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
   • WHI HBCU Inter-agency meeting
4. Advance and support the goals of the White House Initiative on HBCUs
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