

Success Story

Furnishing Winning Procurement Solutions.



GSA Partners with the Navy through Blanket Purchase Agreements for Furniture Acquisitions

In a move towards strategic sourcing in 2004, the Naval Supply Systems Command (NAVSUP) assigned the Fleet Industrial Supply Command (FISC), Norfolk to assemble an Indefinite Delivery, Indefinite Quantity (IDIQ) contract vehicle. The intent was for this IDIQ to be used by Navy Commands worldwide for the purchase of furniture, thus eliminating GSA's Multiple Award Schedules (MAS) Program as a source for any Navy furniture purchases. The Navy believed they could secure better pricing as furniture manufacturers and vendors under the Navy IDIQ would be guaranteed an opportunity to compete for "all" Navy furniture among a much smaller competitive field.

GSA consequently discussed an alternate plan with FISC Norfolk to have them put a Navy Furniture BPA in place against vendors who are MAS contract holders. While the Navy discussed their options, GSA personnel continued to offer support by explaining the benefits of putting a BPA in place, as well as providing FISC Norfolk their own "spend data" on world-wide Navy furniture.

Tireless efforts by GSA's Integrated Workplace Acquisition Center (IWAC), formerly known as the National Furniture Center, and Mid-Atlantic Region employees have resulted in seventy-four BPA agreements being put into place. The current anticipated value of this new partnership is

approximately \$120M during FY-08, with four additional option years within the agreements. This new business has been instrumental in helping GSA retain the Navy as a major customer and a valued partner. It could also result in a positive change in Navy national policy towards use of GSA contracting vehicles and services in the future. There has been discussion of the Navy BPA usage becoming mandatory for the entire Navy and possible expansion of the program to include other services within DoD. The Naval Facilities Command (NAVFAC) has already been given a blanket delegation of authority. All other Navy Commands can receive individual delegations through FISC Norfolk. In addition, Naval Commands may request authority to use the BPAs from FISC Norfolk.

Contractual questions relating to the BPAs may be directed to the following points of contact:

Patricia Munroe, Contracting Officer
(757) 443-1334, patricia.munroe@navy.mil

Tamara Artybridge, Contract Specialist
Schedule 71 I – Office Furniture
(757) 443-1448, tamara.artybridge@navy.mil

Andrew Hildebrandt, Contract Specialist
Schedule 71 II – Household and Quarters Furniture
(757) 443-1321, arthur.a.hildebrandt@navy.mil

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Jennifer Roesner, Contract Specialist
Schedule 71 II H – Packaged Furniture
(757) 443-1691, jennifer.roesner@navy.mil

GSA Integrated Workplace Acquisition Center Contact Info:

**For questions about Furniture and Furnishings solutions, please
contact the GSA Integrated Workplace Acquisition Center at
(703) 605-9200 or visit us at www.gsa.gov/furniture.**

U.S. Navy Seals the Deal for Furniture Acquisitions with GSA

We salute the U.S. Navy for turning to GSA's Multiple Award Schedule (MAS) program for all of its furniture acquisitions. That's because procurements made using GSA Multiple Award Schedules save government buyers a great deal of both time and money. With MAS acquisitions, you'll always receive direct delivery of state-of-the-art, high-quality commercial supplies and services at discount pricing. We've established long-term governmentwide contracts for you to access our vendors' more than 12 million commercial supplies and services. Due to these established vendor relationships, you'll realize shorter procurement lead-times, lower administrative costs, and reduced inventories. GSA Schedule contracts are negotiated with the intent of achieving the contractors' "most favored customer" pricing. In order to ensure that they receive the best value at the lowest overall cost when using GSA Schedule contracts, agencies are encouraged and empowered to seek additional price reductions. Plus, your purchasing activities will be in compliance with

environmental and socioeconomic laws and regulations.

The convenience and ease of making your purchases through GSA's Multiple Award Schedule is great, whether directly from GSA's MAS vendors — all of whom accept the GSA SmartPay® Purchase Card for payments — or through *GSA Advantage!*®, our online acquisition tool. So no matter where you are, even if it's a remote location, you can order the latest technology and quality supplies and services conveniently at most-favored prices.

Taking acquisition simplicity to an even higher level, GSA enables you to establish smart Blanket Purchase Agreements (BPAs) for continuous repeat or ongoing acquisitions. A BPA is an agreement, established under a GSA Schedule between a government agency and a vendor. It allows the vendor to provide supplies and services at a low dollar value and high volume for a specified term or period of time (normally not to exceed five years). Establishing BPAs — which you are encouraged to do — allows you to realize cost and efficiency savings offered through such an arrangement. It simplifies the filling of recurring orders for supplies or services for both your agency and the BPA vendor, by reducing administrative time and paperwork for both parties. A BPA also leverages your agency's buying power because you get to take advantage of quantity discounts offered by the vendor and established by the agreement's parameters.

Visit www.gsa.gov/schedules for more information on the MAS program and BPAs.