



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.

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

The MAS Schedule program facilitates and simplifies the Government procurement process by having pre-negotiated terms, conditions, and pricing. Use of the Schedules program speeds up the procurement process so the purchase cycle can be reduced to as little as 24 hours. The MAS Schedule program allows for a wide variety of contractors across 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
- Minimum protest exposure
- Direct agency relationship with contractor
- Use of Blanket Purchase Agreements (BPAs)
 - 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 Schedule Programs to the Contractor

- Fast and simple buying process
- Wide-scope IDIQ contract
- Hundreds of authorized buying activities
- Implied government endorsement as GSA or VA has approved the pricing, terms, and conditions for the agency customer
- Direct customer relationship
- Offers can be customized
- Fast order/payment procedure

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 the 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. 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 buyers, what kind of market there is within the government for what you sell, and which GSA Special Item Number (SIN) or which VA MAS Schedule is the best match for your offerings.

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 is in charge of negotiating and awarding the Schedule contract and must make an official determination that your pricing is “fair and reasonable.” The contracting officer must understand what discounts you give to your commercial customers and/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 and selling your services and/or products. It will also be critical to stay compliant with all contract terms and requirements to maintain the contract going forward.



About the Gormley Group

The Gormley Group (TGG) is the leading GSA and VA Schedule Contract consulting firm. We drive growth within your company by offering a hands-on approach to obtaining and maintaining your GSA or VA Schedule Contract(s). We are proud that over 75% of our business comes from industry and government referrals. We help small and large companies increase revenue and maximize resources in the government market. We also mitigate risk by ensuring compliance policies and programs are in place to enhance contract conformance.

Experience

TGG's Federal Acquisition expertise is unmatched. **Our President** has both government and industry experience and is still considered the architect of the GSA Multiple Award Schedule (MAS) program. The current sales of the program have increased to over \$65 Billion in federal market sales in GFY 2023. **Our Federal Acquisition Subject Matter Expert** has over 30 years of experience with the MAS Program. As the former Director of the Policy Division in the GSA/FAS Office of Policy and Compliance, he led acquisition policy development and the implementation of the MAS Consolidation. Our Consulting Staff brings an industry perspective to their deep Schedule Program knowledge, as well as decades of experience in successfully maneuvering through an ever-changing MAS environment that allows our clients to accelerate financial success. We are proud to have represented thousands of companies in securing and maintaining their Schedule Contracts.

Relationships

Based on our decades of experience, we have built strong relationships with many of the people involved in the decision-making process within both GSA and VA. Our reputation for professionalism allows us to get movement in the most challenging of situations.

Knowledge

Understanding the Schedule Program is a way of life at TGG. On a daily basis we monitor the GSA and VA Schedule Programs for updates including: solicitation refreshes, modifications, enhancements, re-alignments, personnel changes and more. Our consultants inform you about upcoming changes and provide the necessary support when they impact your company.