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Fall 2023

# MASQUARTERLY

## From the MAS PMO

Happy Fall! We hope everyone had a great start to the new Fiscal Year.

The Multiple Award Schedule Program is committed to being your trusted resource and partner. This newsletter summarizes key program updates from August to December 2023.

**Subscribe to the [MAS Interact group](#) and get news straight to your inbox!** If you would like to provide feedback or topics for future MAS newsletters, please send suggestions to [maspmo@gsa.gov](mailto:maspmo@gsa.gov).

Continued thanks for your partnership and support.

## In This Issue

### What's New

Updated Definitions for TDR Excel Upload - [page 2](#)

MAS Refresh 19 and Upcoming Mass Modification - [page 2](#)

Required Modification for Joint Ventures Awarded Prior to MAS Refresh 16 (May 2023) - [page 2](#)

FY24 Policy Landscape Webinar #1 held Dec. 6, 2023 - [page 3](#)

New Mod "Close Contract For New Awards" Enhances Transparency - [page 3](#)

Proposed Rules: FAR Cases related to the Cybersecurity EO - [page 3](#)

GSA hosts Native American Industry Day Nov. 8, 2023 - [page 4](#)

MAS Office Hours on 8(a) Resources Recording Available - [page 4](#)

FAST Virtual Conference - [page 4](#)

### MAS Program Updates

Keep Your GSA Advantage Catalog Up to Date - [page 5](#)

MAS Consolidation Phase 3 - [page 6](#)

Catalog Management - [page 7](#)

FAS Catalog Platform - [page 8](#)

MAS Service and Market Threshold Updates - [page 8](#)

MAS Office Hours - [page 9](#)

## What's New

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### Updated Definitions for Transactional Data Reporting (TDR) Excel Upload

Attention all MAS and BMO contractors participating in TDR pilot! In an effort to clarify information in the FAS Sales Reporting Portal (SRP) Excel Template, and ultimately help TDR contractors provide more accurate data, instructions for three TDR fields have been updated. These fields include Description of Deliverable, Manufacturer Part Number, and Manufacturer Name. Note that this change does not apply to Commercial Platforms, MRFS, or OS4 contractors. For more information, including the updated Excel template, please review the [Dec. 11, 2023 post on Interact](#).

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### Advanced Notice for MAS Refresh 19 and Upcoming Mass Modification

The Federal Acquisition Service (FAS) issued GSA MAS Solicitation 47QSMD20R0001 - Refresh # 19 and an associated mass modification (mass mod) to all existing contracts in December, 2023.

NOTE: The mass mod applying the changes associated with Refresh 19 is due to be accepted by the subject contractor no later than 90 days after the mod has been issued. Failure to accept this modification prior to the due date may result in loss of access to GSA eTools and/or cancellation of the subject contract. Detailed changes are outlined in this [Dec. 7, 2023 Interact post](#). The post also provides a link to the Nov. 17, 2023 session discussing Refresh 18.

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### Required Modification for Joint Ventures Awarded Prior to MAS Refresh 16 (May 2023)

As per mass modification A863, Joint Ventures (JV) awarded MAS contracts prior to May 19, 2023 must complete and submit a modification request via eMod to conform with the JV specific requirements outlined in MAS Solicitation Refresh 16. The modification request must include the following:

- A [JV Solicitation Attachment](#), and all documents required by the attachment (as applicable).
- A Price Proposal Template (PPT) that identifies which JV partner provides the awarded service.
- A draft authorized FSS price list that includes the required JV information/disclosures as well as updated Labor Category and Service Descriptions.

The modification request must be submitted prior to the Spring 2024 MAS solicitation refresh.

JVs that wish to submit technical or pricing modification requests, or are being evaluated for an upcoming option exercise prior to the Spring 2024 MAS solicitation refresh, are required to submit the conformance modification *request in advance* of the technical/pricing modification request/option exercise.

*continued on page 3*

Note: If you need to add new products and/or services that will be provided/performed by a JV Partner, you must submit a [separate](#) Add Products, Add Labor Category and/or Add Service Offerings modification request.

For more information, GSA/FAS has provided our industry partners a set of [FAQs](#) for MAS JVs which is published on the MAS Roadmap with the JV Solicitation Attachment.

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## FY24 Policy Landscape Webinar #1

The FAS Office of Policy and Compliance (OPC) hosted a webinar on Dec. 6, 2023 that discussed current and emerging policies impacting federal contractors. The webinar covered the 4P Tool pricing algorithm, Supply Chain Risk Management (SCRM) Regulations, and the FAS Catalog Platform (FCP). Listen to the recorded webinar and find more information on topics covered [in the Interact post](#).

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## New Mod “Close Contract For New Awards” Enhances Transparency

Attention industry partners and customer agencies -- a new modification type, Close Contract for New Awards, is now available in [eMod](#). This mod allows contractors to notify potential and current customers of their MAS contract status for accepting new orders due to end of contract period approaching, business issues, or the consolidation of multiple MAS contracts down to one per Phase 3 of MAS Consolidation

The [October 31 Interact post](#) dives into how this mod might be used. You can now submit a modification so your older contracts for which you can no longer accept orders are transparently displayed as “closed” in eLibrary and removed from GSA Advantage! and eBuy to avoid confusion. Also, if supply issues are not allowing you to keep up with customer demand, talk with your Contracting Officer about options that include permanently closing - or even canceling - your contract. Cancellations can be done at any time in [eMod](#) and become effective in 30 days.

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## Proposed Rules: FAR Cases related to the Cybersecurity EO Public Comment Period Open on the Federal Register

On Oct. 3, 2023, the Federal Register published two proposed cybersecurity Federal Acquisition Regulation (FAR) rules to partially implement [Executive Order 14028](#):

FAR Case [2021-017](#), Cyber Threat Incident Reporting and Information Sharing, proposes to amend the FAR to increase the sharing of information about cyber threats and incident information between the Government and information technology and operational technology service providers.

FAR Case [2021-019](#), Standardizing Cybersecurity Requirements for Unclassified Federal Information Systems, is proposing to amend the FAR to standardize cybersecurity contractual requirements across Federal agencies for unclassified Federal information systems.

The public comment period ended Dec. 4, 2023. Details on these FAR Cases [can be accessed on Interact](#).

## GSA hosts first Native American Industry Day

GSA held its first [Native American Industry Day](#) in Washington, D.C. on Nov. 8, 2023. The event highlighted FY24 opportunities for Native American businesses in the federal marketplace. Attendees learned how to use GSA tools and resources that support Native American-owned businesses, intertribal commerce, SAM.gov registration, and the Buy Indian Act. The Industry Day also featured panels with experts from the Federal Acquisition Service and Public Buildings Service to discuss how to do business with GSA. Visit [GSA.gov](https://www.gsa.gov) for more information.

## August MAS Office Hours on 8(a) Resources Recording Available

Thanks to everyone who attended our Aug. 17, 2023 Monthly MAS Office Hours covering the new MAS 8(a) pool. If you missed that session or just want to learn more, please check out the presentation and Q&A materials on [Interact](#). For more on the MAS 8(a) pool, contractors should also refer to the Sept. 11, 2023 Interact post providing "[Guidance for FAS IDIQ Contractors in Response to the Ultima Court Decision](#)." You can also register for the [monthly Office Hours Series](#) and find recordings of previous MAS Office Hours in the [MAS playlist on GSA's YouTube](#) channel.

## Federal Acquisition Service Training (FAST) Virtual Conference Series is Coming Back

Mark your calendars now! The 2024 FAST Virtual Conference Series starts in March. The lineup will focus on:

- Improving requirements development across the government
- How GSA solutions can help program managers, contracting professionals, and industry partners succeed in the federal marketplace

Here's the lineup:

Date	Topic
March 27	Innovative Solutions for the Future of Professional Services
April 24	Securing Emerging Tech: Safeguarding the Future
May 14 to 16	FAST Conference (a.k.a. FAST 2024): Annual Three-Day Event
July 17	Industry Symposium

[Subscribe to receive updates](#) on the 2024 Federal Acquisition Service Training (FAST) Virtual Conference Series – and be sure to share the link with your colleagues. Also, check out our [FAST 2024 video](#) on YouTube. We look forward to seeing you in March!

## MAS Program Updates

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### Keep Your GSA Advantage Catalog Up to Date

Did you know you are required to update your Contract Price List every two years? That's right, electronic catalogs/price lists previously submitted to GSA, in accordance with Schedule contract clause I-FSS-600(a) *Contract Price List*, must be updated every two years.

Why is this so important? Old catalogs/price lists may contain discontinued items and outdated pricing. When products are ordered online, this can cause problems for agency customers and you, the contractor. Your contract requires that you honor pricing contained in your published catalog, whether printed or electronic.

**To stay in compliance with your contract, please be sure to update your catalog/price list regularly.**

If you have questions about how to update your price list, contact our Vendor Support Center at [vendor.support@gsa.gov](mailto:vendor.support@gsa.gov) or 877-495-4849.

### **Reminder to Authorized Negotiators - Save Your Documents!**

It is a best practice to download documents from eOffer/eMod and store them locally on your computer. This ensures you have a copy of important contract documents should there be a personnel transition within your organization or if you need to access the documents during a planned or unplanned outage. New Authorized Negotiators will not be able to see old documents that predate their role as an Authorized Negotiator.

## MAS Consolidation Phase 3

Have more than one MAS contract under the same Unique Entity Identifier (UEI)? During Phase 3 of MAS Consolidation, your company may need to take action to move all your offerings to one surviving MAS contract.

You should make all consolidation actions in coordination with your GSA Contracting Officer and in accordance with your agreed upon [Phase 3 Consolidation Checklist and Plan](#).

These consolidation plans are the first step in determining your surviving contract and to start the process of getting to one contract. **No Phase 3 modifications will be approved without an approved plan.**

The MAS PMO has posted all Phase 3 supplier resources on the [Vendor Support Center](#), including our [MAS Consolidation Phase 3 Guide for Industry](#). This new resource takes you through all the critical consolidation steps.

*Note: **Phase 3 DOES NOT APPLY** to you if:*

- Your company manages two contracts and:
  - One contract has a small business set-aside (SBSA) Special Item Number (SIN) or
  - One contract is a follow-on contract with the same SIN(s).
- Your company only has one MAS contract.

**Please submit your [Phase 3 Consolidation Checklist and Plan](#) to your Contracting Officer(s) and copy [maspmo@gsa.gov](mailto:maspmo@gsa.gov) as soon as possible to get the process started.**

### QUICK LINKS

[MAS Consolidation Phase 3 Contractor Checklist and Plan](#)  
(\*required)

[MAS Consolidation Phase 3 Guide for Industry](#)

[MAS Consolidation Phase 3 Overview & FAQs for Industry](#)

[Phase 3 Recorded Training for Impacted Contractors - August 2020](#)

## Catalog Management Updates

### FAS Catalog Platform Updates

With the successful first pilot under our belts, the FAS Catalog Platform (FCP) is rolling out to more users. Our “soft launch” expanded to an additional 140 contracts, and the full launch is coming in early calendar year 2024.

The majority of contractors who offer Commercial off the Shelf products published to GSA Advantage! can expect to move to FCP in FY24 with the **following exceptions:**

Exception Factor	Impact to Transition Timeline
Contracts that use Zonal Pricing	Will not transition until the system is enhanced to manage zonal pricing.
Contracts that contain 4PL SIN	Will not transition until additional functionality is added to address 4PL SIN.
Contracts having a GSA-BPA based on them and currently managed thru SIP and/or published to GSA Advantage!	Will not transition until additional functionality is added to address BPA workflows.
Multiple contracts falling under single UEI	Will be moved on a case-by-case basis. If you currently have multiple contracts and have questions about your timeline for transition, please reach out to us at <a href="mailto:CatalogManagement@gsa.gov">CatalogManagement@gsa.gov</a> .
Contracts with an upcoming five-year option period	May be delayed until the Option has been processed
Contracts that have an ultimate expiration date before September 2025	Will not transition.

Contractors will receive an approximate 60-day notice via email that their contract is eligible to use the FCP. Upon receiving the notice, contractors must ensure all modifications are closed prior to their FCP eligibility date or they will not be able to proceed on the planned transition date. Contractors will be required to complete a [First Steps](#) process upon moving to FCP.

Contractors with Service catalogs can expect to move to the FCP in FY25+.

To learn more about the FAS Catalog Platform, visit [catalog.gsa.gov/help](https://catalog.gsa.gov/help).

## Managing Product Catalogs- Options & Related Products

A new training video on how to use Options and Accessories in the Product File is available: [watch here!](#)

- Vendors can use these features to better represent their products on GSA Advantage! While this video focuses on how to use the Product File in the FAS Catalog Platform, vendors can also incorporate accessories and options in their SIP or EDI uploads.
- Accessories are standalone products that are related to another product. They have their own Manufacturer Part Number and product attributes, and therefore undergo market research as a base product would. This feature lets vendors publish related products with each other on GSA Advantage!. For example, if I sell a computer and want to list a keyboard and mouse with it.
- Options let vendors represent variations of the same product, and must be purchased with a base product or accessory. They contain an Option Part Number which allows the vendor to attribute it back to the base or accessory item. For example, if I sell a tshirt and it comes in various colors. Because options must be purchased with a base item or accessory, the options do not undergo separate market research.

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## MAS Services Updates

The Catalog Management Office (CMO) is finalizing the MAS services workflow between eMod and FAS Catalog Platform (FCP), and the new Services Plus File. This is another step toward our goal of launching MAS service functionality in FCP by the end of fiscal year 2024. (See the attached file for a copy of the Services Plus file.)

The Services Plus file, previously called the Service File, will accept all of the service contract and catalog information currently found in the Services and Training and the Language Services Price Proposal Templates. Vendors will also use the Services Plus File for products that do not typically publish to GSA Advantage! for purchasing in a shopping cart, such as highly customizable products.

A vendor can align their offerings with eight different catalog item types in the new template:

- 1 Commercial Labor Categories:** Labor categories defined by the vendor, using the hour (HR) unit of measure.
- 2 Service Contract Labor Standards (SCLS) labor categories:** Labor categories governed by laws and regulations from the Service Contract Act, using the HR unit of measure.
- 3 Fixed Price Solutions:** Services that are bought outside the labor category paradigm of personnel per hour, using any unit of measure.
- 4 Courses and Training:** Sessions bound by a minimum number of students and maximum number of students.
- 5 Other Direct Costs (ODCs):** Items defined at the contract level that are sold in support of public relations (PR) and marketing services.
- 6 Language Services:** A service centered around translating languages (either one way or both ways).

*continued on page 9*



- 7 Highly Customizable Products:** Used to sell products with numerous layers of options that can not be sold on GSA Advantage! Pricing is based on a discount to a manufacturer group or family of products/features, instead of pricing products as a discrete set of line items.
- 8 Ancillary Items:** Products or services sold in support of the dominant service in the Services Plus File. Not sold on GSA Advantage!

See a copy of the Services Plus file and look for opportunities to engage with the CMO about the Services Plus File and more in the new year on the [CMO Interact page](#).

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## Market Threshold Update

For contractors offering COTS products receiving market research reports: GSA has updated the way the Market Threshold is calculated. This new model is a better representation of the commercial marketplace, and ensures the best value for our federal partners.

Key changes include:

- Moving away from using just the lowest price; the new benchmark will more heavily weight centrality, or the median price.
- Introducing a new inflation adjustment component to respond to market conditions.
- Adding Transactional Data Reporting (TDR) data to the calculation when high quality, comparable data is available. Adding Commercial Pricing data from major websites to the calculation.
- Introducing new demand weighted ceilings where pricing targets are more aggressive for high demand products.

Learn more about the market threshold calculation by visiting the FAQ on [catalog.gsa.gov/help](https://catalog.gsa.gov/help) and viewing question 18 under “Compliance & Pricing report.” Stay tuned for future registration information for an informational webinar.

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## MAS Office Hours

The MAS PMO hosts monthly office hours for our industry partners. These webinars cover different topics each month and provide opportunities to ask questions and hear directly from MAS experts!

Our next session is -- eOffer/eMod including Adding SIN Mods, **Thursday, Dec. 21st**. You may register for the session [here](#). To see all previous recordings, visit the [MAS Office Hours Playlist on YouTube](#).

### QUICK LINKS

[Register for MAS Office Hours](#)

[MAS Interact group](#)

## Helpful MAS Resources

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### GSA and Multiple Award Schedule:

[GSA Schedule](#)

[Schedule Customer Training](#)

[Electronic Subcontracting Reporting System \(eSRS\)](#)

[MAS on GSA Interact](#)

[MAS Desk Reference](#)

[GSA's Blog](#)

[GSA's Vendor Support Center](#)

[GSA Small Business Assistance](#)

[Finding Your IOA and ACO](#)

[GSA's Office of the Procurement Ombudsman](#)

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### Preparing and Submitting a MAS Offer:

[Roadmap to Preparing a MAS Offer](#)

[GSA's Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)

[Procurement Technical Assistance Centers \(Free Assistance\)](#)

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### Marketing:

[Contract Opportunities](#)

[eLibrary - Contract Award Information](#)

[eBuy - Electronic Request for Quote \(RFQ\) / Request for Proposal \(RFP\) System](#)

[Schedules Sales Query Plus \(SSQ+\)](#)

[Small Business Forecasting Tool](#)

[GSA Advantage! - Online shopping](#)

### Contact Us

Questions and feedback may be submitted to [maspmo@gsa.gov](mailto:maspmo@gsa.gov).