

The GSA logo is a dark blue square with the letters "GSA" in white, sans-serif font.The GSA logo is a dark blue square with the letters "GSA" in white, sans-serif font.

DOING BUSINESS WITH GSA

Two horizontal blue lines of varying thickness are positioned to the right of the text "WITH GSA".A solid dark blue horizontal bar is located above the main title.

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

Two horizontal blue lines of varying thickness are positioned below the speaker's name.

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.



GSA OSBU Overview

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

GSA'S Regional Offices



- 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

Accessing Procurement Opportunities

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



Accessing Procurement Opportunities

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

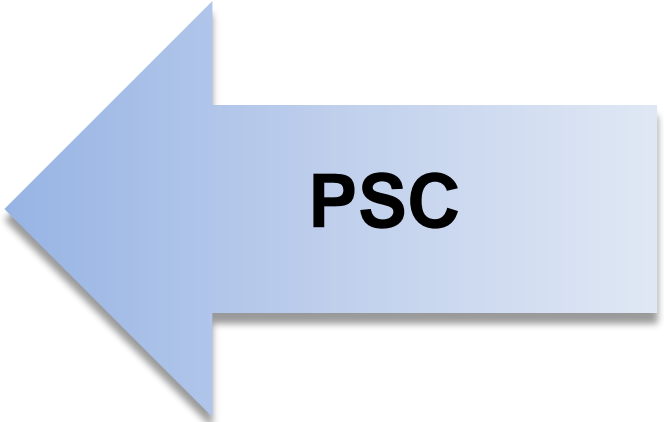


What is needed to use FPDS? Your Product Service Code (PSC)

A large blue arrow pointing to the right, containing the text 'NAICS'.

NAICS

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

- 
- A large blue arrow pointing to the left, containing the text 'PSC'.
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

PSC



FPDS-NG



Federal Procurement Data System - Next Generation

WHERE TO FIND HELP:

- **FPDS-NG Data dictionary:**
From 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:**
From www.fpds.gov, click on *Training*, find the *Report Manual* from Right *Manuals* section.
- **Help Desk:**
 - Phone: 866-606-8220
 - Website: www.fsd.gov



Forecast of Contracting Opportunities

How to Access the Forecast Tool:



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>



Forecast of Contracting Opportunities

Secure | https://hallways.cap.gsa.gov/app/#/x/forecast-of-contracting-opportunities/search=236220

Acquisition Gateway | Tools | Category Management | Hi, Guest | About Us | Help | Sign In

FORECAST OF CONTRACTING OPPORTUNITIES

Hide Disclaimer

236220

- Agency
- Place of Performance
- Acquisition Strategy
- NAICS Code
- Projected Solicitation Quarter
- Contract Type

Results to CSV

Found 411 results of 2044

Welcome to the Forecast of Contracting Opportunities Tool!

Search by NAICS Codes

The goal of this tool is to provide a dashboard of upcoming federal contracting opportunities. All projected procurements are subject to revision and are not a commitment by the Government to purchase the described products and/or services. Questions regarding a projected procurement should be addressed to the point of contact listed in the record. If you have any questions about the tool itself, contact us at forecasthelp@gsa.gov.

Filter Options

Administrative Quarters

Construction of New Administrative Quarters Building at the BLM Rosebud Facility

Listing ID: 7417	Agency: Department of the Interior
Organization: Bureau of Land Management	Award Status: Awarded
Place of Performance: Rosette, UT	Type of Awardee: Total Small Business
Minimum Value: \$544,051.00	Maximum Value: \$544,051.00
Contract Type: Firm Fixed Price	NAICS Code: 236220
Acquisition Strategy: Set-aside - Total Small Business	Estimated Award Date (FY-QTR): 2017-3rd

View Details

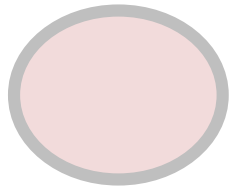
Redevelopment of the Sand Flats Administrative Facility

Download to Excel

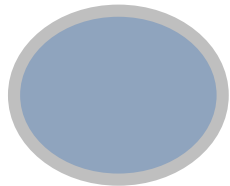


Forecast of Contracting Opportunities

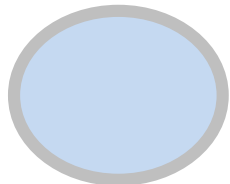
Additional Features Planned:



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

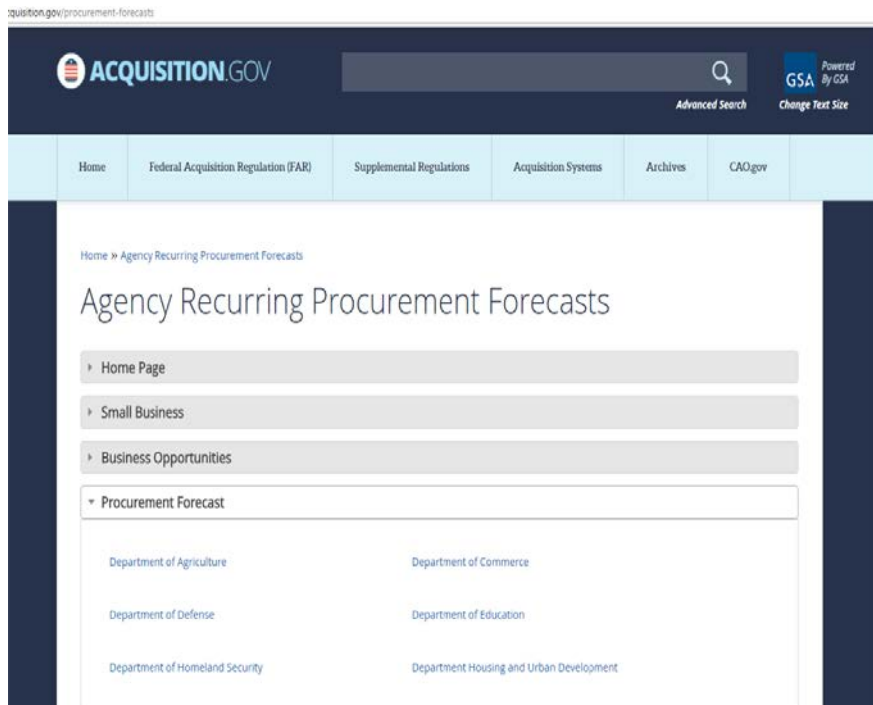
GAO CONSOLIDATION PROJECT

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



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:

Home > Acquisition > Assistance For Small Businesses > Find And Pursue Government Contracts > Seek Opportunities > Subcontracting Directory >

Subcontracting Directory for Small Businesses

Using the Subcontracting Directory

Who the GSA Subcontracting Directory is for: The GSA Subcontracting Directory is published for small business concerns seeking subcontracting opportunities with General Services Administration (GSA) prime contractors. The directory lists large business prime contractors who, by law, are required to establish plans and goals for subcontracting with small business firms.

Who is in the Subcontracting Directory:

Large prime contractors who have received federal contracts:

- for goods & services other than construction, valued at over \$700,000
- for construction valued at over \$1.5 million

Disclaimer: The General Services Administration (GSA) obtains the names and addresses for this listing from the Federal Procurement Data System (FPDS) when a large business receives a Federal contract over \$700,000 (\$1.5 million for construction contracts). Please note that GSA does not have the authority to require a prime contractor to use a particular small business. However, GSA's Small Business Technical Advisors (SBTAs) can provide assistance to small businesses on how to market their products and services to the prime contractors in this directory. To locate an SBTAs [click here](#).

[View All Contractors](#)

Subcontracting Criteria:

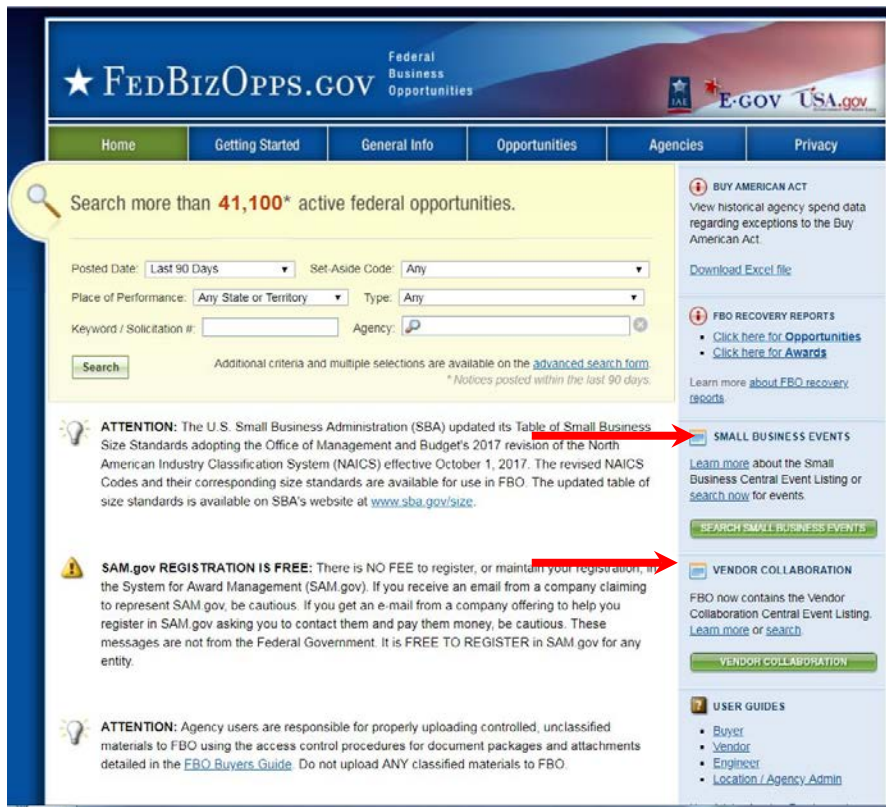
- Subcontracting provides additional opportunities to obtain experience as a Federal contractor.
- Other than small businesses are required to submit a subcontracting plan when:
 - ❖ The total value of the award is expected to exceed \$700,000 (or \$1.5 million for construction)
 - ❖ Subcontracting opportunities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

For more details visit: <https://www.gsa.gov/subcontracting>



FedBizOpps

FedBizOpps Website :



Features :

- 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:



U.S. Small Business Administration



Association of Procurement Technical Assistance Centers



MINORITY BUSINESS DEVELOPMENT AGENCY
U.S. DEPARTMENT OF COMMERCE



DOING BUSINESS
WITH GSA 

www.gsa.gov/events

www.gsa.gov/smallbizresources



Still Have Questions?

Assistance for Small Business

The Office of Small Business Utilization connects small businesses with people and resources to help them grow. We are your advocates and believe in "Small Business First." [Get to know us.](#)

Is GSA Right for You?

Before you begin the journey to become a GSA or federal vendor, make sure it's right for your small business.

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

Choose How to Sell to GSA

Decide what procurement process is best for your company.

Office of Small Business Utilization (OSBU)

Mission: The GSA OSBU has nationwide responsibility for GSA's small business programs, and is the chief advocate for small and disadvantaged businesses. We promote increased access to GSA's nationwide procurement opportunities, and engage in activities that make it possible for the small business community to meet key contracting experts and to receive counseling on the federal procurement process.

GSA's Goal: is to be a model for outstanding customer service in government and to fulfill technology.

Select Regional Small Business Support Contacts

Central Office:
1800 F Street NW
7th Floor, 3rd Wing (7300)
Washington, DC 20405
Click below to filter and search for your local POC, or Submit Questions using our online form (LINK coming soon)

- Regional Small Business Support Contacts

FIND OSBU ON SOCIAL MEDIA

Get up to the minute news on OSBU happenings, training, and business opportunities!

SMALL BUSINESS GWAC CENTER NEWSLETTER

The Small Business GWAC Center's Newsletter, Small Business in Focus, has the latest information about the center and its governmentwide B2B solutions acquisition contracts - 8(a) STACs II, VETS, and Alliant Small Business.

- Section 8(a) Business Development Program
- Woman Owned Small Business (WOSB) Program
- Historically Underutilized Business Zone (HUBZone) Program
- Service-Disabled Veteran-Owned Small Business Program (SDVOSB)
- Subcontracting Assistance Program

We collaborate across the agency and partner with many GSA offices including the following business lines:

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

Choose your location for the OSBU POC.

Contact information for Small Business Support

This group provides access to GSA's nationwide procurement opportunities through outreach, training and counseling. They are advocates for small and disadvantaged businesses, including woman-owned, veteran-owned, service disabled veteran-owned and HUBzone firms.

Filter by State or Region: All Locations

Name	Contact Info	State or Region	Serves
Charity Ash Procurement Analyst 401 W PEACHTREE ST NW ATLANTA, GA 30308-3510	Phone: (404) 215-6856 Cell: (404) 215-6856 Email: charity.ash@gsa.gov	AL, FL, GA, KY, MS, NC, SC, TN	• All Federal
Charles Aycock Procurement Analyst 301 7th Street SW Washington, DC 20024-0001	Phone: (202) 205-0251 Cell: (202) 205-0251 Email: charles.aycock@gsa.gov	DC, MD, VA Washington, DC, Maryland (Montgomery and Prince George's counties), and Virginia (Arlington, Fairfax, Loudoun, and Prince William counties, and the cities of Alexandria and Fairfax).	• All Federal
Shannon Banks Supervisory Small Business Specialist 230 S Dearborn St CHICAGO, IL 60604-2365	Phone: (312) 352-1100 Fax: (312) 886-3827 Cell: (312) 403-4609 Email: shannon.banks@gsa.gov	IL, IN, MI, MN, OH, WI	• All Federal

Contact Our Regional Staff

QUESTIONS ?

Insert Presenter Name & Contact
Information