



## Guidelines on Contracting Through the GSA

### **What is a GSA contract?**

The General Services Administration (GSA) is authorized by the Federal government to evaluate potential contractors and issue those that qualify a contract to do business with the Federal government.

### **What is a GSA MOBIS contract?**

Mission Oriented Business Integrated Services (MOBIS) – a GSA contract for service companies, not companies selling products. This would include management system development, training, and consulting such as offered by Eagle Force Inc. It includes ISO 9001, AS9100, AS9110, ISO 14001 consulting, training, and implementation to name a few. Eagle Force holds GSA MOBIS contract number GS-10F-0171V.

### **What is the benefit of working with us as a GSA MOBIS contract holder?**

Eagle Force has been pre-approved by the government for contracts of any size; it is not necessary to go to an open bidding process (FedBidOpps) as with non-GSA firms. The only stipulation is that the purchasing agent must ensure that the government is getting the **best value**. This is not necessarily the same as the lowest price, obviously. Note: this evaluation can easily be done by comparing three competing contract holders against the Statement of Work. The best fit qualifies for the contract. It is that simple.

### **Developing Your Statement of Work (SOW)**

A critical step in ensuring that you get the service that your organization needs is to take the time to carefully develop a Statement of Work (SOW). The SOW will provide the purchasing agent and you a tool by which to identify the **best value** among the GSA MOBIS contract holders. Care must be taken here to ensure you are tailoring the commercial services performed by the contractor (e.g., ISO 9001 management services) to meet your particular Government need (e.g., management of a process improvement program). The SOW format and contents define your requirements. If your agency does not prescribe a particular format, you might use the following as a guide when developing a SOW for your MOBIS procurement. SOW Format: Background, Scope, Objectives, Tasks, Delivery, Place and Period of Performance.

### **GSA Advantage!® Search Tip ([www.gsaaadvantage.gov](http://www.gsaaadvantage.gov))**

If you want to identify contractors who can meet specific requirements, you should conduct keyword searches in GSA Advantage!®. Start the search by searching for 874-1 in the "What are you looking for" box. You will find many companies listed under this schedule. Narrow the search by typing the program you want to purchase (ie: ISO 9001 consulting) in the Refine box. This will reduce your list to about 40 companies. You do not need to send RFQ's to all 40 companies on the list. Review their online criteria to determine which offer the best value and pick three to send RFQ's. This will meet the government bidding requirements for using the simplified purchasing program through GSA.

### **How do I get quotes from GSA MOBIS contract Holders?**

There are any number of ways to request quotes from GSA MOBIS contractors. You can contact them directly or through e-Buy. e-Buy ([www.ebuy.gsa.gov](http://www.ebuy.gsa.gov)) is an online Request for Quotes (RFQ) tool, which enables federal buyers and Schedule contractors to exchange RFQ's and quotes electronically.

### **How do you evaluate a GSA MOBIS contract holder for best value?**

Many factors fall into the determination of the best value of the contractors available. Pricing is a factor, of course, but perhaps not the prime factor. Past experience should be a key factor. Has the contractor successfully performed this service for similar organizations in the past? Do the contractor's key personnel have the necessary qualifications to perform successfully?

### **Why is Eagle Force Inc the best value?**

With its proven expertise in helping organizations achieve their certification goals while improving the competitiveness of that military organization, Eagle Force, a veteran-owned small business, has unparalleled success with military units around the country achieving certification to ISO 9001, ISO 14001, AS9100 and AS9110. It is the only consulting/training firm to successfully help military organizations achieve AS9110. Our successes include: **Corpus Christi Army Depot, Fleet Readiness Center – San Diego Naval Base, Tobyhanna Army Depot, Jacksonville Naval Air Station, Cherry Point Marine Air Base, Army Air National Guard Maintenance Units, Ft. Hood, and the Army's Ft. Knox.**

### **How do I contract with Eagle Force Inc?**

Simply send a purchase order via fax to (330) 699-0335 or e-mail us at [info@eagleforceinc.com](mailto:info@eagleforceinc.com)