

Doing Business with GSA



GEORGE PROCHASKA

**REGIONAL COMMISSIONER
GENERAL SERVICES ADMINISTRATION
FORT WORTH, TEXAS**

What is GSA?



- **GSA** helps federal agencies build and acquire office space, products and other workspace services, and oversees the preservation of historic federal properties.
- **Public Buildings Service** - provides workplaces by constructing, managing, and preserving government buildings and by leasing and managing commercial real estate.
- **Federal Acquisition Service** - provides acquisition solutions of private sector professional services, equipment, supplies, and IT to government organizations and the military.



GSA Schedules



- **GSA Schedules** are long-term contracts with commercial businesses that provide over 11 million commercial products and services to federal, state, and local governments.
- There is a **Multiple Award Schedule** solution for almost all customer requirements! Just a few of these schedules include:
 - Facilities and Management
 - Automotive
 - Office Products
 - Hardware
 - Building Materials
 - Professional Services
 - Furniture
 - Hospitality
 - Law Enforcement

GSA Works with Small Businesses



- Provides training and education to increase understanding of GSA's contracting vehicles, the process for becoming a GSA Schedules contractor, and how to successfully market a GSA contract to the federal community.
- Hosts and attends monthly, quarterly and annual small business events, some targeted to specific socioeconomic groups, which helps small businesses navigate the federal procurement process.
- Conducts one-on-one counseling sessions, at the request of small businesses, to guide them on how to best to pursue federal opportunities and address specific questions and challenges they may have.



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