California Multiple Award Schedules (CMAS)

How to become a California Multiple Award Schedules (CMAS) Contractor
# CMAS Statistics

## CMAS Sales - State and Local Governments

Sales for the Period from 1/1/2016 to 12/31/2016

<table>
<thead>
<tr>
<th>Calendar Quarter Reported</th>
<th>State Sales</th>
<th>Local Sales</th>
<th>Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016-1Q</td>
<td>$17,549,186</td>
<td>$48,992,738</td>
<td>$66,541,924</td>
</tr>
<tr>
<td>2016-2Q</td>
<td>$44,150,759</td>
<td>$81,098,556</td>
<td>$125,249,315</td>
</tr>
<tr>
<td>2016-3Q</td>
<td>$40,172,051</td>
<td>$47,046,549</td>
<td>$87,218,599</td>
</tr>
<tr>
<td>2016-4Q</td>
<td>$30,134,110</td>
<td>$33,267,403</td>
<td>$63,401,513</td>
</tr>
<tr>
<td><strong>Total Sales Reported by CMAS Vendors</strong></td>
<td><strong>$132,006,106</strong></td>
<td><strong>$210,405,245</strong></td>
<td><strong>$342,411,351</strong></td>
</tr>
</tbody>
</table>
A California Multiple Award Schedule (CMAS) is a streamlined, best value purchasing solution for State agencies and local governments seeking IT and Non-IT goods and services.
What is a CMAS

- CMAS is **not** established through a competitive bid process conducted by the State of California

- Therefore, all pricing, products and/or services offered must have been previously bid and awarded on a Federal GSA Schedule

Note: California code does not allow for formal protest of CMAS transactions
What is a CMAS

- The CMAS Program does not "use" the Federal GSA Schedule

- Instead, the State of California establishes a totally independent multiple award schedule for the same products and/or services, based on the same prices
What is a CMAS

- A CMAS does not guarantee that your company will do business with the state of California or with local governments.

- However, being awarded a CMAS places your company in a pool of potential contractors that ordering agencies can choose from.
What is a Federal GSA Schedule

- The Federal GSA Schedule is a multiple award schedule for the federal government.
- Products and/or services are assessed and evaluated.
- A GSA Schedule contains pre-negotiated pricing, delivery terms, warranties, and other terms and conditions.
The GSA Schedule terms and conditions and pricing must be published at the GSA eLibrary.

The GSA Schedule pricing posted at the eLibrary is the maximum allowed for each product and/or service.

When responding to a Request For Offer (RFO), CMAS contractors can offer prices that are lower than the GSA Schedule pricing, but not higher.
Option 1:
1) If the contractor already holds their own GSA Schedule, they can offer it as the base for their CMAS offer

Note: The CMAS Unit does not recommend applying for a GSA Schedule for the sole purposes of CMAS
Basis for Offer

- Option 2:
  2) The contractor can offer products, services, and pricing from a Federal GSA Schedule held by another company. In this case, the process is referred to as "piggybacking"
CMAS Term

- The term of a CMAS begins on the date of award by the CMAS Unit, and expires on the same date as the referenced Federal GSA schedule.
CMAS Renewal

- CMAS renewals/extensions do NOT occur automatically when the term of the base GSA schedule is renewed or extended
- It is the responsibility of the CMAS contractor to monitor the GSA eLibrary for renewals or extensions
- Please see the “CMAS Contract Management & Information Guide” for specific details
Who Can Use CMAS

- State and local government agencies may use CMAS, unless the contractor explicitly stipulates in their CMAS offer that the CMAS is not available to local governments.

- A local government agency is any city, county, district, or other local governmental body, including the California State University (CSU) and University of California (UC) systems, K-12 public schools and community colleges empowered to expend public funds.
CMAS Program Fees

- There is no fee to apply for a CMAS

- For CMAS sales to State agencies, the State agency pays an administrative fee to the Department of General Services. CMAS contractors do not pay fees for sales to State agencies.

- For CMAS sales to local government agencies, the CMAS contractor pays a 1% incentive fee to the Department of General Services based on the total value of the purchase order.

- If the CMAS contractor is a California certified Small Business (SB), both the administrative and incentive fees are waived.
What is Excluded

- Products and services from other DGS-Procurement Division contracts.
- Facility planning, medical services, registered nursing, human resources and security guard services.
- Legal Services
- Public works projects
What is Excluded (Con’t)

- Architectural, Construction, Engineering, and Environmental Services
- Facilities Maintenance and Management services are not allowed on CMAS. Two exceptions are:
  - Third party verification services of greenhouse gas emission and reports for existing facilities and operations.
  - Leadership in Energy & Environmental Design for existing buildings (LEED – EB)
Fiscal Agents

- When a subcontractor ultimately performs all of the services that a prime contractor has agreed to provide, and the prime contractor only handles the invoicing of expenditures, then the prime contractor’s role becomes that of a fiscal agent because it is merely administrative in nature. It is unacceptable to use fiscal agents in this manner because the agency is paying unnecessary administrative costs.
California Multiple Award Schedules (CMAS)

The California Multiple Award Schedules (CMAS) offers a wide variety of commodities, non-IT services and information technology products and services at prices which have been assessed to be fair, reasonable and competitive. Suppliers may apply for a CMAS contract at anytime - no bids are required.

The use of these contracts is optional and is available to state and local government agencies.

CMAS News
Find a CMAS Contract
For Suppliers / Contractors
CMAS Contract Terms & Conditions
For State Agencies
For Local Governments
Contact CMAS
For more information about CMAS:

- Visit the website: [http://www.dgs.ca.gov/pd/Programs/Leveraged/CMAS.aspx](http://www.dgs.ca.gov/pd/Programs/Leveraged/CMAS.aspx)
- E-mail: cmas@dgs.ca.gov
- Phone: (916) 375-4365