



U.S. General Services Administration

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DOING BUSINESS WITH GSA

Region 9



Today's Presenters

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Pacific Rim Region 9

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Pacific Rim Region 9

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- Agency Overview
- Accessing Federal Contract Opportunities
- Small Business Resources
- Region 9 Public Building Services (PBS)
(The FY23/24 Project Forecast)

AGENCY OVERVIEW

The U.S. General Services Administration (GSA) is one of the federal government's largest buyers, contracting for billions of dollars' worth of products and services each year for its U.S. government "customers." These customers include most agencies of the executive, judicial, and legislative branches and federal government and military facilities worldwide.

GSA rents, builds, furnishes, and maintains government offices and buys products ranging from pens to state-of-the-art computers. GSA also contracts for services as varied as trash removal and information technology.

www.gsa.gov

Mission-
"Deliver value and savings in real estate, acquisition, technology, and other mission-support services across government."



Buying & Selling

Explore options for buying from or selling to the government.



Real Estate

Find information related to GSA leased and owned buildings.



Policy & Regulations

Get policy advice based on travel, management or acquisition regulations.



Small Business

Become a contractor or subcontractor and pursue opportunities to sell to the government.



Travel

Get travel reimbursement rates such as per diem, meals and incidental expenses, and mileage.



Technology

Purchase IT or telecommunications using solutions like Schedule 70, Federal Relay or Governmentwide Acquisition Contracts.

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

Our Customers



Public Buildings Service (PBS)

As the landlord for the civilian federal government, PBS acquires space on behalf of the federal government through new construction and leasing, and acts as a caretaker for federal properties across the country.

PBS owns or leases 8,800 assets, maintains an inventory of more than 370 million square feet of workspace, and preserves more than 500 historic properties.

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

What does PBS Procure?

- Construction
- A&E Services
- Janitorial
- Landscape
- Interior Design
- Asbestos Removal
- HVAC
- Lighting
- Security
- Window Washing
- Painting
- Electrical
- Lease

Where are the PBS Opportunities?

- GSA Forecast
- GSA Subcontracting
- Sam.gov
- GSA Multiple Award Schedules (MAS)
- Indefinite Delivery Indefinite Quantities (IDIQ)

Federal Acquisition Services (FAS)

GSA is America's only source solely dedicated to procuring goods and services for government.

As an integral part of GSA, FAS possesses unrivaled capability to deliver comprehensive products and services across government at the best value possible

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

What does FAS Procure?

- Environmental
- Moving Services
- Staffing
- Information Technology
- Transportation
- Law Enforcement Equipment
- Furniture
- Professional Training
- Telecom & Network Services
- Travel Services
- Emergency Preparedness & Response Equipment
- And Much More...
- www.gsaauctions.gov

Where are the FAS Opportunities?

- GSA Forecast
- GSA Subcontracting
- Sam.gov
- GSA Multiple Award Schedules (MAS)
- Indefinite Delivery Indefinite Quantities (IDIQ)
- Governmentwide Acquisition Contracts (GWAC)

Office of Small and Disadvantaged Business Utilization (OSDBU)

According to the Small Business Act as amended by Public Law 95-507, the Office of Small & Disadvantaged Business was established to:

- Advocate, within each Federal Executive Agency, for the maximum practicable use of all designated small business categories within the Federal Acquisition process.
- Ensure inclusion of small businesses as sources for goods and services in federal acquisitions as prime contractors and subcontractors.
- Manage the small business utilization programs for each respective organization.



**EXPANDING
OPPORTUNITIES FOR
SMALL BUSINESSES**

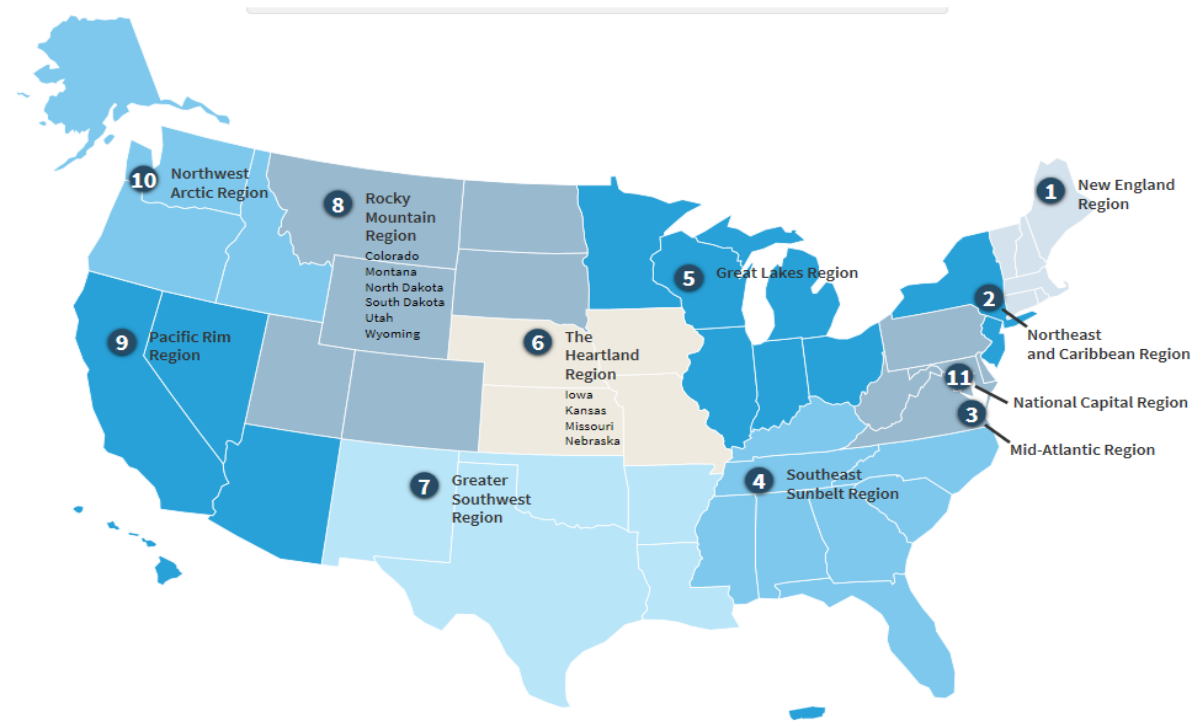
<https://www.gsa.gov/small-business>

Office of Small and Disadvantaged Business Utilization (OSDBU)

- Small Business Goaling
- Small Disadvantaged Business (SDB)
- 8(a)
- Women-owned Small Business
- Historically Underutilized Business Zone (HUBZone)
- Veteran-owned Small Business
- Service Disabled Veteran-owned Small Business
- Small Business
- Subcontracting Program
- Forecast of Contracting Opportunities

UPDATE: SBA's Veteran Small Business Certification Program is now open: www.sba.gov/vetcert

SBA Fact Sheet on "How to apply for certification":
<https://www.sba.gov/brand/assets/sba/resource-partners/Preparing-for-certification-VetCertFactSheet-508c.pdf>



<https://www.gsa.gov/contactgroup/small-business-support>



In order to combat the national security and intellectual property threats that face the United States, Section 889(a)(1)(A) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (the NDAA) prohibits the Federal Government from procuring or obtaining, or extending or renewing a contract to procure or obtain, “***any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.***”

- Prohibiting contractors from providing covered telecommunications equipment or services unless the agency confirms that an exception applies or a waiver is granted;
- Requiring every offeror for a contract or order to represent whether or not it will provide covered telecommunications equipment or services as part of its offer and, if so, to furnish additional detail about the covered equipment or services; and
- Mandating that contractors report any covered equipment or services if discovered during the course of contract performance.

<https://www.acquisition.gov>

GSA

SECTION 889

Section 889 ("Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment") is part of the Fiscal Year 2019 National Defense Authorization Act (NDAA). There are two prohibitions in the legislation, Part A and Part B.

Effective August 13, 2019, the Government cannot obtain (through a contractor or other instrument) certain telecommunications equipment or services produced by the following companies and their subsidiaries and affiliates:

- Huawei Technologies Company
- ZTE Corporation
- Hytera Communications Corporation
- Hangzhou Hikvision Digital Technology Company
- Dahua Technology Company
- And any subsidiaries or affiliates of the listed companies.

-889 Part B is effective August 13, 2020; the Government cannot contract with an entity that uses these telecommunications equipment or services.

-889 Part B applies to every sector: (automotive, banking, building services, construction, general supplies and services, etc.)

No matter what your company makes or sells, as of August 13, 2020, any technology your company uses must be checked to ensure that it does not include banned components.

BEWARE OF SCAMS!

- No charge to apply
- Free help from SBA resource partners
- SBA will not contact you first
- SBA will not solicit you for your tax ID number, SSN, or banking information
- Beware of anyone who contacts you first, wants your private information, says you need to pay them, or tells you they can get you a loan
- Please check with your local SBA office representative if you think you've been scammed or want to check anything out

SCAMS AND FRAUD RESOURCES

- Cybersecurity and Infrastructure Security Agency (CISA) - [tips to avoid scams related to Coronavirus Disease 2019 \(COVID-19\)](#) and [identifies critical infrastructure during COVID-19](#)
- Department of Health and Human Services [warns about medicare, COVID-19 testing and treatment scams](#)
- Department of Justice is investigating and prosecuting Coronavirus scams and fraud.
- Federal Bureau of Investigation (FBI) is seeing a rise in [Coronavirus scams, including fake emails from the CDC, and fraudulent testing and medical equipment like face masks](#)
- Federal Trade Commission (FTC) has [COVID-19 scam information and is taking action against companies marketing fraudulent COVID-19 treatments](#)
- Federal Deposit Insurance Corporation [warns consumers about potential scams](#)
- Social Security Administration [warns Americans about fraudulent letters threatening the suspension of Social Security benefits](#)
- U.S. Postal Inspection Service [tips for avoiding and reporting fraud](#)

Cybersecurity and Infrastructure Security Agency (CISA) COVID-19 Cyber Scams:
<https://www.us-cert.gov/ncas/current-activity/2020/03/06/defending-against-covid-19-cyber-scams>

ACCESSING CONTRACT OPPORTUNITIES

Minimum Requirements

Have a Unique Entity Identifier (UEI). Assigned through SAM.GOV registration.

**DUNS number has converted over to the Unique Entity Identifier (UEI) as of 4/4/22.

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

Register with the System for Award Management (SAM)

<http://www.sam.gov>

Size Standards

<https://www.sba.gov/federal-contracting/contracting-guide/size-standards>

Minimum Requirements

North American Industry Classification System (NAICS)
Industry Codes

<https://www.census.gov/naics>

Small Business Administration (SBA)
Business Categories -

- Small Disadvantaged Business (SDB)
- 8(a)
- Women-owned Small Business
- Historically Underutilized Business Zone (HUBZone)
- Veteran-owned Small Business
- Service Disabled Veteran-owned Small Business

<https://www.sba.gov/federal-contracting/contracting-assistance-programs>

ACCESSING FEDERAL CONTRACT OPPORTUNITIES (CONT.)

SBA DSBS [DSBS](#) [Quick Market Search](#) [TM OnLine](#)

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.
All form fields that require typing in data have "tooltips" with data format information.

NEW FEATURES FOR MOBILE USERS:
Phone number hotlinks can be used to dial the number on mobile phones.
Address hotlinks can be used to show the address in Google Maps.

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Profile

States: Searching within a State:
(Requires exactly one state from the State list at left.)

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)
- AS - American Samoa
- AZ - Arizona
- AR - Arkansas
- CA - California

Congressional District: [Help](#)

County: [Lookup Help](#)

Area Code or Phone Number Initial Fragment:

Metropolitan Statistical Area: [Help](#)

SBA Servicing Office: [Help](#)

Zip Code or Zip Code Initial Fragment:

Government Certifications

8(a) Certified or 8(a) Joint Venture:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Small Disadvantaged Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

HUBZone Certification:

Products & Services

Capabilities Narrative:
(none given)

Keywords:
(none given)

Performance History (References)
(none given)

SOURCES SOUGHT NOTICE

What is a Sources Sought Notice?

- Method of Market Research
- Published on the sam.gov (formerly FedBizOpps) website
- Invaluable for determining availability of capable small businesses, 8(a), HUBZone, Woman-Owned or SDVOSB concerns
- Provides an excellent documentation to support chosen acquisition strategy

Why Respond to a Sources Sought Notice?

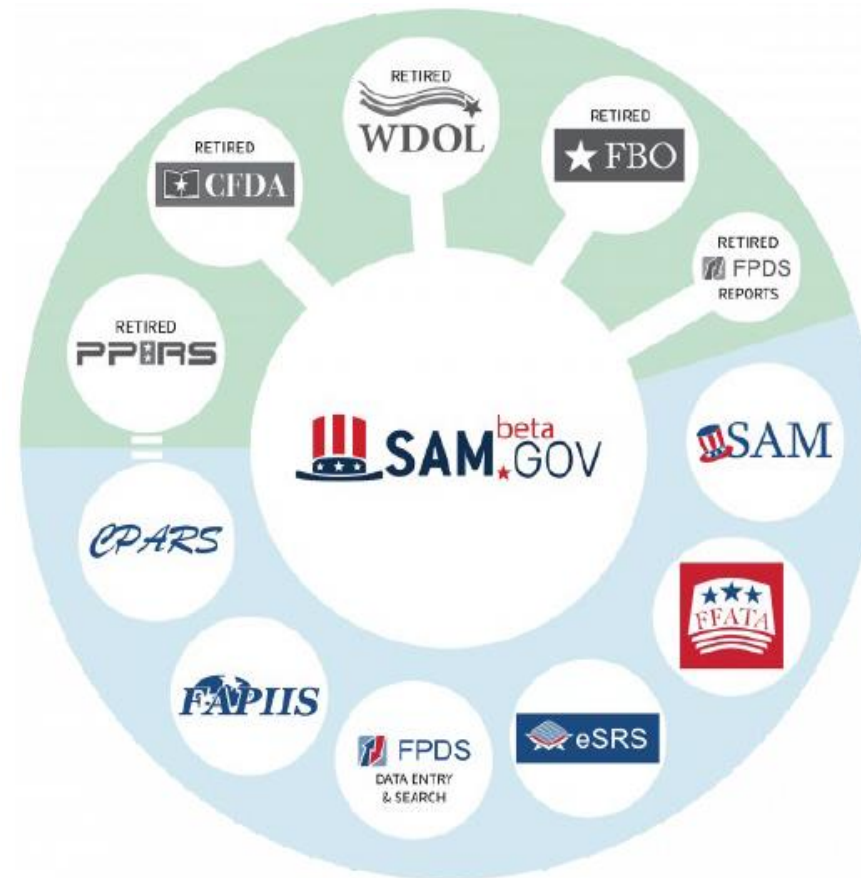
- Used to identify potential sources
 - For construction set aside only for 8(a), SDVOSB, WOSB and HUBZone concerns
- Used to determine Small Business Set-aside
 - If two (2) or more Small Businesses can be determined by the Government to be capable of performing the task
- Information used to set Small Business subcontracting goals if the requirement is not set-aside and is over **\$750,000*** for products/services or \$1.5M for Construction

Sources Sought Notice Tips

- Outline the Company Capability Statement so that it addresses requirements in the same order provided in the Sources Sought Notice
- Relevant Past Performance means citing contracts your company has performed which involved the same or very similar scope

Sam.Gov includes the following:

- **Contract Opportunities:** (Formerly fbo.gov)
- **Contract Data:** (Reports only. From fpds.gov)
- **Wage Determinations:** (Formerly wdol.gov)
- **Entity Registration:** (Combined with the former beta.sam.gov)
- **Entity Reporting**
- **Assistance Listings:** (Formerly cfda.gov)



GSA Multiple Award Schedules (MAS)

- The GSA Multiple Award Schedule (MAS) Program, also referred to as the “Schedule,” is the premier contract vehicle for the federal government. They are also known as GSA Schedules or Federal Supply Schedules. They are indefinite delivery, indefinite quantity (IDIQ), long-term contracts under the GSA MAS Program.
- The Schedule Program is a long term governmentwide contract between commercial suppliers and the federal government which provides access for government agencies to millions of commercial products and services.
- Suppliers give federal, and in some cases state and local buyers (including tribal governments and some educational institutions), access to millions of commercial products and services at negotiated ceiling prices.
- Schedule purchases represent approximately 21 percent of overall federal procurement spending--approximately \$42 Billion per year.

- ✓ **A contract**
- ✓ **Another arena to bid on opportunities**
- ✓ **Increases visibility to government customers**
- ✗ **Not a certification**
- ✗ **No guaranteed sales**
- ✗ **Not mandatory to do business with the government**
- ✗ **Not mandatory for other agencies to use**
- ✗ **Not used for Construction (236220)**

- MAS is a Government-wide contract vehicle for commercial products, services, and other solutions
- Multiple Award, Indefinite-Delivery, Indefinite-Quantity (IDIQ) contracts
- 5-year base period and three 5-year option periods
- Single standing solicitation open continuously posted on SAM.gov
- Over 19,000 Schedule contracts -- 80% are with small businesses

ACCESSING FEDERAL CONTRACT OPPORTUNITIES (CONT.)

GSA Multiple Award Schedules (MAS)

THE GSA MAS INCLUDES SERVICES AND PRODUCTS IN THE VARIOUS INDUSTRIES LISTED BELOW:

- Professional Services Schedule
- Facilities Maintenance & Management
- Automotive Superstore
- Office, Imaging and Documents Solutions
- Transportation, Delivery, and Relocation Solutions
- Hardware Superstore
- Photographic Equipment – Cameras, Photographic Printers and Related Supplies and Services (Digital and Film-Based)
- General Purpose Commercial Information Technology Equipment, Software and Services
- Furniture
- Comprehensive Furniture Management Services
- Furnishing and Floor Coverings
- Food Service, Hospitality, Cleaning Equipment and Supplies, Chemicals, and Services
- Temporary Administrative and Professional Staffing
- Human Capital Management & Administrative Support Services
- Office Products/Supplies & Services and New Products/Technology

- Leasing of Automobiles and Light Trucks
- Publication Media
- Sports, Promotional, Outdoor, Recreational, Trophies and Signs (Sports)
- Shipping, packaging and packing supplies
- Total Solutions for Law Enforcement, Security, Facility Management Systems, Fire, Rescue, Clothing, Marine Craft and Emergency/Disaster Response
- Buildings and Building Materials/Industrial Services and Supplies
- Professional Audio/Video, Telemetry/Tracking, Recording/Reproducing and Signal Data Solutions
- Travel Services Solutions

Note: Veterans Affairs (VA) Schedules are also listed at GSA eLibrary : 621 I – Professional and Allied Healthcare Staffing Services, 621 II – Medical Laboratory Testing and Analysis Services, 65 II A – Medical Equipment and Supplies, and much more... Visit: www.gsaelibrary.gsa.gov

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

GSA Multiple Award Schedules (MAS)

Overview of GSA Multiple Awards Schedules (MAS)

www.gsa.gov/masroadmap

GSA MAS Solicitation

To download the GSA MAS Solicitation, please follow the instructions below:

1. www.gsaelibrary.gsa.gov
2. type "MAS" into the search bar
3. Click "MAS"
4. Click on "Contractors click here to view the current solicitation on sam.gov" box
5. Click on SOLICITATION DOCUMENT...
6. You will find the instructions in Section I. Offer Preparation Instructions and Evaluation Criteria .

GSA Interact - MAS updates and information

<https://interact.gsa.gov/groups/multiple-award-schedules>

GSA Multiple Award Schedules (MAS)

**MAS Office Hours Monthly
Webinars**

gsa.gov/events to view the calendar

**Register for the Monthly MAS
Office Hours Webinars directly**

https://gsa.zoomgov.com/webinar/register/WN_EETVm2LNRH2MeM90Kg_D-A

**View previous MAS Office Hours
webinars**

<https://www.youtube.com/playlist?list=PLvdwyPgXnxxX3I6FfCXIB5GK0QKfi1EEq>

GSA MAS Questions

Email: MASPMO@gsa.gov

**Current GSA MAS Contract Holders –
Update on eBUY**

https://buy.gsa.gov/interact/community/6/activity-feed/post/271602ff-1cd1-4019-b038-63c9742127f7/New_Interested_Feature_in_eBuy_Brings_Benefits_to_Both_Buyers_and_Sellers

How to Access the Forecast Tool:

The screenshot shows the GSA Forecast of Contracting Opportunities tool interface. Key features and annotations include:

- Search by NAICS Codes:** A search bar on the left side of the page is annotated with a red arrow and the text "Search by NAICS Codes".
- Filter Options:** A sidebar on the left contains filter options such as Agency, Place of Performance, Acquisition Strategy, NAICS Code, Projected Solicitation Quarter, and Contract Type. A red arrow points to this sidebar with the text "Filter Options".
- View Details:** A button labeled "View Details" is annotated with a red arrow and the text "View Details".
- Download to Excel:** A button labeled "Results to CSV" is annotated with a red arrow and the text "Download to Excel".

The main content area displays a list of contracting opportunities. The first entry is:

- Listing ID:** 7417
- Organization:** Bureau of Land Management
- Place of Performance:** Rosette, UT
- Minimum Value:** \$544,051.00
- Contract Type:** Firm Fixed Price
- Acquisition Strategy:** Set-aside - Total Small Business
- Agency:** Department of the Interior
- Award Status:** Awarded
- Type of Awardee:** Total Small Business
- Maximum Value:** \$544,051.00
- NAICS Code:** 236220
- Estimated Award Date (FY-QTR):** 2017-3rd

Background:

- Focuses on acquisition planning and increases awareness of potential prime and subcontracting opportunities.
- The goal is to help both GSA buyers and vendors easily communicate around potential contracting opportunities.
- The tool includes information for GSA, Department of Interior, Department of Labor, U.S. Small Business Administration, and U.S. Office of Personnel Management
- Forecast Website Access:
 - <https://hallways.cap.gsa.gov>
 - <https://www.fbf.gov>
 - <https://www.acquisition.gov/procurement-forecasts>

ACCESSING FEDERAL CONTRACT OPPORTUNITIES (CONT.)

GSA Subcontracting Directory (Nationwide)

- The General Services Administration (GSA) provides a lists of large prime business contractors
- When a large business receives a federal contract over \$750,000 (\$1.5 million for construction contracts)
- Small businesses must contact prime contractors directly
- Utilize GSA's Subcontracting Directory and the [GSA eLibrary](#) to find potential large prime business contractors.

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

Subcontracting Directory

Disclaimer

The General Services Administration (GSA) obtains the names and addresses for this listing from the Federal Procurement Data System (FPDS) when a large business receives a federal contract over \$750,000 (\$1.5 million for construction contracts).

Please note that GSA does not have the authority to require a prime contractor to use a particular small business. However, GSA's Small Business Technical Advisors (SBTAs) can provide assistance to small businesses on how to market their products and services to the prime contractors in this directory. [Locate an SBTA.](#)

Contractor name

NAICS code

Vendor state

Search directory

SBA Subcontracting Network Database (SUBNet)

The Small Business Administration's Subcontracting Network database (SubNet) will help bridge the gap between businesses seeking small businesses and small businesses seeking contract opportunities



Welcome to the U.S. Small Business Administration Subcontracting Network (SubNet)

SubNet: The Small Business Administration's (SBA) Subcontracting Network System that bridges the gap between businesses seeking small businesses and small business seeking contracting opportunities.

To search for Solicitations (Sol), Notices of Sources Sought (NSS) and Outreach Events (Evt) click the category radio button.

Solicitations/NSS Directory Business Directory

Select the location you would like to view SB Subcontracting Opportunities from the map or the appropriate drop-down list.

Select a State Select a Territory

A map of the United States showing state and territory abbreviations. The map is light blue with dark blue outlines for state boundaries. A legend on the right side of the map lists the abbreviations for each state and territory: AK, HI, VT, NH, ME, MA, CT, RI, NY, NJ, PA, DE, MD, VA, NC, SC, GA, FL, AL, MS, TN, KY, IN, OH, MI, WI, IL, MO, CO, KS, NE, MN, IA, SD, NB, WY, MT, WY, UT, AZ, NV, ID, WA, OR, CA, NV, HI.

https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm



SMALL BUSINESS RESOURCES

APEX Accelerators

(Formerly Procurement Technical Assistance Center- PTAC)

Training and counseling on marketing, financial, and contracting

<https://www.aptac-us.org/>

Small Business Administration (SBA)

- Procurement Center Representatives (PCRs) - <https://www.sba.gov/contracting/resources-small-businesses/pcr-directory>
- SBA Business Development Centers – <https://www.sba.gov/tools/local-assistance/sbdc>
- Get free and confidential mentoring by former CEOs through SCORE - <https://www.score.org>

Federal Agency Small Business Offices

NASA	Christine Munroe	Arc-smallbusiness@mail.nasa.gov
U.S. General Services Administration (GSA)	Lori Falkenstrom	Lori.falkenstrom@gsa.gov
Environmental Protection Agency	Rede Shifferaw	shifferaw.rede@epa.gov
Veterans Administration	Dawneen Williams	dawneen.williams@va.gov
Forest Service	Susan (Sue) Corbeil	susan.m.corbeil@usda.gov
Defense Microelectronics Agency	Kristan Ingebretsen	kristan.l.ingebretsen.civ@mail.mil
Travis Air Force Base	Cynthia Littlejohn	cynthia.littlejohn@us.af.mil
Army Corp of Engineers	Michelle Morales	michelle.d.stratton@usace.army.mil
National Park Service	Yvonne Morales	yvonne.morales@nps.gov
U.S. Coast Guard	Robert D. Boboc	Robert.d.boboc@uscg.mil

GSA Small Business Support

Name	Phone	Email	Region
Anthony Caruso Small Business Specialist	213-200-0946	Anthony.caruso@gsa.gov	CA, NV, AZ, HI
William (Bill) Strobel Small Business Specialist	816-926-3258	William.strobel@gsa.gov	IA, KS, MO, NE
Jerry Smith Small Business Specialist	617-565-8102	Jerry.d.smith@gsa.gov	CT, MA, ME, NH, RI, VT
Kimberly Hutchinson Small Business Specialist	312-353-1889	Kimberly.hutchinson@gsa.gov	IL, IN, MI, MN, OH, WI
Eric Rettig Small Business Specialist	303-462-5119	Eric.rettig@gsa.gov	CO, MT, ND, SD, UT, WY
Helena Koch Small Business Specialist	215-518-9778	Helena.koch@gsa.gov	DE, MD, NJ, PA, VA, WV
Albert Garza Small Business Specialist	817-978-2828	Albert.Garza@gsa.gov	AR, LA, NM, OK, TX
Major George, Jr. Small Business Specialist	404-215-6740	Major.george@gsa.gov	AL, FL, GA, KY, MS, NC, SC, TN

<https://www.gsa.gov/contactgroup/small-business-support>

- GSA OSDBU: <https://www.gsa.gov/small-business>
- Public Building Services (PBS): <https://www.gsa.gov/pbs>
- Federal Acquisition Service (FAS): <https://www.gsa.gov/fas>
- GSA “For Businesses”: <https://www.gsa.gov/forbusiness>
- Multiple Award Schedule (MAS) Solicitation: <https://sam.gov/opp/d8dfc87dd4cb246f4c5fae066d0b0ef9/view>
- GSA MAS Roadmap: <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule/mas-roadmap>
- GSA eOffer/eMod: <https://eoffer.gsa.gov/>
- GSA Interact: <https://interact.gsa.gov/>
- GSA Forecasting of Contracting Opportunities (FCO): <https://www.fbf.gov>
- All Federal Agency FOC sites: <https://www.acquisition.gov/procurement-forecasts>
- GSA Subcontracting Directory: <https://www.gsa.gov/subdirectory>

GSA PBS Region 9

The FY23/24 Project Forecast

Region 9 Area of Coverage

- GSA Region 9 covers four states: Arizona, Nevada, California and Hawaii as well as military installations in Guam, Hawaii, South Korea and Japan
- Headquartered in San Francisco, CA at the 50 United Nations Plaza Federal Building
- We have three major service centers in Los Angeles, San Diego and San Francisco
- Our 900+ employees manage a 36.5 million square-foot real estate portfolio



Pacific Rim Region 9 PBS

Manages approximately 180 federally owned and 900 leased buildings regionally and includes:

- Operating child care facilities in federal properties;
- Providing building services and concessions, janitorial services, safety and fire protection services;
- Relocation services and move coordination;
- Marketing vacant federal space available for lease by businesses or other organizations;
- Disposing of real property for GSA and other federal agencies;
- Preserving and maintaining historic properties;
- Participating in the Art-in-Architecture program; and
- Providing energy conservation information and guidance.

PBS Regional Commissioner: Dan Brown

What does the Public Building Services (PBS) do?

Manages the owned and leased federal real estate portfolio, providing superior workplaces for federal customer agencies at superior value to the American taxpayer.

- Design and Construction
- Environmental Programs
- Facilities Management
- Historic Preservation
- Real Estate Services
- WorkPlace Innovation

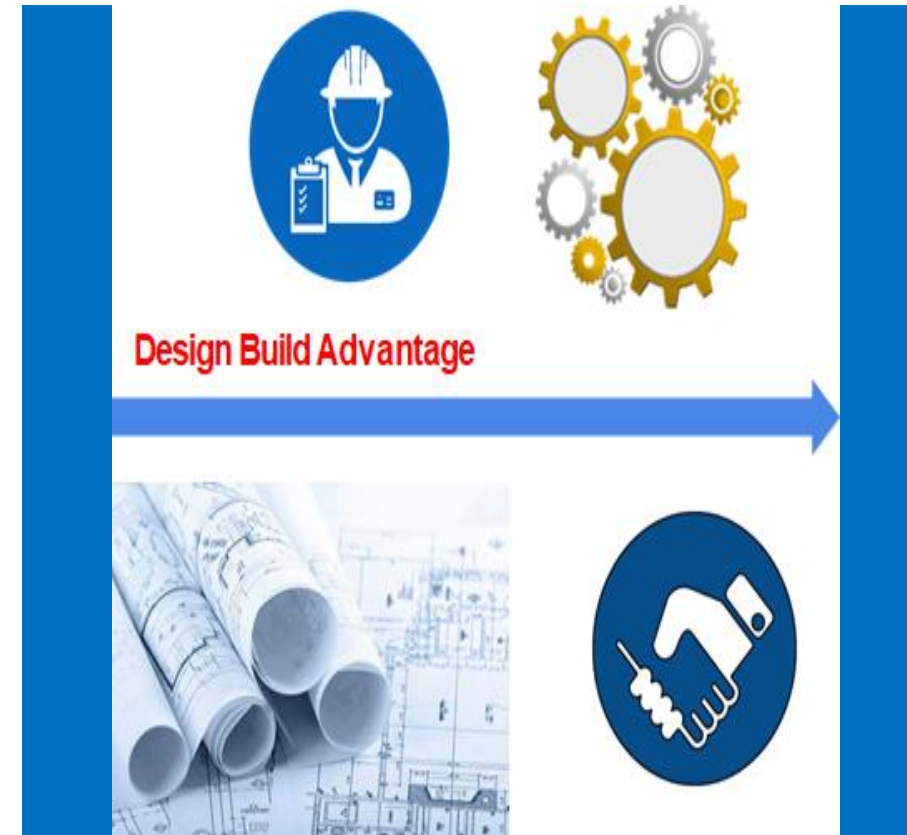


Program Execution Considerations

- Design - Bid - Build
- Design/Build
- Design/Build - Bridging
- Best Value Source Selection
 - Highest Technically Rated with Fair & Reasonable Pricing
 - LPTA

Supporting Program Contracts

- A/E (studies, design & construction admin)
- Construction Management
- Commissioning
- Furniture/Furniture Design/Move Services



Pacific Rim Region 9 PBS

Procurement Methods:

- Full & Open
- Set-Aside for SB and/or on SB Concerns
- 8a program
- IDIQ Contracts

Contracts:

- Design Build & Construction
- A&E Services
- Building Services
- Custodial
- O&M
- Other

Pacific Rim Region 9 PBS

FAR 36.204 Disclosure of the Magnitude of Construction Projects

Advance notices and solicitations shall state the magnitude of the requirement...

- (a) Less than \$25,000.
 - (b) Between \$25,000 and \$100,000.
 - (c) Between \$100,000 and \$250,000.
 - (d) Between \$250,000 and \$500,000.
 - (e) Between \$500,000 and \$1,000,000...
-
- **SAT Branch - Projects \$250,000 and under**
 - **Field Projects Branch - Projects \$250,000 and under prospectus**
 - **Capital Projects Branch – Projects above prospectus**
 - **Building Services Branch covers all dollar values of contracts.**

Identifying Opportunities

- **GSA Forecast of Opportunities**

www.fbf.gov

- **Open Market opportunities over \$25,000**

sam.gov (search contract opportunities)

- **Prepare for Getting on the GSA Schedule***

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule/selling-through-schedule/guide-to-preparing-a-schedule-offer>

** For companies interested in getting on GSA Schedule for janitorial services, grounds maintenance, O&M services, facilities maintenance & management, furniture, construction management or engineering services in support of PBS projects.*



*Small Business
Opportunities*

Pacific Rim Region 9 PBS Opportunities:

PBS Contracts and BPAs:

- Construction Contracts (Location specific, CA, NV, AZ and HI)
- Construction & Repair and Alterations IDIQs
- A/E IDIQ (Set Aside)
- Construction Management
- Region 9 Environmental BPA's
- Regional Administrative and Professional Support Services Contract

Service Type	Location	Set-Aside	AGFT #	Status	Fiscal Year	Planned Award
Grounds Maintenance	Hilo, HI	8(a) Sole Source	33173	Acquisition Planning	FY23	Sep 2023
O&M/VTE (FEM)	San Francisco, CA	SB	31694	Solicitation Drafted	FY23	May 2023
O&M/VTE - 300 NLA FB	Los Angeles, CA	SB	TBD	Acquisition Planning	FY24	Dec 2023
O&M 312 N Spring FB	Los Angeles, CA	SB	TBD	Acquisition Planning	FY24	Apr 2024
Custodial - Schwartz FB	San Diego, CA	8(a) Competitive	TBD	Acquisition Planning	FY24	Nov 2023
O&M/VTE/Custodial (CFM)	Yuma & San Luis, AZ	SB	TBD	Acquisition Planning	FY24	Nov 2023
O&M/VTE/Custodial (CFM)	East Bay, CA	SB	TBD	Acquisition Planning	FY24	Sep 2023
Oakland TSA Custodial	Oakland, CA	8(a) Sole Source	TBD	Acquisition Planning	FY24	Oct 2023
San Francisco Federal Buildings, Custodial	San Francisco, CA	8(a) Competitive	TBD	Acquisition Planning	FY24	Feb 2024
O&M Phillip Burton FB	San Francisco, CA	SB	TBD	Acquisition Planning	FY24	Feb 2024

- **Calexico Phase 2B Land Port of Entry**
 - Construction RFP planned late April 2023

- **Modernization of Raul Hector Castro in Douglas, AZ**
 - Preliminary design RFP issued on Region 9 AE IDIQ

- **300 N. Los Angeles Cooling Tower Replacement in Los Angeles, CA**
 - RFP Planned in the Summer 2023

- **Regional Construction IDIQ, 5 Year PoP, Awarded Feb 2021**

- Zone 1 - Arizona/Nevada, 12 Awardees
- Zone 2 - Northern California, 17 Awardees
- Zone 3 - Hawaii, 11 Awardees
- Zone 4 - Southern California, 14 Awardees

- **Regional AE IDIQ, 5 year PoP, Awarded Dec 2019**

- Zone 1 - Arizona/Nevada, 6 Awardees
- Zone 2 - Northern California, 7 Awardees
- Zone 3 - Southern California, 11 Awardees
- Zone 4 - Hawaii and Pacific Territories, 6 Awardees

THANK YOU FOR JOINING US!