Doing Business with the Government

Panel Presentation

Facilitated by

Lori Sakalos, CFCM
Procurement Analyst
Public Buildings Service
GSA’s Mission

We help Federal agencies better serve the public by offering, at best value, superior workplaces, expert solutions, acquisition services, and management policies.
Did You Know?

GSA acts as a catalyst for more than $66 billion in federal spending--more than one fifth of the government’s total procurement dollars.
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The mission of GSA’s Public Buildings Service (PBS) is to provide a superior workplace for the federal worker and superior value to the American taxpayer.

– The vision is to be the best real estate organization in the world.
– Construction
– Architecture
– Interior Design
– The Federal Landlord
Buildings

- Public Buildings
- Design and Construction
- Real Estate Services
- Buildings e-Tools
- Energy/Environment
The Government Marketplace

Research & Determine

1. Need for your product/service
2. How successful are your competitors
Business Basics

All Companies Desiring to work with the Federal government should at the very least complete these registrations.

- Central Contract Registration (CCR) www.ccr.gov
- Small Business Certifications www.sba.gov
- North American Industrial Classification Code (NAICS) www.census.gov
- Dun and Bradstreet (D & B) www.dnb.com
- Online Representations and Certifications www.bpn.gov/orca
Central Contractor Registration
Information Resources for Learning about Opportunities:

- Federal Business Opportunity
  www.fbo.gov
- Federal Procurement Data System
  www.fpds.gov
- Forecast of Government Opportunities
  www.gsa.gov/smbusforecast
Subcontracting Opportunities

In search box type: Subcontracting Directory
Hit “Enter”

- Don’t need to have a “GSA Number” or be on GSA Schedule
- Contact Prime Contactors directly
- Primes need to fulfill Subcontracting Goals
  - socio-economic categories
Finding Subcontracting Opportunities

U.S. Small Business Administration Subcontracting Network

Hurricane Katrina Subcontracting Solicitations

Hurricane Subcontracting Information   Iraq Reconstruction RFP's

The use of SUB-Net fulfills the function set forth in Federal Acquisition Regulation (FAR) 5.206, Notice of Subcontracting Opportunities, for contractors and subcontractors to post notices and thereby increase competition for subcontracts.

Also see SBA's Subcontracting Opportunities Directory
CCR - Central Contractor Registration

DISCLAIMER
General Services Administration

Business Opportunities

Office: Federal Supply Service (FSS)
Location: Office Supplies & Administrative Services
Acquisition Center (2FY)

Solicitation number: 2FYB-BU-05-0001-B
Title: 75 -- Office Products / Supplies and Services and New Products Technology

Solicitation 01 - Posted on Aug 30, 2006
Synopsis - Posted on Aug 30, 2006
How do you find out what we need?
www.fedbizopps.gov
Vendor Notification Service

Disclaimer: This service is provided for convenience only and does not serve as a guarantee of notification. Subscribers to this list service are ultimately responsible for reviewing the Federal Business Opportunities site for all information relevant to desired acquisitions.

Privacy Act Routine Uses (5 USC § 522a as amended): Disclosure (or providing) the requested information is "voluntary." (See FBO Privacy and Security Statement.)

Sign up to receive procurement announcements from the Federal Business Opportunities (FBO). After subscribing you will receive the following announcements by email:

- Presolicitation and their modification
- Notices of solicitation and solicitation amendment releases
- General procurement announcements

Four options are available:

1. Register to receive all notices from solicitation number.
2. Register to receive all notices from selected organizations and product service classifications.
3. Register to receive all procurement notices.
4. Register to receive a report of all vendor notification registrations.

Users of this service may add new subscriptions or unsubscribe from all subscriptions at any time.
Vendor Notification Service

Select Agency:
- Federal Retirement Thrift Investment Board
- Federal Trade Commission
- General Services Administration
- Government Printing Office
- Institute of American Indian Arts

Show Offices for the Selected Agency

Subscribe to Mailing List
Clear Form
Vendor Notification Service

Select Procurement Classification Code:
- 36 -- Special industry machinery
- 37 -- Agricultural machinery & equipment
- 38 -- Construction, mining, excavating & highway maintenance equipment
- 39 -- Materials handling equipment
- 40 -- Rope, cable, chain & fittings

Select NAICS Code groups to display codes for:
- 213 -- Support Activities for Mining
- 221 -- Utilities
- 236 -- Construction of Buildings
- 237 -- Heavy and Civil Engineering Construction
- 238 -- Specialty Trade Contractors

Select Set Aside Type:
- All
- 8a Competitive
- N/A
- Partial HBCU
- Partial HUB-Zone
1st

Click on “All Files” & save to your desktop
FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over $25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

Hurricane Emergency Contracting Information

Click HERE for information on registering your business capabilities to assist in the Hurricane disaster relief efforts.
Subcontracting Opportunities

Washington Consulting goes direct

BY John Moore
Published on Jan. 4, 2006

Washington Consulting, a management and information technology consulting firm trying to become a major player, is about to begin looking for direct relationships with federal buyers. The company has recently won a General Services Administration Schedule 70 contract, a critical element in developing those relationships, according to Dan Maguire, managing principal at the firm.

Prior to the GSA schedule award, the company had been building its federal presence as a subcontractor, Maguire said. The company’s federal subcontract work has focused on enterprise resource planning (ERP) and customer relationship management (CRM) services, the latter geared toward case management applications.

Maguire said the company now plans to offer those same services as a prime contractor.

Washington Consulting’s federal ERP practice pursues finance

Credit payment processing, human resources (HRS) and Oracle and Siebel applications. The company’s federal financial services practice has been led by Leona Shegos, director of the federal financial services division. Shegos’ practice focuses on systems integrating and procurements in the financial arena, including financial systems, financial accounting and auditing systems, and asset management systems.

Washington Consulting’s federal CRM practice focuses on customer relationship management (CRM) systems, including customer relationship management (CRM) systems for the government, customer service and support applications, and customer relationship management (CRM) systems for the federal government.

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Office of Small Business Utilization (OSBU)

As the General Services Administration’s (GSA) Small Business advocate, the OSBU will engage in strategies that provide contracting opportunities for small minority, service-disabled veteran, veteran, and women-owned businesses including small businesses located in HUBZones.
Other Things You Can Do

- Attend pre-proposal conferences
- Respond to Sources Sought Notification
- Update your CCR profile
- Market your firm to PBS staff
- Bid on many projects
- Direct questions to the Contracting Officer
- Form joint ventures
We Can’t Do It Without You!
GSA’s Two Business Lines

Public Buildings Service

Federal Acquisition Service
Successful Projects of Government Industry Partnerships in the Modular World

Presented by
Mitchell Gasbarra
Procurement Analyst
Northeast & Caribbean Region
GSA-PBS
Chateaugay Cargo Center
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Questions?