

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, FFPLOE, 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.