



June 12, 2020

Honorable Emily W. Murphy
Administrator, U.S. General Services Administration
1800 F Street NW
Washington, D.C. 20006

Subject: Unpriced Schedules

Dear Administrator Murphy,

During the December 12, 2018 Federal Marketplace Industry Day, you highlighted the strategic importance of implementing “unpriced services” as part of GSA’s overall Federal Marketplace Strategy (FMS). You said,

We need to focus on the new authority we have for unpriced services contracts and incorporate that so that we can really focus on the technical qualifications of vendors and drive down pricing at the task order level when it matters most.

Coalition members heartily endorse your position. The unpriced schedule authority granted to GSA under Section 876 of the 2019 National Defense Authorization Act (NDAA) eliminates the arbitrary, burdensome, and outdated negotiation of labor rates at the contract level. Implementation of this authority will reduce barriers to market entry, thus increasing government access to innovative commercial solutions under robust competition.

GSA’s unpriced schedule authority is a game changer for small businesses. No longer will they face the administrative and cost obstacles represented by the status quo as they seek access to the government space. Representing a majority of the U.S. economy, the small business community serves as a critical component of the engine of innovation, offering products, services, and efficiency to federal agencies. Enabling their access to the federal marketplace also would be most welcome to a segment of our industrial base that has suffered significantly the economic harm caused by the current pandemic.

The critical question for Coalition members is when will the implementation of this authority take place. Upwards of two years has passed, and no regulation or guidance on the subject has been issued. For this reason, the Coalition asks that you provide the stakeholder community your plans for implementing unpriced schedules, including a timeline for implementation and execution of this important authority.

I hope that this message finds you well.

Sincerely,

A handwritten signature in black ink, appearing to read "Roger Waldron".

Roger Waldron