

Small Business Opportunities Uncovered

Sustainability: OSBU'S Simplified Guide to Working with the 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 business to work with us and being *Green* is one of them!

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

Agencies are encouraged to use sustainability as an **evaluation factor** in Requests for Quotes and Requests for Proposals

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

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.

YES

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

Achieve Your Business Goals

View Energy-Efficient Products. Save power with EnergyStar® and other energy-efficient products.



Understand Recycled Products. Reduce waste by purchasing Environmental Protection Agency Consumer Product Guideline (CPG)-designated recycled products.



Identify Water-Efficient Products. Reduce water consumption with water-efficient products, such as WaterSense.

Review Biobased Products. Biobased materials, like ethanol (corn-based), soy-based lubricants, bioplastics and other BioPreferred products, ensure sustainability.



Understand Environmentally Preferable Products. Electronic products certified by the Electronic Product Environmental Assessment Tool (EPEAT) help reduce toxins and protect health.

Identify Non-Ozone Depleting Substances. Purchase ozone safe products to protect the earth's atmosphere.



Read GSA's green vehicle standards. Vehicle Publications and Leasing Alternative Fuel Vehicles (AFV) and Biodiesel Guides and Manuals.

View Doing Business with GSA. Provides information on how to do business with GSA.

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.

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

Green Products.

In most cases, small businesses will self-certify that their products meet environmental standards and market them with a variety of industry-established, eco-friendly symbols.

Environmental Services – Multiple Award Schedule 899 and Energy Management Support and Services – Multiple Award Schedule 123 support Green products. Visit GSA Advantage! for a listing of environmental symbols and their meanings.

GSA Advantage!'s Environmental Aisle. Offers thousands of individual green products to help federal agencies meet their unique needs. On the homepage, visit the "Environmental Program" aisle.

Green Services.

When federal purchasers hear about "green services," they are thinking about services that directly address environmental issues, such as waste management or energy metering services as well as any services performed in an environmentally friendly manner (i.e., green accounting services or green conferences).

Environmental Services – Multiple Award Schedule 899. Allows small businesses to sell "green services."

The Comprehensive Professional Energy Services BPAs. Allow small businesses to help agencies meet their environmental goals.

Green Vehicles.

Small businesses can help GSA meet environmental standards, by offering new, more fuel-efficient vehicles which provide long-term environmental benefits and save taxpayers money through several business opportunities.

GSA AutoChoice. Small businesses can sell a variety of vehicles to customers using this website.

Multiple Award Schedule 23V (Automotive Superstore). Offers a wide variety of specialty vehicles and accessories.

Multiple Award Schedule 751 (Leasing of Automobiles and Light Trucks). Offers commercial leasing of sedans and light trucks that permits agencies to fulfill their short term leasing needs via 12, 18, 24, 30, and 36 month leases.

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)



Review additional Fact Sheets and other helpful information at the OSBU Publications and Media site.