



U.S. Army Contracting Agency



Proper use of Schedule and Multiple Award Contracts

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Great Tools

- The Federal Supply Schedules and multiple award contract /BPA portfolios provide great “surge capacity” for quick response requirements
- Get needs met quickly while retaining competition



Requires Good Market Research

- Need to do good market research to understand which schedule holders are capable of performing the requirement
- Do this hand in hand with technical experts
- In the process, may refine requirement—of course, before issuing RFQ



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For Successful Outcomes

- Allow adequate time to respond
 - How long will it take the second or third offeror to respond????
- Be specific/realistic about types and quantities required
- Allow for alternative performance methods
 - More than one way to skin the cat
 - Lets commercial acumen come to bear



That Will Withstand Scrutiny

- Document the file re what you did and why
 - Especially important when using an exception
- Be scrupulously fair
- Communications before and after award should be 2 way



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