

DMG BRIEFING NOTE: General Services Agreement (GSA)

Executive Summary

Every year thousands of companies supply the U.S. Government and its agencies through a Multiple Award Schedule (MAS) administered by the General Services Administration (GSA). The MAS program enables US Governmental Agencies to purchase commercial supplies and services quickly and efficiently while still complying with the Federal Acquisition Regulations (FAR) and Defense Supplement to the FAR (DFARS). The MAS program divides commercial products and services into 43 distinct schedules. Currently the MAS program offers over 11 million items under nearly 19,000 contracts. The offerings under the MAS program grow every year as thousands of firms submit offers to the GSA.

To qualify under the MAS the offer must generally meet the following guidelines:

- The goods must be 'off-the-shelf' (standard, non-customized) product, available for purchase by civilian customers under a published price list.
- The goods must be produced in the U.S. or be capable of being produced in the U.S. if placed on the schedule.
- The Offeror must have a two-year commercial history with at least six, but preferably 15, customers, and be able to estimate future sales volume.

How DMG Can Help You

For U.S. and Foreign companies wishing to compete for the supply of goods and services through the GSA it is necessary to implement appropriate measures regarding Program Familiarization and Internal Preparation, complete the Application Process and maintain subsequent Reporting and Compliance requirements. The Defense Management Group can assist U.S. Companies in developing appropriate policies and internal readiness to ensure full compliance with the GSA and so open new opportunities. Please contact DMG for further information and details on our services.

Sales to the U.S. Government through the GSA can be an important part of any business, but merely getting a contract does not guarantee any sales. The company offering the products or services is still responsible for independently marketing the offered goods or services.

In The United States

Defense Management Group, LLC
501 Furman Road
Greenville, SC 29609
USA

(864) 373-6484
(864) 331-0488
info@defensemg.com

In the United Kingdom

Defense Management Group Limited
Registered in Scotland
Company Number: SC415344
info@dmguk.co.uk

Regulations and best practice relevant to Government Contracting change over time, and The DMG is delivering a series of seminars on Government Contracting. For the latest information please contact info@defensemg.com for current information on venues and schedule. Alternatively, please register at www.defensemg.com so that we can email to you new and updated briefing notes as they become available.