

Government Contract and GSA Schedule Management



Summit Government Group, LLC provides complete outsourced channel management, business development and contract management for information technology companies wanting to enter the government market or grow their existing government market share.

Summit Government Group's new GSA Select Program offers a strategic approach to increase General Services Administration (GSA) FSC Schedule 70 (IT Systems, Hardware & Software) sales to the U.S. Government, Department of Defense (DoD) and Federal Systems Integrators. Our experienced Contract Management team specializes in managing the GSA Schedule process administration, including the arduous preparation of the initial submission and ongoing monthly management, monthly price updates and product refresh.

Our GSA ChannelSelect Program leverages our existing GSA Schedule 70 contracts to:

- Increase your government sales and market share using a pre-negotiated contract
- Broaden your government reach and contract offering
- Shorten sales cycles and lead times
- Reduce your government audit liability and contract management cost by outsourcing contract management

Our dedicated support staff facilitates GSA Contract Development and Management by:

- Managing and maintaining products: additions, price changes and deletions on GSA
- Ensuring compliance with GSA procurement rules, mandated fees, payments, reporting and audits
- Managing and ensuring GSA contract compliance and audit claims
- Eliminating contract restrictions and the impact to your commercial sales model

Most importantly, our GSA ChannelSelect Program is designed to help grow product demand and, at the same time, minimize channel conflict by:

- Accurately targeting the correct distribution channels and contracts for your particular products
- Leveraging relationships built on more than 25 years experience in the government market speed to market!
- Utilizing Washington DC-based account managers
- Augmenting your incremental sales.

GSA Schedule Agent Programs

Summit Government Group's GSA ChannelSelect Program gives your reseller channel all of the benefits of selling on a GSA Schedule without the costly infrastructure and administrative hassles of maintaining a direct Schedule. Summit Government Group, LLC handles all the administrative burdens of the sales, including the Industrial Funding Fee, allowing the agents to capitalize on sales opportunities they would normally have to walk away from.

GSA Schedule Teaming Programs

Your reseller channel can also enjoy the benefits of our GSA Schedule through strategic teaming arrangements. Teaming allows your reseller partners to leverage the depth of our Schedule to meet the needs of their customers with minimum paperwork and overhead.

Summit Government Group, LLC is your neutral teaming partner assisting your organization and teaming partners to:

- Capitalize on small business set-asides while accessing the many different vendor lines on our GSA Schedule
- Leverage our administrative capabilities to add depth to your channel partners' Schedule without the corresponding overhead.

GSA Select Program Fees

- Fixed one-time fee for initial contract submission
- Monthly maintenance fee for maintaining data, updating GSA Advantage and processing mandatory government reporting

COMPANY SNAPSHOT

- Located in the Washington DC area
- Over 25 years of successful government sales experience and development of new business relationships
- Staff of seasoned federal sales, marketing and contract management professionals
- Established over 40 companies in the government market place
- Government specialist – it's not part of what we do, it's all we do

WHO CAN BUY OFF GSA SCHEDULE

- Federal government agencies
- State and Local government
- Prime contractors
- Charitable organizations
- International organizations (IMF, World Bank, WHO, etc.)

REASONS WHY YOU NEED GSA & SUMMIT GOVERNMENT GROUP

- Increase government visibility, sales and market share
- Minimize your overhead and liability while gaining access to valuable government customers
- Minimize channel conflict with single point of contact for government resellers
- Increase sales options and ease of procurement for your government customers
- Leverage GSA to establish agency Blanket Purchase Agreements (BPAs)

Contact us to learn more about increasing your government business:

301-975-9703
info@summitgov.com

Washington DC Office

15952 Derwood Road
Rockville, MD 20855
301-975-9703

Pennsylvania Office

20121 Valley Forge Circle
King of Prussia, PA 19406
610-783-6330

www.summitgov.com

The logo for GSA Schedule, featuring the letters "GSA" in a blue box followed by the word "Schedule" in a white box.