



Why deal through an agent to sell to Federal customers through the GSA schedule?

Many companies choose to work through an agent for selling to the GSA. Other companies choose to secure their own GSA contract to avoid working through a 'middle man'.

Which choice is the best for you? Consider the following points:

*Securing your own GSA contract will be a time consuming and expensive process, with **no** guarantee of success. While there are consulting companies that specialize in this process, it will still take much of your time and money. Many companies have spent two years or more in the process and some never receive a contract.*

*If you do have a contract, then you are obligated to supply your products to the GSA customers at the **LOWEST PRICE** that you have offered that product in the general marketplace. That means if you have a customer who orders a large volume of product and you would like to give him a special discount, you must apply that same discount to your GSA customers. Dealing through an agent makes it the agent responsibility to adhere to these rules, but you are allowed to market through your own marketing channels normally.*

In addition, is your company eligible for special set-asides, like Minority or Women Owned business, Veteran or Service Disabled Veteran Owned Small Business (SDVOSB)?

If your company is not in one of these categories, you may lose sales that go to a company that can get special set-asides.

Once you have a contract, there are reporting requirements and contract requirements that take administrative time, such as quarterly reporting and Industry Finance Fee that must be paid to the GSA each quarter. Also, getting on the GSA schedule is no guarantee of success. Working through an agent gives you an extended sales force that can augment your own marketing staff.

AVRC is a Service Disabled Veteran Owned Small Business with an active GSA contract under schedule 23V, Low Speed Vehicles and related products.

If your product fits our group of offerings, we can serve as your agent for sales at a reasonable fee. You would need to cover just the incremental cost of adding your product to our catalog. We can also handle submissions to GSA requests at a minimal cost to cover administrative time or you can do those submissions yourself.

For further information please contact us at 919-870-9494 or email GSAinfo@avrc.com