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I had started writing my first GSA Schedule proposal on my own and soon discovered that understanding the GSA Schedule process without a "native guide" is not easy. While the contracting officers are great and the GSA online support is a sincere effort, if you are not familiar with the Federal Government Procurement process, and even worse if you are familiar with corporate America Procurement, well you definitely need a translator to find your way through the process. The EZGSA seminar, "GSA in a Day, Do It Yourself Plus", proved to be that translator... and much, much more.

Without the seminar I doubt I would have understood the significance of detail to GSA. For example, the simple fact that you can not correct their errors; the number of totally independent sites you must visit and comply with, from CCR to ORCA to VETS-100; and all the multitude of forms that must match perfectly. The EZGSA presentations were clear and included easily identifiable examples; and the one-on-one attention was fantastic.

For me, the most significant support was selection of the right schedule. My initial efforts had been directed at the wrong schedule. EZGSA helped get us approval to put our product on a favorable schedule that I would not have tried for if I had not attended the seminar.

I would certainly recommend this program to anyone interested in learning about the GSA Schedule proposal process; and/or who needs some fast track one-on-one assistance in preparing their GSA Schedule solicitation.

Best regards,

A handwritten signature in blue ink, appearing to read "Susann D. Felton".

Susann D. Felton
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