GSA - Our Mission

The General Services Administration (GSA) was established in 1949 with a purpose of streamlining the administrative work of the federal government.

“The mission of GSA is to deliver the best value in real estate, acquisition, and technology services to government and the American people.”

GSA supports our customers by providing government-wide contract vehicles for the procurement of products and services.
<table>
<thead>
<tr>
<th>Products</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building &amp; Industrial</td>
<td>About Buying Services</td>
</tr>
<tr>
<td>Electronics &amp; Technology</td>
<td>Energy Services</td>
</tr>
<tr>
<td>Facilities &amp; Supplies</td>
<td>Environmental Services</td>
</tr>
<tr>
<td>Furniture &amp; Furnishings</td>
<td>Facility Management Services</td>
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<tr>
<td>Law Enforcement, Fire &amp; Security</td>
<td>Furniture Services</td>
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<tr>
<td>Office Equipment</td>
<td>Human Capital Services</td>
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<tr>
<td>Office Supplies</td>
<td>Office Services</td>
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<tr>
<td>Office Supplies &amp; Equipment FSSI</td>
<td>Professional Services</td>
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<tr>
<td>Scientific &amp; Medical</td>
<td>Security &amp; Law Enforcement</td>
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<tr>
<td>Tools, Paint &amp; Recreational</td>
<td>Technology Services</td>
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<td>Vehicles &amp; Equipment</td>
<td>Training Services</td>
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<td>Transportation Services</td>
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<td>Travel Services</td>
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<td>Vehicle Buy/Lease Services</td>
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Achieving Acquisition Excellence

GSA strives to exceed acquisition excellence by implementing key strategic objectives that allow the organization to deliver greater savings, increase operational and acquisition efficiency, and improve service to our customers and trusted vendor partners.

These objectives further our leadership’s vision of:

- Becoming an Economic Catalyst
  - Impact communities where we live and work by strengthening relationships
  - Better support our vendor partners by lowering the barriers to getting on schedule and increasing awareness of business opportunities that exist across government
• Being a Proactive Federal Partner
  – Provide more resources that help our partner agencies and vendors find everyday solutions to the problems they face
  – Seek out opportunities to be a proactive federal partner and assist agencies and vendors improve service delivery and increase cost savings
• Increasing Operational Excellence
  – Continue to improve GSA as an organization
  – Collect data, enhance reporting structures, and cultivate leaders, which empower people throughout GSA to make better decisions
White House Initiative on HBCUs

Equally important is GSA’s role in assisting federal agencies ability to meet its Historically Black Colleges and Universities (HBCU) goals

In alignment with the White House Initiative on HBCUs, GSA is committed to boosting HBCU participation in Federal contracting opportunities
Doing Business With Government

Contracting with federal agencies widens HBCUs exposure to business opportunities and offers a potential source of increased revenue

• In FY17, 23 HBCUs contracted with various federal agencies generating roughly $2.4 million*

• Primary areas of support services fall under
  – Research and Development
  – Medical Services
  – Administrative and Management Support
  – Education and Training
  – Call Center Services
  – Data Processing
  – Information Technology
### HBCUs (FY12 thru FY17)

<table>
<thead>
<tr>
<th>Jackson State Univ</th>
<th>Rust College</th>
<th>Bowie State</th>
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<tbody>
<tr>
<td>Howard Univ</td>
<td>Oakwood Univ</td>
<td>Morehouse</td>
</tr>
<tr>
<td>Morgan State Univ</td>
<td>Xavier Univ</td>
<td>Spellman</td>
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<tr>
<td>Tennessee State Univ</td>
<td>Texas Southern</td>
<td>Savannah State</td>
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<tr>
<td>Florida A&amp;M</td>
<td>Fort Valley State</td>
<td>North Carolina A&amp;T</td>
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<tr>
<td>Prairie View A&amp;M</td>
<td>Bethune Cookman</td>
<td>Fayetteville State</td>
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<tr>
<td>Tuskegee</td>
<td>Grambling</td>
<td>Wilberforce Univ</td>
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<tr>
<td>Alcorn State Univ</td>
<td>Florida Memorial</td>
<td>Shaw Univ</td>
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<td>Delaware State Univ</td>
<td>Dillard Univ</td>
<td>Lincoln Univ</td>
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<tr>
<td>Langston Univ</td>
<td>Charles Drew Univ</td>
<td>Elizabeth City State</td>
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<tr>
<td>Northern Arizona</td>
<td>Central State</td>
<td>Johnson C. Smith</td>
</tr>
<tr>
<td>Southern University at NO</td>
<td>Alabama A&amp;M</td>
<td>Norfolk State</td>
</tr>
<tr>
<td>El Camino Community College</td>
<td>Fisk Univ</td>
<td>Tougaloo College</td>
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<tr>
<td>Clark Atlanta</td>
<td>West VA State</td>
<td>Benedict College</td>
</tr>
<tr>
<td>California State Univ</td>
<td>Albany State</td>
<td>Huston Tillotson Univ</td>
</tr>
<tr>
<td>Gadsden State Community College</td>
<td>Winston Salem Univ</td>
<td>Talledega College</td>
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What We Know

Through research we have discovered:

• Many HBCUs have been awarded contracts by individual federal agencies, but they do not hold a GSA multiple award schedule (MAS) contract

• There are approximately 22 colleges and universities that hold GSA contracts (professional services), but not identified as HBCUs

• Most HBCUs find the process of obtaining a federal contract daunting and thus are easily deterred from applying
  – Feel it requires extensive hands-on assistance and training to complete the process
GSA Schedules

GSA Multiple Award Schedules (MAS)

- A government-wide contract vehicle for purchasing commercial products, services, and solutions
- A five year Indefinite Delivery, Indefinite Quantity (IDIQ) contract with three 5-year options – up to 20 years
- Also referred to as a GSA Schedule or a Federal Supply Schedule (FSS)
- Made up of approximately 36 schedules with products and services categorized by Special Item Numbers (SINS)
GSA Schedules - By The Numbers

- Schedules is a $33 Billion dollar a year program
- Partner with more than 19,000 commercial suppliers
- Approximately 36 schedules (products and services)
- Professional Services generates roughly $9,334.1B
  - Includes services such as administrative and support, research and development, education and training
- IT Services - $14,961.3B

Based on the above numbers, GSA Schedules provides a unique opportunity for HBCUs to increase revenue and expand access to additional federal, state, and local contracting initiatives
GSA is committed to expanding its collaboration with HBCUs and is piloting an effort that will focus on increasing the number of HBCUs (as vendors) under our Schedules program.
GSA’s HBCU Initiative

Pilot Objectives are:

1. Increase HBCUs on GSA Schedules
   - Open the aperture by increasing access to federal, state, and local government contract opportunities
   - Provide HBCUs with an additional revenue stream
   - Understand and mitigate HBCU areas of concern
   - Target specific HBCU-service areas of opportunity
     • Professional Services
     • Information Technology
2. Engage and Train
   - Assist HBCUs through the GSA schedules contract application process
   - Provide no-cost virtual and onsite training
     • Contracting Process
     • Contract Modification Process
     • Reporting
     • How to market to federal agencies
Conduct Regional HBCU Industry Days
- Share forecast of business opportunities
- Conduct Training and provide follow-on resources
- Gather intelligence on remaining barriers to accessing federal contract opportunities

3. Assist Federal agencies with meeting their HBCU goals
- Collaborate on HBCU outreach and engagement efforts
- Improve information sharing across agencies
- Develop best practices

4. Advance and support the goals of the White House Initiative on HBCUs
Questions
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