

Office of Small and Disadvantaged Business Utilization

Jerry Don Smith

Regional Small Business Technical Advisor

U.S. General Services Administration

New England; Region 1 (MA, CT, NH, RI, VT ,ME))

Office: 617-913-3642

Email: jerry.d.smith@gsa.gov

Michelle Simoes

Regional Small Business Technical Advisor

U.S. General Services Administration

New England; Region 1 (MA, CT, NH, RI, VT ,ME))

Office: 617-913-3642

Email: michelle,simoes@gsa.gov

TOPICS

- Agency Overview
- Accessing Federal Contracting Opportunities
and SAM.GOV
- Business Resources



DOING BUSINESS WITH GSA

We Are GSA...
The Road to Success

AGENCY OVERVIEW



The U.S. General Services Administration's (GSA) mission is to deliver value and savings in real estate, acquisition, technology and other mission support services across the Federal government.

GSA is the Federal government's procurement expert, helping other agencies acquire space, products, and services needed from commercial sources.

The Public Buildings Service (PBS) <http://www.gsa.gov/pbs>, provides real estate space, architecture, interior design, and construction to Federal agencies.

Our Federal Acquisition Service (FAS) <http://www.gsa.gov/fas> delivers a vast number of commercial goods and services, at the best value, across government and manages our Multiple Award Schedules program.

AGENCY OVERVIEW CONT'D

Public Building Service (PBS)

- As the Landlord for the civilian federal government, PBS acquires space on behalf of the federal government through new construction and leasing and acts as a caretaker for federal properties across the country.
- PBS owns or leases 8,800 assets, maintains an inventory of more than 370 million square feet of workspace, and preserves more than 500 historic properties.
- <http://www.gsa.gov/pbs>

What Does PBS Procure?

- Construction
- A&E Services
- Janitorial
- Landscape
- Interior Design
- Asbestos Removal
- HVAC
- Lighting
- Security
- Window Washing
- Painting
- Electrical
- Lease
- And More

Where are the PBS Opportunities?

- GSA Forecast
- GSA Subcontracting
- Sam.gov
- GSA Multiple Award Schedules (MAS)
- Indefinite Delivery Indefinite
- Quantities (IDIQ)

www.gsaauctions.gov

AGENCY OVERVIEW CONT'D

Federal Acquisition Services (FAS)

- GSA is America's only source solely dedicated to procuring goods and services for government.
- As an integral part of GSA, FAS possesses unrivaled capability to deliver comprehensive products and services across government at the best value possible.
- <http://www.gsa.gov/fas>

What Does FAS Procure?

- Environmental
- Moving Services
- Staffing
- Information Technology
- Transportation
- Law Enforcement
- Equipment
- Furniture
- Professional Training
- Telecom & Network Services
- Travel Services
- Emergency Preparedness
- & Response Equipment
- And Much More...

Where are the FAS Opportunities?

- GSA Forecast
- GSA Subcontracting
- Sam.gov
- GSA Multiple Award Schedules (MAS)
- Indefinite Delivery Indefinite Quantities (IDIQ)
- Governmentwide Acquisition Contracts (GWAC)

OSDBU OVERVIEW

Office of Small & Disadvantaged Business Utilization (OSDBU)

According to the Small Business Act as amended by Public Law 95-507, the Office of Small & Disadvantaged Business was established to:

- Advocate, within each Federal Executive Agency, for the maximum practicable use of all designated small business categories within the Federal Acquisition process.
- Ensure inclusion of small businesses as sources for goods and services in federal acquisitions as prime contractors and subcontractors.
- Manage the small business utilization programs for each respective organization.

OSDBU OVERVIEW CONT'D





Accessing Federal Opportunities

Minimum Requirement for doing Business with the Federal Government

System for Award Management (SAM)

[Register Here](#)

www.sam.gov

Unique Entity Identifier (UEI)

[Assigned through SAM.GOV registration](#)

www.gsa.gov/entityid

Small Business Administration (SBA) Business Categories

- Small Disadvantaged Business (SDB)
 - 8(a)
 - Women-owned Small Business
- Historically Underutilized Business Zone (HUBZone)
 - Veteran-owned Small Business
- Service Disabled Veteran-owned Small Business

www.sba.gov/federal-contracting/contracting-assistance-programs

North American Industry Classification System (NAICS) Industry Codes

[Identify your NAICS](#)

www.census.gov/naics

Size Standards

[Determine your size of business](#)

www.sba.gov/federal-contracting/contracting-guide/size-standards

Sources Sought Notice

What is a Sources Sought Notice?

- Method of Market Research
- Published on the SAM.GOV website
- Invaluable for determining availability of capable small businesses, 8(a), HUBZone, Woman-Owned or SDVOSB concerns
- Provides an excellent documentation to support chosen acquisition strategy

Why Respond to a Sources Sought Notice?

- Used to identify potential sources
 - For construction set aside only for 8(a), SDVOSB, WOSB and HUBZone concerns
- Used to determine Small Business Set-aside
 - If two (2) or more Small Businesses can be determined by the Government to be capable of performing the task
- Information used to set Small Business subcontracting goals if the requirement is not set-aside and is over **\$750,000*** for products/services or \$1.5M for Construction

Sources Sought Notice Tips

Outline the Company Capability Statement so that it addresses requirements in the same order provided in the Sources Sought Notice
Relevant Past Performance means citing contracts your company has performed which involved the same or very similar scope

SBA Small Business Dynamic Search



SBA DSBS [Mobile View](#) [Print](#) [Exit](#) [Help](#)

DSBS Quick Market Search TM Online

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.
All form fields that require typing in data have "tooltips" with data format information.

NEW FEATURES FOR MOBILE USERS:
Phone number hotlinks can be used to dial the number on mobile phones.
Address hotlinks can be used to show the address in Google Maps.

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Profile

States: Searching within a State: (Requires exactly one state from the State list at left.)

Congressional District: [Help](#)

County: [Select T State, then press Lookup] [Lookup Help](#)

[Click to make multiple selections.](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Government Certifications

8(a) Certified or 8(a) Joint Venture:

Required (Active Certifications only)

Required (Active Certifications and Previously Certified)

Required (Previously Certified only)

Not Required

Small Disadvantaged Business:

Required (Active Certifications only)

Required (Active Certifications and Previously Certified)

Required (Previously Certified only)

Not Required

HUBZone Certification:

Products & Services

Capabilities Narrative:

(none given)

Keywords:

(none given)

Performance History (References)

(none given)

GSA Schedules

Multiple Award Schedule (MAS) also known as Federal Supply Schedule, and, is a long-term governmentwide contract with commercial companies that provide access to millions of commercial products and services at fair and reasonable prices to the government.

- Indefinite delivery, indefinite quantity (IDIQ), long-term contracts
- 5 Year Base and Three (5-Year) Option Periods
- Provide fast, flexible, cost-effective procurement solutions
- Represents approximately 21% of overall Federal procurement spending equating of over \$42 Billion Dollars in sales annually
- Over 19,000 schedules contracts – 80% are with small businesses
- Requires commitment and effort to be successful

- ✓ A contract
- ✓ Another arena to bid on opportunities
- ✓ Increases visibility to government customers
- ✗ Not a certification
- ✗ No guaranteed sales
- ✗ Not mandatory to do business with the government
- ✗ Not mandatory for other agencies to use
- ✗ Not used for Construction (236220)

12 MAS CATEGORIES

Facilities	Furniture and Furnishings	Human Capital	Industrial Products and Services
Information Technology	Miscellaneous	Office Management	Professional Services
Scientific Management and Solutions	Security and Protection	Transportation and Logistics	Travel

SUBCATEGORIES

Facilities	Furniture & Furnishings	Human Capital	Industrial Products & Services	Information Technology	Miscellaneous
<ul style="list-style-type: none"> • Structures • Facilities Services • Food Service Equipment • Facilities Supplies • Facilities Solutions • Facilities Maintenance and Repair 	<ul style="list-style-type: none"> • Miscellaneous Furniture • Office Furniture • Flooring • Fitness Solutions • Signs • Household, Dormitory & Quarters Furniture • Packaged Furniture • Healthcare Furniture • Furniture Services 	<ul style="list-style-type: none"> • Human Resources • Background Investigations • Compensation and Benefits • Temporary Help Services • Social Services 	<ul style="list-style-type: none"> • Industrial Products • Packaging • Cleaning Supplies • Fire / Rescue / Safety / Environmental Protection Equipment • Hardware and Tools • Fuel Management • Machinery and Components • Test and Measurement Supplies • Industrial Products and Services Maintenance and Repair 	<ul style="list-style-type: none"> • IT Hardware • IT Software • Telecommunications • IT Solutions • IT Training • Electronic Commerce • IT Services 	<ul style="list-style-type: none"> • Apparel • Complimentary Special Item Numbers (SINs) • Personal Hair Care Items • Musical Instruments • Awards • Flags



SUBCATEGORIES CONT'D

Office Management	Professional Services	Scientific Management & Solutions	Security & Protection	Transportation & Logistics Services	Travel
<ul style="list-style-type: none">• Printing and Photographic Equipment• Office Supplies• Audio Visual Products• Media Services• Media Products• Records Management• Document Services• Office Services• Audio Visual Services• Mail Management• Office Management Maintenance and Repair	<ul style="list-style-type: none">• Marketing and Public Relations• Financial Services• Legal Services• Technical & Engineering Services (non-IT)• Business Administrative Services• Logistical Services• Language Services• Environmental Services• Training• Identity Protection Services	<ul style="list-style-type: none">• Laboratory Equipment• Laboratory Animals• Search and Navigation• Medical Equipment• Testing and Analysis• Scientific Services	<ul style="list-style-type: none">• Protective Equipment• Security Services• Security Systems• Security Animals and Related Services• Marine and Harbor• Testing Equipment	<ul style="list-style-type: none">• Motor Vehicles (non-Combat)• Automotive Body Maintenance and Repair• Packaging Services• Package Delivery• Transportation of Things	<ul style="list-style-type: none">• Employee Relocation• Lodging• Travel Agent and Misc Services

Things to Consider

- **Minimum Sales Requirements:** [Acquisition Letter MV-2023-01, Supplement 1](#)

This supplement amends FAS FSS clause I-FSS-639, Contract Sales Criteria by:

- Changing the time period for consideration of sales FROM: 24 months and 12 months respectively TO: a standardized 60 months
- Adjusting the dollar thresholds FROM: \$25,000 within the first 24 months following contract award, and \$25,000 in sales each 12-month period thereafter TO: a single \$100,000 threshold for the first 60 months of the contract, and a \$125,000 threshold for each 60-month option period thereafter
- Make the consideration of sales a part of a FSS contracting officer's determination to exercise (or not) an option to extend the term of the contract.
- **Lead Time:** It may take up to 1 year to get a MAS contract, provided that the firm meets all evaluation criteria and has a successful negotiation.



Considerations Before & After becoming a Schedule Contract Holder

Steps to Developing Leads in the Federal Market

Which Federal agency's are purchasing my product or service?

How much are they buying?
Have they awarded any set-asides?

Who are my competitors?
Who holds the current contract?

What contracts are set to expire that I can compete for in the future?

The Unknown can cause Frustration & Disappointment

Additional Information MAS Program

www.gsa.gov/schedules

GSA Multiple Award Schedule

The Federal Supply Schedule (FSS) program includes the **Multiple Award Schedule (MAS)** and the Department of Veterans Affairs (VA) Schedules. The VA has [delegated authority \(PDF, 1 MB\)](#) from GSA to establish Federal Supply Schedules for medical products and services. More information about the VA FSS Program is available [here](#).

Under the MAS Program, GSA issues long-term governmentwide contracts that provide federal, state, and local government buyers access to commercial products, services and solutions at pre-negotiated pricing. The GSA Schedule is structured to support the [12 large categories](#) established by OMB under the category management approach of smarter buying. The Schedule is further divided into subcategories and [Special Item Numbers \(SINs\)](#) that are aligned to [NAICS](#) codes to simplify the process for buyers and sellers to understand the scope of GSA's offerings and find what the products and services they are looking to buy or offer.

The MAS Program supports [GSA's Federal Marketplace \(FMPL\)](#) strategy of modernizing and simplifying the buying and selling experience for all stakeholders. Visit the [EMP page](#) for more information and resources.

For buyers, MAS saves your agency time and money.

For industry, MAS is your direct link to the government contracting community.

BUY **SELL**

Buy From Schedule Sell Through Schedule

FAS National Customer Service Center

- Hours: Sunday 8 p.m. – Friday 8:30 p.m. (central time)
- 800-588-3111
- ncscustomer.service@gsa.gov

Help with GSA Schedule

- [Contacts and Resources](#)

Purchasing Programs

- [Acquisition Gateway](#) or
- [Assisted Acquisition](#)
- [Overview](#)
- [GSA SmartBuy™](#)

E-Tools

- [GSA Advantage™](#)
- [eBuy](#)
- [GSA eLibrary](#)
- [eOfferWeb](#)
- [Vendor Support Center](#)
- [Schedule Sales Query](#)
- [Green Procurement Consultation](#) ¹⁷

www.gsa.gov/masroadmap

MAS Roadmap

Understanding the Process of Becoming a GSA Multiple Award Schedule (MAS) Contractor

Welcome to the MAS Roadmap, where you can gain the knowledge and understanding necessary to submit an offer to GSA to become a MAS contractor.

Under the MAS Program, GSA issues long-term, governmentwide contracts that provide federal, state, and local government buyers access to commercial products, services, and solutions at pre-negotiated prices.

If you become a MAS contractor you will be able to:

- Sell products and services directly to government agencies using streamlined ordering procedures
- Maintain compliance with federal regulations and policies
- Offer products and services at fair and reasonable prices

If you decide to submit an offer to GSA to be considered for a MAS contract, you will need to give complete and accurate information that describes your company's:

- Financials
- Experience
- Past performance
- The commercial products, services, and/or solutions you are offering

Now, let's begin the journey.

1 MAS Prospective Contractors: Read Me First

- Basic Qualifications
- Market Research

2 Learn and Understand

Contact

National Customer Service Center

- Hours: Sundays 8 p.m. to Fridays 8:30 p.m. Central Time
- 800-588-3111
- ncscustomer.service@gsa.gov

Help with GSA Schedule

- [Review MAS Offer Training](#) or
- [Attend MAS Office Hours](#) or
- [Subscribe to the MAS Interest Group](#) ¹⁷



Business Resources

Tools to Conduct Market Research

Utilize these tools for your market research:



- Latest GSA contract award information
- Assess your competition

<https://www.gsaelibrary.gsa.gov>

FAS Schedule Sales Query Plus (SSQ+)

- Sales Figures reported by GSA Contractors.
- Insight into the your competitors and how they are performing.
- SSQ is also a great way to assess the federal marketplace for the Schedules Program specifically.

<https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>



- A repository of all government transactions/receipts over \$3,500
- Information reported from 90 plus agencies.
- contains information about procurements, grants, loans.

<https://www.usaspending.gov/>

Consider the buying trends and forecasted sales for your product/service



8(a) STARS III: GWAC offers access to highly qualified, certified 8(a) small disadvantaged businesses. The contract has a \$10 Billion program ceiling with a five-year base period and one five-year option



VETS 2 (SDVOSB): GWAC set-aside exclusively for Service-Disabled, Veteran-Owned Small Businesses (SDVOSB). VETS 2 is designed to meet a variety of diverse agency IT requirements, including new and emerging technologies. The contract has a \$5 Billion program ceiling with a five-year base period and one five-year option.



Alliant 2: GWAC represents the next generation GWAC vehicle for comprehensive information technology (IT) solutions through customizable hardware, software, and services solutions purchased as a total package.



Alliant 3 Request for Proposal (RFP) will be solicited no earlier than Fiscal Year 2024. View the Draft Request for Proposal (RFP) on sam.gov <https://sam.gov/opp/e475faf5bb64465dbc8341e91036de7f/view>



Polaris updates and next steps will be communicated through SAM.gov.

GSA Interact

Small Business GWAC Community <https://interact.gsa.gov/group/small-business-gwac-community-interest>

System for Award Management (S.A.M.)

An official website of the United States government [Here's how you know](#) Sign In

Home Search Data Bank Data Services Help

SAM.GOV Official U.S. Government Website 100% Free

The Official U.S. Government System for:

Contract Opportunities	Assistance Listings
Contract Data (Reports ONLY from fpds.gov)	Entity Information Entities, Disaster Response Registry, Exclusions, and Responsibility/ Qualification (was fapits.gov)
Wage Determinations	Entity Reporting SCR and Bio-Preferred Reporting
Federal Hierarchy Departments and Subtiers	

Are you searching for Federal Acquisition Supply Chain Security Act (FASCSA) orders? [View FASCSA Orders](#)

Register Your Entity or Get a Unique Entity ID
Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)

[Check Entity Status](#)

Already know what you want to find?

Select Domain... e.g. 1606N020Q02

Announcements

Entity Validation Review Time Dec 5
Entity validation review time will depend on whether we can make a match from

Have Questions about SAM.gov?

Get a Unique Entity ID **SAM.GOV**

SAM.Gov includes the following:

- Contract Opportunities: (Formerly fbo.gov)
- Contract Data: (Reports only. From fpds.gov)
- Wage Determinations: (Formerly wdol.gov)
- Entity Registration: (Combined with the former beta.sam.gov)
- Entity Reporting
- Assistance Listings: (Formerly cfda.gov)

GSA Contracting Opportunities

An official website of the United States government. [Here's how we know.](#)

BETA This site is under development. We are continuously updating functionality and collecting feedback. [Click here to learn more.](#)

Acquisition Gateway Search Acquisition Gateway [Sign In](#)

Government-wide Acquisitions Tools & Resources External Resources

Home / Forecast Tool

Forecast Tool

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Showing 1 - 25 of 9305 items Results per page: 25

Keyword Search

Keyword Search

[Reset](#)

Agency
Add a filter

Organization
Add a filter

Place of Performance
Add a filter

Naics Code
Add a filter

Estimated Award FY-QTR
Add a filter

Estimated Award FY
Add a filter

Acquisition Strategy
Add a filter

Contract Type
Add a filter

Award Status
Add a filter

DoD Agencies Travel Management Company Services

Assisted acquisition to provide TMC Services to DoD Agencies

Agency: General Services Administration	Organization: FAS-Federal Acquisition Service
Place of Performance: N/A	Award Status: Exercise of Option
Contract Type: Firm Fixed Price	Estimated Award FY: 2024
Estimated Contract Value: 2,134 to 2M (Max.):	Estimated Contract Value: (Min.):
NAICS Code: 561510	Region:
Acquisition Strategy/Type: Small Business	Type of Awardee: Small Business
Period of Performance: 2022-12-06 - 2023-12-05	

ETSNext PMO Support Services

PMO Contract Transition and Business Planning Support Services for ETSNext Generation

Agency: General Services Administration	Organization: FAS-Federal Acquisition Service
Place of Performance: Various	Award Status: Exercise of Option
	Estimated Award FY: 2024
	Estimated Contract Value: (Min.):
Period of Performance: 2023-05-01 - 2023-10-31	Type of Awardee: Other Than Small

Vehicle Telematics

Vehicle Telematics for GSA Fleet Vehicles

Agency: General Services Administration	Organization: FAS-Federal Acquisition Service
Place of Performance: Various	Award Status: Evaluation Stage
Contract Type: To Be Determined	Estimated Award FY: 2024
Estimated Contract Value: Over 100M (Max.):	Estimated Contract Value: (Min.):
NAICS Code: 334290	Region:
Acquisition Strategy/Type: To Be Determined	Type of Awardee: To Be Determined
Period of Performance:	

Keyword Search

Download to MS Excel

Search Results

Filter Options

GSA Contracting Opportunities Cont'd

An official website of the United States government [Here's how you know](#)

BETA This site is under development. We are continuously updating functionality and collecting feedback. [Click here to learn more.](#)




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[Government-wide Acquisitions](#)
[Tools & Resources](#)
[External Resources](#)

[Home](#) / [Forecast Tool](#) / TFB US Attorney's Office Renovation of Vacant Space - 8th Floor Tenant Improvements

TFB US Attorney's Office Renovation of Vacant Space - 8th Floor Tenant Improvements

The Contractor shall provide all supervision, labor, materials, equipment, and testing required to accomplish the design and construction for the United States Attorney's Office (USAO) 8th Floor Tenant Improvements (TI) Project at the US Courthouse.

Construction services shall include, but are not limited to, project schedule, demolition, site supervision, architectural finishes, submittal samples, submittal schedule, protocols for utility outages (if necessary), separation of utilities to avoid impacts to areas utilized by the public, temporary barricade, and dust control plan, noise mitigation, clean up after work, lead weekly meetings and provide meeting agenda and minutes, file, and record management.

Acquisition Strategy: Set-aside - Total Small Business

Advisor Info (Name): Anthony Caruso

Award Type: Delivery Order

Current Fiscal Year Projected Obligation: 2024

Estimated Award FY-QTR: 1st

Estimated Contract Value (Min.): 2.1M to 5M

Extent Competed: Full and Open Competition after exclusion of sources

Naics Code: 236220

Place of Performance: Tucson, AZ, US

Point of Contact Name: Antonio Heredia

Region: 09-Pacific Rim Region

Agency: General Services Administration

Advisor Info (Email): Anthony.caruso@gsa.gov

Award Status: Drafting Solicitation

Contract type: Firm Fixed Price

Estimated Award FY: 2024

Estimated Contract Value (Max.): 2.1M to 5M

Estimated Solicitation Date: 2023-10-20

Funding Source: GSA Funded

Organization: Public Buildings Service-Office of Strategic Communication

Point of Contact Email: Antonio.heredia@gsa.gov

Procurement Method: Indefinite Delivery Indefinite Quantity-IDIQ

Requirement Status: New Requirement

Type of Awardee: Total Small Business

Forecast of Opportunities With Other Federal Agencies

Agency Recurring Procurement | x +

acquisition.gov/procurement-forecasts

Google Employee Express Inbox (7) - jemeek... bookit.gsa.gov GSA Online Univ. C... JIRA Confluence PBS Portal Welcome to GSA eL... EASI Tasks InSite Acquisition Gateway JS - Zone 2 East We... PM - Zone 2 Agend... Other bookmarks

An official website of the United States Government

ACQUISITION.GOV Data Initiatives Regulations Tools Policy Network

Home > Far Resources > Agency Recurring Procurement Forecasts

Agency Recurring Procurement Forecasts

Filter By:

AGENCY PROCUREMENT FORECAST SMALL BUSINESS BUSINESS OPPORTUNITIES VENDOR COMMUNICATION PLAN AGENCY INDUSTRY LIAISON DIRECTORY

Agency Home	Agency Procurement Forecasts
Agency for International Development ↕	Agency Procurement Forecast ↕
Department of Agriculture ↕	Agency Procurement Forecast ↕
Department of Commerce ↕	Agency Procurement Forecast ↕
Department of Defense ↕	Agency Procurement Forecast ↕
Department of Education ↕	Agency Procurement Forecast ↕
Department of Energy ↕	Agency Procurement Forecast ↕
Department of Health and Human Services ↕	Agency Procurement Forecast ↕
Department of Homeland Security ↕	Agency Procurement Forecast ↕
Department of Housing and Urban Development ↕	Agency Procurement Forecast ↕
Department of Justice ↕	Agency Procurement Forecast ↕
Department of Labor ↕	Agency Procurement Forecast ↕
Department of State ↕	Agency Procurement Forecast ↕

<https://www.acquisition.gov/procurement-forecasts>

Subcontracting Opportunities

GSA's Subcontracting Directory:

The screenshot shows the GSA website's navigation menu with options like 'Buy through us', 'Sell to government', 'Real estate', 'Policy and regulations', 'Small business', 'Travel', 'Technology', and 'About us'. The main content area is titled 'Subcontracting and Other Partnerships' and includes sections for 'Small business', 'Register your business', 'Subcontracting', and 'Other Partnerships'. The 'Subcontracting' section provides an overview of the process and links to the 'Subcontracting Directory'.

Subcontracting and Other Partnerships

There are multiple ways to partner with other contractors to maximize your chances of selling to GSA. OSDBU provides guidance on the process of forming a partnership but does not provide direct oversight.

- [Subcontracting](#)
- [Joint Venture](#)
- [Contractor Team Arrangement](#)

Subcontracting

Subcontracting allows small businesses to sell to the government by partnering with a large business prime contractor. Use GSA's Subcontracting Directory and the [GSA eLibrary](#) to find potential large business prime contractors. Small businesses must contact prime contractors directly.

If you need more information about opportunities listed in the directory, reach out to your local [OSDBU small business advocate](#). For more information on subcontracting, visit the [SBA website](#).

[Subcontracting Directory](#) +

Other Partnerships

Joint Venture

A joint venture is formed for the sole purpose of pooling resources of separate businesses to support the mission of a government agency successfully and cost-effectively. It is considered a new legal entity that requires approval by the Small Business Administration (SBA), a separate federal identification number, and a new SAM user account. OSDBU does not oversee any part of the joint venture process. For further details on joint ventures, refer to the [SBA website](#).

Contractor Team Arrangement (CTA)

Under a CTA, two or more GSA Schedule contractors work together to meet the needs of an ordering activity (e.g., those agencies and organizations that can order from GSA Schedules). A CTA is an arrangement between the two companies, not the formation of a new company. For further details on CTAs, refer to the [CTA page](#).

Subcontracting Criteria:

- Subcontracting provides additional opportunities to obtain experience if you are not yet a Federal contractor.
- Other-than-small businesses are required to submit a subcontracting plan for approval when:
 - ❖ The total value of the award is expected to exceed \$750,000 (or \$1.5 million for construction) and
 - ❖ Subcontracting opportunities exist.
 - ❖ Plans must demonstrate “Maximum Practicable Opportunities” for small business concerns to participate

For more details visit: <https://www.gsa.gov/subcontracting>

Additional GSA OSDBU Information

- www.gsa.gov/small-business
- www.gsa.gov/small-business/small-business-resources
- www.gsa.gov/osdbufactsheets
- www.gsa.gov/osdbuevents specific to the OSDBU hosted events
- <https://www.gsa.gov/events> GSA wide agency events





Still Have Questions? Contact Your Local Small Business Specialist

An official website of the United States government [Here's how you know](#) ▾

GSA U.S. General Services Administration

Per Diem Lookup

Search GSA.gov

- Buy through us ▾
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- Real estate ▾
- Policy and regulations ▾
- Small business ▾
- Travel ▾
- Technology ▾
- About us ▾

Home > Small business > Small business resources > Contact information for small business support

Small business

Overview

Small business resources

Contact information for small business support

OSDBU events

Government contracting factsheets

Training resources

Doing business with GSA video series

Interagency Task Force on Veterans Small Business

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs

Small Business Non-Retaliation Policy

Frequently Asked Questions

Register your business

Forecast of contracting opportunities

Contact information for small business support

GSA's small business contacts provide access to GSA's nationwide procurement opportunities through outreach, training, and counseling. They are advocates for small businesses, including small disadvantaged businesses, women-owned small businesses, service-disabled veteran-owned small businesses, HUBZone small businesses, and veteran-owned firms.

Filter results

Contact for small business support ↑	States supported ↓
Jemeek Morris 212-577-8615 jemeek.morris@gsa.gov	Northern New Jersey, New York, Puerto Rico, U.S. Virgin Islands
Jerry Smith 617-565-8102 jerry.d.smith@gsa.gov	Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont
Junaid Anwar 202-213-4769 junaid.anwar@gsa.gov	Washington, D.C., area including parts of Maryland and Virginia
Kevin Pope 202-501-0246 kevin.pope@gsa.gov	Washington, D.C., area including parts of Maryland and Virginia

Showing 1 to 20 of 20 entries

<https://www.gsa.gov/small-business/small-business-resources/contact-information-for-small-business-support>



Questions???