

BMO Marketing Fact Sheet

The Building Maintenance and Operations (BMO) solution uses a zonal approach, creating reasonably sized regions in which small businesses can realistically compete and operate in order to promote small business participation. Phase I (Zone 1) Small Business and Unrestricted as well Phase II (Zones 2-6) Small Business contracts have been awarded and are available for use. The zones include:

- Zone 1 - Delaware, Maryland, New Jersey, New York, Pennsylvania, Virginia, West Virginia, Washington DC
- Zone 2 - Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont
- Zone 3 - Florida, Georgia, North Carolina, South Carolina
- Zone 4 - Oklahoma, Texas
- Zone 5 - California, Nevada
- Zone 6 - Illinois, Iowa, Kansas, Missouri, Nebraska

Check the [BMO website \(www.gsa.gov/bmo\)](http://www.gsa.gov/bmo) for the map showing the BMO Phases and Zonal areas.

Background:

The BMO solution is a government-wide Federal Strategic Sourcing Initiative (FSSI) which was granted a “Best In Class” designation from OMB. The BMO solution consists of two different suites of contracts: 1) BMO which is an unrestricted vehicle that was solicited with full and open competition; and 2) BMO SB which was solicited as a total small business set-aside.

The scope of BMO and BMO SB spans many areas of expertise and includes the primary services required to provide a total solution to maintain and operate federal buildings. For a complete list of available BMO services, visit the [BMO website \(www.gsa.gov/bmo\)](http://www.gsa.gov/bmo). The BMO and BMO SB are setup to allow agencies the flexibility of purchasing services all inclusive or individually.

Offerors self-certified their scores for each scoring element against prescribed minimum requirements, and these scores were then validated by the Government. Offerors could earn more points based upon the complexity of their Relevant Experience Projects, Optional Services Categories awarded, the strength of their past performance, and having certain identified socio-economic certifications (see Section M of the BMO solicitation). We acknowledge that these standards and this level of review set a high bar for Offerors, but given the complex nature of the requirements that may be acquired through BMO, this level of rigor and review was necessary to ensure that only the highest-rated firms were awarded contracts.

Contract features and value-added services under BMO include:

Features:

- BMO is NOT a GSA Schedule; it is an Open Market (FAR Part 15), Multiple Award, IDIQ
- FAR Part 16.505 “Streamlined Acquisition Procedures” apply, which saves time as there is no need to synopsise or post solicitations in FedBizOpps (apart from exceptions to fair opportunity). In addition, no protests under \$10 million (except for increases in scope or performance period), Source Selection Procedures of FAR Part 15.3 do NOT apply!
- 8(a) sole source and competitive set asides can be done under the BMO vehicle
- Improves transparency and flexibility at the task order level
- Provides agencies with a total solution, including flexibilities in contract type (Fixed Price, Time & Materials, Labor Hours, or a hybrid of these)
- Contracts established with the highest technically-rated Offerors with fair and reasonable prices
- Establishes long-term relationships with our contractors, but also allows for contract on-ramping to ensure adequate competition and a skilled contractor base throughout the contract period
- Provides a finite pool of vendors, which keeps the number of task order proposals to be reviewed reasonable, while still providing ample competition
- 10-year IDIQ parent contract term; which includes a 5-year base with a 5-year option
- Commercial procedures utilized, but also includes an approved class waiver to FAR clause 52.212-4 to allow for unilateral contract changes
- Standardized labor categories which aids customer agencies with direct comparison shopping and minimizes price variances
- Standardized vendor reporting which allows agencies to better track spending trends and know where efficiencies can be maximized

Value Add Services:

- Complimentary scope compatibility reviews are offered to customers interested in knowing if their requirement is a fit for BMO
- Complimentary market research assistance is offered to customers seeking a better understanding of the capabilities available on BMO
- Future “prices paid” data will be populated into a secure government portal to aid with market research and price analysis
- Administrative savings are achieved by reducing both the Procurement Administrative Lead Time (PALT) and the number of contract actions.
- Promotes and supports socioeconomic goals allowing small business set-asides and “targeted” socioeconomic set-asides
- Maximum Flexibility for Ancillary Support Items like ancillary labor, materials, and Other Direct Costs (ODCs)

Resources

- [Acquisition Gateway](http://hallways.cap.gsa.gov) – hallways.cap.gsa.gov
- [GSA website](http://www.gsa.gov) – www.gsa.gov
- [Interact](http://interact.gsa.gov/group/FSSIBMO) – interact.gsa.gov/group/FSSIBMO
- [BMO email](mailto:fssi.bmo@gsa.gov) – fssi.bmo@gsa.gov

BMO & Schedule 03FAC Differences

Feature	BMO	Schedule 03FAC
Procurement Assistance	-Detailed ordering guides -Scope reviews provided -Assisted Acquisition Services -Document Library (Acquisition Gateway)	-Scope reviews provided -Assisted Acquisition Services -Document library (Acquisition Gateway)
Vendor Pool	Smaller and regionally focused pool of vendors	Hundreds of vendors worldwide
Authorized users	Requires a Delegation of Procurement Authority that helps establish relationships and reduce risks	Open to all federal users with no Delegation of Procurement Authority required
Geographic Coverage	Zonal approach ensures awarded vendors can provide service to all locations within each zone	Varied worldwide coverage
Other Direct Costs (ODCs)	Agencies can use ODC's in accordance with their internal agency policy	Requires ancillary supplies and services to be pre-priced
Variation of Contract Types	Fixed Price (all types), Time and Materials, Labor Hours , Any combination of these task order types	Fixed Price (all types), Time and Materials, Labor Hours , Any combination of these task order types
Standardized Labor Categories	Standardized labor categories that allows for better evaluation and price comparison	Uses vendor's commercial labor categories
Socio-Economic	Set-Aside: Small Business, 8(a) competitive or sole source, Small Disadvantaged, HUBZone, VOSB, SDVOSB, EDWOSB, WOSB	Set-Asides: Small Business, Small Disadvantaged, HUBZone, VOSB, SDVOSB, EDWOSB, WOSB
Contract Terms	Allows for unilateral changes (via Waiver) at the task order level	Changes must be bilateral at the task order level
FAR Authority	FAR 15 (parent contract award) FAR 16 (ordering procedures)	FAR 38 (schedule contract award) FAR 8 (ordering procedures)
Ordering Flexibility	Wide range of building maintenance services with greater savings when multiple services are ordered. Vendors specialize in providing complex and/or complete Facilities Maintenance solutions.	Wide range of building maintenance services that can be ordered as stand alone from specialized vendors or combined to obtain complete facilities maintenance
Contact Information	FSSI.BMO@GSA.GOV HTTPS://HALLWAYS.CAP.GSA.GOV www.gsa.gov/bmo	HSS_MARKETING@GSA.GOV HTTPS://HALLWAYS.CAP.GSA.GOV www.gsa.gov/facilitieservice