

**§ 102-117.35 What are the advantages and disadvantages of using GSA's tender of service?**

(a) It is an advantage to use GSA's tender of service when you want to:

- (1) Use GSA's authority to negotiate on behalf of the Federal Government and take advantage of the lower rates and optimum service that result from a larger volume of business;
- (2) Use a uniform tender of service; and
- (3) Obtain assistance with loss and damage claims.

(b) It is a disadvantage to use GSA's tender of service when:

- (1) You want an agreement that is binding for a longer term than the GSA tender of service;
- (2) You have sufficient time to follow FAR contracting procedures; and
- (3) You do not want to pay for the GSA administrative service charge as a participant in the GSA rate tender programs.

**§ 102-117.40 When is it advantageous for me to use another agency's contract or rate tender for transportation services?**

It is advantageous to use another agency's contract or rate tender for transportation services when the contract or rate tender offers better or equal value than otherwise available to you.

**§ 102-117.45 What other factors must I consider when using another agency's contract or rate tender?**

When using another agency's contract or rate tender, you must:

- (a) Assure that the contract or rate tender meets any special requirements unique to your agency;
- (b) Pay any other charges imposed by the other agency for external use of their contract or rate tender; and
- (c) Ensure the terms of the other agency's contract or rate tender allow you to use it.

**§ 102-117.50 What are the advantages and disadvantages of contracting directly with a TSP under the FAR?**

(a) The FAR is an advantage to use when:

- (1) You ship consistent volumes in consistent traffic lanes;

(2) You have sufficient time to follow FAR contracting procedures; and

(3) Your contract office is able to handle the requirement.

(b) The FAR may be a disadvantage when you:

- (1) Cannot prepare and execute a FAR contract within your time frame; or
- (2) Have recurring shipments between designated places, but do not expect sufficient volume to obtain favorable rates.

**§ 102-117.55 What are the advantages and disadvantages of using a rate tender?**

(a) Using a rate tender is an advantage when you:

- (1) Have a shipment that must be made within too short a time frame to identify or solicit for a suitable contract; or
- (2) Have shipments recurring between designated places, but do not expect sufficient volume to obtain favorable rates.

(b) Using a rate tender may be a disadvantage when:

- (1) You have sufficient time to use the FAR and this would achieve better results;
- (2) You require transportation service for which no rate tender currently exists; or
- (3) A TSP may revoke or terminate the tender on short notice.

**§ 102-117.60 What is the importance of terms and conditions in a rate tender or other transportation document?**

Terms and conditions are important to protect the Government's interest and establish the performance and standards expected of the TSP. It is important to remember that terms and conditions are:

- (a) Negotiated between the agency and the TSP before movement of any item; and
- (b) Included in all contracts and rate tenders listing the services the TSP is offering to perform at the cost presented in the rate tender or other transportation document.

NOTE TO § 102-117.60: You must reference the negotiated contract or rate tender on all transportation documents. For further information see § 102-117.65.