

The GSA logo consists of the letters "GSA" in a white, sans-serif font, positioned inside a dark blue square. The background of the slide is a complex pattern of overlapping, diagonal blue lines in various shades, creating a sense of depth and movement.

# DOING BUSINESS WITH GSA

## How to Access Procurement Opportunities

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Lead, Region 4 Office of Small  
Business Utilization

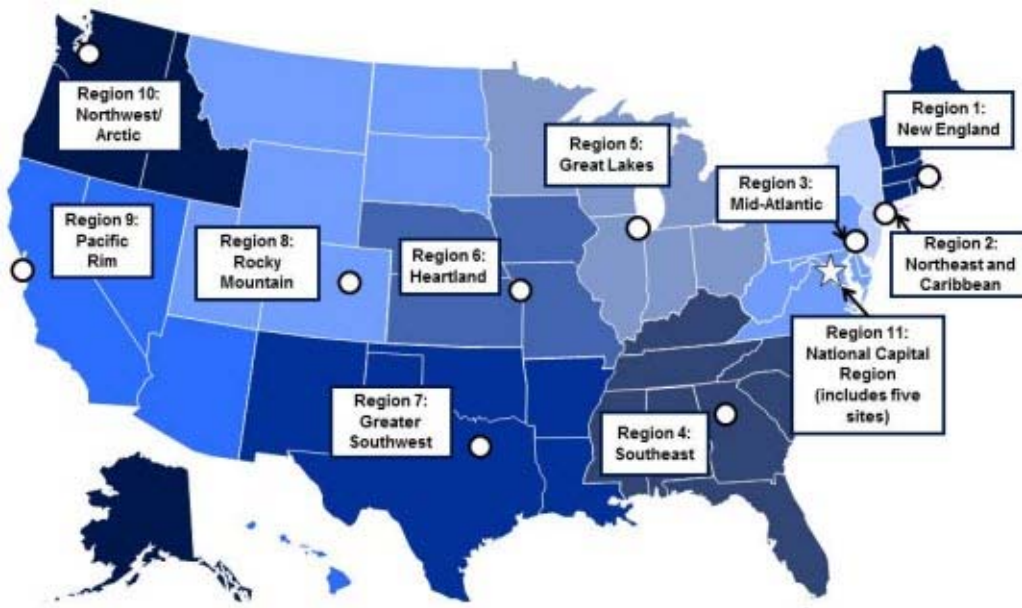
U.S. General Services Administration



## 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

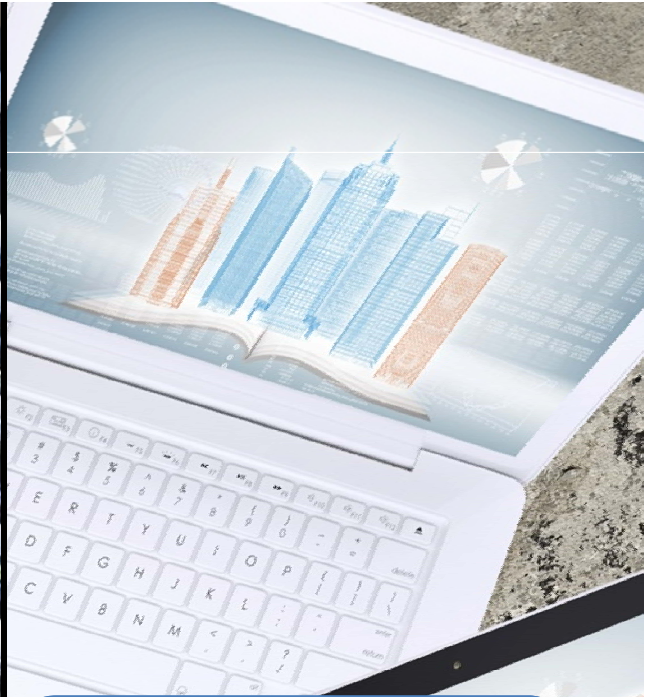


## Office of Small Business Utilization at GSA

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](http://www.gsa.gov/osbu)



1/3 Billion square feet of office space

GSA



210,000 vehicles

GSA



\$60 Billion in acquisitions

GSA



44 Million square feet of office space

R4



40,000 vehicles

R4



\$10 Billion in acquisitions

R4



## 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**





## System For Award Management (SAM)

[www.sam.gov](http://www.sam.gov)

A screenshot of the SAM website homepage. At the top left is the SAM logo. To the right is a login section with fields for "USER NAME" and "PASSWORD", a "LOG IN" button, and links for "Forgot Username?" and "Forgot Password?". Below the login section is a "Create an Account" link. A dark blue navigation bar contains links for "HOME", "SEARCH RECORDS", "DATA ACCESS", "GENERAL INFO", and "HELP". Below the navigation bar is a red alert message: "ALERT: You may notice intermittent issues when searching in SAM. If no results are returned after a search, please try again in a few minutes." The main content area is divided into three columns: "CREATE USER ACCOUNT" (with a "Create User Account" button), "REGISTER/UPDATE ENTITY" (with a "Register/Update Entity" button and a "Check Status" button), and "SEARCH RECORDS" (with a "Search Records" button). At the bottom, there is a "WHAT IS SAM?" section with a "Need Help?" button and a paragraph of text explaining the system.

- 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 screenshot shows the SAM (System for Award Management) website interface. At the top left is the SAM logo with the tagline 'SYSTEM FOR AWARD MANAGEMENT'. To the right of the logo is a 'Your Name Here' input field and a 'LOGOUT' button. Below the logo is a navigation menu with 'MY SAM', 'SEARCH RECORDS', 'DATA ACCESS', 'GENERAL INFO', and 'HELP'. A search bar is located to the right of the menu. The main content area is titled 'Register Entity' and 'Information Opt-Out'. It includes a 'Your Company Name Here' input field, 'DUNS: Your Number' and 'CAGE: Your CAGE' input fields, and a 'Page Description' section with instructions: 'Please enter the requested information below for your entity.' Below this is a 'Core Data' section with a list of items: 'DUNS Information', 'Verify DUNS Information', 'Business Information', 'IRS Consent', 'CAGE or NCAGE Code', 'General Information', 'Financial Information', 'Executive Compensation Questions', 'Proceedings Questions', 'Information Opt-Out', and 'Review Core Data'. The 'Information Opt-Out' section contains two radio button options: 'I authorize my entity's information to be displayed in SAM's Public Search' (selected) and 'I do not authorize my entity's information to be displayed in SAM's public search'. At the bottom of the form are 'CANCEL', 'PREVIOUS', and 'SAVE AND CONTINUE' buttons.

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.

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AN OVERVIEW FOR THE  
VENDORS

## Federal Business Opportunities (FedBizOpps)

[www.fbo.gov](http://www.fbo.gov)



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FedBizOpps is the official government website (point of entry) used to post all federal procurement opportunities in excess of \$25,000

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Small Businesses may seek business opportunities to bid on here.

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It is known as a central location in searching for Request for Proposals (RFP's)

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**Highly suggested to use tutorial**

## Federal Procurement Data System (FPDS)

[www.fpds.gov](http://www.fpds.gov)



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](https://www.fpds.gov/wiki/index.php/FPDS-NG_FAQ)

## USA Spending

[www.usaspending.gov](http://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 Multiple Award Schedule (MAS) Program

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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.

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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


AN OVERVIEW FOR THE  
VENDORS

## GSA eLibrary


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



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.



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VENDORS

## GSA eBuy

Applicable to GSA Contract Holders

[www.eBuy.gsa.gov](http://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/>.



## 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](mailto: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](mailto:pathwaytosuccess@gsa.gov)

## GSA Forecast of Contracting Opportunities (Agency-wide)

[www.gsa.gov/smallbusiness](http://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](http://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





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AN INTERVIEW FOR NEW  
VENDORS

## GSA OSBU on Social Media

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



@GSAOSBU  
@USGSA  
@USGSASchedules  
@gsapbsIRD



[GSA YouTube Channel](#)



GSA

Interact

<https://interact.gsa.gov/>



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INTERVIEW FOR  
VENDORS

**GSA Region 4 OSBU**

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

**GSA Region 4 OBSU**

[r4smallbiz@gsa.gov](mailto:r4smallbiz@gsa.gov)



GSA

Interact

<https://interact.gsa.gov/>