



U.S. General Services Administration



Office of Small Business Utilization

"Building Small Business Capacity
for the 21st Century"

OVERVIEW

- ◆ WHO WE ARE
- ◆ WHAT WE BUY
- ◆ HOW TO PURSUE A GSA FEDERAL SUPPLY SCHEDULES CONTRACT



OSBU Mission

As GSA 's small business advocate, OSBU will engage in strategies that provide opportunities for small (including small business located in HUBZones, minorities, veteran, and women-owned) businesses in government procurement.



GSA's Small Business Centers

OSBU's Regional Partners

www.gsa.gov/smallbusiness.gov



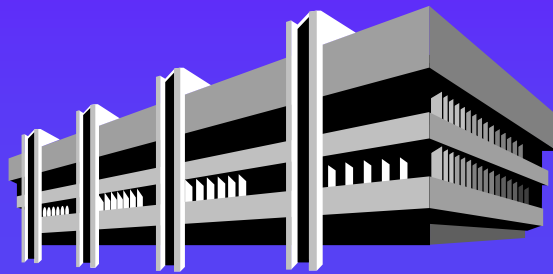
Boston, MA	Ft. Worth, TX
New York, NY	Denver, CO
Philadelphia, PA	Los Angeles, CA
Atlanta, GA	Auburn, WA
Chicago, IL	Washington, DC
Kansas City, MO	

Small Business Centers are located in these 11 major metropolitan cities, including a satellite center in San Francisco, CA.



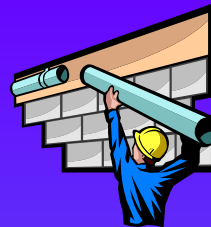
GSA's Three Business Lines

- Federal Supply Service
- Public Buildings Service
- Federal Technology Service



Public Buildings Service

- ◆ Lease
- ◆ Construction
- ◆ Building Services
- ◆ Security Services





Federal Technology Service



Telecommunications Services and Equipment
Network Services
Information Technology Solutions



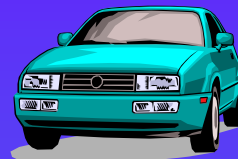
FEDERAL SUPPLY SERVICE

- ◆ Office Supplies and Equipment
- ◆ Paper Products
- ◆ Scientific Equipment
- ◆ Paints and Chemicals
- ◆ Automated Data Processing Equipment and Services (Software, Training and Integration)



FEDERAL SUPPLY SERVICE

- ◆ Motor Vehicles (cars, trucks, buses, ambulances, etc.)
- ◆ Furniture (office and household)
- ◆ Hand Tools and Appliances
- ◆ Office Furnishings



FEDERAL SUPPLY SERVICE

- ◆ Services (EEO, Travel and Transportation, Organizational Management, Financial Management, Temporary Clerical Support, Conference Planning, Temporary Professional Support, Health Care Cost Recovery, Asset Management)





Federal Supply Schedule Contracts

Schedules contracts are:

- Five year contracts, with three five-year options for approved vendors to provide products/services to any Federal agency
- Chosen as the “preferred source of supply” by DOD and most civilian agencies



Federal Supply Schedules Contracts Are.....

- “License to hunt” for opportunities in the federal government
- Synonymous with a “GSA number” or “getting on GSA list”
- Over 70% of Schedule contract holders are small business owners



FSS Acquisition Centers

- Office and Scientific Equipment Center
- Information Technology Acquisition Center
- Services Acquisition Center
- The Hardware SuperStore
- General Products Center
- Management Services Center
- National Furniture Center
- Office Supplies and Paper Products
- Office of Vehicle Acquisition and Leasing Services



WHAT'S THE FIRST STEP?

- Identify the Federal Supply Schedules – www.gsa.gov/elibrary
- Click on Visit This Website Now
- Download the appropriate Federal Supply Schedules Solicitation

**GSA's Office of Small Business
Utilization**

www.gsa.gov/r9

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