

The GSA logo consists of the letters "GSA" in a white, bold, sans-serif font, set against a dark blue square background.

# DOING BUSINESS WITH GSA

## How to Access Procurement Opportunities

Charles Aycock  
Small Business Specialist  
Office of Small Business Utilization

U.S. General Services Administration



## Office of Small Business Utilization at GSA

While GSA's main role in the government is to ensure our buyers have the best choices when spending tax payer dollars, we are also here to help buyers identify small businesses who can meet their requirements.

In order to ensure buyers see small businesses as a resource, we educate our vendors on GSA programs and initiatives so that they can be prepared for new opportunities.

To learn more about the resources GSA provides to small businesses, please visit [www.gsa.gov/osbu](http://www.gsa.gov/osbu)

The GSA logo is a dark blue square with the letters 'GSA' in white, sans-serif font.

AN OVERVIEW FOR  
VENDORS

## Federal Business Opportunities (FedBizOpps)

[www.fbo.gov](http://www.fbo.gov)



---

FedBizOpps is the official government website (point of entry) used to post all federal procurement opportunities in excess of \$25,000

---

Small Businesses may seek business opportunities to bid on here.

---

It is known as a central location in searching for Request for Proposals (RFP's)

---

**Highly suggested to use tutorial**

## Federal Procurement Data System (FPDS)

[www.fpds.gov](http://www.fpds.gov)



The Federal Procurement Data System (FPDS) is the repository of all federal contracting data whose estimated value is \$3,000 or more. Every modification to that contract, regardless of dollar value must be reported to FPDS-NG.

Small Business may use this tool to track business opportunities agency by agency. The system data provides historical data of Federal purchases.

Check out FAQ's for more details on the value of this source  
[https://www.fpds.gov/wiki/index.php/FPDS-NG\\_FAQ](https://www.fpds.gov/wiki/index.php/FPDS-NG_FAQ)

## GSA Multiple Award Schedule (MAS) Program

---

GSA Schedule Contracts, also known as GSA Schedules or Federal Supply Schedules, are indefinite delivery, indefinite quantity (IDIQ), long-term contracts under the General Services Administration's Multiple Award Schedule (MAS) Program.

---

GSA establishes long-term government wide contracts with commercial companies to provide access to government agencies to millions of commercial products and services at volume discount pricing.



## GSA Forecast of Contracting Opportunities (Agency-wide)

[www.gsa.gov/smallbizforecast](http://www.gsa.gov/smallbizforecast)

The GSA Forecast of Contracting Opportunities informs vendors of anticipated contracts offered by GSA for the current fiscal year.

GSA's agency-wide Forecast, can be sorted and searched by GSA Organization and Region, NAICS Code, Place of Performance, Contract Dollar Value, Quarter, and other criteria.

## Additional Resources: Small Business Training

[www.gsa.gov/smallbizresources](http://www.gsa.gov/smallbizresources)

It is not required for you to have a schedule contract with GSA in order to do business with the federal government. There are other ways to do business with government agencies.

### Attend more training:

- ❖ Partnering for the Strategic Advantage
- ❖ Pursuing a GSA Schedule Contract





## AN OVERVIEW FOR NEW VENDORS

Charles Aycock  
Small Business Specialist  
Office of Small Business Utilization

[Charles.Aycock@gsa.gov](mailto:Charles.Aycock@gsa.gov)  
[202-257-1513](tel:202-257-1513)