

# Small Business Opportunities Uncovered

*Real Estate: 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 help in constructing, managing, preserving federal building and renovating federal buildings more than ever. There are so many ways for small businesses to work with us.

As the landlord for the civilian federal government, GSA owns or leases **9,600** properties and provides work space for more than one million federal workers.

## 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

**Review New Sustainable Building Technologies and Practices RFI.** This RFI is being used to gather information from commercial organizations, educational institutions and non-profit organizations on new sustainable building technologies and practices in support of its Green Proving Ground initiative.

**Read** these web pages:  
**Design and Construction Overview**  
**Facilities Management Overview**  
**Leasing**  
**Retail Services (Concessions and Outleasing)**

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

### 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)

## 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.

**Indefinite Delivery, Indefinite Quantity (IDIQ) Construction Projects** list. List of available construction indefinite delivery, indefinite quantity contracts.

**PBS on FedBizOpps.** Direct link to database of contracting opportunities for GSA's Public Buildings Service which will encompass Construction, Facilities Management/Leasing, Retail Services (Concessions) on the Federal Business Opportunities website.

**Retail Services (Outleasing).** Outleasing is GSA's method of granting private-sector use of GSA-owned or leased space. Opportunities can be found by contacting the appropriate GSA Regional Office.

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

