

Doing Business with the General Services Agency (GSA)

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Did you know that each federal agency has an Office of Small Business Utilization put in place by Congress to promote the use of small business within the Federal Acquisition process? What does this mean for you as a small business owner? The General Services Agency (GSA) offers **GSA Schedule Contracts**, which are indefinite delivery, indefinite quantity (IDIQ), long term contracts for eligible small businesses. In other words, the GSA establishes long term government wide contracts with commercial companies so our federal government agencies have access to millions of products and services at volume discounted pricing. Once you have a GSA Schedule Contract your business is able to sell to all federal government agencies.

Here is a little background about GSA Schedules:

- GSA offers over 45 million supplies and services;
- There are currently over 19,500 GSA Schedule Contracts;
- 80% of the GSA contracts go to small businesses; and
- 10% of all federal procurement spending, or, \$50 billion annually goes towards GSA Schedule Contracts.

You may be asking yourself, why should I pursue a GSA Schedule Contract? Once you have been awarded a GSA Schedule Contract, purchases can be made directly from a contractor via their GSA Schedule Contract, thus eliminating the time-consuming process of responses to complex Request for Proposals (RFPs) and lengthy and drawn out negotiations.

Some current examples of products and services available on GSA Schedules include:

- Office supplies and equipment,
- IT services,
- Professional services,
- Vehicles and support equipment,
- Furniture,
- Tools and hardware,
- Scientific equipment,
- Law enforcement, fire and security products,
- Lodging, and
- Travel and transportation services.

In order to be considered an eligible business, you must meet the minimum qualifications:

- Financial stability,
- Minimum two years in business,
- Demonstrate past performance,
- Products are commercially available,
- Products are compliant with the Trade Agreements Act (TAA), and
- Your end product must be manufactured or substantially altered within the United States or a “designated country” as defined by the Trade Agreements Act.

Are you still interested in finding out more about how to become a GSA Schedule contractor? Contact your Arkansas Procurement Assistance Center (APAC) counselor to learn more and to get some one on one counseling on this process to see if it may be a good fit for your company.