



U.S. General Services Administration

REGIONAL OFFICE OF SMALL BUSINESS UTILIZATION

GSA Multiple Award Schedule Program

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Agenda

- Introduction
- GSA Service Organizations
- Procurement Opportunities
- Online Registrations
- Marketing Your Business
- Helpful Web Addresses
- Q&A

Small Business Utilization (SBU)

- Small Business Community Support
- Contracting Opportunities
- Outreach Activities



GSA ROSBU

- GSA Regional Office of Small Business Utilization (ROSBU) assists small businesses in delivering Excellence in the Business of Government – with our expertise, insight, and passion for helping GSA and small business succeed..
- The ROSBU advocate for small, disadvantaged, women-owned, HUBZone, veteran, and service-disabled veteran-owned small business. Promote increased access to GSA's nationwide procurement opportunities.

GSA SERVICE ORGANIZATIONS

- Federal Acquisition Service (FAS)
- Public Building Services (PBS)

Multiple Award Schedules (MAS)

- A MAS Schedule (also known as a Federal Supply Schedule or a GSA Schedule) is a listing of businesses with contracts to provide **services** and/or **products** within a general service or product description.
- GSA Schedules feature contracts with multiple Schedule contractors for identical, similar, or vastly different solutions that meet a particular special item number (SIN) description. With multiple solutions available, the Schedule user can choose the one that best meets the ordering activity's particular needs.

Multiple Award Schedules (MAS)

- The objective of the GSA Schedules Program is to provide Federal agencies and other customers with a simplified process for obtaining commonly used commercial services and products at prices associated with volume buying.
- Offers millions of products & services

GSA Benefits of Using Schedules

- Volume pricing and the ability to seek one-time spot price reductions
- Savings related to acquisition streamlining and reduced lead time
- Flexibility to select best value solutions
- Availability of millions of services and products from thousands of well-qualified Schedule contractors
- Credit card acceptance, including the Government-wide commercial purchase card
- No predetermined order limitations
- Schedule orders are competitive

Your Benefits from being on schedule

- **Simplified access** to thousands of ordering activities, including State and local ordering activities
- **Contract stability** (e.g., five-year contract period and three 5-year Government options to extend the contract)
- **Savings** related to acquisition streamlining and reduced lead time
- **Online ordering** through ***GSA Advantage!***
- **Credit card** ordering and payment
- **Flexibility** to accept or reject orders less than the minimum order threshold or exceeding the maximum order threshold
- **Schedules e-Library** online identification as a Schedule contractor for specific Schedule SINs
- Access to **MarkeTips** for advertising to ordering activities
- **Single contract** to administer for requirements such as subcontracting plan reporting.

Basic Steps To GSA Contracting

YOU: Complete Online Registrations and Start Past Performance Review

- Open Ratings www.openratings.com
- Small Business Certifications www.sba.gov
- Central Contract Registration (CCR)
www.ccr.gov
- North American Industrial Classification Code (NAICS) www.census.gov
- Dun and Bradstreet (D & B) www.dnb.com
- Online Representations and Certifications
www.bpn.gov/orca

Basic Steps To GSA Contracting cont.

- **YOU:** Obtain and Complete a GSA Schedules Solicitation
- **YOU:** Submit the completed document as your offer to GSA
- **GSA:** Evaluates/Reviews
- **GSA/YOU:** Negotiate the offer for the best value (discounts, terms and conditions) for the government.

Basic Steps To GSA Contracting cont.

GSA: Rejects or Accepts the Offer

YOU: Load information to GSA Advantage

YOU: Market your New GSA Contract Number

NOTE: If you are rejected, you may request a debriefing within 3 days of your rejection notice.



The banner features the GSA logo in a dark blue square on the left, followed by the word "Advantage!" in a red, italicized serif font. The background of the banner is a stylized American flag with blue, white, and red stripes and stars.

GSA *Advantage!*

- The Federal Government's largest online marketplace.
- Grants thousands of federal buyers access to more than 8 million products and services
- 24/7 access
- Allows vendors to post product information and photos making purchasing easier

New search: in [Find it!](#) [Advanced](#)















[Home](#) > [Furniture & Furnishings](#) > [Lamps & lightbulbs & lamp components](#) > [Lamps](#) > [Fluorescent lamps](#)

[Search Results](#) Sort by: [Sort it!](#)

and 7082 products

Search within results (all words) [Find it!](#) [More refine options](#)

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QTY/Mfr. Part No/Product	Price / Delivery	Quantity	
<p>54444SOE FLUORESCENT LAMP, TWIN TUBE, GOOSENECK, </p> <p>Gooseneck Brass Twin Tube Fluorescent Lamp puts light where it's needed. Lamp features automatic starter switch, heavy-gauge steel, zinc construction and protective rubber bumpers. U.L. listed. Uses two fluorescent tubes, not included. . . .</p> <p>Manufacturer: ART SPECIALTY CO. INC. Contractor: Future Solutions, Inc. [GS-14F-0013M] (s d w 8a)</p>	<p>\$109.29 EA 2 days Additional Sources</p>	<input type="text"/> 	
<p>T87FF4Z FLUORESCENT LAMP RECYCLING DRUM 4' LAMPS </p> <p>Particleboard lamp storage drum for used fluorescent lamps/bulbs 4' and under. The drum is reuseable and will hold up to 400 whole 4' lamps. Labeled in accordance with the Universal Waste Rule.</p> <p>Manufacturer: GREIF BROS. CORPORATION Contractor: MERCURY TECHNOLOGIES OF MN, INC. [GS-07F-0210M] (s w)</p>	<p>\$40.00 EA 7 days</p>	<input type="text"/> 	
<p>54444BK FLUORESCENT LAMP, FLEXARM, 8"-15" HIGH, </p> <p>Light where it's needed with this dependable fluorescent lamp. Features automatic starter switch, heavy-gauge steel, zinc construction and protective rubber bumpers. U.L. listed. Uses two fluorescent tubes, not included. . Put it...</p> <p>Manufacturer: ART SPECIALTY CO. INC. Contractor: Future Solutions, Inc. [GS-14F-0013M] (s d w 8a)</p>	<p>\$77.70 EA 2 days Additional Sources</p>	<input type="text"/> 	
<p>312471 F32T8/TL841/ALTO FLUORESCENT LAMPS </p> <p>Fluorescent Lamps - Lamps/Light Bulbs Type: T8 Universal Start Fluorescent Lamp Wattage: 32 Length: 48 Shape: T8 G.E. Part Number: F32T8/SPX41/ECO Philips Part Number: F32T8/TL841/Alto Sylvania Part Number: F32T8/TL841/ECO</p> <p>Manufacturer: PHILIPS Contractor: MSC INDUSTRIAL SUPPLY CO, INC [GS-06F-0010N] (o)</p>	<p>\$3.78 EA 2 days</p>	<input type="text"/> 	 Image Not Available
<p>061666 F32T8/TL730/PLUS/ALTO FLUORESCENT LAMPS </p> <p>Fluorescent Lamps - Lamps/Light Bulbs Type: T8 Long Life Universal Start Fluorescent Lamp Wattage: 32 Length: 48 Shape: T8 G.E. Part Number: F32T8/XL/SP30/ECO Philips Part Number: F32T8/TL730PLUS/Alto</p> <p>Manufacturer: PHILIPS Contractor: MSC INDUSTRIAL SUPPLY CO, INC [GS-06F-0010N] (o)</p>	<p>\$2.70 EA 2 days</p>	<input type="text"/> 	 Image Not Available

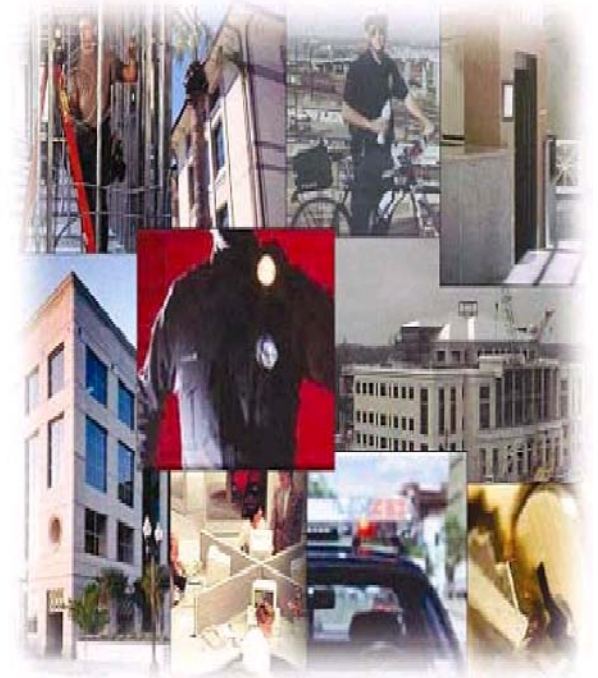
Public Building Services (PBS)

- **Building Service**

- Facility Maintenance
- Elevator Repair & Maintenance
- Janitorial Services

- **Construction**

- Architecture & Engineering (A&E)
- General Contracting/New Construction
- Concrete, Electrical, Masonry work



Procurement Opportunities

Getting Started

Federal Supply Schedule

(MAS)

- Identify the Federal Supply Schedule program that covers your product or service
- Obtain a copy of the Federal Supply Schedule solicitation for your product or service:
<http://www.fedbizopps.gov>
- Complete all information in the solicitation

Registering to Receive Notification of Future Procurements

Federal Business Opportunities

<http://www.fedbizopps.gov>

F e d B i z O p p s

Federal Business Opportunities



Online Registrations

Central Contractor Registration

<http://www.ccr.gov>

- The CCR website provides a single location for sellers to provide critical contracting and financial information to Government contracting and payment activities.
- Vendors must update or renew the registration annually to maintain its active registration status.
- It is federally mandated that anyone who wishes to do business with the federal government under a FAR-based contract must be registered in CCR before being awarded the contract

ORCA

Online Representations and Certifications Application

<http://orca.bpn.gov>



Registrations for Woman Owned Business

- National Association of Women Business Owners (NAWBO)
www.nawbo.org
- Women Business Enterprise National Council (WBENC)
www.wbenc.org
- Center for Women Business Research
www.nfwbo.org

Next Step

Marketing Your Business

Marketing Your Business

- Distribute Your Price List
- Maximize Your Web Presence
- Business Cards and Brochures
- GSA Advantage! and e-Buy
- MarkeTips
- Network, Network, Network!!!

Identifying Customers by Name

- Procurement Contracting Officers (PCOs) – key part of process ensuring proper implementation and formulation of task order
- End Users – actual recipient of product or services
- Program Managers – typically the visionary
- The Program office that has budget authority

How to Find These Customers

- Primary Tool – Market Research
 - Federal Procurement Data systems (FPDS)
 - FedBizOpps (FBO)
 - DoD Business Opportunities (DoDBusOpps)
 - Federal Yellow Book Mailing List

HELPFUL WEB ADDRESSES

- ***GSA e-Library***
www.gsaelibrary.gsa.gov
- ***Small Business Administration***
www.sba.gov
- ***Army Procurement Websites***
<http://w3.arl.army.mil/contracts>
- ***Dun & Bradstreet***
<http://www.dnb.com>

HELPFUL WEB ADDRESSES cont.

- *WomenBiz.gov*
www.womenbiz.gov
- *Center for Veterans Enterprise*
www.vetbiz.gov/default2.htm
- *Department of Labor Employment Laws*
www.dol.gov/elaws
- *The Veterans Corporation*
www.veteranscorp.org

Thank You

GSA . . .
your PARTNER in business!



THANKS!

Any Questions?



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GSA's Advocate for Small Business

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