

## GSA Schedule Services

The fastest and most effective way to sell to today's federal government is through the GSA Schedule, the preferred vehicle for government buyers. In today's competitive government contracting environment, having an experienced and knowledgeable advisor on your side is key in maximizing your government sales. Aprio LLC, the premier GSA Schedule Services advisor, provides companies with the benefit of their experience in all facets of the procurement process. Our team of GSA consultants can lead you through the process of identifying, obtaining and maintaining a GSA Schedule contract that is best suited to achieve your goals.

Our GSA Schedules team believes in a hands-on approach to every engagement. Before we begin the GSA proposal process, we identify your company's goals, your resources, your experience – virtually every detail about your business. We use that information to formulate completely customized plans that will help you achieve your goals. Our consultants take a 360° view of your business and apply the best practices of our industry to create success. As one of the most respected GSA Schedule advisors, we take pride in knowing just how the game is played – what works, what doesn't and how to maintain your company's integrity, while maximizing profit.



### Service Offerings

#### Strategic Consulting

The first step in this complex process is evaluating your organization's capabilities for pursuing a GSA Schedule contract that will ensure your company's success in the federal market. Don't fly blind – our GSA experts take clients through the entire thought process. Our strategic consulting services include:

- Government Strategic Assessment
- Competitive Intelligence
- Pricing Analysis
- Profit Maximization and Risk Minimization
- Contract Diversity Analysis

#### Contract Acquisition

As federal agencies continue to migrate their spending to the GSA Schedule, there are exciting sales opportunities for traditional contractors such as IT companies and management consultants, as well as non-traditional areas like advertising, financial services, security and more. Aprio provides a one-stop solution for GSA Schedule contracting. Our comprehensive acquisition process includes:

- Review of Commercial Sales Practices
- Pricing Analysis
- Development of Pricing Strategy
- Preparation and Submission of the Offer
- Monitoring/Tracking the Proposal
- Clarifications/Negotiations

#### Contract Maintenance

Our commitment to you does not end once you are awarded a contract. We provide essential contract administration services to ensure that as your business grows and changes, your contract remains flexible and profitable. Contract maintenance services include the following:

- Evaluation of Organizational Changes
- Contract Modifications
- GSA Advantage Price List Uploads
- GSA Help desk
- Contractor Assessment (IOA) Visit Support
- Guidelines for Implementing GSA Processes, Procedures and Practices for Marketing, Sales, Pricing and Contracting Activities
- Notifications of GSA Solicitation Changes / Mass Modifications and Insufficient GSA Sales Alerts.

## Contract Compliance

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The burden of compliance can weigh heavy on a company. GSA's Office of Inspector General (OIG) is revisiting policies about the frequency and timing of pre- and post- award audits, and they are increasing staffing and reallocating workloads to handle the accelerating number of anticipated audits. Findings of IG Audits are affecting the routine compliance reviews conducted on all GSA schedule contracts by Industrial Operation Analysts (IOA). If you aren't in compliance, your contract is at risk. Let our GSA compliance experts help you ensure the future viability of your government contracting business. Our GSA specialists will evaluate your contracting practices and address deficiencies as they relate to the following high-risk compliance areas:

- Policies and Procedures
- Control Testing
- Commercial Pricing Practice Analysis
- Price Reduction Monitoring
- IFF Reporting and Withholding Requirements
- Trade Agreement Act and Service Contract Act Compliance
- Small Business Subcontracting Plan Reporting
- Maintaining a Code of Business Ethics and Conduct

## Audits and Investigations

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Contractors with high GSA sales volume face unique risks that can make compliance failures costly. When the stakes are highest, there is no substitute for experience. Aprio's dedicated GSA Audits and Investigations Team supports numerous complex GSA engagements each year. Our involvement helps mitigate findings – reducing potential liability and protecting your contract from rate erosion.

- GSA Pre- and Post-Award Audit Advisory
- FAR Mandatory Disclosures
- M&A Due Diligence
- Internal Investigations

## Training

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Selling on the GSA Schedule can be a complex and daunting undertaking, but with the proper training and guidance, your staff can be trained on how to effectively use the contract to close sales and handle many of the important tasks associated with administering your contract(s). Our GSA Schedule experts have designed several programs to accommodate all of your training needs, including:

- Understanding Your GSA Contract
- How to Sell Using Your GSA Schedule
- GSA Task Order Pricing
- GSA Schedules Advanced Topics
- Small Business Subcontracting Training

## Service Contract Labor Standards / Service Contract Act (SCLS/SCA)

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Aprio can assist with understanding the pricing and compliance implications of the Services Contract Labor Standards (SCLS, known as SCA). Areas of SCA/SCLS assistance services include the following:

- Review of SCLS covered contract(s), request for proposal, and associated proposal to determine SCLS-covered positions.
- Review the SCLS contract labor category descriptions against the Department of Labor (DOL) mapping.
- Review non-SCLS contract labor category descriptions to determine if any positions may be covered by the SCLS.
- Provide documentation for client files for SCLS mappings.
- Guidance on SCLS notification requirements, segregation of pay types, eligible and non-eligible health & welfare benefits, conformances, requests for equitable adjustments, handling of part-time and temporary employees, anniversary date(s) determination, vacation, and holiday policies, and SCLS subcontract administration.
- Assistance with development of SCLS-compliant policies and procedures
- Development/review of SCLS compliance spreadsheet
- Development/review of current pricing proposal template utilized for SCLS-covered bids.
- Calculation of back pay and benefits to remediate deficiencies.

## Why Aprio

When you select Aprio to handle your GSA Schedule needs, you can count on us to deliver the results you demand. Clients benefit from both our working relationship with GSA and unique experience gained through working with a large and diverse number of GSA Schedule contractors.

At Aprio we believe in the concept of the bigger picture. Rather than looking at your business in a vacuum, we seek to perfect the nature of your business through cohesive, complementary solutions that work together for success. Government contractors, in particular, face a unique group of business needs. To address these needs, we have created a system that brings together critical services and strategies to create an environment that will foster success and increase your bottom line. Rather than just address your government sales plan or strategies for minimizing tax liability, we help you make all of the aspects of your business work together. Our diverse service offerings and large group of accounting and consulting experts create the total solution for government contractors.

**\$1.9B**

Total FY21 GSA Sales by Aprio's GSA Schedule Consulting Clients

**\$14.9 MILLION**

Average FY21 GSA Sales by Aprio's GSA Schedule Consulting Clients

**57%**

Aprio's GSA Schedule Consulting Clients in Top 10% of GSA Schedule Contractors by FY21 Sales

Average FY21 GSA Sales by Aprio's GSA Schedule Consulting Clients in Comparison to GSA Average

**849% HIGHER**

FY21 GSA sales under contracts supported by Aprio's GSA OIG Audit & Investigations Team

**\$348 MILLION**

### About Aprio

Since 1952, clients throughout the US, and across more than 50 countries have trusted Aprio for guidance on how to achieve what's next. As a premier business advisory and CPA firm, Aprio delivers advisory, assurance, tax, outsourcing, staffing and private client services to build value, drive growth, manage risk and protect wealth. With proven expertise and genuine care, Aprio serves individuals and businesses, from promising startups to market leaders alike.

[Aprio.com](https://www.aprio.com)



**Schedule a consultation to learn more about Aprio's GSA Schedule Services**

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