Overview

• WHO WE ARE

• WHAT WE BUY

• CONTRACT OPPORTUNITIES

• MARKETING
GSA’s Mission

GSA is a Federal Civilian Agency

- Public Buildings Service (PBS)
- Federal Acquisition Service (FAS)

To help federal agencies better serve the public by offering, at best value, superior workplaces, expert solutions, acquisition services, management services and Green Products & Services
GSA PUBLIC BUILDINGS SERVICE (PBS)

- Construction
- A&E Services
- Janitorial
- Landscape
- Lease
- Pest Control
- Interior Design
- Asbestos Removal
- Window Washing
- Lighting
- HVAC

www.gsa.gov/newconstruction
GSA Public Buildings Service (PBS)

- Facilities Management & Services Programs Division
- Safety and Environmental Branch
- Energy and Sustainability Branch
- Energy Studies on buildings
- Waste Reduction Studies
- New technology feasibility studies
- Design and Construction (remediation during projects)

- 3 GSA Service Centers
  - San Francisco (Sacramento, Central CA)
  - Los Angeles
  - San Diego (includes Arizona, Hawaii and Nevada)

- Safety and Environmental Branch
- Lease Division
- Real Estate Acquisition
- Portfolio
GSA Public Buildings Service (PBS)

- Indefinite Delivery, Indefinite Quantity (IDIQ)
- Blanket Purchase Agreements (BPA)
- Pre-Bid Conferences - Project Specific

- GSA Schedules Program
- GSA Property Managers
- GSA Forecast of Contracting Opportunities
- GSA Subcontract Opportunities
- **Executive Order 13514**
  - 95% of new contract actions must be green (including EPEAT Registered)
  - Reduce water use by 2% annually
  - Includes task and delivery orders
  - Applies where such products and services meet agency performance requirements

- **Government Purchasing will Include:**
  - WaterSense / water conserving products
  - Recycled Content Products
  - Biobased Products
  - Environmentally Preferable Products
  - Energy Star Products
GSA’s Green Proving Ground is using technology to make existing buildings more sustainable. For more information about GSA’s Green Proving Ground Program

www.gsa.gov/GPG
GSA Region 9
Contract Opportunities (Future)

GSA Projects
• San Ysidro Border Station
• Calexico Border Station
• Edward Roybal Federal Building

• GSA Forecast
www.gsa.gov/smbusforecast
• Emergency Preparedness and Response Equipment
• Travel Services
• Telecom and Network Services
• Office Supplies
• Furniture
• Medical Supplies
• Staffing
• Transportation
• Law Enforcement Equipment
Alliant 8(a) STARS II
Alliant Small Business VETS
Alliant 2 (A2) & Alliant 2 Small Business (A2SB) GWACs

www.gsa.gov/gwacs
GSA Contract Opportunities

- Small Business
- 8(a)
- HUBZone
- Service Disabled Veteran Owned Business
- Woman Owned Business

- GSA Schedules Contract
- GSA IDIQ
- GSA BPA
- GSA Subcontracting
- GSA Forecast
- GSA Mentor-Protégé Program
### Program Functions

- Serves as liaison between GSA, SBA, Congress, other agencies, the business community and the general public on small business matters
- Help small businesses identify GSA procurement opportunities
- Educate small businesses on the various contracting opportunities available at GSA and other Federal agencies
- Coordinate nationwide outreach efforts (workshops, seminars, briefings, procurement networking sessions) for small business

### Manage Small Business Programs

- Small Business Goaling Program
- Small Disadvantaged Business (SDB) Program
- Section 8(a) Program
- Women-owned Small Business Program
- Historically Underutilized Business Zone (HUBZone) Program
- Veteran-owned Small Business and Service Disabled Veteran-owned Small Business Programs
- Subcontracting Program
- Forecast of Contracting Opportunities
- Mentor-Protégé Program
GSA’s Office of Small Business Utilization
11 Regional Center Locations
www.gsa.gov/r9smallbusiness

Pacific Rim - Region 9 (CA, NV, AZ, HI)
Includes Overseas: American Samoa, Commonwealth of the Northern Mariana Islands, Diego Garcia, Guam, mainland Japan and Okinawa, the Republic of Korea, Saipan, and Singapore
• About GSA

• GSA Property Management Offices

• How to Pursue a GSA Schedules Contract and a Listing of GSA Schedules

• List of Procurement Technical Assistant Centers (PTACs) and Small Business Development Centers (SBDCs)

• GSA Websites

• Government Agencies (Federal, State, City and County)
GSA Schedules Program

- **GSA’s Most Popular Buying Program**
  - GSA Schedules provides commercial products and services
  - Introduce New Products

- **GSA Schedules Contract**
  - The contracts awarded under this program are 5 years with three 5 year options.
  - Chosen as the “preferred source” by DOD and most agencies
  - “License to hunt” for opportunities in the federal government
  - Synonymous with a “GSA number” or “getting on GSA’s list”
Who Can Buy From GSA Schedule Vendors?

- Executive & Other Federal Agencies
- Mixed-Ownership Government Corporation (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 (See Cooperative Purchasing Agreement)
Is the GSA Schedule right for you?

Vendor ToolBox

https://vsc.gsa.gov/
What’s the 1st Step?

www.gsaelibrary.gsa.gov

- Identify the appropriate Schedules
  www.gsaelibrary.gsa.gov

- Enter your product/service into the “Search Bar”

- You may see a list of more than one Schedule scroll down and search for the best match and click on the number under Source

- Click on the box “Vendors” click here to view Solicitation on FedBizOpps

- Download the Schedules Solicitation and all attachments
• **Minimum Qualifying Sales**
  - $25,000 in sales per year

• **Pre-Requisites**
  - System for Award Management
    - www.sam.gov
  - Small Business Certifications
    - www.sba.gov
  - North American Industrial Classification
    - 2 Yrs. in Business

• **Experience**
  - Past Performance Review ($185.00)
    - conducted by Open Ratings
      - www.openratings.com

• **GSA Award Time**
  - 120 Days or longer
All offers must address the following evaluation factors:

**Factor 1:** Financial Responsibility Determination  
**Factor 2:** Corporate Experience  
**Factor 3:** Past Performance  
**Factor 4:** Project Experience  
**Factor 5:** Price
One Acquisition Solution for Integrated Services (OASIS)

www.gsa.gov/oasis

GSA Interact -
https://interact.gsa.gov

- Small Business
- OASIS
- Sustainability
- Alliant 2 (A2) & Alliant 2 Small Business (A2SB) GWACs

Event: GSA Industry Day
Date: 6/18/15
Hosted by the Space & Missile Systems Center
Location: Los Angeles AFB, Building 270, Gordon Conference Center, El Segundo, CA.
Focus: Primarily Information Technology and Professional Services, are encouraged to register and attend.

If you would like to register or receive details about the agenda send an email to Region 9 FAS events at: region9fasevents@gsa.gov
Local GSA Small Business Events
(www.gsa.gov/r9smallbusiness)
View dates and locations for GSA sponsored Workshops and other events

GSA Schedules Program
(www.gsa.gov/schedulessolicitation)
Learn more about GSA's Multiple Award Schedules (MAS) program through the MAS Desk Reference and Training Materials

Small Business Events
(www.gsa.gov/smallbiztraining)
- Doing Business with GSA (Recorded Webinars)
- Doing Business with GSA (Live Webinars)
- Business Breakthrough-GSA (Webinars)
- Pre-recorded Videos- Watch videos to learn more about doing business with the government.
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