No.	Question	Answer
	General Questions	
1	Can you verify that what is being discussed today is ALL of the changes, or do we need to dig through the full solicitation to look for additional changes not discussed today?	The changes discussed today represent all significant changes included in this refresh, but there may be other minor administrative-type changes that will not be highlighted on this webinar.
2	Please provide the effective date of Refresh #20 to start using the new templates and requirements?	Estimated to be published on 4/15/24.
3	Does GSA plan on updating the WD's anytime soon?	This is tentatively scheduled for September.
	Price Proposal Template (PPT)	
4	When will the new PPT be released?	PPTs are estimated to be published 4/15/2024 on gsa.gov.
5	Will the services PPT be updated on tabs SIN 541810ODC to reflect the negative discount as well? Currently these tabs are set up for a markup (not negative discount)	The Mod Services PPT contains a specific tab for SIN 541810ODC and currently has a column for Mark-ups. The 'Read me First' tab also includes instructions related to Mark-ups for this SIN.
6	Will the products PPT for mark-up still allow us to use a mark-up above cost, not just list or MFC price?	If the base cost used in the calculation is listed on a commercial cost sheet that is provided to GSA with an effective date, this can be used as the basis for the mark up.
7	If you just updated your Services PPT to showcase which partner of a JV holds each LCAT, do you need to update it again to the new PPT template due to reflect a new GSA discount formula?	No, you do not need to update if the modification was awarded and/or already submitted. You should utilize the most current Services PPT and/or any applicable PPT once Refresh 20 is published.
8	The recent PPT for products from the GSA.gov site didn't have a tab for EPAs. I assume the new PPT that is going up today will - correct?	The current Mod (Products and Services) PPTs have EPA tabs and can be located on the Modification and mass modification guidance page.
9	What is link to new Mod Change template?	Modification and mass modification guidance
	I-FSS-600 Contract Price Lists	
10	I understand that the expectation is for all vendors to be transitioned to the FCP platform in the near future. For those who have not yet transitioned, and are still using SIP, there is a character count limit for the	There is a 40-character limit in FCP and SIP, which is reflective of the limit on GSA Advantage. The note is to clarify that schedule items should either be published to GSA Advantage for purchase OR in the

	Manufacturer Part Number field. Parts that exceed that character count limit cannot be loaded to GSA Advantage and are currently only being listed in the Electronic Text File, for that reason. If I understand correctly, vendors will be no longer allowed to publish parts in the text file but are also unable to publish on Advantage due to the SIP import limitations. How will this be addressed if vendors are currently using SIP? Thank you.	text file but should not be published in BOTH.
11	For the COTS items to be all listed on Advantage, how will this work with Highly Configurable items? Some contracts will have over 10,000 base items. Do all 10,000 items need to be added?	The note 'All Commercial Off the Shelf (COTS) type products should be published for sale on GSA Advantage' provides the flexibility to decide where the item should be published. The intent is to prevent duplicative publication.
12	If COTS products should not be included in the vendor's eLibrary pricelist, does that include COTS software?	The intent is to prevent duplicative publication which increases the risk of SCRM issues and inconsistent pricing; the term COTS is inclusive of commercial items.
13	Please clarify the I-FSS-600 change. Some CS/CO require products to be listed in text file but they will not be allowed to require that, correct?	No; the note is to clarify that schedule items should either be published to GSA Advantage for purchase OR in the text file but should not be published in both.
14	Can you please explain why COTS products can no longer be listed in the posted catalog? We currently list all products sold on our schedule on both GSA Advantage and our posted catalog. We update both Advantage and our catalog with each modification/change. Also, does this apply to both COTS and commercial items, or just COTS?	The intent is to prevent duplicative publication which increases the risk of SCRM issues and inconsistent pricing; the term COTS is inclusive of commercial items.
15	Currently, many vendors use the text file as a tool to view the entire pricelist for a contractor, since GSA Advantage doesn't allow it to be viewed as a concise list. Please consider in the future having an option to view an entire contractor's pricelist in Advantage since this is no longer allowed in the text file	We will take that feedback under consideration. In the meantime, there is currently a feature to download a results file when logged into GSA Advantage, up to 5,000 line items.
16	What if the item number is duplicated but they are different manufacturers and different products? We have run into this issue in the past with SIP and GSA Advantage. Will this continue to be an issue or is there a specific way to address/submite these to allow all items?	Manufacturer Part Number and Manufacturer Name together create a unique item ID; there should not be a flag for a duplicated item number with a different Manufacturer Name.

17	We currently have our full COTS pricelist in the electronic text file as well as in Advantage. Am I to understand that I will be removing the pricing from the text file?	Correct, the text file should not duplicate items that are also published to GSA Advantage.
Letter of Supply		
18	For new offers in the queue or modifications in progress, will contractors be required seek updated Letters of Supply?	You will not be required to provide new Letters of Supply for offers/modifications already submitted. The updated Letter of Supply should be utilized once Refresh 20 is published and document is updated on gsa.gov.
19	Will there be any other changes to the Letter of Supply? Updating the 'Letter of Supply' to 'Vendor' signature only versus the current state which requires 'Vendor' and 'Supplier'?	There will not be any other changes at this time with Refresh 20 to the Letter of Supply. The only changes are those highlighted in the Interact Notice and Webinar - removing category specific requirements from the Office Management portion of the Letter of Supply.
20	Will the Letter of Supply template be released in advance?	The Letter of Supply will not be released in advance. It will be posted to gsa.gov the same day Refresh 20 is published.
21	Will the Letter of Supply be released as a separate document in a WORD Format. That is not what is out there now	Yes, the Letter of Supply document will be issued as a Word document which is the same format currently on gsa.gov
22	For the Letter of Supply Template will we be required to resubmit all of our current Letter of Supply we have on file?	No, your accepted Letters of Supply will remain valid and do not need to be resubmitted.