

GSA



# ***REGIONAL OFFICE OF SMALL BUSINESS UTILIZATION***

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## *What We Buy: Products*

- Environmentally-Friendly
- Furniture & Fixtures
- IT Hardware & Software
- Facilities Maintenance
- Office Supplies and Equipment
- Vehicle: Buying & Maintaining



## *What We Buy: Services*

Citizen Solution &  
Relationship

Financial Services

Facilities Management

Integrated Workplace  
Solutions

IT Procurement Assistance

Professional Services

Property Disposal

Relocation

Security

Transportation

Travel

Vehicle Leasing

Worldwide

Telecommunications



## *Technology & Professional Services*

Information technology and  
Telecommunication Products and  
Services, ranging from laptop  
computers to Professional  
Engineering Services



## *General Commodities & Services*

Hand and power tools and hardware

Paints, waxes, adhesives and brushes

Travel Management

Agency and Residential Locator

Laundry, cleaning equipment and supplies

Carpets, drapes and blinds

Event Planning / Marketing



## *Public Building Services*

- Builder and Landlord of over 8000 government-owned or leased buildings
- Physical/Electronic Security (Homeland Security)
- Central Facilities Management
- Cafeteria/Vending
- Landscaping Services
- Relocation Services



## *Public Building Services*

Architectural and engineering services;  
Construction of new buildings and facilities;  
Paving and concrete work;  
Elevator installation and repair;  
Interior design and decorating;  
Demolition  
Building security  
Environmental testing and remediation  
Central facilities management



## What is a GSA Schedule Contract?

Pre-negotiated contracts where prices; contract terms; and, conditions have been agreed to in advance and are considered “*fair and reasonable*” by the government;

Agreements between the federal Government and eligible vendors who agree to honor negotiated prices, terms and conditions **IF and WHEN an agency places an order.**





# *Overview of GSA Schedules Program*

- GSA provides commercial products and services to Federal, State and Local Governments through a discount program called the GSA Multiple Award Schedules Program.
- This program achieves more than \$40 billion dollars in sales every year.
- Businesses who participate in this program have the potential to benefit,
- however, success is not guaranteed.
- The contracts awarded under this program are 5 years with three 5 year options.



GSA Schedules are grouped together by similar/related commercial products and services. For example. . .

Information Technology  
Mission Oriented Business Integrated  
Services (MOBIS)  
Professional Engineering Services  
(PES)  
Environmental Services  
Advertising & Integrated Marketing  
Solutions (AIMS)  
Financial and Business Solutions  
(FABS)

Financial and Business Solutions (FABS)  
Human Resources and EEO Services  
Temporary Administrative &  
Professional Staffing (TAPS)  
Office Supplies and Administrative  
Services  
Office Furniture  
Logistics Worldwide (LOGWORLD)  
*And Many More...*

## *Features of GSA Schedule Contract:*

- Indefinite-Delivery, Indefinite-Quantity (IDIQ) contracts;
- Appropriate only for off-the-shelf” type commercial items;
- 5 year basic with 3 five-year option periods;
- Non-Bid Contract: Vendors can *apply* for a GSA Schedule Contract by filling out and submitting the appropriate “Schedule” solicitation.
- Contract issued to vendors who meet eligibility requirements and offer fair market pricing.
- Process takes approximately 3-6 months\*

## *Team Arrangements*

- Allows you to offer your schedule contract items/services, while combining the items/services of another schedule contractor
- Example: You have an IT contract. You receive a Request for Quote that involves both IT and environmental services. Team with a Schedule 899 contractor, win the task order, and stay within scope!

# *Teaming Arrangements*

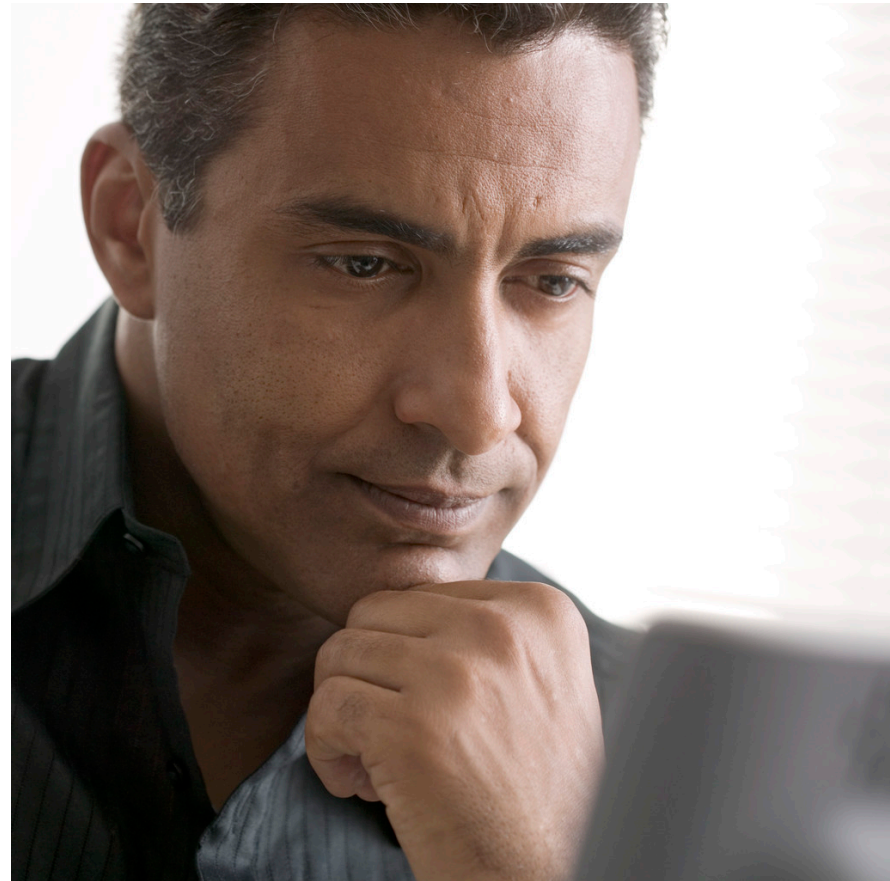
- Benefits
  - Ability to combine individual capabilities
  - Marketability
  - Sharing of risks and rewards
- How do I find a potential team member?
  - e-Library
  - [www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov)



- *Pros*
  - Preferred Source of Supply
  - Great Earning Potential
  - World Wide Program
  - High Visibility
  - Credibility: “Good Housekeeping Seal of Approval”
  - Potential Financial Success
  - 5-20 Year Contract

- *Cons*

- Sales Criteria
- Auditing and Set-Up Requirements
- Varied Demand
- Paperwork
- Award process time
- Success Not Guaranteed







**FEDBIZOPPS:** Opportunities over \$25,000 are posted on this website

[www.fedbizopps.gov](http://www.fedbizopps.gov) **OR** [www.fbo.gov](http://www.fbo.gov)

Click on “Find Business Opportunities” on top left hand banner

Search by Agency; NAICS Code; Date; Dollar Amt; Small Business Category, etc.





## *To Do List*

Determine your NAICS Code(s): [www.naics.gov](http://www.naics.gov)

Register in Government sites: [www.ccr.gov](http://www.ccr.gov)

Research your potential buyers; [www.fpds.gov](http://www.fpds.gov)

Research bid opportunities: [www.fedbiz.opps](http://www.fedbiz.opps)

Research subcontracting opportunities:

[www.sba.gov/subnet](http://www.sba.gov/subnet)

Attend small business conferences/workshops;

Develop a support network: For help / venting.

Develop / join a small business network.

DOING BUSINESS WITH GSA

LEARN MORE

ulations

Purchasing Programs

Real Estate Services

How We Help

About GSA

Newsroom

Environmental Initiatives

# Initiatives



## Help our nation build a clean

Help our nation build a clean

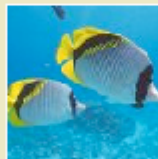
### Build and Manage Green Facilities



Learn how GSA initiatives can help you make the building you manage a healthier, more efficient space.

- Environmental Programs
- Sustainable Design
- Conserve Energy and Water

### Practice Green Policies



Learn more about GSA's policies to protect the environment.

- GSA Environmental Policy
- GSA's Green Procurement Acquisition Letter
- GSA Scorecards

the environment.

structure and enhance

## Contacts

### For Agency Environm

Lee Gregory  
(202) 501-1533  
[lee.gregory@gsa.gov](mailto:lee.gregory@gsa.gov)

### For Buildings

Donald Horn  
(206) 220-4944  
[donald.horn@gsa.gov](mailto:donald.horn@gsa.gov)

### For Products & Servi

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

### For Vehicles

(800) 605-CARS  
Fax (703) 605-9868  
[vehiclebuying@gsa.gov](mailto:vehiclebuying@gsa.gov)

## Green Highlights

- [GSA Kicks Off Recover](#)  
[Project in Billings](#)  
October 2, 2009
- [GSA Fulfills Administra](#)  
[Act-Funded Greening o](#)  
October 1, 2009
- [Chem](#) Administrati



WHAT GSA OFFERS

Buildings & Real Estate

Products & Services

Policy & Regulations

DOING BUSINESS WITH GSA

Purchasing Programs

Real Estate Services

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How We Help

About GSA

Newsroom

Emergency Response

Home > [How We Help](#) > [Areas of Interest](#) > [Emergency Response](#) > Emergency Response

## Emergency Response

GSA provides assistance to federal employees, vendors and citizens. Find information on facilities, travel, dan

### GSA Hotlines

Information is available on building products, services, technology and other important issues. Federal custom below. These hotlines are open to all customers 24 hours a day.

GSA's COOP Emergency Number: 1-866-998-COOP (2667)

### [GSA Press Releases](#)

### [Sign up for GSA RSS Feeds](#)

### Government Facilities Status and Information

Information on closed facilities is available [here](#).

### Per Diem Rates

Special guidance on travel to impacted areas becomes available as necessary. Regular domestic Per Diem R

### Supplies, Equipment, and Services

GSA assists federal agencies acquire supplies and equipment to support disaster relief and emergency prepa

[IT Products and Services](#) can be used to provide "preparedness, response, and support solutions" during an Local Procurement Programs under the Cooperative Purchasing program". One of them being Disaster Recov

Overview

- [Facilities Status and Information](#)
- [Travel & Lodging in Emergencies](#)
- [Emergency Use of Gov't Card Cards](#)
- [For Vendors Offering Relief Supplies](#)
- [Fleet Vehicles During Emergencies](#)
- [Asset Management Practices & Authorities](#)
- [For GSA Employees](#)
- [National Response Plan](#)
- [Pandemic Flu](#)
- [Emergency Response Archive](#)
- [Hurricane Season 2008](#)
- [Purchasing for Disaster Recovery](#)

The GSA logo consists of the letters "GSA" in white, bold, sans-serif font, centered within a solid blue square.

**THANK YOU!**

**QUESTIONS???**

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