



Capitol 50
Consultants
the government contract specialists

5 REASONS

your GSA Contract may *not* be winning
you Government business



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A lot goes into obtaining a GSA Contract.

Ensure your company is taking the steps to keep that contracting vehicle not only compliant, but also setup the most advantageous way for your company.

1. Buyers cannot see you because your GSA pricelist is not active

If you are not compliant GSA will pull your pricelist from their system. Federal buyers will not see you on Advantage, and you will no longer have access to eBuy

Action:

Upload your GSA-approved pricelist via the Schedule Input Program (SIP) for approval. Once GSA approves it you will have an active pricelist and access to eBuy will be restored

2. Your contract is not setup with the correct Special Item Number(s)

Being under the correct SIN is crucial to having a successful contract (especially for service companies). With the consolidation of the GSA Schedules, this is easier than it may have been in the past for a lot of contract holders. If you don't have the correct SIN, you won't see any requests for quotes.

Action:

Review available SINs on GSA eLibrary. After you determine which is a fit, a modification to your contract needs to be submitted for GSA approval. After the modification is approved, you will need to update your GSA pricelist via the Schedule Input Program (SIP) to show the newly awarded SIN(s). You will be given access to eBuy to see the RFPs under the new SIN(s).



3. The contract is not set up in how Government buyers purchase

Not only do you want to ensure you are under the correct SIN, but that your pricelist is setup in a way that buyers understand and can easily purchase

Action:

Review how your buyers are writing their solicitations. Are they asking for hourly rates and your contract is set up as daily rates only? If this does not match, then it might be time to submit a modification.

4. Are your products/services over the micro-purchase threshold?

GSA Advantage is a great selling tool for contract holders below the micro-purchase threshold (\$10,000), but what if you're above that threshold? There are other tools available that your company could be utilizing to gain business.

Action:

If what your company sells is over the micro-purchase threshold then there are different rules for how buyers are allowed to purchase your items. Are you actively reviewing eBuy for RFPs? Do the right people have access to eBuy? If you're not winning after responding to RFPs, do you know why? Are you asking for a debrief? We would suggest having a marketing plan for your GSA Contract that is specific to the rules that your Federal buyers must follow

5. Overall contract compliance

GSA has become strict with keeping your contract compliant, they have started to implement harsh- er consequences when it comes to those that are not and they may not even know it.

Action:

We suggest reviewing the following information regularly:

- i. Reviewing Points of contact for the contract- are the right people receiving information regarding the contract
- ii. All mass modifications have been accepted
- iii. Pricelist is active on GSA eLibrary
- iv. All required reporting is completed on time and no payments are delinquent.

Our consultants can review these 5 areas and help your team create your B2G Sales Roadmap, schedule your call today.

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