



## **The Good, The Better & The Best of Federal Government Contracting**

### **The Good**

If you are looking to increase your sales, particularly to the Federal Government, there are many ways a **GSA/Veterans Administration Schedule Contract** can help your company capture a share of the dramatic increase in Federal Government spending.

The Federal Government currently spends OVER \$50 BILLION DOLLARS A YEAR with companies that have a **5-year GSA/Veterans Schedule Contract**.

Recent changes to the Federal Acquisition Regulations also allow GSA Information Technology Schedule contractors and Law Enforcement/Security contractors to have access to State/County/City Government procurements through **Cooperative Purchasing**.

Since February 2007, all GSA Schedule Contract holders are now also eligible to provide **Disaster Recovery** assistance in the form of Products and Services to State/County/City governments.

Both of these GSA Schedule holder provisions can help you build your business at all levels of Government procurement!

### **The Better**

#### **The Value of GSA & VA Schedules - Top 8 Reasons**

1. GSA Schedule Contracts are the **"easiest"** way for Federal Government Buyers to purchase your products and services.
2. GSA Schedules are virtually **Protest Proof**, ending those long legal contract award delays common in the Federal RFP marketplace.
3. GSA Schedules **greatly reduce Federal Government Procurement Time**: 7-14 days or less to place an order with a GSA Schedule vs. 150 days + with Federal RFPs.
4. GSA Schedules **greatly reduce Federal competition requirements**: Schedules are CICA compliant and only require 3 responsive competitors vs. the Federal "RFP Lottery" where it is not uncommon to have 50 bidders.

5. GSA Schedules have **no order limitations** and can provide Volume/Quantity Discount Incentives to Federal buyers to increase the size of orders placed.
6. The GSA Advantage ECommerce website provides **worldwide online access** for your specific GSA Contract to Federal Government buyers.
7. The GSA EBuy RFQ System is a very popular procurement tool for Federal buyers and is **available only** to GSA/Veterans Administration Schedule Contract holders.
8. GSA Schedule Contract holders enjoy exhibition opportunities and **access to Special Federal Marketing Events** that are available only to GSA Schedule holders.

## The Best

1. **The Federal Government is the largest customer in the world, AND the only one who can print money.**
2. **The Federal Government pays in 30 days or less.**
3. **The Federal Government can improve your cash flow as a new customer.**

For more information on GSA/Veterans Administration Schedules Workshop Program, go to [www.keynote-connections.com](http://www.keynote-connections.com).

We are not going to bore you with meaningless statistics and generic canned information. **We are going to teach you how to prepare your own specific GSA/Veterans Administration Schedule. We work with you side-by-side on your schedule, saving you endless months of frustration and confusion.**

Details on our 2-day Hands-On Preparation of your own GSA/Veterans Administration Schedules Contract, can be found here:  
<http://www.keynote-connections.com/gsaworkshops/>

In this 2-day workshop, you will also learn how to market your awarded schedule, and how to manage your contract.

Keynote Connections, Inc. has been in business for 20 years, and we have prepared over 300 GSA/Veterans Administration Schedules. Additionally, we also help our clients structure their QuickBooks company file for GSA/VA and DCAA compliancy, with more than 16 years experience with QuickBooks Pro software.

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