



GSA Integrated Workplace Acquisition Center

**Welcome to the Furniture & Furnishings  
Quality Partnership Council (QPC) Working Group:  
*Potential Changes to the Packaged Furniture Program  
CTAs***



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Shaun Kelly, MAS Branch Chief*

*September 28, 2021*

- This is an interactive, small group session.
- Cameras are optional but encouraged.
- You can unmute and speak at any time.
- You can also use the **Raise Hand** option (found under **Reactions**).
- Comments and questions can also be typed an the **Chat Box**.
- When you speak let everyone know who you are and your company
- This session is not being recorded.



# Today's Agenda

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- *Poll Question from QPC Meeting 09/02/2021*
- *Review Potential Changes to Packaged Furniture Subcategory requirements*
- What could a Schedule Level CTA look like



# QPC Meeting Survey Results 09/02/2021

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*Based on today's discussions, which path forward would you prefer?*

- *77% said they prefer a CTA Approach*
- *4% said they prefer CSPs*
- *13% said they had no preference*
- *6% said they prefer to terminate the Packaged Furniture SINs*

- Changes to Packaged Furniture Subcategory requirements
  - Packaged Household Dormitory and Quarters Furniture (337121P)
  - International Packaged Furniture (337127P)
  - Packaged Office Furniture (33721P)
  - Packaged Healthcare Furniture (339113P)
  - \*\*Pages 26 & 27 of Furniture & Furnishings Solicitation Attachment

**Current:** Packaged vendors are considered prime contractors for all packaged requirement orders placed under their MAS contract. As prime contractors, packaged vendors are solely responsible for the delivery of all supplies and services as specified in packaged requirement orders.

**Future:** Packaged vendors are considered **Team Leads** for all packaged requirement orders placed under their MAS contract. **As Team Lead, packaged vendors are solely responsible for the performance of services as specified in packaged requirement orders. Contractor Teaming Arrangement (CTA) partners are considered Team Members. As Team Members, CTA Partners are solely responsible for the delivery of all supplies as specified in packaged requirement orders.**

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**Current:** Packaged vendors must have an established corporate history as a project integrator for all types of proposed products.

**Future:** No Change

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**Current:** For each proposed SIN, packaged vendors must propose a full and broad array of products/services. The PCO will make a determination that the proposed products and services represent a total solution by analyzing the relevant project experience, supporting invoices and other data. Through examination of this information, the PCO will ensure that the vendor has corporate experience providing services for the proposed mix of packaged products and services.

Vendors must provide supporting invoices for each of the referenced projects included in their technical proposal.

**Future:** For each proposed SIN, packaged vendors must propose a full and broad array of products/services. **Proposed products are made available and provided directly through the Team Members with whom the Team Lead has a signed CTA with.** The PCO will make a determination that the proposed products and services represent a total solution by analyzing the relevant project experience, supporting invoices and other data. Through examination of this information, the PCO will ensure that the vendor has corporate experience providing services for the proposed mix of packaged products and services.

Vendors must provide supporting invoices for each of the referenced projects included in their technical proposal.



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**Current:** SERVICES: At a minimum, all packaged vendors must provide project management and furniture installation services; however, packaged vendors are permitted to propose any type of ancillary service necessary to support their packaged solution.

Services provided under a packaged solution must be provided under a packaged SIN as part of a total solution. Vendors are not permitted to combine packaged SINs with any other ancillary service SIN.

**Future:** No Change



**Current:** Proposed suppliers must hold a current MAS contract covering all proposed items. Proposed items must comply with the current pricing, terms and conditions of the supplier's MAS contract. Packaged vendors must submit the following for all proposed suppliers:

1. The current GSA Catalog of the Supplier
2. The current GSA Terms and Conditions of the Supplier's MAS Contract
3. A completed Letter of Commitment for Packages, located at [www.gsa.gov/mascategoryrequirements](http://www.gsa.gov/mascategoryrequirements), signed by the supplier within 12 months of submission to the PCO.


**Future:** Proposed **Team Members** must hold a current MAS contract covering all proposed items. Proposed items must comply with the current pricing, terms and conditions of the **Team Member's** MAS contract. Packaged vendors must submit the following for all proposed **Team Members**:

1. The current GSA Catalog of the **Team Member(s)**
2. The current GSA Terms and Conditions of the **Team Member(s)'s** MAS Contract
3. A completed **Packaged Furniture Schedule Level Contractor Teaming Agreement**, located *under the 'Category Specific Attachments and Templates' section* at [www.gsa.gov/mascategoryrequirements](http://www.gsa.gov/mascategoryrequirements), signed by the **Team Member and Team Leader** within 12 months of submission to the PCO.

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**Current:** Commercial Sales Practice (CSP) and/or supporting pricing/technical data are not required for proposed suppliers as prices are already determined fair and reasonable and technical information has been reviewed under the supplier's MAS contract.

**Future:** Commercial Sales Practice (CSP) and/or supporting pricing/technical data are not required for proposed **team members, as team members will use their own GSA Schedule Contracts to develop and deliver a solution to the customer. The team member(s)'s Commercial Sales Practices have been documented under their awarded MAS Contract.**

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**Current:** Individual products should not be sold under this SIN, unless as a logical follow-on in accordance with FAR 8.405-6.

**Future:** No Change

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**Current:** The packaged vendor (not the supplier) is responsible for reporting all sales and remitting the Industrial Funding Fee for orders under packaged furniture SINS

**Future:** Each team member is responsible for tracking and reporting its own sales IAW the terms and conditions of the FSS contract and for remitting the Industrial Funding Fee for orders under packaged furniture SINS.



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**Current:** Packaged vendors are not permitted to publish individual items on GSA Advantage! under any of the packaged furniture SINs; however, vendors should include a reference to the awarded product supplier's MAS contract in their GSA Price List published on GSA Advantage!

**Future:** No Change

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**Current:** Packaged vendors are not required to process a contract modification each time modifications are made to a supplier's MAS contract; however, packaged vendors must establish a reliable process to ensure that all proposed products comply with the awarded terms and conditions of the supplier's MAS contract effective at the time an order is placed.

**Future:** Deleted

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## What Might a Schedule Level CTA Look Like?

- **Let's take a look**



# Questions & Feedback?