



U.S. General Services Administration

Online Purchasing with GSA

AUSA

October 2024



When are **Commercial Platforms** and **MAS** used?



1

Review **mandatory** sources
FAR 8.002

Personal Property Management System

UNICOR *mandatory source for purchases over \$3,500 unless a waiver is granted by DOJ

AbilityOne Program

GSA Global Supply

Multiple Award Schedules

Federal Strategic Sourcing Initiative

GSA Advantage *GSA recommends prioritizing GSA Advantage over Commercial Platforms due to additional compliance benefits provided

Commercial Platforms program

2

Review **preferred** sources according to FAR 8.004(a)

3

Review **commercial open market** sources as a final step
FAR 8.004(b)

Buyers are advised to only purchase open market after effective market research and all lower priority sources are exhausted.

Key Takeaway:

Agencies have access to a **higher buying priority** per FAR part 8.004(a) by participating in the **Commercial Platforms program** and the **Multiple Award Schedules** versus open- market sources.

Please note: Each source has its own contractual requirements.

The Multiple Award Schedules (MAS):

Modern, streamlined, mission-focused purchasing



Where **federal, state, local, tribal governments**, and other eligible buyers get commercial products, services, and other solutions at good prices.



Complete solutions to meet buyer purchasing needs, freeing up time to **focus on mission-oriented work**.



Our Multiple Award Schedule program offers regulatory compliance, fair and reasonable prices, Tier 2 spending, faster buying, and vast supplies and services.

Key program features

Mandatory and preferred sources

Easy to use product filters for AbilityOne, small business, and “green”. Agency credit available for eligible small business spend.



Supply chain and cyber risk management

Section 889 is incorporated into contract, as the contract holder. SCRM and counterfeit protection are built in allowing purchasers to shop and purchase with confidence.



SECTION 889

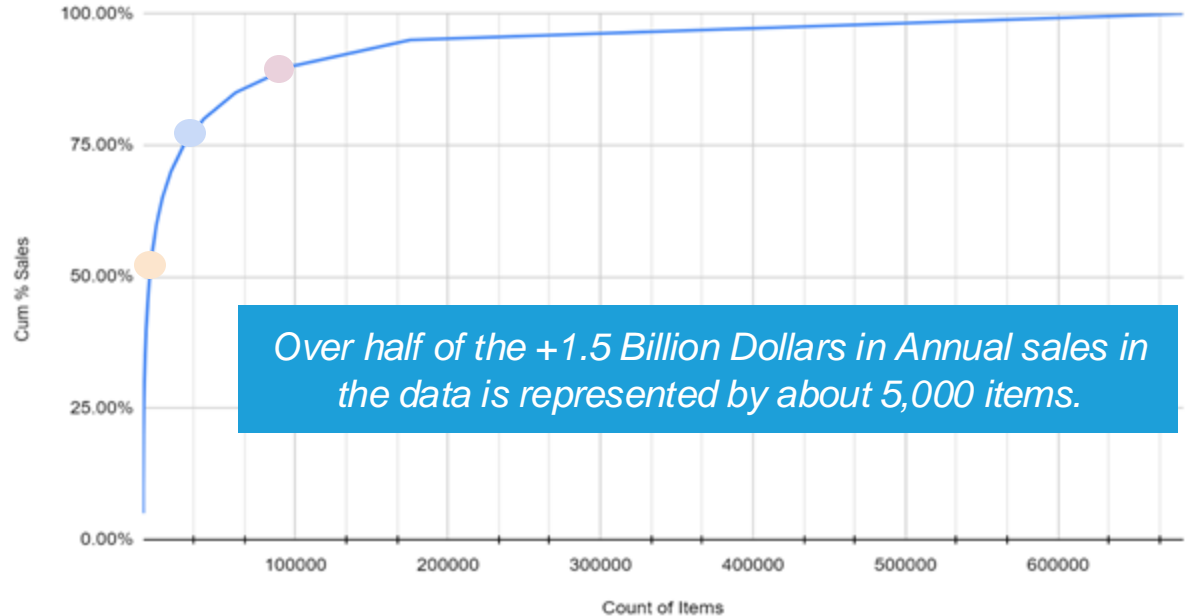
Wide range of solutions

- ✓ Tier 2 (or 3) Spend Under Management credit
- ✓ No maximum order quantities
- ✓ Products and Services
- ✓ Multiple ways to place an order



Concentration of Sales in Highly Demanded Items

Count	% Items	Cum % Sales
24	0.0%	5.00%
80	0.0%	10.00%
185	0.0%	15.00%
352	0.1%	20.00%
598	0.1%	25.00%
960	0.1%	30.00%
1,468	0.2%	35.00%
2,172	0.3%	40.00%
3,136	0.5%	45.00%
4,475	0.7%	50.00%
6,343	0.9%	55.00%
8,975	1.3%	60.00%
12,760	1.9%	65.00%
18,371	2.7%	70.00%
26,812	3.9%	75.00%
39,931	5.9%	80.00%
60,838	8.9%	85.00%
97,596	14.3%	90.00%
175,332	25.7%	95.00%
681,894	100.0%	100.00%



Over half of the +1.5 Billion Dollars in Annual sales in the data is represented by about 5,000 items.

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

Interested in selling on **GSA Advantage?**



1

Decide if MAS is right for your business

Use demand data
Attend training/ events
Do a **readiness assessment**

2

Read the MAS Solicitation and Category Attachments

Contract terms and conditions
Understanding your obligations
Consider what's next

3

Apply. Assemble your offer and supporting documentation. Be responsive to additional requests from GSA.

Roadmap to MAS Success is a step by step guide for acquiring a MAS contract:

<https://www.gsa.gov/buy-through-us/purchasing-programs/multiple-award-schedule/help-with-mas-contracts-to-sell-to-government/roadmap-to-get-a-mas-contract>

The Commercial Platforms **vision:**

Modern, streamlined, mission-focused purchasing



Modern and streamlined buying experience for routine items **under the MPT** with the ability to **influence future platform features** based on feedback from agency cardholders.



Time savings and best value purchasing designed to meet buyer purchasing needs, freeing up time to **focus on mission-oriented work.**



Critical insights into an agency's online spend with features and management controls to **mitigate supply chain risks**, promote purchasing from mandatory sources (e.g. AbilityOne), and **collect small business credit** for eligible purchases.

Key areas of program support

Mandatory and preferred sources

Easy to use product filters for AbilityOne, small business, and “green”. Agency credit available for eligible small business spend.



Supply chain and cyber risk management

Section 889 is incorporated into each platform’s contract, as the contract holder. SCRM and counterfeit protection are built in allowing purchasers to shop and purchase with confidence.



Standard platform features

- ✓ Automatic tax exemption
- ✓ No minimum order quantities
- ✓ Real time inventory information
- ✓ Reconciliation documentation
- ✓ Dedicated customer service





Current participating agencies

Administrative Conference of the U.S. (ACUS)

Ames National Laboratory (DOE)

Bonneville Power Administration (DOE)

Consumer Financial Protection Bureau (CFPB)

Defense Nuclear Facility Safety Bd (DNFSB)

Department of Agriculture (USDA)

Department of Commerce (DOC)

Department of Defense (various components & intel)

Department of Education (Ed)

Department of Justice (DOJ)

Department of Labor (DOL)

Department of Treasury

Environmental Protection Agency (EPA)

Farm Credit System Insurance Corp. (FCSIC)

Federal Retirement Thrift Investment Board (FRTIB)

Federal Aviation Administration (FAA/DOT)

Federal Housing Finance Agency (FHFA)

General Services Administration (GSA)

Government Accountability Office (GAO)

Health and Human Services (HHS)

Housing and Urban Development (HUD)

National Aeronautics and Space Admin (NASA)

National Science Foundation (NSF)

Nuclear Regulatory Commission (NRC)

Office of Governmentwide Ethics (OGE)

Peace Corps (USPC)

Pension Benefit Guaranty Corporation (PBGC)

Small Business Administration (SBA)

U.S. Agency for International Development (USAID)

Veterans Affairs (VA)

Program and Customer Experience Results ([link](#))

PROGRAM

TOTAL SPEND

Year	2021	2022	2023
Spend	\$11.7M	\$40.3M	\$80M

TOTAL ORDERS

Year	2021	2022	2023
Orders	45K	150K	305K

3RD PARTY SPEND

Year	2021	2022	2023
Spend	\$8.2M	\$31.9M	\$66.7M

SMALL BUSINESS SPEND

Year	2021	2022	2023
Spend	\$775K	\$7.2M	\$24.9M

COMMERCIAL PLATFORMS

— FY2023 Highlights —

CUSTOMER EXPERIENCE

9.1 Overall Satisfaction

79% Speed to Buy

89% Satisfied with fair and reasonable pricing

2,800+ Buyer surveys completed

AGENCIES PARTICIPATING

Agency Type	FY21	FY22	FY23
Small	7	8	9
Mid-Size	10	14	16
Large	10	14	16

52% Repeat buyers

Average order size: \$250-\$350

34 Training sessions offered

5,400+ Registrants

COMMERCIAL PLATFORMS

— FY2023 Highlights —

CUSTOMER EXPERIENCE

9.1 Overall Satisfaction

2,800+ BUYER SURVEYS COMPLETED

ABOUT OUR TYPICAL BUYER?

30% Typical time spent purchasing

MARKET RESEARCH → **PURCHASE** → **POST-PURCHASE**

OUR BUYERS SPAN A BREADTH OF ROLES:

- Administrative/Program Support
- Agents/Investigator
- Engineering Support
- Firefighter
- Information Technology Support
- Maintenance Support
- Religious Services
- Scientists/Researcher
- Teacher/Instructor

PRIMARY BENEFITS OF USING THE PROGRAM

BEST VALUE

92% Satisfaction with the ability to order just what is needed

64% Cost/Order Book Value as a benefit

MISSION ENABLEMENT

89% Satisfaction with fair and reasonable pricing

Best Available Price is one of the most frequently selected reasons for using Commercial Platforms

93% Satisfaction with identifying accurate product in-stock availability

84% Satisfied with ensuring compliance with agency/government priorities

TIME SAVINGS

79% Cleared Time Savings as a benefit

Ease of Use is one of the most frequently selected reasons for using Commercial Platforms

PROGRAM HIGHLIGHTS

Key differentiators for the CP program

Small business credit

GSA signed an MOU with SBA to submit Commercial Platforms (CP) spend data at the department-level for small business credit when eligible purchases are made with certified small businesses.

Higher FAR priority versus open-market

As a competitively awarded, multi-agency contract, the CP program offers participating agencies a higher buying priority per FAR 8.004(a) across the eight awarded commercial platforms.

Customer experience (CX) feedback loop

Insights collected from surveys, focus groups, and training demos inform future platform features, while also providing a window into an agencies use of the program.

Small business credit

GSA signed an MOU with SBA to submit Commercial Platforms (CP) spend data for small business credit

Purchasing

A contractor purchases from either of the following:

- A participating small business platform (i.e. WWS E, Pacific Inc)
- Platform with 3rd party sellers that are SAM certified small businesses (i.e. Amazon Business SPN, Glass Commerce)

NOTE: In order to be eligible for credit, the seller on the order must be the certified small business.

Prepare Report

Awarded platforms provide data to the CP Program, including sales by seller for each CPG ACT agency.

Supported categories include:

- Small-business concerns
- Small disadvantaged business (SDBs)
- Women-owned small business (WOSBs)
- HUBZone small business concerns
- Service-disabled veteran-owned small business (SDVOSBs)
- 8(a) business development program

GSA validates spend against SAM.gov and the SBA CDSB tool.

Report to SBA

GSA transmits program data to SBA on an annual basis (in February) for inclusion in the Small Business credit reporting.

Agency credit is based on the primary department level for the CPG ACT agencies.

Small business credit report is released annually each Spring to the SBA.

When to use the Commercial Platforms program?

- Review mandatory** FAR 8.004
- Review preferred** sources according to FAR 8.004(a)
- Review commercial open market** sources as a final step

The Commercial Platforms (CP) program is authorized for use exclusively by participating federal agencies and SBA to purchase in support of that agency's mission. Use of the program for personal purchases is expressly prohibited.





Small business credit

GSA signed an MOU with SBA to submit Commercial Platforms (CP) spend data for small business credit.

Purchasing

A cardholder purchases from either of the following:

- Platform with 3rd party sellers that are SAM-certified small businesses
(e.g. *Amazon Business, EPS, Glass Commerce*)
- A participating small business platform
(e.g. *NOBLE, Pacific Ink*)

NOTE: In order to be eligible for credit, the seller on the order must be the certified small business.

Prepare Report

Awarded platforms provide data to the CP Program, including sales by seller for each CFO ACT agency.

Supported categories include:

- Small business concerns
- Small disadvantaged business (SDBs)
- Women-owned small business (WOSBs)
- HUBZone small business concerns
- Service-disabled veteran-owned small businesses (SDVOSBs)
- 8(a) business development program

GSA validates spend against SAM.gov and the SBA [DSBS tool](#)

Report to SBA

GSA transmits program data to SBA on an annual basis (in February) for inclusion in the Small Business goaling reporting.

Agency credit is issued at the primary department level for the 24 CFO ACT agencies.

Small business goaling report is released annually each Spring by the SBA.

Thank you!



Vendor Support Center website:
<https://vsc.gsa.gov/vsc/>



Office of Small and Disadvantaged
Businesses Utilization:
[https://www.gsa.gov/small-
business/small-business-
resources/osdbu-events](https://www.gsa.gov/small-business/small-business-resources/osdbu-events)