

GSA CONTRACT MANAGEMENT—

Contract Compliance is the key to keeping your GSA contract active. GCS's annual contract management services include vendor initiated modifications, product/service catalog changes to GSA Advantage, reporting requirements, registrations, certifications and GSA initiated modifications.

GSA CONTRACT MARKETING—In addition to helping you to obtain a GSA schedule contract – the essential milestone in government contracting - we can also help you to accelerate your efforts beyond your expectations through our targeted government-marketing package. We will assist you to: identify the appropriate agencies to target, develop a greater awareness in the targeted agency, position your products and services in the government marketplace and convert your commercial marketing activity to government sales.

CONTRACTOR SERVICES

Whether you are a veteran or a newcomer to government contracting, GCS can make the process simpler and rewarding. We can register your business with government agencies, provide access to bid opportunities, train your staff on proper bid procedures and market you to government procurement officials. Our personnel can write winning proposal responses to RFP's and make oral presentations on your behalf. And if you really want to get serious about selling to the government, we can assist you in obtaining a GSA schedule contract for your products or services.

Government Contractor Services
2202 N West Shore Suite 200
Tampa, FL 33607
Ph: 813-288-4688 Fax: 813-354-3408
sales@gsasupport.com
www.gsasupport.com



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Consulting Firm

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GSA Schedule

GSA (General Services Administration) provides federal customers throughout the world with the commercial

products and services that they need to perform their missions. It accomplishes this enormous task by managing the largest, most diverse and innovative federal market-



place in the world, bringing hundreds of thousands of federal customers together with GSA Schedule contractors. A GSA contract is pre-negotiated between your company and the government. Agencies can purchase directly from you without going out to bid. A GSA contract enables buyers to issue purchase orders over the phone - which gives you instant business. If you do not have a GSA contract and your competition does, the buyer may place the order with your competitor.

GSA influences the management of federal assets valued at nearly \$500 billion. These assets include more than 8,300 government-owned buildings or leased buildings, an interagency fleet of 170,000 vehicles, technology programs and products

ranging from laptop computers to systems that cost over \$100 million.

Billions of dollars per year bypass firms that do not know how to sell to the federal government. A GSA Schedule contract is the single most important contracting vehicle for doing business with the federal government. GCS can help you to acquire a GSA contract and show you how to use your new GSA contract vehicle to capture government business.

Each year, huge federal contracts are awarded to Prime Contractors who are required to subcontract to smaller companies for goods and services. Some of these subcontract opportunities are only available to companies who hold GSA contracts. Teaming with large Prime Contractors is an excellent opportunity for new and small companies who lack the capacity to compete for large procurement projects. GCS can help you to use your new GSA contract vehicle to fill niche opportunities through the big Prime Contractors.

Obtaining a GSA Schedule contract is the essential milestone for developing a successful federal marketing program. Government entities around the globe are encouraged to purchase through GSA contract vendors including, not only federal agencies, but also state and local governments purchasing from GSA vendors through a cooperative purchase program. Some Prime Contractors and International organizations can purchase from GSA vendor contracts too.

Many companies have turned to GCS for their GSA needs – recognizing the value of industry experts who can do the job correctly, quickly and at reasonable expense.

We allow our clients the piece of mind to focus on their core business while we deploy our resources and connections to achieve proper Schedule placement in minimal time.

Upon successful award of your new GSA contract, GCS will fulfill the initial immediate contract compliance issues for you.

In short, Government Contractor Services offers a full turn key GSA solution to government contractors whether it be in acquisition, management or marketing of a GSA Schedule contract.

GSA CONTRACT ACQUISITION—Government Contractor Services offers assistance in acquiring a GSA Schedule contract in the least amount of time and with minimal involvement from you or your staff.

Preparation: Consultation for proper GSA Schedule placement / Gathering necessary company information / Assistance in determining GSA discount / Proposal development including completion of SF 1449 Solicitation, CSP-1, Representations & Certifications, Product/Service Catalog and Commercial Price List / Assistance in preparing the

Small Business or Small Disadvantaged Business Sub-Contracting Plan, if needed / Proposal Submission

Evaluation: Respond to all request for clarifications / Attend any required meetings with GSA on your behalf / Negotiate with contract officer on your behalf / Final Proposal Revision (Best & Final Offer)

Post Award: Format final proof copies of your authorized GSA schedule contract and Federal Supply Price List / Forward proof copies to contract officer for final approval / Forward approved GSA Price List to you for distribution / Convert & upload Product/Service Catalog and Price List to GSA Advantage!

