

GSA Helps Small Businesses

GSA works so that small businesses, including disadvantaged, women-owned, HUBZone-certified, veteran-owned, and service-disabled veteran-owned small businesses, have many opportunities to participate in the federal procurement process.

In particular, GSA's Office of Small Business Utilization (SBU) (<http://www.gsa.gov/sbu>) assists small businesses by answering the many questions that are submitted by phone, email, letters, and in person. SBU staff members consult with most companies over the phone; however, SBU also conducts one-on-one counseling sessions to help companies in understanding and participating in the federal procurement process. SBU employees also attend procurement conferences to conduct workshops that provide important information to small business owners on how to do business with GSA. To find an SBU center in a particular region, visit the regional home page. To contact an SBU staff member, review this contact list. All links reference in this document can be reached from the GSA's Office of Small Business Utilization (SBU) (<http://www.gsa.gov/sbu>) unless otherwise noted.

Resources

SBU has many resources to help small businesses compete. One valuable resource is the Doing Business with GSA booklet, which is geared toward new and prospective contractors. It explains the process, offers practical advice, and lists helpful websites. Businesses looking for regional procurement opportunities can review opportunities by region. Those businesses seeking subcontracting opportunities can review GSA's subcontracting directory.

Events

SBU conducts hundreds of outreach events a year across the country for small businesses, to open doors to federal contracting opportunities to them. To learn about these events, visit Events.

Featured Opportunities and Programs

GSA has a strong record of supporting small business contracting throughout the government through the GSA Multiple Award Schedules Program (MAS Program) and information technology-centered Governmentwide Acquisition Contracts (GWACs)

<http://www.gsa.gov/Portal/gsa/ep/channelView.do?pageTypeld=8199&channelId=-24850>

- ♦ **MAS Program (aka GSA Schedules or Federal Supply Schedules)**
GSA establishes contracts with firms for commercial products and services at fair and reasonable prices that have been negotiated by GSA. Federal agencies turn to MAS contracts to fulfill agency requirements, knowing that they can depend on the quality of the products or services these companies provide. For small businesses, the MAS Program offers an expansive avenue of potential work with the federal government.

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- ◆ **GWACs**

Through the Small Business GWAC Center, GSA offers Alliant Small Business (Alliant SB), a small business set-aside GWAC, is designed to provide worldwide information technology solutions to federal agencies, while strengthening federal contracting opportunities for small business concerns. Alliant SB assists agencies in reaching their small business utilization goals, while providing small business concerns opportunities for prime contracts in the information technology arena.