GSA U.S. General Services Administration

Highly Configurable Products and the Cloud SIN

Transaction Data Reporting (TDR)

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Agenda

- Introduction to TDR
- Why GSA Uses TDR
- General Requirements & Grace Period
- TDR Categories
- Category-Specific Reporting Rules
- Entering TDR Participation
- Effective Dates & Reporting
- Vendor Resources

GSA collects actual line-item sales & prices paid data:

Supports data-driven buying decisions

Benefits taxpayers, industry, and government

Reduces overhead & supply chain cost

Enables fair pricing analysis & risk management

Why GSA Uses TDR

Improve market intelligence

Enhance competition through price transparency

Reduce burden of Commercial Sales Practices disclosures

Identify fair and reasonable pricing trends

TDR Data: Public vs. Private

How GSA will use your TDR data:

GSA will leverage your Transactional Data in a number of ways including:

- Demand Management
- Category Management
- Market Research
- Price Analysis

What data will be publicly available?

GSA will safeguard your data, which is protected as trade secrets and commercial or financial information, which is privileged or confidential.

Only aggregate data (which does not include identifiable information) may be released

TDR Submission: General Requirements

- **Report 16 sales data elements:** (12 required) monthly via FAS Sales Reporting Portal (SRP)
- **Four Data groups:**

01	Item information	SIN Deliverable Description Manufacturer Name & Part # Unit of Measure	UPC (if applicable)
02	Buyer Information	Federal** or Non-Federal Customer	
03	Contract Information	Contract/BPA Number Task/Delivery Order Number (PIID)	
04	Purchase Information	Quantity Sold Price Per Unit Total Price Order Date**	Ship Date** Destination ZIP**

Note: items with ** are optional reporting elements

- **Data accuracy is critical** — incorrect entries can delay acceptance

Category-Specific Requirements

Grace Period for Reporting

- Applies to **new entrants** added to TDR reporting (effective 10/1/2025)
- **Six-month grace period** updating reporting procedures to address 12 required elements and for submitting the proper attachments

During grace period:

- Contractors expected to **upload supporting documents**
- Submissions not rejected for missing attachments
- Validation errors will not be enforced

OCT 01
Grace Period Begins

In Progress

MAR 31
Grace Period Ends

GSA will **"meet you where you are"** during transition

Requirements may **evolve based on industry feedback**

TDR Categories

SIN Categories Summary (examples)

- Non Configurable Products
- **Highly Configurable Products**
- **Cloud SIN**
- Configurable Services (other than Cloud SIN)
- Professional Services
- SCA/SCLS Services

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Supporting Attachments Requirements

- Highly Configurable Product Orders (depending on Path)
- Cloud SIN Orders
- Configurable Service Orders (other than Cloud SIN)
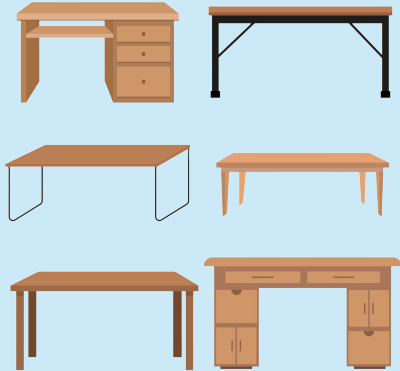- Professional Services and SCA/SCLS Services

TDR Categories

Two focus categories with unique reporting rules:

Different reporting element requirements for each category

Highly Configurable Products – Complex, customizable items not easily captured in a single catalog listing

Cloud SIN (518210C) – Cloud computing solutions and related professional services

Non-Configurable/Configurable Products

Non-Configurable Products:
- **Definition:** Standard base-only products, pre-configured with no options
  - Non-configurable includes configurable (product with options)
- Available on GSA Advantage as standard catalog items
- **Reporting tools:** Product File, Products PPT (sometimes Services Plus File for accessories)
- **Accessories & related items:** Sold standalone or bundled, but always reported as separate line items
- **Standard options:** Limited customer choices, minimal consultation needed

Reporting:
- List base item and base price first
- Format options as:
  - MPN: BasePartNum (OptPartNum)
  - Manufacturer: BaseMfr (OptMfr)

Note: If your products are not highly-configurable, they will be considered non-configurable for reporting purposes.

Highly Configurable Products

- **Definition:** Products with high customization, assembled from multiple options or components
- **Characteristics:**
  - Not typically sold on GSA Advantage due to complexity
  - Often involve parametric pricing or variable configurations
- **Awarding methods:**
  - Path A – By manufacturer product line/family
  - Path B – By base configuration MPN
- **Examples:** Modular furniture & workstations, demountable walls, custom-configured IT hardware/software

Cloud SIN

- **Definition:** Commercially available cloud computing services (IaaS, PaaS, SaaS) + emerging cloud-based AI/ML solutions
- **Scope includes:**
  - Cloud hosting, compute, and storage
  - Development & migration of cloud-native applications
  - Cloud governance & management services
- Also includes cloud-related IT professional labor categories (e.g., migration specialists, security engineers)
- **Examples:** SaaS licensing, virtual server capacity, cloud-based data analytics
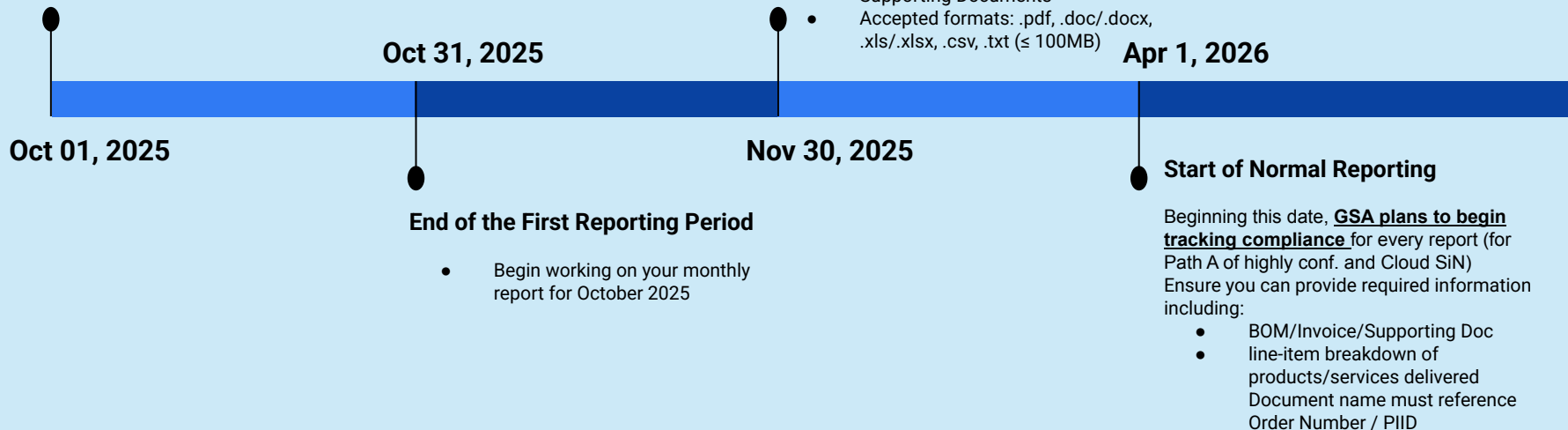
Category-Specific Requirements

Reporting Rules Take Effect

Starting October 1, 2025, both Highly Configurable Product and Cloud SIN will require monthly reporting (if TDR participation mod approved by September 30, 2025).

First Submission Deadline

November 30, 2025 is the deadline for the first reporting period. Use the grace period to **practice submitting documents**

- Attachments **required** but data validation errors will not be enforced prior to April 1, 2026
- Upload via SRP under "Manage Supporting Documents"
- Accepted formats: .pdf, .doc/.docx, .xls/.xlsx, .csv, .txt (≤ 100MB)

Oct 31, 2025

Apr 1, 2026

Oct 01, 2025

Nov 30, 2025

End of the First Reporting Period

- Begin working on your monthly report for October 2025

Start of Normal Reporting

Beginning this date, **GSA plans to begin tracking compliance** for every report (for Path A of highly conf. and Cloud SiN) Ensure you can provide required information including:

- BOM/Invoice/Supporting Doc
- line-item breakdown of products/services delivered Document name must reference Order Number / PIID

Key Reporting Elements

- **Description of Deliverable:**

Highly Configurable - Path A	Enter UCID followed by brief description of the order. You will need to attach a BOM, invoice, or other supporting document starting April 1, 2026
Highly Configurable - Path B	Enter UCID if in FCP, followed by base configuration model description in parentheses (_), followed by the additional parts that make up the highly configured product (or final sku).
Cloud SIN	Must identify service type (IaaS, PaaS, SaaS, or LCAT)

Key Reporting Elements

- **Manufacturer Name:**

Highly Configurable - Path A	Enter each manufacturer separately (reference Order Number/PIID)
Highly Configurable - Path B	Enter base configuration manufacturer
Cloud SIN	Enter the OEM (Original Equipment Manufacturer). At this time, for LCATs leave blank.

Key Reporting Elements

- **Manufacturer Part Number (MPN):**

Highly Configurable - Path A	Enter "Highly Configurable" (requires Bill of Materials (BOM)/Invoice)
Highly Configurable - Path B	Enter base configuration MPN
Cloud SIN	Enter Cloud Service Provider (CSP) part number (if product-based), LCAT leave blank

Key Reporting Elements

- **Universal Product Code (UPC):** Leave blank for all categories

- **Unit of Measure (UOM):**

Highly Configurable - Path A	Enter "10" (GROUP)
Highly Configurable - Path B	Enter "EA"
Cloud SIN	Enter awarded UOM

Quantity & Pricing Rules

- **Quantity Reporting:**

Highly Configurable Products	Report quantity of items per manufacturer or per configured product
Cloud SIN	Report as sold (licenses, GBs, subscriptions, etc.)
Hourly Labor Services	Report number of hours (HR)

- **Price Paid per Unit:** Required for each row; must match awarded UOM

- **Total Price Paid:** (Quantity × Unit Price); validated upon submission - System-calculated

How to Enter TDR Participation

- **Requirement:** Must have a TDR-eligible SIN awarded under MAS contract

- **Steps in eOffer/eMod:**

  1. Log in and select contract
  2. Choose modification subtype: "Participate in TDR"
  3. Complete online submission and submit

- Contract updated to reflect TDR participation status

eMod Step-By-Step Guidance

TDR Effective Date

- **Effective date always = first day of next reporting quarter**

  Jan 1 | Apr 1 | Jul 1 | Oct 1

- Ensures clean quarterly reporting; prevents mid-quarter transitions
- Contractors must begin data capture from effective date
- Reporting due within 30 days after month-end

Vendor Resources

- **MAS Interact Page:** Updates, policy notices, discussion with GSA & peers
  - Q&A from July 17, 2025
  - Slide deck from July 17, 2025
- **TDR Webpage on GSA.gov:** Program guidance, FAQs, training videos
- **Vendor Support Center (VSC):** Instructions, templates, helpdesk support
- **Demand Data Tool (VSC):** Access to aggregated TDR data for pricing/market research (non-configurable products)
- **FAS SRP Site:** GSA's online resource for reporting sales and payment of IFF
- **FAS SRP User Guide:** Comprehensive guidance on how to navigate the FAS SRP system
- **eMod Step-By-Step Guidance:** Guidance on how to submit the Participate in TDR modification request