

Furniture Panel (Spring 2024)

Sales - Furniture & Furnishings

Sales			
Subcategory	FY23 (April)	FY24 (April)	Change 23 - 24
Office Furniture	\$387,142,012	\$ 413,697,589.00	7%
Packaged Furniture	\$165,365,143	\$ 101,602,011.00	-39%
Dorm & Quarters	\$50,822,030	\$ 50,752,173.00	0%
Miscellaneous Furniture	\$36,333,230	\$ 58,120,355.00	60%
Furniture Services	\$13,497,499	\$ 16,163,862.00	20%
Flooring	\$9,060,257	\$ 6,533,451.00	-28%
Healthcare Furniture	\$5,452,580	\$ 6,197,193.00	14%

Metrics - Office Management Branch

Modifications				
	FY 24		FY23	
	Cycle Time	Award Rate	Cycle Time	Award Rate
EPA	8.3	75.90%	7.8	64.90%
Add	8.2	72.70%	7	72.90%
All Mods	9.7	90.30%	9.1	86.40%

Offers		
	FY24 (Q1/Q2)	FY23 (Full Year)
Count	98	191
Cycle Time	113 Days	114 Days
Award Rate	58%	45%

Packaged Furniture Subcategory - Note about CTAs

- Proposed note to the Packaged Furniture Subcategory:
 - *NOTE: Schedule-level Contractor Teaming Agreements (CTAs) apply to all orders under SIN 337121P*. All CTA members must be small businesses on set-asides. For more information on MAS Contractor Teaming Agreements (CTAs), please visit the 'Team up with other MAS contractors' gsa.gov page.*
 - *Note will be added to the SIN Description for all SINs under the Packaged Furniture Subcategory
- Expected with the July Refresh
- Note will appear in Solicitation and GSA eLibrary

GSS MAS Contracting Division - Office Management Branch

Director - Latasha Goines

Deputy Director - Mark Dunkum

Branch Chief - Shaun Kelly

Branch Chiefs, Section Chiefs, and Teams remained in place.

Furniture & Furnishings SME - Katherine Knecht (katherine.knecht@gsa.gov)

Standardization

GSS MAS Branch has been working on standardizing approaches across the division. This will be an ongoing effort.

Notable Accomplishments

- Office Memorandum 2024-01 - Offline Modifications
- Operational Guidance 2024-001 -Random Sampling process
- Central Intake Desk (CID) for new offers

Notable Work-in-Progress

- Standardized Modification Memo to Files
- Standardized Templates for Clarifications and Rejections

Looking Ahead

- Fillable Technical Requirement Certification
- Re-formatted IWAC Specifications & Standards (508 Compliance)
 - Federal Specifications & Standards documents have been removed from gsa.gov. All Federal Specifications & Standards can be accessed using the Quick Search option in DLA Assist.

Price Proposal Template Changes

- New Price Proposal Template (PPT) issued with Refresh 20
- PPT includes columns for options & accessories
 - Same approach as before, ie. Requiring base models
 - Encouraging its use to the maximum extent practicable

Breakout Session POCs

- **Shaun Kelly** (shaun.kelly@gsa.gov) – Branch Chief, GSS MAS Office Management
- **Holly Caputo** (holly.caputo@gsa.gov) – Section Chief, Furniture & Furnishings
- **Jeff Calhoun** (jeffery.calhoun@gsa.gov) – MAS Solicitation CO, Solicitation Management Office (SMO)