

★ Acquisition Solutions ★ eLibrary ★ Requisition Programs ★ Recovery Act Projects ★



★ GSA Advantage!® ★ eBuy ★ Federal Procurement Data System ★ FedBizOpps ★

Who is the GSA?

As the centralized procurement arm for the federal government, GSA offers products, services, and facilities needed by federal agencies for serving the public. In turn, GSA offers businesses the opportunity to sell billions of dollars worth of products and services to those agencies. GSA offers customers many ways to purchase what they need and further simplifies federal procurement by negotiating large multi-user contracts and by leveraging the volume of the federal market to drive down prices.

Doing Business with the GSA

Under the GSA Schedules Program, GSA establishes long-term government-wide contracts that allow customers to acquire a vast array of supplies (products) and services directly from commercial suppliers. To become a GSA Schedule contractor, a vendor must first submit an offer in response to the applicable GSA Schedule solicitation. GSA awards contracts to responsible companies offering commercial items, at fair and reasonable prices, that fall within the generic descriptions in the GSA Schedule Solicitations. Contracting Officers determine whether prices are fair and reasonable by comparing the prices/discounts that a company offers the government with the prices/discounts that the company offers to commercial customers. This negotiation objective is commonly known as "most favored customer" pricing. In order to make this comparison, GSA requires offerors to furnish commercial pricelists and disclose information regarding their pricing/discounting practices.

In order to fully understand the process involved in "Getting on Schedule," GSA recommends that all vendors take the Center for Acquisition Excellence online, self-paced training course, "How to Become a Contractor — GSA Schedules Program."

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On Target Group Go Beyond Schedule Planning to Implementation and Response

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