



EDUCATION AND ACCESS FOR WOMEN
IN FEDERAL CONTRACTS



Women Impacting Public Policy (WIPP)

- The Voice for Women in Business in our Nation's Capital.
- National nonpartisan public policy organization that advocates for and on behalf of women and minorities in business, strengthening their voice in the legislative process, creating economic opportunities and building bridges and alliances to other small business organizations.
- Representing a million Women Business Owners including over fifty business organizations.
- Local Instant Impact teams across the country engaging with legislative officials and the business community to advocate for Women Business Owners.



Give Me 5

- National program from WIPP & American Express OPEN designed to educate women business owners on how to apply for and secure federal procurement opportunities.
- Give Me 5 works to increase the representation of Women Business Owners that win government contracts by providing resources and information to make it easier for them to register their businesses with the Central Contractor Registry (CCR). This is a requirement to gain eligibility to apply for federal contracts.
- Women Business Owners could gain more than \$5 billion in annual revenues if the 5% contracting goal set by Congress was reached.



Give Me 5 Training 104: Introduction to the GSA Schedule

Course Instructor: Courtney Fairchild,
President, Global Services



The GSA Multiple Award Schedule (MAS) Program



What is a GSA Schedule?

- ★ A GSA Schedule Is a Catalog of Contractors That Have Been Awarded a Contract by GSA That Can Be Used by All Federal Agencies
- ★ It Mirrors Commercial Buying Practices
- ★ Past Performance Based Contract
- ★ Facilitates Government Procurement
 - Over 10,000,000 Commercial Items and a Multitude of Services Can Be Purchased From Over 15,000 Companies Worldwide



Schedules Overview

- ★ Govt. Wide Acquisition Contract (GWAC) with optional Worldwide Scope
- ★ Open Season Solicitations
- ★ 5 Year Period of Performance (Three 5 Year Renewals)*
- ★ No Maximum Order Limitations (Thresholds)
- ★ No FedBizOpps Posting Requirements
- ★ 3 Requests For Quotations (RFQs) then **Best Value** Award
- ★ Pricing is Already Determined “Fair and Reasonable”
- ★ Federal Spot Discounting Permissible With No Repercussions
- ★ 0.75% Industrial Funding Fee (IFF)
- ★ Quarterly Reporting Only (GSA is **not** involved in orders)



Which GSA Schedule Is Right For Us?



Services Schedules

- ★ Advertising & Integrated Media Services
- ★ Consolidated Products and Services Schedule (Corporate Contract)
- ★ Domestic Delivery Services
- ★ Environmental Services
- ★ Energy Management Services
- ★ Facilities Maintenance & Management
- ★ Financial & Business Solutions
- ★ Govt. Wide Employee Relocation
- ★ HR Mgmt & EEO Services
- ★ Information Technology
- ★ Laboratory Services
- ★ Language Services
- ★ Logistics Worldwide
- ★ MOBIS
- ★ Office, Imaging & Document Man.
- ★ Professional Engineering Services
- ★ Professional Medical/Healthcare
- ★ Security Solutions Schedule
- ★ Temporary Administrative and Professional Staffing Services
- ★ Product Schedules Cover Literally Almost Any Type of Product Imaginable



GSA Schedule Sales FY 07-10

Major Schedule Sales By Fiscal Year

	Schedule	FY-07	FY-08	FY-09	FY-10
IT Equipment, Software, & Services	70	\$16,796,520,431	\$16,057,545,420	\$15,826,589,173	\$16,001,031,941
Management Consulting	874	\$3,610,629,188	\$4,010,334,821	\$4,378,405,314	\$5,156,302,326
Professional Engineering Services	871	\$2,824,358,915	\$2,786,591,305	\$2,951,706,689	\$3,040,254,434
Total Solutions for Law Enforcement	84	\$2,268,315,018	\$2,632,201,887	\$2,482,542,315	\$2,705,642,226
Financial & Business Solutions	520	\$980,001,346	\$1,072,930,724	\$1,147,629,445	\$1,144,011,657
Logistics Worldwide Services	874 V	\$648,254,743	\$737,248,000	\$879,513,802	\$1,012,817,104
The Office, Imaging & Document Solution	36	\$919,296,575	\$868,604,856	\$855,826,409	\$746,713,946
Consolidated Schedule	CORP	\$889,736,721	\$924,355,404	\$848,208,041	\$857,138,099
Scientific Equipment and Services	66	\$703,471,744	\$795,101,318	\$777,380,664	\$788,790,499
Office Products/Supplies & Services	75	\$576,818,489	\$649,762,175	\$690,086,920	\$703,747,339
Hardware Superstore	51 V	\$623,981,000	\$631,538,211	\$658,666,012	\$645,677,836
Transportation, Delivery & Relocation Solutions	48	\$565,509,157	\$701,088,802	\$640,817,782	\$612,970,293
Building & Building Materials	56	\$471,810,801	\$525,382,512	\$559,566,633	\$676,429,303
Advertising, Integrated & Marketing Services	541	\$521,893,392	\$514,052,768	\$412,460,724	\$403,347,419
Environmental Services	899	\$338,670,947	\$377,075,002	\$380,461,521	\$416,680,971
Sports, Promotional, Outdoor & Rec Equipmer	78	\$308,597,385	\$363,350,427	\$379,635,361	\$408,617,379
Facilities Maintenance & Management	03FAC	\$153,813,773	\$203,314,381	\$261,494,048	\$333,297,574
Travel Services Solution	599	\$272,723,177	\$215,079,503	\$236,600,840	\$141,128,684
Human Resources and EEO Services	738 X	\$177,413,314	\$178,840,014	\$217,681,565	\$196,864,613
Audio/Video, Telecommunications Equipment	58 I	\$185,791,853	\$174,555,170	\$179,707,199	\$206,323,587
Temp Administrative and Professional Staffing	736	\$117,078,475	\$120,272,674	\$127,127,103	\$116,483,223
Language Services	738 II	\$145,313,557	\$109,059,939	\$126,412,107	\$145,317,411
	Total	\$36,338,869,783	\$37,150,535,740	\$37,888,459,894	\$38,880,330,134

Advantages For Government

- ★ Millions of State-of-the-Art Commercial Products and Services
- ★ Orders Can Be Placed by Any Government Employee With Purchase Authority
- ★ Built-In Time and Money-Saving Tools For the Agency
 - Teaming Arrangements
 - Blanket Purchase Agreements
 - Pricing is “Fair and Reasonable”



Advantages For Industry

- ★ Priority Source of Supply Under FAR Part 8
- ★ Direct Customer Relationship (GSA is **not** involved in the order process)
 - Best Value Decision
 - Customization Possible
- ★ Limited Competition
- ★ Small and Large Business Participation
- ★ Speed



Just How Fast?

- ★ It Takes an Average of 13-15 Days to Issue a GSA Schedule Order

VERSUS

- ★ This Compares to an Average 268 Days to Put a Contract in Place with Full and Open Competition



What's the Plan?

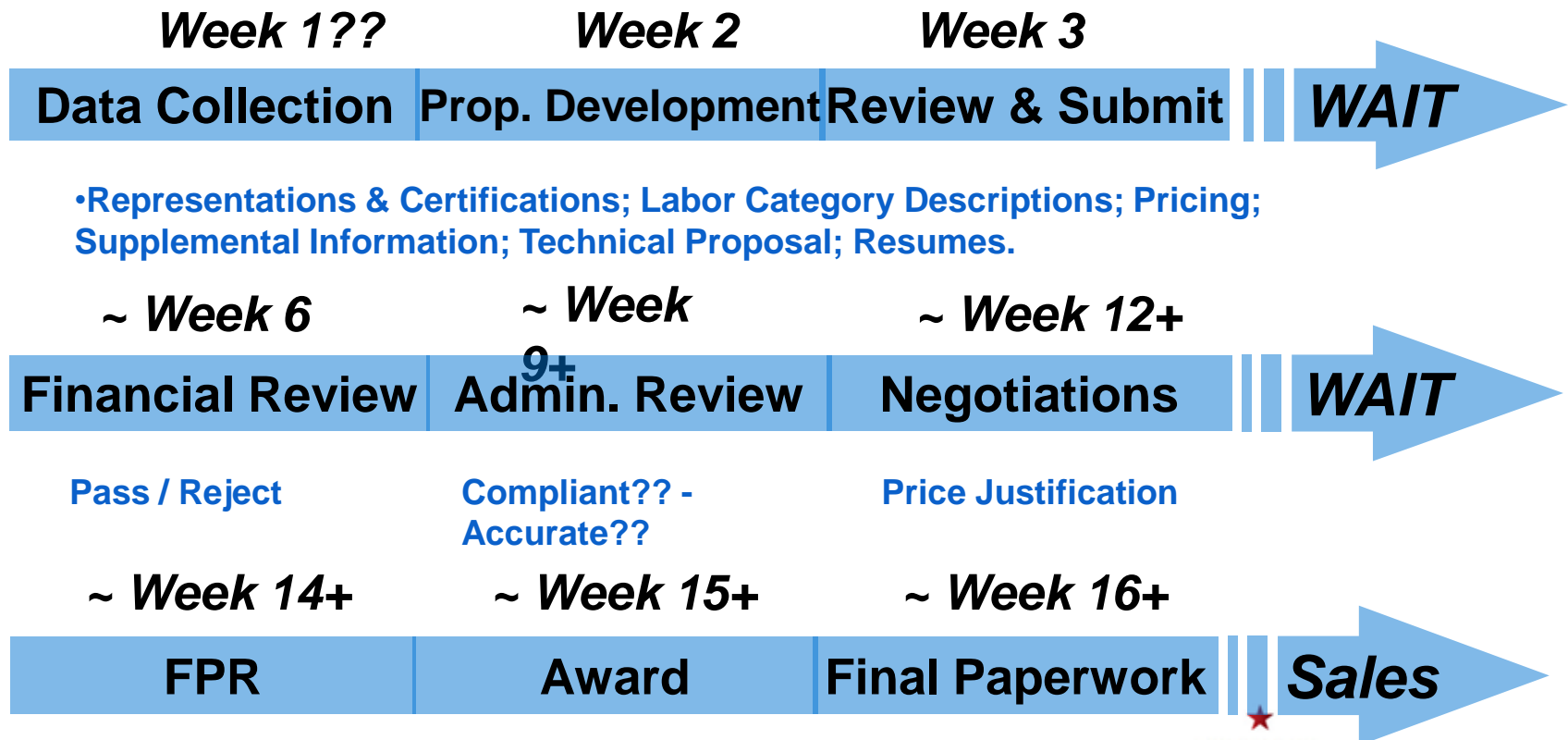


Getting Started...

- ★ Download the Appropriate Solicitation
 - www.fedbizopps.gov
 - <http://www.gsaelibrary.gsa.gov>
- ★ Analyze RFP (150+ Pages)
- ★ Determine Eligibility to Prime GSA Schedule
- ★ Allocate Resources for the GSA Schedule Proposal Process



Global Services' Process



Ordering Methodologies

PRODUCTS

SERVICES

**FEDERAL ACQUISITION
REGULATION 8.404**

**GSA ESTABLISHED
PROCEDURES FAR 8.402**



Orders For Products

- ★ Under \$3000 – The Government Can Order From Any Schedule Contractor
- ★ Over \$3000 and Under Your Maximum Order Threshold – The Government Should Get Three Quotes Before Ordering
- ★ Over the Maximum Order Threshold – The Government Follows the Same Procedures for Orders Over \$3000, Looks at Additional Pricelists and Seeks Price Reductions Before Ordering



Orders For Services

GSA'S INSTRUCTIONS TO GOVERNMENT



Outlines 3 simple steps



Step One – Preparing the RFQ

Prepare a Performance Based Statement of Work That Outlines, at a Minimum:

- ★ Work to Be Performed
- ★ Location of Work
- ★ Period of Performance
- ★ Applicable Standards
- ★ Delivery Schedule
- ★ Acceptance Criteria
- ★ Special Requirements

GOVERNMENT OR CONTRACTOR?



Step Two – Transmitting the RFQ

- ★ Send to 3 - If Order Is Between \$3,000 and the Maximum Order Threshold
- ★ Orders Over the Maximum Order Threshold Should Be Sent to Additional Contractors

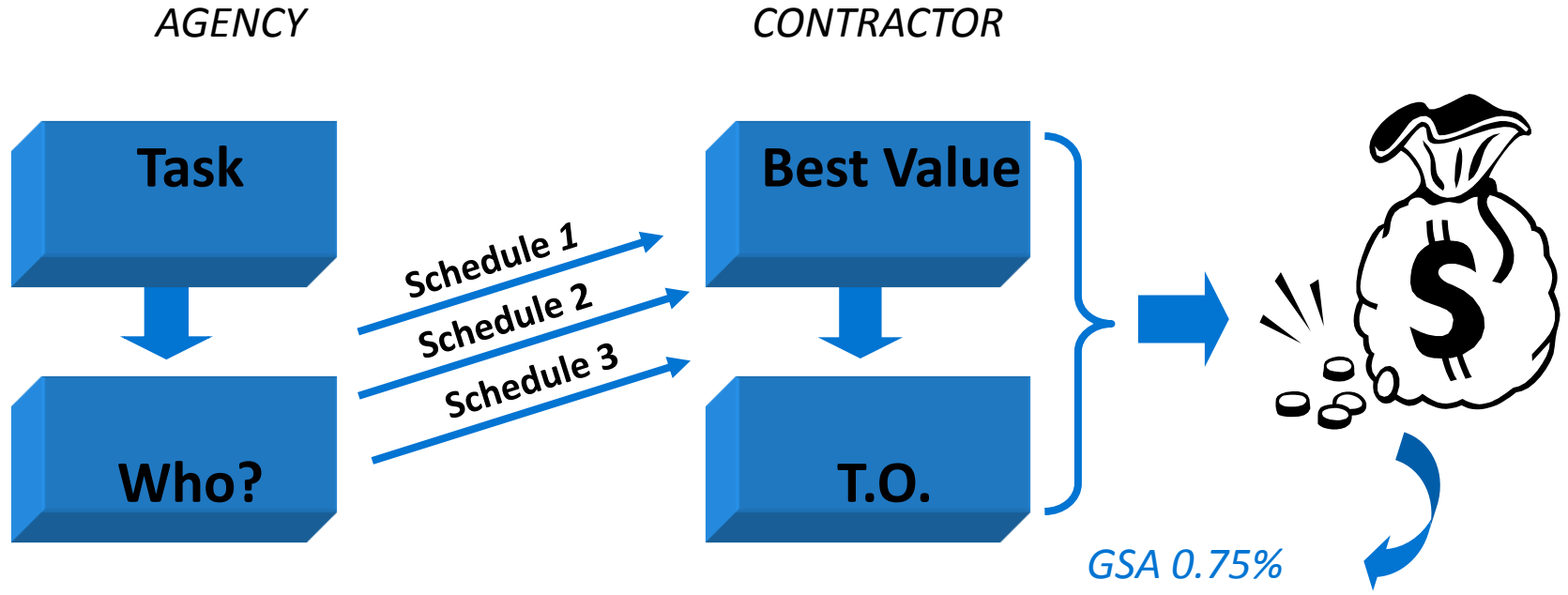


Step Three – Making the Award

- ★ The Ordering Office, at a Minimum, Should Document Orders by Identifying the Contractor the Services Were Purchased From, the Services Purchased, and the Amount Paid
- ★ If Other Than a Firm-fixed Price Order Is Placed, Such Documentation Should Include the Basis for the Determination to Use a Labor-hour or Time-and-materials Order
- ★ As the Contractor You Must Be Prepared to “Hand-hold” the Government Through this Process



GSA Services Order Summary



Questions?



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Courtney Fairchild

Global Services

(202) 234-8933

cfairchild@globalservicesinc.com

www.globalservicesinc.com

