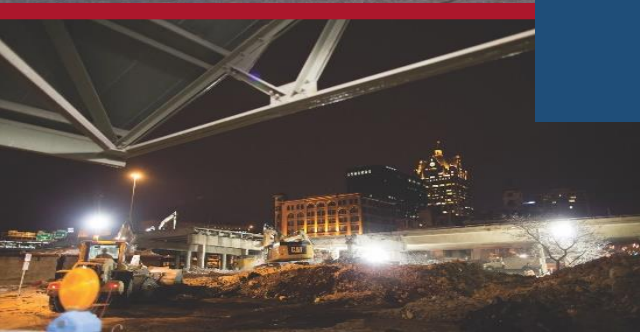




A Procurement Technical Assistance Center (PTAC)

IS A GSA SCHEDULE RIGHT FOR YOUR BUSINESS?

February 20, 2018 – Milwaukee, WI



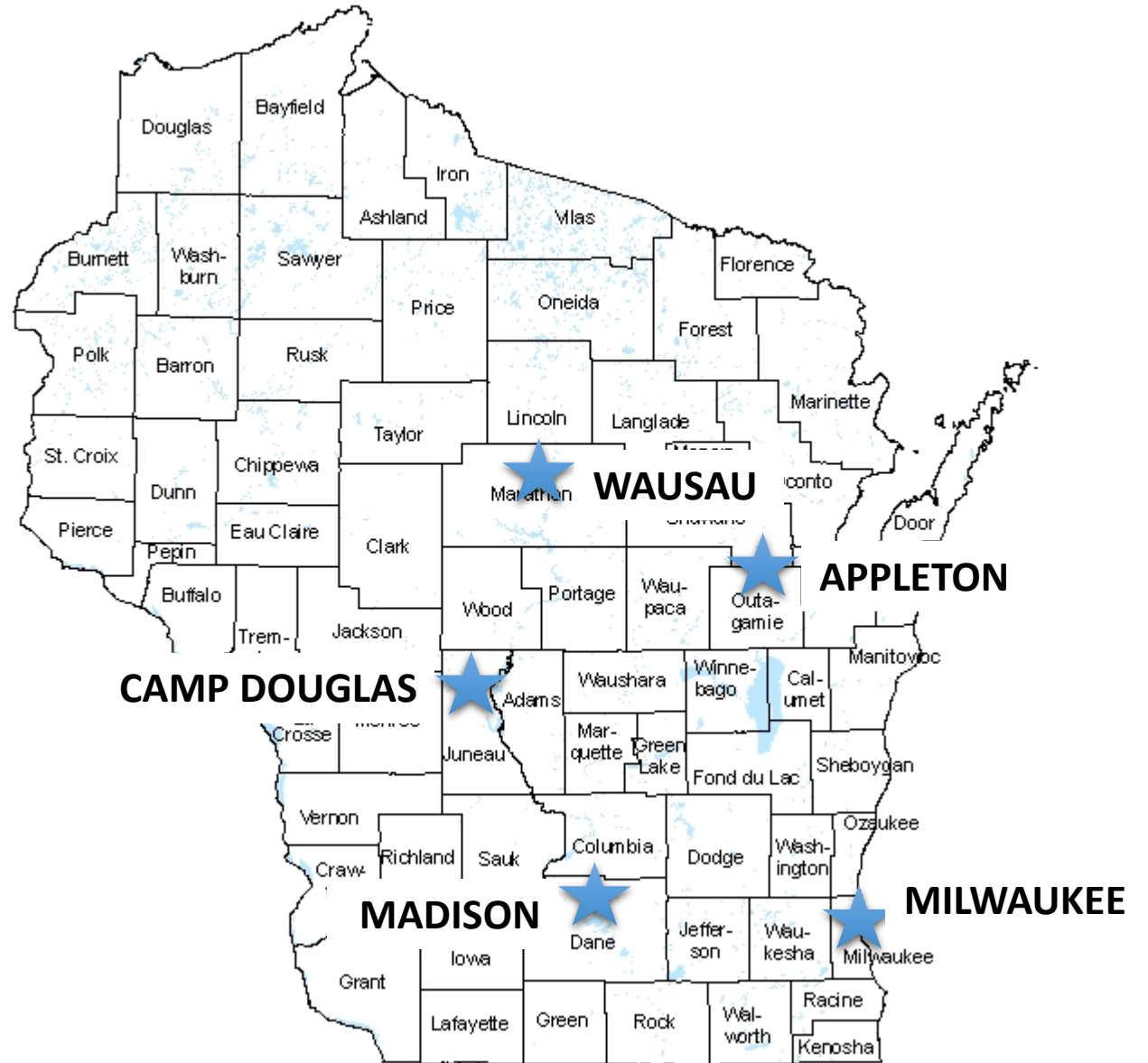
ABOUT WPI SUPPORTING THE MISSION

SERVING WISCONSIN
COMPANIES FOR 30 YEARS!

Assist businesses in creating,
development and growing their sales,
revenue and jobs through Federal, state
and local government contracts.

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *Madison Enterprise Center*
 - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON – *Fox Valley Technical College*



CLICK HERE TO VIEW WPI NEWSLETTER

www.wispro.org



UPCOMING EVENTS

JANUARY 10 2018
SELLING TO UNCLE SAM-UNDERSTANDING THE GOVERNMENT MARKETPLACE
IRON MOUNTAIN, MI »

JANUARY 17 2018
END OF YEAR FEDERAL CONTRACTOR UPDATE
MILWAUKEE »

JANUARY 23 2018
PREPARING A WINNING GOVERNMENT PROPOSAL
MILWAUKEE »

JANUARY 23 2018
ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS)
WEBINAR »

JANUARY 24 2018
ACQUISITION HOUR: CYBER SECURITY FOR CURRENT AND PROSPECTIVE DOD CONTRACTORS AND SUBCONTRACTORS
WEBINAR »

CURRENT OPPORTUNITIES (4)

SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

WHAT WE WILL COVER TODAY

- Overview of the General Services Administration (GSA)
- Overview of GSA Schedules
- GSA Schedule Market Research
- What does it take to obtain a GSA Schedule
- Tips to Selling and Marketing Your Products and Services from Your GSA Schedule
- Selling Without a GSA Schedule contract
- GSA websites

OVERVIEW OF GENERAL SERVICES ADMINISTRATION (GSA)

GSA VISION

GSA provides the best value for government and the American people

GSA has been delivering the best value in real estate, acquisition and technology services, to the federal government and American people for more than 67 years.

READ MORE



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

www.gsa.gov

FOCUS ON...



DESIGN AND CONSTRUCTION

GSA is the leader in federal government for the direction and standards of architecture, engineering, urban development, and more.



EMERGING CITIZEN TECHNOLOGY

GSA launched a program to find practical use cases in government for modern technologies like artificial intelligence and blockchain.



SMALL BUSINESS

GSA is a champion for small business, working to provide better contracting options and follow-up support once a contract is achieved.

Products & Services

GSA serves as the acquisition and procurement arm of the federal government, offering equipment, supplies, telecommunications, and integrated information technology solutions to federal agencies so that the agencies can focus on doing what they do best—serving the public. Visit these links to learn about individual offerings.

[FACILITIES & CONSTRUCTION](#)

[Construction Related Materials](#)

[Facility Related Materials](#)

[Facility Related Services](#)

[HUMAN CAPITAL](#)

[Administrative Services](#)

[Human Capital and Training Solutions](#)

[Human Resources System](#)

[General Support Services](#)

[INDUSTRIAL PRODUCTS & SERVICES](#)

[Basic Materials](#)

[Environmental Protection Equipment \[Fire/Rescue/Safety\]](#)

[Hardware & Tools](#)

[Industrial Products](#)

[\[Install/Maintenance/Repair/Build\]](#)

[Machinery & Components](#)

[Test & Measurement Supplies](#)

[INFORMATION TECHNOLOGY](#)

[Cloud Computing Services](#)

[Cybersecurity Services](#)

[Data Center Services](#)

[Hardware Products and Services](#)

[Software Products and Services](#)

[Telecommunications and Network Services](#)

[OFFICE MANAGEMENT](#)

[Furniture](#)

[Office Equipment](#)

[Office Supplies](#)

[PROFESSIONAL SERVICES](#)

[About Professional Services](#)

[Professional Services Schedule](#)

[One Acquisition Solution for Integrated Services](#)

[SECURITY & PROTECTION](#)

[Security Services](#)

[Security Systems](#)

[Security Animals and Related Services](#)

[TRANSPORTATION & LOGISTICS SERVICES](#)

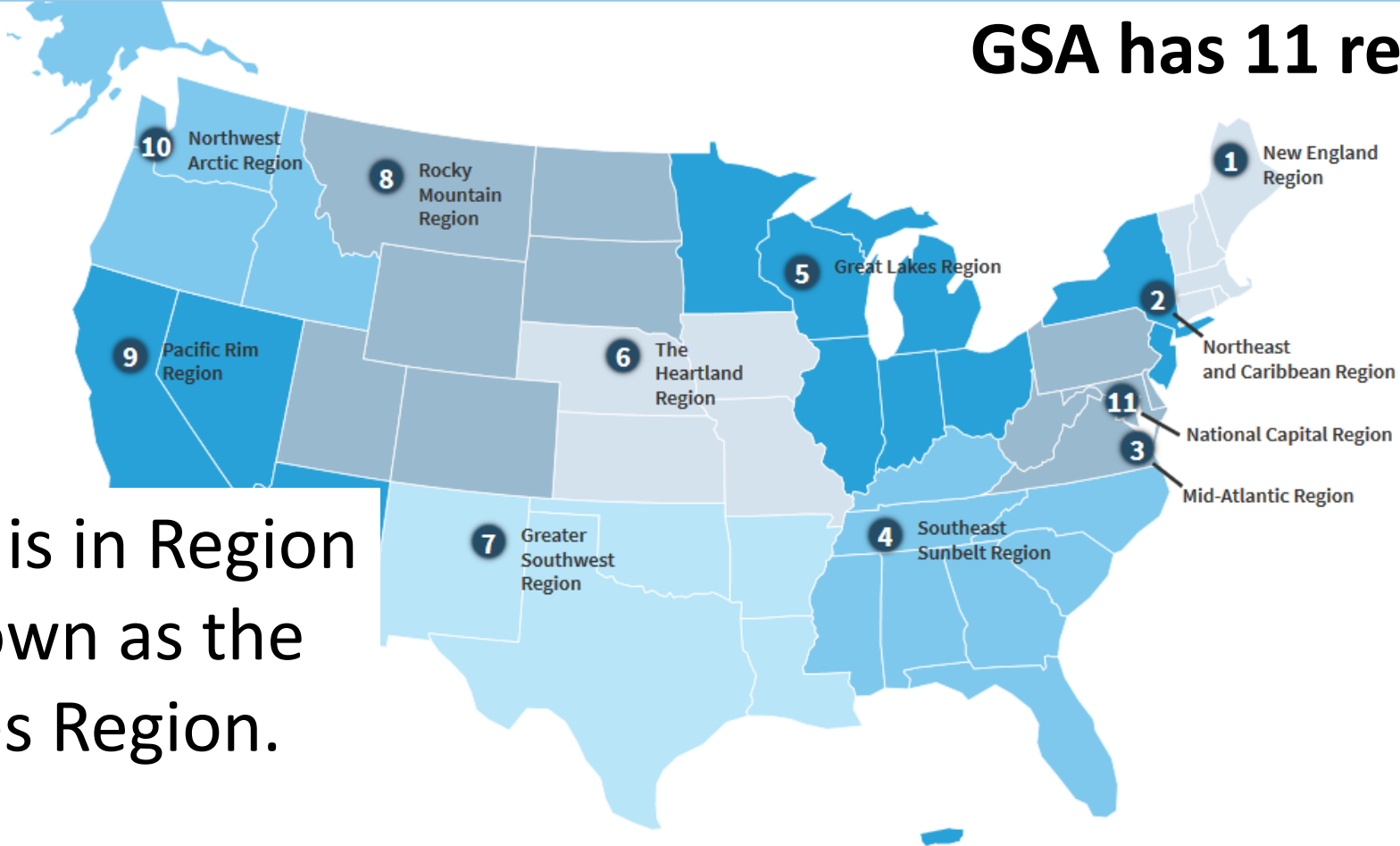
[Vehicle Buying](#)

[Vehicle Leasing](#)

[TRAVEL & LODGING](#)

[Relocation](#)

GSA has 11 regions



Wisconsin is in Region 5, also known as the Great Lakes Region.

OFFICE OF SMALL BUSINESS
UTILIZATION

> Overview

Office of Small Business Utilization

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

GSA Mission Statement

The Office of Small Business Utilization (OSBU) in GSA is just one of many placed in Federal Agencies by Congress "...to promote the maximum practicable use of all designated small business categories within the Federal Acquisition process..." These advocates report to the head of their agency on the success of this partnership. GSA's OSBU is comprised of 3 divisions:

- Office of Outreach and Customer Care
- Office of Regional Small Business Management
- Office of Policy and Forecasting

Office of Customer Care & Outreach (EC)

Serves as the advocate to national small business customers by providing training, counseling and subcontracting review to improve small business engagement experience with the agency. This office includes the National Manager providing liaison to GSA's Service Disabled Veteran Owned Small Business Senior Executive Representative and the Administrator as it applies to small businesses.

The Office of Regional Small Business Management (ES)

Serves as the advocate to regional small business customers by providing training and counseling, and reviewing small business analysis record (GSA Form 2689), acquisition plans and subcontracting plans to improve small business engagement experience with the agency. This office includes a three zone breakdown of supervisory support to the Regional Manager.

CONTACTS

Office of Small Business
Utilization

1-855-OSBUGSA (672-8472)

- [View Contact Details](#)

**ADDITIONAL CONTACTS FOR
Small Business Support****FIND OSBU ON SOCIAL
MEDIA**

Get up-to-the-minute news on OSBU happenings, training, and business opportunities:



Like 823 people like this. Be the first of your friends.

**SMALL BUSINESS GWAC
CENTER NEWSLETTER**

The Small Business GWAC Center's Newsletter, Small Business in Focus, has the latest information about

<https://www.gsa.gov/about-us/organization/office-of-small-business-utilization>

OVERVIEW OF GSA SCHEDULES



- **YOU DO NOT NEED A GSA SCHEDULE TO SELL TO THE GOVERNMENT!!!!**
- **You do not need to pay someone to get a GSA schedule contract.**
- **You MAY need a schedule to effectively sell YOUR PRODUCTS OR SERVICES TO THE GOVERNMENT.**

WHAT IS A GSA SCHEDULE?

- The Federal Supply Schedule (FSS) program also known as the GSA Schedules Program or the Multiple Award Schedule (MAS) Program offers speed, selection, flexibility, transparency, efficiency, value, and procurement management.
- Schedules are Indefinite Delivery, Indefinite Quantity (IDIQ) contracts providing an indefinite quantity of supplies and services at stated prices during a fixed period of time.
- Each GSA Schedule is composed of Special Item Numbers (SINs) that groups similar products and services together.

GENERAL SERVICES ADMINISTRATION (GSA) SCHEDULE OVERVIEW

- GSA offers businesses the opportunity to sell billions of dollars worth of products and services to federal agencies. \$31 Billion is Sold through Schedule Contracts (FY 2017)
- Your contract may be located in another region. Example Schedule 56 is located in Region 7 Greater Southwest Region
- GSA is committed to helping industry partners succeed in the government marketplace. FREE training is available.
- GSA schedule holders sell on GSAs on line catalogue GSA Advantage

GENERAL SERVICES ADMINISTRATION (GSA) SCHEDULE OVERVIEW

- Any federal agency can use these contracts and many prefer to use the schedule over other procurement options because of pre-negotiated terms and pricing, transparency, and ease of use.
- Awarded for a base period of five years with potential for 3 five-year option periods, resulting in a 20 year contract.
- Sales are only limited to minimum and maximum quantities defined by the contract holder.
- Considered it a “hunting license” – for GSA and non-GSA opportunities

SOME STATISTICS

- \$31 Billion is Sold through Schedule Contracts (FY 2017)
- Eighty percent (80%) of GSA Multiple Award Schedule (MAS) contractors are small businesses who represent 36 percent (36%) of sales;
- More than \$40B flows through GSA MAS contracts every year;
- In Fiscal Year 2015, approximately eight percent of government needs were procured through the GSA MAS contracts;
- GSA had over 19,000 MAS contracts in Fiscal Year 2012; and
- Approximately 40 percent (40%) of the 19,000 GSA MAS contracts generate sales.

GSA SCHEDULES

- > Overview
- FAQ
- List of GSA Schedules
- About GSA Schedules
- Schedules News & Training
- For Federal Agency Customers
- Schedules Flexibilities
- State and Local Government Customers
- Industry Partners
- Contacts and Resources

GSA Schedules

GSA establishes long-term governmentwide contracts with commercial firms to provide access to millions of commercial products and services at volume discount pricing. These can be ordered directly from our online ordering systems, eBuy or GSAAdvantage!®

Download our comprehensive [GSA Schedules Desk Reference guide!](#) [PDF - 1 MB]



National Customer Service Center
 (800) 488-3111
 • mashelpdesk@gsa.gov
 • [View Contact Details](#)

HELP WITH GSA SCHEDULES
 • [Contacts and Resources](#)

PURCHASING PROGRAMS
 • [Acquisition Gateway](#)
 • [Assisted Acquisition Overview](#)
 • [GSA SmartPay®](#)

E-TOOLS
 • [GSA Advantage!®](#)
 • [eBuy](#)
 • [GSA eLibrary](#)
 • [eOffer/eMod](#)
 • [MAS Performance Dashboard \[a nonegovernment](#)

<https://www.gsa.gov/acquisition/purchasing-programs/gsa-schedules>

- [MAS Desk Reference](#) [PDF - 1 MB]
- [Deviation Ordering Guide](#) [PDF - 1 MB]
- [For Industry Partners Getting on Schedule](#)

GSA SCHEDULE MARKET RESEARCH




GSA SCHEDULE MARKET RESEARCH

- Is your product or service purchased through a GSA Schedule? Check out the GSA e-Library <https://www.gsaelibrary.gsa.gov/ElibMain/home.do>
 - Which Schedule is right for you?
 - Is the Schedule open?
 - Who is your competition?
 - What is your competition selling?


GSA SCHEDULE MARKET RESEARCH- GSA E-LIBRARY

<https://www.gsaelibrary.gsa.gov>



GSA Federal Acquisition Service

[Home](#)
[eBuy - quotes](#)
[GSA Advantage - online shopping](#)
[Help](#)



Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit GSA.gov.

Search

in all the words Search

enter Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number, NAICS

[▶ Contractor Directory \(a-z\)](#)
[▶ Cross-Schedule Search](#)

Category Guide


<ul style="list-style-type: none"> ▶ Fall/Winter Supplies & Services ▶ Disaster Relief ▶ Hospitality, Cleaning, & Chemicals ▶ Laboratory, Scientific, & Medical ▶ Office Solutions ▶ Security Solutions ▶ Tools, Hardware, & Machinery ▶ Vehicles & Watercraft 	<ul style="list-style-type: none"> ▶ Building & Industrial ▶ Furniture & Furnishings ▶ IT Solutions & Electronics ▶ Law Enforcement, Fire, & Security ▶ Recreation & Apparel ▶ Services ▶ Travel & Transportation Solutions ▶ Wildland Fire & Equipment
---	---

News...

Announcing the new Human Capital and Training Solutions (HCaTS) Program contracts. HCaTS provide reliable, flexible, fast and efficient ways to obtain best value customized solutions for human capital management and training requirements. Additional information can be found on the [HCaTS webpage](#)

Get Quotes

GSA eBuy is an easy-to-use electronic Request for Quotation (RFQ) system designed to facilitate the request for submission of quotations.

GSA 

With eBuy, getting quotes is just a click away!

go to eBuy >>

Additional Information

<p>Customers</p> <ul style="list-style-type: none"> • Training Opportunities • FPDS-NG • EPLS • GSA Strategic Sourcing BPAs • Acquisition Gateway 	<p>Contractors</p> <ul style="list-style-type: none"> • FedBizOps • Schedules Sales Query • Vendor Support (VSC)
---	--

Quick Search

Go to

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- ▶ View schedule contracts
- ▶ GSA schedules info
- ▶ VA schedules info
- ▶ NAICS schedule/SIN crosswalk
- ▶ PSC schedule/SIN crosswalk

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- ▶ View technology contracts
- ▶ GSA technology contracts info

State and Local Governments

Cooperative Purchasing COOP PURCH

Purchase IT products, services, and support equipment from Federal Supply Schedules.

- ▶ View participating vendors
- ▶ Cooperative Purchase FAQ

Disaster Purchasing DISAST PURCH

Purchase products and services to facilitate recovery from a major disaster.

- ▶ View participating vendors
- ▶ Disaster Purchasing FAQ

*** WARNING *** This is a U.S. General Services Administration computer system that is "FOR OFFICIAL USE ONLY." This system is subject to monitoring. Therefore, no expectation of privacy is to be assumed. Individuals found performing unauthorized activities are subject to disciplinary action including criminal prosecution. [Privacy and Security](#)

GSA SCHEDULE MARKET RESEARCH

Search Results Summary

Search Criteria: **hand trucks**

Instructions: Click the source number to view a list of categories. Click the category number (i.e. SIN) to view a list of contractors.

Description matches

Source	Description				
56	BUILDINGS AND BUILDING MATERIALS/INDUSTRIAL SERVICES AND SUPPLIES - This Schedule provides a full range of commercial products and services covering such areas as buildings and building materials/industrial services and supplies. In addition, this program offers energy saving building supplies, alternative energy solutions, and related services. FSC 39 Warehouse Equipment and Supplies				
	<table border="1"><thead><tr><th>Category</th><th>Description</th></tr></thead><tbody><tr><td>357 03</td><td>Utility Trucks, Platform Trucks, Hand Trucks, Mail Carts - Including, but not limited to, non-powered, utility carts, grocery carts, dollies, options and accessories</td></tr></tbody></table>	Category	Description	357 03	Utility Trucks, Platform Trucks, Hand Trucks, Mail Carts - Including, but not limited to, non-powered, utility carts, grocery carts, dollies, options and accessories
Category	Description				
357 03	Utility Trucks, Platform Trucks, Hand Trucks, Mail Carts - Including, but not limited to, non-powered, utility carts, grocery carts, dollies, options and accessories				

Contractor/Manufacturer matches

Source	Description
51 V	HARDWARE SUPERSTORE - Includes Household and Office Appliances; Commercial Coatings, Adhesives, Sealants and Lubricants; Hardware Store Catalog and Store Front; Lawn and Garden Equipment, Machinery and Implements; Rental and Leasing (as pertains to products offered under this schedule); Tools, Tool Kits, Tool Boxes; Woodworking and Metal Working Machinery; All Parts and Accessories Related to Products Offered Under This Schedule. Manufacturers ACE TRADING-FG HAND TRUCKS TW GLEASON-HAND TRUCKS LITTLE GIANT HAND TRUCK MILWAUKEE HAND TRUCKS

GSA SCHEDULE MARKET RESEARCH

BROWSE >> **A** [B](#) [C](#) [D](#) [E](#) [F](#) [G](#) [H](#) [I](#) [J](#) [K](#) [L](#) [M](#) [N](#) [O](#) [P](#) [Q](#) [R](#) [S](#) [T](#) [U](#) [V](#) [W](#) [X](#) [Y](#) [Z](#)

Contractor	Clauses	Exceptions	Contractor	Clauses	Exceptions	Contractor	Clauses	Exceptions
4TELL SOLUTIONS LLC	View		ADVANCED SERVICE SOLUTIONS, INC.	View		AMERESCO FEDERAL SOLUTIONS, INC.	View	
5 SEASONS MECHANICAL LLC	View		ADVANCED SPECIALTY CONTRACTORS, LLC	View		AMERICAN CHILLER SERVICE, INC.	View	
A BEE C SERVICE, INC.	View		ADVANCED TECHNOLOGY LOGISTICS, INC.	View		AMERICAN PEST MANAGEMENT INC	View	
AAA COMPLETE BUILDING SERVICES, INC.	View		AECOM SPECIAL MISSIONS SERVICES, INC.	View		AMERICAN POWER SERVICE COMPANY	View	
AAA COMPLETE BUILDING SERVICES, INC.	View		AFA PROTECTIVE SYSTEMS, INC.	View		AMERICAN SERVICES TECHNOLOGY, INC.	View	
ABELL ELEVATOR INTERNATIONAL, INC.	View		AIR CONTROL TECHNOLOGIES INC	View		AMERICON, INC.	View	
ABM GOVERNMENT SERVICES, LLC	View		AIR QUALITY INNOVATIVE SOLUTIONS, LLC	View		AMERITAC, INC.	View	
ABM INDUSTRIES INCORPORATED	View		ALARES LLC	View		AMF MECHANICAL CORP	View	
ABRAXAS ENERGY CONSULTING LLC	View		ALCAZAR TRADES, INC.	View		ANTARES GROUP INCORPORATED	View	
ABSG CONSULTING INC.	View		ALEXANDRIA PEST SERVICES, INC	View		API NATIONAL SERVICE GROUP, INC.	View	
AC3E HOSPITALITY SERVICES	View		ALFONSO & ASSOCIATES CONSULTING, INC	View		APPLIED MANAGEMENT ENGINEERING INC	View	
ACCO ENGINEERED SYSTEMS, INC.	View		ALL WEATHER CONTRACTORS, INC.	View		ARCADIS CE, INC.	View	
ACCORD FEDERAL SERVICES, LLC	View		ALLIED FIRE PROTECTION-SA LP	View		ARORA SYSTEMS GROUP, LLC	View	
ACE ELECTRIC, INC.	View		ALLIED RELIABILITY, INC.	View		ASPLUNDH ENVIRONMENTAL SERVICES, INC.	View	
ACME PEST CONTROL CO., INC.	View		ALLSTAR HEATING & AIR, LLC	View		ASSOCIATION OF ENERGY ENGINEERS, INC., THE	View	
ACTION FACILITIES MANAGEMENT, INC.	View		ALUTHIQ COMMERCIAL ENTERPRISES LLC	View		ATLAS ENGINEERING INC	View	
ACUMEN ENTERPRISES INC	View		ALUTHIQ DIVERSIFIED SERVICES, LLC	View		ATRIAX, P.L.L.C.	View	
ADS-MYERS, INC	View		AMALGAMATED SERVICES, INC.	View		AXIS ELECTRIC, LLC	View	
ADSYNC TECHNOLOGIES, INC.	View		AMEC ENVIRONMENT & INFRASTRUCTURE, INC.	View				

Contractor Information

(Vendors) [How to change your company information](#)

Contract #:	GS-21F-089BA ▾	Socio-Economic :	Small business Service Disabled Veteran Owned Small business
Contractor:	SEVA TECHNICAL SERVICES, INC.	EPLS :	Contractor not found on the Excluded Parties List System
Address:	700 MOBJACK PL NEWPORT NEWS, VA 23606-1957	Govt. Point of Contact:	Dean C. Gillis
Phone:	757-930-0065	Phone:	816-926-6262
E-Mail:	brent.welcher@sevatechnical.com	E-Mail:	dean.gillis@gsa.gov
Web Address:	http://www.sevatechnical.com/	Contract Clauses/Exceptions:	View the specifics for this contract
DUNS:	807941625		
NAICS:	423830		

Source	Title	Contract Number	Contractor T&Cs /Pricelist	Contract End Date	Category		View Catalog
51 V	HARDWARE SUPERSTORE	GS-21F-089BA		May 31, 2019	105 002	DISAST PURCH	

Additional Contracts held by this contractor. To view more details of a contract, click the Contract Number below.

Source	Title	Contract Number	Contractor T&Cs /Pricelist	Contract End Date	Category		View Catalog
84	TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT AND EMERGENCY/DISASTER RESPONSE	GS-07F-0100W		Nov 30, 2019	246 20 2	DISAST PURCH	
					246 20 3	DISAST PURCH	
					246 25	DISAST PURCH	
					246 36	DISAST PURCH	
					246 43	DISAST PURCH	
					426 1A	COOP PURCH DISAST PURCH	
					426 1B	DISAST PURCH	
					426 1C	COOP PURCH DISAST PURCH	
					426 4C	DISAST PURCH	
					426 4E	DISAST PURCH	
					426 4G	DISAST PURCH	
					426 4S	DISAST PURCH	
					426 99	DISAST PURCH	
					465 10	COOP PURCH DISAST PURCH	
					465 11	DISAST PURCH	
					465 19	DISAST PURCH	

Categories

Facilities & Supplies
Cleaning brushes

Building & Industrial
O ring gaskets

Law Enforcement, Fire & Security
Gun cases

Manufacturers/Brands
ENDURANT

Photos
See only items with photos

Contractors
See All

Business/Socio-economic Types
Svc disabled vet owned SB
Small Business

Green/Special Programs
Disaster Purchasing items

Shipping
-- show all -- **GO**

Minimum Order
-- show all -- **GO**

Can't find what you're looking for?
Call GSA Customer Service toll free at
800-488-3111
Available 24 hours a day
Monday - Friday
(8 AM Central Sunday through 8:30 PM
Central Friday)

Search Results - Products

Found 5 products matching the following criteria.

Criteria: GS-07F-0100W in contract number and 426 4G in Special Item Number (SIN)

Sort by Limit by price Search within results
Most relevant ----- Find any of these words **GO**



Hot/Cold Therapy Wrap

8259SH

\$17.58 EA

7 days delivered ARO
From 1 source

ENDURANT by GMS, Made in USA - Shoulder Hot / Cold Therapy Wrap, Designed Specifically for the Shoul

Mfr: ENDURANT

Contractor: SEVA TECHNICAL SERVICES, INC. [GS-07F-0100W] (s dv)



Gun Cleaning Patch

8979-3S

\$7.01 PK

7 days delivered ARO
From 1 source

ENDURANT by GMS, Made in USA - Gun Cleaning Patch - 3 Square for 12-16 Gauge, 100 Patches / Pack

Mfr: ENDURANT

Contractor: SEVA TECHNICAL SERVICES, INC. [GS-07F-0100W] (s dv)



Gun Cleaning Patch

8979-1S

\$7.95 PK

7 days delivered ARO

ENDURANT by GMS, Made in USA - Gun Cleaning Patch - 1 1/4 Square for 7 mm - .38/.357 Caliber - 9 mi

Mfr: ENDURANT

Contractor: SEVA TECHNICAL SERVICES, INC. [GS-07F-0100W] (s dv)

<https://www.gsaadvantage.gov/>

SSQ Menu Items

- [Create Report](#)
- [Privacy Statement](#)
- [FAQ](#)
- [Online FeedBack](#)
- [Contact Us](#)
- [Useful Links](#)
- [VSC Home](#)
- [SSQ Home](#)

Schedule Sales Query Report Generation System

Step 2 of 3

We have various report formats from which to choose. Please see the **examples** of each report to determine which one will suit your needs. Please select the one you want to view.

- 1. All Schedules by Fiscal Year
- 2. All Schedules by all Available Fiscal Years
- 3. SIN & Schedule Totals by Fiscal Year
- 4. All Contract Sales by Schedule by Fiscal Year
- 5. Schedule Sales Grand Total by Quarter by Fiscal Year
- 6. Total for All Quarters by Contractor by Fiscal Year
- 7. Total by Quarter & SIN by Contract Number and Fiscal Year
- 8. Total for Each Quarter for a Specific SIN by Fiscal Year
- 9. Total by Quarter & Contract for a Specific Contractor and Fiscal Year
- 10. Total by Contractor for a Specific Schedule and Fiscal Year
- 11. All Sales by Fiscal Year for a Specific SIN Number
- 12. All Contractors by Schedule by Business Size by NAICS Code

<https://SSq.gsa.gov>

Example Report

for the Schedule & Year.

[View Example](#) [Generate](#)

19 I	
Vendor Name	Sales
ABC CO.	500,000
ZZZ Corp.	900,000
A A A INC.	400,000
Total Schedule	180,000

[Return To Report Selection](#)

WHAT DOES IT TAKE TO GET A GSA SCHEDULE

WHAT DOES IT TAKE TO GET A GSA SCHEDULE

- 2-3 Years of Commercial sales
- Required Registrations – DUNS Number, SAM
- The following are key elements of your offer that will be reviewed:
 - Pricing
 - Past performance – MAKE SURE YOU CHOOSE YOUR REFERENCES WELL
 - Scope -- the supplies/services are within the scope of the Schedule solicitation
 - Financial capability
 - Technical
 - Subcontracting Plan (if you are not a small business concern)
 - Other regulatory compliance

WHAT DOES IT TAKE TO GET A GSA SCHEDULE

- Dedicated person
- Time, Time, Time
- Good Reputation and Web Presence
- Completed *Pathway to Success* GSA online training
- Additional detailed information on GSA Vendor Support Center <https://vsc.gsa.gov/>

Category Guide

Building & Industrial



Here you can find buildings and building materials, industrial services, and supplies, as well as facilities maintenance and management services necessary to accomplish a multitude of tasks. Whether the needs involve a whole warehouse, office or classroom space, or even specialty structures,

Source	Description
03FAC	FACILITIES MAINTENANCE AND MANAGEMENT - GSA offers a vast array of innovative, customer-focused facilities products and services. Facilities Schedule that provides federal agencies a streamlined procurement device to acquire all of the services necessary to maintain and manage a facility.
56	BUILDINGS AND BUILDING MATERIALS/INDUSTRIAL SERVICES AND SUPPLIES - This Schedule provides a full range of commercial products and services and supplies. In addition, this program offers energy saving building supplies, alternative energy solutions, and related services.
81 I B	SHIPPING, PACKAGING AND PACKING SUPPLIES - Bags, Sacks, Cartons, Crates, Packaging And Packing Bulk Material

Schedule Summary

For general questions, contact:
National Customer Service Center
Phone: 1-800-488-3111
E-mail: mashelpdesk@gsa.gov

Building & Industrial

56

BUILDINGS AND BUILDING MATERIALS/INDUSTRIAL
materials/industrial services and supplies. In addition, this

GSA Contracts Online
Federal Buyers...
View Contract Clauses >>

Vendors
Click here to view the current
solicitation on **FedBizOpps**

56 Category list:

[▶ Download Contractors \(Excel\)](#)



56--Building and Building Materials / Industrial Services and Supplies

Solicitation Number: 7FCI-F8-030056-B
Agency: General Services Administration
Office: Federal Acquisition Service (FAS)
Location: Southwest Supply and Acquisition Center (7QS)

Notice Details

Packages

Interested Vendors List



Note: There have been modifications to this notice. To view the most recent modification/amendment, [click here](#)

Complete View

[Original Synopsis](#)
 Combined
 Synopsis/Solicitation
 Dec 07, 2017
 4:25 pm

[Changed](#)
 Dec 07, 2017
 4:25 pm
 Solicitation

[Return To Opportunities List](#)

[Watch This Opportunity](#)

[Add Me To Interested Vendors](#)

Solicitation Number:
 7FCI-F8-030056-B

Notice Type:
 Combined Synopsis/Solicitation

Synopsis:
 Added: Dec 07, 2017 4:25 pm Modified: Feb 01, 2018 8:45 am [Track Changes](#)

ALL FILES

- [Solicitation 1](#)
- Dec 07, 2017
- [01 - Read Me First](#)
- [02 - Solicitation](#)
- [03 - SF1449](#)
- [04 - Regulations Inc...](#)
- [05 - Past Performanc](#)
- [06 - Small Business...](#)
- [07 - Price Proposal](#)

FROM “READ ME FIRST” IN THE SOLICITATION PACKAGE

To assist suppliers, GSA designed the Vendor Toolbox, which can be found in the Vendor Education Center

<https://gsafas.secure.force.com/MASTrainingHome>). The Vendor Toolbox walks the supplier through researching, analyzing, and deciding whether it is the best business decision to pursue a GSA Schedule contract.

If the supplier decides to become an offeror, it provides an understanding of the steps needed to be successful in the Federal marketplace. In addition to the direct link to the Vendor Education Center, prospective suppliers can reach the two main components of the Vendor Toolbox, Pathway to Success and the Readiness Assessment, under the “Education” tab on the Vendor Support Center (<https://vsc.gsa.gov>).

ALL FILES

Solicitation 1

Dec 07, 2017

- 01 - Read Me First
- 02 - Solicitation
- 03 - SF1449
- 04 - Regulations Inc...
- 05 - Past Performanc...
- 06 - Small Business ...
- 07 - Price Proposal ...
- 08 - Commercial Sale...
- 09 - Leasing Terms
- 10 - Rental Terms
- 11 - SCA Index of Wa...
- 12 - Summary of Offe...
- 13 - Letter of Suppl...
- 14 - Services Pricin...
- 15 - Agent Authoriza...
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Critical Information Specific to Schedule 56

The information provided in this document is specific to Schedule 56. Before submitting your offer, please ensure you have met all of the requirements outlined in this document that are applicable to the products or services you are offering, as well as any other applicable general requirements listed in the solicitation attachments (e.g. Information and Instructions to Offerors, Corporate and Project Experience, Commercial Sales Practices Format, etc.).

Any offer submitted after **January 7, 2018 MUST** be submitted with attachments from the Solicitation dated December 7, 2017 (Refresh 32). Offers received after **January 7, 2018** that are submitted with documents on versions prior to Refresh 32 will be rejected as non-responsive.

1. The eOffer system is limited in the number of required documents needed to substantiate a complete offer. There are most likely a number of additional documents you will need to upload in order for your submission to be considered complete. Anything that is

your past sales reported in paragraph of the Commercial Sales Practice (CSP-1), you must provide a copy that was in effect during that period.

4. Effective January 17, 2011, products by modification to current contracts awarded under new contracts for Numbers (SINs) 206-4, Energy Saving Lighting, Energy Efficient and/or Environmentally Friendly Lamps (Lighting Fixtures and Accessories Emergency Lighting, Reading Light Sensor Systems ; 563-25, Plumbing and Bathroom Fixtures; 563-28, Industrial Commercial Electric and Gas Water Boiled Water Heaters, including o accessories, either by new offer modification must meet the following Government standards. Executive Order 13514 (<http://www.fedcenter.gov/programs>) requires that 95% of all new contracts include products that are energy-efficient (ENERGY STAR qualified or Federal Management Program (FEMP) designated). In order to begin implementation of this order, GSA has designated these products on Schedule 56, which will require

TIPS FOR SELLING AND MARKETING YOUR PRODUCT OR SERVICE FROM YOUR SCHEDULE

WHO BUYS FROM A GSA SCHEDULE CONTRACTS

- Department of Defense
- Non-Defense Federal Agencies
- Authorized Federal Contractors
- Non-Federal Agencies such as States, municipalities, counties.....
- Other organizations including Amtrak, Red Cross.....
https://www.gsa.gov/cdnstatic/General_Supplies_Services/OGP_4800_21_Oct_2017.pdf

https://www.gsaadvantage.gov/advantage/information/page.do;jsessionid=E503672DA958BF341ABF11032B0A46B3.F5?keyName=SNL_AISLE



State & Local Governments

Welcome to the State and Local Government aisle on GSA Advantage.

GSA Advantage is the federal government's premier online shopping superstore giving you access to millions of commercial products and services available through pre-negotiated Schedule contracts. Utilizing the [Cooperative Purchasing](#) and [Disaster Purchasing](#) Programs, State and local governments can take advantage of this system to save time and reduce overall costs on the supplies and services they need.

What is the definition of state and local government?

States, counties, municipalities, cities, towns, townships, tribal governments, public authorities, school districts, colleges and other institutions of higher education, council of governments, regional or interstate governments, or any agency or instrumentality of the preceding entities, and legislative or judicial departments.

State and local customers may browse GSA Advantage anytime. A state or local government-issued credit card is required for payment. No other forms of payment are accepted at this time. Ordering officials are responsible for ensuring that the products or services purchased will be used for official business only.

See what GSA Advantage has to offer. [Register now](#) »

Get Started using GSA Advantage!

- Browse and do research
- Place orders online
- Manage your orders and get status
- Save and email shopping carts

Enter keywords in the search box above

New to GSA Advantage?

Here are a few important tips to help you:

- You may browse GSA Advantage anytime.
- Your must be authorized to purchase for your organization
- Only state or local government issued credit cards are accepted.

You must register. [Go to registration now](#) »

Purchasing Programs

Disaster Purchasing Program



Items can be purchased directly from Schedule contractors to aid in disaster preparation, response or recovery from Presidentially-declared major disasters or acts of terrorism.

[learn more](#) »

Cooperative Purchasing Program



A variety of Information Technology products and services, as well as security and law enforcement products and services, are available through Schedule 70 and Schedule 84.

[learn more](#) »

Donation Programs

Donation Programs

Schools and educational nonprofit organizations acquire excess computer equipment from government agencies.

[learn more](#) »

Federal Surplus Personal Property Donation Program

Eligible state and local governments and nonprofits acquire federal surplus personal property through State Agencies for Surplus property (SASPs).

[learn more](#) »

HOW TO LOCATE WHO BUYS FROM A GSA SCHEDULE CONTRACTS

- **View the websites of eligible users to gather information**
 - Organizational information
 - History and mission
 - Structure and organizational chart
 - Strategic plans, descriptive information on growth areas and budgets
 - Products/services purchased (list of primary products/services)
 - Personnel with titles and telephone numbers
 - Procurement information
- **View your past or current customers**
 - Determine who may be eligible
 - What have they purchased

TIPS TO SELL AND MARKET YOUR PRODUCTS OR SERVICES ON YOUR GSA SCHEDULE

- Your website
- Phone calls to current and past customers
- Sales Literature
- Targeted Capability Statement
- Business Cards
- Face to Face meetings
- Offering a sale
- Keeping yourself in front of the buyer
- Competition- what are they doing

TIPS TO SELL AND MARKET YOUR PRODUCTS OR SERVICES ON YOUR GSA SCHEDULE

items.

USE YOUR FEDERAL ELECTRONIC PURCHASE OPTIONS GRAINGER.COM®



Grainger.com SmartPay® Card sales and delivery orders: To order as a federal government customer and view your GSA contract pricing on Grainger.com, you MUST be registered online. When you register and complete your profile, please enter your Federal Government Procurement Card (Smart Pay®Card) as your payment method. This will ensure that you receive all the benefits of your federal government contract.

If you register but do NOT use your SmartPay® Card as your method of payment, please contact Grainger Federal Government Specialists at 1-800-GOV-TEAM (1-800-468-8326) or via email at NSC@grainger.com. Our government team will help you register as a federal government user.

GSAADVANTAGE!



www.gsaadvantage.gov

Credit Card sales. Find Grainger as a class 51V Supplier.

DOD EMALL



<https://dod-emall.dla.mil/acct/> Credit Card and MILSTRIP orders:

Find Grainger as W.W.Grainger in the MILSTRIP authorized vendor list.

BE PREPARED - CAPABILITIES STATEMENT



The Really Great Construction Company LLC

Leaders in Energy Saving Building Renovation

7523 North Concrete Avenue

Cement, WI 53222

414-222-0000

www.reallygreat.com

Joel Tallbuild, Project Manager, j.tallbuild@rgcc.com

Since 1962, the Really Great Construction Company has been a leader in providing the best energy savings building renovations in the world. RGCC prides itself on having a highly skilled and experienced staff that can take a project from design to completion within budget, on time and provide you with long term energy savings. **RGCC is a small business with experience in successfully teaming on Federal and State projects.**

PAST PROJECTS

- Large VA Hospital (WI)
- USDA Lab Rehabilitation (OH)
- Base Lighthouse Upgrade (MI)
- Federal Courthouses (IN)
- County Facility (MN)
- Military Base Housing (KY)

CAPABILITIES

- Solar panel installation
- Boiler and sheet metal
- Temperature controls
- Energy Analysis
- Underwater turbine integration
- Water pump installation

The Really Great Construction Company LLC is

- LEED Certified
- Licensed
- Bonded
- Insured
- Certified Safety Program
- Confined Space Entry Program
- EPA Reclamation Program
- Quality Control Program
- Green qualified
- "TQM" Total Quality Management - USACE

NAICS CODES

- 237130 Alternative Energy
- 238220 Boiler Installation
- 541330 Engineering Services

**Winner of the 2010 BEST
ENERGY SAVING BUILDING
RENOVATION IN THE
COUNTY**

FSC / PSC Codes

- Z -- Maintenance, repair, and alteration of real property



BE PREPARED - BUSINESS CARD

- Appearance
 - Light in color – so recipient can write on
 - Not glossy – so recipient can write on
 - Not CUTE – this is business
 - Leave “white space” for notes by recipients



Milwaukee Manufacturing

Custom Specialty Metal Parts

Samantha Stumpf, President

*Town Industrial Park
1234 W. Newberry Dr.
North Allis, WI 53222*

414-111-2345

sstumpf@milwaukeeemfg.com

www.milwaukeeemfg.com

ISO 9001

ITAR

Woman Owned

HUBZone Certified

Small Business



DUNS – 119922883 CAGE – 1FFDA

Experienced supplier to the Defense Industry

NAICS Codes – 333612, 331492, 332119, 332322

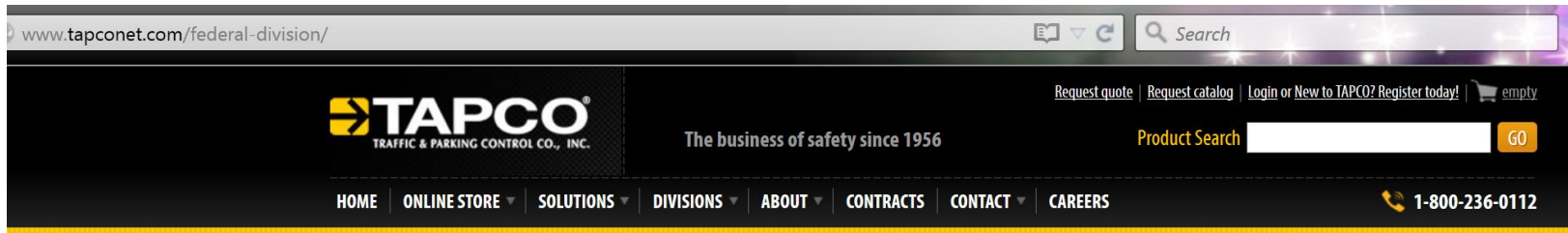
FSC/PSC – 18,20,22,23

Member: National Defense Industrial Association (NDIA)

Recognition: Wisconsin Marketplace –

2013 Woman Owned Business Award Winner

BE PREPARED - WEBSITE



- Federal Departments
- Federal Contracts
- Federal Resources
- Shop Federal Products

Contact our team
Call 1-800-236-0112
(8am-5pm CST)

Contact our team

Contracts & Agreements

Learn More



We want to be your primary supplier of traffic and parking control items while making it as easy and economical for you as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers worldwide offering the most comprehensive selection of approved products and services from GSA/VA Schedules as well as all GSA Global Supply products. TAPCO is a complete supplier of traffic & parking goods for the GSA Advantage buyers. TAPCO prides itself on customer service & your complete satisfaction is guaranteed. Please call **1-800-236-0112** or [email us](#) with any questions.

TAPCO Federal Features & Benefits

- Complete supplier of traffic & parking goods for GSA Advantage buyers
- Access to contract ordering information, terms and conditions and up-to-date pricing is available through [GSA Advantage!](#)

BE PREPARED – OPENING PITCH

- LESS than 30 seconds
- Tight and to the point
- YOU **CAN NOT** DO EVERYTHING
- Start with what is most important – it is not your certification
- Practice
- It is **NOT** about you – it is about your potential customer
- ADAPT



SELLING WITHOUT A GSA SCHEDULE CONTRACT

SELLING WITHOUT A GSA CONTRACT

- Another GSA Schedule holder
 - How to accomplish this?
 - GSA e-Library
 - Conferences and Events
- Directly to the Federal government
- Through a Prime Contractor

CHALLENGES OF OBTAINING AND ADMINISTRATING YOUR GSA SCHEDULE CONTRACT

CHALLENGES OF OBTAINING A GSA SCHEDULE CONTRACT

- Preparing your schedule will probably take 120+ hours – depending on the schedule and number of items
- Complete in a timely manner – schedules periodically go through a REFRESH
- Obtaining a GSA Schedule is costly in both time and resources - it can take up to 12+ months for review, negotiation and award
- Not all Government agencies will use GSA contracts for their procurements – determine your potential customers
- Offering the Government your BEST PRICE
- Public display of your contract and pricing

CHALLENGES OF KEEPING A GSA SCHEDULE CONTRACT

- Maintaining annual sales of over \$25,000
- Managing and administering the contract
- Competition from commercial venues - ex. Amazon
- Ongoing commitment to support – resources, time, changes in regulatory requirements.....
- This is a 5 year contract with potentially three - five year options

CHALLENGES IN CONTRACT ADMINISTRATION

- Identifying eligible users
- Managing the basis – (price reduction clause)
- Identifying, selling only items under contract as being on schedule
- Being able to segregate items sold on schedule

CHALLENGES IN CONTRACT ADMINISTRATION

- Industrial Funding Fee (IFF) calculation, reporting and payment
- Maintaining current GSA advantage listings
- Impact of a schedule contract on commercial sales
- Contract detail is public and visible to your competitors

GSA WEBSITES

GSA WEBSITES

- GSA Advantage -Find out what price is being offered to the Government for items currently on contract -
https://www.gsaadvantage.gov/advantage/main/start_page.do
- GSA e-Library- what contract and competition -
<https://www.gsaelibrary.gsa.gov/ElibMain/home.do>
- GSA Vendor Support- training available for contract holders -
<https://vsc.gsa.gov/>
- GSA MASS Roadmap- Guide to Preparing a MAS Offer -
<https://www.gsa.gov/technology/technology-purchasing-programs/it-schedule-70/guide-to-preparing-a-mas-offer>

GSA WEBSITES

- Locate GSA prime contractors - <https://www.gsa.gov/acquisition/assistance-for-small-businesses/find-and-pursue-government-contracts/seek-opportunities/subcontracting-directory-for-small-businesses>
- Use GSA Forecast of Contracting Opportunities
<https://hallways.cap.gsa.gov/app/#/x/forecast-of-contracting-opportunities>
- GSA Interact – <https://interact.gsa.gov>

GSA ADVANTAGE!

GSA Advantage!
Online Shopping

My Account | NSN Ordering | Get Quotes | Help | Register | Login

A service of the U.S. General Services Administration

Shop by Category | **Search** | Products | **Go** | Advanced |

Products

- Building & Industrial
- Electronics & Technology
- Facilities & Supplies
- Furniture & Furnishings
- Janitorial & Sanitation Supplies FSSI (BIC)
- Law Enforcement, Fire & Security
- Maintenance, Repair & Operations FSSI (BIC)
- Office Equipment
- Office Supplies
- Office Supplies & Equipment FSSI (BIC)
- Scientific & Medical
- Tools, Paint & Recreational
- Vehicles & Equipment

Services

Check out expanded GSA Global Supply Strategic Sourcing offerings

GSA Global Supply
Your Reliable Government Source

[Learn More](#)

<https://www.gsaadvantage.gov>

Special Programs

- Environmental Products
- Disaster Relief Products
- GSA AdvantageSelect
- Security Related Products

Strategic Sourcing

Leveraging Government buying power to get you the best value and price.

Products ▾

Services ▾

GSA E-LIBRARY

https://www.gsaelibrary.gsa.gov

GSA eLibrary GSA Federal Acquisition Service

Home eBuy - quotes GSA Advantage - online shopping Help

Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit GSA.gov.

Search in **all the words** **Search**

enter Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number, NAICS

▶ Contractor Directory (a-z) ▶ Cross-Schedule Search

Category Guide

- ▶ Winter Supplies & Services
- ▶ Disaster Relief
- ▶ Hospitality, Cleaning, & Chemicals
- ▶ Laboratory, Scientific, & Medical
- ▶ Office Solutions
- ▶ Security Solutions
- ▶ Tools, Hardware, & Machinery
- ▶ Vehicles & Watercraft
- ▶ Building & Industrial
- ▶ Furniture & Furnishings
- ▶ IT Solutions & Electronics
- ▶ Law Enforcement, Fire, & Security
- ▶ Recreation & Apparel
- ▶ Services
- ▶ Travel & Transportation Solutions
- ▶ Wildland Fire & Equipment

News...

GSA Strategic Sourcing BPAs. GSA eLibrary now includes the latest contract award information on GSA Strategic Sourcing BPAs. GSA Strategic Sourced BPAs are established against Federal Supply Schedules and offer greater discounts, business intelligence and best practice solutions. To find out more, click on the 'GSA Strategic Sourcing BPAs' link under 'Additional Information / Customers'.

Quick Search

Go to **- schedule -** **Go**

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- ▶ View schedule contracts
- ▶ GSA schedules info ▶ VA schedules info

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- ▶ View technology contracts
- ▶ GSA technology contracts info

State and Local Governments

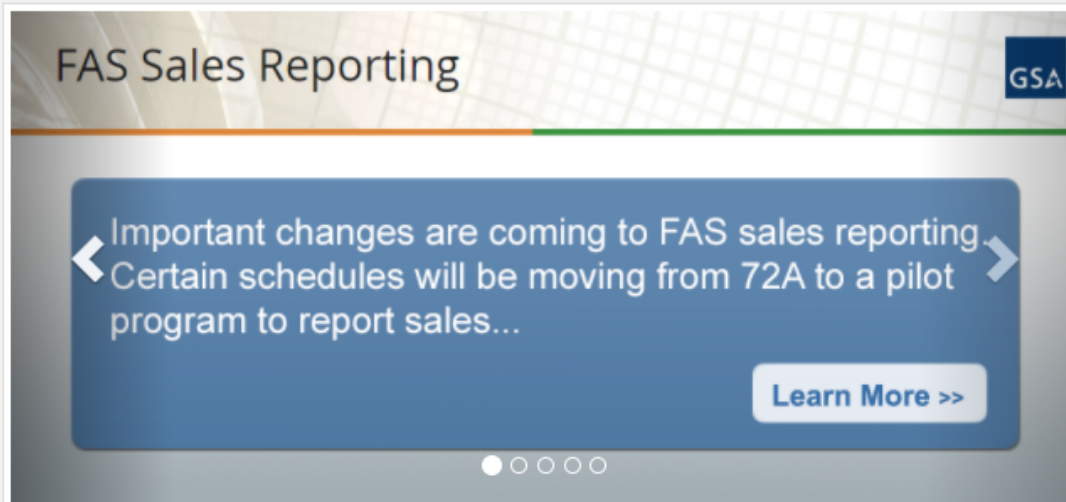
Cooperative Purchasing **COOP PURCH**


Purchase IT products, services, and support equipment from Federal Supply Schedules.

- ▶ View participating vendors
- ▶ Cooperative Purchase FAQ

GSA VENDOR SUPPORT

<https://vsc.gsa.gov/>



FAS Sales Reporting 

Important changes are coming to FAS sales reporting. Certain schedules will be moving from 72A to a pilot program to report sales...

[Learn More >>](#)

Updates & Information

Formatted Product Tool Update and Training

The General Services Administration (GSA) Federal Acquisition Service (FAS) is planning to continue implementation of the Formatted Product Tool (FPT) across the GSA Multiple Award Schedules (MAS) program, starting with Schedule 66 soon. GSA will be providing webinar training in addition to an Interact advance notice prior to the Schedule refresh. Details are provided below. More information can be found on the [GSA Interact Post](#).

10/25/2017

[view all](#)

Vendor ToolBox

[Get Started](#)
[Research - Analyze - Decide](#)
[ToolBox Brochure](#)

Transactional Data Reporting (TDR)

Your home for all things related to the FAS Sales Reporting portal, TDR training, user manuals and support!

[Learn More](#)

Can't find what you're looking for? We're here to help

Click [here](#) to locate the right person to talk to.

[Get help now](#)

GSA GUIDE TO PREPARING A MULTIPLE AWARD SCHEDULE ROADMAP

<https://www.gsa.gov/technology/technology-purchasing-programs/it-schedule-70/guide-to-preparing-a-mas-offer>

GSA TRAVEL REAL ESTATE ACQUISITION TECHNOLOGY POLICY & REGULATIONS ABOUT US

Home > Technology > Technology Purchasing Programs > IT Schedule 70 > Guide To Preparing A MAS Offer >

- IT SCHEDULE 70
 - Overview
 - SINS and Solutions We Offer
 - Buy from IT Schedule 70
 - Sell through IT Schedule 70
 - Training and Events
 - Download the Solicitation
- > Guide to Preparing a MAS Offer
 - 1: Get Ready
 - 2: Assemble Your Offer
 - 3: Finalize Your Offer

Guide to Preparing a MAS Offer

This guide helps new offerors understand how to submit an offer to sell commercial products and services under the Multiple Award Schedules (MAS), also known as the Federal Supply Schedules, or GSA Schedules Program.

In order to be considered for a MAS contract, you will need to provide accurate and complete information that describes your company, your experience, and your commercial products and services. The following information outlines the process:

- Offers are completed and submitted through the eOffer/eMod system and received by a GSA contracting representative who will review and evaluate your offer.
- GSA strives to award offers efficiently and effectively. Comprehensive review, potential negotiations, and award may take up to 12 months.
- Complete, well documented offers with competitive pricing are easier and faster to review.
- Receipt of a contract does not guarantee your company will receive orders. You still need to market your business -- the "Sell" section of this guide provides more information.

Chat Now!

Call us at 855-ITaid4U (482-4348)
Sun 8:00 p.m. - Fri 8:30 p.m.
ITCSC@gsa.gov
Need more help?
Need market research? Try [IT Solutions Navigator](#)

GSA PRIME CONTRACTORS

GSA TRAVEL REAL ESTATE ACQUISITION TECHNOLOGY POLICY & REGULATIONS ABOUT US

Home > Acquisition > Assistance For Small Businesses > Find And Pursue Government Contracts > Seek Opportunities > Subcontracting Directory >

SEEK OPPORTUNITIES

- Overview
- Mentor-Protege Program
- Set-Asides & Special Interest Groups

> Subcontracting Directory

Subcontracting Directory for Small Businesses

Company
Type any part of a company name to filter the list

NAICS Code **Company Location** **Place of Performance**
Select a three digit category Select state of company headquarters Select state in which work takes place

<https://www.gsa.gov/acquisition/assistance-for-small-businesses/find-and-pursue-government-contracts/seek-opportunities/subcontracting-directory-for-small-businesses>

Export to xls

Forecast of Contracting Opportunities

Now it's even easier to find out about small business contracting opportunities thanks to this web-based tool.

The [GSA Forecast of Contracting Opportunities Tool](#) provides information on planned federal contracting opportunities. The tool assists with acquisition planning by helping vendors learn about potential prime contracting opportunities early in the process. Users can easily filter the data by agency, location (place of performance), NAICS Code, contract type, and more.

The [GSA Forecast Tool User Guide](#) [PDF - 76 KB] provides tips on how to use the tool and take advantage of its features.

CONTACTS

Office of Small Business Utiliz
1-855-OSBUGSA (672-8472)

- [View Contact Details](#)



<https://www.gsa.gov/acquisition/forecast-of-contracting-opportunities>

Disclaimer: While this video was created under the former Administrator, GSA still finds the material relevant for us

GSA INTERACT

<https://interact.gsa.gov/>

The screenshot shows the GSA Interact website homepage. At the top left is the GSA Interact logo. To the right is a navigation button that says "Welcome! LOGIN ►". Below this is a teal navigation bar with the following menu items: HOME, COMMUNITY, EDUCATION, MY INTERACT, and CONTACT. On the right side of this bar is a search box with the text "search 🔍". The main content area features four overlapping call-to-action cards: "CONNECT" (grey), "JOIN" (red), "DISCUSS" (dark blue), and "LEARN" (teal). Each card contains an icon, a brief description, and a "More" link.

GSA Interact Welcome! **LOGIN** ►

HOME COMMUNITY EDUCATION MY INTERACT CONTACT search 🔍

CONNECT
Connect to share information with thousands of community members from government staff to industry partners.
► More

JOIN
Join Interact today and gain access to the many groups that focus on topics from GSA Schedules to sustainability and beyond.
► More

DISCUSS
Discuss your views on trending topics and discover the collaborative experience of Interact.
► More

LEARN
Learn about the many upcoming events and training opportunities available online and at a location near you.
► More

WHAT WE COVERED TODAY

- Overview of the General Services Administration (GSA)
- Overview of GSA Schedules
- GSA Schedule Market Research
- What does it take to obtain a GSA Schedule
- Tips to Selling and Marketing Your Products and Services from Your GSA Schedule
- Selling Without a GSA Schedule contract
- GSA websites

UPCOMING TRAINING - EVENTS

FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW – SESSION 1: ORIENTATION AND FAR PARTS 1-4

FEBRUARY 13, 2018

Start Date	February 13, 2018
End Date	February 13, 2018
Time	6:00 pm - 7:00 pm
Facility	Webinar
Contact Info	Joseph Smetak josephs@wispro.org 414-270-3600
Register Online	Register for Event

Speaker: Daryl Zahn, CFCM, Manager Contracts and Compliance, DRS Power and Control Technologies, Inc.

This introductory session of the FAR REVIEW series is geared towards those interested in becoming CFCM certified. For additional information on the CFCM certification, [PLEASE CLICK HERE](#). Subsequent sessions of this FAR REVIEW series will cover all parts of the FAR and will be beneficial to current Federal contractors and subcontractors even if not intending to participate in the NCMA certification exam.

Note these sessions are being held as a webinar via GoToMeeting. While there is no cost to attend, registration is required.

This webinar is eligible for 1 CPE credit



[REGISTER](#)

National Contract Management Association (NCMA) WI Chapter

Wisconsin Procurement Institute

<https://www.wispro.org/events/federal-acquisition-regulations-far-review-session-1-orientation-and-far-parts-1-4/>

ACQUISITION HOUR: SELLING TO THE STATE OF WISCONSIN AND LOCAL GOVERNMENTS

FEBRUARY 21, 2018

Start Date	February 21, 2018
End Date	February 21, 2018
Time	1:30 pm - 2:30 pm
Facility	Webinar
Contact Info	Benjamin Blanc benjaminb@wispro.org 414-270-3600
Register Online	Register for Event



REGISTER

National Contract Management Association – WI Chapter

Heartland Information Research, Inc

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/acquisition-hour-selling-to-the-state-of-wisconsin-and-local-governments-2/>

Every year the State and Local governments spend millions of dollars procuring products and services from qualified vendors. This webinar is ideal for businesses interested in learning how to enter the state and local government contracting markets.

In this fast paced webinar you will gain insights into the workings of state and local government procurement process; identifying future contract opportunities through market research; connecting with the buyers; and getting started.

Speaker: Kate Hill, Heartland Information Research, Inc

DEVELOPING YOUR MARKETING MATERIALS FOR GOVERNMENT SALES

MARCH 13, 2018 MILWAUKEE

Start Date	March 13, 2018
End Date	March 13, 2018
Time	10:00 am - 12:00 pm
Facility	Technology Innovation Center
Address	10437 Innovation Drive Room 121 Milwaukee, WI 53226
Contact Info	Carol Murphy carolm@wispro.org 414-270-3600
Register Online	Register for Event

How are you marketing your business to government agencies and prime contractors? Selling to the government is different and small businesses need to understand how to prepare to market to the government. However, effective marketing to the government is not as hard as it may seem. Join us and learn how to make a positive impression and be remembered by government procurement officials or prime contractors.

All contractors looking to improve their marketing skills and marketing materials to the government should attend.



[REGISTER](#)

Technology Innovation Center (TIC)

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/developing-your-marketing-materials-for-government-sales/>

SOCIETY OF AMERICAN MILITARY ENGINEERS (SAME) JOINT INDUSTRY DAYS AND FEDERAL AGENCY FORUM (JIDFAF)

APRIL 9, 2018 NORTHBROOK

Start Date	April 9, 2018
End Date	April 10, 2018
Facility	Hilton Chicago/Northbrook
Address	2855 N Milwaukee Ave, Northbrook, IL 60062
Contact Info	Joseph Smetak josephs@wispro.org 414-270-3600
Agenda	View The Agenda

This event supports small businesses in construction, A/E, environmental and related trades/services. Formerly known as the SAME Midwest Small Business EXPO – SAVE THE DATE for this unique opportunity! More information will be posted soon.

To view the Agenda, [PLEASE CLICK HERE](#).



Society of American Military Engineers
(SAME) Lake Michigan & Chicago Posts

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/society-of-american-military-engineers-same-joint-industry-days-and-federal-agency-forum/>



QUESTIONS?

PRESENTED BY

Wisconsin Procurement Institute (WPI)

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