



U.S. General Services Administration

Federal Acquisition

Partnering for Solutions That Serve

Office of Customer and Stakeholder Engagement
August 2018

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

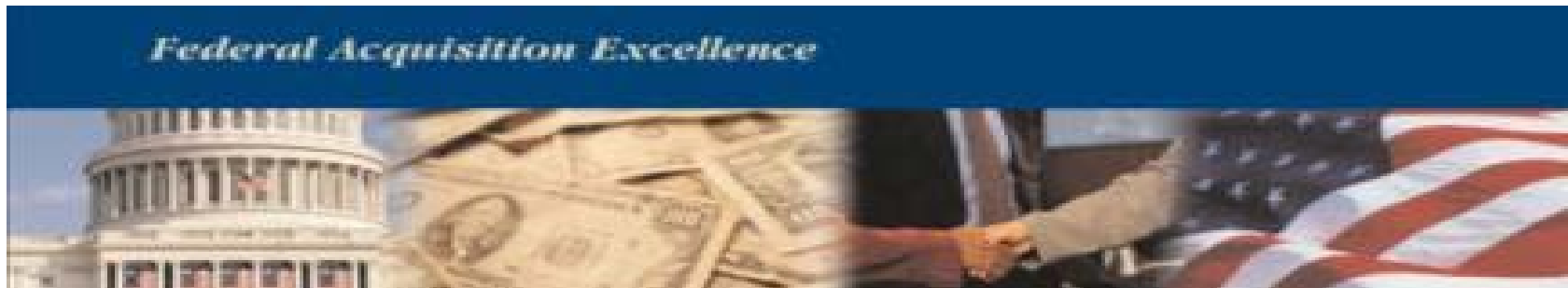
About Buying Services
Energy Services
Environmental Services
Facility Management Services
Furniture Services
Human Capital Services
Office Services
Professional Services
Security & Law Enforcement
Technology Services
Training Services
Transportation Services
Travel Services
Vehicle Buy/Lease Services

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
- Being a Proactive Federal Partner
- Increasing Operational Excellence



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





Doing Business With Government

Contracting with federal agencies widens Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) exposure to business opportunities and offers a potential source of increased revenue

- In FY17, 23 HBCU/MIs contracted with various federal agencies generating well over \$3 Million*
- Primary areas of support services fall under
 - Research and Development
 - Medical Services
 - Administrative and Management Support
 - Education and Training
 - Data Processing
 - Information Technology

What We Discovered

Regarding GSA:

- Many HBCUs/MIs 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/MIs



GSA Schedules – By The Numbers

- Schedules is a \$45 Billion dollar a year program
- Partner with more than 19,000 commercial suppliers
- Approximately 33 schedules (products and services)
- Professional Services (00CORP) schedule generated roughly \$7,334.1B
 - Includes services such as administrative and support, research and development, education and training
- Information Technology - \$14,180.4B





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 33 schedules with products and services categorized by Special Item Numbers (SINS)



GSA's HBCU/MI Initiative – Phase I

1. Increase HBCUs/MIs on GSA Schedules

- Access to federal, state, and local government contract opportunities
- Provide HBCUs/MIs with an additional revenue stream
- Target specific HBCU/MI-service areas of opportunity
 - Professional Services, Information Technology

2. Engage and Train

- Assist HBCUs/MIs 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/MI Industry Days
 - Discuss business opportunity forecasts
 - Gather intelligence on remaining barriers to accessing federal contract opportunities
- 3. Assist other Federal agencies with meeting their HBCU goals
 - WHIHBCU Inter-agency meeting
- 4. Advance and support the goals of the White House Initiative on HBCUs





Points of Contact

Stacy Swann

National Account Manager

Phone: (202) 302-0738

Email: stacy.swann@gsa.gov

Angela Bumbrey

National Account Manager

Phone: (571) 447-8598

Email: angela.bumbrey@gsa.gov