

Small Business GWAC Center

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Director's Corner

Did you know that 28 million small businesses in America employ more than half of the country's private work force and create over 70 percent of all new jobs? They also generate the majority of American innovations by creating 13 times more patents per employee than large patenting companies?



Steve Triplett, Director,
Small Business GWAC
Center

As you see, small businesses are vital in today's economy, and we salute our industry partners for their professionalism, dedication and hard work. As the result of opportunities being granted to them, the vendors on the GSA Small Business GWACs have been skillful at providing Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services and other computer related services.

We also salute our customer agencies for giving our small businesses the opportunity to provide cost-effective, innovative solutions for information technology (IT) requirements. I'd like to highlight a few of the Small Business GWAC Center successes below:

- A 23% increase in funding obligated to small businesses from FY10 to FY11.
- 1,771 task orders issued to small businesses since FY2009.
- \$1.3 billion in IT services requirements issued to small businesses in FY11.
- A task order worth \$52 million awarded to a small business to operate the Department of Energy's National Nuclear Security Administration's (NNSA) Information Assurance Response Center (NIARC) in Las Vegas, NV. The task order represented significant savings over previous procurement methods.

The Small Business GWAC Center will continue its commitment to both our industry partners and customer agencies in the areas of acquisition support via our contract vehicles and educational outreach. We are currently looking at innovative ways to expand our training venues, be it telephone, online conferences, events or onsite at customer locations.

Coming up next month is the [GSA Training Conference and Expo](#), May 15-17 in San Antonio, TX. This is our largest annual event featuring more than 650 exhibitors and three full days of training for both customers and industry. In addition, we will be hosting training on the Alliant/Alliant Small Business, VETS, and 8(a) STARS II GWACs. We will also host a joint training session with the IT Schedule 70 team, and participate in multiple panels and meetings. We invite all of our customers and industry partners to take full advantage of the training being offered and look forward to seeing you at Expo 2012.

Stephen Triplett

Director
Small Business GWAC Center

"Do not go where the path may lead, go instead where there is no path and leave a trail."
Ralph Waldo Emerson

GWAC Training

8(a) STARS II DPA Training

On February 16th, the 8(a) STARS II GWAC team hosted a customer focused webinar. The training, attended by 30+ individuals, focused on proper ordering procedures for the contract and was open to all federal agency employees. Following the session, warranted contracting officers in attendance were eligible to apply for their delegation of procurement authority (DPA). The DPA will allow warranted contracting officers to issue task orders on the contract.

The 8(a) STARS II team hosted two additional delegation of procurement authority training sessions via webinar on March 15th and March 21st. Over 30 contracting personnel attended the sessions.

VETS GWAC DPA Training

Jihyun Huyck, Business Development Specialist, and Janna Babcock, Contracting Officer, hosted a webinar for Ordering Contracting Officers on the VETS GWAC, on Thursday, February 16th. The main focus of the training was to provide the current VETS delegation holders with the necessary updates related to the recent VETS option exercise. The session also highlighted some of the contract's accomplishments during the base period and other important changes that effect task order issuance under the VETS contract. Over 50 ordering contracting officers participated in the session and were given an opportunity to ask questions on VETS and other GWACs.

As part of the ongoing DPA training, Janna Babcock and Jihyun Huyck held a DPA training session on VETS GWAC via webinar on February 22nd. Contracting officers and contract specialists from Department of Veterans Affairs and Department of Energy joined the training to learn about the VETS GWAC including its scope, advantages of using GWACs, ordering procedures and the contract's current mix of industry partners.

On March 22nd, Jihyun Huyck and Janna Babcock conducted a DPA training session on VETS GWAC via webinar. Contracting officers and contract specialists from GSA and Department of Interior joined the training and learned about its scope, advantages and ordering procedures.

GSA CAR's Virtual Marketing Conference

Dean Cole, Business Development Specialist, attended the 2012 GSA Customer Accounts and Research (CAR) Virtual Marketing Conference. The conference was conducted on January 25th through January 26th. The SBGWAC Center, along with other Federal Acquisition Service (FAS) organizations, were given the opportunity to design and work a virtual booth, which housed links to videos, websites and electronic marketing collateral. There was a chat feature for the booth visitors who had questions. Kudos to the CAR organization for blazing a trail toward green conferencing.

USDA and the Broadcasting Board of Governors

Jean Oyler, Business Operations Manager, Todd Tekesky, Contracting Officer, and Lori Hanavan, Business Development Specialist traveled to Washington, D.C. the week of March 5th to provide GSA GWAC training to USDA and the Broadcasting Board of Governors. The team provided GWAC delegation training to over 50 contracting personnel during the sessions, which were coordinated with the help of local GSA Customer Service Directors, William Clayton and Theresa Giasson.

Alliant and Alliant Small Business GWAC Refresher Training Webinar

On Tuesday, March 6th, Greg Byrd, Contracting Officer for Alliant Small Business (ASB), Mimi Bruce, Alliant Customer Support Director, and Richard Blake, Alliant Business Management Specialist, held the third installment of *Alliant and Alliant Small Business Next Generation Refresher Training*. All federally warranted Contracting Officers delegated to use Alliant and ASB were invited to attend one of four webinars highlighting the success, growth and evolution of GSA's Alliant program. To date, over 60 participants have attended the training. The fourth and final webinar was conducted on March 20th.

New Videos added to SBGWAC Bootcamp

GSA's Small Business GWAC Center recently announced the publishing of three new Small Business GWAC Bootcamp videos. **GWAC Task Order Proposal Preparation, GWAC 101, and GWAC Nuts & Bolts** are the center's newest video offerings designed to support and foster the growth of nearly 700 Small Business GWAC contract holders. The Bootcamp is hosted on GSA Interact, a place for government employees, their customers, and industry partners to connect, communicate and share information. The Bootcamp may be accessed at <http://interact.gsa.gov/sbgwacbootcamp>

Small Business GWAC \$ Sales

Total obligated order value as of March 31, 2012:

★ 8(a) STARS	\$3,892,635,682.88
★ 8(a) STARS II	43,606,477.13
★ Alliant Small Business	\$607,501,993.65
★ VETS	\$1,124,025,437.98

For additional sales data visit www.sbgwacsource.gov.

Program Meetings

8(a) STARS II Semi-annual Program Meeting Webinar

The Small Business GWAC Center, 8(a) STARS II GWAC Contract Team, recently hosted its semi-annual industry partner program meeting on February 9th. Over 400 8(a) STARS II contract holders participated in the session, which included a briefing on contract responsibilities, outreach activities, and contract actions. The session also included a briefing from Jim Ghiloni, Assisted Acquisition Services Director of Business Operations, on how industry partners can work with GSA's AAS. Following the session, industry partners were asked to complete a survey on future 8(a) STARS II activities.

VETS GWAC Semi-annual Program Meeting Webinar

The Small Business GWAC Acquisition Division hosted a Program Meeting with the current VETS GWAC prime contract holders on February 23rd. This Program Meeting was the first contract review meeting with the current 32 contract holders since VETS exercised its Option on February 1st. Steve Triplett, Director, shared opening remarks with the participants. He congratulated them on their contract extension and explained the new partnership model that GSA intends to build among the current industry partner mix. There are nine other than small companies in the 32 contractor pool, who are encouraged to subcontract with the 23 small companies on the contract. During the meeting, Jihyun Huyck along with Janna Babcock updated the participants on VETS outreach, contract reporting, and other contractual requirements and facilitated a Q&A session.

GWAC Industry Partner Visits

VETS Visitors

CSSS.net, GS-06F-0512Z

Centuria Corporation, GS-06F-0541Z

8(a) STARS II Visitors

Namtra Business Solutions, Inc., GS-06F-0681Z

Saicon Consultants, Inc., GS-06F-1016Z

Bering Straits Information Technology, LLC,
GS-06F-1080Z

Professional Technologies Group, Inc, GS-06F-1139Z

Kudos and Accolades

Lyons Receives Master's Certificate



Herman Lyons, Business Development Specialist, received a Master's Certificate in Project Management on March 29th. The Master's Certificate in Project Management, offered by the George Washington University School of Business, is awarded to those who successfully attain the knowledge and experience to oversee all aspects of project management, including initiation, scheduling, quality, procurement and communications issues. Congratulations Herman!

GSA EXPO

Mark your calendars for the 18th annual GSA Training Conference and Expo. [Register Today!](#)



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RIGHT NOW.

GSA TRAINING CONFERENCE & EXPO
MAY 15 - 17, 2012 | SAN ANTONIO, TX

Selling to the Federal Government 101

How to run a query on GWACs in FPDS:

Some of the frequently asked questions by the GWAC companies include: How to look up all the tasks on 8(a) STARSII/ASB/VETS? Who is the incumbent on xyz task or when is xyz task to be finished/re-competed? In addition to our Center's data page, SBGWACSource.gov, FPDS-NG (Federal Procurement Data System – Next Generation), www.fpds.gov, is a good resource to help you find detailed task order information on our GWACs.

First, to get a task order list on a particular GWAC, you can run a query in FPDS. You can set your query, for a group of contract numbers such as, **between GS06F0507Z-GS06F0552Z**, to include all the contract numbers on VETS for example. Once you have a report showing task order numbers, you can find detail information on individual tasks by task order number using ezSearch in FPDS or www.ffata.org.

Here are some basic steps for creating a task order list:

- Login to **FPDS-NG**, <https://www.fpds.gov>. If new to FPDS, register and create an account.
- Under "Reports" click "Ad Hoc Reports" If this option is not shown, click on Help to contact FPDS user support.
- Click New to create a report. Select the metrics that you want included in the query. Then, select attributes you want. You can view a description of each metric and attribute on the screen when they are selected. Be sure to select the 'PIID' attribute for task order number under 'Contract Identification', and 'Referenced IDV PIID' to narrow down by GWAC contract number. Once all metrics/attributes are selected, in Step 3, filter 'Referenced IDV PIID' to show values only between **GS06F0507Z and GS06F0552Z**.
- Select a date range for your query, e.g., for 'date signed', you can filter it to show values only between **10/01/2010 and 09/30/2011**.
- Once your query has run, you can save the report and/or send it to your email in Excel or PDF format.

Besides the Ad Hoc Report creating capability, FPDS also posts standard reports including Agency Small Business Goaling Report by Fiscal Year under Reports. This report shows which agencies are meeting their small business goals and which are not. So if you haven't already, consider registering in FPDS and start exploring this important market research tool!

VETS GWAC 2012 Ordering Guide Now Available



The VETS team recently updated the VETS ordering guide, which is now available and posted to the website at: <http://www.gsa.gov/vetsgwac>

Revisions were made to terminology and the processes involving ordering, training, and reporting past performance data.

Customers are encouraged to discard previous versions and download the most recent version that is currently posted.

Reminder to all Industry Partners

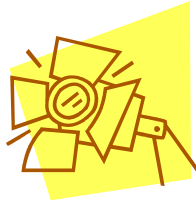


Please reference the contract number instead of the offer number on all correspondence.

Spotlight



Photo of Pam Scott, Program Analyst



Pam Scott joined the SBGWAC Center in April as a Program Analyst. Prior to joining, she worked for GSA's Public Building Service (PBS) in the Organizational Resources Division as a Program Coordination Specialist. Pam has a Bachelor's Degree in Management and Human Relations from MidAmerica Nazarene University. Pam has been a devoted wife for 20 years, a mother, and grandmother, who spends a lot of her time traveling to see her son who is a professional entertainer currently in the Broadway show *Anything Goes*. Welcome Pam, to the SBGWAC Team!

Upcoming Events

The Small Business GWAC Center participates in a variety of events throughout the year. Many events offer training on GSA's GWACs as well as networking opportunities for small business. Please monitor <http://www.gsa.gov/sbgwac> for updates.

Date	Event/URL	Location
May 7-10, 2012	DISA Mission Partner Conference	Tampa, FL
May 15-17, 2012	GSA Training Conference and Expo	San Antonio, TX
May 20-22, 2012	National Small Business Week	Washington, DC
May 21-24, 2012	DoD Procurement Conference and Training Symposium	Orlando, FL
June 11-14, 2012	Veteran Entrepreneur Training Symposium	Reno, NV
June 26-29, 2012	National Veteran Small Business Conference and Expo	Detroit, MI
August 27-29, 2012	Air Force Information Technology Conference	Montgomery, AL

Small Business GWAC Quiz

1. Federal buyers choosing to use a *GWAC* must receive a short training/orientation called _____.
2. What training options are available to receive the above mentioned training/orientation?
 - a. Attend a regularly scheduled webinar
 - b. Conference calls
 - c. Onsite Training
 - d. Review the selected *GWAC*'s ordering guide
 - e. All of the above
3. What should a small business consider doing first when they get a federal contract?
 - a. Apply for a DUNS Number
 - b. Sign up for training
 - c. Market their contract
 - d. Wait to receive a phone call from a contracting officer.

ANSWERS:

1. Delegation of Procurement Authority

2. E

3. B