

Why should you Consider a GSA/FSS Contract?

Many of you reading this already know the answer! But for those considering a GSA Contract let's take a look at this quote taken from the GSA's home page...

"GSA Advantage!® is the government's premier online shopping system."

Key words? Premier... Online... Shopping System. To understand the GSA/FSS you just need to understand why these words were chosen to describe it!

"Premier"— there is no other "Preferred Vendor" IDIQ/GWAC procurement platform that exists that is as comprehensive as the FSS (Federal Suppliers Schedule). No other government procurement tool allows greater access for such a broad array of products & services to government buyers in such a simple, streamlined way. No program does a better job connecting buyers & sellers.



"Online" — on gsaadvantage.gov business is transacted between vendors & all federal agency buyers on this "e-commerce" site. State & local government buyers also use the GSA/FSS. The alternative is doing business with the government on the "Open Market" aka FedBizOps.gov. That's frustrating, time consuming & competitive. The GSA/FSS is a paperless, no bid procurement system. Buyers will "point, click & buy" from you right off the website with predetermined prices under your contract's terms & conditions!

"Shopping System"— buyers search online, when they find what they are looking for they order from you right on the site. The system generates orders, you receive them & fulfill them. It's that Simple! It's a complete "Shopping System" compliant with all the FAR's. When services require more dialog the buyer simply contacts you directly or they post an RFQ opportunity on "eBuy". Those are usually long term service contracts or large blanket orders.

On "eBuy" you will review RFQ's posted by buyers & respond to them directly online. "eBuy" is an exclusive tool that is only available to GSA contract holders. It's simple, easy to manage & a great place to build relationships. You will find sales leads & the best part is... the competition is limited! It's updated with new opportunities every 4 hours, 24/7, from buyers around the world. There is no comparison between this method & alternatives like FedBizOps!

Companies considering GSA's often get bogged down researching layer after layer of information. They are regularly given inaccurate opinions & "facts" by those "less informed". Are you interested in becoming a long term preferred vendor to the largest consumer in the world? If you answer, YES, save yourself a lot of time & aggravation. Let us educate you & make sure that your company qualifies!

Hot Topics for the month

- 8a — Do you Qualify? How will registering as an 8a firm grow sales with the Federal Government? ... [read more](#)
- DAPA Contracts — If you sell medical supplies and/or services learn how this program will present new opportunities for Government Sales! ... [read more](#)
- CMAS/TXMAS - California and Texas have the most comprehensive procurement programs available of all the states that leverage your GSA Contract! Open the door to State and Local Government sales opportunities! Regardless of the state you're in... [read more](#)



This Months Contractor Tips!

Tip # 1— As the 2013 fiscal year begins there is no better time to review you GSA Contract... need a facelift?

Tip # 2— Are you responding to "eBuy" RFQ's in the most effective way possible? What's your success rate?

Tip # 3— Selling products on your GSA Schedule? Consider a short term sale to grab the attention of buyers! ... [read more](#)

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