

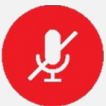


WELCOME

to the **SAME DC POST**

March 25, 2021

Our meeting will begin at 12:00 pm (EDT)



Please mute your audio to start



Unless you are a speaker, please turn off your video



In the Chat:

Please type your Full Name and Email Address for attendance to and to request a PDH (1hr) Certificate for this program



This program is
being recorded



AGENDA

March 25, 2021



Selena Lo
SAME DC Post President

1200 – 1215

Welcome

Moment of Silence

Pledge of Allegiance

Thank you to our Post Sponsors

1215 – 1310

**Program:
Introductions, Panelist Discussion,
& Question and Answer**

1310 – 1330

**Meeting Closeout &
Virtual Networking**



WELCOME

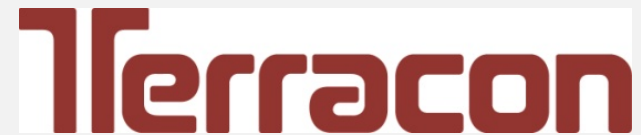
*Please join us for the **Pledge of Allegiance**,
led by Young Member, **Savannah Henley***



“I pledge allegiance to the
Flag of the United States of
America and to the
Republic for which it stands,
one nation, under God,
indivisible, with liberty and
justice for all.”



THANK YOU TO OUR POST SPONSORS



Become a Sponsor today!
www.same.org/DCPost



WELCOME NEW SUSTAINING MEMBER FIRMS

- ★ Everactive
- ★ Sorba Engineering
- ★ INCOMA Engineering & Consultancy
- ★ FESCO Energy, LLC
- ★ Stone Security Engineering

See our full list of 178 Sustaining Members and Government Agencies:
www.same.org/DCPost/Sustaining-Members



GSA SCHEDULE:

Opportunities and Outlook in the AEC

The program includes a virtual panel discussion on architecture, engineering and construction opportunities in the US Federal Government, and specifically through the GSA Schedule. Overall GSA Schedule sales have grown over the last three fiscal years. Learn more about this contract vehicle, its on-going consolidation changes, opportunities, and legal impact to your business.

Learning Objectives:

- ✓ Identify the structure, procurement methods, and resources of the GSA Schedule for the AEC contracting industry
- ✓ Understand the legal impacts of doing business with GSA and teaming partnerships
- ✓ Understand the policy and requirements related to contracting and business socioeconomic and size classifications

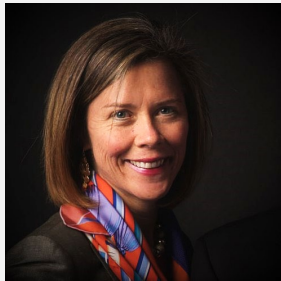


To receive a 1 Hour PDH certificate, you must be registered to attend the meeting, and type your full name and email address in the Chat of this live virtual platform.



GSA SCHEDULE:

Opportunities and Outlook in the AEC



J Schaus & Associates
Washington DC
202-365-0598
hello@jenniferschaus.com

Jennifer Schaus is founder of J Schaus & Associates, based in downtown **Washington DC**. With 20 years of experience, the organization provides professional services for **US Federal Government Contractors**.

GSA Schedule Services:

- Securing a **GSA Schedule**
- Compliance & Management of **GSA Schedule**
- Audits, Renewals, Modifications of **GSA Schedule**

Federal Contracting Services:

- Market Analysis Report – Federal Roadmap
 - Proposal Writing
- Pricing and DCAA Assistance
- Contract Administration

hello@JenniferSchaus.com



GSA SCHEDULE:

Opportunities and Outlook in the AEC

PANELISTS:



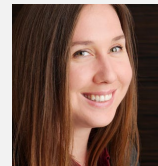
Greg Jacobs
Polsinelli, LLP
gjacobs@Polsinelli.com



Ralph Buchanan
NCR OSDBU
General Services Administration
ralph.buchanan@gsa.gov



Andy Kirkpatrick
Region 2 Business Development
General Services Administration
andrew.kirkpatrick@gsa.gov



Ashley Sanderson
Deltek
ashleysanderson@deltek.com

MODERATOR:



Jennifer Schaus
J. Schaus & Associates
hello@jenniferschaus.com



During the program, please type your questions in the chat and we will get to as many as possible at the end of the discussion.



GSA SCHEDULE:

Opportunities and Outlook in the AEC

Brooks Act Limitations on A/E Procurements

The Brooks Architect-Engineers Act of 1972 specifies the methods by which the government will procure A/E services; A/E services are procured under FAR Part 36 (and not the FSS);

FAR definition of A/E services:

- 1) Professional services of an architectural or engineering nature, as defined by State law, if applicable, that are required to be performed or approved by a person licensed, registered, or certified to provide those services;
- 2) Professional services of an architectural or engineering nature performed by contract that are associated with research, planning, development, design, construction, alteration, or repair of real property; and
- 3) Those other professional services of an architectural or engineering nature, or incidental services, that members of the architectural and engineering professions (and individuals in their employ) may logically or justifiably perform, including studies, investigations, surveying and mapping, tests, evaluations, consultations, comprehensive planning, program management, conceptual designs, plans and specifications, value engineering, construction phase services, soils engineering, drawing reviews, preparation of operating and maintenance manuals, and other related services.



Q&A



Greg Jacobs, Polsinelli, LLP
[gjacobson@Polsinelli.com](mailto:gjacobs@Polsinelli.com)

SAME DC POST



GSA SCHEDULE:

Opportunities and Outlook in the AEC

Wage Determinations

- Either the Service Contract Labor Standards or the Davis-Bacon Act will apply (unless services are strictly by exempt professional employees);
- Davis-Bacon Act applies to “construction, alteration, or repair” services;
- Important to correctly determine which law applies – under either law, contractors and subcontractors must apply the required Department of Labor wage determinations to payment of employees;
- Failure to properly apply prevailing wage determinations can result in monetary penalties, back-wages, suspension and debarment, etc.



Q&A



Greg Jacobs, Polsinelli, LLP
[gjacobson@Polsinelli.com](mailto:gjacobs@Polsinelli.com)

SAME DC POST



GSA SCHEDULE:

Opportunities and Outlook in the AEC

Price Reductions Clause/Transactional Data Reporting

- The Price Reductions Clause is a long-standing FSS provision that requires contractors to agree to maintain a pricing relationship between government and a defined class of commercial customers (sometimes called a “tracking or BOA customer”);
- Starting in 2017, GSA allows contractors to opt into participating in Transactional Data Reporting (TDR), which requires the monthly submission of sales data under the contract;
- Where a contractor participates in TDR, the Price Reductions Clause is removed from its contract.



Q&A



Greg Jacobs, Polsinelli, LLP
gjacobs@Polsinelli.com

SAME DC POST



GSA SCHEDULE:

Opportunities and Outlook in the AEC

Hourly Pricing May be Eliminated at FSS Level

- The general rule is that price must be a factor in the evaluation of all proposals;
- Under the 2019 NDAA, GSA has the authority to make award of FSS contracts for hourly rate services without establishing hourly rates;
- This exception is available where:
 - a) the awarding agency intends to make a contract award to each qualifying offeror; and
 - b) there will be competition for task or delivery orders based on hourly rates;
- GSA is still considering implementation of this change.



Q&A



Greg Jacobs, Polsinelli, LLP
gjacobs@Polsinelli.com

SAME DC POST



GSA SCHEDULE:

Opportunities and Outlook in the AEC

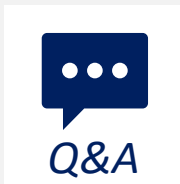


DOING BUSINESS WITH GSA

OSDBU Overview

According to the Small Business Act as amended by Public Law 95-507, the Office of Small & Disadvantaged Business was established to:

- Advocate, within each Federal Executive Agency, for the **maximum practicable** use of all designated small business categories within the Federal Acquisition process.
- Ensure inclusion of small businesses as sources for goods and services in Federal acquisitions as prime contractors and subcontractors.
- Manage the small business utilization programs for OUR respective organization.
- GSA received an A+ on SBA Scorecard for FY19, and should do likewise in 2020.



Ralph Buchanan, GSA
Ralph.Buchanan@gsa.gov

SAME DC POST



GSA SCHEDULE:

Opportunities and Outlook in the AEC

IDIQ Contracting FAR 16.5

- Typically 1yr base and 2 year option valued at less than \$10M
- Both A/E and construction services may be obtained through the use of IDIQ contracts.
- Some IDIQ contracts may be set up with Design Build capabilities.
- Types of IDIQ contracts are available:
 - Design Services (IDIQ)
 - Construction Services (Construction IDIQ)
 - CMa (Construction Manager as Advisor)
- For Small Projects, a supplemental contract must have the funding capacity to support the project, controlled by CO.
- Relationships: Know, Like, Trust



Q&A



Ralph Buchanan, GSA
Ralph.Buchanan@gsa.gov

SAME DC POST



GSA SCHEDULE:

Opportunities and Outlook in the AEC

Typical PBS Requirements

- Typically **IDIQ contracts**, or from **three bids**; NAICS Codes **236220** (Construction), **561210** (Facilities Support) and **561720** (Housekeeping / Janitorial)
- Type of Work
 - Architect and Engineering
 - Repair and Alterations
 - HVAC Services
 - Electrical Services
 - Elevator Maintenance
 - Design Build
 - General Construction of New Federal Space
 - Leasing of Commercial Space, etc.



Ralph Buchanan, GSA
Ralph.Buchanan@gsa.gov



GSA SCHEDULE:

Opportunities and Outlook in the AEC

How To Do Business With US

Forecast: <https://hallways.cap.gsa.gov/app/#/dv/federal-business-forecast>

- The goal is to help both GSA buyers and vendors easily communicate around potential contracting opportunities.
- Download to Excel, sortable with COs contact information.

Beta.sam.gov:

- Search for opportunities in the RFI, Sources Sought, and RFQ stages.
- Recommend you set up “Search Agents” to more efficiently track your opportunities.

Subcontracting: Scalable growth while obtaining past performance

- GSA Subcontracting Directory:
www.gsa.gov/small-business/choose-how-to-sell-to-gsa/partnering/subcontracting
- SBA Subcontracting Opportunities Directory:
www.sba.gov/federal-contracting/contracting-guide/prime-subcontracting



Q&A



Ralph Buchanan, GSA
Ralph.Buchanan@gsa.gov

SAME DC POST



GSA SCHEDULE:

Opportunities and Outlook in the AEC

Federal Acquisition Service

What do we do?

Provide Customer Relationship and Marketing support to Architecture, Engineering and Construction vendors in order to create more efficient and effective acquisition strategies.



Andy Kirkpatrick, GSA
Andrew.Kirkpatrick@gsa.gov

SAME DC POST



GSA SCHEDULE:

Opportunities and Outlook in the AEC

Federal Acquisition Service

How can we help?



Andy Kirkpatrick, GSA
Andrew.Kirkpatrick@gsa.gov



GSA SCHEDULE:

Opportunities and Outlook in the AEC

Federal Acquisition Service

Why do we do what we do?

Customer Accounts & Stakeholder Engagement (CASE) is responsible for providing a “human touch” to the acquisition process, working in cooperation with all the other GSA Divisions to promote customer loyalty and increase utilization.

Andy Kirkpatrick

Region 2 Business Development

Andrew.Kirkpatrick@gsa.gov

212-577-8677



Andy Kirkpatrick, GSA
Andrew.Kirkpatrick@gsa.gov

SAME DC POST

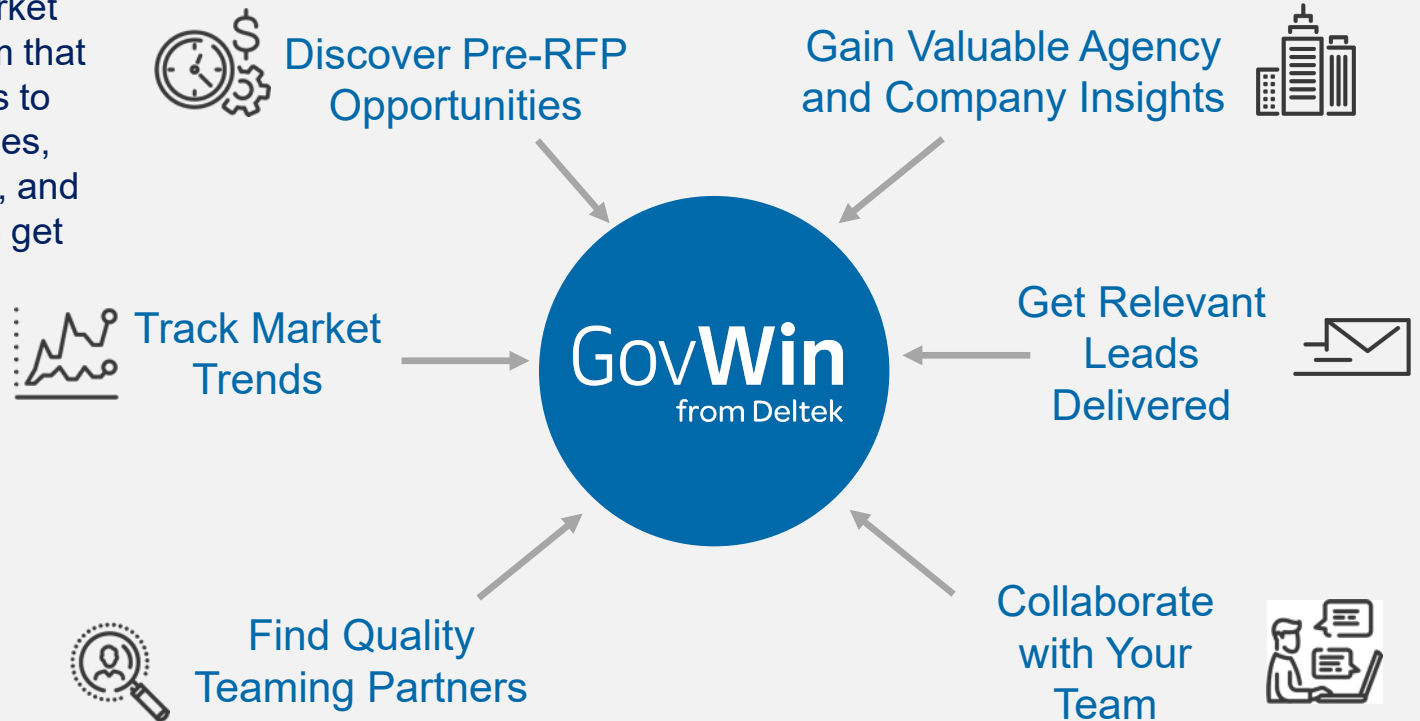


GSA SCHEDULE:

Opportunities and Outlook in the AEC

Grow Your Public Sector Sales

GovWin IQ is a market intelligence platform that enables businesses to manage opportunities, pursue deals faster, and plan strategically to get ahead of the competition.



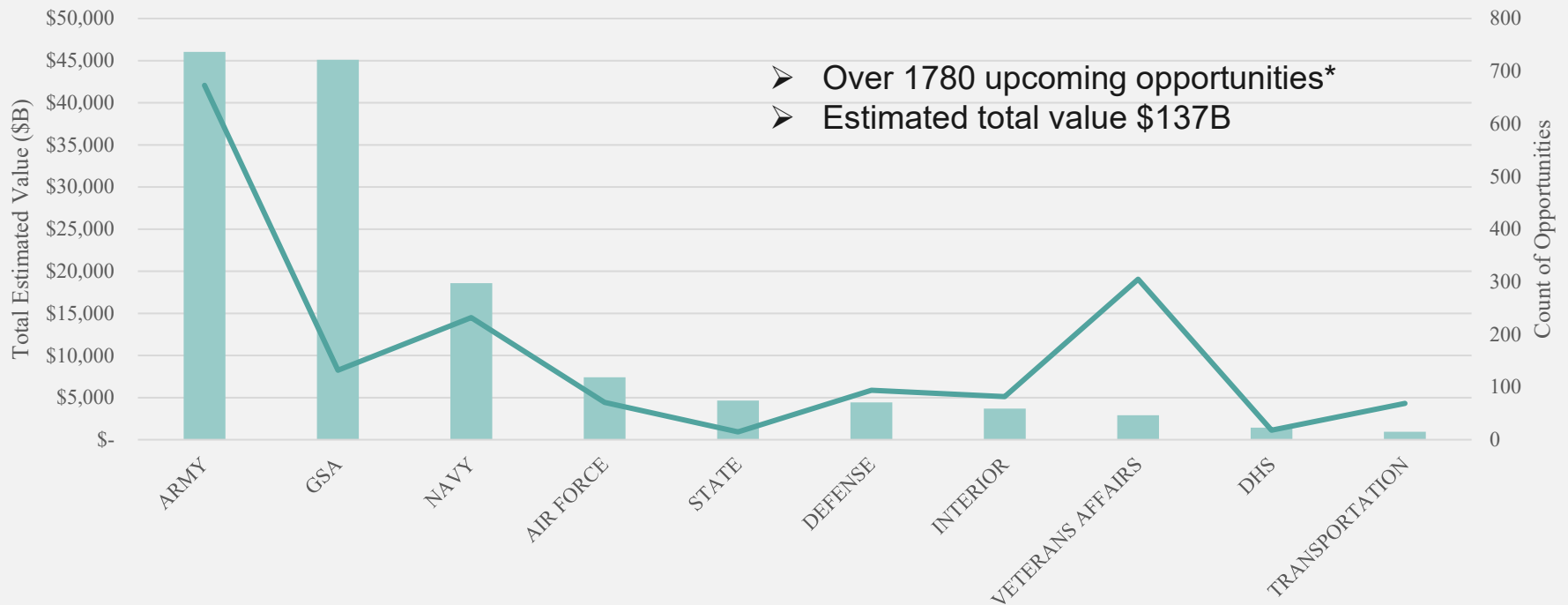
Ashley Sanderson, Deltek
ashleysanderson@deltek.com



GSA SCHEDULE:

Opportunities and Outlook in the AEC

GovWin Federal AEC Upcoming Requirements

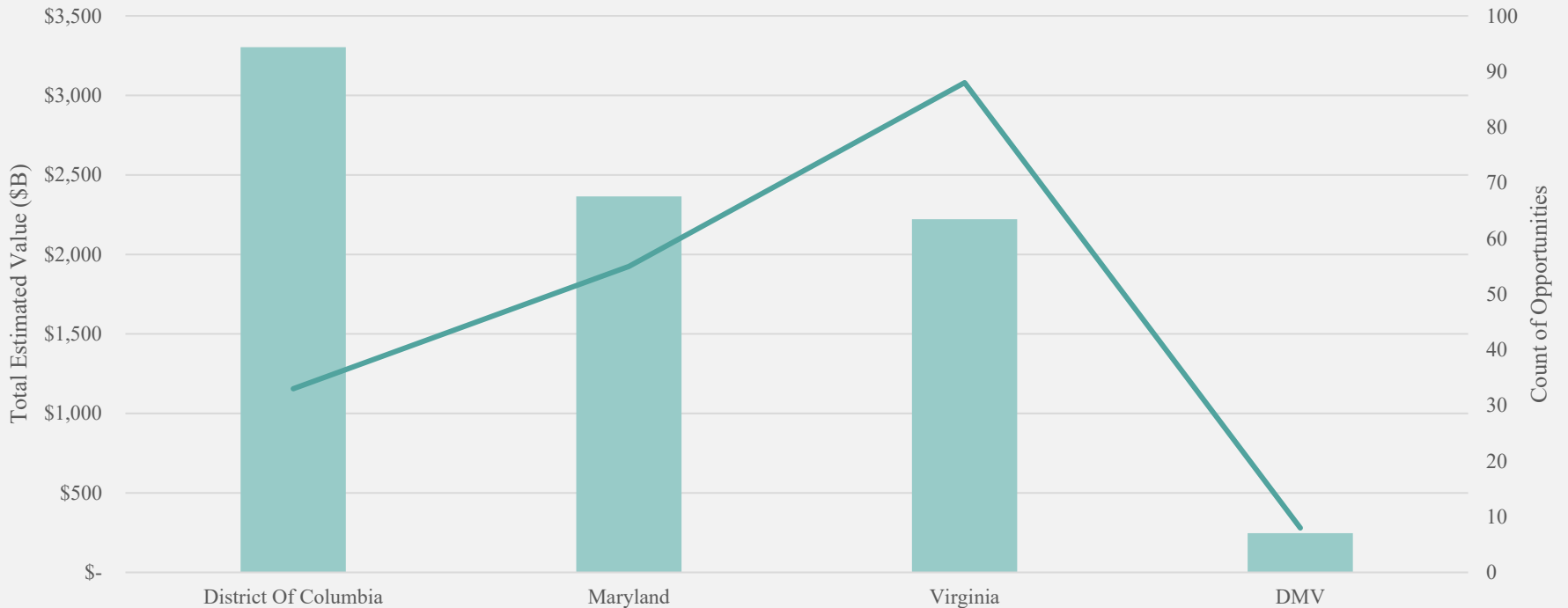




GSA SCHEDULE:

Opportunities and Outlook in the AEC

GovWin Federal AEC Upcoming Requirements



Ashley Sanderson, Deltek
ashleysanderson@deltek.com



GSA SCHEDULE:

Opportunities and Outlook in the AEC

GSA AEC Best in Class

Best in Class (BIC):

- Allows acquisition experts to take advantage of pre-vetted, governmentwide contract solutions
- Supports a governmentwide migration to solutions that are mature and market-proven
- Assists in the optimization of spend, within the governmentwide category management framework
- Increases the transactional data available for agency level and governmentwide analysis of buying behavior

BIC Solutions List

- Facilities and Construction
 - BMO (Building Maintenance & Operations FSSI)
 - GSA Global Supply



Q&A

GovWin
from Deltek

Ashley Sanderson, Deltek
ashleysanderson@deltek.com

SAME DC POST



GSA SCHEDULE:

Opportunities and Outlook in the AEC

PANELISTS:



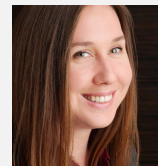
Greg Jacobs
Polsinelli, LLP
gjacobs@polsinelli.com



Ralph Buchanan
NCR OSDBU
General Services Administration
ralph.buchanan@gsa.gov



Andy Kirkpatrick
Region 2 Business Development
General Services Administration
andrew.kirkpatrick@gsa.gov



Ashley Sanderson
Deltek
ashleysanderson@deltek.com

MODERATOR:



Jennifer Schaus
J. Schaus & Associates
hello@jenniferschaus.com



Please type any additional Questions in the chat.
Look for after-program slides and info at www.same.org/DCPost.



THANK YOU!

UPCOMING EVENTS SAVE THE DATE

Next meeting: Thursday, April 22 12:00 pm to 1:30 pm (EDT)
details coming soon!

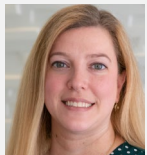
SAME Virtual JETC: May 17-21 www.samejetc.com

**SAME DC / ACEC MW /
CMAA NCC Forum:** Wednesday, June 23
feat.: US Coast Guard 1:30 pm – 3:30 pm (EDT)
and ACEC Infrastructure updates
more details coming soon!

CALL FOR VIRTUAL PROJECT TOURS



Share a virtual tour of a completed project with the DC Post this summer during our Centennial Celebration!



Send a note to our Programs Chair:
Bree Beal: bbeal@hksinc.com

DC POST SCHOLARSHIP APPLICATIONS EXTENDED



Undergraduate and Graduate Scholarships available! Deadline extended to April 15.

Applications online:
same.org/DCPost/Scholarships



THANK YOU TO OUR POST SPONSORS



Become a Sponsor today!
www.same.org/DCPost