

Express-1 Now Eligible for Lucrative Government Contracts

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Express-1 is now eligible for lucrative contracts through the General Services Administration (GSA).

Recently awarded a Schedule 48 status, Express-1 is able to bid on transportation projects for government branches that fall under this category.

These branches include the U.S. Mint, Federal Aviation Administration (FAA), the Census Bureau, and the Social Security Administration,

among others. Now when agencies under Schedule 48 log in to determine the best fit for their needs and budget, Express-1 will be among the carrier choices. Up until this point, these opportunities weren't available to the company.

Attaining the status was a nine-month process, according to Vertical Sales Director Chris Koehring, who oversaw the project. Integral to fulfilling the stringent GSA requirements: Express-1's value and competitive rates. When comparing these factors with those of other companies already performing services under Schedule 48, the government was ultimately satisfied with Express-1's offerings.

Still, the process required multitudes of patience and paperwork. "It involved many long days putting together needed information in short notice and being on lengthy conference calls explaining a specific area like pricing or SOPs," said Koehring. "Persistence and diligence also come to mind," he added.

The project involved lengthy explanations of Express-1's inner workings, including services, capabilities, pricing, process, standard operating procedures, organization structure, key management, and sales practices. After submitting detailed explanations, the information was passed up the ladder to several governmental review boards, which analyzed Express-1 against other carriers from a value standpoint.