



U.S. General Services Administration

Federal Acquisition Service

Partnering for Solutions That Serve

**National Account Management Strategy Division
Office of Customer Accounts and Stakeholder Engagement
22 August 2017**

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



GSA Product and Services Offerings

Products

Building & Industrial
Electronics & Technology
Facilities & Supplies
Furniture & Furnishings
Law Enforcement, Fire & Security
Office Equipment
Office Supplies
Office Supplies & Equipment FSSI
Scientific & Medical
Tools, Paint & Recreational
Vehicles & Equipment

Services

About Buying Services
Energy Services
Environmental Services
Facility Management Services
Furniture Services
Human Capital Services
Office Services
Professional Services
Security & Law Enforcement
Technology Services
Training Services
Transportation Services
Travel Services
Vehicle Buy/Lease Services



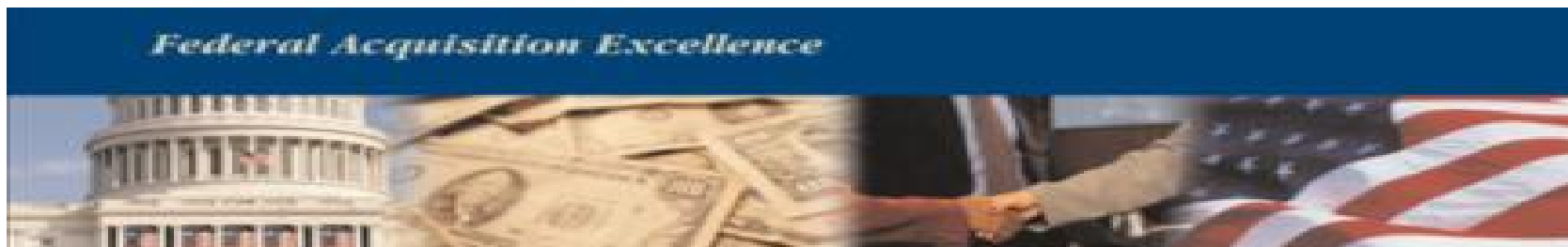
Achieving Acquisition Excellence

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



A decorative header featuring a stylized American flag with white stars on a blue field and red and white stripes.

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)

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

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





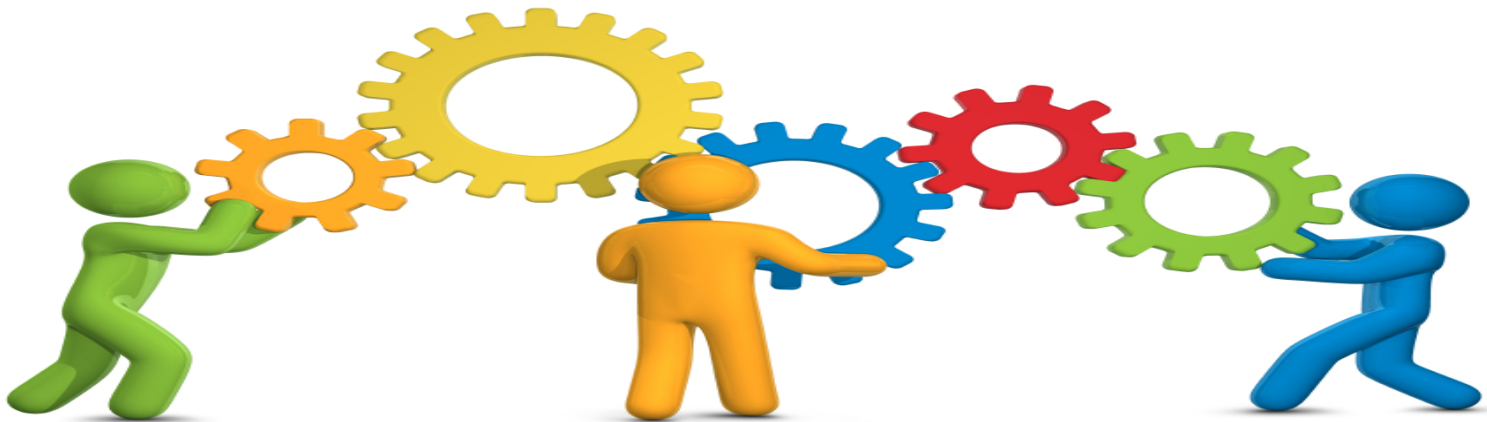
GSA's HBCU Initiative


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



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- 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





Points of Contact

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