



Editorial Contacts:

J.J. Watson
Building Technology Associates
(248) 397-7165
jjwatson@askbta.com

Katie Stafford
Godfrey Public Relations
(717) 393-3831, ext. 159
kstafford@godfrey.com

FOR IMMEDIATE RELEASE

June 26, 2009

BTA Earns Place on U.S. General Services Administration Schedule
Roof Management Specialist is Preferred Vendor for Long-Term Government Contracts

DETROIT, MI – Building Technology Associates (BTA), a roof asset management and consulting specialist, announced today that it has been classified as an official U.S. General Services Administration schedule contractor, opening the way for federal agency buyers to award BTA a wide variety of contracts for government roof management projects.

A GSA schedule is an unfunded 5-year contract representing a category of commercial products and/or services which government agencies may order from firms listed on the schedule. A GSA schedule contract involves pre-negotiated pricing, but funding only occurs when an order is signed by a federal agency for a specific project.

To become a GSA schedule contractor, BTA first submitted an offer in response to a GSA schedule solicitation. The next step was an involved negotiation process through which the government determines that a vendor, in this case BTA, is offering fair and reasonable prices for quality services. Contracting officers determined this by comparing the prices and discounts that BTA offers the government with the prices and discounts offered to BTA's private sector customers.

The successfully negotiated contract means that BTA is now on a list of approved suppliers for the GSA schedule involving roof asset management and consulting. To meet their needs in

these areas, buyers for federal agencies will simply order roof asset management services from BTA. An online marketplace, GSA Advantage, is available to further simplify the process.

“This is a significant milestone for BTA because GSA schedules are now becoming the most commonly used purchasing mechanism for most federal buyers,” said Peter Schreiber, Vice President of Operations for BTA. “We look forward to providing effective and comprehensive service for a wide range of government projects in the near future.”

Becoming a GSA scheduled vendor is likely to produce numerous new opportunities for BTA because the use of the GSA schedule system as a quick, efficient contracting mechanism continues to increase. Experience has also shown that government administrative costs for product or service contracts under schedules are significantly lower than with individual contract negotiations. That means that government buyers can now obtain quality performance from BTA while also saving taxpayer dollars.

BTA

Since 1959, Building Technology Associates (BTA) has helped hundreds of building owners, architects, engineers and government agencies solve roofing problems. In 1985, BTA leveraged its extensive knowledge and experience with emerging computer technology to automate and standardize its roof consulting practices. Constantly refined and updated, the sophisticated patented process provides building owners with the most robust roof management tools in the marketplace, enabling them to maximize asset preservation by reducing roofing defects, and by extending the useful life of their facilities in the most cost-effective manner possible. For more information, visit the BTA website at www.askbta.com.

###

