



## OFPP's Newly Launched InReach Initiative

May 2, 2019 Curtina Smith





#### **Curtina Smith**

Curtina O. Smith@omb.eop.gov



# Within the last 2-3 years, what work-related accomplishment are you most proud of?



## Have you shared that story or practice?

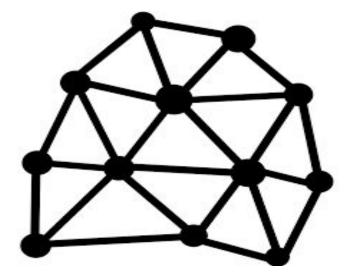


# What has prevented you from sharing that story or practice?

Goals

- Awareness
  - Policies
  - Tools
  - Best practices
- Engagement
  - Policy development process
  - Developing tools and resources
  - Sharing success stories and lessons learned

#provide better products and achieve even greater success



Project

InReach



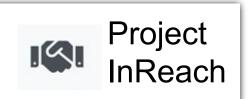
## Project InReach Hub

(aka Acquisition Compass)

- Awareness
  - Crosswalk of:
    - OFPP policy documents
    - Supporting tools
    - Training courses
    - Successful practices

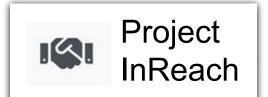
## Engagement

- Inreach opportunities
  - Open Opps
  - Policy Open House





- Acquisition Compass
  - Policies
  - Tools
  - Resources
  - Training
  - Successful practices



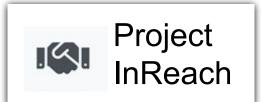
- OFPP
  - Developing and populating the hub/acquisition compass
  - Keeping info on the hub/acquisition compass up-to-date
  - Offering engagement activities thru the hub
- Acquisition workforce
  - Share info about Project InReach and participate in Project InReach Activities
  - Share what worked for you



#### Log into the Acquisition Gateway

https://hallways.cap.gsa.gov/app/#/gate way/ofpp-hub





Be a part of the campaign

Contribute

Share

Promote

the Project InReach Hub

## Questions

Want to provide feedback? Join us for a usability session by emailing: *gateway@gsa.gov* 

# New Gateway Features / Coming Soon!

## New in the Acquisition Gateway



3



- Customize your IGCE labor rate: You spoke we listened! You can now customize the CALC rate you input for the labor category in the IGCE tool. This should help make those pesky IGCE's a little more manageable.
- Manage the frequency of your email notifications: Too many emails? You are now able to manage the frequency of your email notifications with the option for a daily digest instead of immediate. To find this feature, log in, navigate to the nav bar under your profile picture and select 'Manage Notifications'.
- **404 / 401 error message UI:** New and improved content is now visible when you land on either a 404 or 401 error message. Hopefully, this content will help you better find what you were looking for and bring a smile too! We don't want you to have a 'ruff' day when using the Gateway.
- Enhanced IGCE export: When downloading your IGCE, you'll soon be able to see 'behind the curtains' on what formulas were used to calculate your values.

## Coming Soon - Sneak Peek!



- Earn CLPs: Looking to enhance your knowledge while earning CLPs?! Soon you will be able to read select articles, take a quiz, and voila earn CLPs. We can't think of a better win-win situation for you.
- Follow a Hub or Hallway: Want to know when new articles are added or information is updated in a Hub or Hallway of interest? Well soon, you'll be able to 'follow' Hubs or Hallways and those updates will appear in your Community Newsfeed page.
- Notifications Icon: Be on the lookout for a new icon in your nav bar! You'll start to see your email notifications consolidated into a drop down from the nav bar for easy access.





#### Acquisition Gateway University Spring FY19

When? April 22, 2019 - May 3, 2019

*What is it?* Daily virtual webinars from 1 - 2 pm ET. Each session offers 1 Continuous Learning Point.

#### Gateway U will benefit you if:

- You have recently heard about the Acquisition Gateway and want to explore it
- You are in search of a one-stop-shop for your acquisitions needs
- You've seen a demo, and want to learn more about the newest and most popular features

How do I Register? Go to this registration link: https://gsasolutionssecure.gsa.gov/GatewayUniver sity

It is also posted on the Acquisition Gateway.



Starting on Monday, April 22, 2019 through Friday May 3, 2019 GSA FAS is hosting **Acquisition Gateway University** to increase awareness of the resources on the Acquisition Gateway. Register for classes here:

The Acquisition Gateway provides acquisition professionals with the tools and digital services to make acquisition great.

Please register on max.gov and log into the **Acquisition Gateway** beforehand so you can follow along during the demos.

#### What?

Take part in live demos, interactive learning, and "deep dives."

#### Who?

Contracting Officers to Program Managers; Come join a growing number of your Federal colleagues whose go-to acquisition hub is the Acquisition Gateway.

#### Why?

You'll **earn CLPs** while also understanding how the Acquisition Gateway resources can benefit you in acquisition planning, market research, peer collaboration, and more!

#### Gateway University will benefit you if:

- You have recently heard about the Acquisition Gateway and want to explore it
- You are in search of a one-stop-shop for your acquisitions needs
- You've seen a demo, and want to learn more about the newest and most popular features

The Gateway Team is here to help! If you have questions about these events or the Acquisition Gateway, please contact us at gateway@gsa.gov

## Acquisition Gateway University Schedule

| Monday   | Tuesday   | Wednesday  | Wednesday Thursday   |   |  |  |  |  |  |
|--|---|--|--|---|--|--|--|--|--|
| Week One   |   |  |  |   |  |  |  |  |  |
| <u>Day 1: April 22,</u><br><u>2019</u>   | <u>Day 2: April 23,</u><br><u>2019</u>  | <u>Day 3: April 24,</u><br><u>2019</u>   | <u>Day 4: April 25,</u><br><u>2019</u>   | <u>Day 5: April 26,</u><br><u>2019</u>  |  |  |  |  |  |
| Acquisition<br>Gateway 101<br>Get a high level overview<br>of the Acquisition<br>Gateway and category<br>management<br>Time: 1-2pm ET  | Pricing Tools<br>Learn how to use the<br>pricing tools on the<br>Acquisition Gateway to<br>improve your work<br>Time: 1-2pm ET  | Wireless RFQ Tool<br>& Cost Savings<br>Calculator<br>See a live demo of how<br>to use the Wireless RFQ<br>Tool & Cost Savings<br>Calculator, with the most<br>current upgrades<br>Time: 1-2pm ET | The IGCE Tool<br>See a live demo of how<br>to use the IGCE creation<br>tool, with the most<br>current upgrades<br>Time: 1-3pm ET           | Developing SOWeet<br>Requirements<br>Learn how you can use<br>tools on the Acquisition<br>Gateway like Document<br>Library, eBuy Open, and<br>Community to develop an<br>SOW and better<br>requirements for your<br>acquisition<br>Time: 1-2pm ET |  |  |  |  |  |
|  |   | Week Two   |  |   |  |  |  |  |  |
| Day 6: April 29,<br>2019<br>Elements of a<br>QASP<br>While there's no<br>standard format for a<br>QASP, there's definitely<br>things you want to<br>include and account for.<br>Learn what those things<br>are and best practices in<br>this demo. | Day 7: April 30,<br>2019<br>Market Research<br>A live demo on the best<br>Gateway tools and<br>resources to use for the<br>market research phase of<br>your acquisition<br>Time: 1-2pm ET | Day 8: May 1, 2019<br>Community<br>Discussions- Best<br>Practices & More!<br>See a live demo of how<br>to use the Community<br>app, with the most<br>current upgrades<br>Time: 1-2pm ET          | Day 9: May 2, 2019<br>OFPP's Newly<br>Launched InReach<br>Initiative<br>Learn about new OFPP<br>initiatives like InReach<br>Time: 1-2pm ET | Day 10: May 3, 2019<br>Steps to<br>Performance Based<br>Acquisition<br>Like a magic formula these<br>steps can help you do<br>performance based<br>acquisition<br>Time: 1-2pm ET  |  |  |  |  |  |



#### 5 Reasons Why YOU Should Be On Community!

- 1. You Can Connect With Over 23,000 Of Your Best Acquisition Friends
- 2. You Can Earn Badges (And Bragging Rights) For Your Friends To See
- 3. You Can Stay Up-To-Date On EVERYTHING Acquisition and Category Management Related
- 4. You Can Create Private Groups
- 5. You Can Contribute And Build Better Acquisitions

Through Community, you can educate and learn from others like you and build a better acquisition...community!

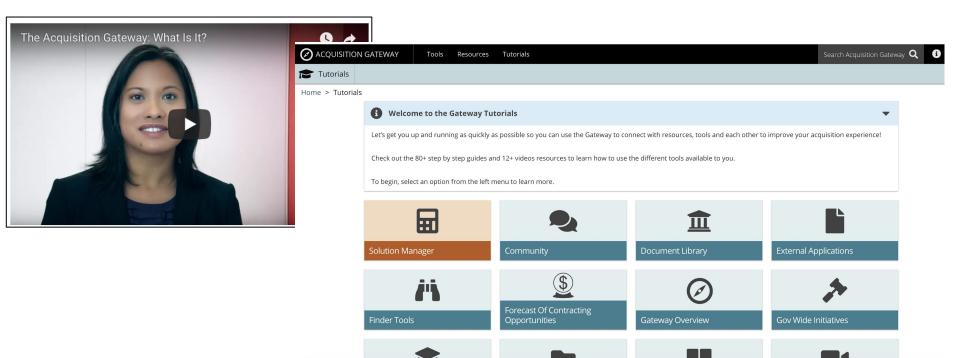
Check us out: https://hallways.cap.gsa.gov/app/#/communities

## On demand help...

#### Email gateway@gsa.gov

Answered by the National Customer Service Center and escalated as required

- Video overview of the Acquisition Gateway
- Help with login (video with instructions)
- Self-serve tutorials for apps



- Log in and explore at https://hallways.cap.gsa.gov.
- Share it with your acquisition coworkers.
- Volunteer for a usability test to provide feedback directly to the team that impacts the Gateway's functionality and design at gateway@gsa.gov
- **Contribute** to Document Library or Solutions Finder
- Join conversations in Community
- Use the "Give Feedback" button to submit ideas on how to improve the Gateway.
- Schedule a demo for your team! (email stakeholdermgt@gsa.gov)

## Contact Information hallways\_site\_manager@gsa.gov



| Product / Team   | Name                                | Email  |
|--|-------------------------------------|--|
| Solutions Finder<br>Project Center<br>Document Library | Daniel Kim                          | daniel.kim@gsa.gov                             |
| eBuy Open  | John Burke                          | john.burke@gsa.gov                             |
| Prices Paid Portal                                     | Alvin Sears                         | P3@gsa.gov                                     |
| Community  | Katie Globig                        | kathryne.globig@gsa.gov                        |
| Forecast of Contracting<br>Opportunities Tool          | Yolanda Johnson<br>Nadine McCoy     | yolanda.johnson@gsa.gov & nadine.mccoy@gsa.gov |
| Gateway Marketing and Communications                   | Andrea Azarcon Heller               | andrea.azarcon@gsa.gov                         |
| Category Management                                    | Andrea Azarcon Heller, Craig Chavez | cm_pmo@gsa.gov                                 |
| Gateway Demo Scheduling                                | Kelly Robinson                      | stakeholdermgt@gsa.gov                         |
| Usability Testing                                      | Katie Globig                        | gateway@gsa.gov                                |
| Twitter  | @Acq_Gateway                        | https://twitter.com/Acq_Gateway                |





## **Thank You!**

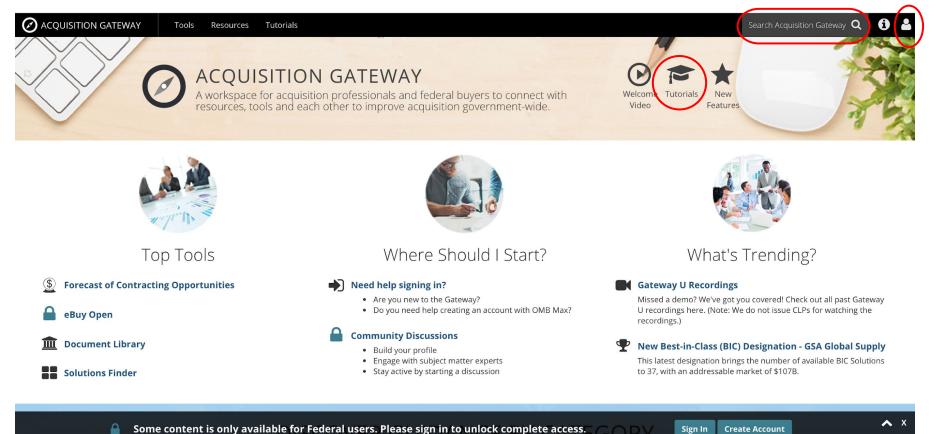
## Appendix

The Gateway's most

used tools



#### **Tutorials Keyword Search Profile**



Guidance to help you set up your account on the Gateway

Trending topics on the Gateway



Keyword search Furniture Finder Guardfinder Laptop Desktop Finder

Find Best-in-Class solutions Category Management repository Category Management dashboards



Articles, solutions, resources, and training / events organized by the 10 Categories...





#### • • • •

View All Additional Resources

#### **Other Additional Resources:**

- Green Procurement Compilation
- Forecast of Contracting Opportunities Tool
- Acquisition Podcasts & Videos





#### ACQUISITION GATEWAY UNIVERSITY

A two week series of acquisition-focused webinars from January 22 -February 1, designed to help you get the most from the Acquisition Gateway. Learn More ►

Acquisition Gateway

### Acquisition Gateway

ACQUISITION GATEWAY Tools Resources

#### Search Acquisition Gateway **Q**

#### TRAINING & EVENTS

#### Acquisition Gateway University!

Tuesday, January 22, 2019 - Friday, February 1, 2019 (1:00 PM - 2:00 PM - EST)



Sign Up for Live DPA Webinar on the Building Maintenance and Operations (BMO) Strategic Sourcing Solution.

Thursday, January 24, 2019 (1:00 PM - 3:00 PM - EST)

Location: This webinar will be broadcast live.

#### Description:

Join us for this convenient, information-packed Delegation of Procurement Authority (DPA) webinar to learn about the BMO strategic sourcing solution and start using it! You can earn two CLPs for attending.

#### The BMO solution:

- Is comprehensive and flexible
- Covers an array of high-demand services: HVAC maintenance, electrical maintenance, janitorial services, grounds maintenance, and many more
- Is an open-market, multiple-award indefinite-delivery/indefinite-quantity (MA-IDIQ), governmentwide contract vehicle

Tutorials

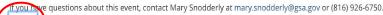
Attend this event if you're a:

- Contracting Officer (each warranted CO may be issued a DPA and then authorized to use the BMO contract)
- Contracting Officer's Technical Representative (COTR)
- Federal technical expert
- Federal employee who works with building-maintenance contracts

There is no charge for this training. To register, you must have a .mil or .gov email address. This event is open to government employees only.

#### Register today!

Less 🔺



### **IGCE** Tool

| ACQUISITION GATEWAY  | Tools Resources Tutorial   | ls  |   | Search Acquisition Gateway <b>Q</b>  |           |
|--|--|---|---|--|-----------|
| 🐼 IGCE (Independent Governmen  | t Cost Estimate)   |   |   |  |           |
| Hide Welcome Message   |  |   |   |  |           |
| Independent Governmen  | t Cost Estimate  |   |   |  | •         |
| still be here and to use them you wi<br>labor rates from the CALC Tool, you<br>travel, materials), including the addit | ll need to edit them, make any ne<br>can now easily build up your owr<br>ion of a Materials & Subcontract (M | eded changes to match the new format, and r<br>n labor rates by selectively adding indirect cos<br>M&S) rate. All of these new capabilities are fully | nost importantly, save the file again to<br>its to base labor rate(s) you enter yours<br>/ exportable into an Excel worksheet for | gnificant upgrades have been made as of June 2018. All of your files shou<br>match the updated structure. What's new? In addition to using fully loade<br>self. Also, you can now selectively add indirect rates to nonlabor items (e.<br>further customization to match your specific procurement scenario. And<br>ughts and suggestions in our Community App <b>here</b> . | ed<br>.g. |
| New IGCE   |  |   |   |  |           |
|  |  |   | ≡   |  |           |
| Agency   | AGENCY FOR INTERNATIONAL DEVELOPMENT   | Contracting Vehicle   |   |  |           |
| Period of Performance  | October 1, 2018 to September 3<br>2020   | 30, Created Date  | June 12, 2018   |  |           |
| Created By   | kelly.robinson@gsa.gov   |   |   |  |           |

Acquisition Gateway



## **IGCE** Tool

| Choose Agency  Choose Contracting Vehicle Estimates for each period   | CQUISITION GATEWAY         | ols Resources Tutorials |                      |             |                   |                  |            |              | Search Acqu | isition Gateway | Q E                 |
|---|----------------------------|-------------------------|----------------------|-------------|-------------------|------------------|------------|--------------|-------------|-----------------|---------------------|
| Estimates for each period  Base Period  Period of Performance Start  Period of Performance Start  Pringe Benefit %  Overhead %  Material & Subcontracting %  General & Administrative %  Pee/Profit %  Add a new row  Labor Category ①  Rate Table ②  Source ③  Fringe Benefit ②  Cverhead ③  General &  Administrative ④  Fee/Profit ③  Rate Table ③  Source ④  Fringe Benefit ③  Cverhead ④  Administrative ④  Fee/Profit ④  Rate/Hr ④  Unit ④  Ffe/Hours ③  Source  Add a new row  OTHER DIRECT COSTS (ODC) ④  Add a new row   | Agency 🗿                   |                         |                      |             |                   |                  |            |              |             |                 |                     |
| Base Period + Add Option Period -      Period of Performance Start     Pringe Benefit %     Period of Performance End     Iff TE = x Hours   1320     Period of Performance End     Iff TE = x Hours   1320     Period of Performance End     Iff TE = x Hours   1320     Period of Performance End     Iff TE = x Hours   1320   Period of Performance End   Image Benefit %   Period of Performance End <   | Choose Agency              | Ť                       | choose contracting v | enicie      |                   | • En             | ter litle  | -            |             |                 |                     |
| Period of Performance Start      Period of Performance End      Image: Direct Labor Category (Contracting (Co |                            |                         |                      |             |                   |                  |            |              | + A         | dd Option Per   | riod <del>-</del> 0 |
| DIRECT LABOR ()     Labor Category ()     Rate Table ()     Source ()     Fringe Benefit ()     Overhead ()     General &   Addministrative ()   Fee/Profit ()   Rate/Hr ()   Unit ()   FTE/Hours ()   Total ()   Actions     Source ()     Fringe Benefit ()   Overhead ()   General &   Addministrative ()   Fee/Profit ()   Rate/Hr ()   Unit ()   FTE/Hours ()   Total ()   Source ()     Fringe Benefit ()   Overhead ()   General &   Addministrative ()   Fee/Profit ()   Rate/Hr ()   Unit ()   FTE/Hours ()   Source ()   Source ()   Fringe Benefit ()   Overhead ()   General &   Additions   Source ()   Source   | Period of Performance Star | rt Ø                    | Period of Perforn    | nance End   |                   |                  |            |              |             |                 | •                   |
| Labor Category ①       Rate Table ①       Source ①       Fringe Benefit ①       Overhead ①       General & Administrative ①       Fee/Profit ①       Rate/Hr ①       Unit ①       FTE/Hours ①       Total ②       Actions         · <t< td=""><td>Fringe Benefit %</td><td>Overhead %</td><td>Material &amp; Subcontr</td><td>acting %</td><td>Gen</td><td>eral &amp; Administr</td><td>ative %</td><td>0</td><td>Fee/Pro</td><td>fit %</td><td>0</td></t<>   | Fringe Benefit %           | Overhead %              | Material & Subcontr  | acting %    | Gen               | eral & Administr | ative %    | 0            | Fee/Pro     | fit %           | 0                   |
| Labor Category 6     Rate Table 6     Source 6     Pringe Benefit 6     Overhead 6     Administrative 6     PeerProfit 6     Rate/Pr 6     Unit 6     PTE/Hours 6     Total 6     Actions       +   | DIRECT LABOR 🚯             |                         |                      |             |                   |                  |            |              |             | • Add a ne      | w row               |
| Total Direct Labor     \$0.00       OTHER DIRECT COSTS (ODC) ① <ul> <li>Add a new row</li> </ul>  | Labor Category 🚯           | Rate Table 🚯 Source 🚯   | Fringe Benefit 🚯     | Overhead 👔  |                   | Fee/Profit 🚯     | Rate/Hr 🚯  | Unit 🚯 FT    | E/Hours 🚯   | Total 👔         | Actions             |
| OTHER DIRECT COSTS (ODC) 🛛 O Add a new row  |                            | \$                      |                      |             |                   |                  |            |              |             | \$0.00          | Ŵ                   |
|   |                            |                         |                      |             |                   |                  | Total      | Direct Labor |             |                 | W row               |
|   |                            |                         | Material & Subco     | ntracting 👔 | General & Adminis | trative 👔        | Fee/Profit | Cost         |             |                 |                     |

# Conduct Market Research: Solutions Finder





What existing government-wide contract vehicles can I use for my agency in this category?

See what solutions are available

Filter by what is available to your <u>agency</u>, <u>solution type</u>, <u>program type</u>, and <u>category</u>

Do a keyword search across all solutions

Side-by-side comparison of up to 4 solutions

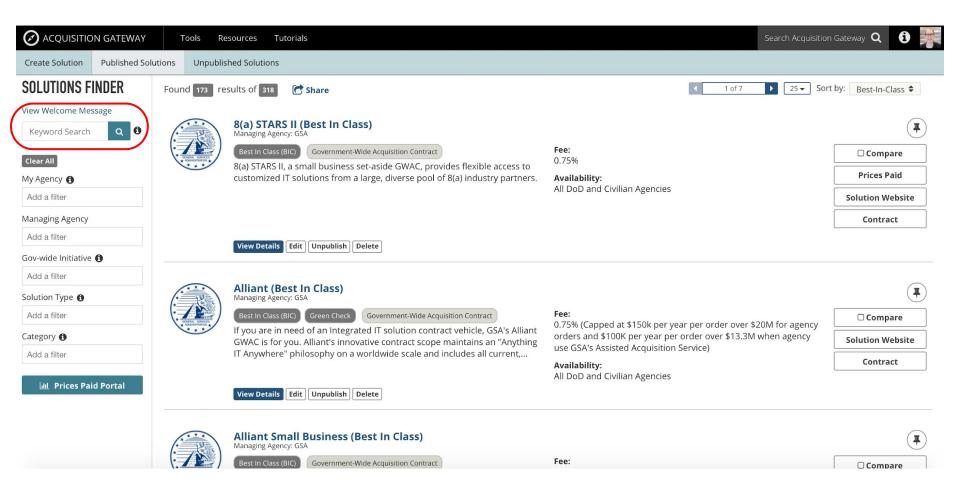
Links to solution websites and points of contact

**Export results to \*.CSV** 

Pin and save your results for future reference or save to a project in Project Center

# Conduct Market Research: Solutions Finder





# Conduct Market Research: Solutions Finder

## Acquisition Gateway

ACQUISITION GATEWAY

Tools Resources Tutorials

#### Solutions Finder - Compare Compare

| Solution Name        | Alliant (Best In Class)   | DLA Energy (Best In Class-Mandatory)  | Generic Pharmaceuticals (Best In<br>Class)   | HCaTS: Human Capital and Training Solutions<br>(Best In Class)   |  |
|----------------------|---|---|--|--|--|
| Managing Agency      | General Services Administration   | Defense Logistics Agency  | Veteran's Affairs  | Office of Personnel Mgmt   |  |
| Description More -   | If you are in need of an Integrated IT<br>solution contract vehicle, GSA's<br>Alliant GWAC is for you. Alliant's<br>innovative contract scope maintains                               | DLA Energy provides the Department of Defense and other<br>government agencies with comprehensive energy solutions in<br>the most effective and efficient manner possible. To do so,<br>DLA Energy manages energy-related products and services | (These IDIQ-Requirement Contracts<br>are jointly managed by VA and DoD)<br>The goal of the Joint National<br>Contracts for drugs and             | The Human Capital and Training Solution (HCaTS)<br>contract is the result of a partnership between The<br>U.S. Office of Personnel Management (OPM) and the<br>General Services Administration (GSA). The initiative |  |
| Solution Types       | Government-Wide Acquisition Contract  | Mandatory Source  | Indefinite Delivery/Indefinite Quantity  | Indefinite Delivery/Indefinite Quantity  |  |
| Gov-Wide Initiatives | Best In Class (BIC), Green Check  | Best In Class (BIC)   | Best In Class (BIC)  | Best In Class (BIC)  |  |
| Fee Info             | 0.75% (Capped at \$150k per year<br>per order over \$20M for agency<br>orders and \$100K per year per<br>order over \$13.3M when agency<br>use GSA's Assisted Acquisition<br>Service) | Fuel is sold at cost plus a cost recovery rate, contact POC<br>for additional info.<br>For pricing information, visit: https://go.usa.gov/xRKMq   | Contact POC for fee information  | 0.75%  |  |
| Expiration Date      | 4/2009 to 4/2014, with one five-year<br>option from 4/2014 to 4/30/19. Task<br>Order performance can be<br>performed up to 4/30/24.   | N/A   | Contact POC for expiration information   | May 16, 2026   |  |
| Point of contact     | Customer Support Center -<br>ITCSC@gsa.gov<br>855-482-4348<br>Client Support - Mimi Bruce,<br>mimi.bruce@gsa.gov<br>(510) 292-5836  | DLA Customer Interaction Center:<br>• DSN 661-7766<br>• 1-877-DLA-CALL  | POC: NCS Help Desk,<br>HelpDesk.AMMHINNCS@va.gov<br>Erika Moreno, Senior Contract<br>Specialist:<br>Erika.moreno2@va.gov<br>Phone: 708-786- 4934 | Email: hcats@gsa.gov<br>Email: Maggie.Lenart@opm.gov<br>Email: sbhcats@gsa.gov">sbhcats@gsa.gov<br>Email:<br>Monique.Davis@opm.gov">Monique.Davis@opm.gov  |  |

Search Acquisition Gateway Q

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#### **Conduct Market Research: Solutions Finder**



| <b>ACQUISITION GATEWAY</b>  | Tools Re       | sources Tutorials   | Search /   | Acquisition Gateway <b>Q</b>                                     |
|---|----------------|---|--|--|
| Create Solution Published Solut   | tions Unpublis | hed Solutions   |  |  |
| SOLUTIONS FINDER<br>View Welcome Message<br>Keyword Search Q 3<br>Clear All<br>My Agency 3          | Found 41 res   | In Class (BIC) Government-Wide Acquisition Contract<br>8(a) STARS II, a small business set-aside GWAC, provides flexible access to<br>customized IT solutions from a large, diverse pool of 8(a) industry partners.   | <ul> <li>✓ 1 of 2 </li> <li>✓</li> <li>✓<td>5 Sort by: Best-In-Class<br/>Compare Prices Paid Solution Website</td></li></ul> | 5 Sort by: Best-In-Class<br>Compare Prices Paid Solution Website |
| Add a filter<br>Managing Agency<br>Add a filter   |                | View Details Edit Unpublish Delete  |  | Contract   |
| Gov-wide Initiative ()<br>Best In Class (BIC) ×<br>Add a filter<br>Solution Type ()<br>Add a filter |                | Alliant (Best In Class)<br>Managing Agency: GSA<br>Best In Class (BIC) Green Check Government-Wide Acquisition Contract<br>If you are in need of an Integrated IT solution contract vehicle, GSA's Alliant<br>GWAC is for you. Alliant's innovative contract scope maintains an "Anything<br>IT Anywhere" philosophy on a worldwide scale and includes all current, | Fee:<br>0.75% (Capped at \$150k per year per order over \$20M for a<br>orders and \$100K per year per order over \$13.3M when age<br>use GSA's Assisted Acquisition Service)<br>Availability:<br>All DoD and Civilian Agencies   |  |
| Add a filter  |                | View Details       Edit       Unpublish       Delete         Alliant Small Business (Best In Class)         Managing Agency: GSA         Best In Class (BIC)       Government-Wide Acquisition Contract         Provides IT solutions through performance of a broad range of services  | <b>Fee:</b><br>0.75% (Capped at \$100,000)   | Compare  |

Provides IT solutions through performance of a broad range of services including integration of various technologies critical to the services being

| <b>Fee:</b><br>0.75% (Capped at \$100,000) | 🗆 Compare        |
|--|------------------|
| Availability:                              | Solution Website |

### Conduct Market Research: Prices Paid Portal





#### How much should we be paying?

See the actual prices paid for goods and (some) services

Filter by <u>department</u>, <u>award vehicle</u>, <u>vendor name</u>, <u>manufacturer</u> and <u>date range</u>

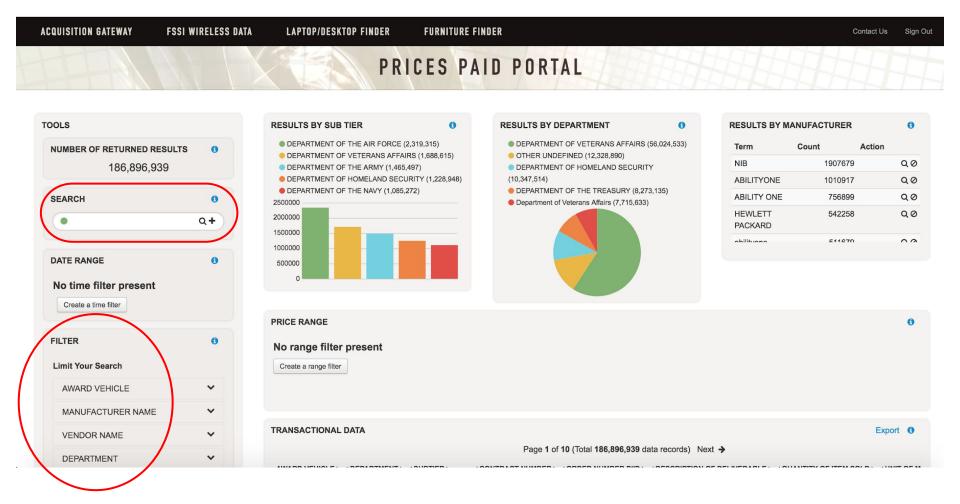
Do a text search across over 143 million records

For each record view transactional data details such as: price per unit, manufacturer parts number, UPC, DUNS, and <u>sub-tier agency</u>

Export the data as \*.CSV, \*.XML, or \*.JSON file

Records go back to 2010 and are constantly being updated

#### Conduct Market Research: Prices Paid Portal



# Conduct Market Research: CALC Tool



Where can I gauge how acceptable the potential labor rates offered by the RFPs are? Where can I go to develop an IGCE?

Search the actual hourly awarded ceiling labor rates by functional job names

See the 56k+ results for the average rate and view +/- 1 standard deviation

Filter by <u>education level</u>, <u>experience</u>, <u>work site</u>, <u>business</u> <u>size</u>, <u>SIN/Scheudle</u>, and <u>contract year</u>

Do a text search by exact match, contains words, or contains phrase

Export the data as \*.CSV, and/or download the graph

### Conduct Market Research: CALC Tool



An official website of the U.S. government



### Search awarded ceiling rates for labor categories

Learn about CALC >

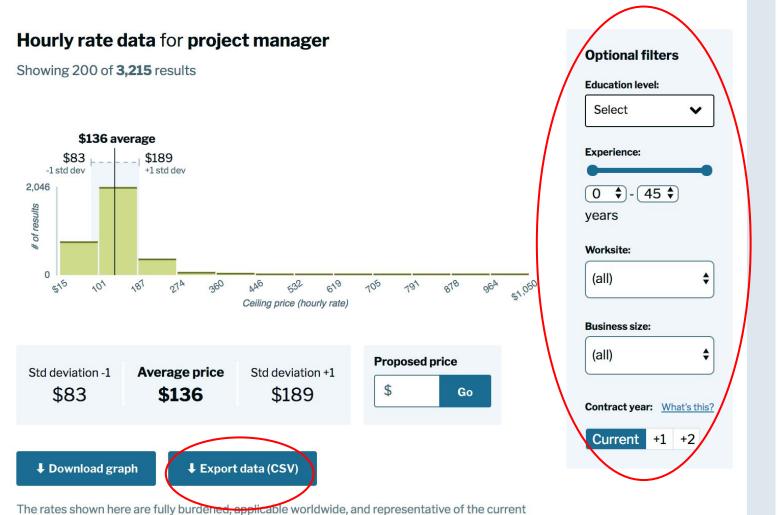
The Contract-Awarded Labor Category (CALC) tool helps federal contracting officers and others find awarded prices to use in negotiations for labor contracts. It offers ceiling prices, fully burdened costs, services data, and worldwide rates.

| lore a |   |
|--------|---|
|        | Search CALC                                       |
|        | Search labor categories in 13 contract vehicles 🔹 |
|        | Type a labor category Q Reset                     |
|        | Exact match                                       |

This website is in beta.

### Conduct Market Research: CALC Tool

Acquisition Gateway



The rates shown here are fully burdened, applicable worldwide, and representative of the currer fiscal year. This data represents rates awarded at the master contract level.





Where can I assemble all the components, documents, and project plan in one place to share with my team?

You can collect resources from across the Gateway apps and upload your own documents

Manage your acquisition research, documents, and timelines

Collect, upload, and link to Gateway research

Track milestones, tasks, and project information

Share your project with other team members to build your acquisition package collaboratively

| ACQUISITION GATEWAY  | Tools Resources Tutorials                     |  |  | Search Acquisition Gateway <b>Q</b>                |
|--|---|--|--|--|
| PROJECT CENTER         Hide Welcome Message         Project List | The Project Center allows you to manage yo    | - <b>the place to manage your acquisition pack</b><br>our acquisition research, documents, and timelines. You can co<br>uisition package with your team! Watch this short <b><u>video</u> t</b> o lear | llect resources from across the Gateway ap | ps and upload your own documents in one            |
| Milestone Templates  | Project List                                  |  |  |  |
|  | • New Project                                 |  |  | Sort by: Project Name                              |
|  | Cloud Collaboration                           |  |  |  |
|  | Project Health On Schedule, Low Risk          | Estimated Award 🚯<br>4/3/20 (441 days)   | Completion %<br>0                          | <b>Owner(s)</b><br>Jamie Abidiwan-Lupo, Shari Shor |
|  | Description: Cloud Colla                      | boration with CMS, DoD, HHS, and NIH   |  |  |
|  | Court Security Officer Services               |  |  |  |
|  | Project Health<br>N/A: No value was provided. | Estimated Award 🚯<br>1/7/19 (-11 days)   | Completion %<br>0                          | Owner(s)<br>Lauren Morton                          |
|  | <b>Description:</b> Find the be               | est court security officer   |  |  |
|  | Court Security Officer's (CSO) Pro            | gram   |  | ø  |
|  | Project Health<br>N/A: No value was provided. | Estimated Award 🚯 1/7/19 (-11 days)  | Completion %<br>8                          | <b>Owner(s)</b><br>Kelly Robinson                  |

| PROJECT CENTER                             | Back to Project List                         |  |  |   |   |
|--|--|--|--|---|---|
| Project List 🔹                             |  | y Officer's (CSO) Progra   | am                                       |   |   |
| Cloud Collaboration                        | Project Health<br>N/A: No value was provided |  | Estimated Award ①<br>1/7/19 (-11 days)   | Completion %                                  | <b>Owner(s)</b><br>Kelly Robinson         |
| Court Security Officer Services            | NA. NO value was provided.                   |  | 177719 (-11 uays)                        | 0   | Kelly Kobilison                           |
| Court Security Officer's (CSO)<br>Program  | Descriptio                                   | <ul> <li>provide all necessary personnel (<br/>Officer's (CSO) Program.</li> </ul> | management, supervision, and administrat | tive support), and services to maintain the U | Inited States Marshals Service Court Secu |
| Lyber Requirement                          |  |  |  |   | 0   |
| Gateway 101                                |  |  |  |   | Own                                       |
| Gateway 101                                |  | Milesteres   |  |   | -   |
| luman Capital Specialist - Sr.             |  | Milestones   | Acquisition Details                      | Content                                       | Team                                      |
| ۲ Hardware Laptops                         |  |  |  |   |   |
| andscaping Design Project<br>Fort Campbell | Milestone Sav                                | ve Template  |  |   | Collapse Al                               |
| andscaping Design Project<br>Fort Campbell | 1 O Not<br>Provided                          | Initial Package Received 🚯   |  | Not Assigned                                  |   |
| Vleeting Example                           |  |  |  |   |   |
| NPS  | 2 📀 1/16/19                                  | Complete Procurement Package 🌔   |  | Kelly Robinson                                | S1 =0 🖋 🕂 🔻                               |
| Records Management                         |  |  |  |   |   |
| atellite Comm Services                     |  | • • • • • • • • • • • • • • • • • •  | W-ll-D-l                                 |   | 12/2/40                                   |
| now removal                                |  | BPA to include Interpretation SO   | N Kelly Rol                              | binson  | 12/3/18                                   |
| teps to PBA Demo                           |  |  |  |   |   |
| raining 2.0                                | 3 O Not                                      | Acquisition Plan 🚯   |  | Not Assigned                                  | <b>€0 €0 ∕ +</b>                          |
| JSPS Training                              | Provided                                     |  |  |   |   |
| Milestone Templates                        | 4 O Not<br>Provided                          | Evaluation Plan 🚯  |  | Not Assigned                                  | <b>() () ()</b>                           |
|  | 5 O Not                                      | J&A (1)  |  | Not Assigned                                  |   |

| ACQUISITION GATEWAY   | Tools Resources                         | Tutorials                                |              |   |                   |                    | Search Acquisition            | Gateway <b>Q</b>                |
|---|---|--|--------------|---|-------------------|--------------------|-------------------------------|---------------------------------|
| PROJECT CENTER  | Back to Project List                    |  |              |   |                   |                    |                               |                                 |
| Project List  |   | curity Officer's                         | (CSO) Progra | am                                      |                   |                    |                               |                                 |
| Cloud Collaboration   | Project Health<br>N/A: No value was pro | ovided                                   |              | Estimated Award 🚯<br>1/7/19 (-11 days)  |                   | Completion %       |                               | <b>Dwner(s)</b><br>lly Robinson |
| Court Security Officer Services   | No value was pr                         | ovided.                                  |              | inni 9 (Fri days)                       |                   | 0                  | Kei                           | iy Kobinson                     |
| Court Security Officer's (CSO)<br>Program<br>Tyber Requirement                                | Des                                     | cription: provide all n<br>Officer's (CS |              | management, supervision, and administra | tive support), ar | d services to main | ntain the United States Marsh | als Service Court Secu          |
| Sateway 101   |   |  |              |   |                   |                    |                               | Own                             |
| Gateway 101   |   |  |              |   |                   |                    |                               |                                 |
| uman Capital Specialist - Sr.   | N                                       | lilestones                               | Acquisit     | tion Details                            | Conten            |                    |                               | Team                            |
| ۲ Hardware Laptops  |   |  |              |   |                   |                    |                               |                                 |
| andscaping Design Project<br>fort Campbell  | € Content                               |  |              |   |                   |                    |                               |                                 |
| andscaping Design Project<br>ort Campbell   | Туре                                    | Title †                                  |              | Milestone/Task                          |                   | Added              | Contributor                   | Remove                          |
| leeting Example   |   |  |              |   | •                 |                    |                               |                                 |
| PS  | 血                                       | BPA to include Interp                    | retation SOW | 2. Complete Procurement Package         | 8                 | 12/3/18            | Kelly Robinson                | 8                               |
| 15  |   |  |              |   |                   |                    |                               |                                 |
| ecords Management   |   |  |              |   |                   |                    |                               |                                 |
| ecords Management   | R                                       | Community Advice                         |              |   |                   | 12/3/18            | Kelly Robinson                | O                               |
|   | ₹.                                      | Community Advice                         |              |   |                   | 12/3/18            | Kelly Robinson                | 0                               |
| ecords Management<br>atellite Comm Services<br>now removal<br>teps to PBA Demo                |   |  |              |   |                   |                    |                               |                                 |
| ecords Management<br>atellite Comm Services<br>now removal<br>teps to PBA Demo<br>raining 2.0 | <b>P</b>                                | Community Advice                         |              |   |                   | 12/3/18            | Kelly Robinson Kelly Robinson | 0                               |
| ecords Management<br>atellite Comm Services<br>now removal<br>teps to PBA Demo                |   |  |              |   |                   |                    |                               |                                 |



| ACQUISITION GATEWAY  | Tools Resources Tutorials   |               |  |                                    | Sea                                      | arch Acquisition Gatewa      | y Q            |
|--|---|---------------|--|------------------------------------|--|------------------------------|----------------|
| PROJECT CENTER   | Back to Project List  |               |  |                                    |  |                              |                |
| Project List   | Court Security Officer's (  | CSO) Progr    | am   |                                    |  |                              |                |
| loud Collaboration   | Project Health<br>N/A: No value was provided.   |               | <b>Estimated Awar</b><br>1/7/19 (-11 days) | d 🚯                                | Completion %<br>8                        | <b>Owner(</b><br>Kelly Robir |                |
| ourt Security Officer Services<br>ourt Security Officer's (CSO)<br>rogram<br>yber Requirement<br>iateway 101 | Description: provide all nec<br>Officer's (CSO)   |               | (management, sup                           | ervision, and administrative suppo | ort), and services to maintain the Unite | d States Marshals Serv       | ice Court Sect |
| Gateway 101  |   |               |  |                                    |  |                              |                |
| luman Capital Specialist - Sr.   | Milestones  | Acquis        | ition Details                              | Content                            |  | Team                         |                |
| T Hardware Laptops   |   |               |  |                                    |  |                              |                |
| andscaping Design Project<br>Fort Campbell   | 🔁 Team Member   |               |  |                                    |  |                              |                |
| andscaping Design Project<br>Fort Campbell   | Person †  |               | Team Lead 🚯                                | Role                               | Access                                   |                              | Remove         |
| leeting Example  |   |               |  |                                    |  |                              |                |
| IPS  | Andrea Azarcon Heller <andrea.az< td=""><td>arcon@gsa.g</td><td></td><td>Program Manager</td><td>Can View</td><td>•</td><td>8</td></andrea.az<>         | arcon@gsa.g   |  | Program Manager                    | Can View                                 | •                            | 8              |
| ecords Management  |   |               |  |                                    |  |                              |                |
| atellite Comm Services   |   |               |  |                                    |  |                              |                |
| Snow removal   | C calvin.mitchell@gsa.gov <calvin.m< td=""><td>itchell@gsa.g</td><td></td><td>Contracting Officer</td><td>Can Edit</td><td>•</td><td>8</td></calvin.m<> | itchell@gsa.g |  | Contracting Officer                | Can Edit                                 | •                            | 8              |
| teps to PBA Demo   |   |               |  |                                    |  |                              |                |
| steps to FBA Denio   |   |               |  |                                    |  |                              |                |
| •  |   |               |  | Contracting Officer                | ls Owner                                 | -                            |                |
| raining 2.0  | Kelly Robinson <kelly.robinson@g< td=""><td>sa.gov&gt;</td><td></td><td>0</td><td></td><td></td><td></td></kelly.robinson@g<>                           | sa.gov>       |  | 0                                  |  |                              |                |
| iraining 2.0<br>JSPS Training<br>Milestone Templates   | Kelly Robinson <kelly.robinson@g< td=""><td>sa.gov&gt;</td><td></td><td>5</td><td></td><td></td><td></td></kelly.robinson@g<>                           | sa.gov>       |  | 5                                  |  |                              |                |

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### Acquisition Gateway

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| Hide Welcome Message<br>Keyword Search Q<br>Clear All<br>Document Type | The Document Library contains samples, ten package to the Project Center or download d   | ary - share your templates and sample<br>plates, and examples of a broad set of acquisition docu<br>ocuments directly to your desktop. Do you have a samp<br>reen, you will find a button labelled "Contribute." The m      | ments from all stages of the acquisition lifecycle. Save d<br>le document or carefully crafted template that other ac | quisition professionals could benefit from?  |
| Add a filter Agency Add a filter                                       | Displaying 1-25 of 1037 documents.   | hare  |   | <ul> <li>▲ 1 of 42</li> <li>▲ 25 • ## #</li> </ul>                                   |
| Acquisition Stage  | Business Management Sup  | pport Services - Organizational Su  | ipport  | 🕒 PDF 😡 Word   |
| Format<br>Add a filter   | (USCG) Command, Control, Communication, C<br>Organizational Transformation Support, Prog | ssary to provide Business Management Support Service:<br>computer, and Information Technology C4IT Service Cen<br>am/Project Support and Budgetary Planning, Program/<br>Sigma and Continual Process Improvement Consulting | ter (C4IT SC) Business Operations Division (BOD). Servic<br>Project Integration, Governance, Process, Workforce, an   | es may include: Strategic Planning and<br>d Budgetary Planning, Consulting Services, |
| Contract Type<br>Add a filter  | Document Type<br>Statement of Work (SOW)<br>Acq. Stages<br>Acquisition Planning          | Format<br>Sample<br>Contract Type<br>Non-specific   | Agency<br>Non-specific  |  |
|  | O 4 years ago  | 🛃 381   | <b>(100+</b>  | <b>9</b> 1   |
|  |  |   |   |  |

#### Army BRAC

The contractor shall provide all planning, organization, guidance and execution, and management oversight (control) for the period of performance stated in the PWS. The contractor shall provide all the performance stated in the PWS. The contractor shall provide all the performance stated in the PWS.

## Manage your Acquisition Package: **Document Library**

### Acquisition Gateway

| ACQUISITION GATEWAY Tool  | ols Resources Tutorials                                  |   | iearch Acquisition Gateway 🝳 🧻 🙀   |
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| Agile Training  |  |   | 🕒 PDF 🛛 😡 Word                     |
| The overall objective of this Task Order is to stakeholders and personas. | inform IAE/CAP teams on how to use an Agile approach, sp | ecifically Scrum, to design, develop, architect, and implement large scale and complex enterp | rise systems across a multitude of |
| Document Type   | Format   | Agency  |                                    |
| Performance Work Statement (PWS)  | Sample   | Non-specific  |                                    |
| Acq. Stages<br>Requirements Determination                                 | Contract Type<br>Non-specific                            |   |                                    |
| Requirements betermination  | Non-specific   |   |                                    |
| 🕑 4 years ago   | 268  | <b>(3)</b> 80+  | 🗨 0                                |
|   | AGILE TRAINING AND COAC                                  | HING  |                                    |
|   | 9.0 PERFROMANCE WORK STATE                               | MENT:   |                                    |
|   | 9.1 OVERARCHING OBJECTIVES                               |   |                                    |
|   |  |   |                                    |

Agile includes several different frameworks in its approach. For the purposes of this TO, the Agil

# Manage your Acquisition Package: eBuy Open





What (if any) other examples might be out there for this type of acquisition?

A searchable archive of over 279k electronic Requests for Quote (RFQ) /Proposal (RFP) submitted to eBuy Open

Text search by RFQID, RFQ description or title to easily find relevant examples

Includes the actual attached RFQs and RFPs for your review and download

Filter by <u>Buyer Agency</u>, <u>Schedules</u>, <u>Schedule Names</u>, <u>SINS</u>, <u>SIN Names</u>, <u>Status</u>, and <u>Date range</u>

Records go back to October 2013 and are constantly being updated

## Manage your Acquisition Package: eBuy Open

#### 🕊 gsa 🛛 eBuy Open

#### INFO

#### Welcome

GSA's eBuy-Open, is a web platform that provides access to all electronic Requests for Quote (RFQ) /Proposal (RFP) submitted through the GSA eBuy system from FY14 forward. A variety of data filtering, formatting and reporting features are available to analyze the data. Click here for more information.

| EXT SEARCH BY RFQID. RFQ DESCRIP                            | TION. TITLE OR | RFQ DATA          |                                      |             |            |                                   |   |                |             | Export   |
|---|----------------|-------------------|--------------------------------------|-------------|------------|-----------------------------------|---|----------------|-------------|----------|
| EFERENCE NUMBER   |                |                   |                                      |             |            | Page 1 of 5 (Total 361,335 RFQs)  |   |                | <b>&gt;</b> |          |
|   | ٩              | RFQID +           | < BuyerAgency >                      | IssueDate ► | CloseDate  | < Title ►                         | <sin th="" ►<=""><th>Schedule</th><th></th><th>&lt; Status</th></sin> | Schedule       |             | < Status |
|   |                | Expand RFQ1346409 | Department of the Navy               | 2019-01-17  | 2019-01-31 | DON ESL for HID Global ActivID Ac | 132 33  | 70             | 9           | Active   |
| ME PICKER   |                | Expand RFQ1346407 | Department of the Navy               | 2019-01-17  | 2019-01-25 | N0040619Q0088                     | 105 002, 563 29   | 51 V, 56       | 1           | Active   |
| 0/01/2013 to 01/18/2019 Q                                   |                | Expand RFQ1346406 | Department of Health and Human Se    | 2019-01-17  | 2019-02-04 | Training - FAC-C Classes          | HCATS SB POOL1  | HCATS SB       | 1           | Active   |
|   |                | Expand RFQ1346404 | Department of the Navy               | 2019-01-17  | 2019-01-21 | Replacement Parts                 | 105 002   | 51 V           |             | Active   |
| OP 5 AGENCIES   |                | Expand RFQ1346403 | Department of the Navy               | 2019-01-17  | 2019-01-22 | BANDSAW TA01                      | 577 001   | 51 V           |             | Active   |
| lerm .  | Count Action   | Expand RFQ1346402 | Department of the Navy               | 2019-01-17  | 2019-01-22 | Tents, Tables, and Chairs rental  | 192 33A, 192 37B  | 78, 78         | 1           | Active   |
| Department of the Air Force                                 | 68434 Q        | Expand RFQ1346401 | Department of the Air Force          | 2019-01-17  | 2019-02-18 | FOD-RAZOR REPLACEMENT MAT FOR     | 190 06  | 23 V           |             | Active   |
| epartment of the Navy                                       | 53658 Q        |                   |                                      |             |            | FOD                               |   |                |             |          |
| Department of Veterans Affairs                              | 49111 <b>Q</b> |                   | General Services Administration      | 2019-01-17  | 2019-01-23 | SAP NS2 SYBASE RENEWALS           | 132 33  | 70             | 3           | Active   |
| Department of the Army                                      | 42034 <b>Q</b> | Expand RFQ1346399 | Department of the Air Force          | 2019-01-17  | 2019-01-23 | Spotting Scope                    | 426 4J  | 84             |             | Active   |
| epartment of Defense (Office of the<br>ecretary of Defense) | 21892 Q        | Expand RFQ1346398 | Department of Health and Human Se    | 2019-01-17  | 2019-01-23 | i-STAT Cartridges                 | 555-2   | 65 VII         |             | Active   |
|   |                | Expand RFQ1346397 | Department of the Army               | 2019-01-17  | 2019-01-23 | Corrosion Prevention Compound     | 105 002   | 51 V           |             | Active   |
| TERING  |                | Expand RFQ1346396 | Department of the Army               | 2019-01-17  | 2019-01-23 | USAMRIID Dalrymple Conference Roo | 58 1  | 58 1           | 1           | Active   |
| Status  | ~              | Expand RFQ1346395 | Department of the Air Force          | 2019-01-17  | 2019-02-18 | PUBLIC ACCESS BLEEDING CONTROL ST | 465 9   | 84             |             | Active   |
| SINs  | ~              | Expand RFQ1346394 | Department of the Navy               | 2019-01-17  | 2019-01-24 | AUTODESK                          | 132 32  | 70             | 2           | Active   |
| SINS  |                | Expand RFQ1346393 | General Services Administration      | 2019-01-17  | 2019-02-01 | Softskills and Computer Applicati | 874 4   | 00CORP         | 3           | Active   |
| Schedules   | ~              | Expand RFQ1346392 | Department of Veterans Affairs       | 2019-01-17  | 2019-01-23 | Request for Information - A1c and | 555-10, 555-9   | 65 VII, 65 VII | 1           | Active   |
| BuyerAgency   | ~              | Expand RFQ1346391 | Department of the Navy               | 2019-01-17  | 2019-01-23 | High Volume Production Level Prin | 51 57   | 36             | 1           | Active   |
| SINNames  | ~              | Expand RFQ1346390 | Independent U.S. Government<br>Offic | 2019-01-17  | 2019-01-23 | Transport and Disposal of Non-Haz | 253 40  | 56             | 1           | Active   |
|   |                | Expand BEQ1346387 | Department of Defense (Office of     | 2019-01-17  | 2019-01-24 | Private and Executive office furn | 711 8   | 71             | 6           | Active   |

Feedback

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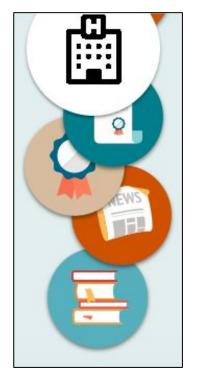
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| 🗣 Community   |  | Search Community for discussions   | Q        | Kelly Robins.                      |
|   | Activity Feed  |  |          | Sort by: Date Posted 🗢             |
|   | Have something to share?<br>Post a question or discussion topic in one of  | f the community groups!  |          | Start a Discussion                 |
|   | brad.demers@gsa.gov commented on a post<br>Rachel Gillerlain posted in Bes<br>Thursday, January 17, 2019 - 5:31 PM | st In Class (BIC)  |          |                                    |
| Kelly Robinson  |  | our Best-in-Class list which includes definitions of OMB's spend under management tiers o<br>supply Requisition Channel, the COMSATCOM Program, NITAAC CIO-SP3, and 8(a) STARS I | l        | age. FY19 additions to the list of |
|   | Attachments: 🕒 BIC List with BIC-SUM defin   | itions_1.15.2019-1547649379.pdf  |          | View more                          |
| About<br>Title Program Manager                                  | Reply <b>a</b> 3 Found this Helpful C S           P Best in Class (BIC)   Best in Class designation                | Share  |          |                                    |
| Agency     General Services Administration       Office     FAS | 1 Reply  | J  |          | •                                  |
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Find choices and vendors you were previously unaware of

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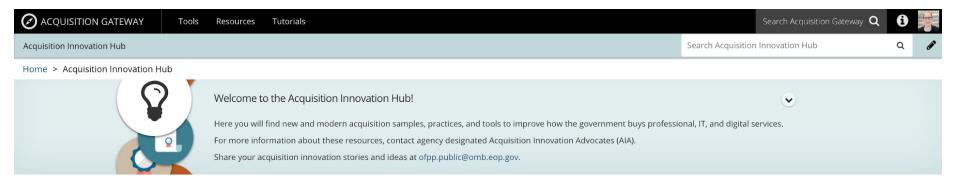
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|--|-------------------------------|---------------------|--|---|
| GUARDFINDER<br>Compare service providers | Found 73 results of 73        | ि Share             | <ul> <li>✓ 1 of 3</li> <li>✓ 25 -</li> </ul>   |   |
| Hide Disclaimer                          | Let GuardFinder simplify yo   | our next protective | services buy! Select labor categories, clearance level, business size, and location to compare solution providers. | • |
| Keyword Search Q                         |                               |                     |  |   |
| Clear All                                | Contract #: GS07F0230T        |                     | Vendor Name: 1ST CLASS SECURITY, INC.  |   |
| Services                                 |                               |                     | View Decails   |   |
| Add a filter                             |                               |                     |  |   |
| Clearance Level                          | Contract #: GS07F0303M        |                     | Vendor Name: ABC SECURITY SERVICE, INC.  |   |
| Add a filter                             |                               |                     | View Details   |   |
| Socioeconomic Status                     |                               |                     |  |   |
| Add a filter                             |                               |                     |  |   |
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| Add a filter                             |                               |                     | View Details   |   |
| OCONUS                                   |                               |                     |  |   |
| Add a filter                             |                               |                     |  |   |
|  | Contract #: GS07F0622N        |                     | Vendor Name: AMERICAN SECURITY PROGRAMS, INC   |   |
| 🖋 Edit App                               |                               |                     | View Details   |   |
| are Results to CSV                       |                               |                     |  |   |
|  | <b>Contract #:</b> GS07F0512V |                     | Vendor Name: B O S SECURITY, INC.  |   |
|  | contract #. 030710312V        |                     | View Details   |   |

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