

Welcome! The MAS Office Hours Session on TDR will begin shortly.

Today's key takeaways:

1. FAS is taking action to improve the **quality** and **usage** of TDR data.
2. FAS is phasing in **new data reporting requirements** to improve data utility. You can expect to see products-focused TDR field changes in FY24 Q3 and services-focused field changes in early FY25.
3. FAS is implementing **new data validations** to maximize TDR data accuracy.
4. FAS is implementing **automated feedback mechanisms** to improve our industry partners' experience.
5. FAS has established **rigorous expansion criteria** that each MAS SIN must meet *prior* to being eligible to be added to the TDR pilot.

General questions: tdrteam@gsa.gov

Media inquiries: press@gsa.gov

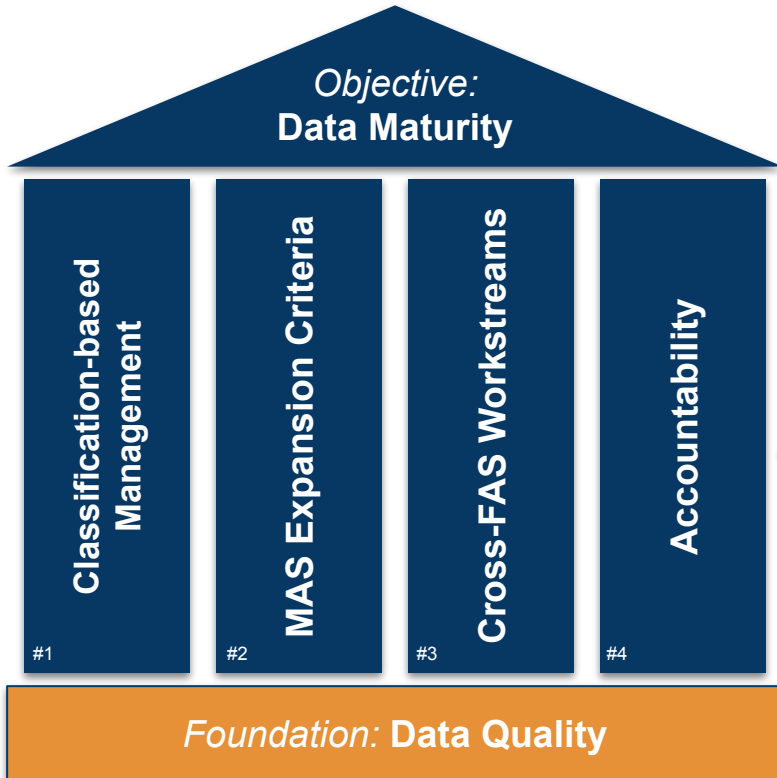


Enhancing Transparency

New TDR Fields & Data Quality Initiatives

MAS Office Hours | February 15, 2024

TDR Maturation Strategy



Progress Achieved

Classification-based Management

Stood up IPTs, classified SINS, developed recommendations on shared data collection needs

MAS Expansion Criteria

Finalized TDR expansion criteria & program evaluation metrics

Cross-FAS Workstreams

Designated personnel to lead comms, system development, integration, policy & compliance

Accountability

Initiated monthly TDR Evaluations & targeted outreach, facilitated FAS & OMB buy-in, established FY24 SES performance metric

Strategic Foundation: Data Quality

TDR efforts to improve six dimensions of data quality

Completeness



Continuing compliance sweeps for non-reporters to ensure our dataset is comprehensive

Consistency



Deploying soft flags on select fields to provide feedback to vendors in FY24 Q3

Accuracy



Launching IOA assessments with a new TDR question in FY24 Q2

Timeliness



Validating SRP sales reports against daily ACR read-replicas in FY24 Q3

Validity



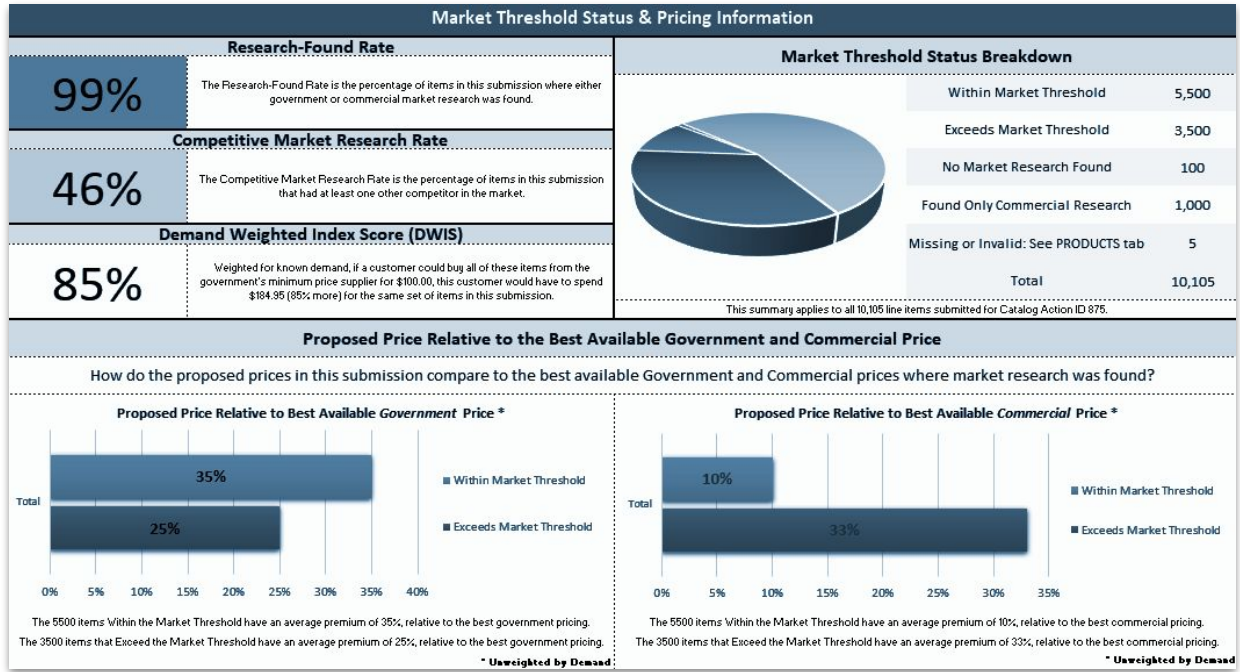
After an initial acclimation period, rejecting invalid Manufacturer Part Numbers starting in FY25

Uniqueness



Solidifying unique identifiers for products and services to allow for meaningful matches

Transactional Data for Business Intelligence

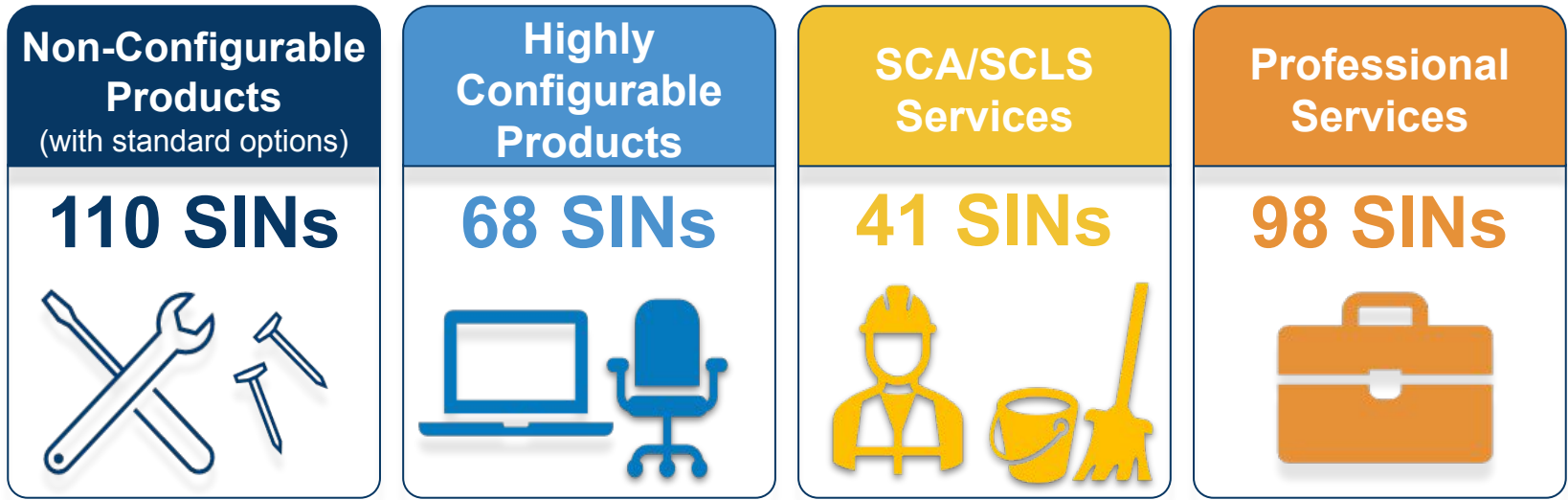


GSA is supplying **Compliance and Pricing (or C&P) Reports** powered by **TDR Data** to MAS contractors participating in the FAS Catalog Platform Pilot

- C&P reports show offerors how their proposed pricing measures up against market thresholds, include demand-weighted price analyses, and highlight issues of concern.

Classification-based Management

Four classifications of like offerings designed to support preparation & vetting of Special Item Numbers (SINs) prior to being added to the TDR pilot



MAS TDR Expansion Criteria



[Approved decision memo](#)

- #1 • SINs classified into groupings of offerings**
 - Propose categorization methodology
 - Maintain & monitor categorization annually
- #2 • Data collection requirements established**
 - Unique identifier established
 - Finalized & aligned Price Proposal/Catalog & TDR reporting data elements
 - Data validation methodology documented
- #3 • Data quality approach defined**
 - Baseline current state data quality
 - Defined matching methodology
 - Define structured goals for data quality
- #4 • Data use plan in place**
 - Demand data published for industry
 - Transactional data available for AWF use, to include:
 - (1) a data maturation plan & (2) system integration documentation
 - Non-Price/Category Management use cases identified & timeline for implementation
 - Training or guidance materials have been developed/updated
- #5 • Data oversight methodology determined**
 - Personnel assigned to follow-up with contractors on data quality issues

Completed for all classification areas

Non-Configurable Products SINs have achieved more of these items than other classification areas

Requires focus in all classification areas

FY24 Maturation Efforts

Q3 changes designed to mature the TDR dataset

Field Changes

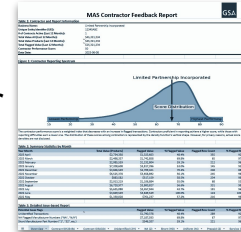
Collecting 4 new TDR data elements on an optional basis
(pending SPE approval)

| New Field | Analytics Capability |
|-------------------|--|
| Shipped to ZIP | Monitor pricing compliance; analyze data by location |
| Order Date | Assess cycle times & contract compliance |
| Ship Date | |
| Federal Customer* | Analyze data by Treasury Agency Code |

Compliance Changes

Validating 4 TDR fields against the Authoritative Catalog Repository

- Manufacturer name
- Manufacturer part number
- Unit of measure
- Price paid per unit



Deploying automated feedback mechanisms

- Flagging noncompliant field entries for with resolution instructions
- Implementing contractor feedback reports




***The Federal Customer field will be rolled out for both services & products SINs (on an optional basis)**

Q3 TDR Data Collection Change Path

Legend:

Data collection change activities

TDR expansion change activities

| Objective | Q2 | | | Q3 | | | Q4 |
|---|---|--|--|---|---|--|--|
| | JAN | FEB | MAR | APR | MAY | JUN | JUL |
|  Authorize collection of additional data elements & refresh the MAS solicitation | OGC & OGP review business case OPC & OSI make revisions Obtain SPE signature on fields | | | Solicitation Refresh 21 target (new data elements): MAY-24 | | Expansion prep starts Pending Criteria Fulfilment | |
|  Make SRP system changes to implement collection of new elements & validation | Assess new fields | Design, develop, test new fields, data validations, & vendor feedback mechanisms | | | | | Collect data in new fields Expansion prep starts |
|  Communicate with stakeholders to prepare them for the change | Launch outreach Interact JAN-24 | MAS Office Hours FEB-15 | Post draft solicitation & advance notice on Interact | | Manage data collection inquiries Expansion comms start | | |

TDR outreach & communications campaign continues through FY25



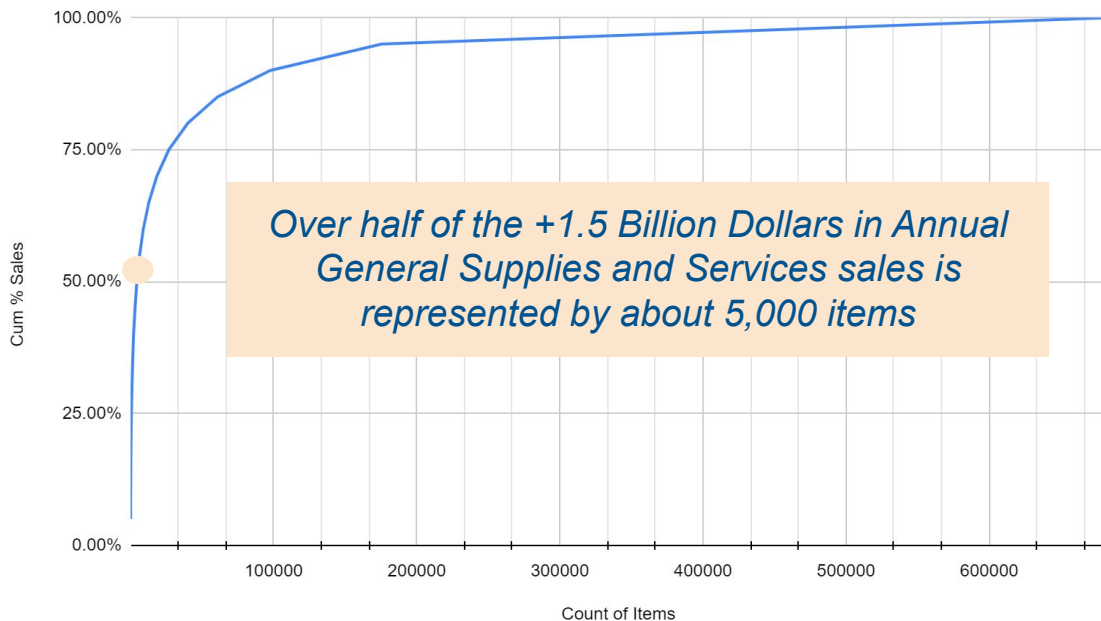
TDR Speaker Panel

MAS Office Hours | February 15, 2024

TDR Speaker Panel

- **Why do we need additional TDR data fields and validations?**
- **What are you hearing from agency customers and industry partners about TDR data utility?**
- **What will the engagement strategy for services-focused improvements look like?**

GSA Takes Action to Share Demand Data With Industry



This information is published to VSC and Interact bi-monthly.
Check it out at this link: <https://vsc.gsa.gov/vsc/app-content-viewer/section/150>
Scroll down to Demand Data

FAS is **publicly posting demand data** for the highest demand MAS products on our Vendor Support Center page.

In March 2023, GSA started posting **anonymized demand data** on alternating months to enable industry to benefit from the transactional data we collect from MAS contractors.

With demand information at the manufacturer part number level number, industry can do things like:

- Price for known demand rather than a quantity of one,
- Offer alternative products to increase competition in the marketplace,
- Invest in sustainable alternatives to increase competition in the marketplace, and/or
- Focus their offerings on products with known demand leading to a more efficient market.

Key Takeaways & Closing

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Central mailbox: tdrteam@gsa.gov

FY24 TDR Strategic Goals

1. Mature **data quality** capabilities in specific MAS offering areas:
 - a. Sustain progress in improving data quality for **non-configurable products** (with standard options)
 - b. Improve the capture of TDR data for **highly configurable products**
 - c. Develop matching methodology & business rules for **services**
2. Increase TDR data **usage**
3. Update **data collection requirements** to address data gaps
4. Implement TDR **data validations** in SRP
5. **Expand** TDR to new MAS SINS
6. Make **SRP system changes**
7. Implement **performance measures & accountability** to promote TDR data quality & usage

TDR Data Use: Pricing Algorithm

New pricing algorithm makes use of the full breadth of available market data to aid COs in making fair & reasonable price determinations

The selected model—

- benchmarks a measure of centrality
- incorporates an inflation adjustment component
- ensures high-demand items receive enhanced price scrutiny
- remains resilient in the face of outlier pricing

Every pricing calculation run through the FAS Catalog Platform & the Price Point Plus Portal now utilizes TDR data when available

Adding SINs to the TDR pilot will elicit a higher volume of data, strengthening the algorithm over time