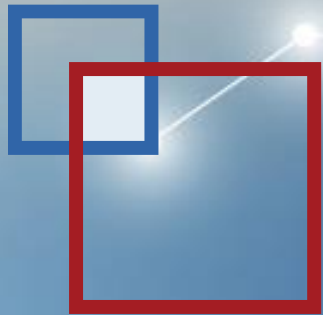




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GSA MAS Schedule Compliance Vigilance and Essentials

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TOPICS

- Impact of Recent Changes on the MAS program
- Know Your Contract Terms and Conditions
- Compliance Essentials for Maintaining MAS Contract
- Best Practices for Navigating GSA
- Q&A

IMPACT OF RECENT CHANGES ON THE MAS PROGRAM

- GSA Workforce Changes
- Rightsizing the MAS Program
- Solicitation Refreshes & Clause Updates
- Expansion of Transactional Data Reporting
- FAS Catalog Platform (FCP) Transition
- SIN realignments and/or assignments
- Scope Reviews
- Negotiating Pricing - Increased Focused
- Executive Order Impacts
- OIG Audit Trends
- OneGov Strategy
- FAR Overhaul
 - Default Contract vehicles for federal procurement
- MAS contracts are not passive—active management is essential.

KNOW YOUR CONTRACT TERMS AND CONDITIONS

- Know what's awarded on your MAS contract.
- Contract based on Commercial Sales Practices (CSP) or Transactional Data Reporting (TDR)
- Clarify delivery schedules, prompt payments, and volume discounts
- Small Business Subcontracting Plan

COMPLIANCE ESSENTIALS FOR MAINTAINING MAS CONTRACT

- Meet minimum sales thresholds to retain contract.
- Submit **accurate** and timely sales reports (monthly/quarterly).
- Remit Industrial Funding Fee (IFF) correctly.
- Maintain and update GSA Advantage listings.
- Monitoring labor categories qualifications
- Track and report Small Business Subcontracting Plans.
- Submit option extensions every 5 years (GSA: 20-year max, VA: 10-year max).
- Proper Quote and Invoice Procedures
- Prepare for contract assessments / on-demand
- Retain contract documentation
- Compliance with Essentially the Same (ETS), Prohibited Products, Trade Agreement Act and/or Service Contract Labor Standards

BEST PRACTICES FOR NAVIGATING GSA

- Develop, enforce and internal compliance program
- Ensure pricing is at or below approved levels.
- Offer only contract-approved and compliant products/services.
- Segregate GSA / VA sales form other business lines.
- Submit timely modifications (admin, additions, deletions, EPA, Novations).
- Register and engage on GSA platforms like eBuy and GSA Interact
- Meet minimum sales thresholds to retain contract.
- For the Compliance Vigilance Checklist, click [here](#)

QUESTIONS? CONTACT:



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Coalition Calendar Update

- Registration Now Open for the 2025 Fall Training Conference: The Revolutionary Federal Market, November 12-13.
 - Revolutionary FAR Overhaul (RFO)
 - Contract Consolidation at GSA
 - Digital Transformation
 - GSA's procurement ecosystem
 - And more!
- September 18, Webinar: Effective Responses to Government Fraud Investigations and False Claims Act Risks
 - Alexander Canizares, Partner, Co-Head of Government Contracts, Vinson & Elkins
 - Zach Terwilliger, Partner, Government Investigations & White Collar Criminal Defense, Vinson & Elkins
- September 23, General/Office Products Committee Meeting with GSA
 - Jeffrey Lau, Deputy Assistant Commissioner, Office of General Supplies and Service, GSA
- December 3, Cybersecurity Symposium: The Cyberside Chat
- CMMC is Coming
 - Office of Information and Regulatory Affairs (OIRA) cleared the Defense Federal Acquisition Regulation (DFAR) rule implementing [the Cybersecurity Maturity Model Certification \(CMMC\) program](#)
 - Rule may be published any day now.