

GSA SCHEDULE – OVERVIEW OF BENEFITS & OPPORTUNITIES

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What is a GSA Schedule?

The GSA Multiple Award Schedule (MAS) Program, also referred to as the “Schedule,” is the premier contract vehicle for the federal government. The Schedule Program is a long term governmentwide contract between commercial suppliers and the federal government.

Suppliers or vendors give federal, and in some cases state and local buyers (including tribal governments and some educational institutions), access to millions of commercial products and services at negotiated ceiling prices. Schedule purchases represent approximately 21 percent of overall federal procurement spending--approximately \$42 Billion per year.

What are the Benefits of Having a GSA Schedule?

- **Pre-Vetted** The approval process at GSA is strict and detailed. Therefore, if a business holds a Schedule, this means it successfully passed the government evaluation process and legitimizes a business as a trusted source. This includes past performance evaluation and analysis of dozens of other factors. As a GSA certified contractor, government buyers know your company has been researched and approved as an elite supplier.
- **Pre-Qualification to Sell to Federal Buyers** The contract pre-qualifies you to sell products and services to federal buyers because the GSA has already negotiated fair and reasonable pricing with the supplier or vendor. Since pricing has already been determined as fair and reasonable by government standards, it is significantly easier to win government business, as individual agencies do not have to go through the process of determining if your pricing is competitive in the market. The federal government’s goal when purchasing products or services is to receive the best value, not necessarily the lowest price, for the government.
- **Competitive Advantage in Gaining Access to Opportunities** Once you have a GSA Schedule contract, you gain access to GSA sites that other companies do not. It can sell to any part of the government, including the Armed Forces. The company will have access to GSA eBuy, a website that only contract holders and agency buyers may access. This acquisition tool is where agencies look to request information and quotes from GSA Schedule holders. GSA eBuy often houses high-dollar, high-profile contract opportunities not available anywhere else. Also, your company will be listed in GSA Advantage and E-Library, where many buyers go to research and locate contractors to do business with. Once a business applies successfully to sell to a government department or agency, including the Armed Forces.

- **Extra-Benefit for Certain Business Categories** The Government sets aside a number of contracts for certain disadvantaged business categories. GSA runs the following program to help your disadvantaged business grow. The program includes:
 - HUBZone. Certifying your business as Historically Underutilized Business Zone may yield some additional benefits for your company as a GSA Schedule holder.
 - WOSB. Women-Owned Small Business Contracting program targets businesses that are owned and controlled by women.
 - 8(a) SBA certification offers a number of benefits for small businesses owned by disadvantaged individuals.
 - VOB. Certifying your company as a Veteran-Owned Business can also help reduce challenges of working with the government thanks to set-aside GSA contracts, and get special benefits too.
- **Long-Term (and mostly effortless) Cooperation with the Government** Each GSA contract is signed for 5 years with three consequential renewals for another 5 years. This totals to 20 years of streamlined sales with minimum administrative burden to manage such contracts.