
General Services Agreement GSA

What is the GSA? The General Services Administration, or GSA, is an independent government agency that was established in 1949. The agency came into existence after President Harry Truman approached Herbert Hoover in 1947. Truman asked Hoover to lead a commission that would identify ways to improve the administrative functions of the federal government. Today, the GSA serves as a sort of general store that sells goods and services to the federal government and its various vendors and agencies.

The GSA Schedule Many businesses that want to sell goods and services to the U.S. government must first obtain a GSA contract (also called a GSA schedule) and enter into a formal agreement with participating government agencies. These contracts form the legal basis for linking government agencies to specific contractors.

The GSA schedule includes your contract number, the start and end dates of your contract, a description of the services your business provides, the maximum rate that you are permitted to charge the federal government and its vendors for your services and a list of Federal Acquisition Regulations (FAR) clauses that establish the rules of your specific GSA contract. The schedule includes pre-negotiated rates for goods and services so that any government agency or vendor that wants to do business with you will have established, reasonable prices to evaluate.

The Importance of Having a GSA Contract When your business has a contract with the GSA, it represents a certain level of certification. If the federal government deems your business worthy of providing services to government agencies at a fair price, your business will be distinguished from other competitors in your industry. GSA contracts act as votes of confidence for your business products, financial operations and service history.

PHI -- GSA Member Since 2004 Since 2004, PHI has been a proud member of the GSA. We adhere to rigorous GSA requirements in order to provide federal agencies and government vendors with state-of-the-art metal fabrication machinery and presses at competitive prices.