices
 - Contractors may team with other Schedule contractors to offer a Total Solution.
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FEATURES

- Ordering Procedures
- Flexibility
- Maximum Order Provisions
- Price Reductions
- Blanket Purchase Agreements
- Teaming
- Socio-economic goals

General Products Acquisition Center



Contracting Officer's

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Thanks for Attending

