

GSA MAS Contract Required Qualifications

1st – you need to sell a product or a service that the government buys through a GSA MAS Contract. The government has a variety of contracting vehicles and methods. Not all purchases must go through a GSA MAS Contract.

- Items must be priced fairly. GSA has significant data regarding historical pricing for items purchased through the GSA MAS Contract. Your prices must fall within a reasonable competitive range.
- Products must be made in the USA or a TAA Designated Country (products in China are not acceptable under a GSA MAS Contract).
- Typically, your offerings must have been sold in the past either commercially or to the government. The GSA MAS Contract is not the place to launch your new products and services unless it is something to government is dying to buy.
- Full and broad product / service offerings. GSA wants your contract to carry everything necessary to provide a full solution to those who purchase from the Contract.

2nd – you need to meet GSA’s financial requirements

- Revenue of at least \$100,000 over the last two years. GSA must be satisfied that you can sustain government demand. \$100,000 is the absolute minimum sales requirement.
- Reasonable financials for the last two years. GSA wants to make sure your company will exist for the next 20 years. They will review your financial ratios to ensure that your company is healthy enough to be sustained.
- Strong enough cash flow to withstand a government purchase cycle. The government purchase cycle from order initiation to payment can be longer than expected. GSA wants to be sure that you have enough funding to start the project and survive until payment is processed.

3rd – you need to have a business with reasonable corporate experience and project experience

- Adequate resources to perform. GSA wants to make sure you have the people, systems, equipment and inventory available to fulfill their orders.
- Reasonable business organization and practices. It is important that your business is experienced enough to have basic organizational and procedural practices to sustain a federal government contract.
- Evidence that you are a responsible and responsive organization. GSA will require at least three references (via CPARs or completed questionnaires) who will be willing to talk to them about your performance. Additionally, you will need to have one or two project experience write ups that have been completed within the last two years.