

Want a GSA Schedule contract for energy efficiency services? Which Schedule should you pursue?

by

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Are you planning to obtain a GSA Schedule contract? One of your first decisions will be to select *which* GSA Schedule(s) to pursue. And due to recent changes in GSA policies, if your firm provides **energy efficiency** services, the choices just got a bit more complex. You have two basic options. The optimal choice will depend on factors such as the specific types of services you want to offer to the federal government, your current business focus, and your goals for diversifying your services offerings in the federal market.

Option #1: Pursue a GSA Facilities Maintenance and Management Schedule contract (Schedule 03FAC).

Many parts of the Statement of Work (SOW) for this Schedule cover energy efficiency services. Like all GSA Schedules, each part of the SOW is called a "Special Item Number" (SIN). Under Schedule 03FAC, some of the SINs related to energy efficiency include:

- SIN 871-202, Energy Management Planning and Strategies.
- SIN 871-203, Training on Energy Management
- SIN 871-204, Metering Services
- SIN 871-205, Energy Program Support Services
- SIN 871-206, Building Commissioning Services
- SIN 871-207, Energy Audit Services.
- SIN 871-208, Resource Efficiency Management Services.
- SIN 871-209, Innovations in Renewable Energy
- SIN 871-211, Energy Consulting Services.

This GSA Schedule also includes SINs in many other areas. A few examples include:

- SIN 811-002, Complete Facilities Maintenance
- SIN 811-006, Facilities Maintenance and Management Consulting
- SIN 871-210, Water Conservation

You can pursue a GSA Schedule 03FAC contract if:

- You are interested in pursuing one SIN only (e.g., SIN 871-202 only; SIN 811-006 only).

OR

- You are interested in pursuing two or more SINs (e.g., SINs 871-202 and 811-006; SINs 871-202, 871-207, and 811-002).

After you are awarded the contract, you will be eligible to add other Schedule 03FAC SINs via the contract modification process. This is a relatively straightforward process, and does not require a full-blown proposal.

For more detailed information on GSA Schedule 03FAC, [click here to see an article on the Lincoln Strategies, LLC, website.](#)

Option #2: Pursue a GSA Professional Services Schedule contract (Schedule 00CORP).

If your firm provides energy efficiency services, under certain circumstances it might make sense to pursue a contract under GSA's Professional Services Schedule instead.

What is the Professional Services Schedule?

In brief, in October 2015, eight GSA Schedules were essentially retired as stand-alone Schedules, and were merged into one, integrated Schedule—namely, the Professional Engineering Services Schedule.

The Facilities Maintenance and Management Schedule (03FAC) has *not* been eliminated. It

still is a stand-alone Schedule. But there is a twist. Schedules 03FAC and Professional Services now “share” four SINs related to energy efficiency, namely:

- SIN 871-202 (Energy Consulting Services).
- SIN 871-207 (Energy Audit Services).
- SIN 871-208 (Resource Efficiency Management Services).
- SIN 871-211 (Energy Consulting Services).

So, if your firm is interested in providing energy efficiency services for the federal government under any of the above-listed four SINs, should you submit a proposal under the Professional Services Schedule? Under what circumstances might this be preferable to submitting a proposal under Schedule 03FAC?

*Is your firm **eligible** to submit a proposal under the Professional Services Schedule?*

If your firm wants to propose to provide energy efficiency services under one or more of the shared energy efficiency SINs—871-202, 871-207, 871-208, 871-208—you are eligible to submit a proposal for a Professional Services Schedule contract if you satisfy both of the following criteria:

- You also are including in your proposal at least one *non*-shared SIN included in the Professional Services Schedule. For example, you might include SIN 899-1, Environmental Consulting Services.

AND

- You are not proposing the energy efficiency services (under 871-202, 871-207, 871-208, and/or 871-211) as stand-alone services. You are offering them as an integral part of the overall solution you provide in delivering services under one or more of the other SINs in your proposal for a Professional Services Schedule contract.

Note that these rules for the Professional Services Schedule are somewhat more complex than the rules for shared SINs that applied to the Consolidated Schedule (which also was merged

into the Professional Services Schedule).

Should your firm submit a proposal under the Professional Services Schedule rather than Schedule 03FAC?

If your firm is eligible to submit a proposal under both Schedules, which one should you choose? There is no single answer. Every firm I have counseled on this issue has had a unique set of priorities, and business objectives. Four of the key factors to take into consideration include the following:

Scope of services you want to include in your initial GSA Schedule contract. If you submit a proposal under Schedule 03FAC, there are many SINs that you can include in your proposal that are not available under a Professional Services Schedule, and vice versa.

Plans for future diversification. After you receive a GSA Schedule contract, you can obtain additional SINs within that Schedule via the contract modification process. This is far easier than submitting a brand new proposal.

Take into consideration: (a) the SINs you are most interested in obtaining in your initial contract; and (b) the SINs you might conceivably want to pursue in the future. Which Schedule offers the better platform for your future diversification? Remember, if you obtain a Professional Services Schedule contract there are many SINs in many different disciplines that are available via the modification process. For many firms, this is a distinct advantage. But while there are fewer SINs in Schedule 03FAC, and in a narrower set of disciplines, these SINs might be of more interest to your firm in the future compared to other SINs available under the Professional Services Schedule.

Timing. In general, the elapsed time to obtain a Schedule 03FAC contract can be far shorter than for a Professional Services Schedule contract; there are simply many more proposals in GSA’s queue for the latter.

Pricing. Depending on your firm’s unique circumstances, there can be distinct differences in the levels of pricing you can negotiate with GSA,

depending on your selection of Schedules.

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I have advised some of my clients to pursue Schedule 03FAC and others to pursue the Professional Services Schedule, depending on

their circumstances. Please feel free to contact me if you would like to get some objective advice on this matter.

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About the author:

Dave Alexander, the Principal of Lincoln Strategies, LLC, helps service providers and manufacturers enter and thrive in the federal government market. He has helped dozens of firms obtain GSA Schedule contracts, under many Schedules, a few examples of which include: Professional Services (and the predecessor Schedules, such as MOBIS, Professional Engineering, Environmental); Facilities Maintenance and Management; Information Technology; Schedule 84 (Law Enforcement, Rescue, etc.); Buildings and Building Materials/Industrial Services and Supplies; Automotive; and many others. His clients include many leading providers of energy efficiency services and products. Mr. Alexander also helps firms win other types of government contracts. Contact him at (978) 369-1140 or da@LincolnStrategies.com.