



**ARROWHEAD**  
SOLUTIONS, LLC

# Intro to GSA Schedules

# Definitions

- GSA – General Services Administration
- SIN - Special Item Numbers are groupings of similar products, services, and solutions under a Schedule
- Schedule – a grouping of product or service with many SINs under it. Also the “contract”
- VSC – Vendor Support Center
- MFC – Most Favored Customer
- BOA – Basis of Award

# The GSA Schedules Program

- GSA establishes :
- Long-term
  - Government-wide contracts
    - with commercial firms
      - to provide access to millions of commercial products and services
        - at volume discount pricing

# Stats

- 80% of GSA Multiple Award Schedule (MAS) contractors are small businesses who represent 36 % of sales;
- More than \$40B flows through GSA MAS contracts every year;
- In Fiscal Year 2012, approximately 10 % of government needs were procured through the GSA MAS contracts;
- GSA had over 19,000 MAS contracts in Fiscal Year 2012; and
- Approximately 40 % of the 19,000 GSA MAS contracts generate sales.

# Types of Schedules

- 39 different schedules – *some are closed (ex – 75 Office Products and Supplies)*
- Examples
  - 70 – Information Technology
  - 66 – Scientific Equipment and Services
  - 541 – Advertising and Integrated Marketing Solutions

# Things to Note

- *Certain products and services such as construction and building supplies are not covered by Schedules.*
- *The goal of negotiations is to create a discount ratio in regards to your Most Favored Customer (MFC). Your MFC is the customer or class of customers who obtain your best pricing and discounts.*
- *You will need to supply financials*
- *You are directed to buy products from certain vendors to support your proposal*
- ***A GSA SCHEDULE DOES NOT GUARANTEE GOVERNMENT CONTRACTS***

# Pros of a Schedule

- Access to all government customers, not just one particular agency - the Schedule Program is government-wide
- Ability to receive orders quickly
- Pre-negotiated terms, conditions, and pricing (thus allowing for your quick orders)
- Diversification of your company's contract tools - having more ways for your government customer to reach you is good
- Five year award, with options out another 15 years

# Cons of a Schedule

- Requirement to sell \$25,000 under the Schedule within the first 24 months and \$25,000 every year after.
- Work involved with proposal preparation - piles of documents and time needed to navigate the submission rules/process
- Length of time to award – it can take up to 9 months for proposals to be evaluated
- Lower profit margins - your company is required to offer to the government a discount on top of your lowest prices
- Administration - your company is required to remit the Industrial Funding Fee and report sales



# Questions to Ask

- ✓ Do the products and/or services we offer fit with a Schedules solicitation?
- ✓ Can you compete with current contractors on GSA Schedules?
- ✓ Am I willing to discount my prices?
- ✓ Do you have the time and resources to dedicate towards responding to a Schedules solicitation, administrating the contract and marketing the contract to ordering activities?

# Self Quiz

- Is your industry dominated by competitors with schedules? Do they receive most of their revenue from GSA Schedules?
- Is your product or service in high demand and do you have current government clients complaining they can't reach you easily?
- Have you been in business for over two years and do you have great past performance and solid sales?
- Do you have the extra budget available to pay for your time, or that of outside assistance, to build your proposal?
- Are you willing to wait in a long line to get on Schedule, or is your time better spent chasing other opportunities?
- **Overall - Do the benefits of having a Schedule outweigh the costs of building a proposal, offering discounted pricing, and administering the schedule?**

# Useful websites

- <https://vsc.gsa.gov/RA/>
- <https://interact.gsa.gov/groups/multiple-award-schedules>
- <http://www.gsaelibrary.gsa.gov/ElibMain/home.do>

# QUESTIONS?



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