

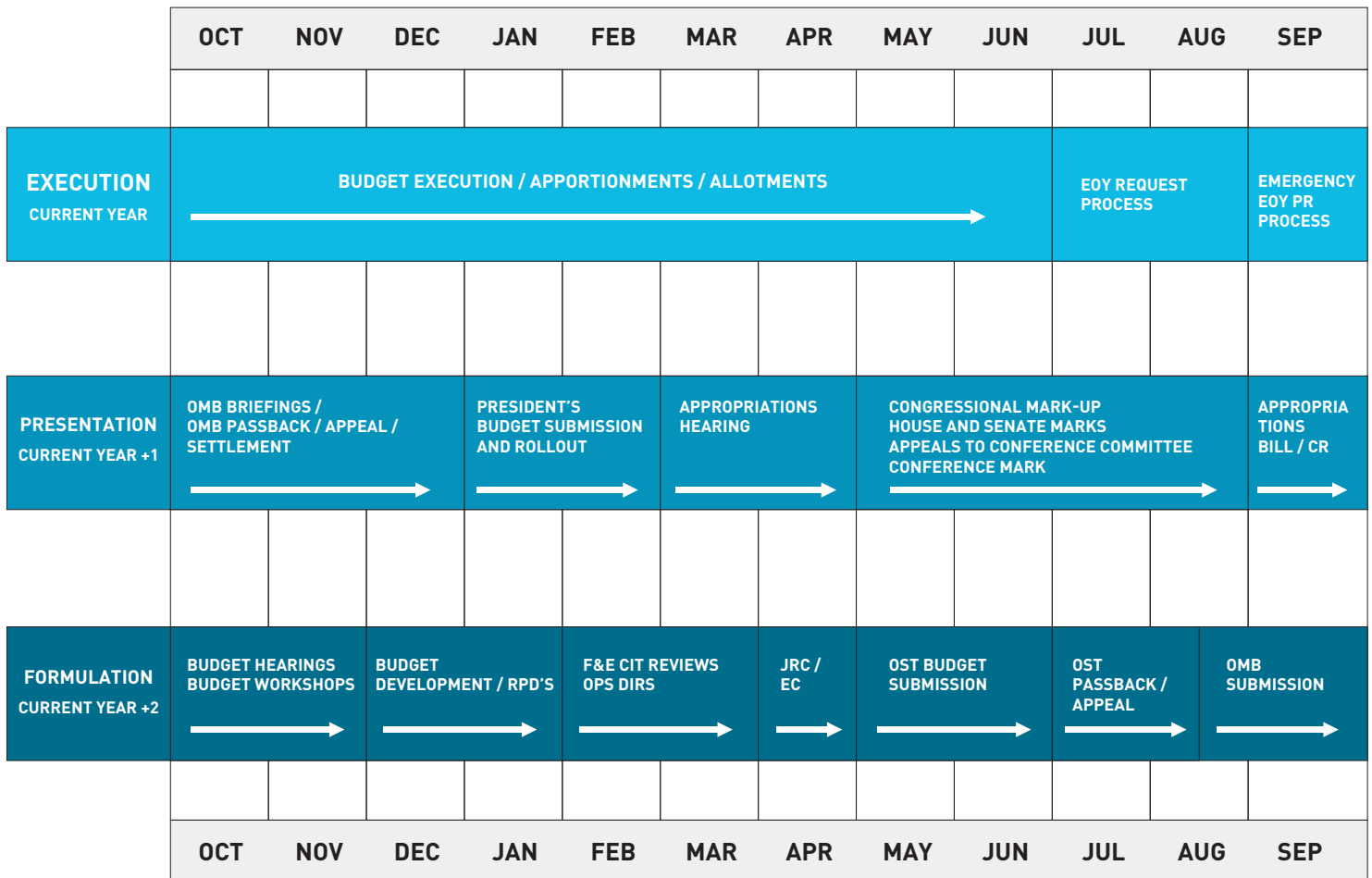
# SALES BULLETIN

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- SPOTLIGHT ON FAA PROCUREMENT PROCESS AND BUDGET
- SPOTLIGHT ON GSA TERMS AND CONDITIONS, HIGHLIGHTS, ETC.

# TYPICAL GOVERNMENTAL AGENCY BUDGET ACTIVITY TIMELINE (FAA)

## “STANDARD PROCESS”



# FAA FOUR MAIN BUDGET ACCOUNTS

## OPERATIONS

Funds the administration, operation, repair, and maintenance of the National Airspace System (NAS) and Aviation Safety Oversight  
(1-year obligation authority)

## FACILITIES & EQUIPMENT

Provides for current infrastructure, modernization, and the advancement of NextGen Air Traffic Control

(3-year obligation authority (Activity 1 – 4) /  
1-year obligation authority (Activity 5))

## RESEARCH, ENGINEERING, & DEVELOPMENT

Funds the research and development of products and services that ensure a safe, efficient, and environmentally compatible air transportation system  
(3-year obligation authority)

## GRANTS-IN-AID

Funds FAA's Airport Improvement Program (AIP), which supports the development of a nationwide system of public-use airports to meet the current needs and the projected growth of civil aviation

(1-year obligation authority)

### Two Primary SOURCES OF FUNDING

### are appropriated as these FUNDING TYPES

to support the FAA  
LINES OF BUSINESS and  
NON LINE OF BUSINESS  
programs

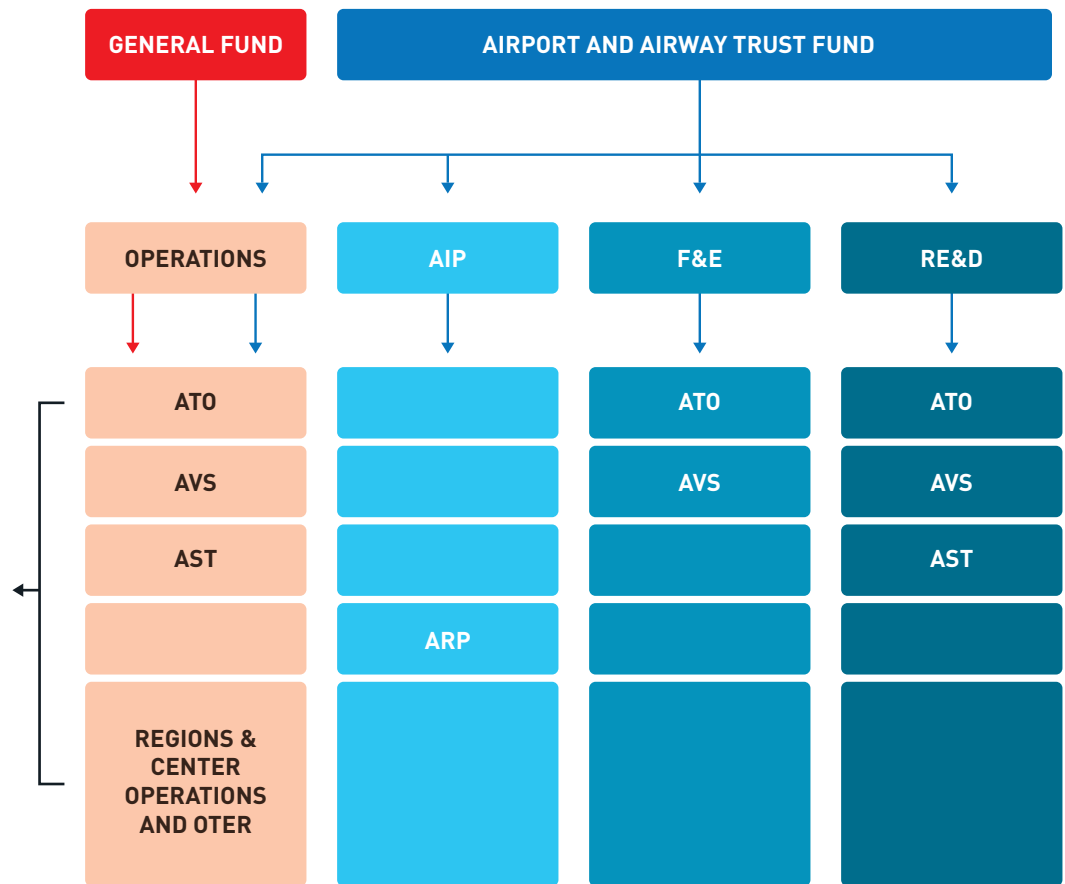


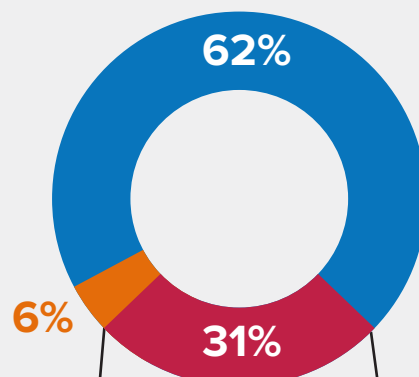
Chart source: AFR PAR 2015 Report p 32 [http://www.faa.gov/about/plans\\_reports/media/2015-FAA-PAR.pdf](http://www.faa.gov/about/plans_reports/media/2015-FAA-PAR.pdf)

## SAMPLE FAA BUDGET BY APPROPRIATION

### FEDERAL BUDGET

**\$3.95T**

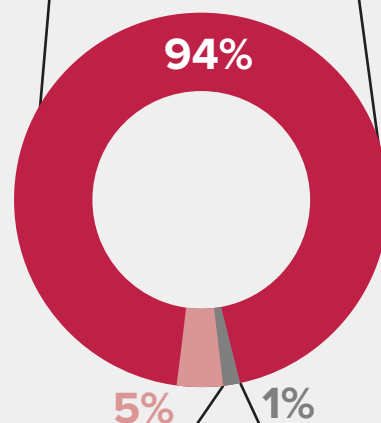
- MANDATORY SPENDING
- DISCRETIONARY SPENDING
- INTEREST



### DISCRETIONARY SPENDING

**\$1.22T**

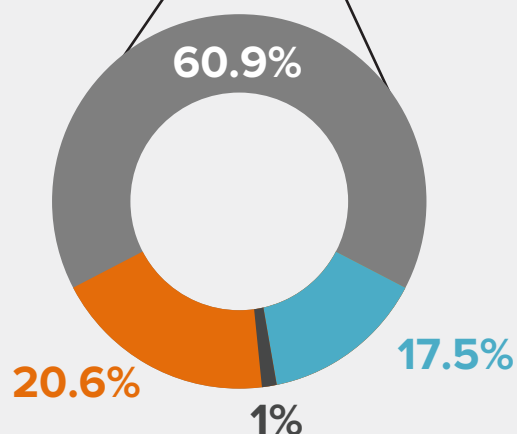
- NON-DOT
- FAA
- DOT



### FAA BUDGET BY APPROPRIATION

**\$12.2B**

- OPS
- R,E&D
- F&E
- AIP



Source: Office of Management and Budget- Tables 3.2, 5.5, and 8.7 ([www.whitehouse.gov/omb/budget/Historicals](http://www.whitehouse.gov/omb/budget/Historicals))  
Federal Budget and Discretionary spending based on outlays. FAA Budget based upon enacted levels.



Federal Aviation  
Administration

# FAA CONTRACT CATEGORIES

FISCAL YEAR

PRIME CONTRACT CATEGORIES	GOAL AMOUNT	GOAL PERCENT
Total Procurement	\$4,000,000,000	
Contracts Awarded to Small Business Concerns	\$1,000,000,000	25.00 %
Contracts Awarded to Small Business Concerns Owned and Controlled by Socially and Economically Disadvantaged Individuals (Includes--8(a))	\$400,000,000	10.00 %
Contracts Awarded to Small Business Concerns Owned and Controlled by Women	\$200,000,000	5.00 %
Contracts Awarded to Small Business Concerns Owned and Controlled by Service Disabled Veterans	\$120,000,000	3.00 %



Federal Aviation  
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# BENEFITS OF THE MAS PROGRAM

## FAR SUBPART 8.4 SIMPLIFIES THE SOLICITATION PROCESS

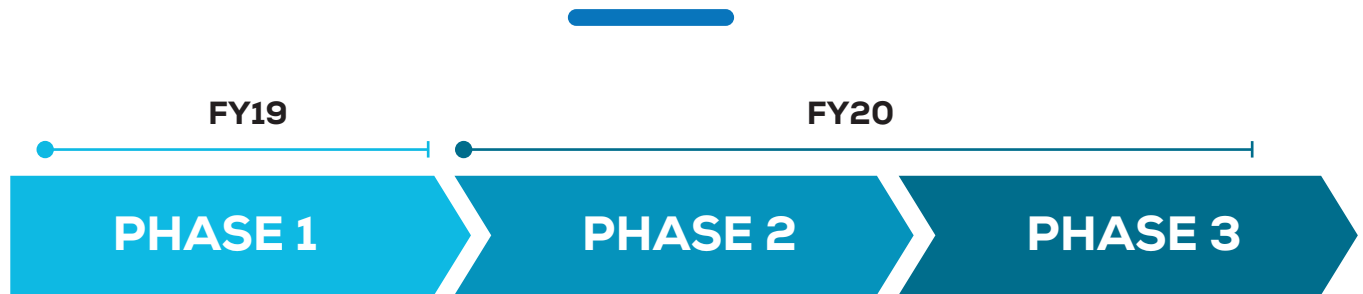
In contrast to FAR Part 15, Contracting by Negotiation, Schedule orders **DO NOT REQUIRE**

- Conducting a formal “negotiated procurement” (Source Selection Evaluation Board (SSEB))
- Issuing a “solicitation” for thirty days (or any other pre-determined time)
- Conducting a “competition” by seeking contractors outside the Schedules program
- Synopsizing the requirement on FedBizOpps, unless it’s a limited sources acquisition over the SAT
- Conducting “discussions”
- Conducting formal “debriefings” or “competitive range determinations”
- Using FAR Subpart 15.3 concepts and procedures

FAR Subpart 8.4 provides ordering procedures for placing orders against a GSA Schedule.

FAR Part 13, Simplified Acquisition Procedures, Part 15, Contracting by Negotiation, and FAR Part 19, Small Business Programs [except for 19.202-1(e)(1)(iii)] are NOT applicable to orders placed against Multiple Award Schedules. (Except that FAR Subpart 13.303-2(c)(3) allows for BPAs to be established with Multiple Award Schedule contractors, if not inconsistent with the terms of the applicable Schedule contract, but see FAR 8.405-3 for BPA procedures under Schedules.)

# GSA MAS CONSOLIDATION PROJECT TIMELINE



## PHASE 1

### DEVELOP THE SCHEDULE

- Create a new solicitation for the single schedule
- Review every term and condition
- Map duplicate Special Item Numbers (SIN) across the current solicitations
- Use Category Management to better organize offerings
- Release new schedule and close existing schedules to new offers

## PHASE 2

### MASS MODIFICATIONS

- Complete mass modification for all existing contract holder (simply to update terms and conditions)
- Contracts retain current schedule contract number
- Vendors may select SINs that were previously on separate schedules

## PHASE 3

### MULTIPLE CONTRACT CONSOLIDATION

- Consolidate multiple contracts into a single contract for those contractors

To learn more, visit <http://www.gsa.gov/mas transformation>

THIS DOES NOT EFFECT ANY TESTMART CUSTOMER OR TESTMART'S SCHEDULE.

IN FACT, IT IS TO THE BENEFIT OF TESTMART AND OUR SUPPLIERS.

# LIST OF COMMON ACRONYMS AND WEBSITES

<b>BPA</b>	Blanket Purchase Agreement
<b>CICA</b>	Competition in Contracting Act
<b>COR</b>	Contracting Officer's Representative
<b>CTA</b>	Contractor Teaming Arrangements
<b>IDIQ</b>	Indefinite Delivery Indefinite Quantity
<b>DHS</b>	Department of Homeland Security
<b>FAR</b>	Federal Acquisition Regulation <a href="http://www.acquisition.gov/far/index.html">www.acquisition.gov/far/index.html</a>
<b>FAR</b>	Federal Acquisition Service <a href="http://www.gsa.gov/fas">www.gsa.gov/fas</a>
<b>FEDBIZOPPS</b>	Federal Business Opportunities
<b>FSS</b>	Federal Supply Schedules (A.K.A. Multiple Award Schedules)
<b>GSA</b>	General Services Administration <a href="http://www.gsa.gov">www.gsa.gov</a>
<b>IFB</b>	Invitation for Bids
<b>JOFOC</b>	Justification for Other than Full and Open Competition
<b>LH</b>	Labor Hours
<b>LSJ</b>	Limited Sources Justification
<b>MAS</b>	Multiple Award Schedule <a href="http://www.gsa.gov/schedules">www.gsa.gov/schedules</a>
<b>QASP</b>	Quality Assurance Surveillance Plan
<b>RFP</b>	Request for Proposal
<b>RFQ</b>	Request for Quotation
<b>SAT</b>	Simplified Acquisition Threshold
<b>SDB</b>	Small Disadvantaged Business
<b>SOW</b>	Statement of Work
<b>T&amp;M</b>	Time and Materials