



Doing Business with GSA



**The Office of Small Business (OSB)
Advocating for our Nation's Small Businesses**

TOPICS

- Agency Overview
- Forecast of Contract Opportunities
- Small Business Resources

ABOUT GSA

The U.S. General Services Administration (GSA) is one of the federal government's largest buyers, contracting for billions of dollars' worth of products and services each year for its U.S. government "customers." These customers include most agencies of the executive, judicial, and legislative branches and federal government and military facilities worldwide.

GSA rents, builds, furnishes, and maintains government offices and buys products ranging from pens to state-of-the-art computers. GSA also contracts for services as varied as trash removal and information technology.

GSA Mission:

To deliver the best customer experience and value in real estate, acquisition, and technology services to the government and the American people



OFFICE OF SMALL BUSINESS (OSB)



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GSA OSDBU Overview

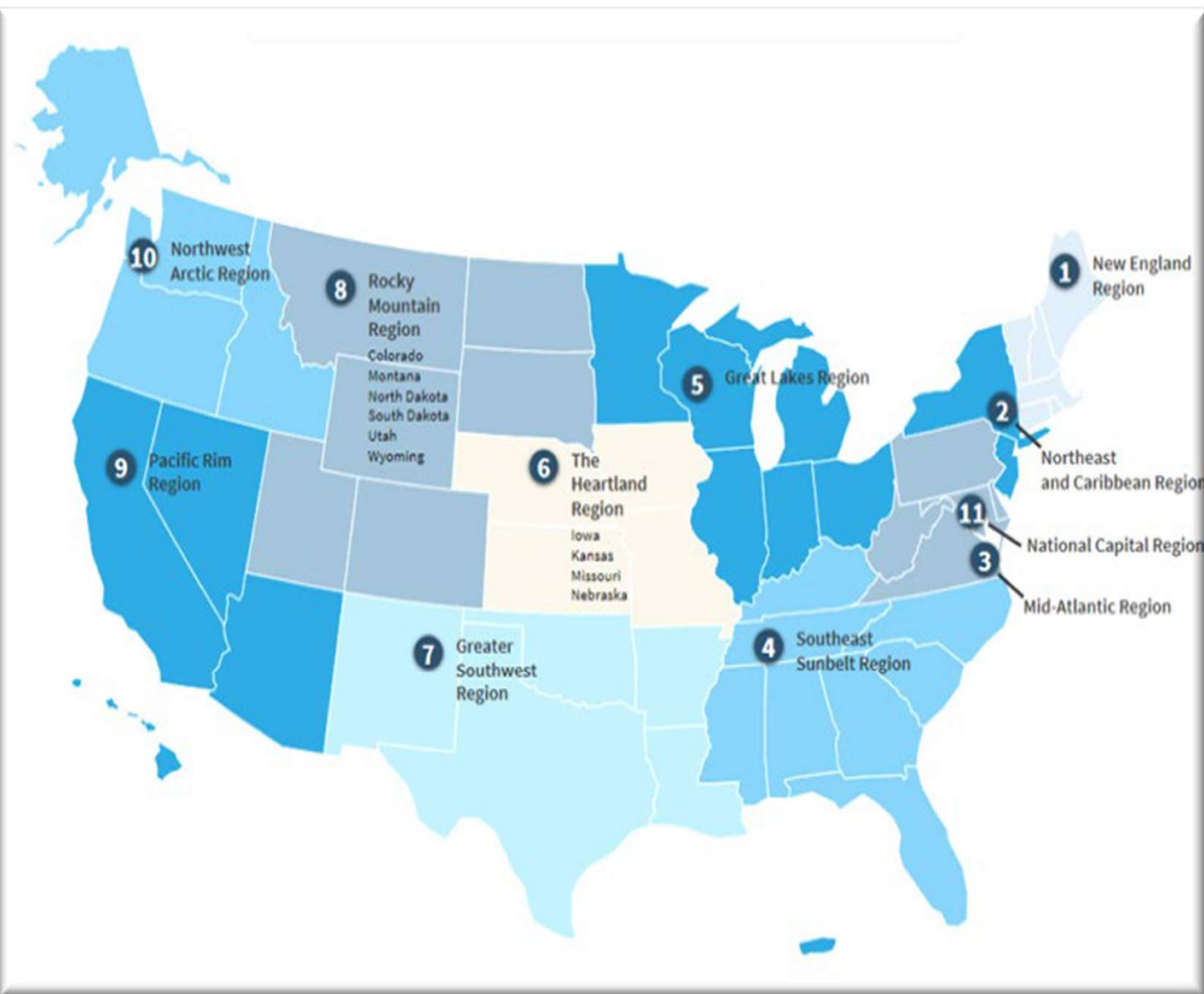
According to the Small Business Act as amended by Public Law 95-507, the Office of Small & Disadvantaged Business (OSDBU) was established to:

- 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



**OFFICE OF
SMALL BUSINESS
ADVOCATES**

[https://www.gsa.gov/
smallbizsupport](https://www.gsa.gov/smallbizsupport)



PUBLIC BUILDINGS SERVICE (PBS)

[PBS Restructuring video](#)

As the landlord for the civilian federal government, PBS acquires space on behalf of the federal government through new construction and leasing, and acts as a caretaker for federal properties across the country.

PBS owns or leases 8,500 assets, maintains an inventory of more than 359 million square feet of workspace, and preserves more than 500 historic properties.

WHAT DOES PBS PROCURE?

Construction, A&E Services,
Janitorial,
Landscape, Interior Design, Painting,
HVAC, Lighting, Security, Electrical,
Window Washing, Lease, Demolition,
Construction Management, Environmental,
Elevator Repair...and much more

WHERE ARE THE PBS OPPORTUNITIES?

GSA Forecast
GSA Subcontracting
Sam.gov
GSA Multiple Award Schedules (MAS)
Indefinite Delivery Indefinite Quantities (IDIQ)



GSA FORECAST OF CONTRACTING OPPORTUNITIES TOOL

<https://www.acquisitiongateway.gov/forecast>

An official website of the United States government [Here's how you know](#)

Procurement Consolidation EO Initiatives [Learn More](#)

Acquisition Gateway

Keyword(s)

Government-wide Initiatives Tools & Resources Training External Resources

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Estimated Award FY-QTR

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W-65 Self-Rescuers

MSHA Enforcement has a need to procure eighteen (18) devices. Twelve W65's will be procured for the Warrendale District and 6 shall be procured for Norton.

Agency Department of Labor	Estimated Contract Value Below \$150K
Organization/Contracting Office MSHA-Mine Safety and Health Administration	NAICS Code 334513 Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables
Place of Performance AL United States	Acquisition Strategy/Type of Set-Aside Small Business Set Aside - Total
Estimated Award FY 2026	Period of Performance 03/16/2026

Changed Date
01/22/2026

Lakeview Field Office Fremont Juniper Treatment

Juniper Treatment Contract-Fuel break treatment project to reduce heavy fuel loading along roadsides to protect Wildland Urban Interface.

Agency Department of the Interior	Estimated Contract Value \$500K - \$999K
Organization/Contracting Office Bureau of Land Management	NAICS Code 115112 Soil Preparation, Planting, and Cultivating
Place of Performance OR United States	Acquisition Strategy/Type of Set-Aside To Be Determined
Estimated Award FY	Period of Performance 10/31/2026

Changed Date
01/22/2026

Lakeview District Office Ground Based herbicide application

Removing invasive weeds to reduce wildfire risk

Agency Department of the Interior	Estimated Contract Value \$250K - \$499K
Organization/Contracting Office Bureau of Land Management	NAICS Code 115112 Soil Preparation, Planting, and Cultivating

OTHER FEDERAL AGENCY CONTRACT FORECASTING TOOLS

[Agency Procurement Forecasts](#)

An official website of the United States Government

ACQUISITION.GOV FAR Overhaul Regulations Tools Policy Network

Agency Recurring Procurement Forecasts

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GOVERNMENT CONTRACTING FACTSHEETS

www.gsa.gov/osdbufactsheets

Government Contracting Factsheets

These factsheets provide guidance, information, and resources to help you find opportunities and navigate the federal marketplace.



[PDF - 346 KB]

[Small Business Resources \[PDF - 346 KB\]](#)

Provides essential web-based resources and tools for doing business with the federal government, understanding how to access funding and small business loans, along with helping small businesses find future contracting opportunities.



[PDF - 821 KB]

[Succeed with the System for Award Management \(SAM.gov\) Data Bank \[PDF - 821 KB\]](#)

Supports small businesses using the data bank on SAM.gov to conduct market research, generate reports, understand purchasing trends in the federal marketplace, and develop a data-driven marketing plan.



[PDF - 906 KB]

[How to Respond to Pre-Award Notices \[PDF - 906 KB\]](#)

Guides small businesses with understanding the importance of responding to Requests for Information (RFIs), Requests for Proposals (RFPs), and Sources Sought Notices and provides tips and best practices for preparing responses that meet government requirements.



[Marketing to Federal Customers: What Every Small Business Should Know \[PDF - 688 KB\]](#)

Outlines effective tips and strategies to capture federal opportunities and develop a solid federal marketing plan, which is a key element to success in federal contracting.

SMALL BUSINESS RESOURCES



U.S. Small Business
Administration

www.sba.gov



<https://www.apexaccelerators.us/#/>



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www.gsa.gov/events

<https://www.gsa.gov/small-business/small-business-resources>



www.mbda.gov



<https://www.napex.us/>



**THANK
YOU!**



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GSA Office of Small and Disadvantaged Business Utilization