

GSA: Fast Track to Government Contracts

Get on a GSA Schedule. Skip the Bids.

If you're tired of cold outreach, high-cost ads, or chasing inconsistent revenue, it's time to sell to someone who always has a budget: the U.S. Government. Through the GSA Schedule, your business can become a preferred vendor — meaning agencies can buy directly from you, no bidding required. **We've helped hundreds of companies do it and we're ready to help you.**

What's in it for You?

This isn't about how much the government spends, it's about how much you can *make*. If you're running a solid business and looking to add new revenue without increasing ad spend or overhead, a GSA Schedule changes the game.

Here's why thousands of businesses chase it (and why you should too):

- ✓ **You'll skip the long bidding process.**
Agencies can buy from you directly once you're on the Schedule.
- ✓ **You'll add a new, steady customer.**
Federal agencies buy year-round and they're recession-proof.
- ✓ **You'll boost credibility.**
Being on GSA instantly tells buyers you're vetted and trusted.
- ✓ **You'll diversify your income.**
So if one client drops off, you're still covered.

A small consulting firm lost a \$250K private client overnight. Within 60 days of getting GSA approved, they closed a \$370K federal deal and haven't looked back.



The Truth...

There's a common myth that agencies only buy from the companies they know. Truth is, they legally can't. **They're required to follow strict rules** and one of the biggest ones? Buy from GSA-approved vendors first. That means if you're not on the GSA Schedule, you're not even in the running. But getting approved? That's the real challenge.

- ✓ **Miss one piece of paperwork?**
You're tossed aside.
- ✓ **Submit the wrong info?**
No one's going to call you.
- ✓ **Need a guidebook?**
There's no guidebook or help desk...just a maze of red tape.

We exist to get you through that maze; fast, clean, and ready to win. At B2G Connect, we've helped businesses across all industries skip the headaches and start cashing in on government deals with less stress, fewer delays, and zero guesswork.



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Why the GSA Schedule Exists

Government buyers don't like wasting time...
and neither should you.

The traditional open bid process can take 100–300 days just to finalize a purchase. That means posting an RFP, waiting for responses, reviewing dozens of proposals, and hoping the vendor they choose can actually deliver.

It's slow. It's frustrating. And it costs both sides money. That's why the government created the GSA Schedule; a way to skip the open bid process entirely by working with pre-vetted, approved businesses.

Also known as MAS (Multiple Award Schedule) or FSS (Federal Supply Schedule), the GSA Schedule is a streamlined path for buyers to purchase from trusted vendors...fast.

The Numbers That Prove it Work

Each year, agencies use the GSA Schedule to purchase more than 11 million supplies and services from over 17,000 contractors across the country.

These aren't slow-moving, one-time deals. These are regular, repeat orders from buyers who need reliable partners they can work with long-term.

In total, the government spends over \$82 billion annually through this program. That's nearly 40% of all federal contract dollars, flowing straight through GSA-approved vendors. The question is: are you in position to grab your piece of it?

This program mirrors commercial buying, helping government agencies get what they need without the red tape and helping you land more contracts, faster.

Once you're on the Schedule:

- ✓ Agencies can buy from you in as little as 10–15 days
- ✓ You avoid the RFP waiting game
- ✓ You're treated like a preferred, reliable source



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It Shouldn't Be on Your Shoulders Alone

You didn't start your business to drown in paperwork. You're great at what you do and your time is better spent running your company, not fighting through government applications. That's where we come in. **Our job? To do the hard stuff for you.** From building your proposal to negotiating with government officers, B2G Connect manages the whole thing so you can stay focused on growth.

Here's what that looks like:

- ✓ We help you price your services competitively (and profitably)
- ✓ We write and package your proposal to look sharp and compliant
- ✓ We represent you during negotiations so you get the best terms
- ✓ We train you on exactly how to land your first government sale after approval

Better yet, we don't stop at "you're approved." We make sure you know how to use your Schedule, that's when the money starts rolling in.



How it works:

Step 1: We Qualify You

First, we confirm you're a fit for the GSA world and if not, we'll be honest about it. If you are, we'll pinpoint the services/products you should lead with and what the government's already buying in your industry.

Step 2: We Build Your Proposal

From pricing strategies and past performance write-ups to all the compliance boxes, we prepare the entire package to give you the best shot at approval.

Step 3: We Handle the Back-and-Forth

When the GSA Contract Officer asks for edits, we jump in. When they negotiate pricing, we negotiate back. You don't have to lift a finger.

Step 4: You Get Awarded – and Start Landing Work

Once approved, we don't just say "good luck", we train you on how to make your listing work. The goal? **Turn that contract into real revenue.**

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What Makes B2G Connect Different

You're tired of unpredictable clients, chasing leads, or wondering where next quarter's revenue will come from...we get it.

Most companies out there will offer to "help you get on the GSA Schedule." But too often, that help stops the moment your paperwork is submitted. At B2G Connect, we don't just process documents, we build your foundation for long-term federal success.

You'll get a dedicated team that understands your goals, your industry, and what the government is actually buying. We're not here to drown you in jargon or shuffle you through a one-size-fits-all service. Instead, we get hands-on.

We help you price strategically, position your business to stand out, and navigate the entire process — from strategy to award.

Ready to Talk About Your Business?

If you've made it this far, chances are you're already thinking about what this could mean for your business. We start every relationship with a real, honest conversation.

No sales pitch. No pressure. Just a one-on-one session where we get to know your business, review your offerings, and walk you through what it would take to get you GSA-approved. If it's not a good fit, we'll tell you that. But if it is, we'll show you exactly how to move forward and how fast you can get started. **Call us today. We'll walk you through everything.**

And we don't walk away once your contract is approved. We stay in your corner. Whether you need help uploading your profile to eBay, understanding how to respond to buyers, or making your contract actually generate sales — we'll be there. **Because your success isn't just a goal for us, it's the reason we exist.**

If you're going to invest in this opportunity, you deserve a team that treats your business like their own. That's what we do. Every day.



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