



FEDLINK Extends Transfer Pay Fee Discount



Calculating FEDLINK fees is a delicate balance of offering our community the best prices and streamlined acquisitions, forecasting trends in the information market, estimating program expenses and revenues, and predicting federal appropriation levels. With the input of customers, advisory board members, and our management team, we’ve identified the best option to continue offering a discount on our fees.

Transfer Pay fees peaked at 8% in the late 1990s, and FEDLINK began lowering fees in later years to respond to different agency purchasing requirements and the need to adjust for larger orders. During the pandemic, FEDLINK offered a deep discount on its normal 6.75% fee rate and relied on its reserve funds to support our community.

Fast forward to 2025 – purchasing habits abruptly changed and challenged previous financial predictions. Our deeply discounted fee, designed to balance our reserves from prior fiscal years, no longer sustains our baseline salaries and operational expenses. We utilized reserve funds to support the extended fee discounts but now must operate with a more sustainable business model in FY2026.

FEDLINK is introducing a new three-tier discount from the standard 6.75% Transfer Pay fee rate for Fiscal Year 2026.

FY2026 Discounted Fee Rates for each IAA Annual Order/7600B	
Over \$1 million	4%
\$500 thousand to \$1 million	4.2%
Under \$500 thousand	6.3%

As a revolving fund activity, we operate much like a business and must recover our costs to remain a viable service for the federal information community. We work diligently to reduce expenses, expand our customer base, and diversify our product and service offerings to maintain a sustainable financial model. This stability allows us to provide assisted acquisitions services and support our work as a consortium that offers professional development opportunities, resources, and community building across the federal information sphere.

To explore our options, FEDLINK reached out to the FEDLINK Advisory Board and representative customers across spending tiers for input on several fee scenarios. The favored scenario balances the requirements of our program with the needs of the broader community and customer agencies.

FEDLINK will continue to monitor our reserves and manage our operational expenses judiciously to remain well positioned to best serve our members.