

The GSA/FAS Game

*A Quick Graphic Guide on How Agencies Buy Using
GSA Schedules, GSA Federal Acquisition Services &
GSA's Online Buying Tools: EBUY and GSAAvantage*



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“Federal Sales Sherpa”

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AGENCIES STILL DECIDE HOW THEY WANT TO BUY

CHOICE #1 USE GSA/FAS TO MANAGE BUY

CHOICE #2 - DO IT THEMSELVES GETTING THREE BIDS FROM THREE GSA SCHEDULE HOLDERS

CHOICE #3 – DO IT THEMSELVES USING A DIFFERENT CONTRACT VEHICLE “BRIDGE” THEIR OWN PRIME’S IDIQ,
BPA OR POST ON FBO

AGENCY CHOOSES TO USE GSA FAS

GSA CHARGES AN
AGENCY 5%+ ON TOP OF
THE BID PRICE

GSA MARKETS/SELLS
THIS SERVICE SAYING:

“NEGOTIATED PRICING”
“SAVES TIME” AND
“UNBIASED”

AGENCY CHOOSES TO MANAGE BID THEMSELVES

SAVING 5% BY *NOT
USING GSA FAS TOOLS,*
THEY INSTEAD USE THE
GSA SCHEDULE AND
INVITE 3 GSA SCHEDULE
HOLDERS TO BID

FACT: \$35B-\$40B ON GSA
SCHEDULES EACH YEAR

AGENCY CHOOSES TO MANAGE BID THEMSELVES

NO GSA SCHEDULE –
THEY PERFORM A
SIMPLIFIED ACQUISITION
USE FBO.GOV OR ONE OF
THEIR OWN IDIQ/PRIME
CONTRACTS

FACT: \$460B+ OFF GSA
SCHEDULES EACH YEAR

GSA FAS

CHARGES 5%+
TO AGENCY

GSA ACQUISITION
MARKETPLACE

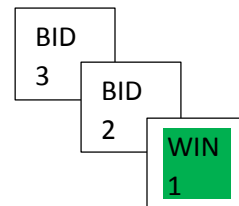
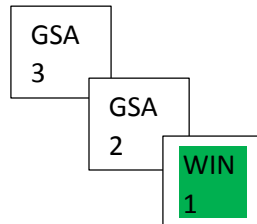
EBUY

GSA ADVANTAGE

ASSISTANCE FROM
“UNBIASED”

PROJECT MANAGERS

CONTRACT OFFICERS



#1 GSA BID WINNER

COMMERCIAL COMPANY ON
GSA SCHEDULE SELLING TO THE
FEDS:

IF CONTRACT SOLD THROUGH
EBUY, ADVANTAGE, FAS OR
DIRECTLY USING GSA SCHEDULE -
CONTRACTOR REPORTS THE SALE
TO GSA CONTRACT MGMT AND
PAYS GSA AN INDUSTRIAL
FUNDING FEE

#1 BID WON W/O GSA SCHEDULE

COMMERCIAL COMPANY
BIDDING VIA FBO OR WITH A
DIFFERENT CONTRACT VEHICLE

IF THE AGENCY USED A
DIFFERENT CONTRACTING
VEHICLE TO BUY FROM A
CONTRACTOR, NO FUNDING
FEE PAYMENT NECESSARY

GSA FAS CHARGES AGENCY 5%+

HOW IT WORKS AND HOW THEY SELL IT:

“NEGOTIATED PRICES, SAVES TIME & MONEY”

AGENCY USES ACQUISITION MARKETPLACE

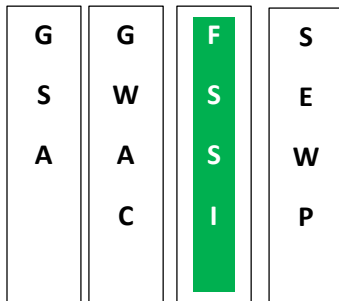
GSA/FAS helps agency
choose a “hallway”
which is really a Contract
Vehicle

GSA CONTRACT

GWAC

FSSI

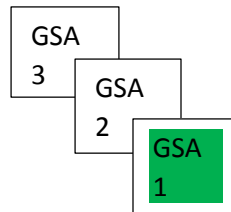
OTHERS IE: SEWP



AGENCY USES GSA BID SYSTEM

MUST GET AT LEAST 3 BIDS

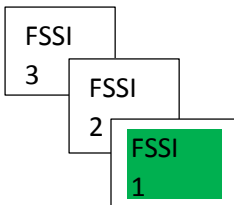
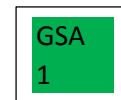
RFQs are placed into
GSA’s internal bidding
system (eBUY or Reverse
Auction) - Only the
companies on the
appropriate schedule
and under the right
category/SIN can bid.



AGENCY USES GSAADVANTAGE

HELP THEM FIND YOUR PRODUCTS LISTED ON GSA EBUY

Product orders up to
\$25k can be placed using
GSA Advantage – Click
and Buy.



**IN THIS EXAMPLE, FSSI
CONTRACTORS ONLY
ALLOWED TO BID**

CONTRACTOR REPORTS THE SALE TO
GSA CONTRACT MGMT AND PAYS
GSA AN INDUSTRIAL FUNDING FEE

OVER \$25K EBUY

**ONLY GSA
CONTRACTORS ON THE
SPECIFIC SCHEDULE
CATEGORY ALLOWED
TO BID**

CONTRACTOR REPORTS THE SALE TO
GSA CONTRACT MGMT AND PAYS
GSA AN INDUSTRIAL FUNDING FEE

UNDER \$25K GSAADVANTAGE.GOV

**PRE-APPROVED
PRODUCTS AND
PRICING ONLY LISTED
AT GSA ADVANTAGE
ALLOWED TO SELL**

CONTRACTOR REPORTS THE SALE TO
GSA CONTRACT MGMT AND PAYS
GSA AN INDUSTRIAL FUNDING FEE