

Small Business Opportunities Uncovered

Information Technology: 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. The Government needs smarter technology solutions and now, more than ever; there are so many ways for small business to work with us!

Did You Know?

Multiple Award Schedule 70 makes **\$16 Billion** available for small business contracts in FY12

Small Business GWACs had over **\$1.2 Million** dollars in sales in Fiscal Year 2011

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

Visit the IT Solutions Shop (ITSS). An automated, convenient, and secure means for federal agencies to order and accept services and commodities from vendor.

Research the Federal IT Dashboard. A website enabling federal agencies, industry, the general public and other stakeholders to view details of federal information technology investments.

Read the Technology Strategy Overview. GSA helps government meet the demand for on-line services by providing a variety of products and services.

View Doing Business with GSA. Information 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.

<p>GSA Subcontracting Directory. Identifies subcontracting opportunities with GSA prime subcontractors.</p>	<p>Small Business Dashboard. Provides a snapshot of government agencies' small business goals and their actual contracting dollars.</p>	<p>GSA Advantage. Helps increase sales and visibility of products and services that small businesses are selling to GSA.</p>
<p>Multiple Award Schedule 70. Multiple Award Schedule 70 enables the acquisition of technology services, equipment, software and IT professional services. It is the largest and most widely used acquisition vehicle in the federal government.</p>	<p>Telecommunications and Network Services. GSA offers a variety of telecommunications and network services to agencies that are supplied by industry leading companies.</p>	<p>Green IT Services. Small businesses help agencies achieve their environmental sustainability goals by offering IT and telecommunications products and services that reduce energy consumption and e-waste and optimize performance.</p>
<p>Forecast of GSA Business Opportunities. Learn about GSA's upcoming contracting needs.</p>	<p>SmartBUY Software. Federal agencies and state, local and tribal governments can buy software and software-related services from small businesses at considerable savings.</p>	<p>Governmentwide Acquisition Contracts (GWACs). GWACs enable the acquisition of information technology (IT) requirements such as systems design, software engineering, information assurance, and enterprise architecture solutions.</p>

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.