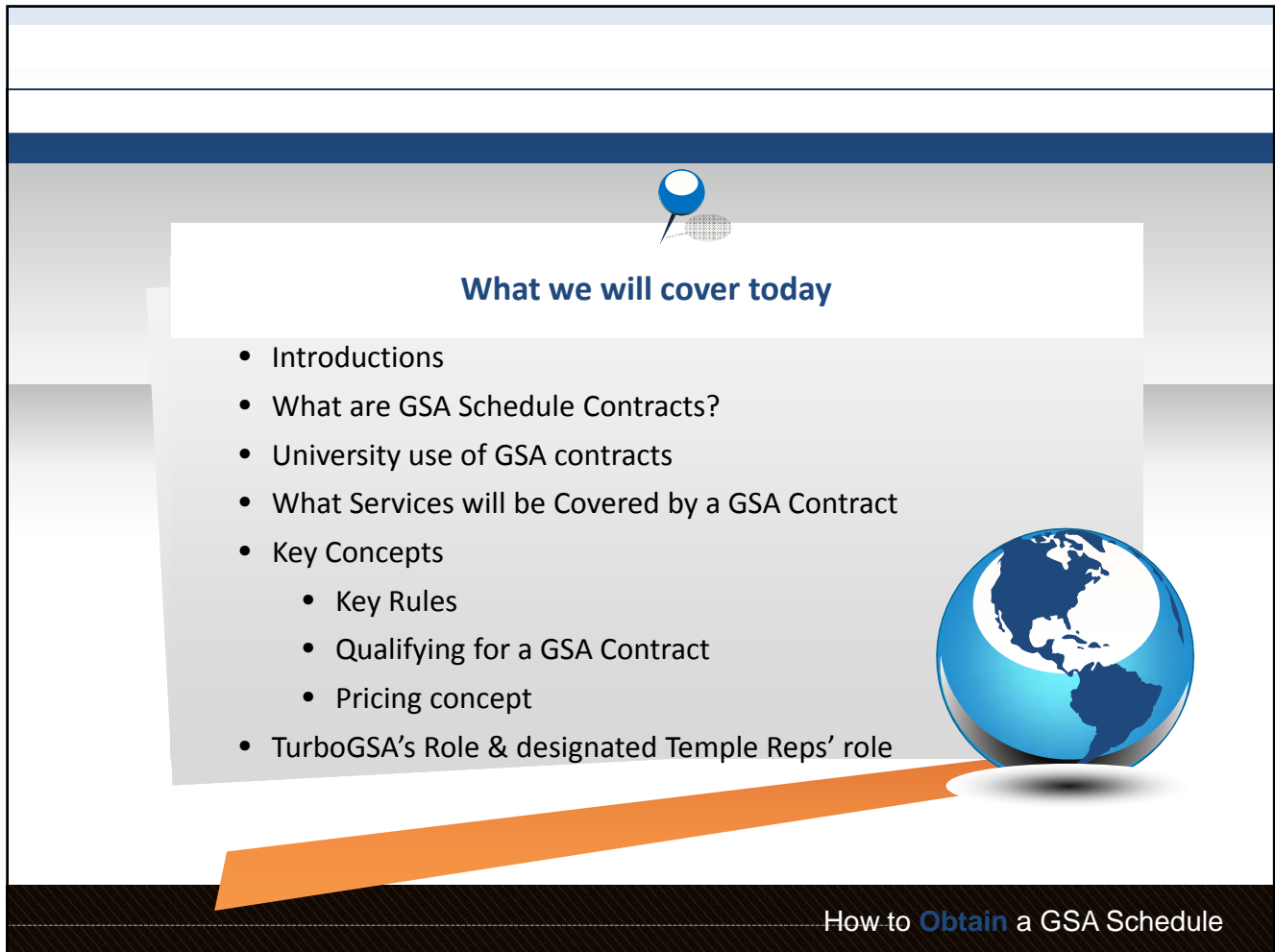




**Temple University:**  
**GSA Schedule Contract Kickoff:**  
Flexible Contract with The World's Largest Client?

**TurboGSA**  
[www.turbogsa.com](http://www.turbogsa.com)









The slide features a blue pushpin icon at the top center. Below it, the title "What we will cover today" is displayed in a white box. A list of topics follows, including introductions, GSA Schedule Contracts, university use, services covered, key concepts (rules, qualifying, pricing), and TurboGSA's role. A blue and white globe is positioned to the right of the list. An orange ribbon graphic points from the bottom of the list towards the bottom right corner of the slide, where the text "How to Obtain a GSA Schedule" is located.


### What we will cover today

- Introductions
- What are GSA Schedule Contracts?
- University use of GSA contracts
- What Services will be Covered by a GSA Contract
- Key Concepts
  - Key Rules
  - Qualifying for a GSA Contract
  - Pricing concept
- TurboGSA's Role & designated Temple Reps' role

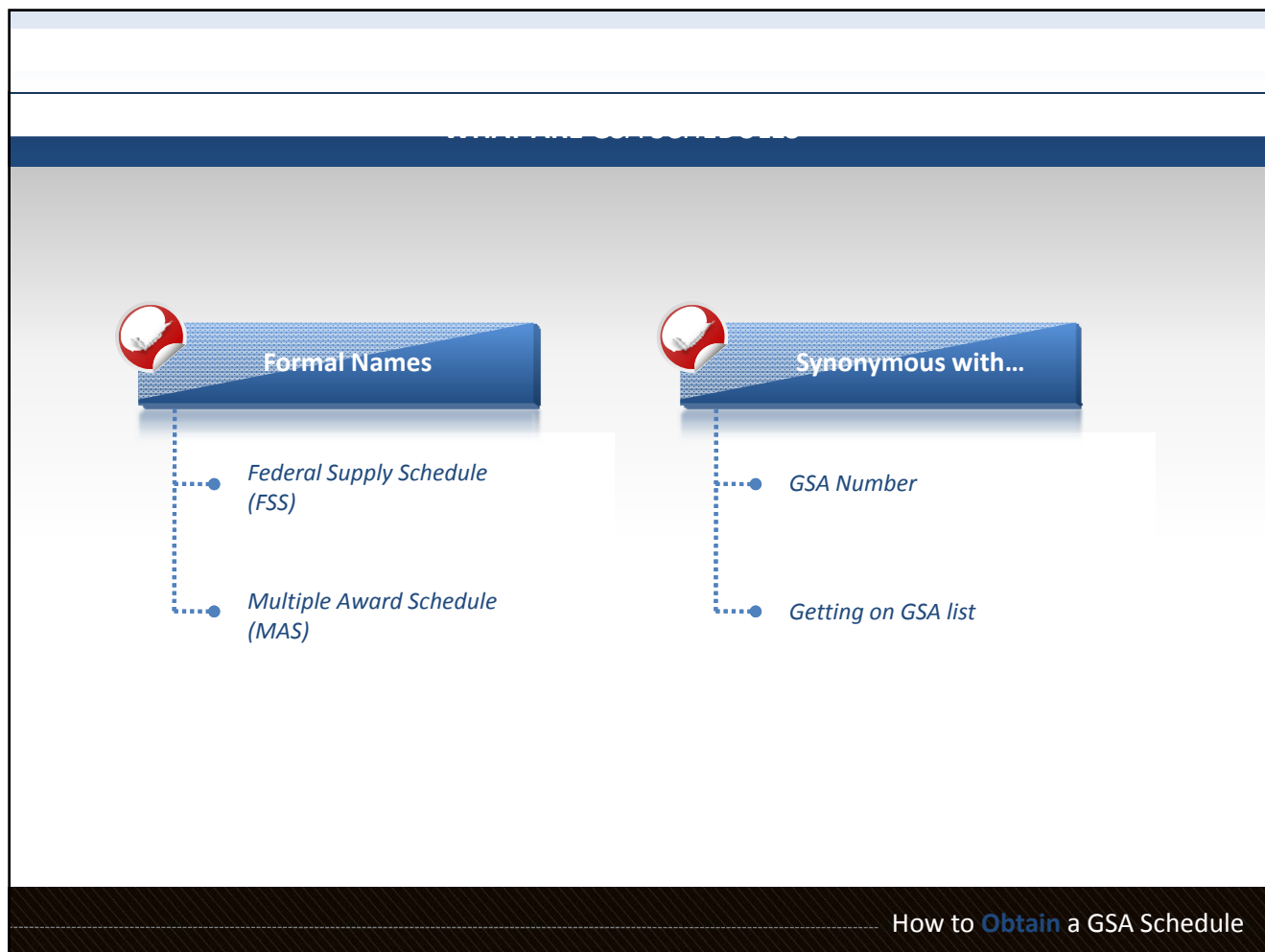
How to **Obtain** a GSA Schedule

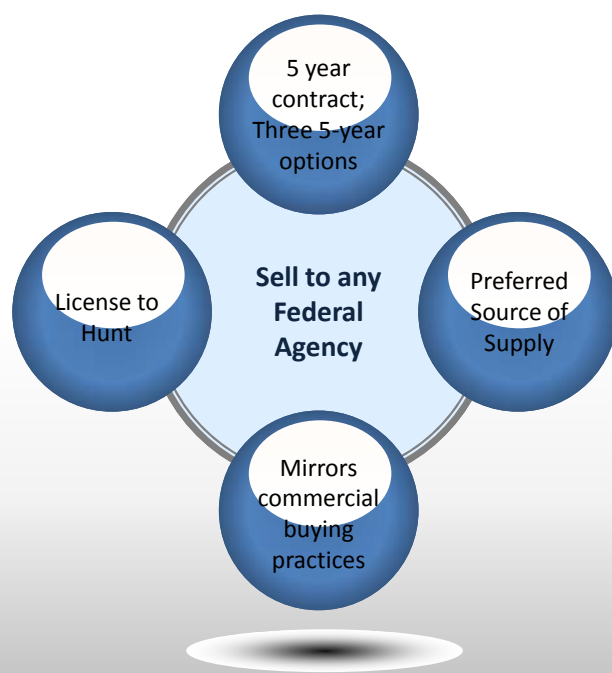
### TurboGSA Team

	<b>Robert Kelly</b> Principal Consultant and Project Director	
	<b>Pat Laubenstein</b> Proposal Writer and Documentation	
	<b>Marcy Guttadauro</b> Proposal Writer	

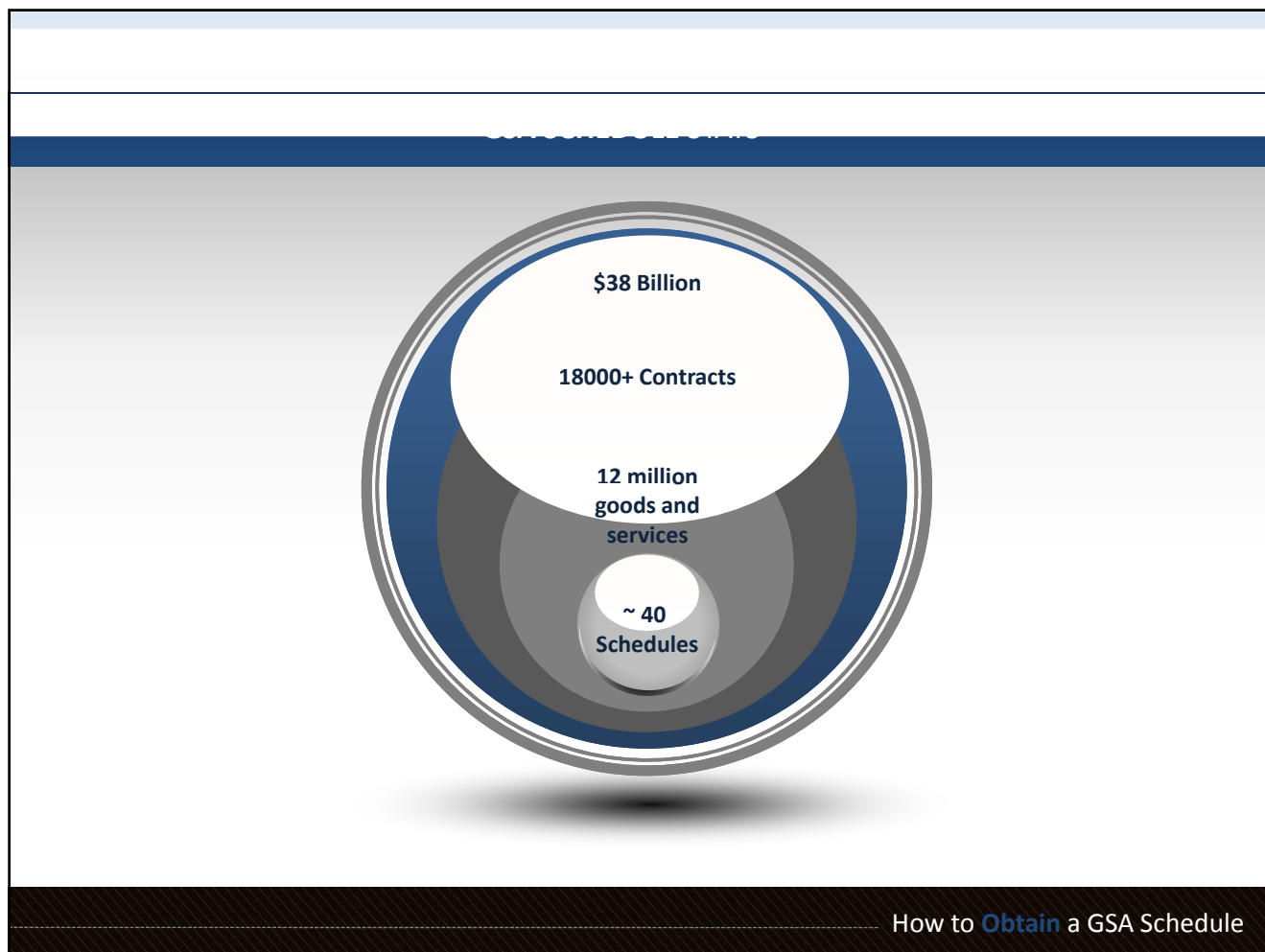


How to **Obtain** a GSA Schedule





How to **Obtain** a GSA Schedule














**Eligible GSA Contract Users include:**

- ▶ All Federal Executive Agencies
- ▶ Certain Prime Contractors
- ▶ Wholly Owned Government Corps
- ▶ Certain Voluntary and International Organizations (i.e. UN, Red Cross)
- ▶ State/Local Govt. for disaster preparedness & recovery
- ▶ Others – See “Organizations Eligible to use GSA Schedules” on our web site



How to **Obtain** a GSA Schedule

### How Schedules Benefit the Contractor

-  Fills the gaps between other Federal grants & contracts
-  No need to go through the traditional procurement process
-  Provides instant credibility to Agencies
-  Any size order accepted
-  Allows for BPAs and Teaming Agreements
-  Low contract administration costs
-  Access to procurements restricted to GSA contractors
-  Fewer protests allowed
-  GSA Promotes the program to Agencies



How to **Obtain** a GSA Schedule



**Qualifying Companies**


- Already sold your product or service in the commercial marketplace?
- Does the company have at least 4 customer references?
- Can document past sales practices through invoices, rate sheets, proposals, internal pricing policies
- Firm financially able to support task orders?
- Written job descriptions and compensation policies?
- Have you completed projects within the past two years that demonstrate your expertise under the desired?
- Have you been in business at least two years?
- Will you make the government your MFC

How to **Obtain** a GSA Schedule

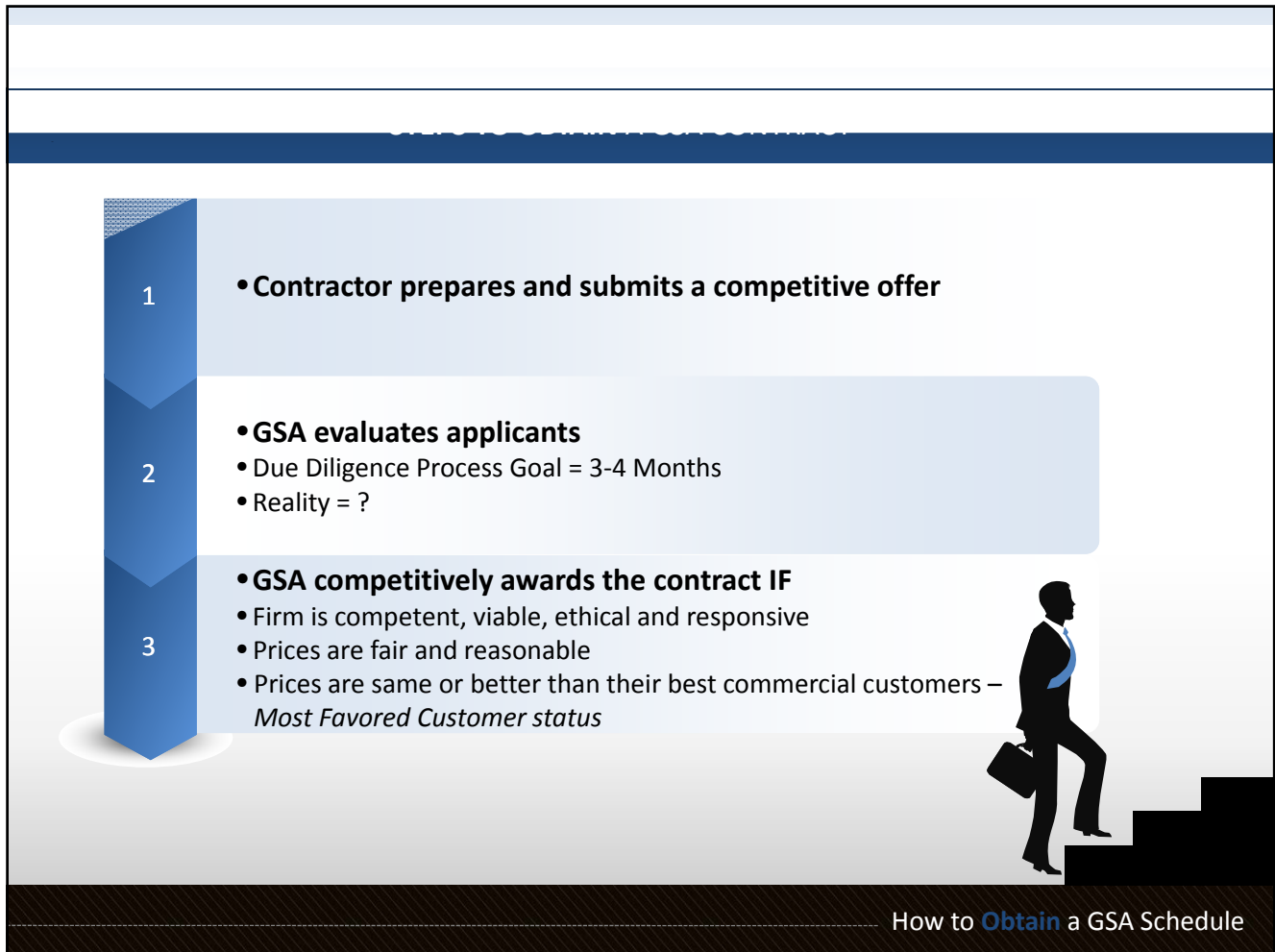


### Key Terms and Conditions

- 552.215-72 - Price Adjustment – Failure to Provide Accurate Information
- 552.238-74 - Industrial Funding Fee & Sales Reporting
- 552.238-75 - Price Reductions
- 552.243-72 - Modifications
- I-FSS-639 - Contract Sales Criteria
- 552.232-77 - Payment by Purchase Card



How to **Obtain** a GSA Schedule



► Provide all requested information

► Disclose all discounts – don't hide anything

- Basic discounts
- Volume/Quantity discounts
- Other concessions/inducements
- Prompt payment

Strategic Decisions

Basic Information

Supporting Documents

GSA Proposal

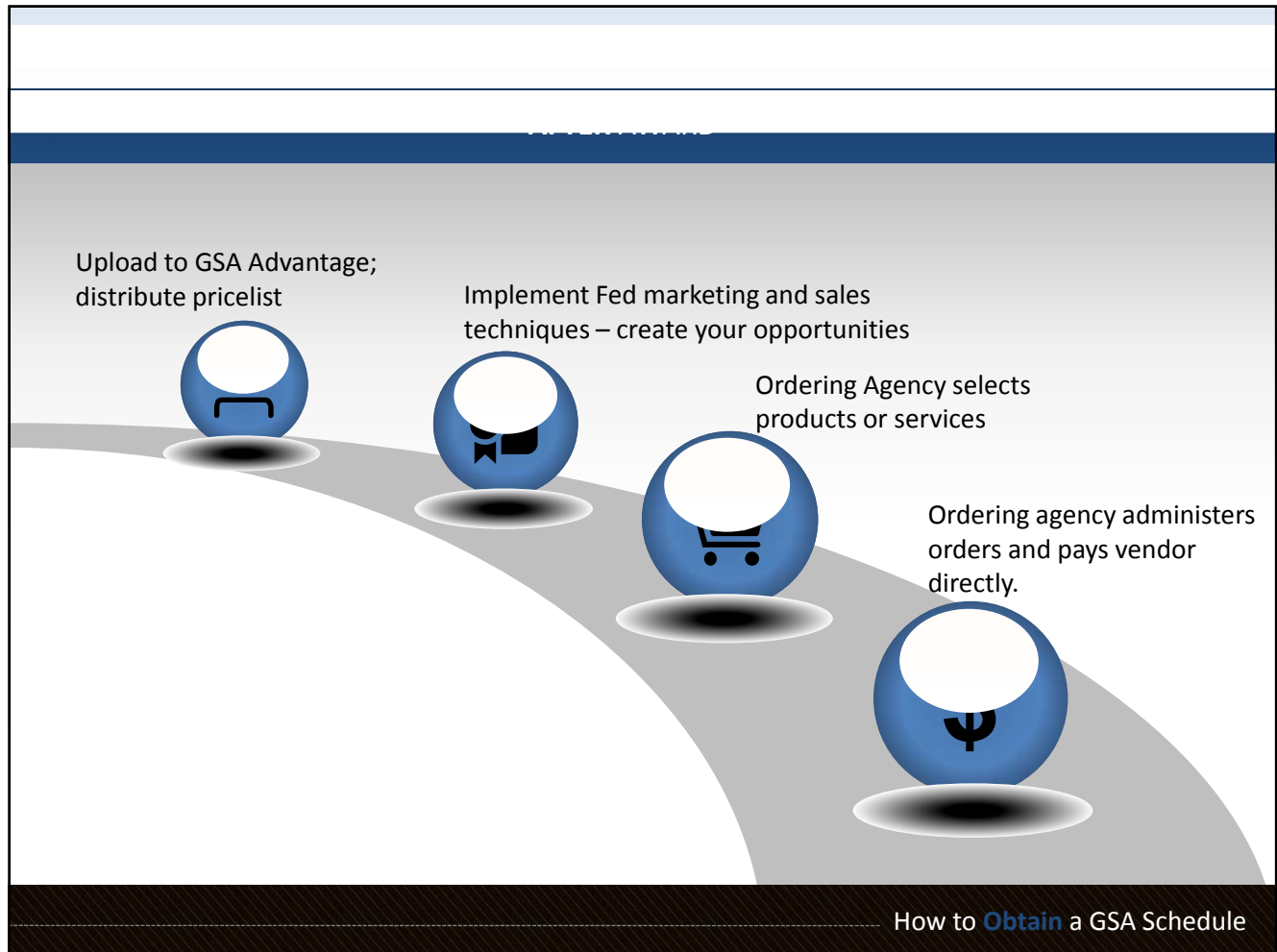
How to **Obtain** a GSA Schedule

The slide features a blue header bar with a circular American flag icon on the left and the title 'What to expect after we submit...' in white text. Below the header, a list of six items is presented, each preceded by a blue right-pointing triangle. The background of the list area is a light gray with a faint map of the United States. To the right of the list, a silhouette of a man in a suit carrying a briefcase is shown climbing a set of black stairs. The slide is framed by a dark blue horizontal bar at the top and a dark brown textured bar at the bottom.

What to expect after we submit...

- ▶ Patience
- ▶ Clarifications
- ▶ Negotiations
- ▶ Final Proposal revision (FPR)
- ▶ Award
- ▶ Not everything the CO tells you is correct

How to **Obtain** a GSA Schedule

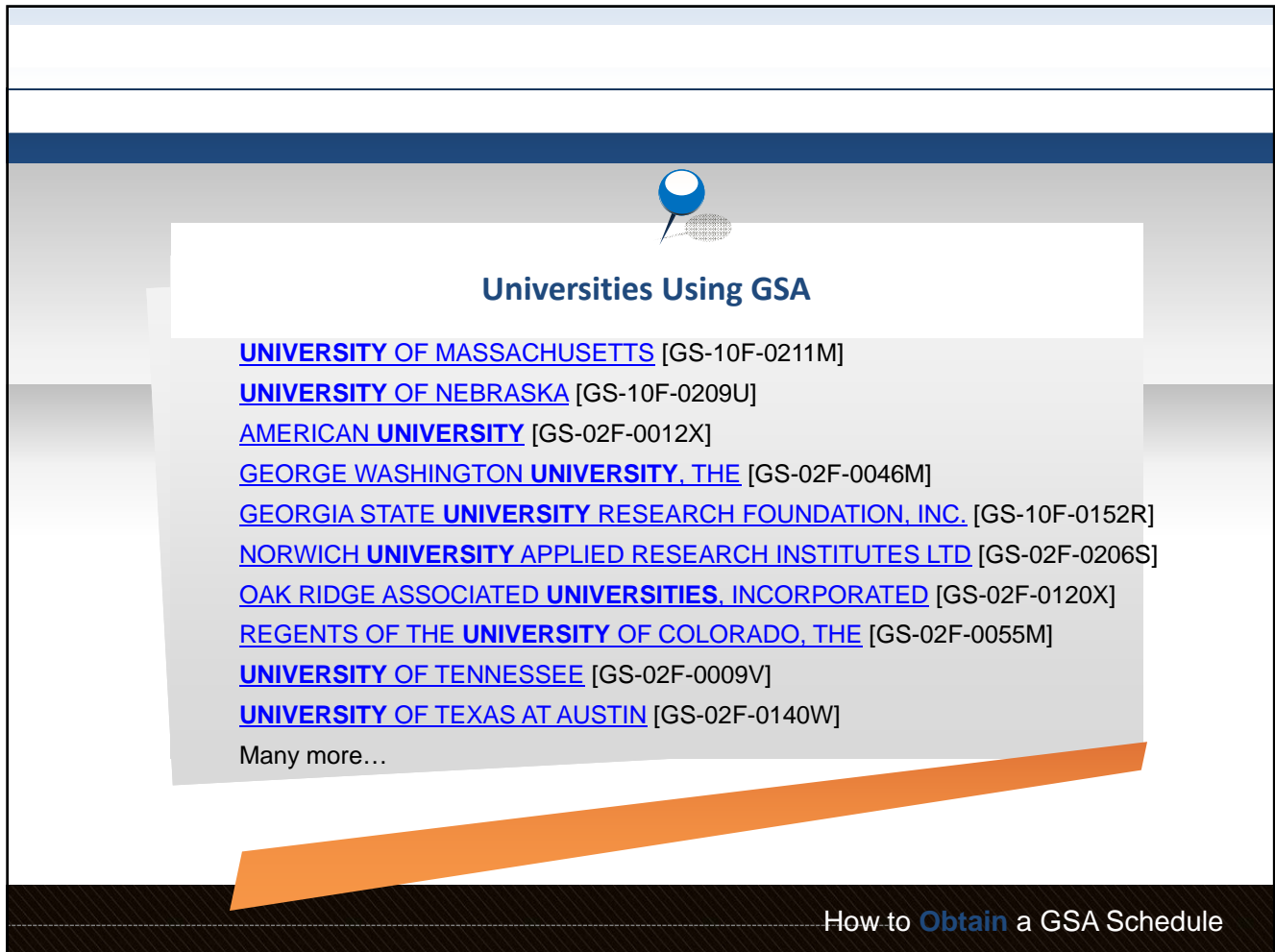





### Examples of how Universities are using GSA

- Mercer University Mercer Engineering Research Center
  - IT and Engineering Services
- American University
  - Executive Leadership Certificate
  - Human Resources (Intern recruitment/placements)
- George Washington University
  - Courses– Leadership, Succession Management, Change
  - Custom training
- University of Alabama
  - Engineers
- University of Tennessee – Environmental

How to **Obtain** a GSA Schedule





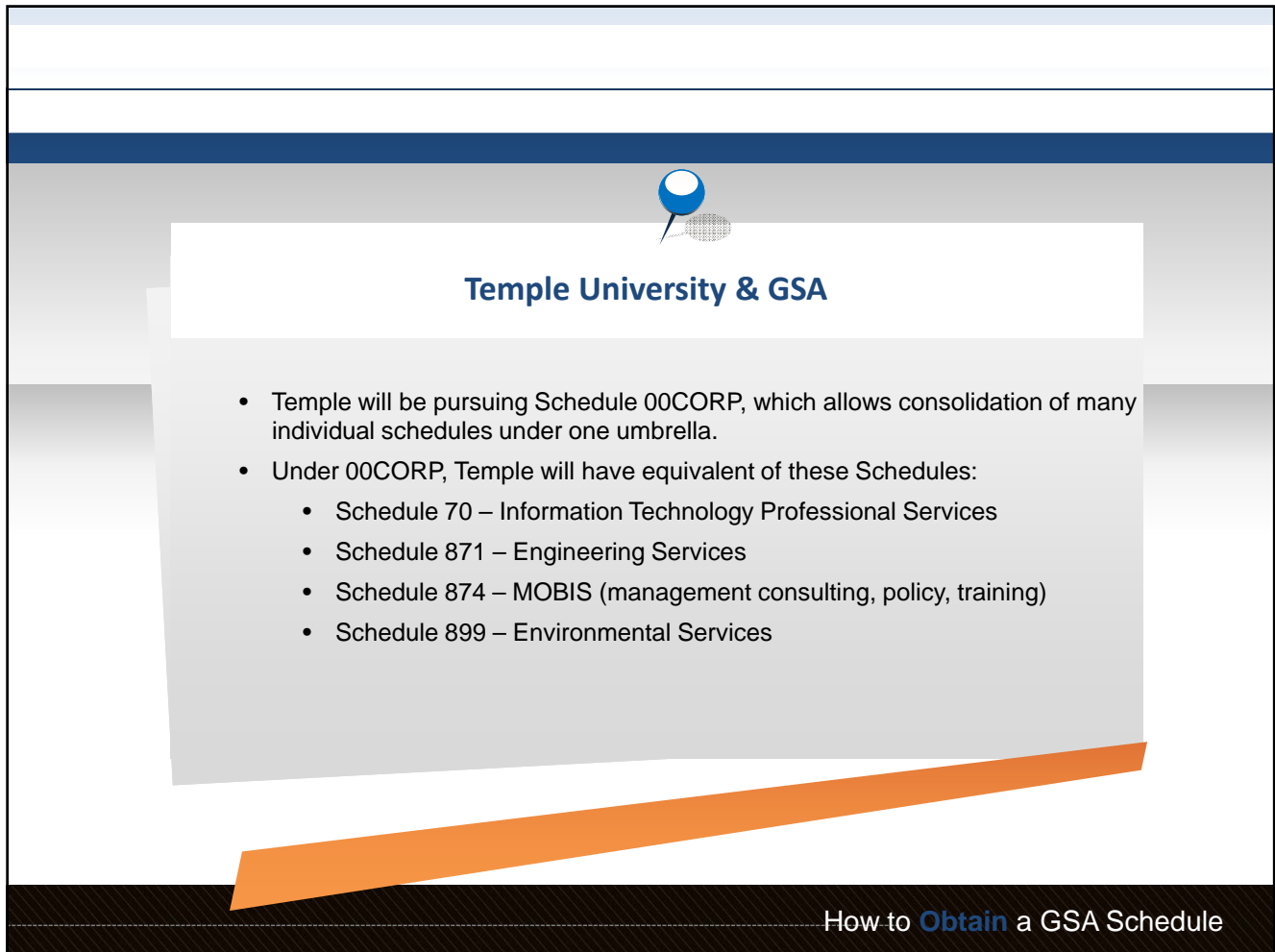
**Universities Using GSA**

- [UNIVERSITY OF MASSACHUSETTS](#) [GS-10F-0211M]
- [UNIVERSITY OF NEBRASKA](#) [GS-10F-0209U]
- [AMERICAN UNIVERSITY](#) [GS-02F-0012X]
- [GEORGE WASHINGTON UNIVERSITY, THE](#) [GS-02F-0046M]
- [GEORGIA STATE UNIVERSITY RESEARCH FOUNDATION, INC.](#) [GS-10F-0152R]
- [NORWICH UNIVERSITY APPLIED RESEARCH INSTITUTES LTD](#) [GS-02F-0206S]
- [OAK RIDGE ASSOCIATED UNIVERSITIES, INCORPORATED](#) [GS-02F-0120X]
- [REGENTS OF THE UNIVERSITY OF COLORADO, THE](#) [GS-02F-0055M]
- [UNIVERSITY OF TENNESSEE](#) [GS-02F-0009V]
- [UNIVERSITY OF TEXAS AT AUSTIN](#) [GS-02F-0140W]

Many more...

How to **Obtain** a GSA Schedule





**Temple University & GSA**

- Temple will be pursuing Schedule 00CORP, which allows consolidation of many individual schedules under one umbrella.
- Under 00CORP, Temple will have equivalent of these Schedules:
  - Schedule 70 – Information Technology Professional Services
  - Schedule 871 – Engineering Services
  - Schedule 874 – MOBIS (management consulting, policy, training)
  - Schedule 899 – Environmental Services

How to **Obtain** a GSA Schedule



### Temple University – *Example* Departmental Uses

- Business School – Consulting and Training Courses - Schedule 874
- Law – Policy advising, training - Schedule 874
- CLA/Ambler – Consulting or Training Courses - Schedule 874
- Medical/Dental/Pharmacy – Policy, program management - Schedule 874, 899
- Engineering – Engineering, Environmental and IT – Schedule 871, 899, 70
- Education – Consulting and Training Courses - Schedule 874

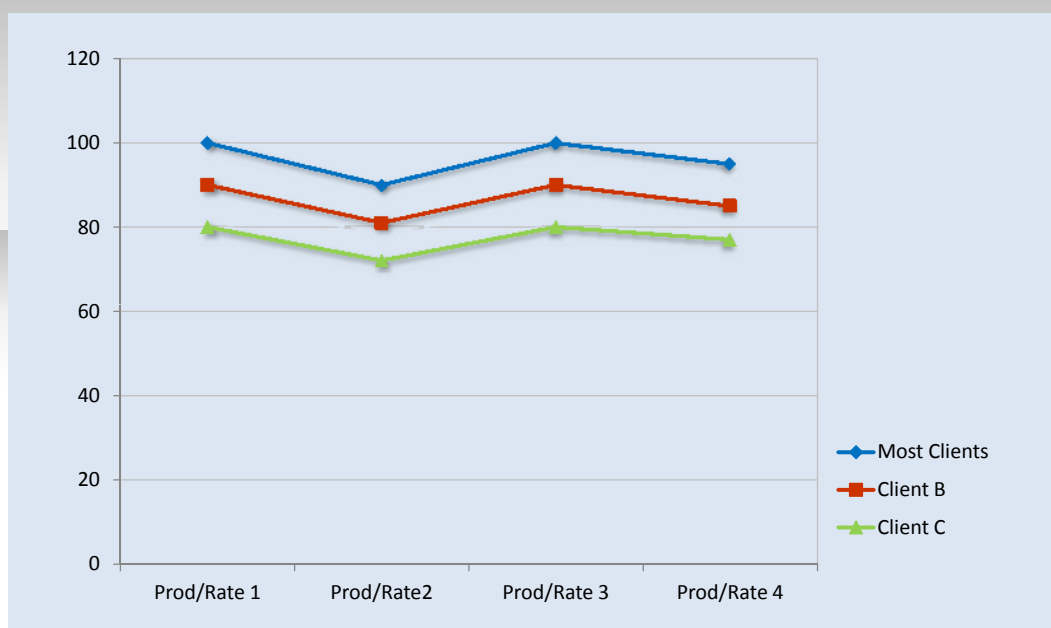
How to **Obtain** a GSA Schedule

Pricing is derived from:

- Commercial Pricing
- Market rates (not published but used in usual course of trade)
- Extrapolated from prior commercial/government contracts based on salary, overhead, G&A, profit (or contingency).
- To be discussed with individual departments and based on specific needs and actual experience of each.

*Avoid offering courses/services not previously sold in marketplace.*

How to **Obtain** a GSA Schedule



How to **Obtain** a GSA Schedule


**Tennessee:**

**•Onsite and offsite HOURLY Rates -**

[https://www.gsaadvantage.gov/ref\\_text/GS10F0205T/0BUSAK.1HU4RU\\_GS-10F-0205T\\_UTKGSAANNOUNCEMENT.PDF](https://www.gsaadvantage.gov/ref_text/GS10F0205T/0BUSAK.1HU4RU_GS-10F-0205T_UTKGSAANNOUNCEMENT.PDF)

Distinguished Professor	\$ 170
Center Director I	\$ 152
Center Director II	\$ 159
Full Professor I	\$ 114
Full Professor II	\$ 133
Associate Professor I	\$ 94
Associate Professor II	\$ 104
Assistant Professor I	\$ 76
Assistant Professor II	\$ 97
Senior Research Associate I	\$ 66
Senior Research Associate II	\$ 85
Research Associate I	\$ 53
Research Associate II	\$ 57
Laboratory Technician	\$ 34
Graduate Research Assistant (GRA)	\$ 35
Undergraduate Research Assistant (UGA)	

**Off campus rates about 10%-15% lower**




How to **Obtain** a GSA Schedule

**GWU – 874**  
[https://www.gsaadvantage.gov/ref\\_text/GS02F0046M/GS02F0046M\\_online.htm](https://www.gsaadvantage.gov/ref_text/GS02F0046M/GS02F0046M_online.htm)  
**Per course pricing – e.g.,**  
I. Change Management Simulation    \$ 7,858 Per Simulation

**Custom Training – Course Development:**

Senior Subject Matter Expert	\$ 3,022.50 Per Day
Faculty Instructor	\$ 2,554.00 Per Day
Faculty Instructor	\$ 1,277.00 ½ Day
Research Assistant	\$ 1,150.57 Per Day
Research Assistant	\$ 574.28 ½ Day
Program Manager	\$ 150.00 Per Hour
Program Management Assistant	\$ 75.00 Per Hour
Facilities (GW Campus)	\$ 503.75 Per Day
Audio Visual	\$ 201.50 Per Day
Supplies and Materials	\$ 251.88 Per Day
Course Guides	\$ 100.75 Per
Student	



How to **Obtain** a GSA Schedule

- UMass – 874
- Broadly defined Labor categories can provide flexibility:

<http://www.gsaelibrary.gsa.gov/ElitNumber=GS-10F-0211M&contractorName=UNIVERSITY&teQuery=YES>

874-1, Consulting Services: 874-3, Survey Services		
Labor Category Offered	Government Hourly Rate	Government Daily Rate
University Consultant III	\$792.12	\$ 6,337.00
University Consultant II	\$599.45	\$ 4,795.58
University Consultant I	\$363.95	\$ 2,911.58
Senior Consultant V	\$310.30	\$ 2,482.42
Senior Consultant IV	\$265.97	\$ 2,127.79
Senior Consultant III	\$221.64	\$ 1,773.16
Senior Consultant II	\$177.32	\$ 1,418.52
Senior Consultant I	\$132.99	\$ 1,063.89
Consultant V	\$117.87	\$ 943.00
Consultant IV	\$104.27	\$ 834.15
Consultant III	\$90.67	\$ 725.38
Consultant II	\$77.07	\$ 616.53
Consultant I	\$63.47	\$ 507.77
Graduate Associate III	\$29.97	\$ 239.80
Graduate Associate II	\$22.66	\$ 181.31
Graduate Associate I	\$17.54	\$ 140.29
Admin. Assistant III	\$26.95	\$ 215.62
Admin. Assistant II	\$24.48	\$ 195.83
Admin. Assistant I	\$22.67	\$ 181.39
874-4, Training Service		
Course	Length	Government Rate
Single-day courses	6 hours	\$ 3,264.22

How to Obtain a GSA Schedule

Alabama – 871 – Engineering

[https://www.gsaadvantage.gov/ref\\_text/GS23F0062P/0FU9M9.1U01HG\\_GS-23F-0062P\\_GSASCHEDULEA.PDF](https://www.gsaadvantage.gov/ref_text/GS23F0062P/0FU9M9.1U01HG_GS-23F-0062P_GSASCHEDULEA.PDF)



**UAH Campus Site Rates**

<b>GSA Labor Category</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
<a href="#">PROGRAM DIRECTOR</a>	\$ 109.18	\$ 113.22	\$ 117.41	\$ 121.75	\$ 126.25	\$ 130.93
<a href="#">PRINCIPAL ENGINEER</a>	\$ 151.75	\$ 159.82	\$ 165.73	\$ 171.86	\$ 178.22	\$ 184.82
<a href="#">PROJECT MANAGER</a>	\$ 73.93	\$ 83.70	\$ 86.79	\$ 90.00	\$ 93.33	\$ 96.79
<a href="#">ENGINEER III</a>	\$ 56.11	\$ 58.19	\$ 60.34	\$ 62.58	\$ 64.89	\$ 67.29
<a href="#">ENGINEER II</a>	\$ 49.69	\$ 51.53	\$ 53.44	\$ 55.41	\$ 57.46	\$ 59.59
<a href="#">ENGINEER I</a>	\$ 40.16	\$ 41.46	\$ 43.19	\$ 44.78	\$ 46.44	\$ 48.16
<a href="#">SIMULATION ANALYST</a>	\$ 26.50	\$ 27.48	\$ 28.50	\$ 29.55	\$ 30.64	\$ 31.78
<a href="#">ENGR ASST/TECHNICIAN</a>	\$ 22.96	\$ 23.81	\$ 24.69	\$ 25.61	\$ 26.55	\$ 27.54
<a href="#">JR. ENGR ASST</a>	\$ 15.13	\$ 15.69	\$ 16.27	\$ 16.87	\$ 17.49	\$ 18.14

How to **Obtain** a GSA Schedule



### Dayton- 871 – Engineering

[https://www.gsaadvantage.gov/ref\\_text/GS23F0143R/0HQM9A.252L1R](https://www.gsaadvantage.gov/ref_text/GS23F0143R/0HQM9A.252L1R)  
[GS-23F-0143R GS23F0143R.PDF](#)

	Year 6	Year 7	Year 8
	3/23/2010 to 3/22/2011	3/23/2011 to 3/22/2012	3/23/2012 to 3/22/2013
<b>Labor Categories</b>			
Project Manager 1	\$138.62	\$142.78	\$147.06
Project Manager 2	\$155.07	\$159.72	\$164.51
Subj Matter Expert 1	\$154.80	\$159.44	\$164.23
Subj Matter Expert 2	\$161.30	\$166.14	\$171.12
Sr. Eng/Sci/Anal 1	\$111.32	\$114.66	\$118.10
Sr. Eng/Sci/Anal 2	\$123.33	\$127.03	\$130.84
Sr. Eng/Sci/Anal 3	\$129.03	\$132.90	\$136.89
Sr. Eng/Sci/Anal 4	\$138.25	\$142.39	\$146.67
Sr. Eng/Sci/Anal 5	\$147.65	\$152.08	\$156.64
Sr. Eng/Sci/Anal 6	\$161.30	\$166.14	\$171.12
Eng/Sci/Anal 1	\$84.79	\$87.33	\$89.95
Eng/Sci/Anal 2	\$96.86	\$99.77	\$102.76
Eng/Sci/Anal 3	\$111.32	\$114.66	\$118.10
Eng/Sci/Anal 4	\$122.20	\$125.87	\$129.64
Eng/Sci/Anal 5	\$123.33	\$127.03	\$130.84
Eng/Sci/Anal 6	\$146.78	\$151.18	\$155.71
Jr. Eng/Sci/Anal 1	\$67.00	\$69.01	\$71.08
Jr. Eng/Sci/Anal 2	\$71.73	\$73.88	\$76.10
Jr. Eng/Sci/Anal 3	\$79.50	\$81.88	\$84.34
Jr. Eng/Sci/Anal 4	\$85.43	\$87.99	\$90.63
Sr. Technician 1	\$71.85	\$74.01	\$76.23
Sr. Technician 4	\$89.88	\$92.57	\$95.35
Technician 1	\$57.01	\$59.34	\$61.12
Technician 3	\$71.53	\$73.68	\$75.89
Jr. Technician 1	\$43.15	\$44.44	\$45.77
Jr. Technician 2	\$49.91	\$51.41	\$52.95
Jr. Technician 3	\$52.52	\$54.10	\$55.72
Adm Support 3	\$59.11	\$60.89	\$62.71
Student Intern 3	\$21.13	\$21.76	\$22.41


How to **Obtain** a GSA Schedule

Example

Colorado State– 899 – Environmental

[https://www.gsaadvantage.gov/ref\\_text/GS10F0507N/0K2UDC.2DKH6A\\_GS-10F-0507N\\_CSURATERMSCONDITIONS.PDF](https://www.gsaadvantage.gov/ref_text/GS10F0507N/0K2UDC.2DKH6A_GS-10F-0507N_CSURATERMSCONDITIONS.PDF)

- Nice use of Levels (1, 2, 3, 4, 5)
- Specific labor categories:
  - Cultural resource specialist,
  - GIS,
  - Environmental Planners,
  - Life Scientist,
  - Physical Scientist
  - Program Manager
  - Etc.



How to **Obtain** a GSA Schedule



### **TurboGSA will work with Dept Reps**

- TurboGSA will help each department
  - Determine what services, courses, labor categories to put on Schedule
  - Advise on pricing determination and discount strategy
- Department Reps will provide:
  - Labor Category Descriptions
  - Training Course Descriptions
  - Project descriptions
    - Not all departments will need to provide
  - Schedule 899 – Environmental Services

How to **Obtain** a GSA Schedule



### Individual Sessions Dept Reps

- Before you leave, please sign up for individual sessions with us
- Monday the 19<sup>th</sup> and Tuesday the 20<sup>th</sup> – 90 Minute sessions
- 4<sup>th</sup> Tech Library Room #458 in the Tech Center at 12<sup>th</sup> & Montgomery Ave
- We have the following blocks available:

Monday

Individual time slot 1 – 9:00 pm – 10:30  
Individual time slot 2 – 10:30 pm – 12:00  
Individual time slot 3 – 1:30 pm – 3:00  
Individual time slot 4 – 3:00 – 4:30

Tuesday

Individual time slot 5 – 9:00 pm – 10:30  
Individual time slot 6 – 10:30 pm – 12:00  
Individual time slot 7 – 1:30 pm – 3:00  
Individual time slot 8 – 3:00 – 4:30

How to **Obtain** a GSA Schedule

