



Domain Experts in GSA/VA  
Schedule Consulting

## **Benefits of GSA / VA Multiple Award Schedule Program (MAS)**

### **Overview of GSA / VA Schedules**

The MAS program is the premier acquisition vehicle in government, with approximately \$50 Billion a year in spending or 10 percent (10%) of overall federal procurement spending.

Schedules are fast, easy, and effective contracting vehicles for both customers and industry partners. GSA and VA establish long-term, governmentwide contracts with commercial companies to provide access to millions of commercial products and services at volume discount pricing.

Schedules facilitate and simplify the Government procurement process by having pre-negotiated Terms and conditions and pricing. They speed the procurement process as the purchase cycle time can be as little as 24 hours. The schedules allow for a wide variety of contractors across all industries providing federal buyers with an abundance of the most current commercially available services and products.

### **Key Benefits of the GSA Schedules Program**

The wide variety and large number of Schedule contractors allow ordering activities to access an extensive range of supplies and services to satisfy their requirements. More than 17,000 Schedule contractors offer more than 25 million supplies and services.

### **Advantages of GSA/ VA Schedules to the Federal Buyer**

- Access the latest innovative technologies, services and product available
- Fast, simple ordering process
  - Services and products
- “Best Value” determination to select services or supplies to meet needs
- Assists agencies in meeting their small business contracting goals
- Limited competitive evaluations
- Minimum protest exposure
- Direct relationship with contractor
- Blanket Purchase Agreements (BPA’s)
- Contractor Teaming Agreements
  - Allow for total solution to be met using multiple contractors

## **Advantages of GSA / VA Schedules to the Contractor**

- Fast simple buying process
- Wide-scope IDIQ contract
- Hundreds of authorized buying activities
- Implied government endorsement
- Direct customer relationship
- Offers can be customized
- Limited Competition
- Fast order/payment procedure
- Prompt payment
- Use of government purchase card

GSA and VA continually update the offerings under the MAS program, and aids industry partners in being successful in the government marketplace. Particularly, the MAS program has a strong record of small business achievement.

To be successful under the MAS program, industry partners should be prepared to take necessary steps to be productive in a highly competitive marketplace. Having a GSA or VA Schedule contract is a significant investment on the part of the industry partner and GSA or VA. Careful analysis, planning, and proactive steps are required to ensure industry partners are successful under the MAS program.

GSA and VA are committed to helping industry partners succeed in the government marketplace.

## **Making the Decision to obtain a GSA / VA Schedule**

As a company, the decision to become a GSA Schedule contract holder depends on a series of decisions, including what products or services you want to provide to government agencies and other qualified schedule purchasers, what kind of market there is within the government for what you are selling and which schedule or schedule would be the most effective vehicle for doing so.

One of the most important decisions you must make is what pricing and discounting you will offer the government. The GSA contracting officer who is in charge of your selected schedule must make an official determination that your pricing is “fair and reasonable,” and he or she must understand what commercial discounts you give to your commercial customers.

However, the GSA / VA Schedule is just a “hunting License”: you are still responsible for marketing and convincing the government agencies of your value, of getting them to procure your services and/or product.

## **About the Gormley Group**

The Gormley Group is the leading GSA and Veterans Administration Schedule contract consulting firm in the nation having unparalleled domain expertise with every single type of GSA and VA Schedule. We provide hands-on assistance in obtaining and maintaining your GSA and VA Schedule Contract.

As part of your federal business team, we provide a dedicated consultant who works with the GSA and VA on your behalf. We help you develop a sound pricing strategy. We prepare and submit your schedule contract offer, we revise your schedule contract when modifications are necessary and we manage your contract to ensure compliance demands are met.

TGG's Federal Acquisition expertise is unmatched in the Industry. We have helped hundreds of companies secure and maintain their Schedule contracts. Our President has both government and industry experience working with the Schedules Program and is still considered responsible for its \$40B+ in federal market sales. Our Federal Acquisition Subject Matter Expert has over 30 years working with the Schedules Program and wrote the Schedules Policy. Our Consulting Staff brings an industry perspective, depth of Schedules Program knowledge and decades of experience in successfully maneuvering through an everchanging Schedules Program environment that allows our clients accelerated financial success.