



U.S General Services Administration  
Federal Acquisition Service

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# The Coalition of Government Procurement Furniture Committee Meeting

## **Integrated Workplace Acquisition Center (IWAC) Furniture and Furnishings Category**

*March 2, 2023*

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# Introductory Remarks

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**Ryan Schrank**

*Director, Integrated Workplace Acquisition Center*

*FAS Mid-Atlantic Region*

- YTD **Financials** and the Federal Furniture Market Outlook
- Updates on Transactional Data Reporting (**TDR**)
- The **4P Tool** for evaluating proposed pricing
- Watching IWAC's Furniture recent awards and **Project Pipeline**
- **On the Road Again**...Manufacturing Tours, QPC & NeoCon



# Business Volume

## FY23 SalesTrend YTD (\$000) JANUARY

MAS Large Category	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	Change
Furniture & Furnishings	\$ 577,029,135	\$ 504,190,297	\$ 533,507,991	\$ 531,435,159	\$ 413,073,032	\$ 481,459,256	17%
Miscellaneous	\$ 5,956,037	\$ 5,161,561	\$ 4,087,964	\$ 4,252,955	\$ 3,347,947	\$ 3,020,409	-10%
Office Management	\$ 318,159,832	\$ 354,477,520	\$ 332,664,735	\$ 353,346,418	\$ 348,681,603	\$ 361,355,569	4%
Transportation and Logistics Services	\$ 17,463,829	\$ 27,950,522	\$ 19,106,405	\$ 17,899,858	\$ 10,994,389	\$ 14,037,381	28%
Total IWAC SIN Sales*	\$ 918,608,833	\$ 891,779,899	\$ 889,367,094	\$ 906,934,390	\$ 776,096,971	\$ 859,872,614	11%

### Some Highlights

Furniture & Furnishings is **up 17% YTD**

- Office Furniture.....+\$55.5M **(+25%)**
- Packaged Furniture.....+\$18.0M **(+19%)**



## **Reducing Packaged Furniture SINs to \$250K**

- Business case submitted and pending final approval
- Change is tentatively scheduled for Refresh 16 (May 2023)



# Updates on Transactional Data Reporting (TDR)

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## **Current State:**

- Optional under SINs 314110SBSA, 334110, 321918, or 3FURNISH (Legacy 72)

## **Future State:**

- Expansion tentatively scheduled for Refresh 16 (May 2023)
- Will be optional and voluntary for ALL SINs under the MAS Solicitation
- Effectiveness of TDR Data will depend on the level of vendor participation

\*TDR Data is only evaluated for those contracts that participate in TDR

More information available on [GSA's Transactional Data Reporting website](#)

## Non-TDR Offers/Contracts

- 4P strongly encouraged
- COs should use any contract-level horizontal pricing data that's relevant and available to the maximum extent practicable, e.g., via pricing databases like 4P and the Contract-Awarded Labor Category(CALC) tool.
  - PAP 2021-05 - Evaluation of FSS Program Pricing

## TDR Offers/Contracts

- 4P is required
- COs shall consider prices-paid information when negotiating Schedule prices when there is sufficient prices-paid data available for the same or similar items. Sufficient data means at least two similar or identical items with prices-paid data.
- The CO shall consider available horizontal price analysis tool data, as appropriate.
  - PAP 2016-11 - Transactional Data Reporting

## Additional Benefits of 4P

- TAA, ETS, and MiA flagging
- Identifies duplicate items and missing/invalid product information

## Workforce Resources

- Dedicated 4P Website
- Numerous recorded trainings
- Full user Guide
- Extensive FAQ page

**\*\*Training has ramped up in preparation for TDR expansion**



# IWAC Project Team BPA Awards

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## Office Furniture BPAs

### To Support GSA Public Buildings Service (PBS)

- **PBS Region 9/10 - April 2022**     *Allsteel, Knoll, Steelcase*
- **PBS Regions 1-4 - June 2022**     *Allsteel, Herman Miller, Knoll*
- **PBS Small Projects BPAs - November 2022**
  - *East Zone, Corporate Interiors*
  - *Central and West Zones, Allsteel*

### To Support FBI

- **Open Plan Workstation - February 2022 - Teknion**
- **FBI HD Filing and Industrial Shelving - August 2022 - Tri-Logistics (8a)**
- **Executive Casegoods and Technical Workbench BPA - Effective 12/1/22 - Teknion**



# IWAC Project Team Pipeline

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- Veterans Benefit Administration, Austin Texas, 56K square feet, June 2024 move-in
- Possible FBI Blanket Purchase Agreement for Demountable Walls
- Possible FBI Blanket Purchase Agreement for Fitness Equipment
- Metal Storage and Industrial Shelving NSNs



# Manufacturing Tours

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*IWAC is heading out to learn about the furniture industry and VISIT manufacturing sites:*

**First Stop: Local to the Regional Office Building in Philadelphia:**

- *Knoll, February*
- *Humanscale, March*

**Next Stop: Michigan, April**

- *Steelcase*
- *Herman Miller*
- *Haworth*

**Future Stops: Email [gpc@gsa.gov](mailto:gpc@gsa.gov) to invite us to your manufacturing site**



## Next QPC Meeting

*Wednesday, May 10 at Washington, DC location TBD noon-4:30*

- In-person (live stream available for MAIN session, not breakouts)
- Speakers include:
  - USACE Huntsville
  - NAVFAC Atlantic
  - Air Force 773 Enterprise Sourcing Squadron
  - GSA PMO, The new SBA/GSA 8(a) Partnership
  - GSA PBS, Future of the Office

### **Manufacturers -**

**Look for an appointment schedule request from us for NeoCon**

*IWAC is sending it's pre-COVID size team (approx 12) to see you and your Chicago showrooms!*

## *Questions and Open Discussion*

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