Accessing Procurement Opportunities

Overview for The AME DC/NOVA's 12th Annual Small Business & Government Conference on April 25th, 2019

Judith Stackhouse
Zone 3 Supervisor
Office of Small Business Utilization

U.S. General Services Administration
Today’s Agenda

• GSA OSBU Overview
• Review the Federal Procurement Data System (FPDS)
• A look at GSA’s Forecast of Contracting Opportunities Tool
• Accessing Subcontracting Opportunities
GSA Overview

GSA’s mission is to deliver value and savings in real estate, acquisition, technology and other mission support services across the Federal government.

GSA is the Federal government’s procurement expert, helping other agencies acquire space, products, and services needed from commercial sources.

The Public Buildings Service, (PBS), provides real estate space, architecture, interior design, and construction to Federal agencies.

Our Federal Acquisition Service (FAS) delivers a vast number of commercial goods and services, at the best value, across government.
According to the Small Business Act as amended by Public Law 95-507, the Office of Small & Disadvantaged Business was established to:

- Advocate, within each Federal Executive Agency, for the **maximum practicable** opportunities for designated small business categories within the Federal Acquisition process.

- Ensure inclusion of small businesses as sources for goods and services in Federal acquisitions, as both prime contractors and subcontractors.

- Manage the small business utilization programs for OUR respective organization.
GSA OSBU OVERVIEW

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, TX
Region 8:  Denver, CO
Region 9:  San Francisco, CA
Region 10: Auburn, WA
Region 11: Washington, DC
Steps to Developing Leads in the Federal Market

Which Federal Agencies are purchasing my product or service?

How much are they buying? Have they awarded any set-asides?

Who are my competitors? Who holds the current contract?

What contracts are set to expire that I can compete for in the future?

The Unknown can cause Frustration & Disappointment
Let the Data Refine Your Overall Strategy!

- Use Data to Develop a Targeted Strategy
- Choose the Right Event to Attend
- Maximize Time at Matchmaking Events
- Know which Agency Forecast Tools to Use
- Become More Efficient
- And much more!
FPDS-NG Overview

Federal Procurement Data System - Next Generation

- **What’s reported to FPDS-NG?** Agencies are required to report on all contract actions using appropriated funds whose estimated value is $3,500 or more as specified in FAR 4.6 Contract Reporting.

- **Where the data is from:** Contracting Officers enter the procurement data directly, or the data is fed from 90+ agency contract writing systems.

- **Oversight:** Operated by GSA IAE with Governance from Acquisition Committee for eGov, Procurement Committee for eGov, Financial Assistance Committee for eGov, and IAE CCB.

For more details visit: [www.fpds.gov](http://www.fpds.gov)
What is needed to use FPDS?  
Your Product Service Code (PSC)

1. Industry Classification used to identify specific types of industry.
2. NAICS is a broad classification.
3. The NAICS is **what** you do.

**NAICS**

1. PSC’s can help you narrow down exactly what your business does.
2. PSC’s are specific and can yield better data for market research and analysis.
3. Your PSC is **how** you are doing it.
WHERE TO FIND HELP:

- **FPDS-NG Data dictionary:**
  From [www.fpds.gov](http://www.fpds.gov), click on Worksite submenu, find the *Data Dictionary* from Left Navigation *V1.5 Specifications* section.

- **Report Manual of how to use Ad-hoc Reports:**

- **Help Desk:**
  - Phone: 866-606-8220
  - Website: [www.fsd.gov](http://www.fsd.gov)
# Forecast of Contracting Opportunities

## How to Access the Forecast Tool:

![Access Tool](image)

## Background:

- **Launched in March 2016**
- Focuses on acquisition planning and increases awareness of potential prime and subcontracting opportunities.
- The goal is to help both GSA buyers and vendors easily communicate around potential contracting opportunities.
- The tool includes information for GSA and the Department of Interior.
- The goal is to have all Federal agencies use the tool.

For more details visit: [https://hallways.cap.gsa.gov](https://hallways.cap.gsa.gov)
Filter Options

Search by NAICS Codes

View Details

Download to Excel
Additional Features Planned:

- Add “Award Status” and “Contract Value Min/Max” to filters
- Subscribe to specific listings (based on NAICS)
- An archive of previous listings
**Forecast of Contracting Opportunities**

**GAO CONSOLIDATION PROJECT**

<table>
<thead>
<tr>
<th>Listing ID:</th>
<th>7374</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Description:</strong></td>
<td>Construction Tenant Improvement / Consolidation</td>
</tr>
<tr>
<td><strong>Agency:</strong></td>
<td>General Services Administration</td>
</tr>
<tr>
<td><strong>Organization:</strong></td>
<td>PBS-Public Buildings Service</td>
</tr>
<tr>
<td><strong>Region:</strong></td>
<td>09-Pacific Rim Region</td>
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<tr>
<td><strong>Award Status:</strong></td>
<td>Acquisition Planning</td>
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<tr>
<td><strong>Place of Performance:</strong></td>
<td>Oakland, CA</td>
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<tr>
<td><strong>Type of Awardee:</strong></td>
<td>8(a) (Part of Small Disadvantaged Business), To Be Determined</td>
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<tr>
<td><strong>Contract Type:</strong></td>
<td>Firm Fixed Price</td>
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<tr>
<td><strong>NAICS Code:</strong></td>
<td>236220</td>
</tr>
<tr>
<td><strong>Acquisition Strategy:</strong></td>
<td>Sole Source 8(a) Program (Part of Small Disadvantaged Business)</td>
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<tr>
<td><strong>Procurement Method:</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Competition Strategy:</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Estimated Value:</strong></td>
<td>2018-1st</td>
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<tr>
<td><strong>Delivery Order Value:</strong></td>
<td>New Requirement</td>
</tr>
<tr>
<td><strong>Current Fiscal Year Projected Obligation:</strong></td>
<td>&gt;= $1,000,000.00 &lt; $5,000,000.00</td>
</tr>
<tr>
<td><strong>Incumbent Contractor Name:</strong></td>
<td>Nikolaos Mitsiopoulos</td>
</tr>
<tr>
<td><strong>Contract Order Number:</strong></td>
<td><a href="mailto:nikolaos.mitsiopoulos@gsa.gov">nikolaos.mitsiopoulos@gsa.gov</a></td>
</tr>
<tr>
<td><strong>New Requirement or Exercise of Option or Recompete:</strong></td>
<td>Pamela Smith-Cressel</td>
</tr>
<tr>
<td><strong>Estimated Award Fiscal Year and Quarter:</strong></td>
<td>2017-06-30 12:50:55</td>
</tr>
<tr>
<td><strong>Link to Solicitation in FedBizOpps:</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Estimated Solicitation Date:</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Point of Contact Name:</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Point of Contact Email:</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Small Business Technical Advisor:</strong></td>
<td></td>
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<tr>
<td><strong>Additional Information:</strong></td>
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</tr>
<tr>
<td><strong>Last Modified Date:</strong></td>
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</tbody>
</table>
Other Agency Forecasts

Forecast Listings for Federal Agencies

Background:

• Visit GSA’s Acquisition Portal to view other agency forecasts.

• Provides insight to forecasted procurements outside of GSA and the Department of Interior.

• Great way to view what other opportunities are forthcoming.

For more details visit: https://www.acquisition.gov/procurement-forecasts
**Subcontracting Opportunities**

**GSA’s Subcontracting Directory:**

<table>
<thead>
<tr>
<th>SEEK OPPORTUNITIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overview</td>
</tr>
<tr>
<td>Mentor-Protege Program</td>
</tr>
<tr>
<td>Sub-Aides &amp; Special Interest Groups</td>
</tr>
<tr>
<td>Subcontracting Directory</td>
</tr>
</tbody>
</table>

**Subcontracting Criteria:**

- Subcontracting provides additional opportunities to obtain experience as a Federal contractor.
- Other than small businesses are required to submit a subcontracting plan when:
  - The total value of the award is expected to exceed $700,000 (or $1.5 million for construction)
  - Subcontracting opportunities exist
  - Plans must demonstrate “Maximum Practicable Opportunities” for small businesses to participate

For more details visit: https://www.gsa.gov/subcontracting
FedBizOpps Website:

- Lists all open contracting opportunities over $25,000 across multiple Federal agencies.
- Search for opportunities in the RFI, Sources Sought, and RFQ stages.
- Offers the Vendor Collaboration Central Event Listing.
- Publishes events on the Small Business Events for Outreach & Training.

For more details visit: https://www.fbo.gov
Additional Solutions:

- SBA (U.S. Small Business Administration)
- aptac (Association of Procurement Technical Assistance Centers)
- Minority Business Development Agency (U.S. Department of Commerce)
- GSA (Doing Business with GSA)

www.gsa.gov/events
www.gsa.gov/smallbizresources
Still Have Questions?

Go to gsa.gov/osbu, then select “Get to Know Us.”

Choose your location for the OSBU POC.

Contact Our Regional Staff
QUESTIONS?

Insert Presenter Name & Contact Information