



U.S. General Services
Administration

**ALLIANCE
NORTHWEST**



**Breakout
Session**

**Selling to Federal Agencies
through GSA Schedules**



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The GSA Schedules Program: What You Need to Know!

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Agenda

- **Multiple Award Schedule:**
 - Understanding the Program
 - The Structure
 - The Solicitation
 - The Roadmap
 - The Offer
 - The Resources
- **Additional Contract Solutions**
- **OASIS+**
- **Current Landscape**
- **Further Resources**



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Understanding the GSA Multiple Award Schedule (MAS) Program



What is a GSA Multiple Award Schedule?

- The GSA Multiple Award Schedule (MAS) Program, also referred to as the “Schedule,” is the premier contract vehicle for the federal government.
 - The Schedule Program is a long term governmentwide contract between commercial suppliers and the federal government.
 - Suppliers give federal, and in some cases state and local buyers (including tribal governments and some educational institutions), access to millions of commercial products and services at negotiated ceiling prices.
 - Schedule purchases represent approximately 21 percent of overall federal procurement spending--approximately \$42 Billion per year.
- ✓ **A contract**
 - ✓ **Another arena to bid on opportunities**
 - ✓ **Increases visibility to government customers**
 - ✗ **Not a certification**
 - ✗ **No guaranteed sales**
 - ✗ **Not mandatory to do business with the government**
 - ✗ **Not mandatory for other agencies to use**
 - ✗ **Not used for Construction (236220)**



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The Structure



MAS Structure Overview

Through the MAS Program, GSA establishes long-term, governmentwide contracts with commercial firms to provide ordering activities with access to a wide variety of commercial supplies or services.

- Multiple Award IDIQ (5-year award, three 5-year options)
- Fixed Price EPA (Economic Price Adjustment)
- Fair and reasonable pricing
- Price reductions may be applied at the order level
- Performance requirements established at the order level



12 Large Categories

Facilities	Furniture and Furnishings	Human Capital	Industrial Products and Services
Information Technology	Miscellaneous	Office Management	Professional Services
Scientific Management and Solutions	Security and Protection	Transportation and Logistics	Travel

MAS Subcategories

Facilities	Furniture & Furnishings	Human Capital	Industrial Products & Services	Information Technology	Miscellaneous
<ul style="list-style-type: none">• Structures• Facilities Services• Food Service Equipment• Facilities Supplies• Facilities Solutions• Facilities Maintenance and Repair	<ul style="list-style-type: none">• Miscellaneous Furniture• Office Furniture• Flooring• Fitness Solutions• Signs• Household, Dormitory & Quarters Furniture• Packaged Furniture• Healthcare Furniture• Furniture Services	<ul style="list-style-type: none">• Human Resources• Background Investigations• Compensation and Benefits• Temporary Help Services• Social Services	<ul style="list-style-type: none">• Industrial Products• Packaging• Cleaning Supplies• Fire / Rescue / Safety / Environmental Protection Equipment• Hardware and Tools• Fuel Management• Machinery and Components• Test and Measurement Supplies• Industrial Products and Services Maintenance and Repair	<ul style="list-style-type: none">• IT Hardware• IT Software• Telecommunications• IT Solutions• IT Training• Electronic Commerce• IT Services	<ul style="list-style-type: none">• Apparel• Complimentary Special Item Numbers (SINs)• Personal Hair Care Items• Musical Instruments• Awards• Flags

MAS Subcategories (cont)

Office Management	Professional Services	Scientific Management & Solutions	Security & Protection	Transportation & Logistics Services	Travel
<ul style="list-style-type: none">• Printing and Photographic Equipment• Office Supplies• Audio Visual Products• Media Services• Media Products• Records Management• Document Services• Office Services• Audio Visual Services• Mail Management• Office Management Maintenance and Repair	<ul style="list-style-type: none">• Marketing and Public Relations• Financial Services• Legal Services• Technical & Engineering Services (non-IT)• Business Administrative Services• Logistical Services• Language Services• Environmental Services• Training• Identity Protection Services	<ul style="list-style-type: none">• Laboratory Equipment• Laboratory Animals• Search and Navigation• Medical Equipment• Testing and Analysis• Scientific Services	<ul style="list-style-type: none">• Protective Equipment• Security Services• Security Systems• Security Animals and Related Services• Marine and Harbor• Testing Equipment	<ul style="list-style-type: none">• Motor Vehicles (non-Combat)• Automotive Body Maintenance and Repair• Packaging Services• Package Delivery• Transportation of Things	<ul style="list-style-type: none">• Employee Relocation• Lodging• Travel Agent and Misc Services



What is a NAICS Code?

- A NAICS (pronounced NAKES) Code is a classification within the North American Industry Classification System.
- The [NAICS System](#) was developed for use by Federal Statistical Agencies for the collection, analysis and publication of statistical data related to the US Economy.



What is a SIN?

- A Special Item Number, referred to as a SIN, is a number that identifies products and services that GSA Schedule contract holders offer to government buyers through a Schedule contract.
- SINs align with NAICS codes (North American Industry Classification System).
- If a SIN doesn't exist for the the product or service you are buying, it isn't purchased through the GSA Schedule contract.



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Special Item Number (SIN) Structure

SINs are NAICS based

541614 - Process, Physical Distribution, and Logistics Consulting Services

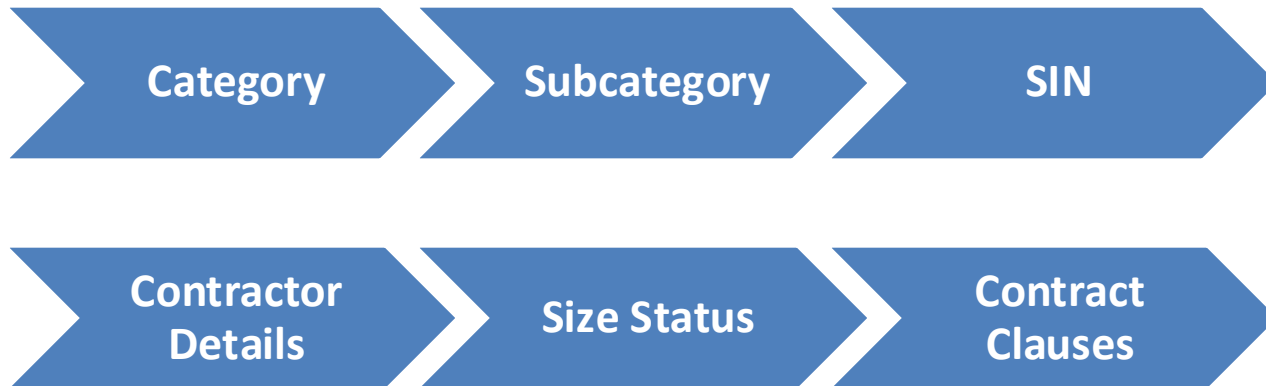
Logistics Services		
SINs	Title	Example Services
541614	Deployment, Distribution and Transportation Logistics Services	Services include the following: Deployment Logistics such as contingency planning, identifying/utilizing regional or global resources, integrating public/private sector resources...
541614SVC	Supply and Value Chain Management	Includes supply and value chain management, which involves all phases of the planning, acquisition, and management of logistics systems.



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eLibrary



eLibrary - The official online source for complete GSA and VA Schedules information – a great market research tool.

www.gsaelibrary.gsa.gov



GSA eLibrary



Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- ▶ View schedule contracts
- ▶ GSA schedules info
- ▶ VA schedules info
- ▶ MAS Available Offerings
- ▶ MAS Clause Applicability Matrix



GSA eLibrary

Welcome! GSA excellent acquisitions

GSA offers a wide range of acquisition services and solutions. For more information on what GSA has to offer, visit [GSA eLibrary](#).

Search

▶ Contractor Directory (a-z)

Category Guide

- ▶ Facilities
- ▶ Human Capital
- ▶ Information Technology
- ▶ Office Management
- ▶ Scientific Management and Solutions
- ▶ Transportation and Logistics Services

News...

Use your Unique Entity ID

As of April 4, 2022, the go to [GSA eLibrary](#) for the new Unique Entity ID (SEID) information.

Get Quotes

GSA eBuy is an easy-to-use electronic Request for Quotation (RFQ) system designed to facilitate the request for submission of quotations.

With eBuy, getting quotes is just a click away!

Additional Information

Customers

- Connect With Your Customer Service Director
- Training Opportunities
- FPDS-NG
- EPLS
- GSA Strategic Sourcing BPAs
- Acquisition Gateway

Contractors

- FedBizOps
- Schedules Sales Query
- Vendor Support (VSC)

Quick Search

Go to

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- ▶ View schedule contracts
- ▶ GSA schedules info
- ▶ VA schedules info
- ▶ MAS Available Offerings
- ▶ MAS Clause Applicability Matrix

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- ▶ View technology contracts
- ▶ GSA technology contracts info

State and Local Governments

Cooperative Purchasing

Purchase IT products, services, and support equipment from Federal Supply Schedules.

- ▶ View participating vendors
- ▶ Cooperative Purchase FAQ

Disaster Purchasing

Purchase products and services to facilitate recovery from a major disaster.

- ▶ View participating vendors
- ▶ Disaster Purchasing FAQ

Home | **eBuy - quotes** | **GSA Advantage - online shopping** | **Help**

go to eBuy >>



Contractor Listing by SIN

Contractor Listing For general questions, contact: FAS National Customer Service Phone: 1-800-488-3111 E-mail: nscscustomer.service@gsa.gov

Category

Subcategory



MAS Multiple Award Schedule Professional Services - Technical and Engineering Services (non-IT)

541330ENG Engineering Services Services include: applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, processes, and systems. Services may involve any of the following activities: provision of advice, concept development, requirements analysis, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services.

SIN

NOTE: Services include architect-engineer services as defined in the Brooks Act and FAR Part 2, or construction services as defined in FAR Parts 2 and 36. 1104 contractors

Display: All Socio-Economic Indicators Small Business Woman Owned Business

Search Contractor T&Cs/Pricelist

Download Contractors (Excel)

Contractor	Contract #	Phone	City, State	Socio-Economic	Contractor T&Cs /Pricelist	View Catalog
3S SOLUTIONS LLC	47QTC23D0085	703-786-7047	FAIRFAX, VA	s/d		
3U TECHNOLOGIES, LLC	GS-10F-119AA	301-452-3152	CONROE, TX	s		
4M RESEARCH, INC.	47QRAA19D0094	2563194646	HUNTSVILLE, AL	s/w/wo		
5-D SYSTEMS, INC.	GS-23F-0322N	512-238-9840 X18	ROUND ROCK, TX	s		
5TH DYMENSION SOLUTIONS, LLC	47QRAA23D001X	858-220-2417	ALEXANDRIA, VA	s		
74 WELD, INC.	47QRAA22D00C0	619-286-6656	EL CAJON, CA	s		
A-P-T RESEARCH, INC.	47QRAA21D0040	2563274015	HUNTSVILLE, AL	s		
A2 SYSTEMS ENGINEERING, INC.	GS-10F-0316X	31046966606	EL SEGUNDO, CA	s/v		
A3GEO, INC.	GS-00F-370GA	1-415-425-0247	BERKELEY, CA	s/w/wo/ew/d		
ABACUS TECHNOLOGY CORPORATION	GS-35F-720GA	301-215-7593	CHEVY CHASE, MD	o		
ABACUS TECHNOLOGY CORPORATION	GS-00F-191CA	301-215-7593	CHEVY CHASE, MD	o		
ABSG CONSULTING INC.	GS-00F-026CA	571-982-2225	SPRING, TX	o		
ABT, INC.	GS-23F-0109S	256-679-7950	HUNTSVILLE, AL	s/dv		
ACCURA ENGINEERING AND CONSULTING SERVICES, INC.	GS-10F-0251Y	404-241-8722	ATLANTA, GA	s/w/wo/ew/d/Ba		
ACCURATE MACHINE & TOOL CORP	47QRAA20D0013	(256)461-8063	MADISON, AL	s/w/wo		



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The Solicitation



Training and Solicitation

- **Training:** Complete the “**Pathway to Success**” and “**Readiness Assessment**” training located at <https://go.usa.gov/xS5G7>
- **Understand the solicitation:** Download, read, and understand the solicitation and applicable category attachment(s) located at [this link](#)
- To qualify for a GSA MAS contract, your company must have products or services that fit under a GSA Schedule category, i.e., Special Item Number (SIN). For more information on SINs, visit GSA eLibrary at www.gsaelibrary.gsa.gov



Contract Opportunity

- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History
- Award Notices

Follow

Multiple Award Schedule

ACTIVE

Contract Opportunity

Notice ID
47QSM20R0001

Related Notice

Department/Ind. Agency
GENERAL SERVICES ADMINISTRATION
Sub-tier
FEDERAL ACQUISITION SERVICE
Office
GSA/FAS FURNITURE SYSTEMS MGT DIV

Looking for contract opportunity help?



APEX Accelerators are an official government contracting resource for small businesses. [Find your local APEX Accelerator](#) for free government expertise related to contract opportunities.

APEX Accelerators are funded in part through a cooperative agreement with the Department of Defense.

The APEX Accelerators program was formerly known as the [Procurement Technical Assistance Program \(PTAP\)](#).

General Information

Contract Opportunity Type: Combined Synopsis/Solicitation (Updated)

Updated Published Date: Nov 24, 2025 04:41 pm EST

Original Published Date: Sep 30, 2019 08:47 pm EDT

Updated Date Offers Due: Nov 23, 2030 11:12 am EST

Original Date Offers Due:

Inactive Policy: 15 days after date offers due

Updated Inactive Date: Dec 08, 2030

Original Inactive Date: Jan 01, 2022

Initiative:

Significant Changes

Available Offerings
Excel Sheet

Regulations by Ref.
PDF File

Category Attachments

Base Solicitation

Display Name	Update Date
SF30 Attachment for Refresh Mod 47QSMD20R0001.pdf	Nov 24, 2025
MAS Available Offerings Refresh 30	Nov 24, 2025
IBRAttcahment_47QSMD20R0001_Ref_30.pdf	Nov 24, 2025
Travel_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Transportation and Logistics Services_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Security and Protection_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Scientific Management and Solutions_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Professional Services_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Miscellaneous_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Information Technology_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Industrial Products and Services_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Human Capital_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Furniture and Furnishings_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Facilities_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
Office Management_Category_Attachment_Sol_47QSMD20R0001_Amd_30.pdf	Nov 24, 2025
SOLICITATION DOCUMENT FOR 47QSMD20R0001.pdf	Nov 24, 2025



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The Roadmap



MAS Roadmap

What is the MAS Roadmap?

- Provides information on the contract award process to make it easier to do business with the government.

Why is this helpful?

- Breaks down the offer process into easy to follow step-by-step instructions.

www.gsa.gov/masroadmap



Questions to Consider Up Front

1. Does market research show that Federal, state and local governments are buying the types of products and services that your company offers?
1. Have you been in business for at least two years and have two years of financial statements to support this?
1. Do you have evidence of successful past performance?
4. Can you comply with the MAS contract terms and conditions?
5. Are your items Trade Agreement Act (TAA) compliant?
5. Do you have the resources to market your commercial products and services after the award of the contract?



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Key Items to Consider Before Submitting an Offer

- **Minimum Sales Requirements:** You must achieve \$100,000 in sales within the first five years and \$125,000 each five-year period thereafter.
- **Lead Time:** It may take up to 1 year to get a MAS contract, provided that the firm meets all evaluation criteria and has a successful negotiation.



Evaluation Criteria

- Must be in business for two years and you must provide two years of financial statements
 - Unless you are proposing under the [Startup Springboard](#)
- Ability to demonstrate acceptable
 - Corporate experience
 - Past Performance
 - Quality Control
 - Relevant Project Experience, as required by SIN
- Products or services must be commercially available
- Products or services must be compliant with the Trade Agreements Act (TAA)
- Proposed pricing is determined fair and reasonable



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Startup Springboard

In lieu of the two-year corporate experience requirement, you may:

- Use professional experience of executives and key personnel as a substitute
- Use project experience of key personnel
- Provide financial documentation that demonstrates the company's financial responsibility in lieu of submitting two years of financial statements.

For more information visit: [Startup Springboard](#)



Trade Agreements Act (TAA) Compliance

- The TAA, described in [FAR Subpart 25.4](#), applies to all Schedule contracts and orders. The TAA, which provides a waiver to the Buy American Act, states that only U.S.-made or designated-country end products may be offered or sold under Schedule contracts.
- **For services**, country of origin is determined by the country in which firm providing the services is established.
- Please refer to the [TAA clause](#) in your contract for complete details, including relevant definitions and the list of designated countries.
- Remember that it is the responsibility of each Schedule contractor to ensure that product information is accurately incorporated into the contract and displayed on GSA Advantage!® throughout the life of the contract.
- For more information about the TAA, refer to [FAR clause 52.225-5, Trade Agreements](#).



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SAM Registration and Certification

- In order to do business with the federal government:
 - You must register for a Unique Entity Identifier (UEI) at the System for Award Management (SAM)
 - <https://sam.gov/content/entity-registration>
 - Registration must be renewed annually
- Registration is 100% Free!





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FAS ID

- All contractors must register for the FAS ID multi-factor authentication to access the eOffer and eMod systems.
- Please ensure that you are listed in SAM as one of the following points of contact:
 - Government Business POC / Alternate POC
 - Electronic Business POC / Alternate POC
 - Past Performance POC / Alternate POC



FAS ID

<p>Account Registration</p> <p>Register Account</p> <p>Register new Account</p>	<p>Contract Offers</p> <p>Prepare an Offer</p> <p>Prepare, Submit, or Update an eOffer Before you begin...</p>	<p>Contract Modifications</p> <p>Submit a Modification</p> <p>Prepare, Submit, and Correct a Modification Request Before you begin...</p>	<p>FAS Sales Reporting</p> <p>Report Sales</p> <p>Report Sales Data</p>
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GSA made changes to Letter of Supply requirements effective May 17, 2021. Please visit [the MAS Roadmap - Letter of Supply requirements](#) for more information.

The screenshot shows the 'Create FAS ID' registration form. At the top is the GSA logo. Below it is the title 'Create FAS ID'. The form contains four required fields: 'Email Address *' with a subtext 'Please enter your FAS ID or Primary Email Address' and a text input field containing 'email@email.com'; 'First Name *' with a text input field containing 'First Name'; 'Last Name *' with a text input field containing 'Last Name'; and 'DUNS Number *' with a text input field containing 'DUNS Number'. A blue 'Submit' button is located at the bottom of the form.

<https://eoffer.gsa.gov/>



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The Offer



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Offer Preparation

After you have completed the **preliminary training, registered, and familiarized yourself** with the solicitation, you will start developing your proposal to submit to GSA.

As part of assembling your offer, you must complete the following forms, which are located at the Available Offerings and Requirements page at www.gsa.gov/masscopeandtemplates under “Required Templates to Submit Through eOffer (as applicable).”

- Agent Authorization Letter
- Letter of Supply
- Price Proposal Template

MAS Roadmap

[Overview](#)[MAS Prospective Contractors: Read Me First](#)[MAS Roadmap: Learn and Understand](#)[MAS Roadmap: Prepare](#)[MAS Roadmap: Gather Information](#)[MAS Scope and Templates](#)[MAS Roadmap: Finalize and Submit Offer](#)[MAS Roadmap: Post Submission](#)[Schedule Contractors](#)

MAS Scope and Templates

Scope and Structure

The GSA Multiple Award Schedule (MAS) is organized by 12 Large Categories, 83 Subcategories, and over 300 North American Industry Classification System (NAICS)-based Special Item Numbers (SINs).

Please view the latest [Available Offerings Attachment \[XLSX - 96 KB\]](#) for a complete listing of this structure.

For reference only, the 24 legacy Schedules and their SINs are mapped to the MAS SINs available in this [version of the available offerings attachment \[XLSX - 208 KB\]](#).

Attachments and Templates

The [MAS solicitation](#) outlines requirements for all offerors, including certain templates and attachments that must be submitted with your offer.

For more information on the applicability of each template or attachment, please refer to SCP-FSS-001, Instructions to Offerors, under Section I of the [MAS solicitation](#) and each applicable "Large Category Attachment" related to your offerings.

[Required Templates to Submit Through eOffer \(as applicable\)](#)[Commercial Sales Practice and Commercial Subcontracting Plan Templates](#)[SCLS Wage Determinations Applicable to MAS Contracts](#)[Order Level Materials and Transactional Data Reporting Information](#)

Contact

National Customer Service Center

- Hours: Sundays 8 p.m. to Fridays 8:30 p.m. Central Time
- 800-488-3111
- ncscustomer.service@gsa.gov

Help with GSA Schedule

- Review [MAS Offeror Training](#)
- Attend [MAS Office Hours](#)
- Subscribe to the [MAS Interact Group](#)



Offer Submission

- Submit your completed offer in eOffer at <https://eoffer.gsa.gov>.
- After you submit your offer via eOffer, it will be assigned to one of our contracting professionals for review.
- Work directly with your assigned representative to clarify any questions or issues and negotiate pricing or other elements of your offer, if necessary.
- After review and negotiation, you will know whether you will receive a Schedule contract, based on the decision of the GSA Contracting Officer.



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The Resources



Schedules Sales Query Plus (SSQ+)

- Designed to provide our suppliers with the data they want and need.
- SSQ+ is a tool that depicts sales in both report and dashboard format.
- SSQ+ replaces the SSQ and offers searchable and filterable information from FY 1991 to present, including sales dollars for TDR contracts.

<https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>



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Schedules Sales Query Plus (SSQ+) (cont)

Key report features include:

- Ability to build a custom report to view MAS sales by fiscal year and quarter based on various level of details: Product or Service, Government wide Category, Government wide Subcategory, Schedule Number, SIN, NAICs, Business Size, Contract Number etc.
- Access to prebuilt dashboards that allow visibility into sales trends by the various levels, trends specific to contracts within the first two years, and overall success rate for new contracts.

<https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>



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Helpful MAS Links

www.gsa.gov/masroadmap

www.gsa.gov/schedule

www.gsa.gov/events

<https://www.gsa.gov/small-business/small-business-resources>

[Small Business First Interact Page](#)

[Multiple Award Schedule Interact Page](#)

<https://www.apexaccelerators.us/#/>

Email: maspmo@gsa.gov



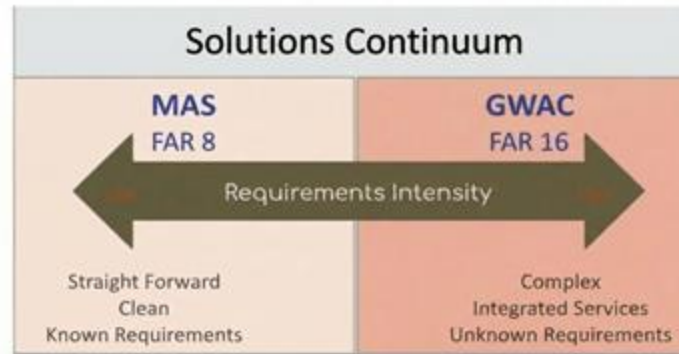
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Additional Contract Solutions



Two Paths

Which Direction?



	Professional Services/ Human Capital	Facilities	IT	
*MAS	MAS-PS	MAS	MAS-IT	4 BPAs
GWAC	*OASIS+	*OASIS+	8(a) STARS III	VETS2
	HCaTs	BMO	Alliant 2	POLARIS



CONTRACT DETAILS

Capabilities and Flexibilities

MAS - FAR 8.4

- Commercial
- CONUS and OCONUS
- 4100 Industry Partners
- FFP, T&M, LH
- 20 year Contracts, 5 yr Periods
- Ceiling prices established
- 57 NAICS codes
- Labor rates generally established
- Blanket Purchase Agreements
- Order Level Materials
- No DPA

OASIS- FAR 16 IDIQ

- Commercial and Non-Commercial
- CONUS and OCONUS
- 5 yr Base; 5 yr Option Periods
- FFP, T&M, LH, Cost, Hybrid
- Unpriced
- Established Labor Categories
- No protests under \$10M
- Classified awards allowed
- Requires DPA



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OASIS+

Scope, Size and Overview



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One Acquisition Solution
for Integrated Services +

A suite of governmentwide, multi-award IDIQ contracts designed to support Federal agency procurement requirements for a full range of non-IT, services-based requirements.

The scope of each contract vehicle is categorized into “functional groupings” known as **DOMAINs**.

Six Solicitation Categories (IDIQ Contracts)

Total
Small Business

SBA-Certified 8(a)
Small Business

SBA-Certified
HUBZone
Small Business

SBA-Certified
Service-Disabled
Veteran-Owned
Small Business

SBA-Certified
Women-Owned
Small Business














Unrestricted

Five contracts for Small Businesses



OASIS+ Domains

- OASIS+ contract scope is organized by **Domains** (*functional groupings of related services*)
- Each Domain contains multiple contract line items (**CLINS**) aligned to North American Industry Classification System (**NAICS**) codes
- OASIS+ contractors may qualify for award of **some or all NAICS** included in a specific Domain (provided they meet all qualifications for award)

-  Management and Advisory
-  Technical and Engineering
-  Research and Development
-  Logistics
-  Facilities
-  Intelligence Services
-  Environmental
-  Enterprise Solutions
-  Financial Services
-  Human Capital Services
-  Social Services
-  Business Administration
-  Marketing and Public Relations

13
DOMAINS



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Current Landscape



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Executive Order

A screenshot of the White House website. The header includes "PRESIDENT DONALD J. TRUMP" on the left, "The WHITE HOUSE" in the center, and a search icon and the White House logo on the right. Below the header is a circular seal with an eagle and the years "45 47". Underneath the seal is the text "PRESIDENTIAL ACTIONS". The main title of the page is "Eliminating Waste and Saving Taxpayer Dollars by Consolidating Procurement". At the bottom of the page, it says "Executive Orders | March 20, 2025".

By the authority vested in me as President by the Constitution and the laws of the United States of America, it is hereby ordered:

Section 1. Policy. The Federal Government spends approximately \$490 billion per year on Federal contracts for common goods and services — the types of goods and services purchased by nearly every executive department and agency (agencies) — making it the largest buyer of goods and services in the world. As a matter of sound management, these

[Eliminating Waste and Saving Taxpayer Dollars by Consolidating Procurement](#)



FAR Part 8 - Required Sources of Supplies and Services

An official website of the United States Government

ACQUISITION.GOV FAR Overhaul Regulations Tools Policy Network

Home > Revolutionary FAR Overhaul > FAR Overhaul - FAR Part Deviation Guidance

Part 8 - Required Sources of Supplies and Services

- 8.000 Scope.
- 8.001 Definitions.
- Subpart 8.1 - Presolicitation
 - 8.101 Mandatory sources for specific supplies and services.
 - 8.102 Mandatory source for services.
 - 8.103 Mandatory sources of supplies.
 - 8.104 Use of existing contracts.

Feedback

We welcome informal input on the revised FAR Part 8:

SUBMIT YOUR FEEDBACK

Non-regulatory Resources

Revolutionary FAR Overhaul

- [FAR Parts and Agency Deviations](#)
- [Part 8 - Required Sources of Supplies and Services](#)





Tier 3 Best-in-Class

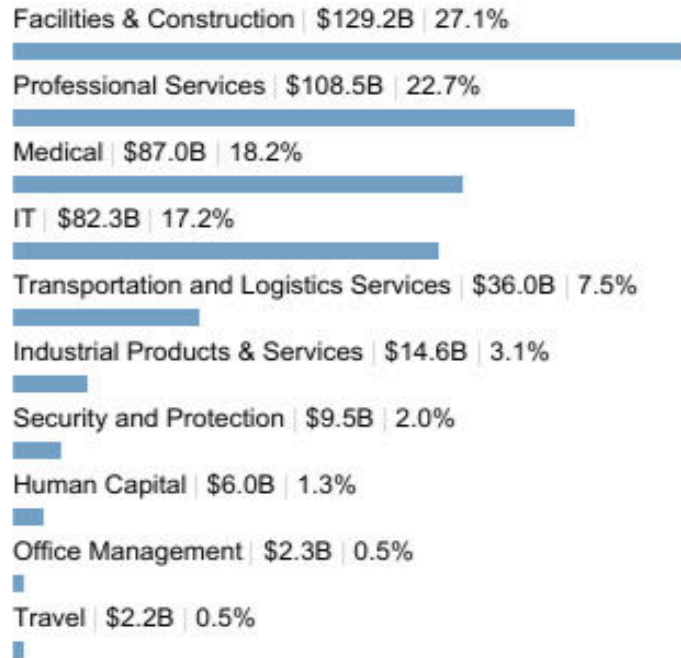
In support of OMB's Spend Under Management

Tier 0	Tier 1	Tier 2	Tier 3
<ul style="list-style-type: none">• Spend not aligned to CM Principals• Contract dollars not fitting into any other Tier• OMB encourages Agencies to shift to higher tier solutions	<ul style="list-style-type: none">• Agency-Wide Mandatory Solutions• Agency-Wide contract dollars with mandatory use or mandatory consideration policies & data sharing standards <p>Example: Air Force NETCENTS IDIQ</p>	<ul style="list-style-type: none">• Multi-Agency Solutions• Obligated dollars on agency-wide contracts satisfying rigorous standards for strategy, data, tools & metrics	<ul style="list-style-type: none">• Government-Wide Best-in-Class (BIC) solutions• Contract dollars obligated on Best-in-Class contracts <p>Example: OASIS+, Alliant</p>

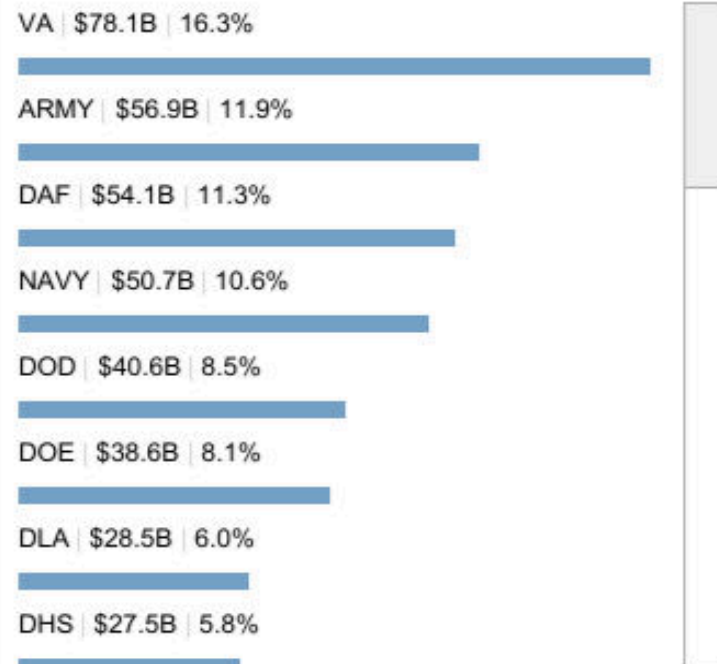


FY26 Spend by Category and Agency

Categories



Gov't-Wide - Departments

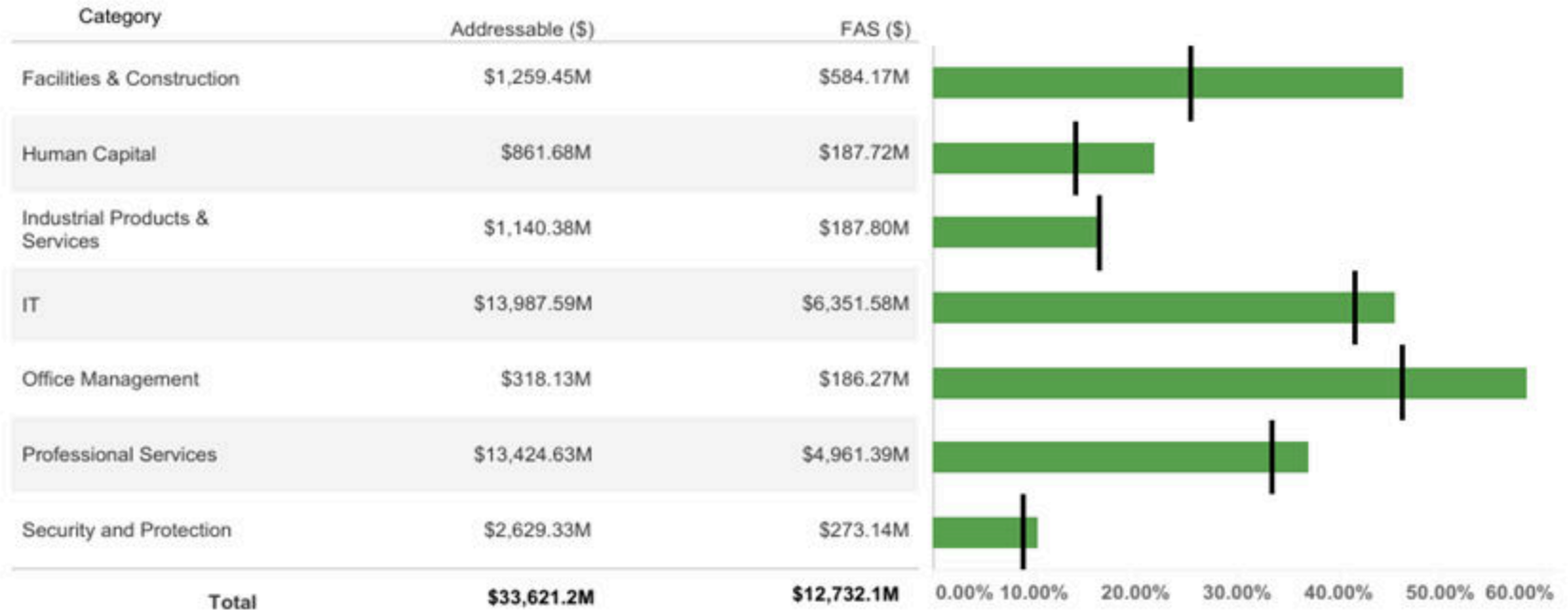




Spend by Category thru GSA

PSU Categories w/Increase Over Previous FY

FAS Total PSU for Common Governmentwide Categories As of 2/28/2026



The above bars display FY26 Actual and pipes display FY25 Historical PSU



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Further Resources



Resources

Collaboration

- **Analyzing opportunities in key areas**
 - Space Program
 - Language Translation Services
 - Research & Development
 - [Emergency & Disaster Recovery](#)
- **Tools**
 - BPAs
 - [FAR 51](#)
 - [Order Level Materials](#)
 - [Contractor Teaming Arrangements](#)
 - Subgroups
- **PSHC Scope Reviews**
 - PSHC offers a scope review capability analyzing the scope of a customer's proposed task order requirement
 - Professionalservices@gsa.gov
- **RESOURCES**
 - [Training](#)
 - Scope Reviews
 - Videos
 - Technical Assistance
 - [Ordering Guides](#)
 - [Procurement Packages](#) (IGCE, templates, samples)
 - eTools: Market Research and Price Analysis
- **Notes to Industry Partners**
 - Check your Admin POC
 - Check eLibrary for your Price List
 - Check for all your NAICS



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