



GSA Federal Supply Service



Doing Business with GSA

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The GSA Organization



- **Headquartered in Washington, D.C.**
- **11 regional offices in major U.S. cities**
- **Field offices in many locations around the country**
- **Consists of the Federal Acquisition Service (FAS), Public Buildings Services (PBS), the office of Governmentwide Policy (OGP), and various staff offices**
- **Region 9 consists of Hawaii, California, Arizona, Far East, Pacific islands, and Nevada**

What Does GSA Purchase?



- **One of federal government's largest buyers**
- **General Purpose Supplies & Equipment**
- **Services as varied as trash removal, language services, professional engineering and environmental consulting**
- **Information Technology Solutions and Network Services**
- **Building Construction, Repair and Maintenance**

How Does GSA Buy?



- **Through contracts issued by GSA offices**
 - **Advertised, awarded, managed through regional contracting offices**
 - **Most contracts awarded for local delivery**
 - **Nationwide contracts deliver anywhere in the U.S. or overseas and provide the government with products and services through a variety of procurement programs in accordance with the Federal Acquisition Regulations and the GSA Acquisition Manual**

Where to Look for Opportunities



- FedBizOpps – single source for all federal government procurement opportunities that exceed \$25K
- GSA Forecast of Contracting Opportunities for current or upcoming FY – annual online document at http://w3.gsa.gov/web/i/ion/con_opp.nsf
- GSA Sub-Contracting Directory – listing of large companies who have contracts with GSA for goods or services worth more than \$500K (more than \$1M for construction): http://w3.gsa.gov/web/i/subs_dir.nsf

Resources for Small Businesses



- GSA Home Page – www.gsa.gov
- GSA Schedules Training for Small Businesses
 - Part 1: The Process
 - Part 2: The Solicitation
 - www.gsa.gov/r9 - click “Training” for workshop registration
- GSA Advantage – www.gsa.gov/advantage
- GSA E-Library – www.gsa.gov/elibrary
- GSA Office of Small Business Utilization – www.gsa.gov/smallbusiness



Questions?

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