Specific Advantages of GSA Schedule Program by Bill Parkar

Article published on April 3rd 2012 | Shopping

Federal government is the largest buyer of quality goods and services and so it seems doing business with the federal market is not at all that difficult for the small business companies. But the fact is, without a formal recognition, selling to the government is not that easy either. Here comes the GSA Advantage. GSA is the popular acronym of Service Administration, an independent US Federal agency that has been formed to support the small business ventures through a five years contract. Here the government is agreed upon to pay the certified businesses for their commercial correspondences. This is a kind of certification with which the small business companies get a way into the government market and a chance to compete with the giant industrialists.

Apart from GSA schedule the program is also popularly known as the Multiple Award Schedule or Federal Supply Schedule. Here you must keep the fact in mind that the GSA Schedule is completely an unfunded program and can never promise your business success unless you have the potential to sell to the government. Here the funding is only provided by the receipt of order duly signed by the US Federal Agencies. However, there are set aside Government contracts solely meant to be accessed by the small business companies approved by General Services Administration. So, it is obvious that being certified by the GSA Schedule program you get an opportunity to win the contract through a less competition.

The GSA contracts are initially five years plan with which the procurement of government contracts becomes a lot easier. The contracts are subjected to be renewed three times for five years each to make it a long 20 years contract. So, once being certified by the agency a small business company comes under the federal contract for a pretty sustaining period. It has been proved that the GSA advantage has the potential to drive a small business towards success especially those would lag behind otherwise due to social or economical restraints. So, letâ€™s take a look at the prospect a service disabled business veteran can enjoy from GSA schedule.

In order to serve the prime objective, that is, to help the small vendors get a wider market exposure, the GSA services establish a long term government wide contracts with different commercial firms. This in turn gives the federal buyers an access to millions of state wide industry standard products and services at the best market price. Also, the products and services can either be ordered directly from the GSA schedule contractors or can be purchased online from the scheduled vendors. So, it makes clear that with the GSA contracting program the members can enjoy the benefits of shorter lead times for acquisition and the lowest expenditure for all the essential administrative correspondences. Not only helping the small business companies in doing business with the government but the GSA Schedule program help the customers from the remotest part of the country to enjoy the best consumer price for the state of the art commercial products or services.

In fact, there are various environmental and socio-economic rules that work in favor of the small business ventures with GSA schedule contracts. So with this program the small business companies can avail the easier options to promote their compliance in spite of all the legal restraints.

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Article Keywords:
Gsa schedule, gsa contract, gsa advantage, government market, gsa services, gsa consultants, government contracts, gsa rates, gsa pricing, gsa proposal

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