

Office of Small Business Utilization (OSBU)

The GSA Office of Small Business Utilization's mission is to promote increased access to GSA's nationwide procurement opportunities.

Within GSA the Office of Small Business Utilization serves as the advocate for:

- small businesses

- service-disabled veteran-owned small businesses

- small disadvantaged businesses

- woman owned small businesses

- businesses located in Historically Underutilized Business Zones (HUBZone).

HOW DO I GET INVOLVED??

(how can the government find you)

Register in System for Award Management (SAM)

www.sam.gov

a **FREE** web site

*** Vendors must be registered in the SAM database in order to be awarded a government contract.

Acquisition Central

www.acquisition.gov

Acquisition Central - Windows Internet Explorer provided by General Services Administration

http://www.acquisition.gov/

procurement technical

Acquisition Central x Green Government Opport... New Tab

ACQUISITION CENTRAL

www.acquisition.gov

Acquisition Systems Acquisition Workforce For Buyers For Citizens For Sellers Frequently

Policy & Regulations

- Federal Acquisition Regulation (FAR)
- General Services Acquisition Manual (GSAM)
- Office of Federal Procurement Policy (OFPP)
- AbilityOne
- Code of Federal Regulations
- Agency Supplemental Regs
- Federal Register
- Regulations.gov
- Acquisition Center of Excellence (ACE) for Services
- Civilian Agency Acquisition Council (CAAC)
- Financial Management Service

Introduction

Acquisition.gov is an E-Gov Initiative that aggregates federal acquisition content by providing one website for regulations, systems, resources, opportunities, and training.

This website was designed to create an easily navigable resource to share the efforts to achieve its vision of more efficient and transparent practices through better use of information, people, processes and technology.

Announcements

System for Award Management (SAM)

The System for Award Management (SAM) is online. SAM replaces CCR/FedReg, ORCA, and EPLS. If you have been using those systems, you should now go to www.sam.gov to find your information. Training tools are available on the SAM website to help you get familiar with SAM.



Other Information

- Emergency Contracting Information
- Federal Agency Procurement Forecasts
- Pre Solicitation Links

Share |

Forecast of Contracting Opportunities

Internet | Protected Mode: On 100%

9:17 PM 10/15/2012

GSA Forecast of Contracting Opportunities (www.gsa.gov/smbusforecast)

Research is key

- The **GSA Forecast of Contracting Opportunities** informs vendors of **anticipated contracts** offered by GSA for the current fiscal year (October through September). This forecast gives small businesses a glimpse into GSA's upcoming acquisition goals and plans, as well as a list of contacts to reach out to.



GENERAL SERVICES ADMINISTRATION (GSA)

Established in 1949 by President Truman to streamline the Administrative work of the Federal government.

It consolidated 5 agencies/offices into 1 tasked with administering supplies & providing workplaces for Federal employees

**FEDERAL ACQUISITION
SERVICE (FAS)**

**PUBLIC BUILDING
SERVICE (PBS)**

Federal Acquisition Service (FAS)

- Home of the GSA Schedules Program
- Provider of over one million commercial off-the-shelf products and services that would allow for volume purchasing.
- Items not mission specific, such as ammunition, medical supplies, etc.

GSA Schedules Program

- Government-wide contracts with multiple commercial firms
- Allows firms to receive direct orders for products and/or services from Federal agencies
- Saves time and money
- Helps agencies meet socioeconomic goals

GSA Schedule Solicitation

- Not a contract for money
- proposal process
- Mostly reading
- Template/Fill in the blanks
- Some Charts Required
- Your company information
- Must be submitted and reviewed
- Negotiated
- Award or Rejection

PAST PERFORMANCE

Can be used as a factor for determining best value.

Past performance on earlier orders under the contract, including quality, timeliness, and cost control.

SERVICES NOT INCLUDED IN MULTIPLE AWARD SCHEDULES

- Construction and Architect-Engineering services as set forth in FAR Part 36 (including construction, alteration or repair of buildings, structures or other real property) are outside the scope of all GSA Schedules, including PES.

Construction Management?

- Construction Management is considered to be neither design nor construction, but engineering project management or oversight on a construction project. Therefore, it may be contracted under the GSA Multiple Award Schedule for Professional Engineering Services (PES).

Standard Process – www.gsa.gov/schedules

- **Minimum Qualifying Sales**
 - must be in business 2 years and have
 - \$25,000 in sales per year
- **Registration**
 - Systems Awards Management
www.sam.gov
 - **Certifications**
 - Small Business Administration
www.sba.gov
- **Experience**

Past Performance Review (\$190+tax)
conducted by Open Ratings
www.openratings.com

Rules for Applying for GSA Schedule

- Obtain a copy of the Schedule solicitation from Internet
 - Read the Solicitation
- Send completed package to appropriate Acquisition Center

The solicitation is at three locations

- www.gsa.gov/schedulesolicitations
- www.gsa.gov/elibrary
- www.fbo.gov

Schedule Details

For general questions, contact:
National Furniture Center
 Phone: 703-605-9200
 E-mail: express.desk@gsa.gov



78 SPORTS, PROMOTIONAL, OUTDOOR, RECREATION, TROPHIES AND SIGNS (SPORTS)

FSG 78, Sports and More

Category	Description
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192 02 Sporting Goods Equipment and Supplies includes, but is not limited to, protective sports equipment, protective wear, baseball equipment, baseball supplies, basketball equipment, basketball supplies, billiards equipment, billiards supplies, boxing equipment, boxing supplies, wrestling equipment, wrestling supplies, martial arts equipment, martial arts supplies, football equipment, football supplies, golf equipment, golf supplies, gymnastic equipment, handball equipment, handball supplies, racquet-ball equipment, racquetball supplies, hockey equipment, skiing equipment, soccer equipment, soccer supplies, tennis equipment, tennis supplies, track and field equipment, track and field supplies, volleyball equipment, volleyball supplies, scoreboards, shuffleboard equipment, shuffleboard supplies, nets, sport nets, cheerleader equipment, cheerleader supplies, lacrosse equipment, lacrosse supplies, bowling equipment, bowling supplies, sports bags, miniature golf design, miniature golf equipment, archery supplies, archery equipment, sport pumps, sport inflators, air pumps, golf course designs ?Includes related services and/or installation?

BROWSE >> A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

NEXT

1 - 50 of 60 contractors

Display:
 Small Business
 Woman Owned Business

▶ Download all contractors for this Category (Excel)

Hold the 'Ctrl' key to select all that apply

Contractor		Contract #	Phone	(Sort by) City, State	Socio-Economic	Contract Terms & Conditions	View Catalog
ADOLPH KIEFER & ASSOCIATES, INC.		GS-07F-9682S	(800)323-4071	ZION ,IL	s/w		
ANTIBODY INC		GS-07F-0378M	(410)581-0900	FAYETTEVILLE ,GA	s		
ATLANTIC DIVING SUPPLY, INC.		GS-07F-6072P	(757)965-4973	VIRGINIA BEACH ,VA	s		
AUTOMATED BATTING CAGES		GS-07F-5572P	(503)390-5714	SALEM ,OR	s		
BARKER ADVERTISING SPECIALTY CO.		GS-07F-9867H	(203)272-2222	CHESHIRE ,CT	s		
BOTTOM LINE MILITARY SALES, LLC		GS-07F-9624S	(864)882-9216	SENECA ,SC	s/dv		
C.L. BAILEY COMPANY, THE		GS-07F-5639R	(479)725-2515	MARIONVILLE ,MO	s		
CANNON SPORTS, INC.		GS-07F-5864P	(800)223-0064	BURBANK ,CA	s		
CONNOR SPORT COURT INTERNATIONAL		GS-07F-5512R	(801)972-0260	SALT LAKE CITY ,UT	s		
CROWN GYM MATS, INC.		GS-07F-9392G	(847)381-8282	BARRINGTON ,IL	s/w		

GSA Advantage!

- On-line shopping network that Federal agencies access to buy products/services from FSS Schedule Contract Holders
- You may wish to browse GSA Advantage! To review current contractors and their pricing.
- www.gsaadvantage.gov

Parts of the Solicitation

(some parts may vary depending on the product or service)

- Read me first
- Solicitation
- Vendor Response Document
- SF1449
- Regulations Incorporated by Reference
- Past Performance
- Small Business Sub Contracting Plan
- Proposal Price List Preparation
- Commercial Sales Practice Format CSP-1
- Sample Labor Category Matrix
- Letter of Supply Template

Cooperative Purchasing

E-Gov Act of 2002

- Enabled State & Local Governments to use **IT Schedule**
- Schedule prices, terms and speed make use of FSS IT Schedule attractive

The Local Preparedness Acquisition Act

(expansion of Cooperative Purchasing Act)

The Local Preparedness Acquisition Act, signed June 26, 2008, **authorizes state and local governments to purchase through GSA Schedule 84 -- TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT AND EMERGENCY/DISASTER RESPONSE** (www.gsa.gov/firesecurity)

- alarm and signal systems,
- facility management systems,
- firefighting and rescue equipment,
- law enforcement and security equipment,
- marine craft and related equipment,
- special purpose clothing, and related services

Disaster Recovery Purchasing

Section 833 of the John Warner National Defense Authorization Act for fiscal year 2007 (Public Law 109-364) amended 40 U.S.C. 502 to authorize the Administrator of General Services to provide for the use of Federal Supply Schedules by state and local governments for the purchase of products and services to be used to facilitate recovery from major disasters, terrorism, or nuclear, biological, chemical, or radiological attacks.

The Department of Homeland Security has determined that all of the products and services available under GSA Schedules could potentially be used for recovery from a disaster or a terrorist attack. State and local government entities may use GSA Schedule contracts to purchase products and services in advance of a major disaster declared by the president, as well as in the aftermath of an emergency event.

Business Decisions

Subcontracting as a Contract Option

Type	Benefits
Subcontracting	<ul style="list-style-type: none">• Large business prime contractors receiving federal contracts valued over \$650,000 (\$1.5 million for construction)• Small Business Benefits:• New Opportunities• Past Performance Not Always Required• Mentor Protégé

How to participate:

- Open to all business sizes
- Take turns being the prime
- Bring the opportunities to the table
- Highlight your partnerships as your government experience

***A Plan is Required:** Large Business and revenue is \$650,000 or greater (\$1.5M for construction) including all options

Contractor Teaming Arrangements

“Contractor team arrangement, "means an arrangement in which—

- (1) Two or more companies form a partnership or joint venture to act as a potential prime contractor; or
- (2) A potential prime contractor agrees with one or more other companies to have them act as its subcontractors under a specified Government contract or acquisition program.

GSA Mentor Protégé Program

www.gsa.gov/mentorprotege

- Encourage and Motivate
- Enhance Capabilities
- Increase Subcontracting Opportunities
- Establish Long Term Relationships

If you have questions about this program,
please send your request to:
mentorprotege@gsa.gov



Access OSBU

www.gsa.gov/osbu

- www.gsa.gov/smallbizguide
- (publications, video, fact sheets...)
- www.gsa.gov/smallbizevents
- (GSA events around the country just for small business)
- **Want all events?** www.gsa.gov/events
- Interact.gsa.gov
- **Small Business Solutions Group**
- (blogs, discussion boards, and more)

