



At the end of calendar year 2019 TestMart randomly surveyed over 500 procurement officials that work for the US Government and Military and reaffirmed that **GSA remains a really important vehicle for purchasing test equipment.**

## METHODOLOGY

- TestMart's US-based phone team dialed 512 unique government officials between 26-Nov-2019 to 18-Dec-2019
- These individuals represented 69 organizations inside the US government and military with the largest samples being drawn from the Navy, FAA, Air force, Veterans Administration, NASA, Army, DLA, Sandia Labs, HHS and State
- The top job titles (in order) included Contract Specialist, Buyer, Contracting Officer Contracting Specialist, Procurement Specialist, Contractor, Credit Card Holder, Procurement Analyst, and Budget Analyst
- The response rate for this survey was a whopping 22% where respondents were asked two multiple choice questions and given an opportunity to comment on their perceptions of using GSA Schedules.

## QUESTION 1

Which features of the GSA Schedules program are most attractive to you as a procurement official ?

Ease of procurement

61%

Expedited purchasing process

48.3%

Competitive prices

69.5%

Other reason (please specify)

Most common response was "Department has guidelines for the use of the GSA Schedules program."

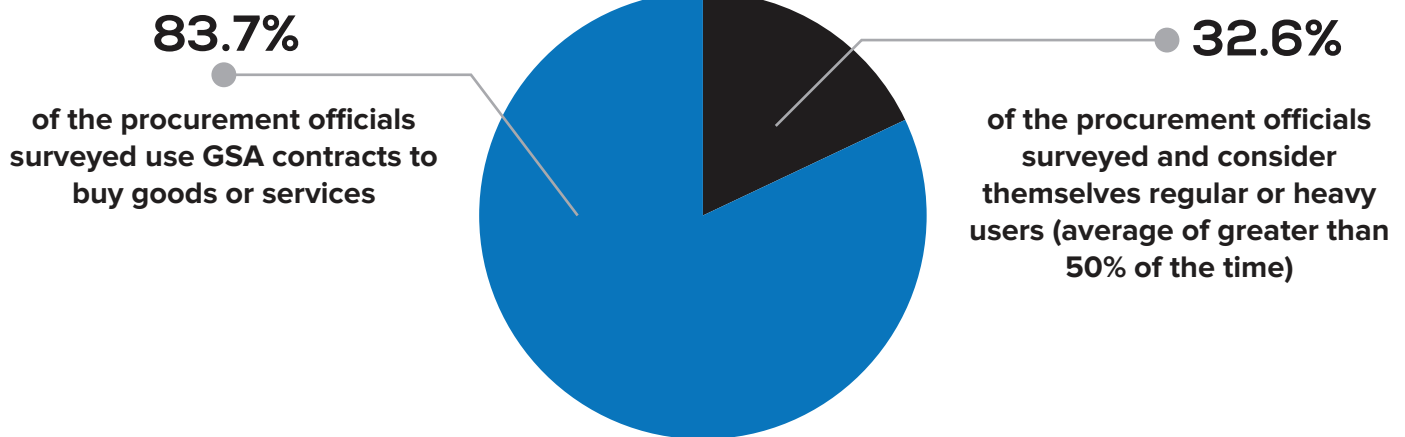
10.2%

I'm not a fan

1.7%

## QUESTION 2

How much would you say that you use the GSA Schedules program to make your purchases of test equipment?



## WHY BUYERS PREFER GSA FOR TEST EQUIPMENT

Schedule orders average 15 days while open-market procurement averages 268 days

Under FAR Subpart 8.4 (this FAR covers GSA purchases), as compared with FAR Part 15 (Open market purchases), ordering activities do NOT need to:

- Conduct a formal “negotiated procurement”
- Issue a “solicitation” for 30 days (or any other pre-determined time)
- Conduct a “competition” by seeking contractors outside the Schedules program
- Synopsise the requirement on beta.SAM.gov, unless it’s a limited sources acquisition over the simplified acquisition threshold (SAT)
- Conduct “discussions”
- Conduct formal “debriefings” or “competitive range determination

### Using a GSA procurement significantly reduces protest risk

- If an agency issues a Schedule order using FAR Part 15 terminology and procedures, protest review authorities, such as the Government Accountability Office (GAO) and the courts, may sustain a protest against the order using FAR Part 15 procedures.
- Under FAR Subpart 8.4 FAR there is no similar process defined

Sources: U.S. General Services Administration Using Multiple Award Schedules Advanced Version Student Guide Version 8.0 and marketwatch.com 2017-03-28

## WHAT SHOULD YOU DO NEXT?

Contact your TestMart representative to schedule time for your sales team to get a refresher on selling using the GSA Schedules Program

**CALL: LYNNE AT**  
**888-665-2765**  
**OR EMAIL**  
**sales@testmart.com**

