

# Meet Today's Presenters



**Kevin Lancaster** – Winvale  
202.296.3541  
klancaster@winvale.com



**Renee Connelly** – Winvale  
202.534.1752  
rconnelly@winvale.com



**Carina Linder** – Winvale  
202.534.1747  
clinder@winvale.com





# Changes to Professional Services GSA Schedules

---

November 19, 2014

## Why is this Important?

- Over the next year, the GSA will be consolidating eight GSA Schedules into one Schedule that will encompass a wide arrange of professional services.
- In addition to the eight Schedules, SIN 595-21 on the HR & Equal Opportunity Services Schedule and SIN 132-51 on the IT Schedule will also be affected.
- Contractors with these impacted Schedules need to be prepared for the coming changes.



# Background

- In a way to eliminate administrative burdens and make the Multiple Award Schedules (MAS) program more efficient and effective, the GSA will be migrating eight Schedules into one. The new Schedule will be referred to as the Professional Services Multiple Award Schedule or PSS for short.
- The Consolidated (00CORP) Schedule will be rebranded and provide the platform for the new PSS. Consequently, 00CORP contractors with product SINs will be required to remove those SINs and obtain the corresponding host Schedule.



## GSA's Stated Migration Benefits

- The migration of multiple Schedules will assist in reducing scope overlap across multiple GSA Schedules
- Make it easier to determine which GSA Schedule is the best fit for your organization
- Allow agencies to utilize single GSA Schedules to acquire a total solution
- Simplify the management of multiple GSA Schedules, such as the contract's minimum sales requirement, and reducing the need to submit separate offers for professional services with simple modifications



# Schedules Directly Impacted

---

- **520** – Financial and Business Solutions (FABS)
- **541** - Advertising and Integrated Marketing Services (AIMS)
- **738II** – Language Services
- **871** – Professional Engineering Services (PES)
- **874** – Mission Oriented Business Integrated Services (MOBIS)
- **874V** – Logistics Worldwide (Logworld)
- **899** – Environmental Services
- **00CORP** – Consolidated Services



# Schedules Indirectly Impacted

---

- **70** – General Purpose Commercial Information Technology Equipment, Software, and Services (SIN C132-51, Information Technology Professional Services)
- **738X** – Human Resources & Equal Employment Opportunity Services  
(SIN C595-21, Human Resource Services)
  - Example: Vendors that maintain either a Schedule 70 or 738X only, will not be impacted by the new PSS Solicitation. Vendors with either a Schedule 70 or 738X and one of the eight directly affected Schedules will have the option of migrating their awarded SINs 132-51 or 595-21 to the new Professional Services Schedule. Lastly, vendors with a Consolidated Schedule, and awarded SINs C132-51 and C595-21 will have the option to migrate those SINs to the new Professional Services Schedule, or transfer them to the parent Schedules.



# Timeframe

## To Be Completed By Date

- Current 00CORP Schedule holders should have already been contact by the GSA to begin the process of removing all nonprofessional services SINS from their contract and to obtain the Schedule. **If you have not been contacted by the GSA, you should contact your CO immediately.** October 2014
- Firms that hold two or more impacted contracts have already been contacted by the GSA to begin migrating to the 00CORP Schedule. Expected completion date is December 2014. **If you have not been contacted by the GSA, you should contact your CO immediately.** October 2014
- Professional Services Solicitation is anticipated to be issued March 2015. **The GSA has stated this is a tight deadline that might be postponed.** March 2015
- Migrate all impacted single Schedule holders to the Professional Services Schedule via mass modification March/April 2015
- Complete consolidation of current applicable Schedules December 2015



## Anticipated Challenges Based on Lack of Clarification

---

- Should new Proposals submitted under an impacted Schedule prior to the release of the PSS Solicitation be submitted under the 00CORP Solicitation?
- What should vendors with pending proposals not assigned to a CO at the time of the PSS Solicitation be aware of?



# Single GSA Schedule Holders

---

- No change to the contract number
- No change to SINs
- Performance period will remain unchanged
- Terms and conditions of contracts will remain unchanged



# Contractors with Multiple Services Schedules

---

- Change to the contract number due to migration
- Terms and conditions will remain the same unless there is duplication in pricing, labor categories or escalation rates, resulting in new negotiations
- New established period of performance of one base period plus three option periods



# Additional Items to Look Out For

- Task Order Isolation and Reporting
- Minimum Sales Termination
  - While Schedules that have not met the minimum sales requirement will be canceled, SINS with no sales will be permitted to be migrated over.



# What Challenges Might Arise from the Migration?

---

- What challenges might arise from migrating your contract(s) to the new Professional Services Schedule?
  - Justify overlapping labor categories
  - Renegotiate your Economic Price Adjustment
  - Track separate Tasks Orders with varying EPAs and contract numbers
  - Re-upload your pricelist to GSA Advantage!

