



## THE COALITION RELEASES DRAFT BPA BEST PRACTICE LIST

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FOR IMMEDIATE RELEASE

*Washington, DC*- June 4, 2012- The Coalition for Government Procurement, in a [blog post](#) today, released a draft Federal Supply Schedule (FSS) Blanket Purchase Agreement (BPAs) Best Practice List that identifies ideal practices for agencies using the GSA Schedules vehicle that promote competition and opportunity for government and industry.

In the blog post, Coalition President, Roger Waldron, outlines the five specific strategies for successfully structuring BPAs to facilitate a competitive contractor response. He affirms that sound FSS BPA requirements result in positive business outcomes for both government and industry, and therefore best-value for the American taxpayer.

The practices outlined in the post include: focusing on the BPA requirements, including real economic incentives for competition, paying attention to BPA management, involving industry partners in the development of acquisition strategy and eliminating “generic BPAs.”

The full draft is available at the Coalition website, [www.thecgp.org](http://www.thecgp.org).

**About the Coalition:**

The Coalition was founded in 1979 to advocate a common sense approach to government contracting. The Coalition is the only organization specifically representing the well being of government contractors whose contracts are administered by GSA, regardless of the industry or size of the company. With over 250 member companies, the Coalition represents 70% of all commercial services and products sold to the federal government each year. For more information on the Coalition, membership, events and opportunities visit the CGP’s website [www.thecgp.org](http://www.thecgp.org), or follow us on [Twitter](#).

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