



The benefits of working with GPO

Significant cost savings is just one of the many important benefits your agency realizes from working with **GPO Customer Services**. Our subject matter experts are available to consult on every aspect of the procurement and production cycle – from contract administration to quality control.

GPO is an increasingly important business partner for Federal agencies in search of the most **cost-effective means of achieving the production and dissemination of mission-critical information**. In the face of the accelerating transition from print to digital communications, one thing hasn't changed —GPO continues to provide an extraordinary value while procuring the most economical and technically advantageous solutions for our Federal agency customers.

Cost Savings

GPO procures products and services for Federal agencies from a national network of approved contractors with capabilities to meet virtually any need for printed or digital information products. The breadth of our contractor community creates an inherently competitive marketplace that results in significant savings for our agency customers.

Based on a recent study conducted by GPO, the table below shows the extent of the savings available to GPO customers:

Price Range	Average % Savings*
Under \$10,000	32.2%
\$10,000 - \$100,000	51.0%
Over \$100,000	14.5%
Repetitive Order Products**	41.3%

*Savings calculated using lowest bid price compared to average of all bids on each GPO unique procurement in the Price Range

** GPO Term Contract procurements

Across all GPO Procurements in FY12, our customers saved an average of 26.3% leveraging our competitive bidding process.

Today, stretching budgets is a top priority for all Federal agencies. GPO continues to provide state-of-the-art publishing solutions at the most competitive prices available. But this is simply one component of the overall value of working with GPO.

GPO Value-added Services

A Broad Range of Capabilities from a Single Source — GPO maintains a comprehensive database of contractors able to handle customer needs from vehicle wraps to books, 508 compliance services to eBooks, including contractors cleared to produce classified projects. You have access to all of your print and communications needs from one source.

Nationwide Contractor Pool Creates Competition — With thousands of active contractors nationwide, GPO is able not only to obtain extremely competitive pricing, but also to attract vendors who specialize in the exact services needed on every unique procurement.

Complete Contract Administration — GPO handles the entire contracting process, including:

- consulting with the customer and writing detailed procurement specifications in order to receive the lowest competitive pricing
- issuance of the solicitation through contract award
- review of proofs and press sheets
- review of vendor performance history, both for compliance data and quality

- negotiating and issuance of contract modifications when required
- handling of disputes and protests
- monitoring adherence to deadlines and other contract terms
- payment of contractor invoices
- provision of a 120-day warranty on all work

In response to our most recent customer satisfactions survey (August 2011), 92% responded that they are “Satisfied” or “Highly Satisfied” with GPO services.

Compliance — Working with GPO fulfills the statutory requirements of Title 44 U.S.C. to utilize GPO as the sole authorized source for Federal printing services. And, working with GPO also ensures that your publications meet the legal requirement to be made available to the Superintendent of Documents for inclusion in the Federal Depository Library Program, thus making your content available to the American public.

Consultation — GPO subject matter experts provide consultative services that include: job planning advice on the most cost-effective procurement specifications and production options; proof review and technical consultation on quality issues; and on-site press sheet inspections.



For more information on GPO services or to discuss your next project, contact your GPO National Account Manager at nam@gpo.gov or 202.512.1904. Or visit: <http://www.gpo.gov/customers/print.htm>