



### 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.

MODULE TYPE	MODULE DESCRIPTION / TARGET PROJECT TYPES	REQUIREMENTS DEVELOPMENT	LEASE ACQUISITION	POST AWARD SERVICES	EXTENSION
Module 1	<b>DELUXE ACQUISITION SERVICES</b> Requirements Development, Lease Acquisition, Post Award Services	✓	✓	✓	✗
Module 2	<b>PROGRAMMING &amp; ACQUISITION SERVICES</b> Requirements Development & Lease Acquisition	✓	✓	✗	✗
Module 3	<b>OCCUPANCY SERVICES</b> Lease Acquisition & Post Award Services	✗	✓	✓	✗
Module 4	<b>LEASE ACQUISITION</b> Lease Acquisition	✗	✓	✗	✗
Module 5	<b>LIMITED VALUE LEASES</b> <small>* TBD on Task Order Award</small>	* ✓	✓	* ✓	✗
Module 6	<b>PLANNING SERVICES</b> Lease Extension	With an associated Task 1-5 or GSA Approval			✓



## **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](http://www.gsa.gov/gls).