



October 16, 2023

Mr. Erv Koehler  
Assistant Commissioner  
Office of General Supplies and Services  
General Services Administration

Dear Assistant Commissioner Koehler:

Let me again offer my thanks for your meeting with Coalition members, during which you discussed the short- and long-term solutions for improving MAS pricing. Your discussion of demand data concentration, pricing algorithms, automation, Economic Price Adjustments, and modification processing, and your path forward for improvement generated thought-provoking dialog and was appreciated greatly. Likewise, your invitation for us to provide you member feedback on their experiences with the program also was appreciated. This letter responds to that invitation.

We reached out to our members with several questions regarding their experiences with the MAS pricing policy. Attached, you will find a summary of their comments, with specific, anonymized firm examples. Among the primary member responses are the following:

- It is a commercial and management imperative for customer agencies and vendors to have entire product catalogs on the Schedule, as a complete catalog provides customer agencies with the depth and breadth of offerings to meet evolving mission needs.
- There is significant difficulty and inconsistency of operations associated with the modification process. This difficulty of operations is evidenced, in part, by an increase in open market purchases.
- Rules governing the process are not understood and implemented consistently; they are not organized in a single place for ready reference; and, in some cases, they are not available to the public, all creating compliance challenges.

We share your commitment to improving the Schedules as a critical tool for agency purchases. To that end, we look forward to working with you towards improvement.

Please feel free to reach out to me to discuss the attached and opportunities for future dialog with members.

Sincerely,

A handwritten signature in black ink, appearing to read "Roger", with a long horizontal flourish extending to the right.

Roger