



STAFFING INSIGHT

Valuable Insights into Current Staffing Issues

July-Aug. 2009

WHAT'S INSIDE?

- What's NEW in FEDGOV Contracting for Staffing
- GSA Schedule Revenues/2008
- Reminder: GSA Proposal Completion Workshop July 29-31

A bimonthly newsletter from International Staffing University, div. of Seminars By The Sea

What's NEW in Federal Government Contracting for Staffing Companies

For seven + years, I have been training and consulting on Federal contracting for staffing companies and virtually *preaching* about the benefits of doing business with everybody's favorite uncle ... SAM.

It's good to hear from the staffing company clients and training seminar attendees who listened to me, and years back or even recently, got onboard with supplying temporary placement and consulting services to the federal government primarily through the obtainment and marketing/sales of a GSA contract award.

(For information on GSA contracts, see next page).

Nationwide unemployment is high, **but the federal government is #1 in hiring right now**. For many of these staffing companies, revenues generated from government customers is pretty good while revenues from commercial clients tend to be flat.

For those of you who are presently federal contractors (and for those of you just interested), let me share with you what is new in contracting relevant to staffing:

WAGE DETERMINATIONS:

On 6/01/09, Wage Determination Health & Welfare costs have increased from \$3.24 to \$3.35 per hour. If you are involved with placing non-exempt employees to federal government agencies, make note of the new WD by visiting wdol.gov.

Seek your county Wage Determinations and, in addition to the new cost of HW, be sure to check for any wage upgrades, too. If you are currently working on your GSA Proposal, make sure that you incorporated the new Wage Determinations and Health & Welfare costs into your pricing.

VA/GSA 621 I PROFESSIONAL/ALLIED HEALTH STAFFING SERVICES SCHEDULE CHANGES:

In October, the VA/GSA will be making some changes to the solicitation for the 621 I Schedule award. The requirements for obtaining the award will be more stringent – so if it is your plan to go after this lucrative contract, go after it *soon*.

Also – you may want to note that the VA has ADDED some labor categories to the 621 I Schedule. Those new labor categories include: 621-039 – Medical Assistants, Medical Administrative, Records Clerks, Medical Technicians and Medical Transcribers. This new category is significant, in that it potentially opens up this Schedule to some of you may staff medical office – and can be an add-on for those of you who already have a GSA 621 I Schedule.

Other new labor categories: 621-032 – ER, EMT, Paramedic Schedulers, Alcohol Technicians, Ambulance Drivers and 621-040 Nurse Assistants, Aides, Attendants. Be mindful that this VA/GSA I Schedule Contract is NOT a “set-aside”.

This contract --- which generated sales of nearly \$400 million in the first three quarters of 2008 --- is open to ALL size healthcare staffing firms that qualify.

See next page for more details on how to obtain this or other Schedule.

2008 GSA Staffing SCHEDULE REPORTED REVENUES

Each year, federal government agencies increase the purchases they make through the various FSS/GSA Schedules. There are a number of GSA Schedules relevant to staffing companies. Here are '08 Revenues for most popular Schedules for staffing:

736 TAPS: Temporary Administrative & Professional Services Schedules

This encompasses admin/clerical, some computer/programming positions, labor, warehouse, skilled trades, professional positions and miscellaneous occupations.

2008 Reported Revenues: \$121,136,870

621 I Professional & Allied Health Staffing Services

This encompasses physicians, nurses, dental professionals, therapists, pharmacy, medical office, and other medical positions

2008 1st - 3rd Quarter Reported Revenues: \$389,647,649 (Nearly \$100M = RN'S)

871 Professional Engineering Services

This covers various types of engineering services – some relevant to staffing

2008 Reported Revenues: \$2,765,623,990

70 Cooperative IT Equipment, Software & Services Schedule

This encompasses ‘everything IT’ and is open to Fed, State & local GOV buyers

2008 Reported Revenues: \$15,763,449, 134

MOBIS: Mission Oriented Business Integrated Services (training/consulting)

2008 Reported Revenues: \$3,974,704,404

'08 GSA TOTAL SALES: \$36,610,320,837



GSA 3-Day Proposal Preparation Workshop for Staffing Companies

July 29-31, 2009

Location: International Staffing University
Huntington Beach, CA

Attend a Hands-On Workshop where GSA & Staffing Industry Experts Guide You through the Process of Writing/Submitting your completed GSA Proposal

Have you been interested in obtaining a GSA Schedule Contract Award but *just looking at the solicitation* has given you cause to pause?

No surprise. You are definitely not alone. There is no question that writing a GSA Proposal can be a daunting (and often confusing) task --- IF you don't understand the process.

Look around and you will find consultants who want to charge you \$10,000-20,000 to write a GSA Proposal for you. In our humble opinion, not only is that route an expensive one to take, there are other things to consider. If you have someone else write your Proposal for you, that approach does NOT teach you many of the things you need to know to prepare a responsive Proposal, to negotiate effectively with the Contracting Officer and to manage & market your contract award when you get it.

Space is limited in the workshop...

Call (714) 960-5992 and talk with Annette Clancy or Jon Paul to discuss reserving a space or download the Brochure:

<http://www.istaffingu.com/GSAProposalPreparationWorkshop.pdf>

P.S. If you have no writers among you and would prefer to have an expert develop your Proposal for you --- we CAN do that at a lower cost than most consultants because we limit our writing to staffing-related GSA Schedule Proposals. It is our preference that YOU come to the workshop; however, because we believe that is what is beneficial to most of our staffing clients.

GSA WORKSHOP Includes:

- **Pre-workshop Preparation Guidelines**
- **Instructions** on writing **Administrative, Technical** and **Pricing Proposal** for one of the following Schedules: **736, 621 I, 70, 871 or MOBIS**
- **Three-Ring Binder** containing **instructions** including **templates** and **samples** for writing a complete Proposal
- **Guidelines for "Acceptable" Technical Proposal Writing** – in order to complete a responsive and acceptable proposal
- **Pricing templates and directives** – to simplify the pricing 'mystery' and offer acceptable (and profitable) prices
- **Consultants** to act as guides and answer questions throughout the workshop
- **Instructions** on **Packaging and Submitting** the Proposal properly
- **Instructions** on **Marketing/Selling** an awarded GSA Schedule contract; who buys and how to sell to buyers; how to get a "leg up" over your competitors
- **Information** on **What Happens after Proposal is submitted to GSA** – including **Negotiations, Preliminary Reviews, Financial Reviews and Final Offer Submittals**
- **Preliminary Reviews of Proposal** on final day of Workshop (if Proposal completed)
- Post workshop: **Consultant's comprehensive review of your completed Proposal**
- Workshop Time: 9 a.m. – 4 p.m.
- Lunch and Snacks included

Who Should Attend:

Staffing company owners and executives/ managers interested in obtaining a GSA Proposal Contract Award

Call for more details. **714-960-5992**

OR download the PDF

