



U.S. General Services Administration

# GSA Business Opportunities

Office of Small & Disadvantaged Business Utilization







**Exodie C. Roe III**

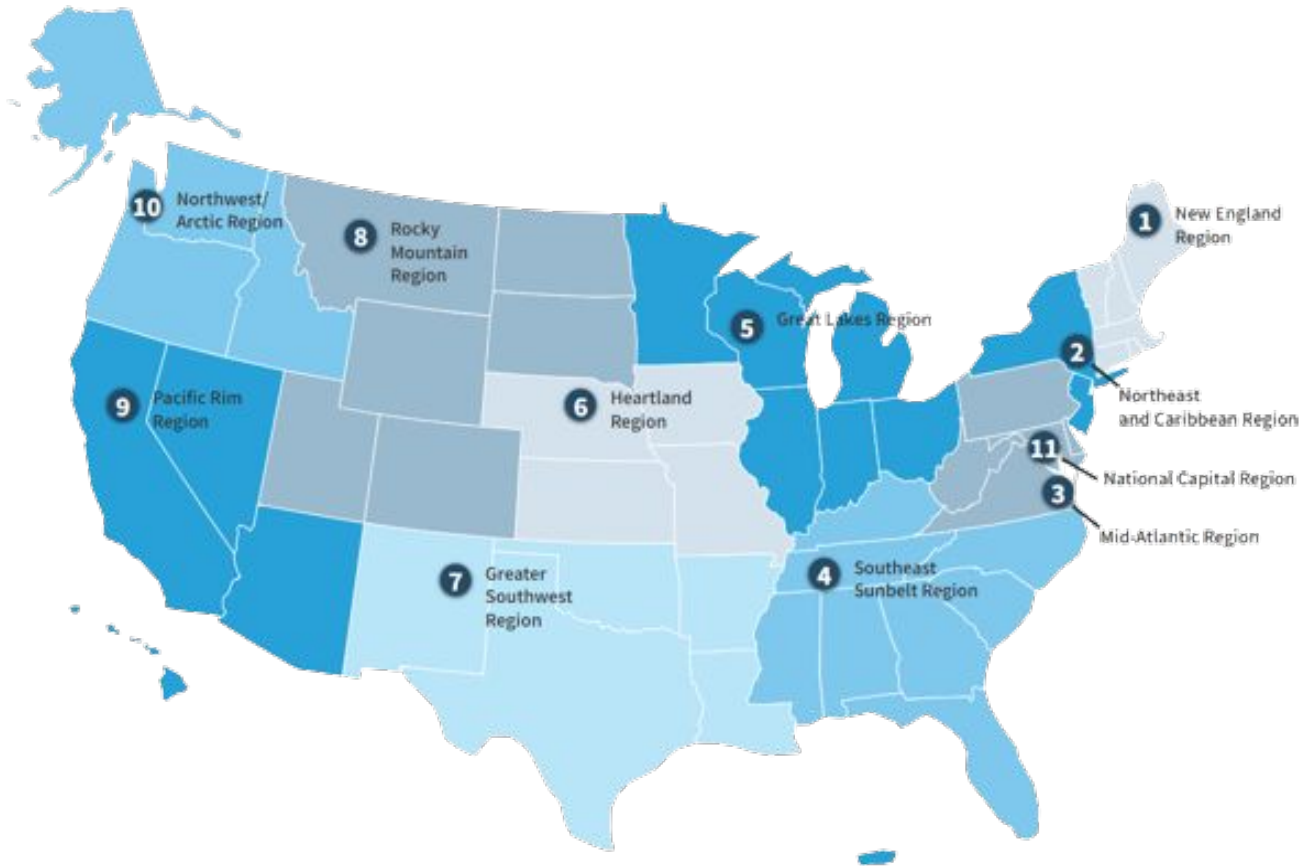
Associate Administrator

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**Office of Small & Disadvantaged Business Utilization (OSDBU)**

**U.S. General Services Administration (GSA)**

# OSDBU Overview



- ▶ GSA's Office of Small and Disadvantaged Business Utilization connects small businesses with people and resources to help them grow.
- ▶ GSA OSDBU has offices in **11 regions across the country.**
- ▶ **We are your advocates** and believe in “*Small Business First.*”

# OSDBU Initiatives



- Increasing sales for small businesses on GSA Schedule
- Increasing new entrants to federal marketplace
- Meeting increased small business goals agencywide

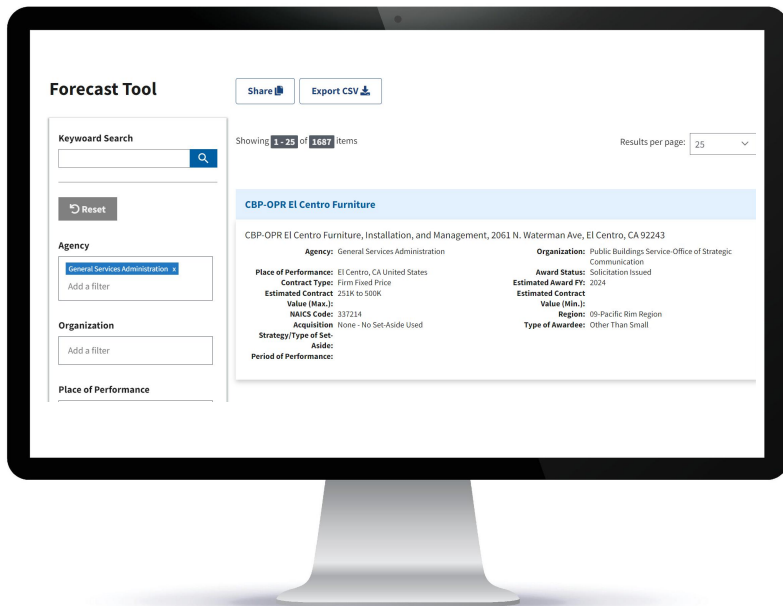
# Connecting With Industry Virtually



- **GSA OSDBU Webinar Courses Include:**
  - GSA e-Tools
  - Understanding SAM.Gov
  - Marketing Your GSA Contract

**Visit [gsa.gov/small-business](https://gsa.gov/small-business)  
(Training Resources)**

# Looking Toward the Future: GSA's Forecast of Contracting Opportunities Tool



## What is the Forecast Tool?

- Provides data about future requirements
- Helps you learn about potential prime contracting opportunities for GSA and several other recently onboarded agencies.

Access the Forecast at:

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

# PBS Contract Opportunities

Title	Description	Estimated Contract Value Max	Funding Source	Estimated Award FY
Smart Buildings - Unified User Interface_UUI	IT development of a Fac Mgmt apps interface system	over \$10M to \$20M	GSA Funded	FY24
NCR Smart Buildings IDIQ	IDIQ for NCR Ongoing Commissioning & Smart Buildings Technology	over \$20M to \$50M	GSA Funded-PBS	FY25
National Elevator Construction & Modernization IDIQ	IDIQ for Elevator Construction and Modernization to be used across GSA regions	over \$100M	Mixture - GSA & Non GSA funds	FY24
Kennedy Building Door Repairs	DB Historic Aluminum Door Repairs at DOJ	over \$500K to \$1M	GSA Funded	FY24

# PBS Contract Opportunities (Cont.)

Title	Description	Estimated Contract Value Max	Funding Source	Estimated Award FY
Switzer Building Renovations	HHS 6th Floor Renovations at Switzer Building	↓ \$150K	GSA Funded	FY24
CM Services	CM Services for 800E Suite Renovations at FAA	↓ \$150K	GSA Funded	FY24
USTC BSD Pilot	Tax Court Construction Project	↑ \$250 to \$500K	GSA Funded	
Renovations at Switzer Building	Lower Level Room 38	↓ \$150K	GSA Funded	FY24
Renovations at Orville Wright	Suite 531 - 536 Renovation	↑ \$500K to \$1M	GSA Funded - FAS	FY24
A/E services for Pedestrian Overpass Repairs	Tax Court Pedestrian Overpass Repairs	↑ \$150K to \$250K	GSA Funded	FY24
HST Perimeter Security	DOS Streetscape Project	↑ \$20M to \$50M	Other Agency Funded	FY25
Bowie Computer Center	CFM Services Bowie Computer Center	↑ \$5M to \$10M	GSA Funded	FY25
Fire Alarm Services	Ronald Reagan Building	↑ \$500K to \$1M	GSA Funded	FY24
O&M Services	Ronald Reagan Building	↑ \$1M to \$2M	GSA Funded-PBS	FY24



# FAS Contract Opportunities

Forecast Url	Visibility	Title	Acquisition Strategy	Place of Performance State	Procurement Method	Estimated Quarter of Award Date FY24	Estimated Contract Value Min
<a href="https://acquisitiongateway.gov/forecast/resources/12030">https://acquisitiongateway.gov/forecast/resources/12030</a>	Public	Personnel & Readiness Infrastructure Support Management (PRISM)	Set-Aside Small Business - Partial	Nationwide US	Open Market - New Contract	4th	Over 100M
<a href="https://acquisitiongateway.gov/forecast/resources/12055">https://acquisitiongateway.gov/forecast/resources/12055</a>	Public	Marine Aircraft	8(a) Competed	Nationwide US	Open Market - New Contract	4th	50.1M to 100M
<a href="https://acquisitiongateway.gov/forecast/resources/12057">https://acquisitiongateway.gov/forecast/resources/12057</a>	Public	Uniformed Services University (USU) - IMIT	Mandatory Source	DC	To Be Determined	4th	50.1M to 100M
<a href="https://acquisitiongateway.gov/forecast/resources/12006">https://acquisitiongateway.gov/forecast/resources/12006</a>	Public	TRMC TEWA Program Support	8(a) Competed	VA	Pre-existing Contract Vehicle - Order - Government-wide Agency Contract (GWAC)	3rd	10.1M to 20M

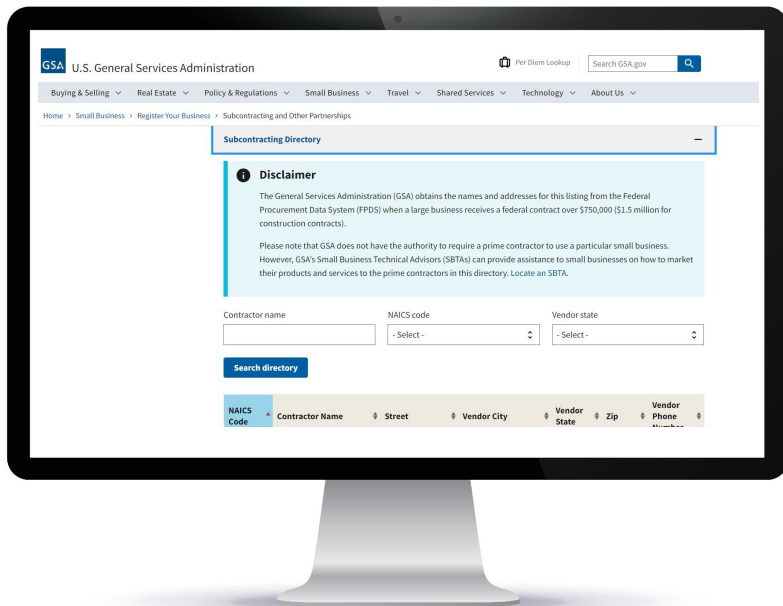
# FAS Contract Opportunities (Cont.)

Forecast Url	Visibility	Title	Acquisition Strategy	Place of Performance State	Procurement Method	Estimated Quarter of Award Date FY24	Estimated Contract Value Min
<a href="https://acquisitiongateway.gov/forecast/resources/12065">https://acquisitiongateway.gov/forecast/resources/12065</a>	Public	One Acquisition Solution for Integrated Services (OASIS+) Multi-Agency Contract (MAC) Indefinite-Delivery Indefinite-Quantity (IDIQ) 8(a)	8(a) Competed	Nationwide US	Open Market - New Contract	4th	Below 150K
<a href="https://acquisitiongateway.gov/forecast/resources/12439">https://acquisitiongateway.gov/forecast/resources/12439</a>	Public	One Acquisition Solution for Integrated Services (OASIS+) Multi-Agency Contract (MAC) Indefinite-Delivery Indefinite-Quantity (IDIQ) HubZone	Set-Aside - HUBZone	Nationwide US	Open Market - New Contract	4th	Below 150K
<a href="https://acquisitiongateway.gov/forecast/resources/12061">https://acquisitiongateway.gov/forecast/resources/12061</a>	Public	One Acquisition Solution for Integrated Services (OASIS+) Multi-Agency Contract (MAC) Indefinite-Delivery Indefinite-Quantity (IDIQ) Total Small Business	Set-Aside Small Business - Total	Nationwide US	Open Market - New Contract	4th	Below 150K

# FAS Contract Opportunities (Cont.)

Forecast Url	Visibility	Title	Acquisition Strategy	Place of Performance State	Procurement Method	Estimated Quarter of Award Date FY24	Estimated Contract Value Min
<a href="https://acquisitiongateway.gov/forecast/resources/12062">https://acquisitiongateway.gov/forecast/resources/12062</a>	Public	One Acquisition Solution for Integrated Services (OASIS+) Multi-Agency Contract (MAC) Indefinite-Delivery Indefinite-Quantity (IDIQ) Service Disabled-Veteran Owned Small Business	Set-Aside- Service Disabled Veteran Owned Small Business	Nationwide US	Open Market - New Contract	4th	Below 150K
<a href="https://acquisitiongateway.gov/forecast/resources/12063">https://acquisitiongateway.gov/forecast/resources/12063</a>	Public	One Acquisition Solution for Integrated Services (OASIS+) Multi-Agency Contract (MAC) Indefinite-Delivery Indefinite-Quantity (IDIQ) Woman Owned Small Business	Women-owned Small Business (WOSB)	Nationwide US	Open Market - New Contract	4th	Below 150K
<a href="https://acquisitiongateway.gov/forecast/resources/12434">https://acquisitiongateway.gov/forecast/resources/12434</a>	Public	ITVMO Analysis Sys	Small Business	DC	Pre-existing Contract Vehicle - Order - MAS (Schedule)	3rd	251K to 500K
	Waiting to publish	National Virtual Translation Center (NVTC)	8(a) Sole Source	DC	To Be Determined	3rd	501K to 1M

# GSA's Subcontracting Directory



## What is the Subcontracting Directory?

- Provides information for large GSA prime contractors that have been required to submit a subcontracting plan.
- Helps you to initiate discussions around subcontracting opportunities.

**Access the Subcontracting Directory at: [www.gsa.gov/subcontracting](http://www.gsa.gov/subcontracting)**



# OSDBU Factsheets



Marketing to Federal Customers:  
What Every Small Business Should Know

You'll need a solid Federal marketing plan to compete as a small business in the Federal marketplace. Start your path in Government procurement with knowledge of the market's demand for your products and services.

This will allow you to:

- Distinguish your products and services from competitors
- Develop a data-driven plan to find opportunities with the resources listed below
- Harness the data available, assess your upcoming opportunities, and follow your strategic plan to market your small business and compete

**Follow these steps to start the Federal Contracting Process!**

**Step 1: Get Registered and Certified**

- First, **register** your business in the System for Award Management (SAM) at <https://gousa.gov/xFNkS>.
- Learn more about required vendor registrations: <https://gousa.gov/xFR4S>.

You must register in SAM before you can be awarded a Federal contract. You'll need the following to register:

- **North American Industry Classification System (NAICS) code:** Federal agencies use NAICS codes to conduct market research, locate viable small businesses for contract opportunities, and determine size standards. Search for your company's NAICS code at: <https://gousa.gov/xHsUz>.
- **Small Business Size Standards:** Make sure your organization qualifies as a small business for Government contracting purposes. Use the Small Business Administration (SBA) **Size Standards Tool** to learn more: <https://gousa.gov/xFR2L>.
- **Small Business Certifications:** Learn if your business qualifies for set-aside contracts in any of the below categories:
  - Small Disadvantaged Businesses (SDB)
  - Women-Owned Small Businesses (WOSB)
  - Service-Disabled Veteran-Owned Small Businesses (SDVOSB)
  - Historically Underutilized Business Zones (HUBZone) Small Businesses

Find more information about small set-asides and business certifications: <https://www.gsa.gov/setasides>.

**Step 2: Identify Potential Contracting Opportunities**

- **Use SAM** to find active contract opportunities greater than \$25,000, which include: summaries of proposed contract actions; solicitations; and associated information. <https://gousa.gov/xFNkS>.

## What are the factsheets?

- Provides information and resources on pertinent government topics.
- Helps you quickly access small business tools and resources.
- **Access website through:**  
[www.gsa.gov/osdbufactsheets](https://www.gsa.gov/osdbufactsheets)

# Small Business Training & Resources



