

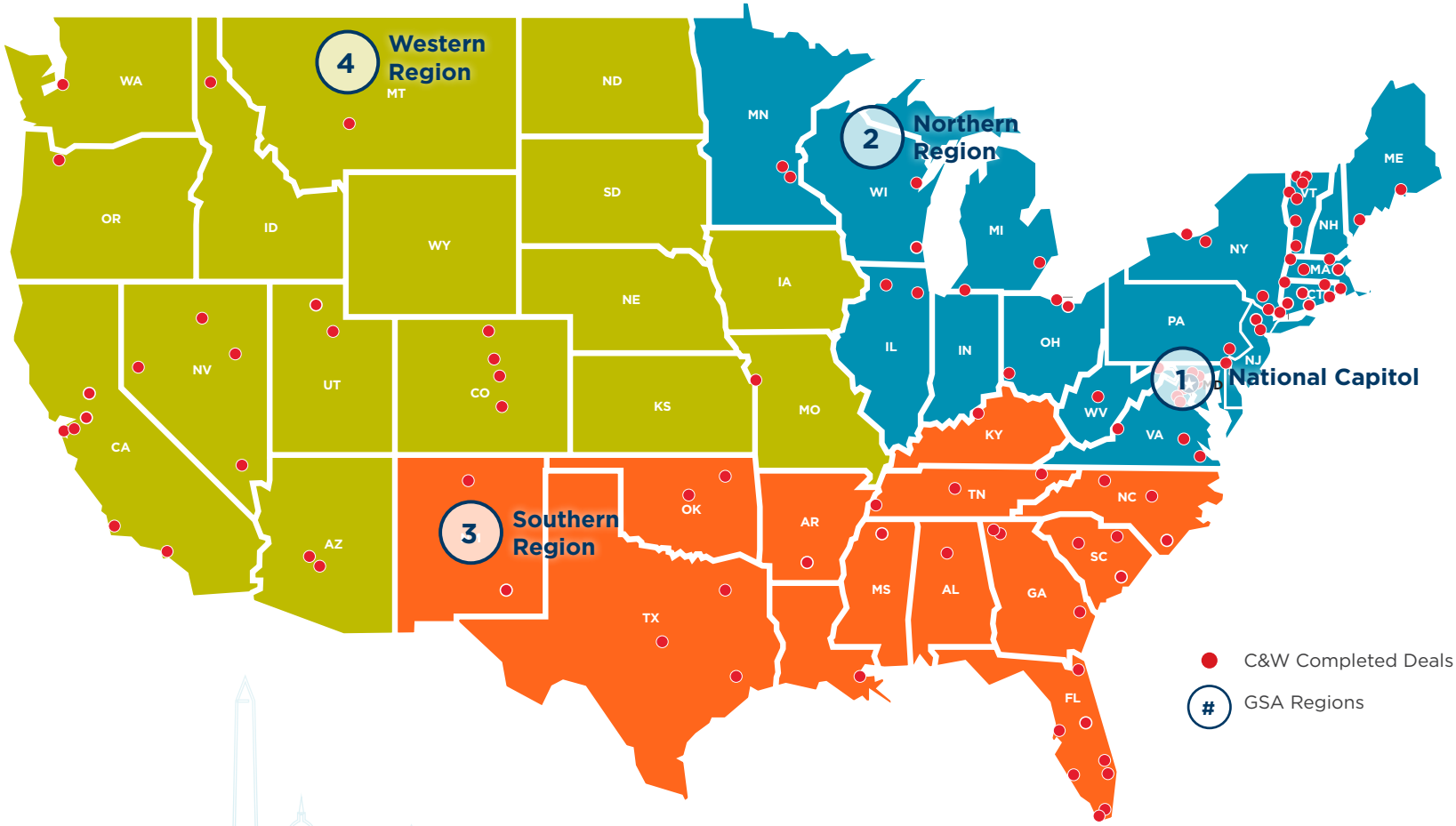
GOVERNMENT SERVICES GROUP

Platform & Capabilities

CUSHMAN & WAKEFIELD

GSG NATIONAL EXPERIENCE

Our team's Federal leasing expertise extends from the government-dense **National Capital Region** to **every GSA Region** in the country. The team constantly monitors **GSA's System for Award Management (SAM)** so we can provide real-time **Contract Opportunities** to clients. From renewal opportunities to new deals, we pinpoint requirements tailored to clients' assets and long-term financial goals. By keeping our fingers on the pulse of all national GSA activity, we maintain a holistic view of market trends and activity. The results are demonstrated on the map below, which shows cities across the country where we have guided clients to successful Federal Government tenancy.



GSG TEAM SERVICES

We support our clients with specialized expertise around every aspect of **Federal Government real estate**. Our services support clients at every stage of **procuring** and **retaining** government tenants. From initial market research, through the GSA procurement process, and beyond post-award strategy, we keep our clients' strategic and financial goals at the heart of all we do.

MARKET INSIGHTS & PRE-PROCUREMENT

- Federal Legislation
- Lobbying
- Federal Leasing Pipeline
- Competition
- Lease Comparables
- Base Building Requirements
- Sustainability Requirements
- Marketing

PROCUREMENT PROCESS

- Tailored Offers
- Final Submission
- Ongoing Discussions

POST-AWARD SERVICES

- Negotiations
- Document Review
- Project and Developer Services
- Advisory and Disposition Services

THE GSA PROCESS

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PRE-PROCUREMENT PROCESS

EXISTING CONDITION ASSESSMENT

- RLP Building Conformance
- MEP
- Structural
- Life Safety
- Security
- Sustainability
- Measurement Verification

AUTOMATED ADVANCED ACQUISITION PROGRAM

- Advertisement
- Building Data
- Competitive Rate
- Plans
- Submission
- Award

KEY PLAYERS

- Agency Leadership
- Contracting Officers
- GSA AAAP
- Program Team Leaders
- National Broker Contractors

MARKET ANALYSIS

- Competitive Set
- Pipeline
- Intelligence

PROSPECTUS DEVELOPMENT / FULL AND OPEN COMPETITION

- Housing Plan / Requirements Development
- Translate into Procurement Strategy / RLP
- Market Survey
- Request for Lease Proposal
  - Initial Offer
- Negotiations / Evaluations
- Final Revised Proposal
- Award



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