Background and Benefits
GSA Leasing Support Services (GLS) expands the variety of services that GSA can use when seeking leased space for customers. GLS is a nationwide program that leverages private sector expertise to meet federal government space needs in a variety of ways. Most notably, through GLS, brokers can negotiate lease rates on behalf of GSA and a portion of their commission is passed through to customers as a rent credit.

GLS is supported by a collection of Indefinite Delivery/Indefinite Quantity (IDIQ) contracts designed to complement GSA’s workforce and provide support services in each region.

The two main goals of the GLS program are:
- Assist in delivering best value space solutions
- Leverage private sector resources and expertise

What Resources Does GLS Offer Customers?
The GLS program allows for flexibility in which resources to use in support of lease acquisition through the use of the broker contract. On a per project basis, GSA regions can select from a suite of resources called modules using a combination of requirements development, lease acquisition, and post award services to better assist customers.

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<tr>
<th>MODULE TYPE</th>
<th>MODULE DESCRIPTION / TARGET PROJECT TYPES</th>
<th>REQUIREMENTS DEVELOPMENT</th>
<th>LEASE ACQUISITION</th>
<th>POST AWARD SERVICES</th>
<th>EXTENSION</th>
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How Was GLS Developed?
GLS is GSA’s third iteration of a national broker contract platform and was developed from a decade of experience and lessons learned. The current GLS program was designed with consideration to GAO recommendations including linking program goals to cost savings and implementing a means of evaluating and reporting contract results.

How Can GLS Reduce Rent Costs?
Through the GLS program, brokers are evaluated on - and incentivized to - negotiate leases below established market rates. Not only might a customer benefit from these lower rates, but a portion of the broker’s negotiated commission is also passed on as a credit to the customer in the form of rent credit.

How Are Private Sector Brokers Evaluated?
To ensure that federal agencies receive the best possible rate and highest level of service, the GLS program is governed by a performance-based contract. Each broker project is monitored by a GSA Contracting Officer Representative (COR) to ensure deliverables are submitted accurately and timely.

The COR completes task-level evaluations for each project, noting the broker’s performance in five areas:
- Document Quality
- Personnel Technical Quality
- Cost Control
- Timeliness
- Business Relations

The scores from the task-level evaluations are compiled by zone biannually and used to determine future work assignments for the brokers.

For More Information
For more information about GSA Leasing Support Services, contact your customer lead or visit www.gsa.gov/gls.