



U.S. General Services Administration

# Federal Acquisition Service

## Fundamentals of Doing Business with the Government

GSA & AMSA HHGs & Freight Forum  
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Mid-Atlantic Region  
January 30, 2007



## Federal Acquisition Service

### **Transportation Service Opportunities**

- Household Goods
- Freight
- Specialized One Time Only (OTO) Rate
- Office Relocation (under \$100,000)
- GSA Schedule



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## Centralized Household Goods Traffic Management Program (CHAMP)

- Transporting household goods, privately owned vehicles and unaccompanied baggage.
  - Domestically and Internationally
  - Over 270 approved Transportation Service Providers
  - Ranked based on Customer Satisfaction Index and Value Index



## Federal Acquisition Service

### **Freight Management Program**

- Provide federal agencies with standardized and economical transportation rates and services
  - Over 800 approved Transportation Service Providers
  - Ranked by the lowest cost
  - Planned development of Quality Rating



## Federal Acquisition Service

### **One Time Only (OTO) Rate**

- No available TMSS Rate on file
- Specific geographical location
- Unique agency requirements
- Submit written rates
- Procured through GSA Regional Transportation Program Offices

### **Office Relocation**

- Under \$100,000, handled by GSA Regional Offices
- Ordering agency's unique requirements
- Submit written rates
- Procured through GSA Regional Transportation Program Offices



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## **GSA Schedule 48**

### Transportation, Delivery and Relocation Solutions (TDRS)

- Relocation Service Package (SIN 653-1)
- Move Management Services (SIN 653-7)
- Office Relocation Services (SIN 653-8)



## Federal Acquisition Service

### What is a GSA Schedule?

- Commonly known as the Multiple Award Schedules (MAS)
  - Long term government contracts
  - Obtain “most favored customer pricing”
- Contracting Officers reviews all offers
- Awards
  - Scope of the GSA Schedule Solicitation
  - Fair and reasonable



## Federal Acquisition Service

### Available GSA Schedule Training

- Online training
  - Available through the Center for Acquisition Excellence
  - No cost
  - Self Pace
- Recommended courses
  - “Getting on the Schedule”
  - “How to become a Contractor- GSA Schedule Program”



## Federal Acquisition Service

### Resources

- GSA issues notice on [gsa.gov/fedbizopps](https://gsa.gov/fedbizopps)
  - Household Goods Services
  - Freight Services
  - Schedules
- Visit [gsa.gov/transportation](https://gsa.gov/transportation)
  - Provides links to the Transportation Program and to GSA Schedule
- Visit [gsaelibrary.gov](https://gsaelibrary.gov) (direct link to Schedule 48)



## Federal Acquisition Service

### Resources

- GSA Transportation Program Offices
  - Central Office Transportation Office (703) 605-5618
  - HHGs Program, Brian Kellhofer (816) 823-3646
  - Freight Program, Jim Stroup (816) 823-3646
- GSA Schedule National Help Desk (800) 488-3111
- GSA TDRS Schedule 48
  - Lisa Romano (703) 605-2920



## Federal Acquisition Service

### **Approval Process Completed by TSP**

- Application Approval (HHGs New Carriers)
- Request For Offers
- Carrier responds using the rate filing process
- GSA validates the rates
- Electronic notification



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GSA has reviewed your rates and approves you as a Transportation Service Provider (TSP)!



[gsa.gov/transportation](https://gsa.gov/transportation)



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## Federal Acquisition Service

### **A Period of Confusion**

- I am approved, now what...
- Where are the customers...
- I'm not getting any shipments...
- What did I miss in the process...



## Federal Acquisition Service

### Marketing Opportunities

- Conferences and Forums
  - GSA Expo May 15-17 Orlando, FL
  - GSA & AMSA Household Goods and Freight Forum
  - Travel & Transportation Conference
- Federal Yellow Book & USA.gov
- Federal Procurement Data System
- TMSS Agency User List
- Conduct customer visits



## Federal Acquisition Service

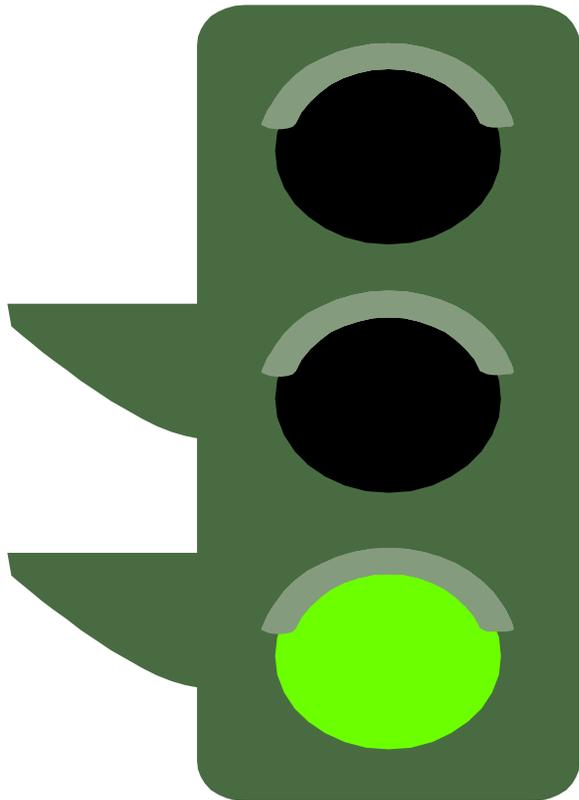
### **GSA Marketing Efforts**

- Conduct Agency Review and Assistances Program
- GSA Customer Service Director
- GSA Expo
- Travel & Transportation Conference
- Customer Site Visit



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## **GSA Transportation Program Offices**

Central Office (703) 605-5618

Mid-Atlantic Region (202) 619-8953

Southeast Sunbelt Region (404) 331-1111

Heartland Region (816) 823-3646

Pacific Rim Region (415) 522-2845

[gsa.gov/transportation](https://gsa.gov/transportation)