



# **General Service Administration**

ARMSTRONG SERVICE GROUP'S GSA SCHEDULE CONTRACT

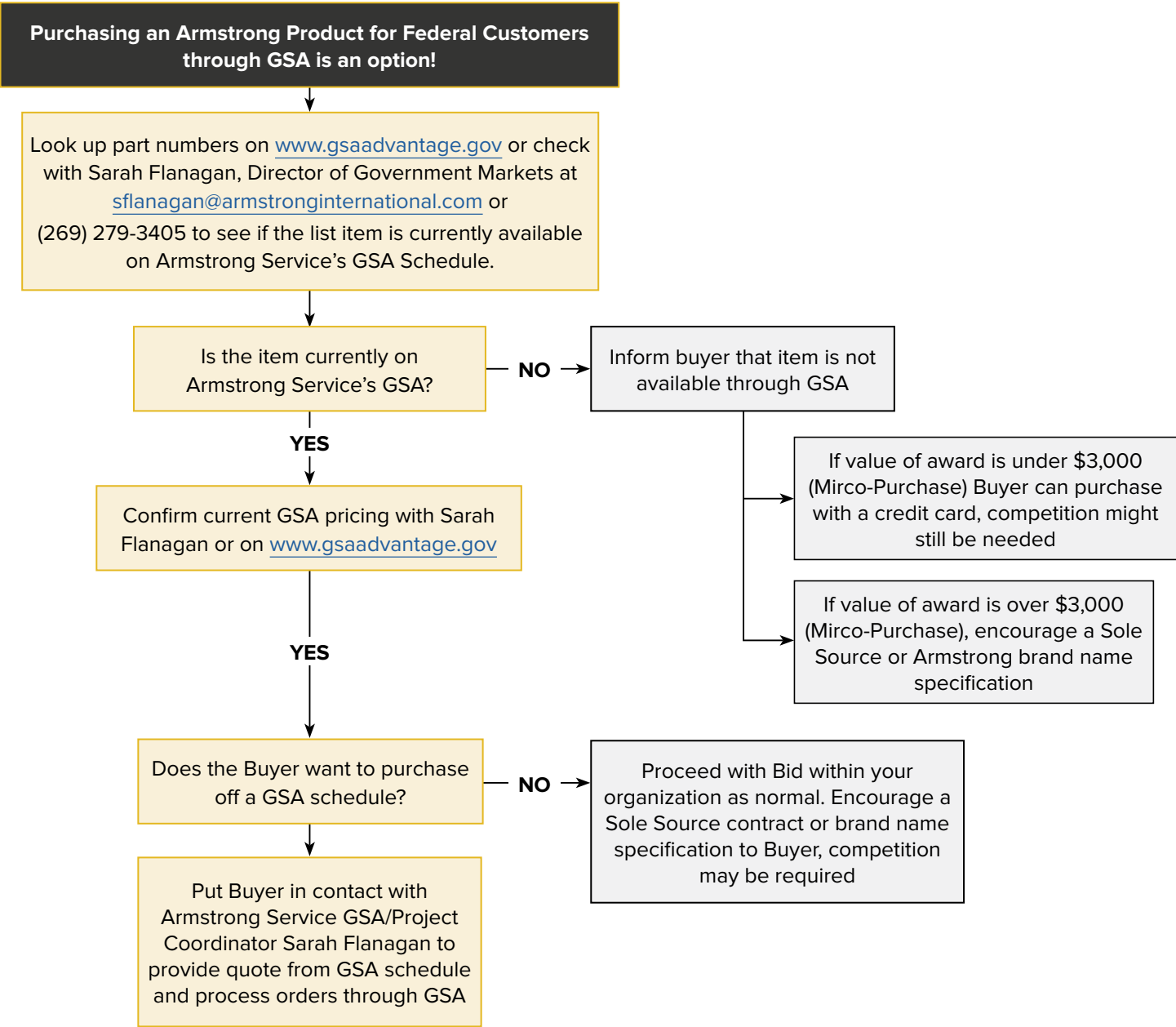


# GSA Purchasing Options

## Armstrong Service Group’s GSA (General Service Administration) Schedule Contract

The Armstrong Service GSA schedule is available for Federal customers to purchase Armstrong product. Some federal agency procurements may be mandated to be purchased through a GSA schedule. To ensure our Federal customers get the product they want and the way they need to buy it, make sure you know how Armstrong Service can work with Armstrong Representatives to provide the procurement solutions Federal customers need!

Working through GSA can turn a lengthy competitive federal request for quote into a simple purchase order. Informing Contracting Officers that Armstrong products are available through GSA can create opportunities!



Designs, materials, weights and performance ratings are approximate and subject to change without notice. Visit [armstronginternational.com](http://armstronginternational.com) for up-to-date information.

# GSA Purchasing Options

## Frequently Asked Questions Concerning GSA - How Armstrong Products on GSA Can Assist Your Sales to Federal Buyers:

Q: What exactly is a GSA Schedule?

A: A GSA Schedule is much like the Federal Government's Amazon.com where they can order products and services without having to conduct normal acquisition procedures such as soliciting bids and determining with competition on an award. Federal Buyers can go straight to GSA and place an order. It saves time and money for the Federal Buyers in many cases.

Q: Are Armstrong products available on a GSA Schedule?

A: Yes! Most Armstrong products are available on GSA through Armstrong Service's GSA schedule. This is a great tool as some buyers and agencies have a preference to purchase mostly or solely for certain goods and services through a GSA schedule.

Q: I have questions on Armstrong Service's GSA Schedule or pertaining to a potential quote for a Federal Buyer, is there someone at Armstrong who can answer my questions?

A: Yes! At Armstrong Service your point of contact for GSA is Sarah Flanagan GSA/Project Coordinator at [gsa@armstrongservice.com](mailto:gsa@armstrongservice.com) or (269) 279-3405.

Q: If a purchase is made through Armstrong Service's GSA schedule will I still receive commission?

A: Yes! All purchases made off of Armstrong Service's GSA schedule pay out commission to the Armstrong Representatives in that sales territory.

## Important Guidelines Concerning GSA

Q: Who can buy off of GSA?

A: Only Federal Agencies, Executive Offices, and Federal Contractors performing on an existing time and materials or service contract for a federal agency (Note: They must reference the federal contract number that they are currently performing under). Other commercial companies and Armstrong reps are not legally able to purchase directly off of Armstrong Service GSA Schedule.

Q: Can I ask Armstrong Service, Inc. to provide a quote to the Buyer if they need to compete out the bid?

A: Yes! This works in favor of the Armstrong Representatives in most cases if the Buyer does not have to purchase through GSA but needs another bid.

Q: The Buyer wants to purchase off of a GSA schedule but I can offer a lower price than is on GSA, can we reference **both** the GSA schedule and the lower price on **our** quote?

A: No. For the order to count for the Federal Customer as a GSA schedule order, the order must go through Armstrong Service. If the order does not need to be GSA, they can order through the Armstrong Representative directly.

GSA is a great way to increase your successful sales options! Together, Armstrong Service and our Armstrong Representatives can continue to meet the needs of the Federal customer!



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