



★ YOUR TEAM FOR WINNING FEDERAL CONTRACTS

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GSA POST-AWARD TRAINING SEMINAR—A SUCCESS

Global Services would like to thank each and every one of our attendees to our first round of Post-Award Training Seminar classes.

In our effort to strive to offer the best services possible, we provided feedback forms to each attendee. We have received many compliments on

the information presented during the training seminar, as well as very useful suggestions for our future seminars. Our next round of seminars will be offered in March 2007. Please keep an eye out on our Events Page, to see when and how to sign-up for the next seminar.

CHIEF ACQUISITION OFFICER AT GSA RESIGNS

After two years as the Chief Acquisition Officer at the General Services Administration (GSA), Emily Murphy has informed Administrator Lurita Doan that she will resign from the agency as of January 31, 2007.

Murphy, who prior to her appointment to GSA worked in private law practice as well as the federal sector, will work with other former government procurement experts to expand federal contracting work at the law firm of Miller and Chevalier in Washington, D.C.

This latest turnover at GSA continues years of personnel changes across multiple levels of the agency. GSA Administrator Doan is the third executive in as many years to helm the agency, taking over in May and suc-

ceeding interim Administrator David Dunn who was acting head after former administrator Stephen Perry resigned. An article published by *Federal Times* added that “many leaders in the second and third tiers of leadership at the agency have similarly left the agency”, and *Federal Computer Week* notes that this most recent loss “comes on the heels of Marty Wagner’s planned retirement. Wagner, deputy commissioner of GSA’s Federal Acquisition Service, will retire on Jan. 31, 2007.”

GSA commented that “no decisions regarding replacement or interim appointments have been made. An announcement on a successor will be made at the end of the month.” However, at present, no replacement had yet been named.

FEATURED CLIENTS



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4% Growth in GSA Schedule Sales

According to Federal Computer Week, the General Services Administration announced that overall sales under the multiple-award Schedule Program grew 4% in 2006.

NEW MULTIPLE AWARD SCHEDULE (MAS) EXPRESS PROGRAM LAUNCHED

The General Services Administration's (GSA) Federal Acquisition Service (FAS) recently introduced the Multiple Award Schedule (MAS) Express Program. The MAS Express Program has been initiated in response to GSA Administrator Lurita Doan's pledge to simplify and shorten the process for new contract awards to 30 days. The current award cycle time for new offers is approximately 120 days.

Participation in the MAS Express Program is open to all business concerns, regardless of size, that meet specific criteria for certain products. At the present time, offers accepted under the MAS Express Program are limited to a total of 500 products/line items under specific Special Item Numbers (SINs) of the following GSA Schedules:

- **Schedule 70** General Purpose Information Technology Equipment, Software, and Services
- **Schedule 67** Photographic Equip-

ment—Cameras, Photographic Printers, and Related Supplies and Services (Digital and Film-Based)

- **Schedule 78** Sports, Promotional, Outdoor, Recreational, Trophies, and Signs (SPORTS)

- **Schedule 58 I** Professional Audio/Video, Telecommunications, and Security Solutions

- **Schedule 81 I B** Shipping, Packaging, and Packing Supplies.

GSA estimates the processing of between 800 and 1000 Express offers per year out of approximately 5000 for MAS in total. This is anticipated to increase as GSA incorporates all Multiple Award Schedules under the program. GSA plans on evaluating the success and expansion of the program in July 2007.

Additional information can be found by accessing the Vendor Support Center (VSC) at <http://vsc.gsa.gov> and clicking on the "Business Opportunities" tab and at www.gsa.gov/masexpress.

ATTENTION: IT SCHEDULE 70 HOLDERS

IT Schedule 70 has been refreshed recently, which makes it Refresh #20. You may have received a notice from the IT Acquisition Center via email notifying you about a Refresh to your solicitation and providing instructions on taking action. Remember that as a requirement to your GSA contract, it is your responsibility to keep your contract up-to-date.

Please visit the Vendor Support Center ([VSC](#)) website to check for updates to your solicitation.

It is always good practice to regularly visit the VSC website and check your contract number for any available updates. You can find it under the Contract Administration – Mass Mod tab. Remember, the VSC website is very useful in that it also keeps a brief historical record of your contract's most recent accepted modifications and also provides a resource list of phone numbers for your convenience.

ARE YOU LOOKING FOR SOME HELPFUL FEDERAL CONTRACTING RESOURCE LINKS?

Try our [Links](#) page.

ARE YOU CURIOUS ABOUT WHAT OUR PREVIOUS CLIENTS SAY ABOUT THEIR EXPERIENCE WITH GLOBAL SERVICES?

Please visit our [Testimonials](#) page.

HAVE A QUESTION YOU WANT ANSWERED IN OUR CLIENT CORNER SECTION?

Please fill out our [brief form](#) and send us your [questions](#).

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IMPORTANT BUSINESS RULE UPDATE AT DOD EMALL

According to a letter issued by the DOD EMALL Program in December 2006, the Defense Logistics Agency (DLA) has issued a new Business Rule that effects any GSA Schedule Holders who maintain a catalog on the DOD EMALL based on their GSA Schedule. Under the new Business Rule, if you maintain a catalog on DOD EMALL based on your GSA Schedule the lists of products must be identical to those products on your Schedule contract. For example, if you have 5,000 line items on your GSA Schedule, those and only those 5,000 line items can be listed

on your DOD EMALL catalog. You may have a smaller sub-set of your GSA Schedule line items on your DOD EMALL catalog, but you cannot have more than your GSA Schedule currently indicates.

If there is a discrepancy between your DOD EMALL catalog and your GSA Schedule you should have corrected the problem by January 1, 2007. If you have not done so, please contact the DOD EMALL Program immediately. For more information see the DOD EMALL website: www.emall.dla.mil

SPECIAL CONTRACTOR EVENTS –

INFORMATIVE AND EDUCATIONAL OPPORTUNITIES

February 9, 2007: Washington, DC Chapter of SCORE presents "Business Development in the Federal Sector." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

February 21, 2007: Global Services President Courtney Fairchild will be addressing how small businesses can leverage their GSA Schedules at Mark Amtower's "Government Marketing Best Practices" session, presented at the Tower Club in Vienna, VA. This course is from 8:00 AM to 4:40 PM. To reserve your seat now, please register by filling out [the following form](#) or call Mary Ellen Amtower at 301-854-9493.

February 23, 2007: Washington, DC Chapter of SCORE presents "GSA Schedules 101." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

March 8, 2007: Global Services presents our GSA Post-Award Training Seminar: "Staying Compliant and Making Your GSA Contract Work" This course is from 9:00 AM to 12:30 PM and will be held in our offices at 1401 14th, Street, NW, Third Floor, Washington, DC, 20005. Please [click here](#) to register or call 202-234-8933. Space is extremely limited, so register today.

March 9, 2007: Washington, DC Chapter of SCORE "Preparing a Winning Federal Proposal." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

April 27, 2007: Washington, DC Chapter of SCORE presents "Business Development in the Federal Sector." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

May 11, 2007: Washington, DC Chapter of SCORE presents "GSA Schedules 101." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

June 7, 2007: Global Services presents our GSA Post-Award Training Seminar: "Staying Compliant and Making Your GSA Contract Work" This course is from 9:00 AM to 12:30 PM and will be held in our offices at 1401 14th, Street, NW, Third Floor, Washington, DC, 20005. Please [click here](#) to register or call 202-234-8933. Space is extremely limited, so register today.

June 8, 2007: Washington, DC Chapter of SCORE "Preparing a Winning Federal Proposal." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.