



U.S. General Services Administration

Great Lakes Region Industry Networking Expo

presented by: GSA Region 5 Public Buildings Service



UNITED STATES COURTHOUSE

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How to do Business with GSA

Welcome

- Who is GSA - PBS?
 - The landlord for the civilian federal government, Public Buildings Service (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 8,700 assets, maintains an inventory of more than 370 million square feet of workspace for 1.1 million federal employees, and preserves more than 481 historic properties

- GSA's Mission
 - To provide effective, mobile, sustainable workplace solutions for federal agencies at the best value for the American Taxpayer.
- GSA's Vision
 - Effective and efficient Government for the American people
- GSA's Values
 - Service, Accountability, Innovation



How to do Business with GSA

Doing Business with GSA – Introduction to GSA

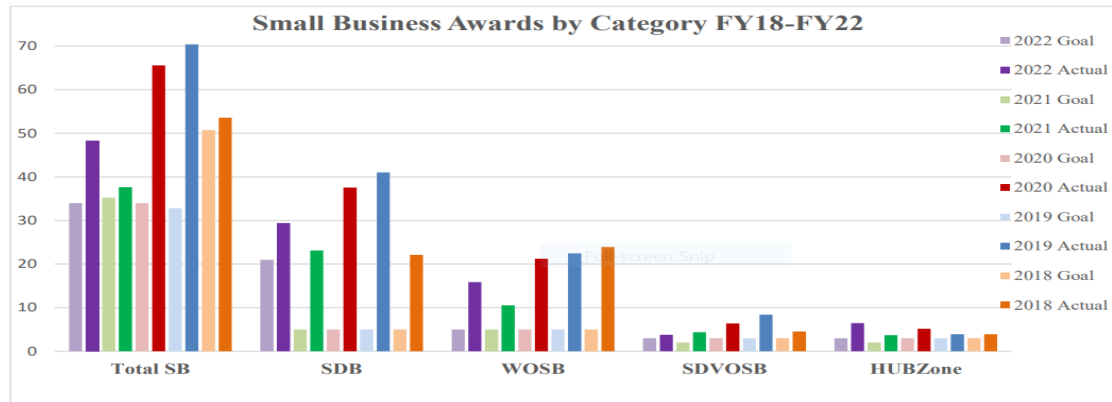
- How can I get involved? First Steps:
 - To qualify and compete for federal opportunities there are some first steps your company can take to become eligible to contract with the government:
 - Determine the North American Industrial Classification System code (NAICS) that pertain to your business.
 - Determining appropriate Small Business Socio-Economic Program
 - Register in SAM.gov = System for Award Management
 - Register for project notifications in SAM
 - Meet with Procurement Technical Assistance Centers (PTACS – <http://www.aptac-us.org>) and/or GSA Small Business Specialists in the Office of Small and Disadvantaged Business Utilization (OSDBU) to answer any additional

- Determine the North American Industrial Classification System code (NAICS) that pertain to your business:
 - NAICS is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.
 - NAICS codes are used to communicate your industry and find opportunities through various resources. You can register for more than one NAICS code. Be sure to keep a record your registered code(s).

- Determining appropriate Small Business Socio-Economic Program:
 - On the SBA website you can verify that the size of your business qualifies your company as a small business. While there, consider beginning the certification process so that you can be eligible for opportunities in one or more of the following socioeconomic groups:
 - Socially and economically disadvantaged businesses 8(a) - 5% federal government's award goal
 - Historically Underutilized Business Zones (HUBZone) - 3% goal
 - Service-Disabled Veteran-Owned - 3% goal
 - Women-Owned - 5% goal

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Our 5-year Small Business Track Record:



Total SB: Total Small Business

SDB: Small Disadvantaged Business

WOSB: Woman-Owned Small Business

SDVOSB: Service Disabled Veteran-Owned Small Business

HUBZone: Historically Underutilized Business Zone

- **How to find System for Award Management (SAM) Opportunities**
 - SAM is the best resource for identifying project prime and subcontract opportunities. Consider creating multiple search agents for opportunity notices.
 - Your business must register in SAM before you can be awarded a contract, basic ordering agreement, or blanket purchase agreement.
 - This system is used government-wide to post opportunities valued over \$25,000.
 - Design Projects
 - Construction
 - Services
 - All - for Prime contractors for possible subcontract opportunities
 - Federal Budget Documents
 - GSA Forecast of Contracting Opportunities Tool - early stages

- What is OSDBU?
 - If you're a small businesses in Illinois, Indiana, Michigan, Minnesota, Ohio, or Wisconsin, our Great Lakes Office of Small and Disadvantaged Business Utilization is your regional advocate.
 - OSDBU can counsel you on:
 - Deciphering federal procurement regulations and practices.
 - Finding appropriate buying offices for your products.
 - Learning about present and future federal procurements.



How to do Business with GSA

- What is OSDBU continued
 - Meet with Procurement Technical Assistance Centers (PTACS – <http://www.aptac-us.org>) and/or GSA Small Business Specialists in the Office of Small and Disadvantaged Business Utilization (OSDBU) to answer any additional
 - Visit the OSDBU table today, here at this event!

- GSA Schedules or Multiple Award Schedule (MAS) or Federal Supply Schedule (FSS)
 - Under the GSA Schedules program, GSA establishes long-term government-wide contracts that allow customer agencies to acquire a vast array of supplies (products) and services directly from commercial suppliers at pre-negotiated rates
 - To become a GSA Schedule contractor, a vendor must first submit an offer in response to the applicable GSA Schedule solicitation.
 - Vendors are also encouraged to consider teaming and subcontract opportunities with existing GSA Schedule contractors.
 - For more information on the Schedules program, please visit: [GSA Multiple Award Schedules](#).

- **Next Steps**
 - Attend today's presentation and visit the table
 - Read handouts and visit the website listed
 - Ask questions and get contact information

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