



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

Overview of GSA and VA MAS Schedule Program

The MAS Schedule program is the premier acquisition vehicle in government, with approximately \$50+ Billion a year in spending between GSA and the VA.

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

The MAS Schedule program facilitates and simplifies 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 done in as little as 24 hours. The MAS Schedule program allows for a wide variety of contractors across all nearly all industries providing federal buyers with an abundance of the most current commercially available services and products.

Key Benefits of the GSA and VA MAS Schedules Program

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

Advantages of the GSA and VA MAS Schedule Program to the Federal Buyer

- Access the latest innovative technologies, services and products available
- Fast, simple agency ordering process
- Federal customer “Best Value” determination to select services or supplies to meet agency needs
- Assists agencies in meeting their small business subcontracting goals
- Limited competitive evaluations
- Minimum protest exposure
- Direct agency relationship with contractor
- Use of Blanket Purchase Agreements (BPA’s)
 - Streamlines the reoccurring order process for agencies
- Use of Contractor Teaming Agreements
 - Allows for a 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 as GSA or VA has approved pricing and terms and conditions for the agency customer
- Direct customer relationship
- Offers can be customized
- Limited Competition to other GSA or VA Schedule holders
- Fast order/payment procedure
- Allow for acceptance of the 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 Schedule 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 Schedule program.

Making the Decision to Obtain a GSA / VA Schedule

As a company, the decision to become a GSA or VA MAS Schedule contract holder depends on a series of decisions, including what products and/or services you want to provide to government agencies and other qualified schedule users, what kind of market there is within the government for what you are selling and which GSA Special Item Number (SIN) or which VA MAS Schedule would be the most effective to have for doing so.

One of the most important decisions you must make is what pricing and discounting you will offer the government. The GSA or VA contracting officer who are in charge of your selected MAS Schedule area 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 or how your pricing might compare to other GSA or VA vendors selling similar products or services.

However, a GSA or VA MAS Schedule contract 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 (TGG) is a GSA and VA Schedule consulting company with unparalleled domain expertise in all aspects of the Schedules Program. With unrivaled experience, knowledge, and relationships within federal procurement offices, we are uniquely positioned to lead our clients through the new offer preparation and contract management actions, therefore reducing delays and allowing you to accelerate financial growth. We are proud that over 75% of our business are referrals which come from all areas of industry and government.

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 GSA MAS Schedule Program and is still considered responsible for establishing GSA's MAS Schedule program with its \$35B+ in federal market sales through the program. Our Federal Acquisition Subject Matter Expert has over 30 years working with the GSA MAS Schedule Program and wrote the GSA MAS Schedule policy during his GSA career. TGG's consultants have decades of experience in helping companies secure and maintain their GSA or VA MAS Schedule contracts, ensuring contract compliance, and achieving overall success in government contracting.