

# Small Business Opportunities Uncovered

*Commercial Products and Services: 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. Small businesses have the opportunity to provide GSA with commercial products and services at volume discount pricing and now, more than ever; there are so many ways for small business to work with us!

## Did you Know?

GSA enters into governmentwide contracts with commercial firms to provide over **\$11 Million** commercial supplies and services.



GSA Multiple Award Schedule (MAS) contracts are available for use by federal agencies **WORLDWIDE**

## 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 eLibrary and Schedule Sales Query (SSQ).** Get a real sense of the competitive market by researching these sites for more information.

**Check out eBuy.** Multiple Award Schedule vendors should search eBuy for purchasing trends and new projects.

**Link to the Vendor Support Center.** Contains a wealth of information concerning placing your products and services on GSA Advantage, as well as other information relevant to schedule vendors.

**Review How to Sell to the Government.** Offers a high-level overview of federal purchasing programs and the different ways vendors can participate.

**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.

**GSA Multiple Award Schedules.** View the comprehensive list of GSA Multiple Award Schedules. They provide opportunities from where small businesses can sell their products and services.

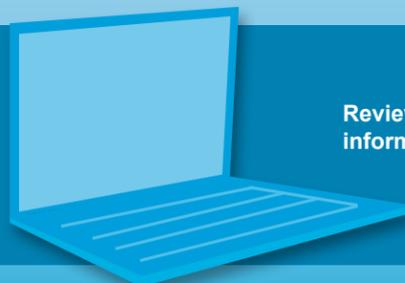
**Forecast of GSA Business Opportunities.** Learn about GSA's upcoming contracting needs.

**GSA Global Supply. GSA Global Supply™** provides a marketplace for easy and flexible requisition-based ordering for office supplies, tools, computer products, safety gear and cleaning products.

**Subcontracting Opportunities.** The GSA Subcontracting Directory is published for small business concerns seeking subcontracting opportunities with General Services Administration (GSA) prime contractors.

## 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.