How to Access Procurement Opportunities

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Expanding Opportunities for Small Businesses

- Shares ideas and best practices for small businesses throughout the country
- Works with the small business community to strengthen partnerships and support the success of our vendors
- Works with businesses to make sustainable products and services readily available and affordable to our buyers
- Drives down prices, deliver better value, and reduce costs to our customer agencies
- Creates new ways that the government can purchase resources smarter and more efficiently
- Develops innovative cost-saving solutions that will be shared across the government
“The mission of GSA is to deliver the best value in real estate, acquisition, and technology services to government and the American people.”

Region 1: Boston, MA
Region 2: New York, NY
Region 3: Philadelphia, PA
Region 4: Atlanta, GA
Region 5: Chicago, IL
Region 6: Kansas City, MO
Region 7: Ft. Worth, Texas
Region 8: Denver, CO
Region 9: San Francisco, CA
Region 10: Auburn, WA
Region 11: Washington, DC
Office of Small Business Utilization at GSA

While GSA’s main role in the government is to ensure our buyers have the best choices when spending tax payer dollars, we are also here to help buyers identify small businesses who can meet their requirements.

In order to ensure buyers see small businesses as a resource, we educate our vendors on GSA programs and initiatives so that they can be prepared for new opportunities.

To learn more about the resources GSA provides to small businesses, please visit www.gsa.gov/osbu
210,000 vehicles

$60 Billion in acquisitions

1/3 Billion square feet of office space

44 Million square feet of office space

40,000 vehicles

$10 Billion in acquisitions
GSA Business Lines

GSA is comprised of both the Federal Acquisition Service (FAS) and Public Buildings Service (PBS)

**PBS:** 1) Manages construction, architecture, real estate and interior design, and 2) Develops procurement programs for construction, architecture, real estate and interior design.

**FAS:** 1) Oversees the commercial acquisition part of GSA, and 2) Develops procurement programs for products, services, fleet and technology.
Are You Ready?

Locating small business opportunities can often be a tedious task and getting a piece of the pie may seem next to impossible.

The following slides are designed to provide insight and to highlight small business resources and links to assist you in locating small business opportunities in your endeavor to do business with the Government.
Small Business Procurement Opportunity Resources

- **SBA Subcontracting Directory** (SUB-Net)
- **System for Award Management** (SAM)
- **Dynamic Small Business Search** (DSBS)
- **Federal Business Opportunities** (FedBizOpps)
- **Federal Procurement Data System** (FPDS)
- **USASpending.Gov**
- **GSA Multiple Award Schedule** (MAS) Program
- **GSA eLibrary**
- **GSA eBuy** (Applicable to GSA Contract Holders)
- **GSA Advantage Spend Analysis Program** (ASAP)
- **GSA Forecast of Contracting Opportunities** - Agency-wide
The System for Award Management (SAM) is the primary database used by federal agencies to locate contractors.

Vendors are required to “Create a User Account & Register their Entity” (business, individual, or government agency) in order to compete and submit bids for federal opportunities.
Dynamic Small Business Search
http://dsbs.sba.gov/dsbs

The Dynamic Small Business Search is a database manned by The Small Business Administration.

The tool is used by Contracting Officers to identify potential vendors for small business contracting opportunities.
Federal Business Opportunities (FedBizOpps)
www.fbo.gov

FedBizOpps is the official government website (point of entry) used to post all federal procurement opportunities in excess of $25,000. Small Businesses may seek business opportunities to bid on here. It is known as a central location in searching for Request for Proposals (RFP’s).

Highly suggested to use tutorial
The Federal Procurement Data System (FPDS) is the repository of all federal contracting data whose estimated value is $3,000 or more. Every modification to that contract, regardless of dollar value must be reported to FPDS-NG.

Small Business may use this tool to track business opportunities agency by agency. The system data provides historical data of Federal purchases.

Check out FAQ’s for more details on the value of this source https://www.fpds.gov/wiki/index.php/FPDS-NG_FAQ
USA Spending
www.usaspending.gov

Provides detailed data regarding actual Federal Government dollars spent i.e., award recipient, amount of award, recipient's location, and place of performance location as well as other information to assist you in tracking future potential business opportunities.
GSA Releases Consolidated Schedule Solicitation Merging 24 Multiple Awards Schedules into Single Schedule. As of Oct. 1, 2019

At this time, only new contracts will be placed on the consolidated Schedule solicitation, which streamlines and simplifies the order process for new contractors. Contractors already on Schedule will not be affected by the new solicitation until the mass modification takes effect in calendar year 2020. Federal agencies should see no disruptions to their purchasing practices during the transition.
GSA Multiple Award Schedule (MAS) Program

You Do NOT have to be a schedule holder to do Business with GSA

The GSA Schedule is NOT a mandatory source

If you are interested in the Medical Schedules you have to contact the VA National Acquisition Center
GSA Multiple Award Schedule (MAS) Program

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 Schedule (MAS) Program.

GSA establishes long-term government wide contracts with commercial companies to provide access to government agencies to millions of commercial products and services at volume discount pricing.
GSA eLibrary is the official online source for complete GSA and VA Schedules information including awards. It provides a centralized source for researching Schedules that include basic ordering guidelines, complete Schedule listings and a powerful search engine.

Small Businesses can use this as a tool to locate contractors for potential teaming arrangements and/or subcontracting opportunities.
GSA eBuy
Applicable to GSA Contract Holders
www.eBuy.gsa.gov

eBuy is an online Request For Quote (RFQ)/Request For Proposal (RFP) system.

The online system allows government buyers (ordering activities) to request information, find sources, post requirements, obtain quotes and proposals, as well as issue orders electronically.
Readiness Assessment: Using the Vendor Toolbox

- The Vendor Toolbox contains the Readiness Assessment, a mandatory self-evaluation tool, aimed to help potential contractors decide whether their offerings meet the needs of the federal government.

- The Vendor Toolbox contains training materials that will help you learn more about the Federal market, tools that will help you uncover opportunities, and links to resources that can assist you in being a successful MAS contractor.

- You can access the Vendor Toolbox through our Vendor Support Center at https://vsc.gsa.gov/.
Get Ready: Train

Pathways to Success Training
- Explains MAS and specific requirements.
- Visit our Vendor Education to take the course.
- Save your completion certificate. You will upload it to eOffer.
- If you have any problems with the course, email pathwaytosuccess@gsa.gov

Readiness Assessment Training
- Ensures you’re ready to submit an offer for the right MAS contract and SIN.
- Visit our Vendor Education to take the course.
- Save your completion certificate. You will upload it to eOffer.
- If you have any problems with the course, email pathwaytosuccess@gsa.gov
GSA Forecast of Contracting Opportunities (Agency-wide)
www.gsa.gov/smallbusiness

The GSA Forecast of Contracting Opportunities informs vendors of anticipated contracts offered by GSA for the current fiscal year.

GSA's agency-wide Forecast, can be sorted and searched by GSA Organization and Region, NAICS Code, Place of Performance, Contract Dollar Value, Quarter, and other criteria.
Additional Resources: Small Business Training
www.gsa.gov/smallbusiness

It is not required for you to have a schedule contract with GSA in order to do business with the federal government. There are other ways to do business with government agencies.

Attend more training:

- Partnering for the Strategic Advantage
- Pursuing a GSA Schedule Contract
AN OVERVIEW FOR NEW VENDORS

GSA OSBU on Social Media
www.gsa.gov/smallbusiness
@GSAOSBU
@USGSA
@USGSASchedules
@gsapbsIRD

GSA YouTube Channel
https://interact.gsa.gov/
Additional Solutions:

U.S. Small Business Administration

Association of Procurement Technical Assistance Centers

GSA

www.gsa.gov/events

www.gsa.gov/smallbusiness
Still Have Questions?

Go to gsa.gov/osbu, then select “Get to Know Us.”

Select Regional Small Business Support Contacts

Choose your location for the OSBU POC.

Contact Our Regional Staff
AN OVERVIEW FOR NEW VENDORS

GSA Region 4 OSBU
www.gsa.gov/southeastsunbeltregion

GSA Region 4 OBSU
r4smallbiz@gsa.gov
www.gsa.gov/smallbusiness

https://interact.gsa.gov/