



U.S. General Services Administration

Using GSA Schedules to Achieve Small Business Goals

Compare Open Market vs GSA

Open Market

- Set-aside program or full and open competition
- Receive credit for purchases from companies that are:
 - Small Business
 - Woman Owned
 - Veteran Owned
 - Service Disabled Veteran Owned
 - Small Disadvantaged
 - HUBZone
 - 8(a) Certified

GSA Schedules

- Use of socio-economic status as primary evaluation factor
- Receive credit for purchases from companies that are:
 - Small Business
 - Woman Owned
 - Veteran Owned
 - Service Disabled Veteran Owned
 - Small Disadvantaged
 - HUBZone

Supporting Documents

- Federal Acquisition Regulations (FAR) 8.4
- GSA Acquisition Letter V-05-12

a) When the order is estimated to exceed the micro purchase threshold, ordering activities seeking to use the multiple award schedules program to achieve their agency small businesses goals, may make socioeconomic status a primary evaluation factor when making a best value determination (see FAR 8.405-1 (c)),

Benefits of GSA Schedules

- Streamlined procurements & cost savings
- Use of customized terms and conditions at the order level
- Pre-established, on-demand contracts to increase the productivity and capacity of scarce acquisition resources
- Agency contracting offices retain control of their procurements, including requirements development, evaluation, award and administration

Benefits of Best Value Determinations

- Making a “Best Value” selection decision can result in improved mission performance and lower life-cycle costs, while encouraging Schedule contractors to provide their best services and supplies to the government.
- No requirement to select low bid

GSA Support

- Free onsite training for federal customers
- eTools (websites) for efficient procurements
- Statement of Work Reviews

GSA Support

- Tim Horne, Regional Commissioner,
GSA Federal Acquisition Service
(303) 236-8448 tim.horne@gsa.gov
- John Grant, Regional Director,
GSA Customer Accounts and Research
(303) 236-7546 johna.grant@gsa.gov
- Arleen Kinder, Customer Service Director
(719) 333-6390 arleen.kinder@gsa.gov

Step 1. A

Upon completion of market research and contractor selection, Click the "Submit" button to proceed to Step 2.

Instruction

your RFQ. To satisfy FAR requirements, you should request quotes from at least three (3) vendors (if available). Remember, vendors are not required to submit a quote.

Reminder: Other vendors listed under this category may view and quote on the RFQ even if they have not been selected to receive an email invitation.

Quote on order to

84 TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT AND EMERGENCY/DISASTER RESPONSE

Category	Description
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246 52 Professional Security/ Facility Management Services

13 contractors are available.

Submit

Select all vendors

Display: All Socio-Economic Indicators
Small Business
SBA Certified 8(a) Firm **Go**

Note: Hold the 'Ctrl' key to select all that apply. This allows sorting for selection/invitation purposes only. It does not prevent unselected vendors from submitting quotes.

Vendor	City, State	Socio-economic	Text File	Web page
<input checked="" type="checkbox"/> AVAIL NATIONWIDE SECURITY SOLUTIONS, INC	BOSTON , MA	Small Business		
<input type="checkbox"/> BEST CHOICE COMPANY	OAK PARK , FL	Other than Small Business		
<input checked="" type="checkbox"/> BOWERD SECURITY CORP	DENVER, CO	Other than Small Business		
<input checked="" type="checkbox"/> BRIGHT LIGHTS SECURITY CORP	MILLVILLE , NJ	Small Business Women Owned business		
<input type="checkbox"/> CIMEX INC DBA: DEF INC	MIAMI , FL	Small Business		
<input type="checkbox"/> SAFETY STATION CORPORATION	JUNO , NY	Other than Small Business		
<input checked="" type="checkbox"/> ELLERYX INC SERVICES, INC.	SPRING LAKE , NC	Small Business		
<input checked="" type="checkbox"/> FRAMER SECURITY SERVICES CORP	HOLLAND , MI	Small Business		
<input type="checkbox"/> GEAN SOLUTIONS COMPANY	SOUTH WIND , TN	Small Business		
<input type="checkbox"/> GRUMPY GRANDS PRODUCTS & SECURITY SERVICES INC	NORWICH , CT	Small Business		
<input checked="" type="checkbox"/> GUMMY HOUSE PROTECTIVE SERVICES CORP	SHELLYTON , CA	Small Business Women Owned business		
<input type="checkbox"/> HAM BROWN SECURITY SECURITY COMPANY	GAINDELLER , MS	Small Business		
<input type="checkbox"/> OPECAN INC	GINNY GROVER , UT	Other than Small Business		

Submit

The requirements for the RFQ are entered on the "Step 2. RFQ Information" page.

Step 2. RFQ Information

Instructions: Please enter your RFQ information below. If necessary, you may attach supporting documentation, such as statements of work, proposals, etc., by clicking on "Attach Documents". You should also include any criteria you may use to evaluate quotes.

Reminder: In order to satisfy FAR requirements, you should request quotes from at least three (3) vendors for orders exceeding the micro-purchase threshold (FAR 8.405-1). Include brand name justification/ documentation if applicable (FAR 8.405-6).

Categories Selected:	Vendors selected	Remove Category
84: 246 52 - Professional Security/Facility Management Services	6	
<input type="button" value="Add Category"/>		

RFQ ID RFQ76253	<input type="checkbox"/> Check if you are seeking sources or information <i>only</i> . <input type="checkbox"/> Recovery/Stimulus Acquisition (used to inform Seller, and for your documentation)	Reference # <input type="text"/> OPTIONAL - use as needed to assign an internal reference or control number to your RFQ. This number will appear to sellers.
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RFQ Title (ex. Consulting services; Office supplies)

Delivery: (specify delivery expected)

Deliver days After Receipt of Order (ARO) (Products)

Date of Award to Date of Completion (Services)

Period of performance: through (Services)

Line Items (Enter specific line items below)

Mfr. Part/Item #	Manufacturer	Product/Service Name	Qty	Unit	Ship Address	Change Address
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	(2)	<input type="button" value="Change"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	(2)	<input type="button" value="Change"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	(2)	<input type="button" value="Change"/>

Description (Include a detailed description of services and products required, and any evaluation criteria). [Click here for more info on ordering procedures for Services.](#)

Attached Documents: (You may attach a Statement of Work or additional documentation as needed)

Shipping Address

(2) Field Office:
GSA
2323 NEW WAY DRIVE
SUITE 300
WESTPHALIA, KS 66093

Individual Receiving Shipment
GERRY ADVANTAGE
888-555-5555
GERRY.ADVANTAGE@GSA.GOV

RFQ ID

RFQ76253

- Check if you are seeking sources or information *only*.
- Recovery/Stimulus Acquisition (used to inform Seller, and for your documentation)

Reference #

OPTIONAL - use as needed to assign an internal reference or control number to your RFQ. This number will appear to sellers.

RFQ Title (ex. Consulting services; Office supplies)

Security Guard Services

Delivery: (specify delivery expected)

- Deliver days After Receipt of Order (ARO) (Products)
- Date of Award to Date of Completion (Services)
- Period of performance: through (Services)

Line Items (Enter specific line items below)

Mfr Part/Item #	Manufacturer	Product/Service Name	Qty	Unit	Ship Address	Change Address
<input type="checkbox"/>						<input type="button" value="Change"/>
<input type="checkbox"/>						<input type="button" value="Change"/>
<input type="checkbox"/>						<input type="button" value="Change"/>
<input type="button" value="Add Add"/>						

Description

This RFQ f such, Pric decision.

Attached Do

Shipping Ad

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In the Description field. Socioeconomic Status [Note: evaluation procedures] It is the policy of the Government to encourage the full participation of small businesses in the procurement process. As a result, this RFQ includes a preference for small businesses. The Government will review

If you already have prepared documents such as a SOW, spreadsheet, drawings, pictures and/or evaluation criteria, attach here.

[Note. relative weights - socioeconomic is the most important factor if desired]

In terms of relative weights among the Factors, Socioeconomic Status (70%) is more important than Technical Capability (10%), Past Performance (10%) and Price (10%).