

Fedharmony's Mission: Suppliers

“Fedharmony builds government revenue-streams for suppliers through government contracts as a dealer/distributor. Fedharmony wins contracts for its suppliers through a process driven approach to business development, leveraging expertise in government contracting, emphasizing GSA and DLA contracts. Fedharmony succeeds by being insanely responsive to customer requirements and partnering with high-quality suppliers with similar business ethics.”

Fedharmony's Mission: Buyers

“Fedharmony supports government entities by being responsive to requirements. Fedharmony brings to the government industry Subject Matter Experts oriented for business-to-business; Fedharmony, as a dealer/distributor adapts their offering to the unique requirements of government contracts. Fedharmony adheres to the government's acquisition strategy to facilitate and expedite procurements according to the FAR, and applies solid project management to ensure timely delivery.”

About Fedharmony

Fedharmony (Global Enterprise Inc.¹) provides suppliers' access to General Services Agency (GSA) Multiple Award Schedule (MAS) contracts and Defense Logistics Agency (DLA) Construction and Equipment (C&E) Contracts. Fedharmony accomplishes this in a competitively advantageous manner, either through our own contract or with a partner contractor. With this access, suppliers are given an opportunity to sell their products in a market they might not otherwise be able to access. When we team with a supplier, that supplier not only has access to an inherently **closed marketplace**, but they also gain the advantage of Fedharmony's experience, effective proposal management and thorough understanding of the GSA schedule contracting processes.

Our suppliers are not the only benefactors of this new business relationship. When a new supplier joins the Fedharmony team, our U.S. Government (USG) customer is provided an expanded marketplace giving them more quality product choices and creating a more competitive procurement environment.

Our Service

Suppliers have the opportunity to obtain their own GSA schedule and DLA C&E contracts. However, the process to obtain a GSA schedule contract can take a year or more and having one doesn't necessarily equate to sales. For a GSA/DLA contract to be effective, it requires daily

¹ Fedharmony is a pseudo name for Global Enterprises Inc. It was created to better represent our GSA schedule contracting expertise and the premise of our business – “Connecting Buyers with Suppliers.”

management and dedicated resources to monitor GSA's eBuy Website² and respond appropriately to Request for Quotes (RFQ). Fedharmony provides an alternate solution that relieves the supplier of the burden of managing a GSA schedule contract while providing the benefits of selling their products in a new and sometimes untapped marketplace.

How it Works

Fedharmony monitors the eBuy Website continuously throughout the day and reacts immediately when RFQs are posted that match products provided by one of our suppliers. When we have an RFQ match, we will send the RFQ's product specification to the appropriate supplier asking for product availability. The product does not have to be an exact match. Many times a customer will add options to specification or deviate from the product as quoted on eBuy. In those cases, a quote based upon the specific specifications will be requested from the supplier. If the supplier is not able to provide the product within the terms of the RFQ, we will "no quote" the RFQ.

It isn't necessary for our suppliers to quote every RFQ. In fact, Fedharmony prefers not to quote an item if it means overstepping our ability to meet or exceed the customer's expectations.

If the decision is to submit a proposal in response to the RFQ, Fedharmony will prepare the appropriate documentation and ensure timely submittal. We will continue to provide customer interface throughout the proposal process.

If our supplier is not chosen, Fedharmony will determine why and move on to the next RFQ applying whatever lessons were learned. When a contract is awarded for the Fedharmony proposal, we will provide project management from post contract award, through delivery – culminating in contract closeout.

In the Fedharmony GSA schedule contract paradigm, our suppliers are just that – suppliers of goods. Fedharmony manages the bureaucracy associated with USG contracting.

Adding Supplier Products

Fedharmony continuously strives to add new suppliers to our GSA schedule contract based upon the needs of our customer. We use our daily monitoring of RFQs on the GSA eBuy Website not only to identify candidate RFQs for our existing suppliers' products, but we also conduct market research to determine where we might be able to capture a market for a product not yet on a schedule contract or broaden the supply base for an existing product. Once we have identified a need, we work to identify a supplier that will commit to providing their product through our GSA schedule contract for future RFQ opportunities.

² (<https://www.gsaadvantage.gov/advantage/login/eBuyLogin.do>)

The process to add new products to an existing GSA schedule contract is far less cumbersome and time consuming when compared to the effort and resources required by a supplier to obtain and manage their own GSA schedule contract. In general, it requires approximately 3 weeks to have a product approved and added to an existing GSA schedule contract. The basic steps of this process follow:

- Identify products to be added
- Provide a description and pricing for each product
- Submit the request to GSA

GSA will compare specifications and pricing to comparable products. If the candidate product's price is significantly higher, it will likely be rejected. Rejection is not the end of the process unless the new product's pricing cannot be justified or adjusted. Once approved by GSA, the new product can now be used in tes for qualifying RFQs.