

## What is Transactional Data Reporting (TDR)?

TDR was initially introduced in 2016 as a three-year pilot program that included six GSA Schedules in their entirety and specific SINs under two GSA Schedules (see chart on page 2). Although the program was originally mandatory for Schedules in the pilot, GSA subsequently changed its position and allowed contractors to either opt-in to the program or otherwise abide by the CSP and PRC requirements. Today, any company that holds or is pursuing a qualifying GSA Schedule/SIN, has the option to participate in TDR.

The TDR pilot program collects transactional data on GSA Schedule sales including, but not limited to: the quantity, unit of measure, part number, product description, and price of items. Instead of just reporting high-level GSA Schedule sales by Special Item Number (SIN) on a quarterly basis, companies that participate in TDR must report transactional-level data on a monthly basis.

GSA announced in August 2019 that they will extend the TDR pilot through the government's fiscal year 2020. GSA is focusing their efforts on the Multiple Award Schedule (MAS) Consolidation and wants to allow more time to gather data on TDR under the new, single GSA Schedule.

## Why Would You Want to Participate in TDR?

In exchange for additional reporting, TDR contractors are exempt from the Price Reduction Clause (PRC) and Commercial Sales Practices (CSP) tracking and reporting requirements. TDR saves both the contractor and GSA administrative time, by cutting out CSP and PRC requirements. GSA's goal is to use the additional transparency into Schedule sales to support better buying decisions and category management initiatives that rely on federal buying data. Side note: GSA's Office of Inspector General (OIG) in late 2018 published a summary of its audit of the GSA TDR pilot program which expressed skepticism about whether GSA will actually be able to objectively measure and evaluate the data. But that's another story!

## TDR & the MAS Consolidation

It is still to be determined if TDR will be extended to all GSA Schedule Contract holders after the MAS Consolidation. Currently, TDR has continued to be an option under SINs that correspond with those in the pilot program. However, if a contractor opts to participate in TDR using one of the SINs under the IT Schedule 70 or Professional Services Schedule, then the contractor's entire GSA Schedule Contract is subject to TDR. GSA has stated this same concept will apply after the MAS Consolidation.

Also, if a vendor pursues a **new** GSA Schedule with TDR eligible SINs or modifies its current contract to add a TDR eligible SIN, TDR will apply to the entire contract, not just the eligible SINs. If a vendor currently holds multiple GSA Schedules where one or more is TDR and one or more is non-TDR, the vendor will eventually be given the option to consolidate all of its GSA Schedules into one contract during Phase III (occurring only late summer or early fall 2020) of the Consolidation that is TDR.

## Original Schedules & SINs re TDR Pilot Program

Schedule #	Schedule Name	SINs Included
70	IT Products & Services	132-8, 132-32/33/34, 132-54/55
73	Food Service Equipment	All
00CORP	Professional Services	871-1 through 871-7 (Engineering)
03FAC	Facilities Maintenance	All
51 V	Hardware Superstore	All
58 I	Audio/Video Solutions	All
72	Furnishings & Floor Coverings	All
75	Office Supplies	All