



## GSA Multiple Award Schedule Readiness Assessment

This Readiness Assessment is designed to assist offerors in determining whether you are ready to pursue a MAS contract and will help you with the solicitation process. Your firm should have already read the [Pathway to Success](#) training, which is required before submitting an offer.

This assessment is mandatory and must be completed by an officer of the company before submitting an offer. Once you have completed the *Readiness Assessment* you will be required to acknowledge it in the eOffer system.

It is important that your firm understand the solicitation clauses and requirements such as past performance, certifications, and pricing. Therefore, it is suggested that an officer of the company carefully read and review all the steps in the [MAS Roadmap](#) and the [MAS Solicitation](#) to which your firm will be responding PRIOR to completing this assessment.

This document is for your reference during review of the [Vendor Toolbox](#). If your firm cannot answer each question and complete the responses, you may want to consider becoming a subcontractor to a contractor already on MAS or participate in other federal government acquisitions.

## RESEARCH

1. Do you have a Unique Entity Identifier (UEI) (DUNS)? If not, please visit [www.sam.gov](http://www.sam.gov).

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2. Have you completed Pathway to Success Training?

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3. Which North American Industry Classification System (NAICS) code best reflects the products and/or services that you would like to offer to the Federal Government at this time?  
<https://www.naics.com/search/>

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## ANALYZE

4. Under what Large Category and Special Item Numbers (SINs) does your product and/or services fit? (This information can be researched at [www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov).)

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Questions 5-9 can be answered by information found at [Schedule Sales Query Plus \(SSQ+\)](#).

5. How many contractors are on the Schedule and SIN(s) on which you want to submit an offer? (Choose *Vendor Analysis Module* at SSQ+)

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6. How many contractors have zero sales on the Schedule and SIN(s) where you want to submit an offer?

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7. What were the sales in the Schedule and SIN to which you are applying for the last fiscal year for the top three contracts?

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8. What are the average sales per contract in that Schedule and SIN?

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9. Is the market for the Schedule and SIN you are pursuing growing or shrinking?

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10. Many Schedules and SINs already have a lot of contractors marketing similar products and/or services. Do you believe that your product or service or the value your company brings to the table is unique enough to compete under the Schedule and SIN you are looking to pursue?

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11. Is your pricing for your products and/or services competitive with the top three contracts?  
<https://www.gsaadvantage.gov/>

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12. What is the name of the agency(ies), bureau(s) or contracting office(s) which you have targeted to sell your products and/or services?

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13. Are there current opportunities in [Sam.gov](https://www.sam.gov) for your products and/or services?

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## GSA Multiple Award Schedule Readiness Assessment

14. Have you looked at the long term forecast of Government business opportunities for the products and/or services where you want to make a proposal?

<https://www.acquisition.gov/procurement-forecasts>

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## DECIDE

15. Does your firm have adequate financial resources to perform under a federal contract, or the ability to obtain them?

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16. Does your firm have enough financial resources to withstand a purchase cycle?

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17. Does your firm understand that GSA does not directly market the products or services on any schedule? (A Schedule contract is a vehicle that provides an opportunity to access the government marketplace. Each contract holder is responsible to market their products and/or services.)

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18. Does your firm know how much time and money successful firms spend to market to the federal government? (Research shows that successful firms spend between \$80-130K a year to earn their first order.)

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19. Does your firm have the committed personnel or resources to write proposals and administer a MAS contract?

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20. Does your firm know that as a MAS contractor you are required to sell a minimum of \$25,000 within the first 24 months following contract award; and are expected to exceed \$25,000 in sales each 12-month period thereafter?

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21. Does your firm understand that ~50% of the GSA Schedule contractors do not meet the minimum sales requirements as defined by contract clause I-FSS-639?

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22. Does your firm have two or more years of contracting experience with the federal government? (GSA research indicates that experienced federal contractors are more likely to succeed as a MAS contractor.)

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23. Is there a company that your products and services complement with whom you might pursue a subcontractor relationship?

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24. Have you developed relationships with potential federal customers? (GSA research indicates that it is important to have a relationship with the agency you are targeting.)

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25. Do you think that you MUST have a MAS contract in order to do business with the government?

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26. Can your firm demonstrate past performance in the product and/or service being offered? (While not all firms are awarded MAS contracts, the MAS Program, in accordance with statutory authority, is open to all responsible Offerors. To understand the term responsible, please refer to [FAR 9.1](#), which identifies the standards a prospective contractor must possess to be determined responsible.)

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27. Is your firm familiar with the GSA Schedule Industrial Funding Fee (IFF) and Sales Reporting requirements in accordance with [clause 552.238-80](#)? (Please refer to the [FAS Sales Reporting Portal](#) (FAS SRP) for frequently asked questions and the current IFF rates.)

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28. Does your firm have the ability to comply with the required or proposed delivery or performance schedule, taking into consideration your other business commitments?

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29. Does your firm and its corporate officers have a satisfactory record of integrity and business ethics?

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30. Does your firm have the necessary organization, experience, accounting and operational controls, technical skills, or the ability to obtain them? (Including, as appropriate, such elements as production control procedures, property control systems, quality assurance measures, and safety programs applicable to materials to be produced or services to be performed by the prospective contractor and subcontractors.)

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31. Is your firm eligible to receive an award under federal laws and regulations?

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32. Are the items you propose to offer compliant with the Trade Agreements Act?

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33. Does your firm offer sustainable (e.g., energy efficient, biobased, etc.) products and services? (In accordance with FAR Part 23, Federal agencies are required to purchase sustainable products and services to the maximum extent practicable. For more information on Federal green purchasing requirements, visit GSA's Green Procurement Compilation at <http://sftool.gov/GreenProcurement/>.)

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