Why an Agency Should Consider Using GSA Schedules

- Accelerated Acquisitions at low cost to meet time sensitive acquisitions
  - For Services usually 15-60 days depending on acquisition complexity
  - For Products … just minutes if using GSA Advantage!

- Time savings means Agency Contracting Office:
  - Can spend more time on contracts not suitable for GSA Schedules (Cost Plus contracts)
  - Satisfy more customer requirements in less time while getting FTE credit
  - Reduces customers desires to seek external contracting support

- Three ways to acquire GSA Services:

  - Customer Managed Acquisitions:
    - Agency Contracting Office issues all task orders and manages the procurement
    - Agency bears no cost to use Schedule Contract Vehicles
    - No Interagency transfers of money
    - Agency in total control of acquisition

  - GSA Managed Assisted Services:
    - GSA acts in behalf of the Agency Contracting Office (some service task exceptions for Energy and Environmental Services)
    - 2-5% fee paid by Agency
    - Money is transferred to GSA

  - Using other Acquisition Agency Fee for Service vendors and requesting use of GSA Contract Vehicles
    - Fee ranges vary
    - Money is MIPRed to Fee for Service Agency

- No Requirement to Advertise (synopses) Task Orders

- Competition-in-Contracting Act (CICA) Compliant

- Task Orders Count towards Agency Socio-economic goals.

- Task Orders Count towards agency FTE work load, assuming agency policy allows it.

- There is no limit to the size of the orders

- Pricing on GSA Advantage represents Ceiling Prices
- Can ask for further discount depending on size of acquisition
- Prices are based on “most favored customer”
- Prices have already been determined to be fair and reasonable

- Products and Services offered World-wide

- Evergreen IDIQ Contracts awarded for 5 years with 3 Five year options
  - FFP, FFPAF, FFPOE, FFPEPA, FFPI, TM, LH type contracts
  - GSA manages and updates open solicitation at least every two years to incorporate changes in clauses or laws
  - Responds to request for contract Modifications and administration of basic contract vehicle

- Agencies with IDIQ contracts already established could still improve contracting support and save money by using GSA because:
  - The Agency at the end of the IDIQ must re-compete the contract at more cost than just using GSA’s contract
  - The Agency is carrying the administrative expenses of maintaining their IDIQ contract

- Can add clauses at the Task Order Level as long as they do not conflict with the basic Schedule contract

- Ability to award Single or Multiple Award BPAs using GSA Schedules

- Contractors can make use of Contracting Teaming Arrangements or Prime / Subcontractor Requirements to provide a total solution.

- E-Tools available to acquire goods & services or conduct market research
  - Agency can use GSA e-Tools for RFI’s, RFQ’s and to award contracts or
  - Agency can use GSA e-Tools for market research and award and track GSA Schedule awards with their procurement systems

- With over 17,000 Contractors, Agencies most desired contractors likely already hold a GSA Schedule Contract
  - If they don’t, most GSA Acquisition Centers will expedite an Agency request to award a Schedule Contract to a particular vendor

- Free training and assistance from local Customer Service Directors.