

Expanding State Access to Technology and IT Systems Vendors to Support Medicaid Community Engagement

Streamlined Contracting Access

Overview

On July 4, 2025, President Trump signed Public Law 119-21, which CMS refers to as the Working Families Tax Cut (WFTC) legislation. This landmark legislation includes significant eligibility and financing reforms in Medicaid and the Children's Health Insurance Program (CHIP) and focuses on the connection of health to work through community engagement. Community engagement has the potential to empower Medicaid beneficiaries through employment, education, or volunteer service so they can escape isolation and dependency, build confidence, and achieve self-sufficiency. States must implement these requirements by January 1, 2027, but may choose to do so earlier.

To successfully implement these requirements, it will be critical for states and vendors to come together to create and streamline new and existing state Medicaid technology and IT systems. To expedite this contracting process, states should consider as one option participating in [the General Services Administration \(GSA\) Schedule](#). This program provides states with streamlined access to certain vendors. This could be an efficient and expedient option for states to start quickly working with one or more technology vendors to help support their implementation of Medicaid community engagement requirements.

Note that a vendor's participation on the GSA schedule should not be perceived as an endorsement of that vendor, or of the systems solutions being offered, or as a representation that CMS has determined that the solutions that vendor is offering meet applicable federal requirements. CMS encourages all states and other stakeholders to evaluate all vendors and companies that may offer products and services to implement community engagement and other WFTC legislation Medicaid provisions.

GSA Schedule Cooperative Purchasing Program: Access to Federal Contract Holders

The [GSA Multiple Award Schedule's \(MAS\) Cooperative Purchasing Program](#) is a contracting vehicle that can be leveraged by states to procure products and services from vendors in the Information Technology and Security & Protection Categories. The program creates opportunities for state government purchasers to benefit from competitive pricing while expanding the market for vendors. In fiscal year 2023 alone, state and local governments spent **\$841 million** by purchasing products and services through this program, with an average annual expenditure of \$802 million over the prior five years.

The benefits to states are as follows:

- Access to a [streamlined procurement process](#) whereby vendors have agreed to provide certain products and services at certain prices with pre-negotiated terms.
- Access to [vendors](#) who may be able to provide products and services to support implementation and ongoing operations of community engagement requirements in state Medicaid programs.
- Leverage the federal government's purchasing power to access [pre-negotiated, published pricing schedules](#) that establish ceiling prices.
- Ease [procurement research and expand vendor reach through platforms](#), such as [GSA Advantage!](#), that allows states to search products and compare prices, or reach multiple potential vendors by posting on the [eBuy](#) platform.



How States Can Purchase Products and Services through GSA to support Medicaid Community Engagement

Eligibility for the GSA Cooperative Purchasing Program

State and local governments have a few ways to confirm their eligibility: evaluate themselves against the outlined criteria, provide a written confirmation to GSA, or reach out to GSA directly for an official determination. Eligible entities are listed on the GSA website: [Eligibility determinations | GSA](#). You can also request an eligibility determination or seek assistance by emailing gsaeligibilitydetermination@gsa.gov.

Process for GSA Purchasing

State and local governments, once deemed eligible, can streamline their purchasing process through GSA contracts by following these straightforward steps:

- **Visit GSA Advantage:** Head over to the [GSA Advantage](#) platform to explore a wide range of products and services. Setting up a [SAM.gov](#) account is your first step toward placing orders.
 - Use the [Entity Registration Checklist](#) to prepare for creating your account
- **Search for What You Need:** Use the platform's search features to locate specific items or services. Filters can help you refine your search and quickly zero in on the best options.
- **Complete Your Purchase:**
 - Add your chosen items to the cart and proceed to checkout.
 - If your requirements are more complex, the [GSA eBuy](#) platform lets you request quotes from multiple vendors for comparison.

- **Tips for Purchasing:**

- While it's not mandatory for state and local governments to follow federal ordering guidelines, GSA recommends adopting its Schedule ordering procedures defined in [GSAR Subpart 538.71](#) to achieve the best value. Following these practices can help optimize your procurement process.
- When placing an order, always include the MAS contract number to indicate your intent to purchase through GSA. Before completing your transaction, confirm product availability directly with the contractor.
- State and local government buyers must adhere to their specific procurement regulations while aligning with GSA terms. If needed, you can add additional terms to your order, provided they don't conflict with the base Schedule conditions. For federally funded purchases, work with the granting agency to meet all funding requirements. This ensures compliance with state rules while leveraging the benefits of GSA contracts.

Conclusion

The WFTC legislation's community engagement requirements demand a reimagining of state systems. We encourage states to consider leveraging the GSA Schedule's Cooperative Purchasing Program as a potential pathway to source vendors in a timely fashion.

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.