

Overview

For companies looking to sell commercial products and services to the government, it is essential to understand both the opportunities and the potential pitfalls of the General Services Administration's (GSA) Multiple Award Schedule (MAS) program and other similar contract programs that executive branch agencies may use to meet their commercial item acquisition needs.

Benefit from a team of lawyers who are particularly well versed in the complex proposal, pricing, administration and compliance issues that arise when selling commercial items through GSA's schedule contracts to federal, state and local entities. Should you find your conduct in connection with these contracts under audits or investigations, you will be supported by a knowledgeable team with an extensive track record in these matters.

Rely on our years of experience, whether you are sellers of information technology products, services and software, systems integration contractors, consumer products of all types, security products, furniture, or purchase or travel cards. Work closely with our unique team experienced with the special rules and practices of the Department of Veterans Affairs, which administers GSA schedules for pharmaceuticals and other health care-related products under a delegation of authority.

Key service areas include:

- Advising on the specific requirements and clauses used in MAS contracts, Government-wide Acquisition Contracts and similar contract programs and related subcontracts
- Advising on negotiation of schedule contracts, blanket purchase agreements and task orders
- Representing contractors in bid protests involving the award of contracts and task orders
- Counseling on compliance with Commercial Sales Practices disclosure requirements of the MAS program
- Counseling on compliance with the Price Reduction Clause and Industrial Funding Fee provisions of the GSA MAS program
- Understanding cooperative purchasing by state and local government entities through the GSA MAS program
- Counseling on compliance and the Trade Agreements Act and other domestic sourcing requirements applicable to federal contracts
- Managing contractor responses to audits and advocating positions before the Office of Inspector General

Your Key Contacts

United States



Phillip R. Seckman

Partner, Denver

D +1 303 634 4338

phil.seckman@dentons.com