



**Exodie Roe III**  
Associate Administrator

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**Office of Small & Disadvantaged  
Business Utilization**

# OSDBU Overview

*GSA's Office of Small and Disadvantaged Business Utilization connects small businesses with people and resources to help them grow.*

*We are your advocates and believe Small Business First!*



*GSA OSDBU has 11 regional offices across the country.*





# GSA Small Business Goals

## FY 22 Goals and Achievements Total Eligible Dollars \$5.96B

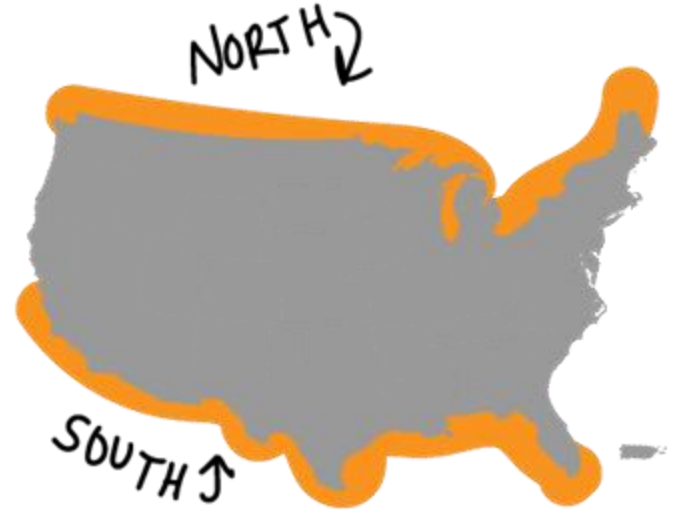
SB Category	FY22 Goals	FY 22 Achievement %	FY22 Achievement \$
SB	34%	47.51%	\$2.83 Billion
SDB	21%	22.46%	\$1.33 Billion
WOSB	5%	9.90%	\$589 Million
SDVOSB	3%	9.37%	\$557 Million
Certified HUBZone	3%	6.87%	\$408 Million

# BIL Land Port of Entry Program

# \$3.75B

to modernize and improve LPOEs

# >90 Communities

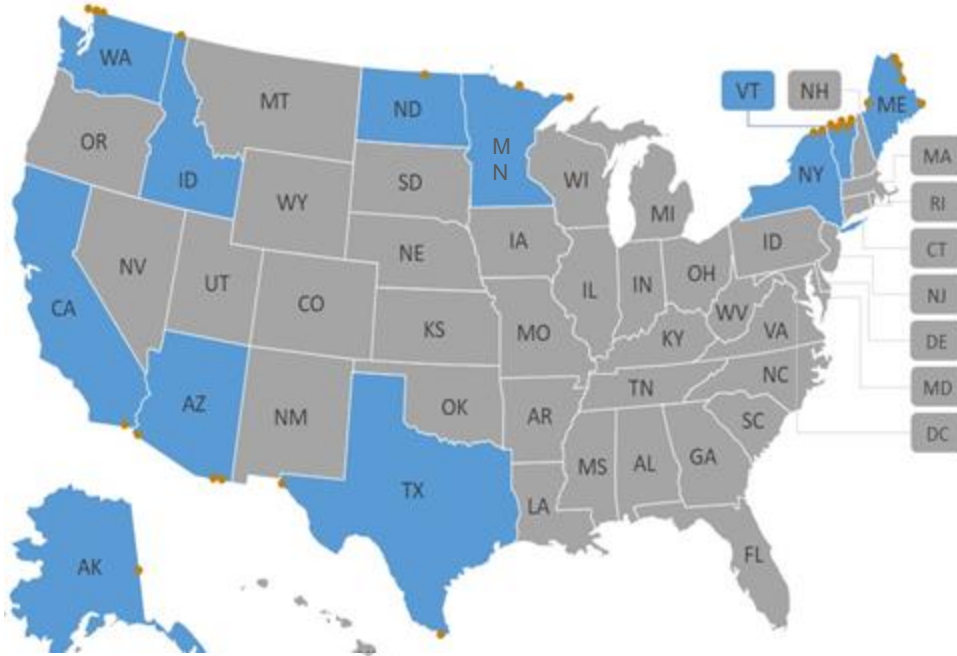


\$3.4B - Site, Design and Construction



\$330M - Furniture, Fixtures and Equipment

# Impacting Border Communities



<b>Jobs</b>	6,000 annual jobs over 8 years	\$3.23 Billion in labor income
<b>Tax Revenue</b>	Sales, income and hotel taxes created by construction	\$4.5B contribution to Gross Domestic Product
<b>Place</b>	Quality public spaces created	Historic Space Preserved
<b>High Performance Green Buildings</b>	High performance green building space created	Green space created
<b>Community</b>	Stakeholders engaged	Federal investments coordinated and maximized
<b>BIL</b>	Increased throughput of supply chain	Secure and efficient LPOEs
<b>IRA</b>	Scope 3 GHG reductions	Emerging technologies deployed

“

The Inflation Reduction Act gives us a historic opportunity to supercharge GSA's efforts to spur clean energy innovation and boost demand for cleaner, more sustainable construction materials manufactured right here in the United States”

*Administrator Robin Carnahan*

# Inflation Reduction Act (IRA) Program

1

Assistance for Federal Buildings  
§60502  
(HPGB)

**\$250M**

to remain available until  
September 30, 2031

to convert GSA facilities to high-performance green buildings (as defined in Section 401 of EISA)

2

Use of Low-Carbon Materials  
§60503  
(LEC)

**\$2.15B**

to remain available until  
September 30, 2026

to acquire and install materials and products for construction or alteration of GSA buildings that have substantially lower levels of embodied greenhouse gas emissions, as determined by EPA

3

GSA Emerging Technologies  
§60504  
(E&ST)

**\$975M**

to remain available until  
September 30, 2026

for emerging and sustainable technologies, and related sustainability and environmental programs

# Connecting with Industry Virtually



## GSA OSDBU Webinar Courses Include:

- Getting on the GSA Schedule: What You Need to Know
- Understanding SAM.Gov
- Marketing Your GSA Contract

[www.gsa.gov/osdbuevents](http://www.gsa.gov/osdbuevents)



# What is a GSA Schedule?

- Indefinite delivery, indefinite quantity (IDIQ), long-term contracts
- Provides fast, flexible, cost-effective procurement solutions
- Represents approximately 11% of overall Federal procurement spending
- Requires commitment and effort to be successful





# The 12 MAS Categories

**IT**

**Professional  
Services**

**Industrial  
Products &  
Services**

**Transportation**

**Travel**

**Human Capital**

**Office MGMT**

**Furniture**

**Facilities**

**Scientific  
MGMT**

**Security**

**Miscellaneous**

# Items to Consider Before Applying to the Program:

- **Must Meet Minimum Qualifying Sales:** You must generate at least \$25,000 in sales within the first 2 years of your GSA Schedule contract and at least \$25,000 each year thereafter.
- **Takes Time to Secure a Order:** The average time it takes to secure a contract is between 18-24 months (according to the SBA).
- **Your GSA Contract Can be Cancelled:** The government may cancel your schedule contract in accordance with clause 552.238-73, for failure to meet minimum sales criteria, specified above.



# IT Category Startup Springboard:

In lieu of the 2-year corporate experience requirement, you can now:

- Use professional experience of executives and key personnel as a substitute
- Use project experience of key personnel, and
- Provide financial documentation that demonstrates the company's financial responsibility in lieu of submitting 2 years of financial statements.

**For more information visit <https://www.gsa.gov/startupspringboard>**



# Looking Toward the Future: Forecast Tool



Visit: [www.fbf.gov](http://www.fbf.gov)

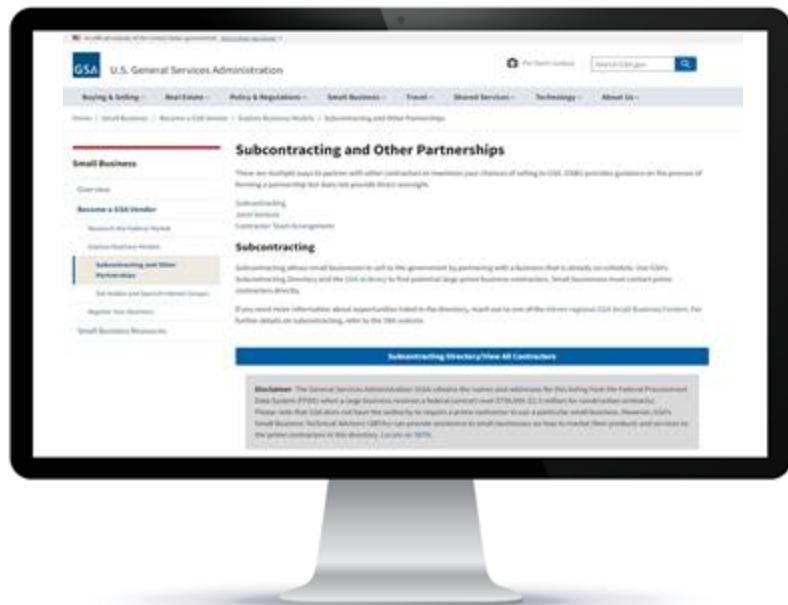
## What is the Forecast Tool?

- Provides forward looking data about future requirements.

## Why is this helpful?

- Helps you learn about potential contracting opportunities.
- Raises awareness of forecasted opportunities earlier to allow small businesses to be more competitive.

# GSA Subcontracting Directory



## What is the Subcontracting Directory?:

→ Provides information on the contract award process to make it easier to do business with the government.

## Why is this helpful?

→ Breaks down the offer process into easy to follow step-by-step instructions.

[www.gsa.gov/subcontracting](http://www.gsa.gov/subcontracting)

# OSDBU Factsheets



**GSA**  
U.S. General Services Administration

## Marketing to Federal Customers: What Every Small Business Should Know

You need a solid Federal marketing plan to compete as a small business in the Federal marketplace. Start your path in Government procurement with knowledge of the markets demand for your products and services.

This will allow you to:

- Distinguish your products and services from competitors.
- Develop a data-driven plan to find opportunities with the resources listed below.
- Harness the data available, assess your upcoming opportunities, and follow your strategic plan to market your small business and compete.

**Follow these steps to start the Federal Contracting Process!**

**Step 1: Get Registered and Certified**

- First **register** your business in the System for Award Management (SAM) at <https://gsa.gov/sam>.
- Learn more about required vendor registrations: <https://gsa.gov/procure>.

You must register in SAM before you can be awarded a Federal contract. You'll need the following to register:

- **North American Industry Classification System (NAICS) code:** Federal agencies use NAICS codes to conduct market research, locate viable small businesses for contract opportunities, and determine size standards. Search for your company's NAICS code at <https://gsa.gov/procure>.
- **Small Business Size Standards:** Make sure your organization qualifies as a small business for Government contracting purposes. Use the Small Business Administration (SBA) **Size Standards Tool** to learn more: <https://gsa.gov/sam>.
- **Small Business Certifications:** Learn if your business qualifies for set-aside contracts in any of the below categories:
  - Small Disadvantaged Business (SDB)
  - Women-Owned Small Business (WOSB)
  - Service-Disabled Veteran-Owned Small Business (SDVOSB)
  - Historically Underutilized Business Zones (HUBZone) Small Business

Find more information about small set-aside and business certifications: <https://www.gsa.gov/hubsdb>

**Step 2: Identify Potential Contracting Opportunities**

- **Use SAM** to find active contract opportunities greater than \$25,000 which include summaries of proposed contract terms, solicitations, and associated information. <https://gsa.gov/sam>.

## What are the factsheets?

- Provides information and resources on pertinent government topics.
- Helps you quickly access small business tools and resources.
- **Access website through:**  
[www.gsa.gov/osdbufactsheets](http://www.gsa.gov/osdbufactsheets)

# Questions?





# Thank You!