



# GSA Leasing Support Services (GLS Plus)

*Leveraging Private Sector Expertise in Lease Acquisition*

## Background and Benefits

GLS Plus is the result of three preceding national contracts and nearly 15 years of experience and knowledge gained. These contracts provide broker and leasing support services (i.e., market surveys, site visits and inspections, document preparation, and negotiations) for GSA's lease contracting officers. GSA's previous national broker contracts have saved taxpayers approximately \$432 million in lease cost avoidance through rent credits to GSA's customers housed in leased space. GLS Plus emphasizes taxpayer savings, leverages commercial real estate broker expertise, and improves the federal customer agency experience from requirements development through construction management. GSA intends to award nearly 39 million square feet in task orders to the GLS Plus brokers. GSA anticipates small businesses will receive approximately \$70 million in broker commissions through their participation in GLS Plus.

## What Resources Does GLS Plus Offer Customers?

GLS Plus emphasizes taxpayer **savings**, improves the federal agency **customer experience** from requirements development through occupancy, and leverages private sector expertise. This contract signals both a stretch toward greater innovation and higher performance expectations from our external partners. Building on the successes of the past, multi-disciplined, interdivisional and cross-regional teams, including Program Officials, Leasing Specialists, and Contracting Officers, developed the GLS Plus Statement of Work.

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



## **How Can GLS Plus Reduce Costs?**

GSA will assess broker performance under GLS Plus based upon achievement of desired outcomes for each lease acquisition project. GSA intends to increase the use of brokers under GLS Plus with enhanced pre- and post-award services and integrating new technologies -- such as virtual market tours and analytical tools -- which promote cost saving real estate solutions.

## **How Will GLS Plus Improve the Customer Experience?**

The overarching goal with GLS Plus is to more closely align broker performance with GSA's strategic objective of saving money through real estate. GSA Solutions:

- Capitalizes on earlier engagement on high value projects
- Promotes increased utilization of broker services
- Allows greater broker flexibility in executing strategic planning services
- Increases objectivity in broker performance evaluations to align with desired outcomes

## **How Will GLS Plus Leverage Broker Expertise?**

Broker performance expectations begin with aggressive customer planning efforts, closer adherence to project schedules and costs, and continued opportunities for small businesses. GSA Solutions:

- Raises expectations for broker knowledge, skills and abilities
- Increases efficiency and cost savings with the introduction of 360 degree camera technology for market surveys
- Capitalizes on annual market presentations
- Expands on Pre and Post Award service offerings through enhanced menu of services

## **For More Information**

For more information regarding GSA Leasing Support Services, please click [here](#).