

Office of Small Business Utilization

Obtaining a GSA Multiple Award Schedule Understanding and Beginning the Process



Overview

GSA provides commercial products and services to Federal, State and Local Governments through a discount program called the GSA MAS Program.

This program achieves more than \$40 billion dollars in sales every year. Businesses who participate in this program, have the potential to benefit. However, success is not guaranteed

The contracts awarded under this program are 5 years with three 5 year options.

Glossary of Terms

GSA – General Services Administration

MAS – Multiple Award Schedule

GSA MAS Program – General Services Administration
Multiple Award Schedule Program

GSA Schedule – abbreviated form of the program name.

Schedules Program – abbreviated form of the program
name.

GSA Schedule Number – The breakdown of program
categories such as “Schedule 70 – Information
Technology”, “Schedule 72 II – Furnishings”, etc.

Top Ten Federal Buyers

DOD – www.dod.gov

\$314,555,539,523

DOE – www.doe.gov

\$24,523,659,011

NASA – www.nasa.gov

\$14,615,545,958

VA – www.va.gov

\$14,059,007,778

DHS – www.dhs.gov

\$13,916,493,608

DHHS - www.os.hhs.gov

\$13,102,209,586

USDOJ-www.usdoj.gov

\$5,698,834,163.06

USDA – www.usda.gov

\$5,149,764,913

GSA – www.gsa.gov

\$4,753,993,249

DOI – www.interior.gov

\$2,694,066,886



Program Purpose



➤ **What is GSA**

- GSA is a Federal procurement resource

➤ **Why the GSA MAS Program**

- The GSA MAS Program provides discounted resources for commercial government purchases

➤ **Who Buys from this Program**

- Federal, State and Local Governments purchase from the GSA MAS Program

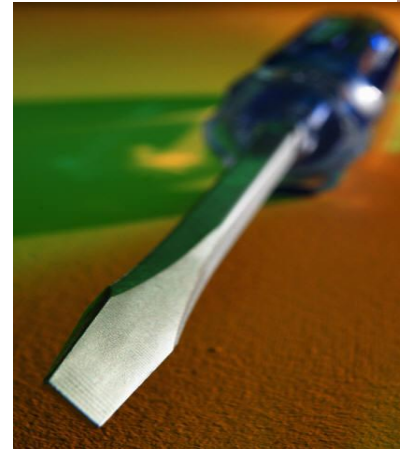
➤ **Buyer Benefits**

- Agencies save tax dollars
- Pre-Negotiated Terms and Conditions makes purchasing easier
- GSA MAS responds to FAR and GSAM Regulations and Policy Requirements
- Purchase directly from seller

Federal Acquisition Services

Services / Products

Information Technology
Engineering
MOBIS (Mission Oriented Business Integrated Services)
Financial
Logistics
Human Resources Management & EEO
Financial Management
Dispute Resolution
Management Consulting
Travel and Transportation
Temporary Clerical Support
Office Equipment and Supplies
Furniture
Energy Products
Hardware
Scientific Equipment
Paper Products
Paints and Chemicals
IT Equipment
Motor Vehicles
Office Furnishings



Schedule Details

For general questions, contact:
National Furniture Center
 Phone: 703-605-9200
 E-mail: express.desk@gsa.gov



78 SPORTS, PROMOTIONAL, OUTDOOR, RECREATION, TROPHIES AND SIGNS (SPORTS)

FSG 78, Sports and More

Category Description

192 02 Sporting Goods Equipment and Supplies includes, but is not limited to, protective sports equipment, protective wear, baseball equipment, baseball supplies, basketball equipment, basketball supplies, billiards equipment, billiards supplies, boxing equipment, boxing supplies, wrestling equipment, wrestling supplies, martial arts equipment, martial arts supplies, football equipment, football supplies, golf equipment, golf supplies, gymnastic equipment, handball equipment, handball supplies, racquet-ball equipment, racquetball supplies, hockey equipment, skiing equipment, soccer equipment, soccer supplies, tennis equipment, tennis supplies, track and field equipment, track and field supplies, volleyball equipment, volleyball supplies, scoreboards, shuffleboard equipment, shuffleboard supplies, nets, sport nets, cheerleader equipment, cheerleader supplies, lacrosse equipment, lacrosse supplies, bowling equipment, bowling supplies, sports bags, miniature golf design, miniature golf equipment, archery supplies, archery equipment, sport pumps, sport inflators, air pumps, golf course designs ?Includes related services and/or installation?

BROWSE >> A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

NEXT

1 - 50 of 60 contractors

Display:
 Small Business
 Woman Owned Business

Download all contractors for this Category (Excel)

Hold the 'Ctrl' key to select all that apply

| Contractor | | Contract # | Phone | (Sort by) City, State | Socio-Economic | Contract Terms & Conditions | View Catalog |
|----------------------------------|--|--------------|---------------|--------------------------|----------------|-----------------------------|--------------|
| ADOLPH KIEFER & ASSOCIATES, INC. | | GS-07F-9682S | (800)323-4071 | ZION ,IL | s/w | | |
| ANTIBODY INC | | GS-07F-0378M | (410)581-0900 | FAYETTEVILLE ,GA | s | | |
| ATLANTIC DIVING SUPPLY, INC. | | GS-07F-6072P | (757)965-4973 | VIRGINIA BEACH ,VA | s | | |
| AUTOMATED BATTING CAGES | | GS-07F-5572P | (503)390-5714 | SALEM ,OR | s | | |
| BARKER ADVERTISING SPECIALTY CO. | | GS-07F-9867H | (203)272-2222 | CHESHIRE ,CT | s | | |
| BOTTOM LINE MILITARY SALES, LLC | | GS-07F-9624S | (864)882-9216 | SENECA ,SC | s/dv | | |
| C.L. BAILEY COMPANY, THE | | GS-07F-5639R | (479)725-2515 | MARIONVILLE ,MO | s | | |
| CANNON SPORTS, INC. | | GS-07F-5864P | (800)223-0064 | BURBANK ,CA | s | | |
| CONNOR SPORT COURT INTERNATIONAL | | GS-07F-5512R | (801)972-0260 | SALT LAKE CITY ,UT | s | | |
| CROWN GYM MATS, INC. | | GS-07F-9392G | (847)381-8282 | BARRINGTON ,IL | s/w | | |

For example – An authorized government buyer wants to purchase sporting goods

Participation Criteria

Standard Process – www.gsa.gov/schedules

- **Minimum Qualifying Sales**
 - \$25,000 in sales per year
- **Certification**
 - Central Contractor Registration
www.ccr.gov
 - Small Business Administration
www.sba.gov
 - North American Industrial Classification
<http://www.census.gov/eos/www/naics/>
 - Online Representations and Certifications
<https://orca.bpn.gov/>
- **Experience**

Past Performance Review
conducted by Open Ratings www.openratings.com
- **Time**
 - 120 Days



Limited Schedule Participation

(current as of January 12, 2009 for MAS EXPRESS)

Schedule 36 The Office, Imaging and Document Solutions;

Schedule 48 Transportation, Delivery and Relocation Solutions;

Schedule 51 V Hardware SuperStore;

Schedule 58 I Professional Audio/Video, Telecommunications, and Security Solutions;

Schedule 67 Photographic Equipment—Cameras, Photographic Printers, and Related Supplies and Services (Digital and Film-Based);

Schedule 69 Training Aids and Devices, Instructor-Led Training, Course Development, Test Administration;

Schedule 70 General Purpose Information Technology Equipment, Software, and Services;

Schedule 71 I Office Furniture;

Schedule 71 III Special Use Furniture

Schedule 73 Food Service, Hospitality, Cleaning Equipment and Supplies, Chemicals, and Services;

Schedule 75 Office Products/Supplies and Services;

Schedule 78 Sports, Promotional, Outdoor, Recreational, Trophies, and Signs (SPORTS);

Schedule 81 I B Shipping, Packaging, and Packing Supplies;

Schedule 599 Travel Services Solutions; and

Schedule 899 Environmental Services.

Downloading Materials

Note: Due to a refresh in solicitations, please plan to fill out all paperwork the week you download the materials to your computer

E-Library Website

www.gsa.gov/elibrary

- Search for your product or service
- Identify the corresponding GSA Schedule
- Click on the GSA Schedule/Source Number
- Click on the “Vendors” link to view the solicitation on FedBizOpps
- Download the GSA Schedule Solicitation to your computer
- Fill out the solicitation and mail to the appropriate GSA office

FedBizOpps Website

www.fbo.gov

- You will need to have the GSA Schedule Solicitation Number
- Click on “Vendors”
- Click on “Find Business Opportunities”
- Scroll down to “Search by Solicitation Number”
- Insert solicitation number and submit
- Download the GSA Schedule Solicitation to your computer by using the “All Files” link
- Fill out the solicitation and mail to the appropriate GSA office

Business Decision



Pros

- Preferred Source of Supply
- Great Earning Potential
- World Wide Program
- High Visibility
- Credibility
- Potential Financial Success
- 5-20 Year Contract

Cons

- Sales Criteria
- Auditing and Set-Up Requirements
- Varied Demand
- Paperwork
- Award process time
- Success Not Guaranteed



Turbo Charge Your Way Out of Debt

Name of Debt

Total Balance

Monthly payment

Division Answer

Pay Off Priority

Pay Off Date

Summary and Support

Putting the Pieces Together



- **Opportunity to expand business visibility**
- **5-20 year contract opportunity**
- **Lengthy and challenging process**
- **No guaranteed steps to award**
- **No guaranteed sales if award is obtained**
- **Sales Criteria must be maintained**
- **Start-up companies are not eligible for this program**
- **Marketing/Networking support**

Identifying Support



Acquisition Centers

www.gsa.gov/schedulesolicitations

“Doing Business with GSA” Publication

www.gsa.gov/smallbizguide

Learn more about eoffer

<http://eoffer.gsa.gov/>

Office of Small Business Utilization

- small.business@gsa.gov
- www.gsa.gov/sbu

Regional Office of Small Business Utilization

**Pacific Rim Regional Small Business Center
Serving Arizona, California, Hawaii & Nevada**

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Questions and Answers