



Full-Service Contract Management

As a respected leader in the contract management industry, SenSoft International offers GSA contract expertise solutions to companies who seek to obtain, maintain, and market their GSA Multiple Award Schedule (MAS) and Federal Strategic Sourcing Initiative (FSSI) Contracts. Our Team has substantial business experience negotiating and selling to the government through GSA MAS and FSSI Contracts. We bring in-depth knowledge of GSA processes, regulations, and eTools. Our online contract management and consulting services have been used by over 4,500 government contractors who want to increase their contract profitability, reduce overhead, and avoid non-compliance penalties. We make it practical and economical for firms of all sizes to:

- Acquire and manage GSA Contracts.
- Receive contract compliance assistance.
- Master the complexities of digital tools and e-commerce platforms.
- Tap into and analyze the latest government market intelligence.
- Prepare and publish price lists on GSA Advantage! and FedMall.
- Renew existing contracts.

We sustain a high level of involvement in government acquisition by regularly working with: GSA and VA Acquisition Management, Contracting Officers, Acquisition Centers, and Industry/Government Councils. We also work closely with the technical teams who operate: GSA's eOffer, eBuy, FPT, and Advantage! systems; and DLA's FedMall system. Active participation and collaboration keep our contract, analytics, marketing, and catalog specialists at the forefront of government requirements and technologies.

SenSoft's combination of contract and marketing skills, web based tools, and responsive customer support has served us well as evidenced by the longevity of our corporation and a following of highly-satisfied clientele.

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Obtain, Manage & Market Your Contracts

Contract Awards and Extensions – We can assist you with: strategic planning and market analysis; pricing disclosures; proposal preparation, submission, and negotiations; and post-award tasks. Five years later, we position your contract for renewal; and prepare, submit, and negotiate your extension package.

Contract Modifications – We support all contract modification types and support the Formatted Product Tool (FPT) when it is offered to your schedule and contract. SenSoft helps you: Create and Manage Discounts, Additions, Administrative changes, Contract Cancellations or Terminations, Deletions, Novations, Pricing, Technical, Terms and Conditions, Exercise an Option, and MASS MODs. No matter the contract modification nor the frequency demands; Our Team will assist you with package preparation, submission, and negotiations.

Easy SIP® Upload Services for GSA Advantage! – We have uploaded millions of products for over 4,500 contract holders to GSA Advantage! and FedMall. We can normally process your existing price spreadsheets, PDFs, and photos as is. There is no need to convert spreadsheets and photos (as required by the GSA SIP tool) when using our service. You can preview your electronic catalogs on our secure website before they are transmitted to GSA and FedMall, so you can correct any problems and ensure what you publish is accurate and complete. We provide a fixed price service with no surprise extra fees.

Contract Compliance – We help you manage compliance issues: multiple contract registration requirements, GSA's Industrial Funding Fee, Trade Agreements Act, price violations, and GSA Contractor Assessment Visits. Our Team conducts contracting webinars tailored for your sales and administration personnel. We archive your contract data for proper record retention.

Market Intelligence – We can provide you with: in-depth analysis of the GSA Advantage marketplace. SenSoft is an authorized reseller of the Warwick XSB product. Sale prices and quantities of your products and those of your competitors that are purchased through GSA Advantage can be obtained through customized sale and pricing reports, so that you can make strategic marketing and pricing decisions and refine your product offerings based on government demand.

CALL US TODAY

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*Contract Management
for MAS and FSSI Contracts*

FPT Assistance

Market Intelligence

Marketing/Online Videos

eTools Support

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