U.S. General Services Administration

Overview of Changes
MAS Solicitation 47QSMD20R0001

Refresh # 31 - February 2026

Agenda

- Disclaimer
- Purpose of Planned Action
- MAS Solicitation Changes - All Large Categories
- MAS Solicitation Changes - Specific Large Category, Subcategory or SIN
- TDR Expansion
- Startup Springboard

Disclaimer

"DISCLAIMER: The purpose of this webinar is to allow GSA FAS to verbally present the DRAFT planned solicitation refresh and related mass modification as a courtesy to industry. All comments on the information presented should be submitted via the Q&A function on this call. GSA FAS will consider all relevant comments and document them, but we are not obligated to respond to any questions at this time. GSA FAS may address some comments during the call or provide responses to relevant questions on the original Interact posting. GSA FAS does not guarantee a response to all questions, but may issue a formal response to industry comments or related inquiries. GSA FAS will make changes to the DRAFT as appropriate. Interested parties should review the final version of the solicitation refresh or mass modification closely for additional changes made to this DRAFT."

Questions

Please submit questions via the Q&A function on this webinar. For additional questions after the webinar, please submit via the original Interact posting. GSA will address questions, as appropriate.

Purpose of Planned Action

The General Services Administration (GSA) Federal Acquisition Service (FAS) will refresh the GSA Multiple Award Schedule (MAS) to incorporate various updates as outlined in the Advanced Notice posting on GSA Interact and presented during this MAS Refresh webinar. The refresh is scheduled for **February, 2026**.

MAS Solicitation Changes - All Large Categories

Overview of Planned MAS Solicitation Changes

1. FAS intends to incorporate **Government Terms and Conditions for AI Systems**
   - For any AI systems or services offered under the MAS Solicitation, offerors must comply with the Government Terms and Conditions for AI systems. These requirements are pursuant to the U.S. Office of Management and Budget ("OMB") memorandum M-25-22 *Driving Efficient Acquisition of Artificial Intelligence in Government*.

2. GSA will update **'Firearms & Ammunition' language** in each Large Category attachment to explicitly exclude foreign replica weapons and inert ordnance from the scope of the MAS program.

3. Incorporate **clause and provision updates** to include
   - TDR related updates
   - Various clause/provision updates to align with the Revolutionary FAR Overhaul (RFO)
   - Updates necessary, through Federal Acquisition Circular (FAC) 2025-06

4. Incorporate **updated Subcontracting templates** to align with the RFO changes.
   - These were updated on gsa.gov as of 1/28/2026 to align with OSDBU requirements.

Overview of Planned MAS Solicitation Changes

3. Implement various revisions to the **SCP-FSS-001** to streamline requirements, and to reflect mandatory transactional data reporting (TDR) for all MAS SINs, as well as updated pricing requirements. Some key changes are as follows:
   - Adding a note related to Startup Springboard
     - **Note:** As of Refresh 31 publication, Startup Springboard participation is limited to FASt Lane participants only. Interested participants should review their eligibility at the following link: FASt Lane: Making it easier. Existing Springboard contractors will be allowed to remain on Schedule and will be evaluated at Option time.
   - Adding a note regarding the 24-month waiting period for contractors in their final option period.
     - **Note:** The Government may reject offers from offerors who were previously awarded a Schedule contract for which there were unresolved issues of non-compliance with contract terms and conditions (including low sales) at the expiration of the final option period. This includes offers from JVs whose JV partner(s') previous Schedule contract(s) had unresolved issues of non-compliance with contract terms and conditions (including low sales) at the expiration of the final option period. Offerors are strongly encouraged to include with their offer a discussion of any unresolved compliance issues at the expiration of their previous Schedule contract and a detailed description of the steps the offeror plans to take to remain in good standing if awarded a new contract.

See DRAFT SCP-FSS-001 attached to Advance Interact Notice for Refresh 31.

MAS Solicitation Changes - Specific Large Category, Subcategory or SIN

Office Management (A)

- **Office Supplies Subcategory (A09):**
  - **Subcategory instructions:** All references to the “entire catalog” and/or the 80/20 rule will be removed as well as any references to furniture, restroom products, or IT being authorized for award under Subcategory A09 SINs. See Significant Changes for Line-in/Line-out changes.

  - SINs 339940 - Office Products, 339940OS4 OS4 Office Products and Supplies & 339940SVC Office Supply Support Services
    - Add **clarification to SIN instructions** regarding FOB note (additions in red):
      Note: This SIN is FOB Destination. Exception: FAR 52.247-32 - FOB ORIGIN, FREIGHT PREPAID is only applicable under these SINs for individual items that are 70lbs or more. For the clause to be applicable, an individual item (based upon unit of issue) must be 70 lbs. or more.

  - **SIN description revision for SIN 339940,** see Line in Line Out (LILO) - Proposed Changes below: (Deletion indicated by strikethrough, additions in red):
    ~~Includes all office products, such as pens, paper, binders, external hard drives, toner cartridges, etc.~~

    Office products include, but are not limited to items such as: pens, pencils, markers, xerographic paper, printer paper, fax paper, binders, tape, envelopes, shredders, helical-scan, disk packs, disk cartridges, CDs, diskettes, DVDs, anti-glare/anti-radiation screens (VDT), ergonomic workstations products other than furniture, security, protective and related ADP supplies, and toner cartridges. Toner cartridge offerors must provide arrangements for empty toner cartridges to be returned from customers. This may include prepaid shipping labels in the products packaging and/or rebates.

    Note: Toner cartridges are the ONLY remanufactured item(s) allowable under this SIN.

  - **SIN description revision for SIN339940OS4:** Remove items determined to be out of scope and provide additional clarity regarding in scope items, see Significant Changes for Line-in/Line-out changes.

Office Management (A)

- **Office Supplies Subcategory (A09):** SINs 339940 - Office Products, 339940OS4 OS4 Office Products and Supplies & 339940SVC Office Supply Support Services
  - The below required documents will also be revised:
    - Letter of Compliance 339940 changed to Definitions and Examples attachment (no signature required)
    - Letter of Compliance 339940OS4
    - GSA Business Rules and Agreement For MAS Enhanced OS4 SINs

    Note 1: Existing contractors who have been awarded SINs 339940OS4 and 339940 will receive communications regarding these changes. Contractors under SIN 339940OS4 will be required to complete an updated Letter of Compliance, as well as the Business Rules attachment. These updated letters must be incorporated via a Revise Terms and Conditions modification.

    Note 2: Contractors holding SINs 339940OS4 and 339940 who are awarded IT products, furniture, or other items determined to be outside the scope of SINs 339940OS4 and 339940 will be required to submit modification requests to remove those items.

- **Printing and Photographic Equipment (A10):** Revise SIN 333249 instructions to include 3D printing filaments and resins as examples of AM consumable materials. See Significant Changes for Line-in/Line-out changes.

Human Capital (D)

- **Human Resources Subcategory (D03):**
  - **Add SIN instructions** for SIN 524292 Separation and Retirement
    - Include Human Capital Business Reference Model (HCBRM) 4.0 subfunction titles for consistency
  - **Revise SIN description/instructions** for SIN 54161 Agency Human Capital Evaluation, SIN 541612 EPM Employee Performance Management, SIN 541612ER Employee Relations, SIN 541612HC Agency Human Capital Strategy, Policy and Operations, SIN 56131 Talent Acquisition, SIN 611430TD Talent Development
    - Update functions and subfunctions to align with OPM's HCBRM 4.0

Information Technology (F)

- **Add below language to the 'General Information' section:**
  - Each ITC SIN has its own special requirements. All proposed ITC labor categories (LCATs) must include differentiation in both the title and the description to comply with the specific ITC SIN under which it is proposed.
  - IT Solutions Subcategory (F07): Revise SIN 561422 Automated Contact Center Solutions (ACCS) description, see Line in Line Out (LILO) - Proposed Changes below: (Deletion indicated by ~~strikethrough~~, additions in red):
    - Automated Contact Center Solution (ACCS) is defined as any offering utilized to establish and maintain contact center capabilities for an agency. The offering may consist of one or more of the following: products, equipment, software, ~~labor~~ and/or services. Any labor categories offered must be in support of the total solution and cannot be a stand alone offering. Permissible offerings under this SIN may include any technologies or services required to deliver and support an ACCS for an agency, including but not limited to: Artificial Intelligence (AI), Chat Bots, Robotic Process Automation, Interactive Voice Response (IVR), Voice/Speech Recognition, Text-to-Speech, Voicemail, Callback, Web Callback, Email Delivery, Hosted Online Ordering, Hosted Email Web Form, Hosted FAQ Service, etc.

Miscellaneous (G)

- **Complementary SINs Subcategory (G06):**
  - Revise the **OLM (Order-Level Materials)** SIN instructions to eliminate the subcategory limitation, thereby allowing OLM to be used with any other SIN on MAS.
  - **Note:** The RFO has changed the flexibility for including “open market items” within MAS. The broad discretion that previously allowed open market items has been replaced with a more structured, OLM-SIN–based approach. Items that were once accepted as general “open market” additions must now meet the specific OLM requirements outlined in GSAR Subpart 538.71 (GSA Class Deviation RFO-2025-FSS-GSAR 538) and GSAR Subpart 538.72 (GSA Class Deviation RFO-2025-FSS-GSAR 538).

    Given these changes, we are strongly encouraging MAS contractors to add the OLM SIN.
    - A Mass Modification will continue to be issued to new awardees for acceptance of the OLM SIN.
    - All current MAS contractors who do not yet have the OLM SIN on their contract will be offered a one-time Mass Modification to add the OLM SIN.

Professional Services (H)

- **Financial Services Subcategory (H03):**
  - Revise SIN instructions for SIN 541211 Auditing Services
    - Remove Certified Public Accountant (CPA) and Peer Review Requirement from the current instructions and replace them with: Ordering Contract Officers are encouraged to verify CPA licensure at the task order level as applicable to the requirement.

- **Training Subcategory (H10):**
  - Revise SIN description and instructions for SIN 611TRAINAW Defense Acquisition Workforce Improvement Act (DAWIA) and Federal Acquisition Certification in Contracting (FAC-C) Professional Development Training for Acquisition Workforce Personnel
    - Remove outdated FAI link, course equivalency is now solely listed on DAU
    - Update DAU link to course equivalency list
    - Remove duplicate instructions from SIN description
  - Revise SIN description for SIN 611430 Professional and Management Development Training
    - Remove outdated FAI link, course equivalency is now solely listed on DAU
    - Update DAU link to course equivalency list.

Transportation and Logistics Services (K)

- **Motor Vehicles (Non-Combat) Subcategory (K02):**
  - Revise SIN instructions for SIN 488190 Aircraft Components, Maintenance, Repair Services, Extended Warranties, And Maintenance Agreements
    - Revise SIN instructions for SIN 488190 Aircraft Components, Maintenance, Repair Services, Extended Warranties, And Maintenance Agreements to remove all references to Original Equipment Manufacturer (OEM). See Significant Changes for Line-in/Line-out changes.

- **Package Delivery (K03):** Revise the SIN-specific template for 492110 Package Delivery and Freight Trucking & 492210 Local Courier Delivery Services by removing the 'Instructions' tab from each PPT, as all applicable terms are already included in the MAS Solicitation.

- **Transportation of Things (K05):** Revise the SIN-specific template for SINs 485 Ground Transportation & 532111 Automotive equipment rental and leasing, Rental Supplemental Vehicle Program (RSVP) by removing the 'Instructions' tab from each PPT, as all applicable terms are already included in the MAS Solicitation.

Travel (L)

- **Employee Relocation Subcategory (L01):** Revise the SIN-specific template for SIN 531 Employee Relocation by removing the 'Instructions' tab from each PPT, as all applicable terms are already included in the MAS Solicitation.

- **Lodging Subcategory (L02):** Revise the SIN-specific template for SIN 531110 Long Term Lodging by removing the 'Instructions' tab from each PPT, as all applicable terms are already included in the MAS Solicitation.

- **Travel Agency and Misc. Services Subcategory (L03):**
  - Revise SIN-specific template for SIN 561510 Travel Agent Services Price Proposal Template located on the Required templates for MAS offer and the Multiple Award Schedule pages
    - Added new CLINs starting at 220 for Dedicated Remote/Virtual TMC Support
    - Updated ETSNext to GO.gov
    - Minor edits to all 4 tabs

  - Revise Statement of Work (SOW) for SIN 561510 Travel Agent Services located on the Multiple Award Schedule page. See Significant Changes for detailed changes.

Expansion of TDR SIN Eligibility to all remaining MAS SINs

Expanding TDR Eligibility to all remaining MAS SINs

- Beginning with Refresh 31, TDR will be mandatory across all MAS SINs
  - Currently, 165 MAS SINs are eligible for Transactional Data Reporting (TDR)
  - **Remaining Services SINs (112)** will become TDR mandatory. See Significant Changes for detailed changes.
  - All non-TDR terms and conditions will be removed from the solicitation
    - For contractors not currently participating in TDR, the legacy non-TDR Terms and Conditions remain until the effective date of the "Participate in TDR" Mass Mod. This includes the following clauses, as applicable:
      - 552.238-80, INDUSTRIAL FUNDING FEE AND SALES REPORTING (JUL 2020)
      - 552.238-81, PRICE REDUCTIONS (MAY 2019)
      - 552.238-81, PRICE REDUCTIONS (DEC 2021) (DEVIATION)
      - 552.238-82, MODIFICATIONS (FEDERAL SUPPLY SCHEDULE) (JAN 2022) (ALTERNATE I MAR 2020)
  - The MFC columns will remain in the FCP Products/Services Plus File(s) and in the Modification Products/Services PPTs. **MAS contractors should continue to complete these columns until their Transaction Data Reporting (TDR) effective date.** Once the contract becomes TDR effective, offerors and contractors are to leave the required MFC columns blank.

Expanding TDR Eligibility to all remaining MAS SINs

Overview of Transition to TDR

Non-Transactional Data Reporting (TDR) Offers:

- GSA advises all non-TDR offerors to save all current documents related to your existing offer(s).
  - Withdraw your offer within 10 business days of the Refresh 31 publication date and upon receipt of the official email from GSA.
  - Following withdrawal, you may resubmit your offer in compliance with TDR requirements.
- If an offeror does not proactively withdraw, CS/COs may formally reject the offer submission

****Before proceeding, please review the TDR page here for details on sales reporting requirements to determine whether you wish to continue pursuing a MAS contract under TDR.**

Resubmitted Transactional Data Reporting (TDR) Offers:

- GSA will track the resubmission of offers and make every effort to reinstate them in the review queue based on their original position at the time of withdrawal or rejection.
  - If an offeror had previously been assigned to a specific CS/CO, the resubmitted offer will be returned to the same CS/CO.
  - **If your offer is currently assigned to a CS/CO, we encourage you to notify your CS/CO upon resubmission of your offer.**
  - Reinstatement to the original position of the review queue is contingent upon a timely resubmission of the offer.

Note: When resubmitting your offer, you must revise the Product File or Services Plus File by removing any relevant Most Favored Customer (MFC) information. Although the MFC columns will remain in the FCP Products/Services Plus File(s), offerors are required to leave these columns blank.

Expanding TDR Eligibility to all remaining MAS SINs

Overview of Transition to TDR

Existing non-TDR Contractors:

- A separate, system-generated Mass Modification (A909) will be issued on the same day Refresh 31 is published.
  - This modification is distinct from the standard Refresh Mass Modification.
  - The standard Refresh Mass Modification incorporates updated solicitation terms and conditions
  - The TDR Mass Modification (A909) will transition MAS contracts from Non-Transactional Data Reporting (Non-TDR) quarterly reporting to Transactional Data Reporting (TDR) monthly reporting.

- Contractors must accept this modification within 90 days of issuance.
  - Contractors are advised to first accept the Refresh 31 mass modification, followed by the Participate in TDR modification. These steps should be completed as soon as possible.

- Once finalized, the Mod Effective Date and TDR Begin Date will be set to the first day of the following quarter. ***Transactional data reporting is due within 30 calendar days after the end of the previous month.***

Expanding TDR Eligibility to all remaining MAS SINs

Overview of Transition to TDR

Existing non-TDR Contractors:

As of the effective date of the Mass Mod the following clauses will be **removed**:

- 552.238-80, INDUSTRIAL FUNDING FEE AND SALES REPORTING (JUL 2020)
- 552.238-80, INDUSTRIAL FUNDING FEE AND SALES REPORTING (JUL 2020) ALTERNATE I (MAY 2024) (DEVIATION)
- 552.238-81, PRICE REDUCTIONS (MAY 2019)
- 552.238-81, PRICE REDUCTIONS (MAY 2019) (ALTERNATE I - APR 2014)
- 552.238-81, PRICE REDUCTIONS (DEC 2021) (DEVIATION)
- 552.238-82, MODIFICATIONS (FEDERAL SUPPLY SCHEDULE) (JAN 2022) (ALTERNATE I MAR 2020)
- 552.238-82, MODIFICATIONS (FEDERAL SUPPLY SCHEDULE) (JAN 2022) (ALTERNATE II MAY 2019)

As of the effective date of this modification the following clauses will be **added**:

- 552.238-80, INDUSTRIAL FUNDING FEE AND SALES REPORTING (DEC 2025)(GSAR DEVIATION)
- 552.238-81, PRICE REDUCTIONS (DEC 2025)(GSAR DEVIATION)
- 552.238-82, MODIFICATIONS (FEDERAL SUPPLY SCHEDULES) (DEC 2025)(GSAR DEVIATION)

Expanding TDR Eligibility to all remaining MAS SINs

Overview of Transition to TDR

Terms and Conditions Changes under TDR requirements:

- Price Reductions (PRC), in its current form, is no longer applicable
- Commercial Sales Practices (CSP-1) disclosures are no longer required
- Most Favored Customer (MFC) information is no longer required
- Basis of Award (BoA) price/discount relationship maintenance is no longer required
- **EPA requests still require submission of established pricing documentation (e.g., CPL)**

- The **requirement to report BoA price reductions** in accordance with the Price Reductions clause **ends** as of the **effective date of the Participate in TDR** modification. All non-TDR requirements remain in effect until the effective date of the Participate in TDR mod.
    - The effective date will be set to align with the first day of the next applicable sales quarter (e.g., October 1, January 1, April 1, or July 1)
    - This avoids complications related to mid-quarter changeovers (e.g., price reduction liability)
- Contractors are required to capture transactional data beginning on the effective date of the **Participate in TDR** modification (e.g., October 1, January 1, April 1, or July 1)

Note: After the TDR effective date, existing contractors are required to update their Terms and Conditions, specifically the FCP Products/Services Plus File(s) or Modification Products/Services PPTs (non-FCP), as part of their next submitted modification to remove all MFC/BoA, PRC, and CSP-1 requirements.

Expanding TDR Eligibility to all remaining MAS SINs

Overview of Transition to TDR

Example 1	Example 2
Contractor Accepts Mass Mod: 2/27/2026	**Contractor Accepts Mass Mod:** 4/15/2026
TDR becomes effective: first day of next quarter (4/1/2026)	**TDR becomes effective:** first day of next quarter (7/1/2026)

Existing contractors must:

- In **example 1**, existing contractors will continue with quarterly (non-TDR) sales reporting for February and March.
- The requirement to capture and submit transactional data begins on April 1, 2026.
- Submit April transactional data by May 30, 2026.*

- In **example 2**, existing contractors will continue with quarterly (non-TDR) sales reporting for February - June.
- The requirement to capture and submit transactional data begins on July 1, 2026.
- Submit July transactional data by August 30, 2026.*

Transactional data reporting is due within 30 calendar days after the end of the previous month.

Expanding TDR Eligibility to all remaining MAS SINs

Reporting Requirements

The contractor must provide, at no additional cost to the Government, the following Transactional Data elements, as applicable:

1. Contract or Blanket Purchase Agreement (BPA) Contract or blanket purchase agreement number
2. Delivery, task order number, or procurement instrument identifier
3. Special item number
4. Description of deliverable
5. Manufacturer name
6. Manufacturer part number
7. Unit measure
8. Universal product code
9. Quantity of item
10. Price paid per unit
11. Total price
12. Non-federal entity
13. Federal customer*
14. Order date*
15. Ship date*
16. ZIP code shipped to*
17. Agency Name (for OS4 SINs only).
18. Tier 3 Agency Name (for OS4 SINs only)

For services:

- Complete all applicable fields.
- Upload the relevant Performance Work Statement (PWS), Statement of Objectives (SOO), or Statement of Work (SOW)
- For firm-fixed price Task Orders (TO), provide a description of the invoiced services

Note 1: There are specific Product fields that do not apply for Services. Services contractors must leave those fields blank (e.g., Manufacturer Name and Manufacturer Part Number)

Note 2: For detailed instructions on reporting requirements based upon type of product/services (e.g. standard COTS product vs Highly Configurable Product or fixed price services vs. hourly rate) see the MAS Upload Instructions in the FAS SRP User Guide.

Resources

Upcoming Training

- MAS Office Hours for Industry: Scheduled for February 19, 2026, at 2:00 p.m. ET (touching on Services TDR).
- **Data Reporting Training:** Scheduled for March 19, 2026, at 2 p.m. ET. Register Here.

Online Tools and Information

- Transactional Data Reporting Requirements
- Help with TDR Page
- FAS SRP (Sales Reporting Portal)

Contact Information

- TDR team: TDRteam@gsa.gov
- MAS PMO: maspmo@gsa.gov

Startup Springboard Limitation

Startup Springboard

The Startup Springboard Program is restricted to offerors who meet the eligibility requirements for FASt Lane.

FASt Lane Eligibility for Startup Springboard:

FASt Lane eligibility is limited to Multiple Award Schedule (MAS) offers and modifications under the Information Technology Category (ITC). To participate, Startup Springboard offerors must:

- Be assigned to an ITC contracting officer.
- Submit only ITC Special Item Numbers (SINs), with the exception of the ancillary SIN.
- Be tied to an eligible federal IT initiative.
- Provide a written request from a customer agency.
- Meet strict response timelines for offer and modification reviews.

This limitation means that only newer firms proposing ITC offerings that are agency-sponsored and meet all FASt Lane criteria can utilize the Startup Springboard pathway.

Note 1: The Startup Springboard & FASt Lane page(s) on gsa.gov will be updated to clearly define the updated requirements.

Note 2: In-house Startup Springboard offers submitted prior to Refresh 31 will be fully reviewed under the existing (Refresh 30 or an earlier refresh) Springboard requirements.

If a Startup Springboard offer is rejected, any resubmitted offer must either meet FASt Lane eligibility or be submitted under standard offer requirements.


GSA

Question	Answer
General	
Regarding the updated Subcontracting templates, are you referring to the annual commercial small business subcontracting plans?	Yes, the updated commercial and individual subcontracting templates are available on gsa.gov.
If we have a mod pending (catalog baseline) will we still be able to accept the refresh? Also, this refresh seems significant, is the process of accepting it as quick and easy as all the past ones have been?	Yes, you can still accept the refresh. The acceptance process will remain the same as previous refreshes. Please note that for current contracts that have not yet opted into Transactional Data Reporting (TDR), the refresh will be accompanied by a mandatory MASS MOD to enter the TDR program.
Are the updated SubK templates required for current MAS holders or just required as part of a new submission?	These templates should be used for both new submissions and current MAS contract holders.
What is this 80/20 rule in Office management?	Please note that this option will be removed with Refresh 31. Previously, offerors had the option to submit their entire commercial catalog, provided it maintained a ratio of 80% office supplies and products to 20% other items, such as office furniture.
The guidance the workforce has been given is that if there are no sales the Option should be excluded and no mitigating factors will be considered. The slides said 'may' and not 'must.' Does that mean we are resuming taking into consideration mitigating factors if the sales requirement was not met? Thank you.	GSA is not revising the current minimum sales criteria. Contracting Specialists and Contracting Officers (CS/COs) will continue to exclude options that do not meet these criteria or are non-compliant with terms and conditions. The 24-month waiting period provides CS/COs the discretion to reject new or streamlined offers that are currently in their 15th to 20th year (final option period).
Are the changes to IT LCATs retroactive to existing contractors?	ITC does not allow identical items on any ITC SINs, which applies to both existing contractors and new offerors. The revisions to SIN descriptions applies to both existing contractors and offerors. GSA continues to ensure there is a differentiation in titles.
Can you provide a link to the updated SubK template?	Required templates for a MAS offer

I submitted a ticket two weeks ago w/out resolve. I called VSC and e-tools without an answer. For the Facilities SIN, 561210FAC, do offerors need any special Fire suppression or fire protection documentation to be uploaded? Tx.	Yes, if you are offering fire alarm or fire suppression maintenance. You must submit: - Description of services (testing, inspections, repair timelines, etc.) - Technician resumes - NICET certifications (with expiration dates) - Manufacturer training certifications - State/local licenses - 3 recent project examples (within 2 years) - Matching Statements of Work (SOWs) This SIN covers maintenance only — not installation.
Add SIN modification isn't the same as an "offer," right?	An offer is submitted for an entire GSA MAS contract, whereas an Add SIN modification applies to a contract that has already been awarded.
Startup Springboard/FASt Lane	
Apologies if you address this in the presentation. We have a question regarding FASt Lane eligibility requirements. The requirements listed on the FASt Lane webpage do not completely match the requirements detailed in the FASt Lane Eligibility Checklist included on the FASt Lane webpage. The webpage says you must: ● Be associated with a FASt Lane-eligible initiative; and ● Have a written request from a federal agency ordering activity that states vendors should participate in FASt Lane to support the agency's IT requirements. The FASt Lane Eligibility Checklist says you must: ● Provide proof of an Agency Request for Quote (RFQ) or upcoming solicitation from a Sources Sought or Request for Information (RFI); and ● Have a FASt Lane eligible initiative, that could include, but does not necessarily require a written request from a federal agency. Is the webpage correct or is the checklist correct?	GSA will be updating the FASt Lane gsa.gov page and the associated Checklist. These updates will ensure that both resources remain consistent with our detailed requirements.
Does the change to the Startup Springboard program mean that SBA MP Joint Ventures can no longer submit offers unless they qualify for FASt Lane?	If you do not qualify for FAST Lane, the offeror will no longer be able to submit an offer under Startup Springboard.

Can the government please explain why the startup springboard has been merged with FAStlane? Why are all the other non-IT industries now being removed from eligibility for the springboard?	The decision to narrow the Startup Springboard pathway and align it more closely with FASt Lane reflects a thoughtful, collaborative effort across FAS to ensure we are using limited MAS acquisition resources in the most effective way possible. Startup Springboard was designed to be a focused, high-touch mechanism that helps bring emerging, high-value technologies onto the MAS program more quickly. Refining eligibility helps ensure that level of effort is applied where it can best support customer priorities and timely outcomes. This proposed approach allows GSA to balance innovation goals with acquisition capacity, maintain a sustainable workload for MAS contracting teams, and keep Startup Springboard positioned as a targeted accelerator rather than a broad intake path. The intent is not to limit access to the MAS program, but to ensure that expedited pathways are used in a disciplined and consistent manner.
WIll current Springboard offers be allowed to continue the Springboard process if the offer is rejected?	Yes. In-house Startup Springboard offers submitted prior to Refresh 31 will be fully reviewed under the existing (Refresh 30 or an earlier refresh) Springboard requirements. If a Startup Springboard offer is rejected, any resubmitted offer must either meet FASt Lane eligibility or be submitted under standard offer requirements.
For current Springboard approved contract holders, does the SCP-1 state what new requirements must be met at the time of option renewal? If not, where can we find clarification on what will be expected, and what that review might look like?	Existing contractors awarded under Startup Springboard are not required to meet FASt Lane requirements unless they are submitting a modification specifically under those requirements. Additionally, existing Startup Springboard offers will be evaluated according to standard Option requirements.
I have submitted an offer on January 11th under startup springboard and also provided RFI for Fastlane for IT SIN only. I do not have any sales so no TDR information available. Do I need to withdraw as well?	In-house Startup Springboard offers submitted prior to Refresh 31 will be fully reviewed under the existing (Refresh 30 or an earlier refresh) Springboard requirements. If a Startup Springboard offer is rejected, any resubmitted offer must either meet FASt Lane eligibility or be submitted under standard offer requirements.

So, whereas Springboard was originally IT, then opened up, now it is closed again to IT. Is that correct?	Essentially, yes. Startup Springboard is being limited to FAST Lane which is only applicable under the ITC Large Category. The decision to narrow the Startup Springboard pathway and align it more closely with FASt Lane reflects a thoughtful, collaborative effort across FAS to ensure we are using limited MAS acquisition resources in the most effective way possible. Startup Springboard was designed to be a focused, high-touch mechanism that helps bring emerging, high-value technologies onto the MAS program more quickly. Refining eligibility helps ensure that level of effort is applied where it can best support customer priorities and timely outcomes. This proposed approach allows GSA to balance innovation goals with acquisition capacity, maintain a sustainable workload for MAS contracting teams, and keep Startup Springboard positioned as a targeted accelerator rather than a broad intake path. The intent is not to limit access to the MAS program, but to ensure that expedited pathways are used in a disciplined and consistent manner.
To clarify the new relationship between the programs: While Startup Springboard is now limited to FASt Lane participants, does FASt Lane eligibility remain independent for established firms? Specifically, if a company already meets the two-year corporate experience requirement, can they still utilize FASt Lane for an expedited award without being classified as a 'Startup Springboard' offeror?	Yes, the two programs remain independent. However, please note that Springboard requires FASt Lane eligibility. Those with two years of corporate experience can still utilize FASt Lane, provided they meet the specific program requirements.
A new Joint Venture would not qualify to submit a proposal since they lack sales, etc. ?	Startup Springboard offerors will also now need to meet the requirements of FASt Lane. Please note that FASt Lane is an initiative specific to the Multiple Award Schedule (MAS) Information Technology Category (ITC). Offerors interested in participating should review their eligibility at the following link: FASt Lane: Making it easier.

Is the Startup Springboard Program still available to all offerors before the release of Refresh 31? or should we consider this announcement the effective end of the program?	Participation under the Startup Springboard program will be imited to offerors that meet the qualifications for FASt Lane. FASt Lane is an initiative specific to the MAS Information Technology Category (ITC). We advise you to submit your application under the FASt Lane requirements. Offerors interested in participating should review their eligibility at the following link: FASt Lane: Making it easier.
Can the government kindly clarify whether the limitation of Startup Springboard to offerors who qualify for fastLane will prevent newly formed All-Small or Mentor-Protege Joint Ventures from being able to submit GSA MAS offers? Newly formed joint ventures will typically not have 2 years of financial records even if all member companies in the JV have been in business for many years.	Please be advised that the requirements for Startup Springboard, specifically having less than two years of corporate and financial experience, remain in effect. However, Startup Springboard offerors will also now need to meet the requirements of FASt Lane. Please note that FASt Lane is an initiative specific to the Multiple Award Schedule (MAS) Information Technology Category (ITC). Offerors interested in participating should review their eligibility at the following link: FASt Lane: Making it easier.
Per our understanding of the changes planned with Refresh 31, all currently submitted non-TDR offers will have to be withdrawn and resubmitted under TDR (or be rejected). However, this requirement when coupled with the planned changes to the Startup Springboard program will automatically disqualify a number of currently submitted Startup Springboard offers as their proposals will not qualify as FASt Lane. Can the government consider some transition period for the Startup Springboard Offers already in process by GSA, especially as many of these offers were submitted by socio economic small businesses that have spent significant time and resources for this effort?	In-house Startup Springboard offers submitted prior to Refresh 31 will be fully reviewed under the existing (Refresh 30 or an earlier refresh) Springboard requirements. If a Startup Springboard offer is rejected, any resubmitted offer must either meet FASt Lane eligibility or be submitted under standard offer requirements.
Will Joint Ventures be required to have two years of experience in order to submit an offer for a MAS once the Startup Springboard program is limited to FAStLane offers?	Yes, unless they qualify under FASTLane, they will be held to the same requiremntes as all other offers.
TDR	

1- How do we account for credit memos in TDR reporting to ensure the payment calculation is not overstated? How do you show an order credit in TDR reporting? 2- Are we aligned that an order is only included in the active TDR month if it has been activated and invoiced? (i.e. an order activated on Jan 31 and invoiced on Feb 2 will be in the Feb TDR upload) 3- With MAS modification and signature assumed to happen in February or March, does this mean Price Reduction Clause liability ceases on 1-April? 4- When reporting for fixed priced contract sales, should the total contract amount of services plus expenses be reported or only the deliverable/service sold within that month? 4- If a MAS Contractor holds multiple SINs for Products and Services, are the TDR reports to be submitted in one file or uploaded separately per SIN?	1) Through the Adjust Sales feature, contractors may adjust already reported data after a mistake has been recognized. When adjusting sales via form entry, contractors can add/edit/remove line item details in their browser window. When adjusting sales using file upload contractors submit a replacement file for the data that was previously reported. The system will not accept negative values. In the event of an instance where reported sales need to be removed from reported sales, the appropriate action is to make a sales adjustment for the month that the sale was originally reported - removing the sale from the report. 2) Sales can be recorded either when invoiced or as payment is received. 3) If the MAS mod is completed prior to April 1, the PRC no longer applies beginning April 1. 4) Fixed price contracts should be reported as the total invoiced for the reporting period. 5) When uploading, you should use the most up-to-date TDR reporting template, which consolidates all transactions across all SINs into one file, with a column to identify the specific SIN for each transaction.
As a new offeror preparing a proposal for IT SINs, should we immediately pivot to the TDR-only format? If our current draft includes CSP-1 data and the Most Favored Customer (MFC) matrix, will that offer be rejected if submitted after Refresh 31 goes live?	It would be best to pivot to a Transactional Data Reporting (TDR) format. Please note that any new offer submitted after Refresh 31 will be TDR mandatory.
552.238-80, INDUSTRIAL FUNDING FEE AND SALES REPORTING (DEC 2025)(GSAR DEVIATION) and 552.238-81, PRICE REDUCTIONS (DEC 2025)(GSAR DEVIATION) are going to be added, but where can contractors find the text of the December 2025 deviations? They do not appear to be on Acquisition.gov.	The acquisition letter and class deviation will be posted when Refresh 31 is issued.

It is stated: The Mass Modification initiation date will align with the beginning of the next sales reporting quarter. As an example, if the mod is initiated 02/2026 the TDR begin date is 04/01/2026 with a TDR report date of 04/01/2026. We are required to capture transactional data beginning on the effective date of the Participate in TDR Mod (04/01/2026). Does this mean we must report beginning 04/01/2026 OR effective on the first day of the next sales reporting Quarter when the Price Reductions clause liability ends(07/01/2026)? Assuming the former, but confirmation would be much appreciated.	If the mass modification is accepted 2/2026, the Transactional Data Reporting (TDR) start date for monthly reporting is 4/1/2026. Note: 4/1/2026 is also the date PRC/MFC liability ends. If you accept the modification after 4/1/2026, the TDR start date will begin the following quarter on 7/1/2026. **Note: 7/1/2026 is also the date PRC/MFC liability ends.**
Do we have to withdraw an offer if it was submitted under a current TDR SIN (Before Refresh #31)?	No, only non-TDR offers are required to withdraw and resubmit under TDR requirements.
Why can't existing NON TDR offers simply be opened for editing and the burden put upon the Offeror to change their information. In some cases, offers have been pending for several months.	GSA has explored that option; however, there are significant downstream system impacts because the TDR flag is utilized throughout the FAS application environment and in various reports. Due to these technical constraints, we must proceed with our current process of asking offerors to withdraw or reject the offers.
With a new submission, which documents are not required?	CSP-1 will no longer be required under TDR.
We have had an initial offer submitted since August of 2025 that has been in evaluation and another initial offer submitted December of 2025. Are we required to withdraw our offer or will it be rejected? Are we able to maintain the size status in which we originally submitted our offer if we withdraw and resubmit?	GSA will track the resubmission of offers and make every effort to reinstate them in the review queue based on their original position at the time of withdrawal or rejection. If an offeror had previously been assigned to a specific CS/CO, the resubmitted offer will be returned to the same CS/CO. If your offer is currently assigned to a CS/CO, we encourage you to notify your CS/CO upon resubmission of your offer. Reinstatement to the original position of the review queue is contingent upon a timely resubmission of the offer. If your size status has changed, you must submit under the new size status.

For offers not assigned - assume these will be put into the line where they were initially at?	GSA will track the resubmission of offers and make every effort to reinstate them in the review queue based on their original position at the time of withdrawal or rejection. If an offeror had previously been assigned to a specific CS/CO, the resubmitted offer will be returned to the same CS/CO. If your offer is currently assigned to a CS/CO, we encourage you to notify your CS/CO upon resubmission of your offer. Reinstatement to the original position of the review queue is contingent upon a timely resubmission of the offer.
When we get TDR, what mod type would we select in eMod to update our SPF with the MFC information removed?	To update the SPF a Service Descriptive Change mod would be needed. We recommend doing this with the next submission of a specific mod type (EPA, Add Labor Categories, etc.) not as a stand alone modification.
The PWS upload for TDR is required monthly?	Task/Delivery Orders with a total award amount above $500,000.00 must include either a Performance Work Statement (PWS), Statement of Objectives (SOO), or Statement of Work (SOW) attachment upon first reporting of sales associated with the task order. Documents only need to be uploaded once after award and not on a periodic monthly basis or upon option renewal. However, if the scope of an awarded task order changes, a new PWS, SOO, or SOW must be uploaded to reflect this change in scope. The uploaded document must be in one of the following accepted formats (.pdf, .doc, .docx) and files must not exceed 100MB.
Given the 12 mandatory reporting fields such as Part Number and QTY, how do you advise reporting sales that are made for a firm fixed price solution? Specifically, what does the vendor enter into those fields for a firm fixed price solution?	See the FAS SRP GSA User Guide, MAS File Upload Instructions. This shows which fields are required for product and service reporting.
The MAS 31 Significant Changes document states that for non-TDR offers, “GSA recommends that you withdraw your non-TDR offer(s) and resubmit under the TDR requirements. If your offer is not withdrawn, it will be rejected by GSA.” We respectfully request consideration of a pathway for already-submitted non-TDR offers to modify or update their submissions. Some of these offers have been in the queue for more than six months prior to the effective date of Refresh 31. Requiring them to restart the process would	GSA advises you to save all current documents to your existing offer(s) to streamline your resubmission. For help navigating the eOffer site, please visit the eOffer/eMod Help Center. To ensure fairness, GSA will track the resubmission of offers and make every effort to reinstate them in the review queue based on their original position at the time of withdrawal or rejection. If an offeror had previously been assigned to a specific CS/CO, the resubmitted offer will be returned to the same

likely extend time to award and could unintentionally hinder industry's ability to leverage the MAS program to support planned growth.	CS/CO. If your offer is currently assigned to a CS/CO, we encourage you to notify your CS/CO upon resubmission of your offer. Reinstatement to the original position of the review queue is contingent upon a timely resubmission of the offer.
Hello, I'm looking for clarification regarding the guidance we've received on pending and upcoming MAS offers in light of Refresh 31. We understand that once Refresh 31 is released, any pending non-TDR offers that have not yet been awarded will need to be withdrawn. We are currently preparing to submit several MAS offers within the next 30 days, prior to the anticipated release of Refresh 31. To avoid potential withdrawal or rejection, we would like to confirm whether GSA will accept these new submissions as TDR offers now, under the assumption that all SINs will be subject to mandatory TDR once Refresh 31 is implemented. Specifically, we want to ensure that submitting as TDR prior to the refresh is acceptable and will not create issues if the offer remains pending when Refresh 31 is officially released. Any guidance or confirmation you can provide would be greatly appreciated, as we want to ensure our submissions are fully aligned with GSA's direction and avoid unnecessary resubmissions. Thank you for your time and assistance. Best regards, Katey Grogan	If you have any TDR SINs currently, you can submit your offer under TDR. If the offer currently has only non-TDR submits, the offeror should wait until the issuance of refresh 31 in order to avoid the future need to withdraw an offer submitted under non-TDR prior to Refresh 31 publication.
Open Market/OLM	
What about items that aren't TAA compliant - can we still sell them as Open Market?	If an item does not qualify as a MAS item, does not meet OLM requirements, and is necessary to meet the Government's requirement, then it must be acquired through a separate acquisition, even if included on the same task or delivery order for administrative convenience. These items must be clearly identified, priced separately, and comply with applicable FAR requirements.
Why is adding the OLM SIN a one-time opportunity? Any other SIN can be added at any time	Adding the OLM SIN must be completed via a Mass Modification. All other SINs can be added through eMod.
Do we need to add OLM SIN for Long term lodging SIN as well.? we have already been awarded long term lodging sin but didn't add OLM back then	Adding OLM to your contract is not required, but is encouraged for maximum flexibility.
How do we go about adding the OLM to our	After the refresh, a Mass Mod will be made available

contract?	to all contracts that currently do not have the OLM SIN on their contract.
So if a government end-user wants to buy an item I don't have in my catalog, I just need to quote it under the OLM SIN and now it's a scheduled buy?	Quoting items under the OLM SIN allows them to be part of a Schedule order, provided all OLM rules are met. You may add an item not currently on your Schedule as an Order-Level Material (OLM) if it is necessary to support an awarded product/service. OLMs must be ancillary to the services provided and cannot be the primary purpose of the order. OLMs cannot be used to sell standalone items unrelated to your awarded catalog or to bypass the process of adding items directly to your Schedule.
We have MAS SIN 54151S & 561210FAC both with OLM for service labor only. We normally quote materials that are needed for jobs as "open market". Are the materials now supposed to be claimed under OLM SIN and IFF paid?	Yes - Materials for MAS service orders that aren't on your MAS contract should be proposed using the OLM SIN and priced accordingly (including IFF). The long-standing FAR open market route is being superseded by a more structured OLM-centered approach in the MAS order environment.
OLM requires that the items be TAA, correct? So is GSA prohibiting the use of the open market on orders?	OLM items must be TAA compliant. If an item does not qualify as a MAS item, does not meet OLM requirements, and is necessary to meet the Government's requirement, then it must be acquired through a separate acquisition, even if included on the same task or delivery order for administrative convenience. These items must be clearly identified, priced separately, and comply with applicable FAR requirements.
Will open market items will still be allowed as needed or should we now be using OLM for those items?	No, as the term 'open market items' no longer exists under the RFO FSS Ordering Procedures. However, products, services, and solutions can still be obtained from an FSS Contractor that are not available under the FSS program. Such items now fall under the new definition for OLM (i.e., the new definition of OLM has replaced what previously was known as "open market items" and OLM). When obtaining items outside of the FSS program, Ordering activities must consider the requirements of RFO FAR subpart 8.1 (GSA Class Deviation RFO-2025-08) before considering obtaining OLMs from commercial sources in the open market.
We often use open market upgrades to existing products. Where can I get more information about	Please see the MAS order flexibilities | GSA and VSC FAQs for further information about OLM

OLM limitations and requirements? When will those take effect?	requirements.
I am seeking clarification on the application of the MAS solicitation language related to identical items being awarded under multiple SINs, specifically for products. The solicitation states that identical items (products, services, or labor categories) with the same terms and conditions may be awarded under different SINs on the same contract, provided pricing is identical and the items are within scope of each SIN. In practice, we are receiving conflicting guidance indicating that this is either not allowed at all, or allowed only for services but not products. This appears inconsistent with both the solicitation language and the existence of a dedicated “Identical Items” section in the Modification Guide, as well as the requirement for Contracting Officers to address identical items in pre-negotiation memoranda. Additionally, even where identical products are within scope of multiple SINs, current FCP validation rules seem to prevent submission under all available modification paths (Add SIN, Add Product, Product Descriptive Change), effectively making compliance with the solicitation language impossible due to system constraints. Can GSA please clarify: Whether identical products may be awarded under multiple SINs on the same contract when all solicitation conditions are met; and If so, what is the intended or supported modification pathway within FCP to accomplish this? If this is an allowable practice, clarification or system alignment would be helpful to ensure consistent application across COs and avoid unnecessary denials.	The requirement applies equally to products, services, and labor categories. To add identical items via FCP, contractors should list the primary SIN in the Product File; then also add the product to the Services Plus File and list additional SIN(s) as an array. This is only true when the terms, conditions, and pricing are identical across SINs.