

GSA

CURRENT EVENTS

6.15.2018

***WEBINAR WILL
BEGIN SHORTLY***



Who Am I?



Josh Ladick
President / Founder
12 Years Experience

How Can I help?

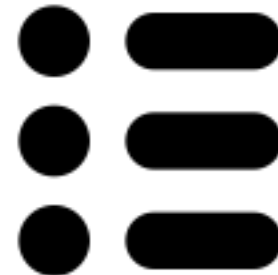
- Modifications
- Option Renewals
- New GSA Schedule
- Compliance
- General Questions
- Mass Mods

Agenda

- Security / Password Changes (VSC, eBuy, ...)
- TDR vs. 72a
- Order-Level Materials (OLM)
- SIP is Down ☹️
- The SAM Mess

- Fed Marketing – DN Consulting

- Q & A



Security Changes

Sender: ocms@gsa.gov

Subject: Reset Your VSC and 72A Passwords Now

The new security changes have successfully been deployed for Vendor Support Center (VSC) Portal, eBuy, Advantage Spend Analysis Program (ASAP), Schedule Input Program (SIP), Reverse Auctions and 72A Industrial Funding Fee (IFF) Reporting.

For 72A users, please visit 72a.gsa.gov to reset your password. VSC users, please visit <https://vsc.gsa.gov/FAS> to reset your password and it will be synchronized with eBuy, ASAP, SIP and Reverse Auctions. Please be aware that you will not be able to conduct business in these synchronized systems until your VSC password has been reset.

Access instructions on how to reset your password can be found at <https://vsc.gsa.gov/faq/>. If you have any issues resetting your password, please contact the Vendor Support Center Monday through Friday, 8:30 a.m. to 5:30 p.m. EDT at 877-495-4849 or vendor.support@gsa.gov.

Send new PW to me!!!!

TDR vs. 72a

- Transactional Data Reporting (New)
 - Monthly & Transactional
- 72a (Old)
 - Quarterly & Aggregated Sales by SIN
- Which are you?
 - tdr.gsa.gov
 - Contractor Login > Accept > See your Contract Number?

Order-Level Materials (OLM)

- Schedules Effected:
 - 03FAC, 56, 70, 71, 84, 00CORP, 738X
- New SINs will appear soon
- Alternative to “Open Market” items on a Contract
- Special Ordering Procedures to follow (GSAR Clause 552.538-82)
 - **Prices for OLMs are not established in the Schedule contract or BPA.**
 - **OLMs are established and acquired at the order level, and the ordering activity contracting officer is responsible for making the determination that prices for all OLMs are fair and reasonable.**

SIP is Down

- Connection issues between everyone's software and the GSA Servers
- No GSA Advantage uploads currently
- Side door – exists but not reliable

The SAM Mess

- Notarized Letter now required when you Create or Update your SAM registration
- Template can be downloaded from site, but I have one you can get also
- Sam.gov > “ALERT ... updated FAQs”
- New Login process coming June 29th

EST.  2016

DN CONSULTING

TAKING YOUR BUSINESS TO NEW
HEIGHTS

DAVID NEAL

OVER 12 YEARS OF EXPERIENCE SELLING TO THE
FEDERAL GOVERNMENT

- THANK YOU FOR THIS OPPORTUNITY

GOVERNMENT EXPERIENCE

- GSA
- INTERIOR-BUREAU OF RECLAMATION
- COMMERCE-NOAA-CENSUS
- EPA
- STATE-REFUGEE PROCESSING CENTER
- NAVAL AIR WARFARE CENTER



 Global News



LeBron James dazed and confused as teammate's Game 1 mistake leads ...

FOUR STEP SELLING PROCESS

- IDENTIFY NAICS CODE
- FPDS-PULL THE TOP THREE TO FOUR AGENCIES
- PROCUREMENT FORECAST/OPPORTUNITIES 12-18 MONTHS OUT
- BUILD RELATIONSHIPS WITH SMALL BUSINESS REPS

TOOLS TO HELP PLAN

CALC

Search awarded ceiling rates for labor categories

[Learn about CALC >](#)

The Contract-Awarded Labor Category (CALC) tool helps federal contracting officers and others find awarded prices to use in negotiations for labor contracts. It offers ceiling prices, fully burdened costs, services data, and worldwide rates.

[Explore data](#)

[About CALC](#)

TOOL TO HELP PLAN

The screenshot shows the GSA Schedule Sales Query website. The header includes the GSA logo and the title "Schedule Sales Query". A navigation menu on the left lists links such as "Create Report", "Privacy Statement", "FAQ", "Online Feedback", "Contact Us", "Useful Links", "VSC Home", and "SSQ Home". The main content area features a news update from January 16, 2018, regarding the release of the SSQ+ tool. The text explains that the SSQ+ tool includes sales reports from 72A and the FAS Sales Reporting Portal, providing a more complete view of the data. It also describes the SSQ tool's function in accessing sales, business size, and NAICS information for Federal Supply Schedule Contractors. A contact number for the GSA Press Line is provided for inquiries.

GSA **Schedule Sales Query**

[Skip Navigation](#)

SSQ Menu Items

- [Create Report](#)
- [Privacy Statement](#)
- [FAQ](#)
- [Online Feedback](#)
- [Contact Us](#)
- [Useful Links](#)
- [VSC Home](#)
- [SSQ Home](#)

In December 2017 GSA announced the release of the [SSQ+ tool](#) which is in beta testing. The original SSQ contains sales that have been reported through the 72A portal. The SSQ+ tool includes both sales reports from 72A as well as the FAS Sales Reporting Portal. Use of the [SSQ+ tool](#) allows for a more complete view of the data.

The **Schedule Sales Query (SSQ)** enables you to easily access the sales, business size and NAICS information reported by our Federal Supply Schedule Contractors. The report generator allows you to quickly select a prefomatted report for the information you need. To facilitate the process, the thirteen formats were developed based on historically requested data. Some of the reports will instruct you to selected either a Schedule number, a Fiscal Year, a Contract number, or a Company name. Unsure about the Schedule or contract number for your report?? The **Schedules e-Library** is a valuable source of information, so click over if you need extra facts before selecting the report format.

Schedule Sales Query presents sales figures as reported to GSA by contractors. The reports are generated as quarterly reports for the current year and the past five fiscal years. The sales data reported here are updated as contractors' reports are received, but the data may not be up to date. The information on this site is used by GSA for contract administration and fee management. It is not the official source of sales data. This data should be used for informational purposes only.

For inquiries from the press, please contact the GSA Press Line at [\(202\) 501-1231](tel:2025011231).

News Last Updated: January 16, 2018

Tuesday, January 16, 2018

- FY 2017 Sales:** (11:00:00 AM EST)
All quarters for 2017 are available for all reports

Friday, August 04, 2017

THANK YOU

- DON'T FAIL TO PLAN! ACT NOW WITH TIME RUNNING OUT! THE FOURTH QUARTER IS HERE!

Questions + Answers

Please Ask Away

