



Government Contractors Group Inc

The Key to your GSA Schedule Success®

Does the Company Qualify for a GSA Schedule?

- 1. Have you been in business for at least 2 years?**
GSA wants to see you have some experience in business.
- 2. Do you have a commercial price list or a commercial catalog or products or services that are sold, leased, or licensed to the general public?**
GSA requires you to submit proof of commerciality.
- 3. Have you completed at least 3 projects during the past 2 years in the service or the products you want to sell to the GSA?**
GSA requires Schedule Holder applicants to have the same or similar experience as you want to sell to GSA.
- 4. Has your firm or any of its principals been disbarred from doing business with the federal government, or, within the last 3 years had a criminal or civil judgment against it with regard to federal, state or local government contracting?**
You will not be eligible to receive a GSA Schedule Contract Award.
- 5. Do you have a job cost accounting system?**
GSA may audit your contract. GSA requires you to make quarterly payments on sales to agencies that buy from your Schedule contract. QuickBooks or similar is acceptable.
- 6. Have you had at least \$100,000 in sales over the past 2 years?**
GSA wants to see you have “substantial” sales.
- 7. Do you have three (3) or more most favored customers?**
GSA wants to ensure you are providing them with your best prices.
- 8. Do you want to diversify your sales base and improve your cash flow?**
The Federal government is a customer that pays invoices promptly.
- 9. Do you sell professional services? If so, do you have at least a 2-page quality control plan?**
Federal agencies that buy services normally require proposals with a quality plan.
- 10. Do you have a product or service that is your core competency that will help solve a problem in the government?**
Your product and/or service must match up with at least one of the Schedule contracts offered by the GSA.