



U.S. General Services Administration

# Federal Acquisition Service

## Doing Business with GSA

**Debbie Paralemos**  
**GSA Customer Service Director**  
**June 19, 2014**

## Objectives

- ✓ **Determine your Market/Niche**
- ✓ **Conduct Market Research**
- ✓ **Creating Opportunities**
- ✓ **Doing Business with GSA**



# How Agencies Make Purchases

- Simplified Acquisitions
- Small Business Set-asides
- Sealed bids
- Negotiated Proposals
- GSA Schedule Contracts (FAR 8.4)
- Micro purchases – Government credit Card



# Who buys what you sell?

*Consider the following resources to conduct market research*

**Acquisition Central**  
**[www.acquisition.gov](http://www.acquisition.gov)**

**USASpending.gov**  
**[www.usaspending.gov](http://www.usaspending.gov)**

**Federal Business Opportunities**  
**[www.fedbizopps.gov](http://www.fedbizopps.gov)**

**Federal Procurement Data System**  
**<https://www.fpds.gov>**

## Locating Buyers

[www.fbo.gov](http://www.fbo.gov) – Advanced Search

- Pre-solicitation, Sources Sought, Solicitation/Synopsis, Special Notices
- Classification Code
- NAICS Code
- Collect Contact Info Always

# Market Research - Federal Business Opportunities

The screenshot displays the FEDBIZOPPS.GOV website interface. At the top, the header includes the logo and text "Federal Business Opportunities" alongside "E-GOV USA.gov" branding. A navigation bar contains tabs for "Home", "Getting Started", "General Info", "Opportunities", and "Agencies". A search bar prominently displays "Search more than 37,100\* active federal opportunities." Below this, search filters include "Posted Date" (set to "Last 90 Days"), "Set-Aside Code" (set to "Any"), "Place of Performance" (set to "Any State or Territory"), and "Type" (set to "Any"). A "Search" button is located below the filters. A green arrow points to the search bar area. A second green arrow points to the "Opportunities" tab in the navigation bar. Below the search bar, a news alert reads: "Where can I find the U.S. Coast Guard's announcement seeking innovative ideas supporting the Deepwater Horizon Response efforts for the oil spill in the Gulf of Mexico?". The main content area is divided into two columns: "Buyers / Engineers" and "Vendors / Citizens". The "Buyers / Engineers" section includes a login form with fields for "Username" and "Password", and a "Login" button. Links for "View Opportunities", "Register Now", "Password Reminder", and "Recovery FAQs" are provided. The "Vendors / Citizens" section also includes a login form and links for "Find Opportunities", "Register Now", "Password Reminder", and "Recovery FAQs". On the right side, a "RECOVERY" section features buttons for "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS", along with links for "FBO RECOVERY REPORTS" and "USER GUIDES". A "DEMONSTRATION VIDEOS" section at the bottom right offers a "Watch the Videos" link. A green arrow points to the "RECOVERY" section header.

## FY 2011 – Federal Contracts Award Data

Microsoft Internet Explorer provided by General Services Administration

ing.gov/search?query=&searchtype=&formFields=JTDCTIyTWfqb3JBZ2Vuy3KIMjIMOEINUJINUQIMKMMjAIMjJDb250cmFjdGluZ0FnZW5jeUNvZGUMjIMOEINUJINUQIMKMMjAIMjJNYWpvckZ1bmF...

Help

An Official Web Site of the United States Government Sunday, January 23, 2011 Text A A A

Home Summaries Trends Data Feeds Opportunities FAQs Sub-award Documents News Feedback Help SHARE

**USA SPENDING** .GOV  
Government spending at your fingertips

Search

Prime Award Advanced Search Sub-award Advanced Search

### Prime Award Spending Data

[View Sub-award Data](#)

Filters: [Clear All](#) Major Funding Agency : General Services Administration Type of Spending : Contracts

Fiscal Year : 2011 State : DC Type of Contractor : Small Business

Extent Completed : Completed under SAP NAICS Code Category : 54\*

NAICS Code Description : Administrative Management and Gener...

Map Timeline Advanced Search

Map List View

- Rhode Island
- Delaware
- Maryland
- District of Columbia
- American Samoa
- Guam
- Micronesia
- Marshall Islands
- N. Mariana Islands
- Palau
- Puerto Rico
- U. S. Outlying Islands
- U. S. Virgin Islands

\$0.0 \$123.7K

Please note that from any transaction listed below, you may click on the Recipient name, Agency, Sub-Agency.

#### Narrow down your search:

- By Type of Spending**
  - Contracts 12
  - [Show more Types of Spending](#)
- By Agency**
  - General Services Admin... 12
- By Extent Completed**
  - Completed under SAP 12
  - [Show more Competition Methods](#)
- By Recipient**
  - CAREERSTONE GROUP 5
  - WORLD WIDE STAFFING EX... 3
  - CAPITAL CONSULTING COR 1

## One simple search using NAICS code

Utilize [www.fpds.gov](http://www.fpds.gov) and your NAICS code to determine who buy your product or services:

The screenshot shows the Federal Procurement Data System - Next Generation website. The browser address bar displays <https://www.fpds.gov/fpdsng/cms/>. The website header includes the title "Federal Procurement Data System - Next Generation" and a navigation menu with links: Home, Newsroom, Reports, Status, Worksite, Archives, Training, Calendar, and Help. A green arrow points to the "ezSearch" search bar, which contains the text "Google-like search to help you find federal contracts...". Below the search bar is a map of the United States showing spending by state for the years 2009, 2010, and 2011. A legend indicates spending ranges: \$0, \$1-\$250M, \$250M-\$500M, \$500M-\$1B, and >\$1B. The website also features a "Login" section, a "Registration" section, and "Upcoming Events" listed on the right side.

Insert  
NAICS  
code –  
hit  
enter



## Simple FPDS Search Result

FPDS-NG ezSearch - Windows Internet Explorer provided by General Services Administration

https://www.fpds.gov/dbsight/search.do?indexName=awardfull&templateName=awardSearch&is=FPDSNG.COM&q=541611

Type one or more keywords you would like to search on:

Contracts ICD Recovery

To submit comments, please [click here](#)

Search took 0.29 seconds

Result Page: 1 2 3 4 5 6 7 8 9 10 Next

PDF CSV

Top 10: Department Full Name	List Of Contract Actions Matching Your Criteria	Results 1 - 30 of 380951 as of Jan 24, 2011 3:29:49 PM	Search Criteria
<ul style="list-style-type: none"> <li>&gt;DEPT OF DEFENSE (191972)</li> <li>&gt;GENERAL SERVICES ADMINISTRATION (30148)</li> <li>&gt;HEALTH AND HUMAN SERVICES, DEPARTMENT OF (27170)</li> <li>&gt;HOMELAND SECURITY, DEPARTMENT OF (18301)</li> <li>&gt;INTERIOR, DEPARTMENT OF THE (13504)</li> <li>&gt;STATE, DEPARTMENT OF (10875)</li> <li>&gt;JUSTICE, DEPARTMENT OF (10458)</li> <li>&gt;TREASURY, DEPARTMENT OF THE (9559)</li> <li>&gt;ENERGY, DEPARTMENT OF (9521)</li> <li>&gt;NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (8803)</li> </ul>	<p><b>Award ID (Mod#):</b> <a href="#">GSFPNBZR9987</a> ( 7033 ) <a href="#">View</a></p> <p><b>Vendor Name:</b> <a href="#">SEA BOX INCORPORATED</a></p> <p><b>Date Signed:</b> February 02, 2007</p> <p><b>Referenced IDV:</b> <a href="#">GS02F0024P</a></p> <p><b>NAICS (Code):</b> COATED AND LAMINATED PACKAGING PAPER AND PLASTICS FILM MANUFACTURING ( <a href="#">32221</a> )</p> <p><b>Vendor City:</b> RIVERTON</p> <p><b>Vendor State:</b> NJ</p>	<p><b>Award Type:</b> Delivery Order</p> <p><b>Contracting Agency:</b> <a href="#">FEDERAL ACQUISITION SERVICE</a></p> <p><b>Action Obligation:</b> \$541,611</p> <p><b>Contracting Office:</b> <a href="#">GSA/FSS GREATER SOUTHWEST ACQUISITION CTR (7FCO)</a></p> <p><b>PSC (Code):</b> BAGS AND SACKS ( <a href="#">8105</a> )</p> <p><b>Vendor DUNS:</b> <a href="#">101283227</a></p> <p><b>Vendor ZIP:</b> <a href="#">080771910</a></p>	<p><b>Search Criteria</b></p> <p>To remove the criteria or a portion of the search criteria click the button next to each search level.</p> <p><input checked="" type="checkbox"/> 541611</p>
<p><b>Top 10: Contracting Agency Name</b></p> <ul style="list-style-type: none"> <li>&gt;DEPT OF THE ARMY (123359)</li> <li>&gt;DEPT OF THE NAVY (42284)</li> <li>&gt;FEDERAL ACQUISITION SERVICE (25420)</li> <li>&gt;DEPT OF THE AIR FORCE (14893)</li> <li>&gt;STATE, DEPARTMENT OF (10875)</li> <li>&gt;ENERGY, DEPARTMENT OF (9521)</li> <li>&gt;NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (8803)</li> <li>&gt;ENVIRONMENTAL PROTECTION AGENCY (8179)</li> <li>&gt;OFFICE OF ASST SECRETARY FOR HEALTH EXCEPT NATIONAL CENTERS (8518)</li> <li>&gt;CENTERS FOR DISEASE CONTROL (8517)</li> </ul>	<p><b>Award ID (Mod#):</b> <a href="#">0039</a> ( 0 ) <a href="#">View</a></p> <p><b>Vendor Name:</b> <a href="#">MWH AMERICAS, INC</a></p> <p><b>Date Signed:</b> June 03, 2003</p> <p><b>Referenced IDV:</b> <a href="#">DAHA9201D0007</a></p> <p><b>NAICS (Code):</b> REMEDIATION SERVICES ( <a href="#">562910</a> )</p> <p><b>Vendor City:</b> NOVI</p> <p><b>Vendor State:</b> MI</p>	<p><b>Award Type:</b> Delivery Order</p> <p><b>Contracting Agency:</b> <a href="#">DEPT OF THE ARMY</a></p> <p><b>Action Obligation:</b> \$541,611</p> <p><b>Contracting Office:</b> <a href="#">NGB-AQE</a></p> <p><b>PSC (Code):</b> OTHER ENVIR SVC/STUD/SUP ( <a href="#">F999</a> )</p> <p><b>Vendor DUNS:</b> <a href="#">190080885</a></p> <p><b>Vendor ZIP:</b> <a href="#">48375</a></p>	<p><b>Sort By</b></p> <p>This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.</p> <p>Sort Order: <input type="text" value="Descending"/></p> <p><b>Relevance</b></p> <ul style="list-style-type: none"> <li><a href="#">Contract Type</a></li> <li><a href="#">Agency Code</a></li> <li><a href="#">Agency Full Name</a></li> <li><a href="#">Date Signed</a></li> <li><a href="#">Contracting Agency ID</a></li> <li><a href="#">Contracting Agency Name</a></li> <li><a href="#">Department Full Name</a></li> <li><a href="#">Action Obligation (\$)</a></li> <li><a href="#">NAICS</a></li> <li><a href="#">PSC</a></li> <li><a href="#">Vendor State</a></li> </ul>
<p><b>Top 10: Vendor Full Name</b></p> <ul style="list-style-type: none"> <li>&gt;MISCELLANEOUS FOREIGN CONTRACTORS (84289)</li> <li>&gt;FSS ALUTIQ JOINT VENTURE (14588)</li> <li>&gt;SCIENCE APPLICATIONS INTERNATIONAL</li> </ul>	<p><b>Award ID (Mod#):</b> <a href="#">0480</a> ( 4 ) <a href="#">View</a></p>	<p><b>Award Type:</b> Delivery Order</p>	

Internet 100%

## View Agency Procurement Forecasts



### Acquisition Systems

- AbilityOne
- Catalog for Federal Domestic Assistance (CFDA)
- Central Contractor Registration (CCR)
- Excluded Parties List System (EPLS)
- Electronic Subcontracting Reporting System (eSRS)
- Federal Business Opportunities (FBO)
- Federal Agency Registration (FedReg)
- Federal Procurement Data System (FPDS)
- Financial Management Service (FMS) Treasury Offset Program (TOP)
- Online Representations and Certifications Application (ORCA)
- Past Performance Information Retrieval System (PPIRS)
- Small Business Administration (SBA)
- VETBIZ.gov
- Wage Determinations Online (WDOL)

### ACQUISITION CENTRAL

[www.acquisition.gov](http://www.acquisition.gov) Emergency Contracting Information

Welcome to ACQUISITION CENTRAL, the web site for the federal acquisition community and the government's business partners. From this site you can access shared systems and tools to help you conduct business efficiently.

ACQUISITION CENTRAL is hosted by IAE (Integrated Acquisition Environment), the E-Gov Initiative that is streamlining the federal acquisition process. Acquisition Central is here to help every member of the acquisition community by providing one website for all things acquisition. From here you can learn about regulations, systems, resources, opportunities, and training.

This website was designed to create an easily navigable resource to share the efforts of IAE as it works to achieve its vision of more efficient and transparent practices through better use of information, people, processes and technology. Users are encouraged to contact us to let us know if you have found the website useful or to offer comments on how utility can be improved.

#### ***Public Disclosure of Justification and Approval (J&A) Documents***

Justification and Approval (J&A) documents can be found at [www.fedbizopps.gov](http://www.fedbizopps.gov)

**Access the Federal Acquisition System Requirements.**  
**[Accessible Version]**

#### **Central Contractor Registration (CCR) Extracts**

Publicly Releasable; under the Freedom of Information Act (FOIA)

**Let us know how we can make FPDS more useful to you.**  
**Provide Feedback to FPDS2009 >>>**

**Contractor Performance Evaluations**

### Quicklinks

- Federal Acquisition Regulation (FAR)
- Acquisition Advisory Panel (SARA Panel)
- Acquisition Center of Excellence (ACE) for Services
- Agency Supplemental Regs
- Civilian Agency Acquisition Council (CAAC)
- Code of Federal Regulations
- Federal Register
- General Services Acquisition Manual (GSAM)
- IDA Ustad Award
- Multiple Award Schedules Advisory Panel (MASAP)
- FPDS-NG Newsletters
- Office of Federal Procurement Policy (OFPP)
- Regulations.gov
- 7 Steps to Performance Based Services Acquisition Guide
- NAICS (North American Industry Classification System) 
- Product Service Code Manual
- Federal Agency Procurement Forecasts

## Who is GSA?

- **The Federal Acquisition Service (FAS) helps federal agency customers leverage the purchasing power of the federal government to achieve the best value possible in purchasing products, services, technology, motor vehicles, transportation, and travel**
- **The Public Buildings Service (PBS) manages the owned and leased federal real estate portfolio, providing workplaces for federal customer agencies at value to the American taxpayer**

# How to Sell to and through GSA

[www.gsa.gov/howtoselltothegovernment](http://www.gsa.gov/howtoselltothegovernment)

- **Obtain: Dun & Bradstreet Numbers (DUNS)**  
<http://fedgov.dnb.com/webform> or call (866) 705-5711
- **Register: System for Award Management (SAM) [www.sam.gov](http://www.sam.gov)**
  - Replaces both systems CCR & ORCA.
  - Single point of entry for the federal government
  - Must be kept current (Update at least annually)
- **Pathways to Success – Mandatory Training for Schedules**  
<https://vsc.gsa.gov>
- **Check-out: Federal Business Opportunities [www.fbo.gov](http://www.fbo.gov)**

## The Multiple Award Schedule (MAS) Program

The GSA MAS Schedule program is the preferred procurement solution for a wide range of Government needs for services and products.

FY 2013 Sales from the GSA Multiple Award Schedule reached approximately *\$50 Billion*

Sales data available from [SSQ.GSA.GOV](http://SSQ.GSA.GOV)

## Who uses GSA Schedules?

- Federal Agencies & Military
- Mixed-Ownership Government Corporations (FDIC, Federal Home Loan Banks, etc.)
- The District of Columbia
- Cost Reimbursable Government Contractors authorized in writing by a Federal agency (48 CFR 51.1)
- State and Local Government (includes Educational Institutions) (Cooperative Purchasing)
- Domestic and Worldwide

## MAS Customer Advantages

- **Competition requirements have been met**
- **Compliant with environmental and socio-economic laws and regulations**
- **Discounts have been negotiated**
- **Blanket Purchase Agreements save time and money**
- *Schedule orders count toward Small Business goals*

## GSA Schedule- The Pros



- Preferred Source of Supply
- Great Earning Potential
- World Wide Program
- High Visibility
- Credibility
- Potential Financial Success
- 5-20 Year Contract



## GSA Schedule Contract - The Cons

- Sales Criteria - \$25K per year
- Auditing and Set-Up Requirements
- Paperwork
- Award process time – back up to 6 months for some schedules
- Success Not Guaranteed – numerous schedule holders with zero or low sales



## More Support

- 11 Regional GSA OSBU  
[www.gsa.gov/smallbizsupport](http://www.gsa.gov/smallbizsupport)
- OSDBU for all agencies  
[www.osdbu.gov](http://www.osdbu.gov)
- Procurement Technical Assistance Centers  
[www.aptac-us.org](http://www.aptac-us.org)
- Small Business Administration  
[www.sba.gov](http://www.sba.gov)

## Government Green Buying Needs

[www.gsa.gov/greenproductcompliance](http://www.gsa.gov/greenproductcompliance)

- HVAC Ducts & Casings
- Building Insulation
- Electric Chiller
- Paint
- Cement & Concrete
- Caulking
- Carpet
- Carpet Cushion
- Floor Strippers
- Dust Suppressant
- Adhesives
- Sealants
- Exterior Finish and Trims
- Facility Operations & Office Products
- Break room Supplies
- Kitchen Appliances
- Packaging products
- Office Supplies
- Computers/Displays
- Printer/Copiers
- Landscaping
- Compost/Fertilizer
- Garden/Soaker Hose

## Government Green Buying Needs

[www.gsa.gov/greenproductcompliance](http://www.gsa.gov/greenproductcompliance)

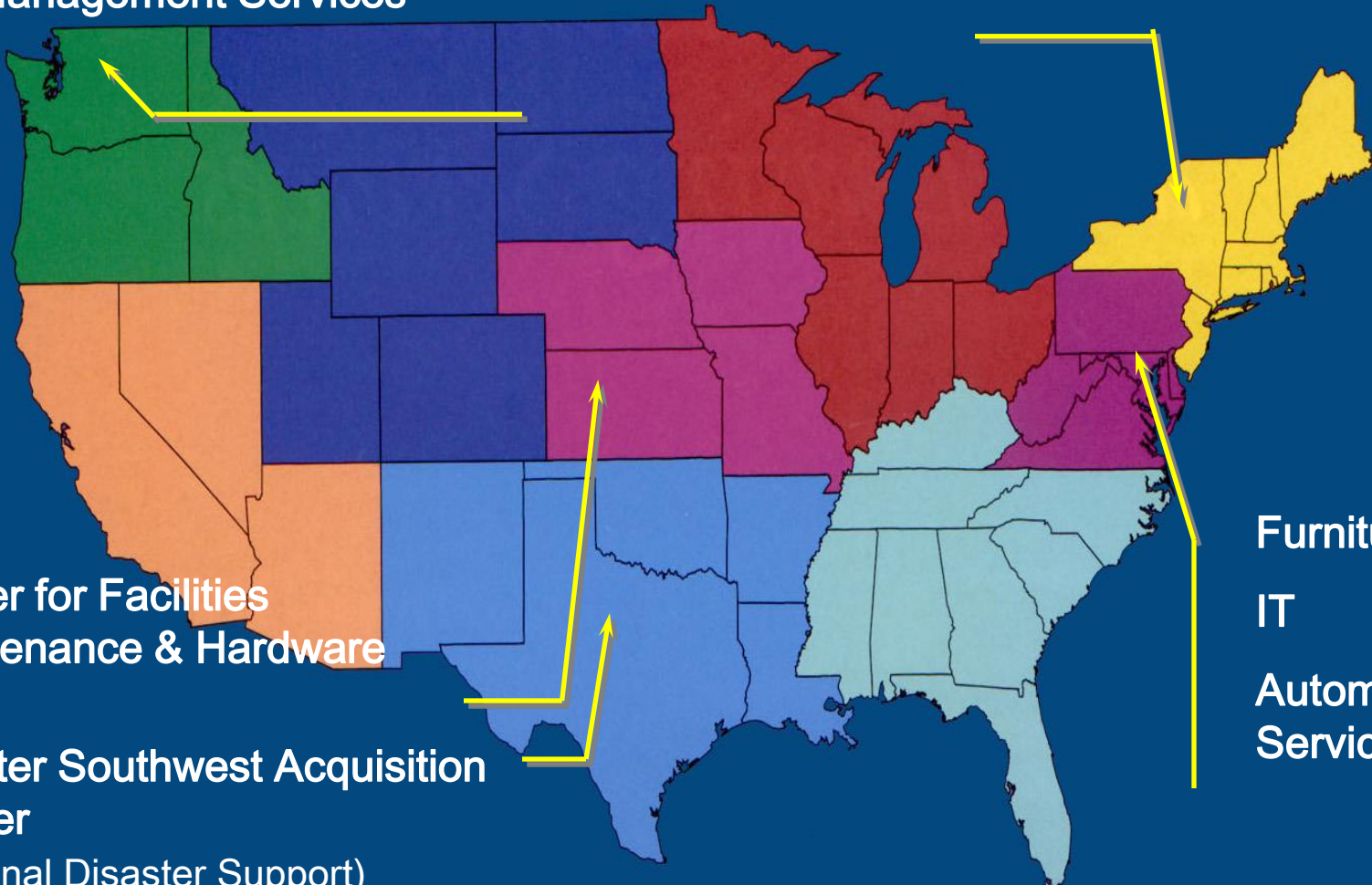
- Air filtration
- Roofing
- Plaster and Gypsum Board
- Lighting Systems
- Water Fixtures
- Doors and Windows
- Interior Finishes and Trims
- Garden/Soaker Hose
- Hydraulic Mulch
- Lawn/Garden Edging
- Plastic Lumber
- Landscaping Timbers
- Plastic/Paper Lawn & Leaf Bags
- Cleaning Commercial/Industrial
- Sanitary Tissue Mats
- Recycling/Waste Containers
- Plastic Trash Bags
- Household and Industrial Cleaning Agents

Federal Acquisition Service

# Acquisition Centers

Office Supplies &  
Administrative Services

Management Services



Center for Facilities  
Maintenance & Hardware

Greater Southwest Acquisition  
Center  
(National Disaster Support)

Furniture  
IT  
Automotive  
Services

## Acquisition Centers

<b>Center for Facilities Maintenance &amp; Hardware</b>	<b>816-926-6760</b>
<b>Greater Southwest Acquisition Center</b>	<b>817-978-4545</b>
<b>IT Acquisition Center</b>	<b>703-305-3038</b>
<b>Management Services Center</b>	<b>800-241-7246</b>
<b>Office Supplies &amp; Administrative Services Ctr.</b>	<b>212-264-5173</b>
<b>National Furniture Center</b>	<b>703-305-7003</b>
<b>Office of Vehicle Acquisition and Leasing Services</b>	<b>703-308-CARS</b>

# Obtaining a GSA Contract

## www.gsa.gov/gettingonschedule

WHAT GSA OFFERS

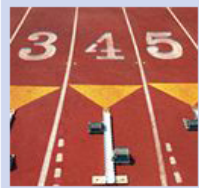
DOING BUSINESS WITH GSA

LEARN MORE

[Home](#) > [How We Help](#) > [For Businesses | Vendors](#) > [For Businesses](#)

## For Businesses: Working with GSA

### GETTING STARTED



Whether you're new at this or experienced, we've got you covered.

- Getting a Government Contract
- Tools for GSA Contractors
- How to Sell to the Government
- Opportunities for Small Businesses

### SUPPORTED PROGRAMS



GSA has programs and initiatives that provide additional support to vendor segments doing business with GSA.

- American Recovery and Reinvestment Act of 2009
- 21 Gun Salute
- AbilityOne

### HOW GSA BUYS



GSA provides options for vendors by leveraging numerous methods for procuring products and services.

- Overview
- Blanket Purchase Agreement (BPA)
- Governmentwide Acquisition Contracts (GWACs)
- Indefinite Delivery Indefinite Quantity (IDIQ) Contracts
- Multiple-Award Schedules (MAS)
- Single Awards
- Small Business Assistance
- Source Selection

### SERVICES THAT GSA BUYS



GSA procures a multitude of products and services in support of its initiatives.

### CONTACTS

#### Vendor Information Line

(866) 727-8363

Follow voice prompts for:

- Doing business with GSA's Public Buildings Service
- Information on GSA Recovery Act
- Information on GSA Schedules program

#### PBS Industry Relations

(866) 727-8363

- [IndustryRelations@gsa.gov](mailto:IndustryRelations@gsa.gov)

### VENDOR SUPPORT CENTER

Vendors can visit the Vendor Support Center to obtain information, review and report sales, and more.

[Vendor Support Center](#)

### SMALL BUSINESSES

GSA advocates for small, minority, veteran, HUBZone, and women business owners through its Office

# GSA Schedule Solicitations

## www.gsa.gov/schedulesolicitation

### Schedules

- Overview
- FAQ
- Blanket Purchase Agreement (BPA)
- Contractor Team Arrangements
- Cooperative Purchasing
- For Customers - Ordering from Schedules
- For Vendors - Getting on Schedule
  - Evergreen Contracting
  - GSA Schedule Solicitations**
  - Helpful Hints for Using FedBizOpps
- Legal Corner
- Other Direct Costs
- Schedules News
- GSA Schedules Background
- Hot Topics
- Options on GSA Schedule Contract Orders
- Presentations and Success Stories
- Schedules & Other Supplies & Services

[Home](#) > [About GSA](#) > [Acquisition Solutions](#) > [Schedules](#) > [For Vendors - Getting on Schedule](#) > [GSA Schedule Solicitations](#)

## GSA Schedule Solicitations

Vendors should review the complete listing below to determine the appropriate GSA Schedule under which their supplies and/or services may be offered, the applicable Solicitation Number, and the Point of Contact for the particular GSA Schedule. Those Schedules accepting offers using [eOffer](#), a web based application that allows vendors to prepare and submit their GSA Schedule offers electronically, are noted in the applicable tables below.

Vendors may obtain additional information by clicking on the following links in each table:

- Click on the Schedule Number to view descriptions of the generic supplies and/or services under the Schedule.
- Click on the Solicitation Number to view the online solicitation files in FedBizOpps.
- Click on the Point of Contact link to send an e-mail message.

[Services Acquisition Center](#): This office has expertise in the primary service areas of Financial and Professional Services. Financial Support Services include auditing, financial management, accounting, financial asset, business information services, and [GSA SmartPay®](#). Professional Services include engineering, advertising, integrated marketing solutions, and public information services.

Services Acquisition Center	Solicitation Number	Point of Contact:
Financial and Business Solutions (FABS) <a href="#">Schedule 520</a> *Accepts eOffer	<a href="#">FCXB-F4-020002-B</a>	(703) 605-2820 Jacqueline Austin <a href="mailto:jacqueline.austin@gsa.gov">jacqueline.austin@gsa.gov</a>

### CONTACTS

**MAS Helpdesk (National Customer Service Center)**  
(800) 488-3111  
Fax (816) 926-6952  
[mashelpdesk@gsa.gov](mailto:mashelpdesk@gsa.gov)

[View Contact Details](#)

**National Customer Service Center (NCSC)**  
(800) 488-3111  
Fax (816) 926-6952  
[NCSCcustomer.service@gsa.gov](mailto:NCSCcustomer.service@gsa.gov)

[View Contact Details](#)

[Organization Page](#)

### ACQUISITION SOLUTIONS

[GSA GWACs](#)

**Gov't Charge Cards**

[GSA SmartPay](#)

**Supply**

[GSA Global Supply](#)

**Technology Contracts**

[Technology Contracts](#)

### e-TOOLS

[GSA Advantage!](#)

[e-Buy](#)

[Schedules e-Library](#)



# Set-Asides

## [www.gsa.gov/set-asides](http://www.gsa.gov/set-asides)

- Every federal government purchase anticipated to be valued from \$3,000 to \$150,000 is automatically set aside for small businesses as long as there are at least two companies that can provide the product or service.

### Small Business Categories

#### SBA Certifications

8(a) Disadvantaged (Formal Certification)

HUBZone SB (Formal Certification)

Woman Owned SB (Self Certify)

Economically Disadvantaged Woman Owned SB (Self Ce

Service Disabled Veteran SB (Self Certify)

Veteran Owned SB (Self Certify)



# Partnering

- ***Contractor Teaming Arrangements and Joint Ventures*** create prime opportunities for both business partners. (FAR 9.6)
  - [www.gsa.gov/cta](http://www.gsa.gov/cta)
  
- ***Subcontracting*** is a great opportunity for developing your business to prepare for prime contract opportunities by working for current GSA Prime Contractors (FAR 19.7)
  - [www.gsa.gov/subdirectory](http://www.gsa.gov/subdirectory)
  - <http://web.sba.gov/subnet/search/index.cfm>

FAR References can be reviewed at [www.acquisition.gov/far](http://www.acquisition.gov/far)



# Mentor Protégé Program

[www.gsa.gov/mentorprotegeprogram](http://www.gsa.gov/mentorprotegeprogram)

**GSA's Mentor-Protégé Program is designed to encourage and motivate GSA prime contractors to assist small businesses and enhance their capability of performing successfully on GSA contracts and subcontracts.**

## **Participation:**

**Current GSA Contractor**

**Mentor Required**

**Protégé Optional**

**Mentor or Protégé**

**Self-Matching**

**Complete Application and Agreement**

**Tony Eiland**

**Program Manager**

**1-855-OSBUGSA (672-8472)**

Federal Acquisition Service

# GSA Advantage!®

www.gsaadvantage.gov

The screenshot shows the GSA Advantage! website interface. At the top left is the GSA Advantage! logo with the tagline "U.S. General Services Administration". To the right, there are navigation links: "My Account", "Order Status/History", "Parked Carts", "Help", "Register", "Login", "eBuy", "eLibrary", and "GSAXcess@". A shopping cart icon shows "0 items: \$0.00" and "My Cart". Below the navigation is a search bar with a "GO" button and a dropdown menu set to "Products". A "Welcome to the new GSA Advantage!" message is displayed. The main content area features a "Welcome" message with the text "how can we be of service today?" and a "Login to GSA Advantage! »" button. Below this is a large banner with the text "We offer the widest selection of products and services!" and a paragraph describing GSA's commitment to assisting Federal employees. The banner also includes the text "Thanks for choosing GSA!". To the left of the main content is a sidebar with "Products" and "Services" categories. The "Products" list includes: Building & Industrial, Furniture & Furnishings, Hospitality, Cleaning, & Chemicals, IT Solutions & Electronics, Laboratory, Scientific, & Medical, Law Enforcement, Fire, & Security, Office Solutions, Office Solutions-FSSI, Recreation & Apparel, Tools, Hardware, & Machinery, and Vehicles & Watercraft. The "Services" list includes: Advertising & Marketing Services, Building Material & Industrial Services, Energy Services, Engineering Services, Environmental Services, Facility Management Services, Financial Services, Furniture Services, HR & EEO Services, Language Services, Logistics Services, and Management & Consulting Services. Below the main banner is a "Special Programs" section with four items: "AbilityOne Program" (One-stop shopping for available AbilityOne solutions), "Wildland Fire Program" (Quickly locate available approved NFES products), "Disaster Relief" (We have a full range of products and services for relief & preparedness), and "Environmental Program" (Direct access to green products & services). To the right of the Special Programs is a "Strategic Sourcing BPAs" section with a dropdown menu for "BPA Products" and "BPA Services", and a link to "Strategic Sourcing Home/View all BPAs >". Below that is an "Environmental Symbol Modernization" section with the text "Improving GSA Advantage to align with current sustainable purchasing requirements!" and a "Learn More >>" link.

## Welcome to Schedules e-Library

Schedules e-Library is your source for the latest GSA and VA schedules and GWAC contract award information. Schedules e-Library is updated daily to provide you with the latest award information!

### Search

 in [all the words](#) 

enter **Keywords, Contract Number, Contractor/Manufacturer Name, Schedule/SIN/GWAC Number**

[View an Alphabetical Listing of available Contractors \(a-z\)](#)

### CATEGORY GUIDE

- ▶ **NEW Spring Supplies & Services**
- ▶ Furniture & Furnishings
- ▶ Hospitality, Cleaning, & Chemicals
- ▶ Laboratory, Scientific, & Medical
- ▶ Office Solutions
- ▶ Services
- ▶ Travel & Transportation Solutions
- ▶ Building & Industrial
- ▶ Homeland Security
- ▶ IT Solutions & Electronics
- ▶ Law Enforcement, Fire, & Security
- ▶ Recreation & Apparel
- ▶ Tools, Hardware, & Machinery
- ▶ Vehicles & Watercraft

### IN THE SPOTLIGHT

**NEW** categories on Schedule 621 I! By customer request, 10 new categories will soon be added to Schedule 621 I.

GSA Federal Supply Schedules

[Find out more about the GSA Schedules](#)

VA Federal Supply Schedules

[For more information about the VA](#)

### QUICK SCHEDULE

Go to

### COOPERATIVE PURCHASING

Purchase products, services, and support equipment from Federal Supply Schedules

- ▶ [View authorized vendors](#)
- ▶ [Cooperative Purchase FAQ](#)

### GOVERNMENTWIDE ACQUISITION CONTRACTS (GWAC)

GWAC Total Solutions saves you time and money...

[View all GWACs](#)

### Attention Schedule Partners

If you currently have a Federal Supply Schedule contract under [Schedule 70](#) or [75](#), please [click here](#) for an important message.

Search:  all the words 

## Schedule List

Source	Description
00CORP	<a href="#">THE CONSOLIDATED SCHEDULE (formerly Corporate Contracts Schedule)</a> - Refer to each Special Item Number (SIN) for a point of contact and the individual schedule reference for additional providers of the item. Pursuant to Section 211 of the e-Gov Act of 2002, Cooperative Purchasing provides authorized State and local government entities access to information technology items offered through GSA's Schedule 70 and the Consolidated Products and Services Schedule contracts for associated special item numbers. Contracts with the COOP PURC icon indicate that authorized state and local government entities may procure from that contract.
00JWOD	<a href="#">NIB/NISH PRODUCTS</a>
03FAC	<a href="#">FACILITIES MAINTENANCE AND MANAGEMENT</a>
23 V	<a href="#">VEHICULAR MULTIPLE AWARD SCHEDULE (VMAS)</a>
26 I	<a href="#">TIRES, PNEUMATIC (NEW), FOR PASSENGER, LIGHT TRUCK, MEDIUM TRUCK, AND BUS, AND RETREAD SERVICES</a>
36	<a href="#">THE OFFICE, IMAGING AND DOCUMENT SOLUTION</a>
48	<a href="#">TRANSPORTATION, DELIVERY AND RELOCATION SOLUTIONS</a>
51 V	<a href="#">HARDWARE SUPERSTORE</a> - This includes Lawn Mowers, Tractors, Utility Vehicles, Edgers, Trimmers, Tillers, Spreaders, Sprayers, Vacuums, Sweepers, Snow Blowers and Throwers, Cattle Guards, Chain Saws, Parts and Accessories, Household and Office Appliances, Tools, Tool Kits, Tool Boxes, Woodworking and Metal Working Machinery, Related Leasing and Rentals, Paints, Sealants, Adhesives and Lubricants
520	<a href="#">FINANCIAL AND BUSINESS SOLUTIONS (FABS)</a>
541	<a href="#">ADVERTISING &amp; INTEGRATED MARKETING SOLUTIONS (AIMS)</a>
56	<a href="#">BUILDINGS AND BUILDING MATERIALS/INDUSTRIAL SERVICES AND SUPPLIES</a>
58 I	<a href="#">PROFESSIONAL AUDIO/VIDEO, TELECOMMUNICATIONS, AND SECURITY SOLUTIONS</a>

# e-Buy

GSA

**e-Buy**

*...Your RFQ Resource*

## Welcome

GSA's latest e-Business innovation, *e-Buy*, is an electronic Request for Quote (RFQ) / Request for Proposal (RFP) system designed to allow Federal buyers to request information, find sources, and prepare RFQs/RFPs, online, for millions of services and products offered through GSA's Multiple Award Schedule (MAS) program.

Federal buyers can use e-Buy to obtain quotes or proposals for services, large quantity purchases, big ticket items, and purchases with complex requirements.

- ▶ [What is e-Buy?](#)
- ▶ [Why should I use e-Buy?](#)
- ▶ [What are the Benefits of e-Buy?](#)
- ▶ [View a Tutorial](#)

Federal Government

## Buyers

Please enter your GSA Advantage! Membership User ID and Password.

User ID

Password

[▶ Login](#)

- ▶ [Register for a User ID and Password](#)
- ▶ [I Forgot my User ID and/or Password.](#)

Multiple Award Schedule

## Contractors

Please enter your Contract number and Password as provided by the Vendor Support Center.

Contract Number

(Example: GS99F9999F  
or V123P1234A)

Password

[▶ Login](#)

- ▶ [Forgot Your Password?](#)  
Please contact the VSC at 1-877-495-4849 or e-mail us at [vendor.support@gsa.gov](mailto:vendor.support@gsa.gov).

# GSA Online Training for Vendors

Featured training includes:

- On-site Schedules contract training, targeted specifically to small business hosted by Office of Small Business Utilization
- Scheduled webinars
- Web-based, self-learning modules found at the [Center for Acquisition Excellence](#) and the [Vendor Support Center](#)

**[gsa.gov/training](https://gsa.gov/training)**



## Resources

<u>E-COMMERCE</u>	<u>WHO CAN HELP?</u>
Solicitations Online	GSA Small Business Utilization Center
GSAAdvantage!	SBA
e-Library	Local Procurement Technical Assistance Center (PTAC)
E-Buy	GSA Marketing
E-Mod	
Vendor Support Center	



Federal Acquisition Service

## **GSA Contact**

For additional information contact:

Janice Bracey

Lead Small Business Specialist

26 Federal Plaza (20<sup>th</sup> Floor)

New York, NY

[janice.bracey@gsa.gov](mailto:janice.bracey@gsa.gov)

212-264-1235

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For copies of presentation:  
email [debbie.paralemos@gsa.gov](mailto:debbie.paralemos@gsa.gov)