



DOING BUSINESS WITH GSA

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Today's Presenters

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Today's Agenda



- GSA OSDBU Overview
- Review the Federal Procurement Data System (FPDS)
- Provide background on USASpending.gov
- A look at GSA's Forecast of Contracting Opportunities Tool
- The Schedules Sales Query (SSQ) & how it can help you!
- Accessing Subcontracting Opportunities

The U.S. General Services Administration (GSA) is one of the federal government's largest buyers, contracting for billions of dollars' worth of products and services each year for its U.S. government "customers." These customers include most agencies of the executive, judicial, and legislative branches and federal government and military facilities worldwide.

GSA rents, builds, furnishes, and maintains government offices and buys products ranging from pens to state-of-the-art computers. GSA also contracts for services as varied as trash removal and information technology.

Mission-
“Deliver value and savings in real estate, acquisition, technology, and other mission-support services across government.”



Buying & Selling

Explore options for buying from or selling to the government.



Real Estate

Find information related to GSA leased and owned buildings.



Policy & Regulations

Get policy advice based on travel, management or acquisition regulations.



Small Business

Become a contractor or subcontractor and pursue opportunities to sell to the government.



Travel

Get travel reimbursement rates such as per diem, meals and incidental expenses, and mileage.



Technology

Purchase IT or telecommunications using solutions like Schedule 70, Federal Relay or Governmentwide Acquisition Contracts.

Public Buildings Service (PBS)

As the landlord for the civilian federal government, PBS acquires space on behalf of the federal government through new construction and leasing, and acts as a caretaker for federal properties across the country.

PBS owns or leases 8,681 assets, maintains an inventory of more than 370 million square feet of workspace, and preserves more than 500 historic properties.

<https://www.gsa.gov/pbs>

Federal Acquisition Service (FAS)

GSA is America's only source solely dedicated to procuring goods and services for government.

As an integral part of GSA, FAS possesses unrivaled capability to deliver comprehensive products and services across government at the best value possible

<https://www.gsa.gov/fas>

Public Buildings Service (PBS)

- Construction
- A&E Services
- Janitorial
- Landscape
- Interior Design
- Asbestos Removal
- HVAC
- Lighting
- Security
- Window Washing
- Painting
- Electrical
- Lease

Federal Acquisition Service (FAS)

- Environmental
- Moving Services
- Staffing
- Information Technology
- Transportation
- Law Enforcement Equipment
- Furniture
- Professional Training
- Telecom & Network Services
- Travel Services
- Emergency Preparedness & Response Equipment
- And Much More...

- www.gsaauctions.gov

<https://www.gsa.gov/forbusiness>

Office of Small and Disadvantaged Business Utilization (OSDBU)

According to the Small Business Act as amended by Public Law 95-507, the Office of Small & Disadvantaged Business was established to:

- Advocate, within each Federal Executive Agency, for the maximum practicable use of all designated small business categories within the Federal Acquisition process.
- Ensure inclusion of small businesses as sources for goods and services in federal acquisitions as prime contractors and subcontractors.
- Manage the small business utilization programs for each respective organization.



<https://www.gsa.gov/small-business>

Office of Small and Disadvantaged Business Utilization (OSDBU)

- Small Business Goaling
- Small Disadvantaged Business (SDB)
- 8(a)
- Women-owned Small Business
- Historically Underutilized Business Zone (HUBZone)
- Veteran-owned Small Business
- Service Disabled Veteran-owned Small Business
- Small Business
- Subcontracting Program
- Forecast of Contracting Opportunities



<https://www.gsa.gov/contactgroup/small-business-support>

FPDS-NG Overview



Federal Procurement Data System - Next Generation

- **What's reported to FPDS-NG?** Agencies are required to report on all contract actions using appropriated funds whose estimated value is \$3,500 or more as specified in FAR 4.6 Contract Reporting.
- **Where the data is from:** Contracting Officers enter the procurement data directly, or the data is fed from 90+ agency contract writing systems
- **Oversight:** Operated by GSA IAE with Governance from Acquisition Committee for eGov, Procurement Committee for eGov, Financial Assistance Committee for eGov, and IAE CCB

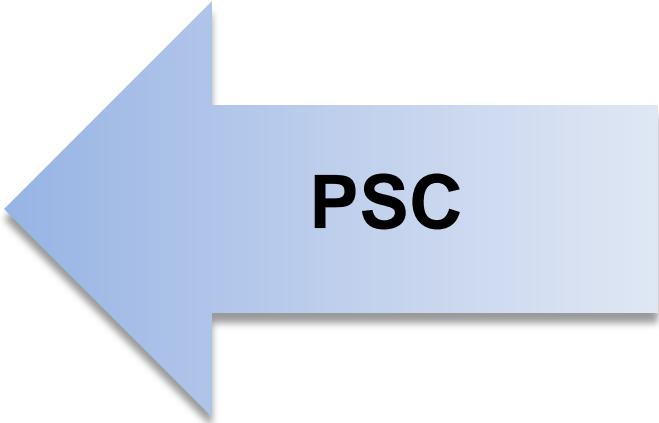
For more details visit: www.fpds.gov

What is needed to use FPDS? Your Product Service Code (PSC)



NAICS

1. Industry Classification used to identify specific types of industry.
2. NAICS is a broad classification
3. The NAICS is **what** you do

- 
1. PSC's can help you narrow down exactly what your business does
 2. PSC's are specific and can yield better data for market research and analysis
 3. Your PSC is **how** you are doing it

PSC



Federal Procurement Data System - Next Generation

WHERE TO FIND HELP:

- **FPDS-NG Data dictionary:**
From www.fpds.gov, click on *Worksite* submenu, find the *Data Dictionary* from Left Navigation *V1.5 Specifications* section.
- **Report Manual of how to use Ad-hoc Reports:**
From www.fpds.gov, click on *Training*, find the *Report Manual* from Right *Manuals* section.
- **Help Desk:**
 - Phone: 866-606-8220
 - Website: www.fsd.gov

Forecast of Contracting Opportunities

How to Access the Forecast Tool:

No username or password required

Acquisition Gateway

Search Acquisition Gateway

Government-wide Acquisitions ▼ Tools & Resources ▼ External Resources ▼

Welcome to the new Acquisition Gateway!
The official online platform for government acquisition programs, policies, initiatives and tools. Connecting acquisition professionals and federal buyers with the information and resources to improve acquisition government-wide.

The legacy site has retired!
Effective 11/28/2023, the IGCE Tool, Wireless RFQ Tool and FAS Policy Library have been transitioned to buy.gsa.gov. Please continue to access these tools here under the Gateway's External Resources drop down menu.

DISCOVER CONTRACTS AND FUTURE OPPORTUNITIES

Solution Finder
Make your decisions easier by searching and narrowing down your "short list" of the many offerings and compare them side by side to make the most sense for your application.

Forecast of Contracting Opportunities
Utilize this nationwide dashboard of upcoming federal contracting opportunities.

Document Library
Review various examples of samples, templates, and a broad set of acquisition documents from all stages of the acquisition lifecycle.

For more details visit: acquisitiongateway.gov

Forecast of Contracting Opportunities

Forecast Tool

Share

Export CSV

Filter

Keyword(s)

Narrow Down by Keyword(s)

Reset

Agency

Add a filter

Organization

Add a filter

Place of Performance

Add a filter

NAICS Code

Add a filter

Estimated Award FY-QTR

Add a filter

Estimated Award FY

Add a filter

Acquisition Strategy

Showing 1 - 25 of 10355 items

Results per page: 25

DoD Congressional and Legislative Affairs TMC Services

Assisted acquisition to provide TMC Services to the DoD (Congressional and Legislative Affairs)

Agency: General Services Administration	Organization: FAS-Federal Acquisition Service
Place of Performance: Various, Nationwide US United States	Award Status: Evaluation Stage
Contract Type: Firm Fixed Price	Estimated Award FY: 2024
Estimated Contract Value: \$501K - \$1M	NAICS Code: 561510
Region:	Acquisition Strategy/Type of Set-Aside: Set-Aside Small Business - Total
Type of Awardee: To Be Determined	Period of Performance:

U.S. Marine Corps Worldwide Travel Management Company Services

Assisted acquisition to provide TMC Services to the U.S. Marine Corps in both CONUS and OCONUS locations

Agency: General Services Administration	Organization: FAS-Federal Acquisition Service
Place of Performance: Worldwide, Non-US United States	Award Status: Drafting Solicitation
Contract Type: Firm Fixed Price	Estimated Award FY: 2024
Estimated Contract Value: \$10.1M - \$20M	NAICS Code: 561510
Region:	Acquisition Strategy/Type of Set-Aside:
Type of Awardee: To Be Determined	Period of Performance:

Rapid City - Marshalling

Vehicle Marshalling Services (Rapid City)

Agency: General Services Administration	Organization: FAS-Federal Acquisition Service
Place of Performance: Rapid City, SD United States	Award Status: Planning
Contract Type: To Be Determined	Estimated Award FY: 2024

Filter Options

Forecast of Contracting Opportunities

Home / Forecast Tool / CASE National Business Meeting February 2024

CASE National Business Meeting February 2024

Acquisition Strategy: None - No Set-Aside Used

Advisor Info (Name): Kevin Pope

Award Type: Purchase Order

Basic Exercised Value: 180000

Contractor Name: Sheraton Lake Buena Vista

Current Fiscal Year Projected Obligation: 180000

Estimated Award FY-QTR: 2nd

Funding Source: GSA Funded - FAS

Organization: FAS-Federal Acquisition Service

Place of Performance: Orlando, FL, U

Point of Contact Name: Luis Medina (CASE COR)

Requirement Status: New Requirement

Type of Awardee: Other Than Small

Advisor Info (Email): kevin.pope@gsa.gov

Award Status: Evaluation Stage

Basic Exercised Options: Base Contract Value

Contract type: Firm Fixed Price

Current Completion Date: 2024-03-01

Estimated Award FY: 2024

Estimated Contract Value (Max.): 150K to 250K

Naics Code: 721110

Period of Performance: Mon, 02/26/2024 - Fri, 03/01/2024

Point of Contact Email: jennifer.benton@gsa.gov

Procurement Method: Open Market - Purchase Order

Agency: General Services Administration

Unlimited Completion Date: 2024-03-01

Other Agency Forecasts

Forecast Listings for Federal Agencies



Background:

- Visit GSA's Acquisition Portal to view other agency forecasts.
- Provides insight to forecasted procurements outside of GSA and the Department of Interior.
- Great way to view what other opportunities are forthcoming.

For more details visit: <https://www.acquisition.gov/procurement-forecasts>

GSA MULTIPLE AWARD SCHEDULES (MAS)

What is a GSA Schedule?

- GSA Schedule Contracts, also known as GSA Schedules or Federal Supply Schedules, are indefinite delivery, indefinite quantity (IDIQ), long-term contracts under the General Services Administration's Multiple Award Schedules (MAS) Program.
- GSA establishes long-term government-wide contracts with commercial companies to provide access for government agencies to millions of commercial products and services at volume discount pricing.
- GSA Schedules provide fast, flexible, cost-effective procurement solutions that allow customer agencies to meet acquisition challenges, while achieving their missions. The MAS Value Proposition highlights the benefits customers experience when using GSA Schedules:
 - ✓ Realize cost savings;
 - ✓ Experience flexibility and choice;
 - ✓ Save time;
 - ✓ Achieve transparency; and
 - ✓ Control the procurement



Does GSA Buy What I Sell?

- **PRODUCTS:**

- * Hospitality, Cleaning, & Chemicals * Office Solutions * Lighting
- * Laboratory, Scientific, & Medical * Tools, Hardware & Machinery
- * IT Solutions & Electronics * Security * Recreation & Apparel
- * Buildings & Industrial * Vehicles & Watercraft * Furniture & Furnishings

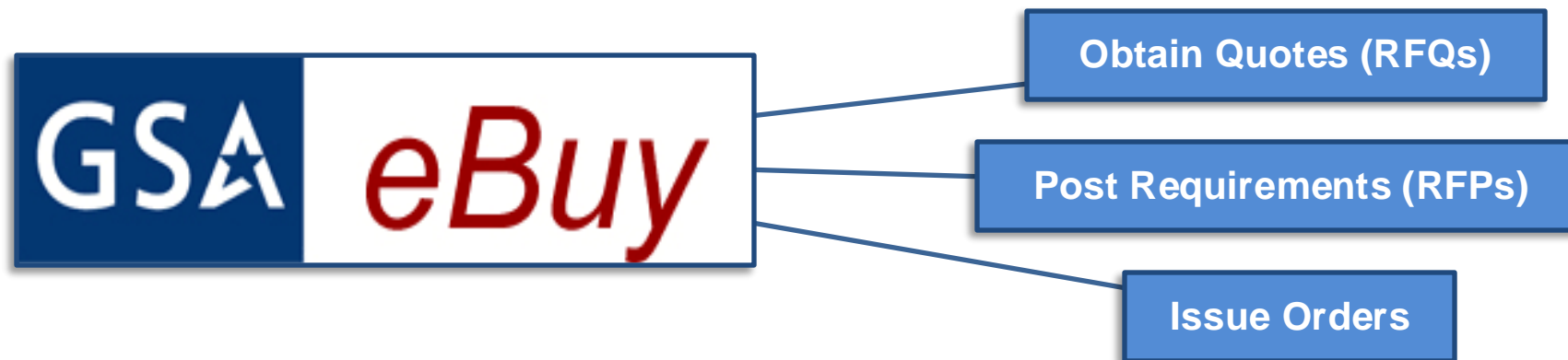
- **SERVICES:**

- * Environmental * Moving Services * Staffing * Transportation
- * Information Technology * Law Enforcement Equipment
- * Professional Training * Telecom & Network Services * Janitorial
- * Emergency Preparedness & Response Equipment * Landscape
- * Interior Design

For a more comprehensive list, visit www.elibrary.gsa.gov

What is GSA e-Buy?

- GSA e-Buy is an online RFQ System that allows ordering organizations to post a Request for Information (RFI), Request for Quote (RFQ), and Request for Proposal notice via email to all sellers in the specified category.
- GSA e-Buy streamlines the ordering process by allowing RFQs and Responses to be exchanged electronically between Federal agencies and GSA contract holders.



www.eBuy.gsa.gov

Who Are GSA's Customers?



The 12-MAS Categories

IT

**Professional
Services**

**Industrial
Products &
Services**

Transportation

Travel

Human Capital

Office MGMT

Furniture

Facilities

**Scientific
MGMT**

Security

Miscellaneous

Things to Consider:

Minimum Qualifying Sales:

- You must generate at least \$100,000 in sales within the first 5 years of your GSA Schedule contract and at least \$25,000 each year thereafter.
- The average time it takes to secure a contract is between 18-24 months (according to the SBA).
- The government may cancel your schedule contract in accordance with clause 552.238-73, for failure to meet minimum sales criteria, specified above.

Market Research & Marketing

- Market research and marketing your GSA Schedule contract is critical to your success!



Required Training

Pathways to Success Readiness Assessment

- Guidance on GSA's Multiple Award Schedule contracts.
 - Guidance on how to be a successful vendor, process requirements, and guidance on the offer process.
 - **Completed within 1 year of application**
 - Visit the GSA Roadmap to take the course
- Mandatory process that walks you through questions that help you determine if pursuing a GSA Schedule is the right business decision for your company.
 - **Completed within 1 year of application**
 - Visit the GSA Roadmap to take the course

gsa.gov/masroadmap

Identify the Appropriate Large and Subcategory

The screenshot shows the GSA eLibrary homepage. A search bar is highlighted with a red circle and an arrow pointing to a text box. A dropdown menu in the 'Quick Search' section is also highlighted with a red circle and an arrow pointing to another text box. The website features a navigation bar with links like 'Home', 'eBuy - quotes', and 'GSA Advantage - online shopping'. The main content area includes a 'Search' section with a search bar and a 'Category Guide' with various product and service categories. The right sidebar contains sections for 'Quick Search', 'Schedule Contracts', 'Technology Contracts', and 'State and Local Governments'. The bottom of the page shows a Windows taskbar with the time 10:46 AM on 10/3/2019.

You can use the search box by submitting terms that relate to your product or service

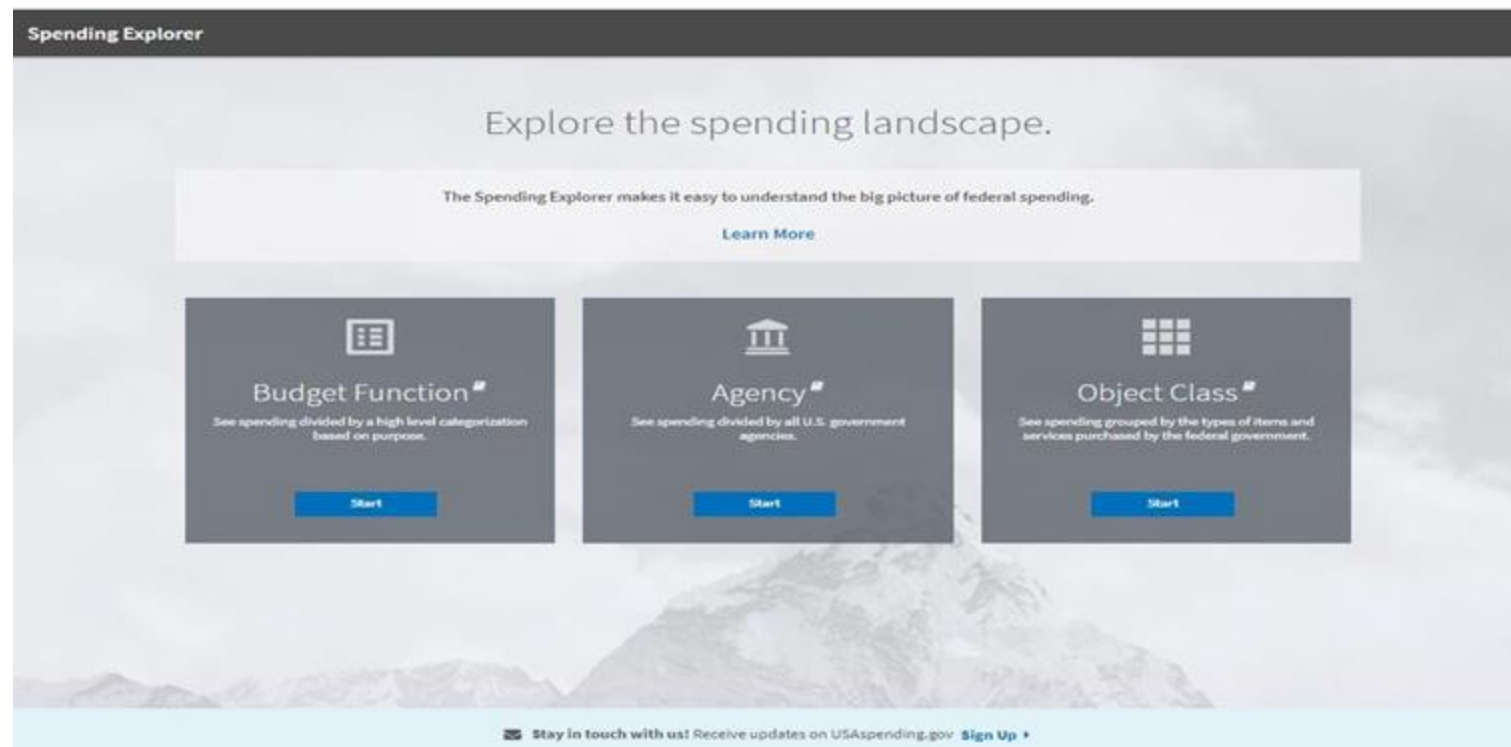
If you know the Schedule you want to apply to, you can select it from the quick search box

Visit: <https://www.gsaelibrary.gsa.gov>

SMALL BUSINESS RESOURCES

USA Spending

- USA Spending is another tool that can be used for conducting marketing analysis. It is a government source for data on federal grants, contracts, loans, and other financial assistance.



For more details visit: www.usaspending.gov

SMALL BUSINESS RESOURCES

APEX Accelerators
(formerly known as
Procurement Technical
Assistance Centers)

Training and counseling on marketing, financial, and contracting
www.apexaccelerators.us

SMALL BUSINESS
ADMINISTRATION
(SBA)

- Procurement Center Representatives (PCRs) -
<https://www.sba.gov/contracting/resources-small-businesses/pcr-directory>
- SBA Business Development Centers –
<https://www.sba.gov/tools/local-assistance/sbdc>
- Get free and confidential mentoring by former CEOs through SCORE -
<https://www.score.org>

SMALL BUSINESS RESOURCES (Cont.)

GSA Small Business Support

Name	Phone	Email	Region
Anthony Caruso Small Business Specialist	213-200-0946	Anthony.caruso@gsa.gov	CA, NV, AZ, HI
William (Bill) Strobel Small Business Specialist	816-926-3258	William.strobel@gsa.gov	IA, KS, MO, NE
Jerry Smith Small Business Specialist	617-565-8102	Jerry.d.smith@gsa.gov	CT, MA, ME, NH, RI, VT
Kimberly Hutchinson Small Business Specialist	312-353-1889	Kimberly.hutchinson@gsa.gov	IL, IN, MI, MN, OH, WI
Eric Weisman Small Business Specialist	303-409-8879	Eric.weisman@gsa.gov	CO, MT, ND, SD, UT, WY
Helena Koch Small Business Specialist	215-518-9778	Helena.koch@gsa.gov	DE, MD, NJ, PA, VA, WV
Albert Garza Small Business Specialist	817-978-2828	Albert.Garza@gsa.gov	AR, LA, NM, OK, TX
Major George, Jr. Small Business Specialist	404-215-6740	Major.george@gsa.gov	AL, FL, GA, KY, MS, NC, SC, TN

gsa.gov/small-business

Questions?