

What is GSA and What Does It Mean to Me?

An introduction to GSA contracts and
how they can benefit your agency.

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Introduction

Government agencies can have a lengthy and involved purchasing process, which can make it difficult to obtain necessary products and services in a timely fashion. It can also be tedious to find a reliable, high quality vendor providing competitive pricing. Often, this requires agencies to request information, proposals, and competitive quotes to ensure they are choosing the best vendor for the job, which can cause lengthy delays in the purchasing process. To combat this, agencies are able to utilize government wide acquisition contracts (GWACs) which prescreen vendors and negotiate pricing ahead of time, allowing agencies to cut through some of the red tape that causes delays when attempting to acquire products and services.

What is GSA and Who Qualifies?

GSA, or General Services Administration, was established in 1949 by President Harry Truman. The original mission of GSA was to dispose of war surplus goods, manage and store government records, handle emergency preparedness, and stockpile strategic supplies for wartime. GSA also regulated the sale of various office supplies to federal agencies. Today, GSA facilitates the federal government's purchase of high-quality, low-cost goods and services from quality vendors.

GSA provides contracts to vendors after a thorough application process in which contractors are vetted and price discounts for the federal government are negotiated. This process ensures that the federal government is able to purchase from reliable, high quality vendors, while getting the best possible price discounts which are offered only to the government.

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GSA contracts are organized into schedules and special item numbers. A GSA schedule is a general category for products and services, such as General Purpose Commercial Information Technology Equipment, Software, and Services (schedule 70), and Leasing of Automobiles and Light Trucks (schedule 751). To browse the various GSA schedules offered, visit <http://www.gsaelibrary.gsa.gov/>. Each schedule is further broken down into Special Item Numbers (SIN). For instance, under schedule 70 there are multiple SINs, such as 132-8: Purchase of New Equipment, and 132-9: Purchase of Refurbished Equipment. This makes finding a vendor for your desired products easier, as you can browse through vendors with contracts for those specific SINs.

Most federal, State, and Local government agencies are eligible to purchase off of a GSA contract. Make sure to contact your billing department to check that they recognize GSA as a purchasing vehicle.

Why Should I Use GSA?

When applying for a contract, vendors undergo a very thorough vetting process to ensure only quality vendors are awarded a contract. The vendor then goes through negotiations with GSA, giving the government the best possible discount, while the contracting officer for GSA ensures that the prices given are good, competitive prices. Furthermore, companies also negotiate further discounts in advance, such as prompt payment and volume discounts. What this does for you is provide a reliable contractor with the guaranteed best pricing. Also, because the prices are pre-negotiated, it can cut the buying process down significantly, often removing the necessity to put something out to bid. This can make acquiring goods and services much simpler than purchasing off of the open market. Purchasing off of GSA Advantage! further simplifies this process by allowing agencies to purchase products online through an ecommerce store while still reaping the benefits of purchasing off contract.

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How do I use GSA?

There are multiple options when it comes to purchasing something off of a GSA contract. **GSAAdvantage.gov** is the government's ecommerce platform, allowing agencies to place orders electronically over the internet. **eBuy** is a component of GSA Advantage! which allows agencies to post a RFQ that vendors who hold contracts in the SIN you post under can see and submit quotes for. If you are searching for a contractor to buy a specific item, you can visit the **eLibrary** and search by SIN, keyword, company, etc, and view pricelists for applicable contractors to see what they offer. You can then contact the contractor directly to place your order. When writing the purchase order, be sure to itemize the PO and reference the GSA contract number for any items being purchased off of the contract.

About Telrepc

Telrepc is a small, woman-owned business which provides ruggedized mobile computing solutions, specializing in new and refurbished Panasonic Toughbooks, vehicle mounting solutions, peripherals, and accessories, as well as in-car and body worn evidence collection systems. As an authorized Toughbook warranty repair center, our goal is to support the customer not only through the buying process, but for the whole lifetime of the solution, offering warranty and non-warranty repair services, upgrades, extended warranties, and when it's time to upgrade to newer technology, we offer a trade-in program for trade credit, further lowering the total cost of ownership of your rugged computing solution. We are happy to announce that we have recently been awarded a GSA contract for many models of our refurbished Toughbooks and Toughpads in addition to our ability to offer new Toughbooks and Toughpads off of GSA, allowing us to offer the best prices to government buyers on many of our products. To learn more about Telrepc, visit www.Telrepc.com or call us today at 800-537-0509.

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Resources

GSA Homepage: <http://www.gsa.gov/>

Get more information about GSA

GSA eLibrary: <http://www.gsaelibrary.gsa.gov/>

Search for contractors using key phrases or by browsing categories

GSA Advantage! <https://www.gsaadvantage.gov/>

GSA's ecommerce website

GSA eBuy: <https://www.ebuy.gsa.gov/>

GSA's electronic request for quote/request for proposal system

Telrepcos GSA Contract Pricelist: <http://www.telrepcos.com/content/GSA/TelrepcosPriceList.pdf>

View the terms, conditions, and products offered on our GSA contract.

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