

Understanding the GSA and Doing Business with the Government

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The US Government is the largest purchaser in the world of goods and services. If your desire is to sell to the government it is important to understand the US Government market place and position your company to compete effectively in the federal arena.

Finding Business Opportunities with FedBizOpps

Generally speaking, federal contractors and businesses interested in providing goods and services to the government must:

- Find available opportunities with the government relevant to their business.
- Make necessary preparations for bidding on a GSA contract.
- Submit an offer.
- Businesses should first visit Federal Business Opportunities, or FedBizOpps, and register there to be notified of newly posted opportunities in their industries. FedBizOpps provides a comprehensive database of all major government solicitations, contract awards, subcontracting opportunities, surplus property sales, and foreign business opportunities with the federal government.

Who is the GSA?

As the centralized procurement arm for the federal government, GSA offers products, services, and facilities needed by federal agencies for serving the public. In turn, GSA offers businesses the opportunity to sell billions of dollars' worth of products and services to those agencies. GSA offers customers many ways to purchase what they need and further simplifies federal procurement by negotiating large multi-user contracts and by leveraging the volume of the federal market to drive down prices.

Understanding How GSA Buys

When commercial businesses sell goods and services to the federal government through GSA, different kinds of contracts are used for different purposes. The primary contract vehicle is the GSA Schedules, or Multiple Award Schedules.

Where current contracts do not meet evolving needs, GSA will seek new procurement vehicles. As always, GSA will seek to promote competition in the marketplace, and strive to maintain outreach and support to small business. Companies who do not currently hold a GSA contract can still participate by seeking subcontracting opportunities with current contract holders.