

The chart below lists what a GSA Schedule is and is not. You may want to review this chart to align your expectations before you proceed further with your GSA proposal.

A GSA MAS IS	A GSA MAS IS NOT
an IDIQ contract which allows federal agencies to contract directly with a chosen vendor.	a guarantee for government contracts.
obtained after submitting an acceptable and complete proposal/offer in response to a solicitation.	something you are guaranteed to get by submitting an “application.”
a contract which requires tracking/ administration over the years (could be up to 20 years). Items and pricing must be modified as your commercial price list is modified.	a contract you get and then file away and just watch the money roll in.
one of the premier commercial acquisition vehicle programs within the Federal Government.	the only contracting vehicle you can use to sell your products to the government. Shoot, it’s not even the only contracting vehicle administered by GSA.
a tool you can use to establish yourself in the federal marketplace.	going to sell itself. You will still need to market your products and your GSA Schedule to the government.
a fast, easy and effective contracting vehicle to facilitate business with Federal agencies and other eligible customers.	a good fit for every company.
based on a solicitation which contains no deadline for the proposal.	based on a solicitation which has a specific submission date requirement.