



U.S. General Services Administration

Catalog Management Update

Coalition for Government Procurement

July 26, 2022

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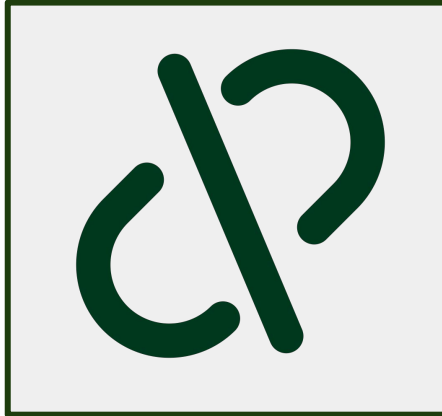


Core Problems We Are Solving

**Outdated, hard to use
systems (SIP, CORS)**



**Disconnected contract
and catalog workflows**



**Low quality catalog
data for customers**



New User Application:

Common Catalog Platform (CCP)



Overview of New Common Catalog Platform

**New web-based application, for vendors
& workforce to manage catalog data**

**Currently in active
development**

**Once implemented,
replaces SIP**

**Target early FY23 for
limited pilot**

An official website of the United States government [Here's how you know](#)

GSA Common Catalog Platform Help Resources Rebecca Kauffman

My Catalogs

Showing catalogs 1-5 of 15,076 Show 5 items a page

Filter list by Contract Number or Contractor Name
Enter number or name

Last Updated	Contract Number	Contractor Name	Actions In Progress	Actions In Review	
	123	CCP TEST 123	12	1	Access Catalog
	456	CCP TEST 789	0	0	Access Catalog
	789	CCP TEST 456	4	0	Access Catalog
	47Q SMA22D021Y	CCP TEST 47Q SMA22D021Y	5	0	Access Catalog
	47Q SMA22D021Z	CCP TEST 47Q SMA22D021Z	9	0	Access Catalog

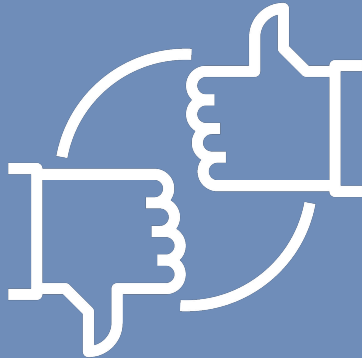
1 2 3 4 5 ... 3016 Next >



Overview of New Common Catalog Platform



Vendors can **submit, modify, view** catalogs



GSA contracting **workforce** can **review, approve, reject** catalogs



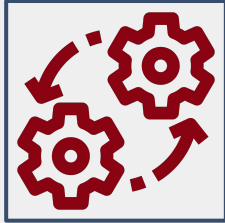
Vendor Support Center can **view catalogs, transaction error logs, and audit logs**



Common Catalog Platform: Key Changes & System Demo



Integration with eMod



CCP will **connect to eMod** and integrate the contract and catalog workflows



Vendors will **use CCP to provide catalog details** before submitting eMod



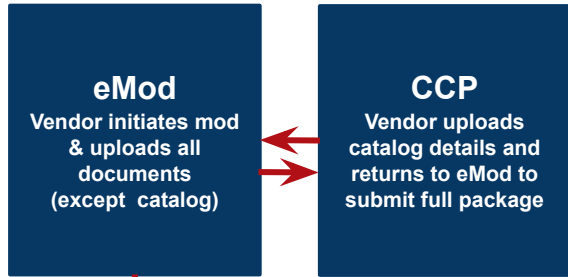
Reduces duplicative data entry and **ensures catalogs** on GSA Advantage! **reflect awarded contracts**



New High Level Mod Workflow

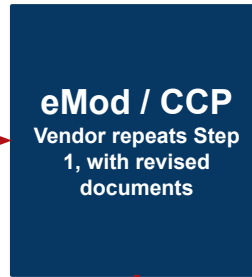
1

Vendor Submits Mod



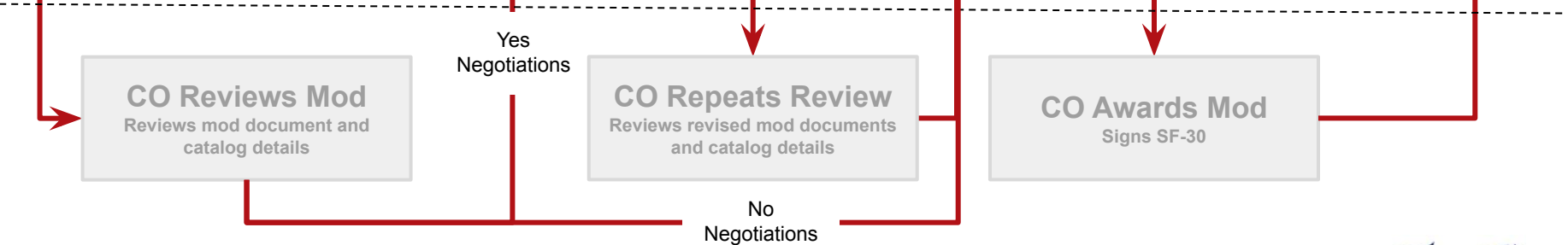
2

Negotiate Mod



3

Award Mod



eMod Integration



eMod

eOffer/eMod is a tool to submit Contract Offers and Contract Modification requests to GSA Federal Acquisition Service online.

Hello Mankwong



Prepare Your Modification

Corporate Information

Terms and Conditions

Upload Documents

Submit Modification

○ Indicates section is Incomplete

● Indicates section is Completed

Company Name: ORODAY, INC.

Contract Number: 47Q5MA22D0220

Modification Type: Catalog Baseline - Commercial Off The Shelf (COTS) Products

eMod ID: LMGFGMIW

UPLOAD DOCUMENTS

* Required

Attach supporting documents to this eMod

Upload all documents associated with your eMod.

Only files of size less than or equal to **100.0 MB** can be uploaded.

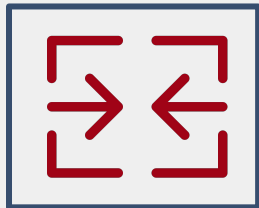
Service and product text file has been named as 'Terms and Conditions Text File'.

Please select the Go to CCP button to be ported to the Common Catalog Platform for your Catalog File submission. The Button will become accessible once all other required documents are uploaded. Clicking the Go to CCP button will save any progress.

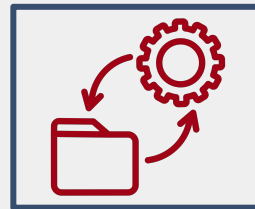
Type	Name	Status	Action
Price Proposal Template *		Awaiting Submission	Go to CCP
Contractor's Commercial Sales Practice		Not Uploaded	Upload
Dealer/Reseller Price Sheet		Not Uploaded	Upload
Letters of Supply		Not Uploaded	Upload
Manufacturer's Commercial Sales Practice		Not Uploaded	Upload
Supporting Price Documentation		Not Uploaded	Upload
Terms and Conditions Text File		Not Uploaded	Upload
Vendor Defined		Not Uploaded	Upload

Save and Continue

New Product File: For Publishing Items to GSA Advantage



Combines, consolidates,
and **replaces** the Product
Price Proposal Template
(PPT) and **SIP Template**



New Product File will
be submitted via CCP

- PPT will no longer be submitted via eMod
- SIP will no longer exist

*For items not published to GSA Advantage!, the CCP will accept the current
Products Price Proposal Template for the time being*



New Product File

AutoSave Off Draft_CCP_product_file_MSRP.xlsx • Saved Search (Alt+Q) MankwongYau

File Home Insert Draw Page Layout Formulas Data Review View Help Acrobat

Clipboard: Cut, Copy, Paste, Format Painter

Font: Calibri, 12, A⁺, A⁻, B, I, U, Color, Font Color

Alignment: Wrap Text, General, \$, %, .00, .00, Merge & Center

Number: General, \$, %, .00, .00

Styles: Conditional Formatting, Format as Table, Cell Styles

Cells: Insert, Delete, Format

Editing: AutoSum, Fill, Clear, Sort & Filter, Find & Select, Analyze Data

Comments Share

A1 Product or Accessory

	B	C	D	E	F	G	H	I	J	K	L
	Manufacturer Information		Vendor Part Number	Special Item Number	Product Information			Unit of Measure	Quantity Per Pack		MSRP
1	manufacturer	manufacturer_part_number	vendor_part_number	sin	item_name	item_description	recycled_content_percent	uom	quantity_per_pack	quantity_unit uom	msrp
2								EA			1000
3								BX			
4								PG			
5											
6											
7											
8											
9											
10											
11											
12											
13											
14											
15											
16											
17											
18											

Ready Accessibility: Investigate Display Settings 100%



Integrates 4P Functionality

Key Takeaways

- After vendor uploads new Product File, CCP performs data validation procedures to ensure the accuracy of information submitted by vendors
- Vendors receive Compliance & Pricing Report (former 4P report) and can address flags before submitting modification
- CS/CO will have the ability to view progress of the catalog submission with the vendor

The screenshot shows the 'Add Products' page in the GSA Common Catalog Platform. The page has a header with the GSA logo and 'Common Catalog Platform' title. Below the header, there are navigation links: 'My Catalogs', 'Catalog Overview', and 'Add Products'. The main content area is titled 'Add Products' and contains three sections: 'Upload Product Files' with a green checkmark and a plus sign, 'Review Compliance and Pricing Report' with a green checkmark and a plus sign, and 'Submit to CS/CO' with a minus sign. Below these sections, a message states: 'Your Product Files have been submitted. Return to eMod to complete your modification.' Underneath this message is a table titled 'Uploaded Files' with columns 'Type' and 'File Name'. The table lists three files: a PPT File, an Updated Product File, and another Updated Product File, each with a 'Download' button. At the bottom of the table, there are links for 'Return to the Catalog Overview' and 'Go to My Catalogs'. On the right side of the page, there is a sidebar with 'Contract Number', 'Contractor Name', 'Action Status', 'Action ID', 'eMOD ID', and 'Sold On'. Below this, there is a section titled 'Product File Templates' with links for 'Product File Mark-Up Template' and 'Product File Discounts Template'. The footer of the page includes the GSA logo, 'General Services Administration', a toll-free number, and a support email address.

An official website of the United States government. [Here's how you know](#)

GSA Common Catalog Platform

Help Resources | Jacqueline.Lang[lastname]

[My Catalogs](#) > [Catalog Overview](#) > [Add Products](#)

Add Products

Upload Product Files ✓ +

Review Compliance and Pricing Report ✓ +

Submit to CS/CO —

! Your Product Files have been submitted. [Return to eMod](#) to complete your modification.

Uploaded Files

Type	File Name	
PPT File	[contract_number][ppt_file_0].[YYYY-MM-DD-HH-MM-SS].xlsx	Download
Updated Product File	[contract_number][cpr_file_0].[YYYY-MM-DD-HH-MM-SS].xlsx	Download
Updated Product File	[contract_number][cpr_file_1].[YYYY-MM-DD-HH-MM-SS].xlsx	Download

[Return to the Catalog Overview](#)

[Go to My Catalogs](#)

[Return to top](#)

Need help? Toll Free (877) 495-4849 | Monday - Friday, 8:30am - 5:30pm EST | [vendor.support@gsa.gov](#)

GSA General Services Administration

Contract Number [contract_number]
Contractor Name [contractor_name]
Action Status [Status]
Action ID [CCP_ID]
eMOD ID [eMOD_ID]
Sold On
GSA Advantage and Listed on T&C File

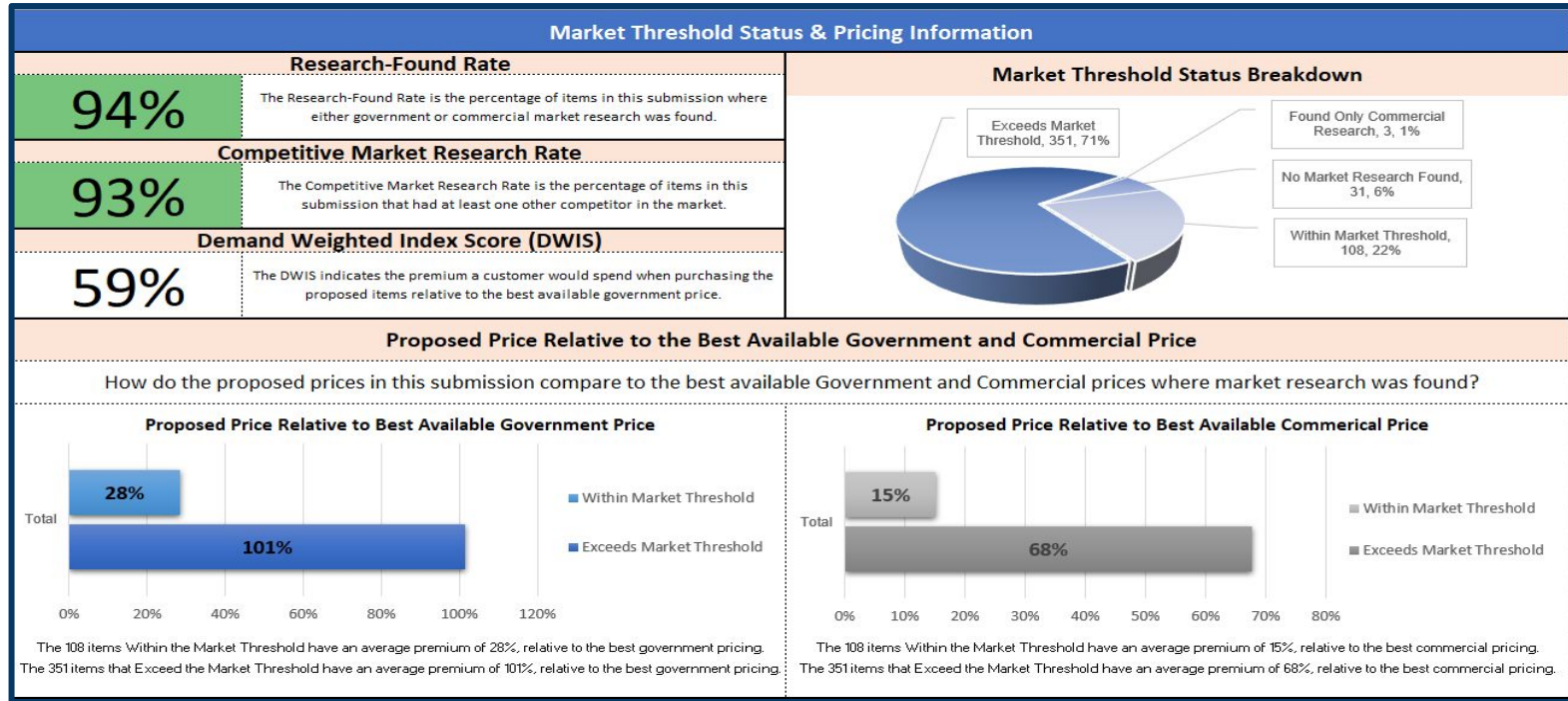
Product File Templates

Product File Mark-Up Template
[product_file_mark-up_template.xlsx](#)

Product File Discounts Template
[product_file_discounts_template.xlsx](#)



Compliance & Pricing Report Mock Up



The main objective of the C&P Report is to provide the most important data elements in a more organized and readable fashion.



Compliance & Pricing Report

Demo of Draft Report



Status & Pilot Plans

Limited pilot scheduled for winter FY23 with a subset of vendors awarded the Office Supplies 4th Generation (OS4) SIN

Why OS4?

- Primarily COTS products published to GSA Advantage!
- Substantial use of Price Point Plus Portal (4P)
- Manageable sized pool of contracts

Criteria For Inclusion?

- Contractor has one (1) contract/catalog
- Contractor does not have a MAS-based BPA
- Contractor publishes 100% of their catalog for ordering on GSA Advantage!

What Comes Next?

- **Phased user transition after successful pilot**
- First: Users with catalogs published to GSA Advantage!
- Second: Users with text files published to Adv/eLibrary



CCP Wrap Up

Key Reminders:

- CCP will **replace SIP & CORS**, and **connect to eMod** to become an **integrated part of the contract modification workflow**
- CCP will **integrate 4P functionality to expose vendors to a Compliance & Pricing Report** prior to submission to the government
- CCP is **in active development** with a **pilot planned for winter FY23** with a **subset of OS4 vendors** & corresponding 1102 personnel
- Following successful pilot, we will execute a **phased user transition** focused **first on catalogs published to GSA Advantage!** for purchasing



Questions & Answers

Have Questions Later?

Contact our team at: CatalogManagement@gsa.gov

Join our [Interact Page](#)



Timeline

- **Q: What is the timeframe to incorporate "services" into the CCP?**
 - A: We are executing foundational work for services now - timeline for implementation is still to-be-determined, but likely ~early FY24
- **Q: For MAS holders with a BPA (MRFS), when does GSA expect CCP to be available for those companies to use?**
 - A: BPA functionality is scheduled to follow MAS functionality, targeting FY24
- **Q: Will SIP remain in use for furniture manufacturers?**
 - A: For the immediate future yes, but the intent is to retire SIP completely for everyone. Following the pilot in winter FY23, we will execute a phased transition of all MAS contracts, focused on catalogs with COTS products first.

The Product File

- **Q: Will the product files be similar to the SIP files? Multiple spreadsheets?**
 - A: The new product file will be 1 file for most vendors, and will contain all of the catalog information to publish to GSA Advantage. However, for vendors with catalogs larger than the Excel file limitations (~1M rows), then they will need to upload multiple product files to represent their whole catalog.



The Product File (cont.)

- **Q: How will this affect companies that have only a small amount of their products on GSA Advantage, due to the nature of their products?**
 - A: The Product File we are displaying today is geared toward vendors selling COTS products. However, we will have additional processes in place to collect catalog information for contractors that only publish some items to GSA Advantage, including continuing to collect catalog information in the Terms & Conditions File (current text file in SIP)
- **Q: This does not seem to be applicable to furniture manufacturers; will you be having different training sessions for the furniture folks?**
 - A: We will be engaging with furniture manufacturers to ensure that we are collecting catalog information in a way that makes sense for their offerings; to the maximum extent possible we want to collect catalog data and publish to GSA Advantage, but we also realize there is a large custom/built to order component to furniture that is not ordered via GSA Advantage.
- **Q: Will the Item description populated within the "New Product File" get uploaded to GSA Advantage? We typically use a shortened description within our Product Price Mod spreadsheet and an expanded description for GSA Advantage. Now we will have only one description?**
 - A: Yes exactly! - just one description, and it will be published to Advantage from the Product File.
- **What is the length of the Item Description field within the "New Product File"?**
 - A: The item description will be limited to 1,000 characters, which mirrors GSA Advantage criteria.



Compliance & Pricing Report

- **Q: Will it be necessary to correct the flags before proceeding? What will happen if the "inferred" is incorrect?**
 - No, it will not be necessary to correct before proceeding - you will be able to submit/proceed and leave it to the Contracting Officer's (CO) discretion. You will be able to provide comments in the file.
- **Q: How old is the Amazon/Walmart data you show on these reports?**
 - A: Our market data is refreshed 6x per year, so the recency in any given report will depend on when the report was run relative to when it was refreshed.
- **Q: Given the inflationary environment contractors are currently dealing with--what goes into the determination that a price is high? Especially given the significant, continuing lag in processing EPA requests...**
 - A: We are working with our policy groups and the Multiple Award Schedule (MAS) Program Management Office (PMO) to update our pricing benchmarks. We know that there are a lot of concerns about pricing, and we would like to move to an affirmative "fair & reasonable" determination model where the CO can look at multiple factors and make adjustments since there is a lag to the market data. That said, it is not feasible or cost effective for us to pull the market data more than 6x a year; this will unfortunately not be "real time" any time soon, so we are looking at other ways to account for inflationary pressures between the bi-monthly refreshes.



Compliance & Pricing Report (cont.)

- **Q: How is the TAA risk/BAA risk determined?**
 - A: It's important to note that BAA refers to the Buy American Act which requires the Government to procure domestic products under certain conditions. The "MiA Risk" does not include a BAA applicability component, instead it identifies instances where a contractor has represented the country of origin as "US" and GSA has received conflicting information that indicates that the accurate country of origin is likely a foreign-country.
 - Potential TAA/MiA risks are largely determined by the data from the Verified Products Portal, which comes from manufacturers, major wholesalers, and content providers. If we have information from a reputable source that indicates the country the item is made in differs from what is listed, then we flag it as a potential risk.
 - We flag items that appear to have a country of origin that is in a non-TAA country.
 - In the instance that the vendor lists 'US' and we infer that it's made in a foreign country, we flag it as a MiA risk
 - At this time we do not flag foreign country mismatches (e.g. CA vs MX).
 - The ultimate determination is left up to the CO. In the new C&P report, vendors will be able see this information and leave comments on the report for CO consideration.

- **Q: What happens if the formulas used for pricing in this system are different than those in the PPT used to negotiate and set my contracts pricing?**
 - A: The new CCP Product File will replace the old PPT. The Compliance and Pricing Report will be run on the Product File. Therefore, there will not be any discrepancies in formulas.



General

- **Q: Will it be possible to do more than one mod at a time? Often the CS/CO require one "type" of mod at a time.**
 - A: Yes, it will be possible to do more than one type of modification in parallel. With that said, each distinct item cannot appear in multiple pending mods. For example, you can not request an EPA for an item on a pending addition mod.
- **Q: Will the presentation be available after the call?**
 - A: Yes, here it is :) We also encourage you to join our Interact page to follow along with our work, we post all decks there as well:
<https://buy.gsa.gov/interact/community/178/activity-feed>

