

Expanding Vendor Access to State Government Agencies

Options for Streamlined Contracting through the General Services Administration



Overview

On July 4, 2025, President Trump signed the Working Families Tax Cut (WFTC) legislation (Public Law 119-21), which created landmark community engagement requirements for Medicaid. The reforms—among the most significant Medicaid eligibility and financing changes in more than a decade—aim to connect able-bodied, able-bodied adults with work and community engagement opportunities, reduce improper enrollment, and strengthen the long-term sustainability of Medicaid and the Children’s Health Insurance Program (CHIP). States must implement these requirements by January 1, 2027, but may choose to do so earlier.

To successfully implement these requirements, states and vendors must come together to create and streamline new and existing systems. To expedite this contracting process, vendors should consider participating in [the General Services Administration \(GSA\) Schedule](#). This program provides multiple access points to the state contracting process.

GSA Schedule: State Market Gateway

The [GSA Multiple Award Schedule \(MAS\) Cooperative Purchasing Program](#) allows eligible state and local governments to procure commercial products and services from participating MAS contracts. Cooperative Purchasing applies to designated offerings under the Schedule across its 12 Large Categories, like the Information Technology and Security & Protection Large Categories. Vendors that hold a GSA Schedule in either of those categories can:

- Access a [streamlined procurement process](#) that can be used by states.
- Build credibility through [pre-negotiated pricing and terms](#) that demonstrate best value and compliance.
- Reduce administrative burden by avoiding repetitive bidding in each state.
- Gain visibility through [GSA Advantage!](#) and agency contracting databases.

In short: The GSA Schedule positions vendors to sell efficiently through another purchasing option for states.

How Can Vendors Participate

To be eligible for the GSA Schedule:

- Your business must have been operational for at least two years and have a proven track record of stability and performance.
 - If you have less than two years of corporate experience, you may still be eligible! Refer to Startup Springboard for further guidance. [Startup Springboard | GSA](#).
- Ensure your products or services are commercially available and comply with the Trade Agreements Act [Trade Agreement Act \(TAA\) Compliance | Vendor Support Center](#)



- Prepare your offer by completing the required training and assessment, compiling all necessary documentation (including financial statements, pricing information, and past performance records), and developing a competitive pricing strategy that meets GSA's requirements. The GSA website provides a [new offeror checklist](#) which details the requirements for your submission.

GSA's Startup Springboard Program

Startup Springboard makes it easier for companies with less than two years of experience or financial statements to submit an offer for a GSA Schedule contract. Startup Springboard offerors can submit different information to meet the financial documentation and corporate experience requirements. The contracting officer has discretion on what documentation you need to provide.

To get on the GSA Schedule vendors should follow GSA's seven-step roadmap. [Roadmap to get a MAS contract | GSA](#)

GSA's roadmap includes information and links to a mandatory training and readiness assessment, the formal solicitation and category attachments (e.g., Category F: IT) to which vendors should respond, information requirements, templates, mandatory registrations, and other requirements that prospective vendors must complete. It also includes a [new offeror checklist](#) which comprehensively details the requirements for your submission.

For additional information on scheduled training events and access to free online and self-study trainings please visit: [How to get on schedule | GSA](#)

Conclusion

The WFTC legislation's community engagement requirements demand a reimagination of state systems. We encourage vendors to participate in the GSA Schedule to ensure their innovations can help states successfully implement the new requirements.

Please also do not hesitate to reach out to CMS at MedicaidWorks@cms.hhs.gov with additional questions. For more information about GSA, reach out to fastlane@gsa.gov and reference EASE or CMS.