

Advantages of GSA Schedule vs. Open Market



What is GSA Schedule?

A GSA Schedule is broadly known as the Multiple Award Schedules (MAS) program. MAS provides eligible ordering activities with a simplified process for obtaining supplies and services. GSA Schedule contracts are multiple award, indefinite delivery/indefinite quantity (IDIQ) contracts which are awarded to responsible companies that offer commercial supplies or services at fair and reasonable prices.

Why GSA Schedule?

Trane® provides a range of solutions to operate, maintain, and modernize efficient and sustainable systems and facilities through our GSA Multiple Award Schedule (MAS) contract. We understand how components work together to provide cleaner, more comfortable air, and an economical and efficient building environment and will help agencies meet their mission as a GSA contract holder. Trane's suite of products and services are available via the GSA Schedule contract for total comprehensive solutions. Trane's GSA Schedule contract offers the fastest, FAR compliant, and easiest procurement path available to Federal, State, and Local Government entities.

Interested in a quote utilizing Trane's GSA Schedule Contract? Contact us at GSASchedule@trane.com.

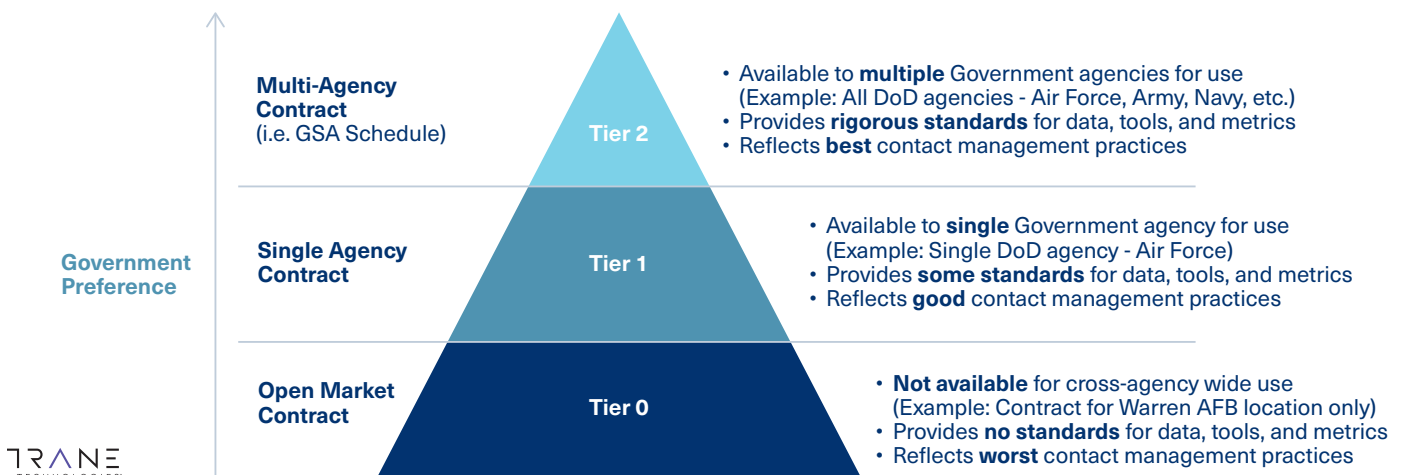
What is Open Market?

The term "Open Market" sale is used to describe Government purchase of items (products and/or services) that are not available for purchase via a government contract vehicle, including FSS, BPA, CTA, GWAC, etc. Open market items are also known as incidental items, noncontract items, non-schedule items, and items not on a GSA Schedule contract.

Multiple Award Schedules are also known colloquially as "GSA numbers", "GSA Schedules", "GSA contracts", "Federal Supply Schedules (FSS)", and the "GSA list." All of these terms are used synonymously within the Federal contracting community to refer to the GSA MAS program.

Advantage of GSA Schedule

The government has established preference to move away from Open Market procurement whenever possible and procure from pre-negotiated, pre-vetted IDIQ type contracts, such as GSA Schedule. In general, buying items as "Open Market" takes longer, costs more, and contains a large amount of "red-tape" that can be avoided by use of GSA Schedule ordering procedures.



Advantages of GSA Schedule vs Open Market

The advantages of leveraging the strength of GSA Schedule contracts are provided in the Chart below.

Topic	Description	Reference	Open Market	GSA Schedule
Speed of Acquisition	Streamlined schedule FAR part 8.4 RFQ and ordering procedures simplify and save time compared to complex FAR part 15 procedures.	FAR 8.4	Procurement time = 200+ days	Procurement time = <30 days
“Spend Under Management” Preference	Spend Under Management (SUM) is the percentage of an organization’s spend that is actively managed according to category management principles—or smart decision-making where agencies buy the same kinds of goods and services through best value solutions. Increasing SUM will eliminate redundancies, increase efficiency, and deliver more value and savings. Schedule buys are high level Tier 2 buys.	OMB Memoranda	Tier 0 Contract - Spend NOT aligned to category management principals	Tier 2 Contract - Multi-agency solution
Posting/ Publication Requirement	The lack of a 10-day posting requirement and the exemption from synopsis requirement further reduces procurement lead time for Schedule orders.	FAR 8.404(a)	Publication required	No publication required
Responsibility Determination	Schedule Contractors are already determined “responsible”.	FAR 9.1	Required addition vetting	Pre-vetted contractors
Establishment of BPAs	Recurring requirements can be satisfied with flexible schedule blanket agreements (BPAs) rather than agency indefinite quantity contracts.	FAR 8.405-3	Long time to setup	Fast time to setup
“Best Value” Source Selection	FAR states that agencies should consider satisfying their requirements for supplies and services from GSA schedules in preference to commercial (open-market) sources.	FAR 8.004	Lowest price technically acceptable contracting	Best value contracting
Competition Requirements	Statutory “competition” requirements have already been met for schedule buys. When placing orders against GSA schedules or establishing schedule BPAs, ordering agencies shall not seek competition outside the MAS program.	FAR 8.404(a) FAR 8.405-1 & 2	Requires multiple bids	Competitive procedure
Small Business Requirements	Agencies can utilize discretionary small business set-aside authority to meet small business goals. Orders placed under schedule contracts may be credited toward the ordering activity’s small business goals.	FAR 8.405-5	Required addition vetting	Pre-vetted small business partners
Pricing “Fair & Reasonableness”	Prices are already determined fair & reasonable at the schedule contract level.	FAR 8.404(d)	Additional “fair & reasonable” price determination	Pre-determined “fair & reasonable” pricing
Subcontracting Plans	Subcontracting plans are not required for schedule orders. All GSA schedules awarded to other than small businesses have a subcontracting plan at the contract level.	FAR 19.705-2(e)	May require plans	Already established plans
County of Origin Requirements	Compliance with various “buying preference” requirements such as Buyer American Act (BAA) and Trade Agreements Act (TAA). All schedule buys only require TAA and meet the requirements.	FAR 52.225-5 FAR 52.225-1	May require BAA, TAA, or additional compliance	All orders are TAA compliant buys, BAA not required



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