

Small Business Opportunities Uncovered

Overview: OSBU's Simplified Guide to Working with GSA.

We believe in small business and work hard to ensure that small businesses have fair opportunities to work with GSA. We are excited that now, more than ever, there are so many ways for small businesses to work with us!

\$369.4 Million
available for small business contracts in FY12.

Executive Order 13514 requires **95%** of new contracts to contain recycled content and sustainable materials.

OSBU can help you as a small business to be your **TEACHER** in helping you learn the federal business ropes from marketing to promoting sustainability, through in-person and online training, your **GUIDE** to a national network of support for small businesses who request our help when working with GSA, and a **RESOURCE CENTER** about current and upcoming contracts offered within GSA, learn about opportunities throughout the federal government, or review how agencies are meeting their small business acquisition goals.

Getting Started

There are five (5) requirements that each small business must do before being able to obtain a contract with the federal government. Check the boxes that match your **completed** steps:

- Obtain certification from the SBA (if required) as a small business
- Obtain a Dun & Bradstreet Number (DUNS)
- Register your business with the Central Contractor Registration (CCR)
- Register in the Online Representations and Certifications Application (ORCA)
- Determine the correct North American Industry Classification System (NAICS) Code for your business.



Were you able to check all 5?

NO

YES

Don't be frustrated! For information on counseling, capital and contracting support, visit the on *How to Sell to the Government* and the *Small Business Administration (SBA)* for small business certification questions.

GREAT! We are excited to share the world of GSA contracting opportunities with you. Let's start uncovering the opportunities!

Achieve Your Business Goals

Review Doing Business with GSA. An on-line resource for Small Businesses wishing to learn more about doing business with GSA.

Explore GSA's Mentor-Protégé Program. Fosters longterm relationships between small businesses and GSA prime contractors to increase the number of small businesses that receive GSA prime contract and subcontract awards.

Contact the Procurement Technical Assistance Center (PTAC). Assists businesses with all areas of selling to federal, state, and local government at no charge, Pre-paid by your tax dollars.

Login to the Federal Procurement Data System (FPDS). An automated system used to collect and report on federal procurement spending and is viewed as the single authoritative repository for federal procurement award data.

Research USAspending.gov. Database of Federal awards containing searchable fields.

Review the GSA Advantage website.

Review the Small Business Dashboard. Provides a snapshot of government agencies' small business goals and their actual contracting dollars.

Review The Center for Acquisition Excellence. An organization that is available free of charge 24 hours a day, seven days a week to provide customer agencies and contractors with online training, including GSA GWAC information.

Uncover the Opportunities

Research Business Opportunities.

Read about current and upcoming contracts offered within GSA, learn about opportunities throughout the federal government, or review how agencies are meeting their small business acquisition goals to determine if GSA buys your products or services.

GSA Subcontracting Directory. Identifies subcontracting opportunities with GSA prime subcontractors.

Small Business Dashboard. Provides a snapshot of government agencies' small business goals and their actual contracting dollars.

GSA Advantage. Helps increase sales and visibility of products and services that small businesses are selling to GSA.

Forecast of GSA Business Opportunities. Learn about GSA's upcoming contracting needs.

FedBizOpps serves as the single government point-of-entry for federal government procurement opportunities over \$25,000.

IDIQs, GWACs, BPAs, and GSA Schedules.

GSA's Mentor-Protégé Program fosters long-term relationships between small businesses and GSA prime contractors. The goal: increase the number of small businesses that receive GSA prime contract and subcontract awards.

Set-aside Opportunities. There are many set-aside opportunities for our programs, make sure to check out www.gsa.gov/setasides to learn more.

Small Business Solutions

GSA OSBU is one of your biggest advocates! Need More Information? Visit the Office of Small Business Utilization (OSBU) or contact us at 1(855) OSBU-GSA (672-8472)

