



Everything You Need to Know About the GSA Professional Services Schedule (PSS) Consolidation

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By: Wade Prince

Awards / Accolades / Affiliations



INSIDE Public Accounting Top 100

Once again, Aronson has earned a spot in the top 100 of this prestigious list, released by *INSIDE Public Accounting*. This is the longest running, most comprehensive and accurate independent analysis focusing on management and operations of America's large local, regional and national firms.

Accounting Today Top Firm

In 2013, Aronson was once again named to *Accounting Today's* list of the top 100 firms in the country. *Accounting Today* is a leading provider of online business news for the tax and accounting community.

Washington Business Journal Best Places to Work

Aronson has been recognized five times as one of the Metro area's "Best Places to Work." The award recognizes a company's achievements in creating a positive work environment that attracts and retains employees through a combination of employee satisfaction, working conditions and company culture.

Washington Business Journal Top 25

Aronson is ranked #12 on the *Washington Business Journal's* Top 25 Accounting Firms in the DC Metropolitan area.

Montgomery County Chamber Corporate Social Responsibility Award

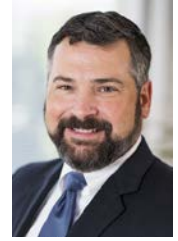
In 2010, Aronson was honored to receive the MCCC's Corporate Social Responsibility Award based on the depth and breadth of the company's energetic commitment to support young people, in the areas of education, housing and health.

The Gazette of Politics & Business Exceptional 53 Business Award

In 2012, Aronson received the PB53 award for the third year in a row. The program acknowledges the top businesses and organizations in Maryland based on criteria that includes the company's annual revenue, employee growth, noteworthy product or service innovations, community service efforts and more.



Wade E. Prince, Managing Consultant



- As a Managing Consultant in Aronson LLC's Government Contract Services Group, Wade Prince guides the GSA Schedule efforts for companies across a wide variety of industries. Mr. Prince assists his clients with GSA Schedule proposal preparation, contract management and provides guidance when utilizing the contract. He also coaches client senior management and C-level executives on the Government sales cycle and how best to pursue Government contract opportunities.
- Mr. Prince has over 14 years of Project and Government Contract Management experience with more than ten in GSA Schedules Contract Consulting and Government Procurement Market Intelligence. He received his Bachelors degrees from Georgia State University and served in the United State Marine Corps as a member of 2D Reconnaissance Bn from 1987-1991.

GSA PSS Update- AGENDA

- Overview of the PSS initiative
- Timeline for migrating multiple schedules to a single schedule (*Action needed by 12/31!*)
- Important conversion issues: labor category overlap, size status, SubK plan, escalation, etc.
- Timeline for transitioning individual schedules
- Disclosure of commercial sales practices
- Blanket purchase agreements
- Other emerging details
- Effect on new offers
- Wrap up and the big picture

GSA PSS Update

Overview of the PSS initiative

Affected Schedules-

- MOBIS (874)
- PES (871)
- FABS (520)
- AIMS (541)
- LOGWORLD (874V)
- Environmental (899)
- Language (738II)
- *00Corp and service SINs under IT / 738X / 03FAC (?)*

GSA PSS Update

Overview of the PSS initiative continued-

Goals-

- Improved contract usability; agencies can obtain and contractors can provide total service solutions through one contract vehicle.
- Increased program efficiency by managing fewer contracts and solicitations.
- Reduced administrative costs to industry by reducing the number of contracts they manage.
- Eliminate the requirement to submit separate offers for professional services; will only need only a modification request instead

GSA PSS Update

Overview and timeline for migrating multiple schedules to a single schedule

- Affected Contractors should have already been notified.
- GSA has a team of seven assigned full time to processing migrations:
- Each migration is expected to take approximately 4 weeks
- Contracts will be reassigned to the original Contract Specialist once migration is completed

GSA PSS Update

Overview and timeline for migrating multiple schedules to a single schedule continued:

- Migration packages due 12/31/14
 - Required elements
 - Not required elements
- Related issues
 - Extension requests
 - Options
 - Audits

GSA PSS Update

Important conversion issues:

- Labor category overlap
- Size status
- SubK plan
- Escalation method(s)
- Cost Build-up and Commercial pricing

GSA PSS Update

Disclosure of commercial sales practices- The eOffer application requires that an automated CSP be filled out prior to the submission of any offer. At a minimum the Consolidated CSP contained in the eOffer application must be filled out with all *migrated* SINS and total estimated dollar values.

- Proposal Price List (PPL) required
- PPL vs Doc 8.
- Negotiated Terms, Conditions and Deviations

GSA PSS Update

Timeline for transitioning individual schedules-

- Mass mod in March / April 2015 timeframe
- No migration package needed
- No changes in contract number or contract period

GSA PSS Update

- **Blanket purchase agreements-**
 - List of active BPAs required with migration (multiple contract-holders)
 - Unless the BPA contains language allowing a modification of the parent contract number, BPAs awarded prior to the PSS migration completion will continue in effect until the BPA or the contract expires, Task orders may be placed against existing BPAs until either the BPA or this contract expires, whichever occurs first.
 - Affected contractors schedule contracts will be modified.
 - Sample contract language is available for future BPAs in the Migration Presentation located on GSA's Professional Services Schedule page at <http://gsa.gov/portal/content/200063>
- **Sales reporting for ongoing Pre-PSS contract awards**
- **Updates to GSA documents (templates, price lists etc.)**

GSA PSS Update

Treatment of new Offers

- In preparation for submission
 - “On or about 12/15/2014 FBO will announce the complete transition of single schedule solicitations to 00CORP”
 - “On or about 3/1/2015 notification will be posted in FBO announcing complete shutdown of single schedule solicitations with redirection to the Professional Services (aka 00CORP) solicitation”
 - “On or about 4/1/2015 only the Professional Services Schedule solicitation will remain in place for Region 10”
- Already submitted
 - Already substantially reviewed
 - Recently submitted and rejected
 - Not substantially reviewed

GSA PSS Update

Important PSS-related links:

GSA's Professional Services Schedule page-
<http://gsa.gov/portal/content/200063>

GSA's Interact's PSS page:
<https://interact.gsa.gov/blog/improving-professional-service-schedules-changes-are-coming>

Aronson's FedPoint Blog: <http://blogs.aronsonllc.com/fedpoint/>

Wrap up and the big picture

GSA PSS Update

The new “Fair & Reasonable”

“To determine fair and reasonable pricing, the GSA Contracting Officer may consider many factors, including pricing on competitor contracts, historical pricing, and currently available pricing in other venues. Offers which provide Most Favored Customer pricing, but which are not highly competitive will not be found fair and reasonable and will not be accepted.”

Wrap up and the big picture

Upcoming Webinars & Events

- February 4: GSA Services Schedule Consolidation Update #2
- February 18: Small Business Affiliation - What It Means for Federal Contractors
- March 12: Incurred Cost Submissions
- April 8: Purchasing Systems

**For more information or to register, visit
aronsonllc.com**

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