

GSA readies for onslaught of stimulus spending

By [ELISE CASTELLI](#)

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The economic stimulus package promises a lot of spending and one of the biggest government beneficiaries could be the General Services Administration.

Its schedules contract program stands to benefit not just from the nearly \$7 billion in direct appropriations to the agency, but also from appropriations to other agencies that could well be channeled through GSA's pre-existing contracts.

The General Services Administration has thousands of contractors covering everything from office supplies, to information technology and construction management.

For agencies looking to fulfill a need under the stimulus program, "it doesn't make sense to award a new contract to a company when they're already on the schedules," said Bill Gormley, who once managed the GSA federal supply schedules program and is now president of the Washington Management Group, which provides consulting services to companies seeking to do business with GSA. "They can fulfill a lot of needs." And agencies are going to have them.

Many federal agencies are getting money for information technology system upgrades, IT security, electronic medical records programs and other things that could be bought off GSA contracts, said Deniece Peterson, an analyst with INPUT, and IT market research firm.

The House bill also would direct about \$2.7 billion to agency management and oversight. This could translate into spending on contractor staffing; administrative support; IT equipment and services; and architectural, testing, training and engineering services, Peterson said. Financial services sectors could also benefit as agencies will have to develop ways to meet the accounting and public reporting requirements of the bill, she said.

GSA has a contract, whether under the schedules program or elsewhere in the agency's portfolio, to accomplish these tasks, Gormley said. And GSA already has pricing in place, so agencies know what their ceiling price should be for the work and won't fall victim to opportunistic pricing, he said.

Some of the spending through state and local governments, which represents the bulk of the \$550 billion in proposed spending in the House version of the bill, could also be directed through GSA contracts, Gormley said. The agency's IT and security schedules contracts are open to states.

A senior GSA agency official told *Federal Times* that GSA leadership is looking closely at how to assist customer agencies when the time comes.

This week, the House Transportation and Infrastructure subcommittee on economic development, public buildings and emergency management will look at how the agency prioritized its public building projects, which will get at least \$6 billion in funding under the stimulus bill.