“How To Get On A GSA Schedule”
as of 2/6/18
Dear Prospective Offerors (Intro)
Is GSA Right For You? Getting Started, etc.
Identify Your Competitors
Yes! I Want to Submit an Offer
No, I Do Not Want to Submit an Offer Right Now
- What Other Options Do I Have for Federal Business?
- Attachment A compares GSA MAS names and total sales for Fiscal Years 12-17
- Attachment B lists GSA MAS solicitation numbers
Resources
Dear Prospective Offerors Cont’

- First – we appreciate your interest in the GSA Multiple Award Schedules (MAS) and other GSA programs
- GSA awards to thousands of commercial firms each year
- MAS program is designed to enable federal agencies to
  - purchase commercial products/services quickly,
  - efficiently and @ fair and reasonable prices
  - while complying with the Federal Acquisition Regulation (FAR) when “easy-to-use” procedures are followed
Dear Prospective Offerors Cont’

Other potential GSA Solutions to be considered other than GSA schedules:

- Multiple Award Schedules (MAS)
- Blanket Purchase Agreements (BPAS)
- Indefinite Delivery Indefinite Quantity (IDIQ)
- Government-Wide Acquisition Contracts (GWAC)
- Network Services and Telecommunications
- OASIS & OASIS SB IDIQs
- Federal Strategic Sourcing Initiatives (FSSI)
- GSA Technology contracts (IT-70, GWAC’s & Network Service’s)
Go live to:

1. GSA Portal: https://www.gsa.gov
2. Is GSA Right For You? https://www.gsa.gov/acquisition/assistance-for-small-businesses/is-gsa-right-for-you
4. Choose How To Sell To GSA: https://www.gsa.gov/acquisition/assistance-for-small-businesses/choose-how-to-sell-to-gsa
7. Resources and Training: https://www.gsa.gov/acquisition/assistance-for-small-businesses/resources-and-training
eOffer/eMod is a web-based application that allows industry partners to prepare and submit their GSA Schedule offers/Schedule contract modification requests electronically. eOffer/eMod uses the latest digital authentication technology to ensure the integrity of data and to electronically sign the offer (proposal) or modification request. Digital certificates are required in order to use eOffer/eMod.

Benefits:
eOffer/eMod improves the proposal or modification process by:
- Introducing an easy-to-use, progressive screen design for submitting a Schedule proposal;
- Guiding users through each step of the solicitation and modification process;
- Automating the submittal process by electronically transferring the completed proposal/modification request to the contracting office; and
- Electronically signing documents.

Customer Assistance:
- **Technical Problems**: Industry partners who have technical questions, are experiencing technical problems, or have suggestions about how GSA may better serve them may contact GSA by calling **866-472-9114** or by sending an email to
Dear Prospective Offerors Cont’

- Attachment A: shows FY12-17 sales for all GSA MAS
- Next, to participate offerors must identify which schedules are applicable for the products/services they are offering
- To assist review the following websites:
  - www.gsaelibrary.gsa.gov
  - www.gsa.gov/schedules
## Attachment A: FY12 – 17 GSA MAS Sales

<table>
<thead>
<tr>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
</tr>
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<tbody>
<tr>
<td>Total Sales: $37,469,603,822.00</td>
<td>Total Sales: $34,816,300,621.00</td>
<td>Total Sales: $32,842,659,165.00</td>
<td>Total Sales: $32,999,814,317.00</td>
<td>Total Sales: $31,786,345,753.00</td>
<td>Total Sales: $30,770,556,173.00</td>
</tr>
</tbody>
</table>
Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and

- Multiple Award Schedule (MAS)
- Blanket Purchase Agreement (BPA)
- Indefinite-Delivery, Indefinite Quantity (IDIQ)
- Governmentwide Acquisition Contracts (GWACs)
- Network Services and Telecommunications
- PSC schedule/SIN crosswalk
## Federal Acquisition Service

### Schedule List

<table>
<thead>
<tr>
<th>Source</th>
<th>Description</th>
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<tbody>
<tr>
<td>BPA</td>
<td><strong>MAS Blanket Purchase Agreements (BPAs)</strong> - In order to support agencies with their strategic sourcing requirements, GSA is developing a number of MAS Blanket Purchase Agreements for selected commodities and services. These BPAs can be used by all agencies to fulfill requirements. MAS BPAs leverage the government’s buying power and achieve significant cost savings through the aggregating of federal demand. Click here for info on BPA ordering procedures.</td>
</tr>
<tr>
<td>00CORP</td>
<td><strong>The Professional Services Schedule (PSS)</strong> - The Professional Services Schedule (PSS) enables Federal agencies to procure a wide variety of professional services using a single Schedule contract.</td>
</tr>
<tr>
<td>03FAC</td>
<td><strong>FACILITIES MAINTENANCE AND MANAGEMENT</strong> - GSA offers a vast array of innovative, customer-focused facilities products and services. Facilities Maintenance and Management, Schedule number 03FAC, is a Multiple Award Schedule that provides federal agencies a streamlined procurement device to acquire all of the services necessary to maintain and manage a facility.</td>
</tr>
<tr>
<td>23 V</td>
<td><strong>AUTOMOTIVE SUPERSTORE</strong> - GSA purchases many types of new vehicles and vehicle related products for government agencies and DoD. Use AutoChoice to purchase: Alternative fuel vehicles; Ambulances; Buses; Light Trucks; Light trucks - vocational; Medium and heavy trucks; Sedans; Wheelchair vans; Wrackers and carriers. When using this schedule, you can access vendors directly to place an order for vehicles or accessories or you can contact GSA to place the order on your behalf! More information on these options is available through our CARSS line at 703-605-CARS (2377). The following vehicles and accessories are available under GSA Schedule: Aircraft, Airplanes and Helicopters; Construction Equipment; Heavy Construction Equipment; Road and Snow Maintenance; Fire Trucks; Low Speed Vehicles (Gas or Electric); Mobile Command Centers; Remanufactured Engines; Snow Maintenance Equipment; Tankers; Tires; Trailers; Trash Collectors and Recycling Vehicles; Truck Bodies; and Vehicle Accessories and Equipment.</td>
</tr>
<tr>
<td>36</td>
<td><strong>THE OFFICE, IMAGING AND DOCUMENT SOLUTION</strong></td>
</tr>
<tr>
<td>46</td>
<td><strong>TRANSPORTATION, DELIVERY AND RELOCATION SOLUTIONS</strong></td>
</tr>
<tr>
<td>51 V</td>
<td><strong>HARDWARE SUPERSTORE</strong> - Includes Household and Office Appliances; Commercial Coatings, Adhesives, Sealants and Lubricants; Hardware Store Catalog and Store Front; Lawn and Garden Equipment; Machinery and Implements; Rental and Leasing (as pertains to products offered under this schedule); Tools, Tool Kits, Tool Boxes; Woodworking and Metal Working Machinery; All Parts and Accessories Related to Products Offered Under This Schedule.</td>
</tr>
<tr>
<td>56</td>
<td><strong>BUILDINGS AND BUILDING MATERIALS/INDUSTRIAL SERVICES AND SUPPLIES</strong> - This Schedule provides a full range of commercial products and services covering such areas as buildings and building materials/industrial services and supplies. In addition, this program offers energy saving building supplies, alternative energy solutions, and related services.</td>
</tr>
<tr>
<td>58 I</td>
<td><strong>PROFESSIONAL AUDIO/VIDEO TELEMETRY/TRACKING, RECORDING/REPRODUCING AND SIGNAL DATA SOLUTIONS</strong></td>
</tr>
<tr>
<td>599</td>
<td><strong>TRAVEL SERVICES SOLUTIONS</strong> - Click here to view GSA BPAs for Emergency Lodging Services</td>
</tr>
<tr>
<td>621 I</td>
<td><strong>PROFESSIONAL AND ALLIED HEALTHCARE STAFFING SERVICES</strong></td>
</tr>
<tr>
<td>621 II</td>
<td><strong>MEDICAL LABORATORY TESTING AND ANALYSIS SERVICES</strong></td>
</tr>
<tr>
<td>65 I B</td>
<td><strong>PHARMACEUTICALS AND DRUGS</strong> - Includes Antiseptic Liquid Skin Cleansing Detergents and Soaps, Dispensers and Accessories.</td>
</tr>
</tbody>
</table>
Federal Acquisition Service

65 II A MEDICAL EQUIPMENT AND SUPPLIES
65 II C DENTAL EQUIPMENT AND SUPPLIES
65 II F PATIENT MOBILITY DEVICES - Includes Wheelchairs, scooters, walkers.
65 V A X-RAY EQUIPMENT AND SUPPLIES - Includes medical and dental x-ray film.
65 VII INVITRO DIAGNOSTICS, REAGENTS, TEST KITS AND TEST SETS
66 SCIENTIFIC EQUIPMENT AND SERVICES - Test and Measurement Equipment, Unmanned Scientific Vehicles; Laboratory Instruments, Furnishings and LIMS; Geophysical and Environmental Analysis Equipment; and Mechanical, Chemical, Electrical, and Geophysical Testing Services
66 III CLINICAL ANALYZERS, LABORATORY, COST-PER-TEST
67 PHOTOGRAPHIC EQUIPMENT - CAMERAS, PHOTOGRAPHIC PRINTERS AND RELATED SUPPLIES & SERVICES (DIGITAL AND FILM-BASED)
70 GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES - Pursuant to Section 211 of the e-Gov Act of 2002, Cooperative Purchasing provides authorized State and local government entities access to information technology items offered through GSA’s Schedule 70 and the Corporate contracts for associated special item numbers. Contracts with the COOP PURC icon indicate that authorized state and local government entities may procure from that contract.

71 FURNITURE
71 II K COMPREHENSIVE FURNITURE MANAGEMENT SERVICES (CFMS)
72 FURNISHING AND FLOOR COVERINGS
73 FOOD SERVICE, HOSPITALITY, CLEANING EQUIPMENT AND SUPPLIES, CHEMICALS AND SERVICES - offers a variety of cleaning equipment and accessories, and cleaning products for daily cleaning - products that keep facilities clean in an environmentally friendly manner. Housing Managers and Facility Managers will enjoy the full range of Hospitality Solutions under this Schedule. In addition, all food service needs from eating utensils to an entire custom designed food court kiosk concept that supports new branding initiatives are available.
736 TEMPORARY ADMINISTRATIVE AND PROFESSIONAL STAFFING (TAPS) - Temporary Administrative and Professional Staffing Services
738 X Human Capital Management and Administrative Support Services
751 LEASING OF AUTOMOBILES AND LIGHT TRUCKS
76 PUBLICATION MEDIA
78 SPORTS, PROMOTIONAL, OUTDOOR, RECREATION, TROPHIES AND SIGNS (SPORTS) - Sports equipment and supplies, fitness equipment, sounds of music, child’s play, sports clothing and accessories, safety zone products, camping and hiking equipment, park and playground equipment, wheel and track vehicles, recreational watercraft, flags, awards, trophies, presentations, promotional products, briefcases and carrying cases, trade show displays and exhibit systems and all related products and service.
81 I B SHIPPING, PACKAGING AND PACKING SUPPLIES - Bags, Sacks, Cartons, Crates, Packaging and Packing Bulk Material
94 TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT AND EMERGENCY/DISASTER RESPONSE - The Local Preparedness Acquisition Act, signed June 26, 2008, authorizes state and local governments to purchase from GSA alarm and signal systems, facility management systems, firefighting and rescue equipment, law enforcement and security equipment, marine craft and related equipment, special purpose clothing, and related services.
Federal Acquisition Service

Schedule Summary

MAS Blanket Purchase Agreements (BPAs) - In order to support agencies with their strategic sourcing requirements, GSA is developing a number of MAS Blanket Purchase Agreements for selected commodities and services. These BPAs can be used by all agencies to fulfill requirements. MAS BPAs leverage the government’s buying power and achieve significant cost savings through the aggregating of federal demand.

Click here for info on BPA ordering procedures.

BPA Category List: Categories

Download Contractors (JSON)

CMAAS - Continuous Diagnostics and Mitigation (CDM) Program, Tools and Continuous Monitoring as a Service (CMaaS) Blanket Purchase Agreements (BPAs), General Services Administration (GSA) / Federal Acquisition Service (FAS) / Assisted Acquisition Service (AAS) / FEDSM established multiple award BPAs to provide Department of Homeland Security (DHS) and all U.S. Federal Departments and Agencies (D/As), State, Local, Regional, and Tribal Governments with specialized IT services and tools to implement DHS CDM Program. The CDM Program seeks to defend Federal IT networks from cyber security threats by providing continuous monitoring sensors (tools), diagnostic, mitigation tools, dashboards, and CMaaS to strengthen the security posture of Government networks. The CDM Tools/CMaaS Blanket Purchase Agreements (BPAs) were awarded competitively against GSA IT Schedule 70 contracts in accordance with Federal Acquisition Regulation (FAR) 8.405-3. They have a combined total estimated ceiling of $6 billion over the anticipated five-year period of performance.

The scope of the Tools/CMaaS BPAs includes 15 Tool Functional Areas and 11 CMaaS Service Task Areas. At the time of BPA award, only the first four Tool Functional Areas will be available for ordering, along with the 11 CMaaS Service Task Areas. As future requirements develop, the additional Tool Functional Areas will be made available for ordering. Please view the Ordering Guide located here for more information regarding the scope of the BPA.

Federal Agencies, State, Local, Regional, and Tribal Governments who wish to use the CDM, Tools/CMaaS BPAs through Direct Order/Direct Bill must first request a Delegation of Procurement Authority. See the Ordering Guide for how to request a Delegation of Procurement Authority.

FSSI WIRELESS - FSSI Wireless allows Federal and State & Local agencies to better manage wireless spending by consolidating service plans and centralizing management along with rate optimization to maximize value and savings. With services from four large carriers, agencies optimize usage costs through pooling, plans with zero-cost devices, and greater visibility into inventory and account data.

JANSAN CAT 1 - Cleaning Compounds and Related Dispensers - The JANSAN Cleaning Compounds & Related Dispensers BPA includes both cleaning compounds used to sanitize and disinfect bathrooms, kitchens, office surfaces and hospitals as well as personal sanitation products. The category includes but is not limited to disinfectants, degreasers, glass cleaner, laundry detergents, dish detergents, bleach, hand soap, aerosol fresheners, surface protection supplies and the related dispensers for these items.

JANSAN CAT 2 - Non-motorized Cleaning Equipment and Trash Receptacles - The JANSAN Non-motorized Cleaning Equipment and Trash Receptacles BPA includes both non-motorized items used to perform the manual cleaning of areas as well as the receptacles and hoppers used to collect waste. Examples of products associated in this category include...
Federal Acquisition Service

GSA Technology Contracts

IT Schedule Contracts: IT multiple award schedule contracts allow for choice, flexibility, ease of use, and access to quality businesses in the IT arena. They allow agencies to procure information technology equipment, software, and services as needed to meet agency IT missions.

<table>
<thead>
<tr>
<th>Source</th>
<th>Description</th>
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<tbody>
<tr>
<td>70</td>
<td>GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES - Pursuant to Section 211 of the e-Gov Act of 2002, Cooperative Purchasing provides authorized State and local government entities access to information technology items offered through GSA’s Schedule 70 and the Cooperative contracts for associated special item numbers. Contracts with the COOP PURC icon indicate that authorized state and local government entities may procure from that contract.</td>
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</tbody>
</table>

Governmentwide Acquisition Contracts or GWACs: Governmentwide Acquisition Contracts or GWACs are task order or delivery order contracts for information technology established by one agency for governmentwide use. Each GWAC is operated by an Executive Agent designated by the Office of Management and Budget pursuant to Section 5112(e) of the Clinger-Cohen Act, 40 U.S.C. 1412. For more information on GWACs, visit the GSA Governmentwide Acquisition Contracts (GWACs) website.

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<tr>
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<tbody>
<tr>
<td>8ASTARS2</td>
<td>R(a) Streamlined Technology Acquisition Resources for Services (STARS II) - The R(a) STARS II GWAC is designed to promote small business utilization when purchasing information technology (IT) services or IT services-based solutions for the federal government. The R(a) STARS II program is reserved exclusively for qualifying certified 8(a) small business concerns as the prime contractors per Federal Acquisition Regulation (FAR) 19.8. R(a) STARS II features:</td>
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<td>* Multiple award, indefinite delivery indefinite quantity (IDIQ) contract vehicle</td>
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<tr>
<td></td>
<td>* Five-year base with one five-year option</td>
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<td></td>
<td>* $10 billion program ceiling</td>
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<td></td>
<td>* Directed Order Authority: Directed task orders up to $4 million each are allowed for federal civilian and Department of Defense activities*</td>
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<tr>
<td></td>
<td>The 8(a) STARS II design consists of two constellations ( tiers) based on industry accreditations. Constellation I includes industry partners with competitive pricing and technical proficiency. Constellation II includes industry partners who have competitive pricing, technical proficiency, and an additional industry credential. The industry credentials for constellation II include one or more of the following:</td>
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<tr>
<td></td>
<td>* Capability Maturity Model Integration II+ (services or development)</td>
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<td></td>
<td>* ISO 9001: 2008</td>
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<tr>
<td></td>
<td>Each of the 8(a) STARS II constellations includes four functional areas designated by the North American Industry Classification System (NAICS). These NAICS functional areas are:</td>
</tr>
<tr>
<td></td>
<td>511511 Custom Computer Programming Services</td>
</tr>
<tr>
<td></td>
<td>511512 Computer Systems Design Services</td>
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</tbody>
</table>
One Acquisition Solution for Integrated Services (OASIS) - The OASIS Program is composed of multiple award indefinite delivery/indefinite quantity (MA-IDIQ) contracts. The contract consists of a base period of five (5) years with one (1) five year option period. The purpose of OASIS SB is to meet the needs of customers with complex integrated professional service based requirements who cannot use, or find difficulty using, the MAS Schedules, Government-wide Acquisition Contracts (GWACs), or other existing vehicles for a solution. Complex integrated professional services based requirements are those that:

- Involve multiple professional services disciplines;
- Involve significant IT components, but are not IT requirements;
- Involve ancillary support services and supplies (commonly referred to as Other Direct Costs - ODCs);
- Involve commercial or non-commercial services, or a blend of both;
- Require consideration of all Federal Acquisition Regulation (FAR) Part 16 pricing alternatives, including fixed-price with or without incentives, cost-reimbursement (all types), Time-and-Material, Labor-Hour, or combinations of these alternatives, to fairly allocate risk between the contractor and Government; and
- Require blending of all or some of the above.

OASIS Category List: Category Description

**OASIS POOL1**

- Management/Scientific/Technical Services - This Pool comprises efforts primarily engaged in applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, structures, processes, and systems. The assignments undertaken under this pool may involve any of the following activities: provision of advice, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services. For example, the scope of this Pool covers Engineering, Mapping, Testing, Management/Business Consulting, Human Resources, Marketing/Public Relations, Logistics Consulting, Environmental, and all Other Professional/Scientific/Technical services.
- NAICS
  - 511300 Engineering Services
  - 541300 Geophysical Surveying and Mapping Services
  - 541370 Surveying And Mapping (Except Geophysical) Services
  - 541380 Engineering Services
  - 541390 Testing Laboratories
  - 541611 Administrative Management and General Management Consulting Services
Federal Acquisition Service

One Acquisition Solution for Integrated Services - SB (Small Business) - The OASIS SB Program is composed of multiple award indefinite delivery/indefinite quantity (MA-IDIQ) contracts. The contract consists of a base period of five (5) years with one (1) five-year option period. All Pools described below and all contracts are Set Aside for Small Business Only. The purpose of OASIS SB is to meet the needs of customers with complex integrated professional service based requirements who cannot one, or find difficulty using, the MAS Schedules, Government-wide Acquisition contracts (GWACs), or other existing vehicles for a solution. Complex integrated professional services based requirements are those that:

- Involve multiple professional services disciplines;
- Involve significant IT components, but are not IT requirements;
- Involve ancillary support services and supplies (commonly referred to as Other Direct Costs - ODCs);
- Involve commercial or non-commercial services, or a blend of both;
- Require consideration of all Federal Acquisition Regulation (FAR) Part 16 pricing alternatives, including fixed-price with or without incentives, cost-reimbursable (all types), Time-and-Material, Labor-Hour, or combinations of these alternatives, to fairly allocate risk between the contractor and Government;
- Require blending of all or some of the above.

OASIS SB Category List:

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
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<tbody>
<tr>
<td>OASIS SB POOL1</td>
<td>Management/Scientific/Technical Services - This Pool comprises efforts primarily engaged in applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, structures, processes, and systems. The assignments undertaken under this pool may involve any of the following activities: provision of advice, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services. For example, the scope of this Pool covers Engineering, Mapping, Testing, Management/Business Consulting, Human Resources, Marketing/Public Relations, Logistics Consulting, Environmental, and all Other Professional/Scientific/Technical services. Awardees consist of only small businesses.</td>
</tr>
</tbody>
</table>

NAICS
541330 Engineering Services
541360 Geophysical Surveying and Mapping Services
541370 Surveying And Mapping (Except Geophysical) Services
541380 Testing Laboratories
541611 Administrative Management and General Management Consulting Services
Federal Acquisition Service

Federal Strategic Sourcing Initiative (FSSI) - Office Supplies (OS3)

OS3 Category list: Categories

- General Office Supplies - OS3 Office supplies include, but are not limited to items such as: adding machines and calculators, binding and filing supplies, calendars, personal organizers, and other dated office items, cases and portfolios, computer accessories, computer media, drawing and graphic arts supplies, mailing and shipping supplies, some office furnishings such as desks, stools, picture frames and wastebaskets, shredders, visual communications and meeting aids, writing instruments, and miscellaneous office supplies such as staplers, paper clips, binder clips, adhesive tape, label makers, rubber stamps, ink, push pins, and paper-hole punchers, paper such as copier, carbon, cards, computer, fine stationary, inkjet, laser multipurpose, notebook filler, resume, rolls, stationary and labels, toner such as new ink and laser jet cartridges; multicolor and black, and solid ink and remanufactured ink and laser jet cartridges, multicolor and black, and solid ink.

- Paper - OS3 Paper includes paper items such as copier, carbon, cards, computer, fine stationary, inkjet, laser multipurpose, notebook filler, resume, rolls, stationary and labels. Restroom paper such as toilet paper and paper towels is excluded.

- Toner and Inkjet - OS3 Toner and inkjet includes toner and inkjet such as new ink and laser jet cartridges; multicolor and black, and solid ink and remanufactured ink and laser jet cartridges, multicolor and black, and solid ink.

- GSA On-the-Go - OS3 GSA On-the-Go provides general office supplies with added capability for same day delivery, secure desktop, expedited delivery within four (4) hours of order receipt and/or brick/mortar store presence for onsite immediate delivery serving Government Offices in the top ten (10) US Metropolitan Areas by population.
Dear Prospective Offerors Cont’

- Once you identified the right schedule for your products/services you must read and understand the solicitation posted via FedBizOps.gov
- The solicitation, including the clauses become the contract upon final negotiation and signature
- A critical success factor for each contractor is compliance w/terms and conditions of the negotiated contract
Federal Acquisition Service

- **Schedule Programs**: General Purpose Commercial Information Technology Equipment, Software, and Services
  - **Schedule 70**
  - *Accepts eOffer*

- **Solicitation Number**: FCIS-JB-980001-B

- **Point of Contact**: (703) 605-2700, IT Customer Service @ it.center@gsa.gov
Dear Prospective Offerors Cont’

- **NOTE:** *One of the most important things you need to understand is that a GSA MAS contract is not a guarantee of future sales.*
- GSA MAS program is optional for federal agencies
- Competition is required for orders exceeding the micro-purchase threshold ($3.5K) (FAR Part 8.4)
- GSA MAS program helps reduce acquisition lead time and provides a wide selection of state-of-the-art commercial products and services
Dear Prospective Offerors Cont’

- GSA has already determined prices to be fair and reasonable; therefore, purchases made under the GSA MAS program do not require a synopsis of the requirement nor posting on FedBizOpps.gov

- Although GSA provides benefits to potential buyers for using the GSA MAS program we **DO NOT** market or promote specific contracts, contractors or their products – PERIOD!
Dear Prospective Offerors Cont’

- After award, each vendor is required to market their products/services to federal buyers and other authorized users of the GSA MAS program.
- Since purchasing authority is spread out across federal agencies and other authorized users of GSA MAS contracts, marketing may not be an easy task.
- Accordingly, targeted marketing and relationship building is an important element of success.
Dear Prospective Offerors Cont’

- **Attachment B** contains several GSA MAS titles, POC and solicitation numbers (others on FedBizOps)
- Each solicitation contains vital information for each contractor to know should they receive an award
- The Vendor Support Center (VSC) provides tools and information for assisting contractors to understand and meet their contract requirements; and to market their products/services to government customers
- To access the VSC website: [https://vsc.gsa.gov/](https://vsc.gsa.gov/)
Dear Prospective Offerors Cont’

The VSC website provides three critical offerings:

- Pathway to Success
  - (under the training button)
- New Contractor Orientation Website
  - (under the training button)
- The Steps to Success
  - (under the Publications button)
Identify Your Competitors

- Visit the following websites for information regarding the products/services that are currently available through GSA MAS contracts:
  - GSA Advantage: [https://www.gsaadvantage.gov](https://www.gsaadvantage.gov)

- Identify potential competitors under the GSA MAS program
Federal Acquisition Service

U.S. General Services Administration
Identify Your Competitors Cont’

- When reviewing how to compete with other vendors on GSA MAS look at the following:
  - Key information as your competitor’s pricing,
  - Delivery time,
  - Warranty terms,
  - Services, and other conditions

- Think about how you will be prepared to meet or beat such terms...which will make your company more competitive
Identify Your Competitors Cont’

- Other factors that purchasers may consider:
  - Past performance and expertise in providing the products/services that your company seeks
- Often, purchasers under the GSA MAS program use “Best value” as opposed to lowest price, technically acceptable
- You should assess your ability to compete for orders under all possible award evaluation criteria
Identify Your Competitors Cont’

- Use the Schedule Sales Query website at [http://ssq.gsa.gov](http://ssq.gsa.gov) which provides detailed sales information on current GSA MAS contractors.
- Specifically... you can search to see whether your competitors have successfully sold similar products and/or services under the GSA MAS Program.
- Review/analyze the websites to assess competitors environment for products/services you will provide.
- You decide if GSA MAS is right FOR YOU!
News Last Updated: August 04, 2017

Friday, August 4, 2017

• FY 2016 Sales: 1:00:00 AM EST
  Third quarter 2016 is available for all reports

Saturday, August 5, 2017

• FY 2016 Sales: 12:00:00 PM EST
  All quarters for 2015 are available for all reports

Friday, August 4, 2017

• FY 2016 Sales: 1:45:00 PM EDT
  Third quarter 2016 is available for all reports

Wednesday, December 16, 2015

• FY 2015 Sales: 9:00:00 AM EST
  All quarters for 2015 are available for all reports

Wednesday, December 16, 2015

• FY 2015 Sales: 10:00:00 AM EST
  Third quarter 2015 is available for all reports

Sunday, July 9, 2017

• FY 2015 Sales: 11:00:00 AM EST
  Second quarter 2015 is available for all reports

Wednesday, September 20, 2017

• FY 2017 Sales: 3:30:00 PM EST
  First quarter 2017 is available for all reports

For inquiries from the press, please contact the GSA Press Line at (202) 501-1231.
Schedule Sales Query Report Generation System

Step 2 of 3

We have various report formats from which to choose. Please see the examples of each report to determine which one will suit your needs. Please select the type of report you want to view.

1. All Schedules by Fiscal Year
2. All Schedules by Available Fiscal Years
3. SIN & Schedule Totals by Fiscal Year
4. All Contract Sales by Schedule by Fiscal Year
5. Schedule Sales Grand Total by Quarter by Fiscal Year
6. Total for All Quarters by Contractor by Fiscal Year
7. Total by Quarter & SIN by Contract Number and Fiscal Year
8. Total for Each Quarter for a Specific SIN by Fiscal Year
9. Total by Quarter & Contract for a Specific Contractor and Fiscal Year
10. Total by Contractor for a Specific Schedule and Fiscal Year
11. All Sales by Fiscal Year for a Specific SIN Number
12. All Contractors by Schedule by Business Size by NAICS Code

View Example  Generate Report
Identify Your Competitors Cont’

- **TIP:** Remember, if your company is awarded a GSA MAS contract, your company must generate at least $25,000 in sales the first 2-years of performance
  - then...at least $25,000 in sales annually thereafter

- If your company is newly established or has commercial sales <$50K to date, you must recognize the difficulty to meet minimum sales requirement

- If you decide to make an offer a formal business plan is critical to ensuring your success
Identify Your Competitors Cont’

Finally, how well you perform under the contract is the most critical element of your success!
Yes! I Want to Submit an Offer

- GSA is always looking for highly qualified firms to increase competition under the GSA MAS program.
- While not all offers receive a GSA MAS contract, the program is open to responsible offerors when the company demonstrates requirements of a solicitation are met, including fair and reasonable pricing.
- Typically, it takes ~120 days or longer for an offer to be clarified, evaluated, and negotiated (keep in mind this varies depending on the type of schedule...).
Yes! I Want to Submit an Offer Cont’

- A well prepared, documented offer w/competitive pricing will expedite evaluation and award process
- Offers requiring corrections and clarifications take more time to be evaluated...back in line when rec’d...
- Suggestions for submitting a complete offer:
  - Complete the free, online course entitled "How to Become a Contractor – GSA MAS Program" at the Center for Acquisition Excellence website at [https://cae.gsa.gov](https://cae.gsa.gov)
Yes! I Want to Submit an Offer Cont’

- Suggestions for submitting a complete offer cont’:
  - Read the solicitation. Solicitations are posted online @ [https://www.fbo.gov](https://www.fbo.gov) as FedBizOpps is for Federal Government procurements >$25K
  - Attend free training by GSA on how to obtain a GSA MAS contract @ [http://www.gsa.gov](http://www.gsa.gov)
  - Submit your offer, make sure items you are offering are clearly identified, pricing proposal is clearly stated and explained
Yes! I Want to Submit an Offer Cont’

- After you submit an offer, the Procuring Contracting Officer (PCO) will verify that you have submitted all of the required information and will use the information to evaluate your offer.

- The PCO will look at numerous areas including:
  - Pricing, Past Performance, Scope (Does the offering fit the scope of the contract?), Financial Capability, Technical Capability, Subcontracting Plan (Applicable to large businesses), Other requirements.
No, I Do Not Want to Submit an Offer Right Now. What Other Options Do I Have for Federal Business?

- If you decide not to pursue a GSA MAS contract you may participate in other Federal Gov’t Acquisitions
- Seek other Government contracting opportunities at FedBizOpps.gov, [www.fbo.gov](http://www.fbo.gov)
  - Federal Gov’t procurement opportunities >$25K
  - Search, monitor, and retrieve solicitations for products and services issued by all federal agencies
No, I Do Not Want to Submit an Offer Right Now. What Other Options Do I Have for Federal Business Cont’?

• FAR set-aside procurements estimated from $3,500 - $150,000 for small businesses
• Participate in subcontracting opportunities with companies under contract to the Government
• Existing schedule contractors are always looking for opportunities to subcontract, especially to:
  – small, small disadvantaged, woman-owned small, and service disabled veteran-owned small businesses
No, I Do Not Want to Submit an Offer Right Now. What Other Options Do I Have for Federal Business Cont’?

➤ GSA MAS Program is continually open...

➤ You may want to evaluate the interest in your products/services and submit an offer at a later date???
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- Vendors should review the complete listing below to determine the appropriate GSA Schedule under which their supplies (products) and/or services may be offered, the applicable Solicitation Number, and the Point of Contact for the GSA Schedule.

- Those Schedules accepting offers using e-Offer, a web-based application that allows vendors to prepare and submit their GSA Schedule offers electronically, are noted in the applicable tables to follow...
Attachment B: FedBizOps.gov

- Vendors may obtain additional information by clicking on the following links in each table:
  - **Schedule Number** to view GSA eLibrary (formerly Schedules e-Library) descriptions of the generic supplies and/or services under the Schedule
  - **Solicitation Number** the online solicitation files
  - **Point of Contact** to send an email message or call
## Attachment B: FedBizOpps.gov

<table>
<thead>
<tr>
<th>Schedule Programs</th>
<th>Solicitation Number</th>
<th>Point of Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Purpose Commercial Information Technology Equipment, Software, and Services</td>
<td><strong>Schedule 70</strong></td>
<td><strong>FCIS-JB-980001-B</strong></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
<td></td>
<td>(703) 605-2700 IT Customer Service</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:it.center@gsa.gov">it.center@gsa.gov</a></td>
</tr>
<tr>
<td>Buildings and Building Materials/Industrial Services and Supplies</td>
<td><strong>Schedule 56</strong></td>
<td><strong>7FCI-F8-090058-B</strong></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
<td></td>
<td>(817) 574-2482 Haley Naegele</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:haley.naegele@gsa.gov">haley.naegele@gsa.gov</a></td>
</tr>
<tr>
<td>Food Service, Hospitality, Cleaning Equipment and Supplies, Chemicals, and Services</td>
<td><strong>Schedule 73</strong></td>
<td><strong>7FCM-C4-090073-B</strong></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
<td></td>
<td>(817) 574-2482 Haley Naegele</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:haley.naegele@gsa.gov">haley.naegele@gsa.gov</a></td>
</tr>
<tr>
<td>Professional Services Schedule</td>
<td><strong>Schedule 00CORP</strong></td>
<td><strong>FCO000CORP0000C</strong></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
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<td>National Customer Service</td>
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<td>GSA</td>
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## Attachment B: FedBizOps.gov

<table>
<thead>
<tr>
<th>Schedule Programs</th>
<th>Solicitation Number</th>
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<tbody>
<tr>
<td>*Accepts eOffer</td>
<td>7FC1-L3-030084-B</td>
<td>(817) 574-2301 Brenda McCall</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:brenda.mccall@gsa.gov">brenda.mccall@gsa.gov</a></td>
</tr>
<tr>
<td>Temporary Administrative and Professional Staffing Services (TAPS)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
<td>7FCM-N6-030738-B</td>
<td>(817) 574-2388 Frank Wilson</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:frank.wilson@gsa.gov">frank.wilson@gsa.gov</a></td>
</tr>
<tr>
<td>Scientific Equipment and Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
<td>7FCB-C4-070088-B</td>
<td>(817) 574-2388 Frank Wilson</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:frank.wilson@gsa.gov">frank.wilson@gsa.gov</a></td>
</tr>
<tr>
<td>Facilities Maintenance and Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
<td>6FEC-E6-030292-B</td>
<td>(816) 926-6760 HSS Marketing Team</td>
</tr>
<tr>
<td></td>
<td></td>
<td><a href="mailto:hssmarketing@gsa.gov">hssmarketing@gsa.gov</a></td>
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## Attachment B: FedBizOps.gov

<table>
<thead>
<tr>
<th>Schedule Programs</th>
<th>Solicitation Number</th>
<th>Point of Contact</th>
</tr>
</thead>
</table>
| Human Resources and EEO Services  
  **Schedule 738 X**  
  *Accepts eOffer*                                                              | 2FYA-AR-060004-B             | (212) 264-0868  
  [smartshop@gsa.gov](mailto:smartshop@gsa.gov) |
| Office Products/Supplies and Services and New Products/Technology  
  (Includes Restroom Products)  
  **Schedule 75**  
  *Accepts eOffer*                                                            | 2FYB-BU-050001-B             | (212) 264-0868  
  [smartshop@gsa.gov](mailto:smartshop@gsa.gov) |
| Photographic Equipment — Cameras, Photographic Printers and Related Supplies and Services (Digital and Film-Based)  
  **Schedule 67**  
  *Accepts eOffer*                                                            | 2FYB-BJ-030001-B             | (212) 264-0868  
  [smartshop@gsa.gov](mailto:smartshop@gsa.gov) |
| Publication Media  
  **Schedule 76**  
  *Accepts eOffer*                                                            | 2FYA-JD-060001-B             | (212) 264-0868  
  [smartshop@gsa.gov](mailto:smartshop@gsa.gov) |
## Attachment B: FedBizOps.gov

<table>
<thead>
<tr>
<th>Schedule Programs</th>
<th>Solicitation Number</th>
<th>Point of Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Audio/Video, Telemetry/Tracking, Recording/Reproducing, and Signal Data Solutions</td>
<td><strong>3FNG-RG-020001-B</strong></td>
<td>(215) 446-4887 <a href="mailto:schedule58j@gsa.gov">schedule58j@gsa.gov</a></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shipping, Packaging and Packing Supplies — Bags, Sacks, Cartons, Crates, Packaging and Packing Bulk Material</td>
<td><strong>2FYB-DJ-050008-B</strong></td>
<td>(212) 264-0868 <a href="mailto:smartshop@gsa.gov">smartshop@gsa.gov</a></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Furniture</td>
<td><strong>3QSA-JB-100001-B</strong></td>
<td>(703) 605-9300 <a href="mailto:schedule71@gsa.gov">schedule71@gsa.gov</a></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
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## Attachment B: FedBizOps.gov

<table>
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<tr>
<th>Integrated</th>
<th>Solicitation Number</th>
<th>Point of Contact:</th>
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<tbody>
<tr>
<td>Comprehensive Furniture Management Services</td>
<td>3FNC-B3-003001-B</td>
<td>(703) 605-9300 <a href="mailto:schedule71lk@gsa.gov">schedule71lk@gsa.gov</a></td>
</tr>
<tr>
<td><strong>Schedule 71 II K</strong></td>
<td></td>
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<tr>
<td>*Accepts eOffer</td>
<td></td>
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</tr>
<tr>
<td>Furnishings and Floor Coverings</td>
<td>3QSA-LV-100002-B</td>
<td>(215) 446-4885 <a href="mailto:schedule72@gsa.gov">schedule72@gsa.gov</a></td>
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<tr>
<td><strong>Schedule 72</strong></td>
<td></td>
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<tr>
<td>*Accepts eOffer</td>
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</tr>
<tr>
<td>The Office, Imaging and Document Solutions—Office Equipment Products and Services</td>
<td>3FNJ-C1-000001-B</td>
<td>(215) 446-4886 <a href="mailto:schedule36@gsa.gov">schedule36@gsa.gov</a></td>
</tr>
<tr>
<td><strong>Schedule 36</strong></td>
<td></td>
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</tr>
<tr>
<td>*Accepts eOffer</td>
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</tr>
<tr>
<td>Sports, Promotional, Outdoor, Recreational, Trophies, and Signs (SPORTS)</td>
<td>3FNG-MG-080002-B</td>
<td>(215) 446-4899 <a href="mailto:schedule78@gsa.gov">schedule78@gsa.gov</a></td>
</tr>
<tr>
<td><strong>Schedule 78</strong></td>
<td></td>
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<tr>
<td>*Accepts eOffer</td>
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<table>
<thead>
<tr>
<th>Schedule Programs</th>
<th>Solicitation</th>
<th>Point of Contact</th>
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</thead>
<tbody>
<tr>
<td>Automotive Superstore</td>
<td>FFAH-C2-990235-B</td>
<td>(703) 605-1866 Morgan Phillips Snyder <a href="mailto:morgan.phillipsnyder@gsa.gov">morgan.phillipsnyder@gsa.gov</a></td>
</tr>
<tr>
<td>Schedule 23 V</td>
<td></td>
<td></td>
</tr>
<tr>
<td>*Accepts eOffer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Leasing of Automobiles and Light Trucks</td>
<td>FFAP-P4-000768-B</td>
<td>(703) 605-5580 Janetta Sheinall <a href="mailto:janetta.sheinall@gsa.gov">janetta.sheinall@gsa.gov</a></td>
</tr>
<tr>
<td>Schedule 751</td>
<td></td>
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<tr>
<td>*Accepts eOffer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transportation, Delivery and Relocation Solutions (TDRS)</td>
<td>FBGT-GG-050001-B</td>
<td>(703) 605-2920 Lisa Romano <a href="mailto:lisa.romano@gsa.gov">lisa.romano@gsa.gov</a></td>
</tr>
<tr>
<td>Schedule 48</td>
<td></td>
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<tr>
<td>*Accepts eOffer</td>
<td></td>
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</tr>
<tr>
<td>Travel Services Solutions</td>
<td>QMAD-CY-090001-B</td>
<td>(703) 605-2918 Brenda Samuels <a href="mailto:brenda.samuels@gsa.gov">brenda.samuels@gsa.gov</a></td>
</tr>
<tr>
<td>Schedule 599</td>
<td></td>
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<tr>
<td>*Accepts eOffer</td>
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Attachment B: FedBizOps.gov

- The shortcut to all GSA schedules is:
  https://www.gsa.gov/acquisition/purchasing-programs/gsa-schedules/industry-partners/gsa-schedule-solicitations
Helpful Websites:

• General Services Administration (GSA): [http://gsa.gov](http://gsa.gov)

• GSA Schedules: [http://www.gsa.gov/portal/category/100611](http://www.gsa.gov/portal/category/100611)

• GSA e-Library: [http://www.gsa.gov/portal/content/100020](http://www.gsa.gov/portal/content/100020)

• GSA Events [UPCOMING EVENTS AND TRAINING:](http://www.gsa.gov/portal/event/getEvents/future/category/22104/host Url/portal)
Helpful Websites Cont’

• For Vendors - Getting on Schedule:  
  http://www.gsa.gov/portal/content/198473

• Vendor Support Center:  
  http://www.gsa.gov/portal/content/100018

• FedBizOps.gov:  https://www.fbo.gov/

• GSA website for SB Training/Business Ops/Tools and Resources:  
  http://www.gsa.gov/portal/content/105221
Helpful Websites Cont”

- Marketing to the Federal Government:
  [http://www.gsa.gov/portal/content/104176](http://www.gsa.gov/portal/content/104176)

....and many more on GSA.GOV
Federal Acquisition Service

Questions???
Federal Acquisition Service

Todd D. Cook
Customer Service Director (CSD)
GSA Federal Acquisition Service
Region 4 CaSE (Customer Accounts & Stakeholder Engagement)
Office: (850) 283-8615
Cell: (850) 890-1088
todd.cook@gsa.gov
Danny Scanlon
Customer Service Director (CSD)
GSA Federal Acquisition Service
Region 4 CaSE (Customer Accounts & Stakeholder Engagement)
Office: (228)342-9092
danny.scanlon@gsa.gov