GSA OSDBU Overview

GSA’S Regional Offices

Region 1: Boston, MA
Region 2: New York, NY
Region 3: Philadelphia, PA
Region 4: Atlanta, GA
Region 5: Chicago, IL
Region 6: Kansas City, MO
Region 7: Fort. Worth, TX
Region 8: Denver, CO
Region 9: San Francisco, CA
Region 10: Auburn, WA
Region 11: Washington, DC
Webinar Courses Include:

• Getting on the GSA Schedule: What You Need to Know

• Marketing Your GSA Contract

• Understanding the Federal Procurement Data System (FPDS)

• Accessing Procurement Opportunities
What is a GSA Schedule?

- Indefinite delivery, indefinite quantity (IDIQ), long-term contracts
- Provide fast, flexible, cost-effective procurement solutions
- Represents approximately 21% of overall Federal procurement spending
- Requires commitment and effort to be successful
Overview of Consolidation Phases

MAS Consolidation

- **Phase 1 (Complete)**
  - Develop the New Schedule
  - Create a new solicitation for the single schedule
  - Review every term and condition
  - Map duplicate Special Item Numbers (SIN) across the current solicitations
  - Use Category Management to better organize offerings
  - Release new schedule and close existing schedules to new offers

- **Phase 2**
  - Mass Modifications
    - Complete mass modification for all existing contract holders (simply to update terms and conditions)
    - Contracts retain current schedule contract number
    - Vendors may select SINs that were previously on separate schedules

- **Phase 3**
  - Multiple Contract Consolidation
    - Consolidate multiple contracts into a single contract for those contractors

- One Solicitation
- One Schedule
- From 888 SINs to 317 SINs
The 12-MAS Categories

- IT
- Professional Services
- Industrial Products & Services
- Transportation
- Travel
- Human Capital
- Office MGMT
- Furniture
- Facilities
- Scientific MGMT
- Security
- Miscellaneous
Minimum Qualifying Sales:
• You must generate at least $25,000 in sales within the first 2 years of your GSA Schedule contract and at least $25,000 each year thereafter.

• The average time it takes to secure a contract is between 18-24 months (according to the SBA).

• The government may cancel your schedule contract in accordance with clause 552.238-73, for failure to meet minimum sales criteria, specified above.

Market Research & Marketing
• Market research and marketing your GSA Schedule contract is critical to your success!
Prerequisites

- Must be in business for two years and you must provide two years of financial statements. *(unless you are seeking a contract under the IT Category)*

- Ability to demonstrate past performance

- Products must be commercially available

- Products must be compliant with the Trade Agreements Act
The Springboard focuses on companies with fewer than 2 years of experience.

- Use professional experience of executives and key personnel as a substitute
- Use project experience of key personnel, and
- Provide financial documentation that demonstrates the company’s financial responsibility in lieu of submitting 2 years of financial statements.

For more information visit: www.gsa.gov/springboard
Category Management Explained
Category Management (CM) is:

“the business practice of buying common goods and services as an enterprise to eliminate redundancies, increase efficiency, and deliver more value and savings from the Government's acquisition programs.”
As a consumer, tools are available to navigate open markets and find best prices. These tools help save time and almost guarantee that you are getting the best deal available.
# Government-Wide Spend Categories

<table>
<thead>
<tr>
<th>Facilities &amp; Construction</th>
<th>Professional Services</th>
<th>IT</th>
<th>Medical</th>
<th>Transportation &amp; Logistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction Related Materials</td>
<td>Business Admin Services</td>
<td>IT Software</td>
<td>Drugs &amp; Pharmaceutical Products</td>
<td>Fuels</td>
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<tr>
<td>Construction Related Services</td>
<td>Financial Services</td>
<td>IT Hardware</td>
<td>Healthcare Services</td>
<td>Logistics Support Services</td>
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<tr>
<td>Facilities Purchase &amp; Lease</td>
<td>Legal Services</td>
<td>IT Consulting</td>
<td>Medical Equipment, Accessories, &amp; Supplies</td>
<td>Motor Vehicles (non-combat)</td>
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<tr>
<td>Facility Related Materials</td>
<td>Management &amp; Advisory Services</td>
<td>IT Security</td>
<td></td>
<td>Package Delivery &amp; Packaging</td>
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<tr>
<td>Facility Related Services</td>
<td>Marketing &amp; Public Relations</td>
<td>IT Outsourcing</td>
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<td>Transportation Equipment</td>
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<td>Research &amp; Development</td>
<td>Telecomms</td>
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<td>Transportation of Things</td>
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<td>Social Services</td>
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<td></td>
<td>Technical &amp; Engineering Services</td>
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<tr>
<th>Industrial Products &amp; Services</th>
<th>Security &amp; Protection</th>
<th>Human Capital</th>
<th>Office Management</th>
<th>Travel</th>
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<tbody>
<tr>
<td>Basic Materials</td>
<td>Ammunition</td>
<td>Compensation &amp; Benefits</td>
<td>Furniture</td>
<td>Employee Relocation</td>
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<tr>
<td>Fire/Rescue/Safety/Environmental Protection Equipment</td>
<td>Protective Apparel &amp; Equipment</td>
<td>Employee Relations</td>
<td>Office Management Products</td>
<td>Lodging</td>
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<tr>
<td>Hardware &amp; Tools</td>
<td>Security Animals &amp; Related Services</td>
<td>Human Capital Evaluation</td>
<td>Office Management Services</td>
<td>Passenger Travel</td>
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<td>Industrial Products Install/Maintenance/Repair</td>
<td>Security Services</td>
<td>Strategy, Policies, &amp; Ops Planning</td>
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<td>Travel Agent &amp; Misc. Services</td>
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<tr>
<td>Machinery &amp; Components</td>
<td>Security Systems</td>
<td>Talent Acquisition</td>
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<td>Oils, Lubricants, &amp; Waxes</td>
<td>Weapons</td>
<td>Talent Development</td>
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<td>Test &amp; Measurement Supplies</td>
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Spend Under Management (SUM) BIC Model

View this as a Venn Diagram. Each box indicates a further subset of spend.

**Key takeaways:**
All Best-in-Class (BIC) spend is part of SUM, but not all SUM spend is BIC

Small business spend can be counted as tier 1 even if it otherwise would be tier 0 after OMB approval (see M-19-13)

Agencies have both a BIC goal and a SUM goal that are set out by the President’s management agenda.
- Each Category has Small Business Targets.
- Each Category will be measured on the level of Small Business Participation.
- Use of BIC vehicles will **NOT** take precedence over meeting small business goals.
- CM will help 1102s find small businesses that meet their acquisition requirements for common spend on goods and services faster.

- Each federal agency is still required to meet Statutory Small Business Goals to include each socioeconomic category.
- This is part of the Small Business Scorecard for each agency.
- Ensures maximum practicable opportunity for small businesses to compete at both the prime contract and subcontracting level.
You Don't Have to Navigate This Highway Alone!
First, go to gsa.gov/osdbu, scroll down to "Small Business Resources," then select "News, Events, and Contact".

Second, go to contacts by region and select "small business support contacts."

Finally, select your state location for the OSDBU POC near you.
<table>
<thead>
<tr>
<th>Name</th>
<th>Email/Phone</th>
<th>Region</th>
<th>States</th>
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<tbody>
<tr>
<td>Jerry Smith</td>
<td><a href="mailto:Jerry.smith@gsa.gov">Jerry.smith@gsa.gov</a> 617-565-8102</td>
<td>R1</td>
<td>CT, MA, ME, NH, RI, VT</td>
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<td>R2</td>
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<td>R3</td>
<td>DE, MD, NJ, PA, WV (NJ/services all territories south of Princeton/ MD: services every county except Montgomery &amp; Prince George’s counties/VA: services every county except Fairfax, Loudon &amp; Prince William Counties)</td>
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<td>AK, ID, OR, WA</td>
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<td>Ralph Buchanan</td>
<td><a href="mailto:Ralph.buchanan@gsa.gov">Ralph.buchanan@gsa.gov</a> 202-969-5647</td>
<td>R11</td>
<td>DC, MD, VA (MD/services Montgomery &amp; Prince George’s counties/VA: services Fairfax, Loudon &amp; Prince William Counties)</td>
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QUESTIONS?