

# **FDA Office of Acquisitions and Grants Services** *Hub-Zone Small Business Vendor Outreach Event*

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June 25, 2018





- Who We Are
- What We Do
- How We Are Organized
- Our Focus
- Working with OAGS

# We Enable FDA's Mission



## FDA is responsible for:

- **Protecting the public health** by assuring that foods are safe, wholesome, sanitary and properly labeled; human and veterinary drugs, and vaccines and other biological products and medical devices intended for human use are safe and effective.
- **Protecting the public** from electronic product radiation.
- **Assuring** cosmetics and dietary supplements are safe and properly labeled.
- **Regulating tobacco** products.
- **Advancing the public health** by helping to speed product innovations.
- **Helping the public** get the accurate science-based information they need to use medicines, devices, and foods to improve their health.

FDA's responsibilities extend to the 50 United States, the District of Columbia, Puerto Rico, Guam, the Virgin Islands, American Samoa, and other US territories and possessions.

# What FDA's Major Initiatives Mean for OAGS (1 of 2)



**Globalization** - FDA works to transform from a predominantly domestically-focused agency operating in a globalized economy to a modern public health regulatory agency fully prepared for a complex globalized regulatory environment.



**Advancing Regulatory Science** - Building on the achievements of existing agency programs to develop new tools, standards, and approaches to assess the safety, efficacy, quality, and performance of all FDA-regulated products.



**Food Safety** - The Food Safety Modernization Act gives FDA a mandate to develop a science-based food safety system that addresses hazards from farm to table—putting greater emphasis on prevention of foodborne illness.



**Tobacco** - Passage of the Family Smoking Prevention and Tobacco Control gives FDA the authority to regulate the manufacture, distribution, and marketing of tobacco products to protect public health.

# What FDA's Major Initiatives Mean for OAGS (2 of 2)



**Innovation** - FDA is redoubling efforts to encourage innovations that will promote public health as well as strengthen the American economy.



**Medical Countermeasures** - FDA plays a critical role in protecting the United States from chemical, biological, radiological, nuclear, and emerging infectious disease threats. FDA's responsibility is to ensure that medical countermeasures (MCMs)—such as drugs, vaccines, and diagnostic tests—to counter these threats are safe, effective, and secure.



**Transparency** - FDA seeks to make more information available to the public rapidly in a form that is easily accessible and user-friendly and to foster a better understanding of Agency operations and decision-making.



**Sentinel Initiative** - Sentinel is the FDA's national electronic system which enhances researchers' ability to proactively monitor the safety of medical products after they have reached the market and complements the Agency's existing Adverse Event Reporting System.

# Centers/Offices that OAGS Supports



**Center for Biologics Evaluation and Research (CBER)**

**Center for Drug Evaluation and Research (CDER)**

**Center for Devices and Radiological Health (CDRH)**

**Center for Food Safety and Applied Nutrition (CFSAN)**

**Center for Tobacco Products (CTP)**

**Center for Veterinary Medicine (CVM)**

**National Center for Toxicological Research (NCTR)**

**Office of Information Management and Technology (OIMT)**

**Office of Regulatory Affairs (ORA)**

**Office of the Commissioner/Office of Operations (OC/OO)**

For more information on each Center/Office and its mission please visit [www.fda.gov](http://www.fda.gov).

# OAGS Mission, Vision & Goals



## Mission



Our mission is to provide **high quality support** to FDA programs by managing all contracts and assistance agreements in a **timely manner** and at a **reasonable cost**.

## Vision

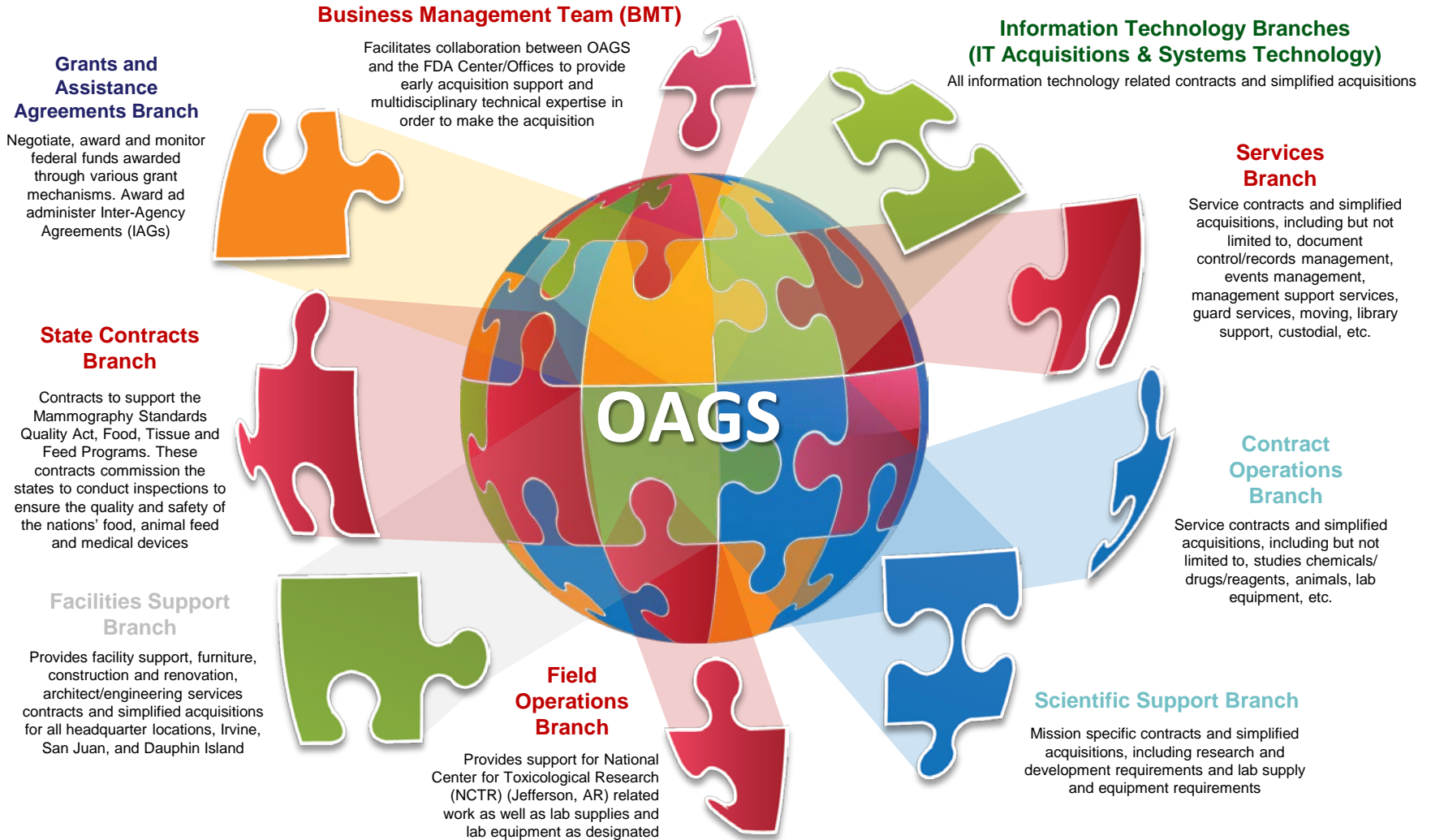


Our goal is to be an acquisition center of excellence by fostering **strategic collaboration** with our partners and **empowering our workforce** to achieve results that protect and promote the health of all Americans while maintaining the public trust.

## Goals

1. Build effective partnerships with our FDA Customers and Stakeholders
2. Mature our Acquisition Practices
3. Institute a Performance Culture
4. Develop our Organization and our People

# How We are Organized





# Statistics and Goals



# Fiscal Year 2017



## Statistics for OAGS

| Purchase Card Data              | FY 16     | FY 17     |
|---------------------------------|-----------|-----------|
| Transaction                     | \$69.5M   | \$65.8M   |
| # of Transactions               | 106,162   | 99,260    |
| Cardholder Accounts (Average)   | 876       | 847       |
| Convenience Check Spend         | \$180,202 | \$142,315 |
| Convenience Check Transaction # | 248       | 178       |
| Rebates Earned                  | \$1.09M   | \$1.03M   |

| Grant Data               | FY 16     | FY 17     |
|--------------------------|-----------|-----------|
| Awarded Grants           | 637       | 542       |
| Post Award Grant Actions | 452       | 731       |
| Total Obligated          | \$182.1 M | \$187.2 M |

| Fiscal Year Totals* | FY 16    | FY 17    |
|---------------------|----------|----------|
| Actions Awarded     | 7,126    | 8,185    |
| Total Obligated     | \$1.56 B | \$1.76 B |

\*Doesn't include P-Card Data which is obligated external to OAGS

| Interagency Agreement Data               | FY 16     | FY 17     |
|--|-----------|-----------|
| Reimbursable IAAs                        | 72        | 64        |
| Reimbursable IAA Dollar Value (Funds-in) | \$27.2 M  | \$42.7 M  |
| Service IAAs (Funds-out)                 | 668       | 625       |
| Service IAAs Total Value                 | \$277.4 M | \$271.8 M |
| Total Awarded                            | 740       | 689       |
| Total Obligated                          | \$277.4 M | \$271.8 M |

| Contracts (Including PO) Data | FY 16   | FY 17   |
|-------------------------------|---------|---------|
| Awarded Cotnracts             | 5,297   | 6,223   |
| Total Obligated               | \$1.1 B | \$1.3 B |

# FDA Socioeconomic Goals



| Small Business Award Categories | FY Goal*                                  | FY12   | FY13   | FY14   | FY15   | FY16  | FY17   | FY18 (YTD as of 6/20/18) |
|---------------------------------|---|--------|--------|--------|--------|-------|--------|--------------------------|
| Small Businesses                | 41%<br>(35% until FY14)<br>(43% in FY 14) | 55.90% | 48.93% | 43.28% | 50.10% | 48.5% | 39.64% | 37.67%                   |
| Small Disadvantaged Businesses  | 5.0%                                      | 34.70% | 30.69% | 25.28% | 29.50% | 27.9% | 24.31% | 25.38%                   |
| Women-Owned Small Businesses    | 5.0%                                      | 16.55% | 9.92%  | 13.63% | 15.90% | 17.8% | 14.22% | 15.28%                   |
| HubZone Businesses              | 3.0%                                      | 3.59%  | 2.59%  | 3.61%  | 2.20%  | 2.0%  | 1.40%  | 1.04%                    |
| Service Disabled Veteran Owned  | 3.0%                                      | 4.68%  | 2.14%  | 2.93%  | 3.17%  | 4.9%  | 3.42%  | 3.85%                    |

**In 2017 more than \$514 Million Awarded to Small Businesses!!!**

# FDA Competition Data



|                                    | Percent of Eligible Actions Completed | Percent of Eligible Dollars Completed |
|------------------------------------|---------------------------------------|---------------------------------------|
| <b>HHS Goal</b>                    | <b>65%</b>                            | <b>75%</b>                            |
| FY13                               | 91.0%                                 | 98.0%                                 |
| FY14                               | 90.0%                                 | 96.0%                                 |
| <b>FY15</b>                        | <b>91.0%</b>                          | <b>95.0%</b>                          |
| <b>FY16</b>                        | <b>91.0%</b>                          | <b>94.0%</b>                          |
| <b>FY17</b>                        | <b>90%</b>                            | <b>96%</b>                            |
| <b>FY18 (YTD as of 05/01/2018)</b> | <b>88%</b>                            | <b>96%</b>                            |

# Awarded Actions and Volume

| Fiscal Year                     | Actions      | Dollars (in Millions) |
|---------------------------------|--------------|-----------------------|
| FY13                            | 6,919        | \$1,626.2             |
| FY14                            | 6,605        | \$1,534.6             |
| FY15                            | 6,906        | \$1,551.8             |
| FY16                            | 7,126        | \$1,540.9             |
| FY17                            | 8,185        | \$1,760.0             |
| <b>FY18 (YTD as of 5/18/18)</b> | <b>3,153</b> | <b>\$963.6</b>        |

# FY 17 - TOP 20 NAICS BY ACTIONS



| NACIS Code | Description  | Dollars Obligated | Count | Average   | % to total count | % to total dollars |
|------------|--|-------------------|-------|-----------|------------------|--------------------|
| 334516     | Computer and Electronic Product Manufacturing                                | \$32,319,233      | 883   | \$36,602  | 18.01%           | 3.76%              |
| 541519     | Professional, Scientific, and Technical Services                             | \$272,180,541     | 657   | \$414,278 | 13.40%           | 31.63%             |
| 923120     | Administration of Human Resource Programs                                    | \$53,718,732      | 486   | \$110,532 | 9.91%            | 6.24%              |
| 541611     | Professional, Scientific, and Technical Services                             | \$101,892,998     | 429   | \$237,513 | 8.75%            | 11.84%             |
| 541990     | Professional, Scientific, and Technical Services                             | \$79,401,641      | 368   | \$215,765 | 7.50%            | 9.23%              |
| 811219     | Repair and Maintenance   | \$9,997,558       | 325   | \$30,762  | 6.63%            | 1.16%              |
| 541712     | Professional, Scientific, and Technical Services                             | \$28,152,675      | 227   | \$124,021 | 4.63%            | 3.27%              |
| 561210     | Administrative and Support Services  | \$20,658,473      | 183   | \$112,888 | 3.73%            | 2.40%              |
| 561320     | Administrative and Support Services  | \$12,761,220      | 172   | \$74,193  | 3.51%            | 1.48%              |
| 541512     | Professional, Scientific, and Technical Services                             | \$77,101,868      | 159   | \$484,917 | 3.24%            | 8.96%              |
| 541511     | Professional, Scientific, and Technical Services                             | \$72,635,741      | 158   | \$459,720 | 3.22%            | 8.44%              |
| 541690     | Professional, Scientific, and Technical Services                             | \$22,411,183      | 146   | \$153,501 | 2.98%            | 2.60%              |
| 511210     | Publishing Industries (except Internet)                                      | \$16,692,619      | 123   | \$135,712 | 2.51%            | 1.94%              |
| 541711     | Professional, Scientific, and Technical Services                             | \$16,292,801      | 113   | \$144,184 | 2.30%            | 1.89%              |
| 518210     | Internet Service Providers, Web Search Portals, and Data Processing Services | \$28,384,284      | 109   | \$260,406 | 2.22%            | 3.30%              |
| 333315     | Machinery Manufacturing  | \$321,896         | 90    | \$3,577   | 1.84%            | 0.04%              |
| 511120     | Publishing Industries (except Internet)                                      | \$5,263,010       | 77    | \$68,351  | 1.57%            | 0.61%              |
| 337122     | Furniture and Related Product Manufacturing                                  | \$3,813,167       | 68    | \$56,076  | 1.39%            | 0.44%              |
| 541380     | Professional, Scientific, and Technical Services                             | \$6,320,210       | 68    | \$92,944  | 1.39%            | 0.73%              |
| 922120     | Justice, Public Order, and Safety Activities                                 | \$65,598          | 63    | \$1,041   | 1.28%            | 0.01%              |

# FY 17 - TOP 20 NAICS BY DOLLARS



| NAICS Code | Description  | Dollars Obligated | Count |
|------------|--|-------------------|-------|
| 541519     | Professional, Scientific, and Technical Services                             | \$272,180,541     | 657   |
| 541810     | Professional, Scientific, and Technical Services                             | \$125,538,784     | 18    |
| 541611     | Professional, Scientific, and Technical Services                             | \$101,892,998     | 429   |
| 541820     | Professional, Scientific, and Technical Services                             | \$93,071,147      | 44    |
| 541990     | Professional, Scientific, and Technical Services                             | \$79,401,641      | 368   |
| 541512     | Professional, Scientific, and Technical Services                             | \$77,101,868      | 159   |
| 541511     | Professional, Scientific, and Technical Services                             | \$72,635,741      | 158   |
| 923120     | Administration of Human Resource Programs                                    | \$53,718,732      | 486   |
| 541513     | Professional, Scientific, and Technical Services                             | \$37,018,410      | 17    |
| 334516     | Computer and Electronic Product Manufacturing                                | \$32,319,233      | 883   |
| 518210     | Internet Service Providers, Web Search Portals, and Data Processing Services | \$28,384,284      | 109   |
| 541712     | Professional, Scientific, and Technical Services                             | \$28,152,675      | 227   |
| 541690     | Professional, Scientific, and Technical Services                             | \$22,411,183      | 146   |
| 561210     | Administrative and Support Services  | \$20,658,473      | 183   |
| 334111     | Computer and Electronic Product Manufacturing                                | \$20,052,759      | 58    |
| 511210     | Publishing Industries (except Internet)                                      | \$16,692,619      | 123   |
| 541711     | Professional, Scientific, and Technical Services                             | \$16,292,801      | 113   |
| 561320     | Administrative and Support Services  | \$12,761,220      | 172   |
| 811219     | Repair and Maintenance   | \$9,997,558       | 325   |
| 541910     | Professional, Scientific, and Technical Services                             | \$9,723,781       | 39    |

# **HOW TO DO BUSINESS WITH THE FDA**



# Commodities and Services Purchased (1 of 2)

- Information Technology Services, Hardware and Software
- Telecommunication Products
- A/V Equipment and Maintenance
- Scientific Software
- Office Furniture, Equipment, and Supplies
- Animal Feed
- Bedding and Cages
- Chemicals and Supplies
- Reagents
- Pharmaceuticals, Drugs, and Intravenous Solutions
- Electronic components and Supplies
- X-ray Equipment
- Scientific Equipment
- Laboratory Furniture, Equipment, and Supplies
- Animals for Research (*including horses, calves, cats, dogs, guinea pigs, chicks, hens, etc.*)

# Commodities and Services Purchased (2 of 2)

- **Research Studies**
- **Investigations and Surveys**
- **Tests and Analyses of a Scientific or Medical Nature**
- **Examinations, Surveys, Inspections, and Reviews**
- **Professional Services**
- **Conference Support/Events Planning**
- **Document Management**
- **Training**
- **Facility Renovation**
- **Administrative Support/Temporary Services**
- **Architect/Engineering Support**
- **Operation and Maintenance of Facilities**
- **Facility Support (*e.g. custodial, trash, guard services*)**
- **Moving Services**

# Doing Business with the FDA (1 of 3)

- **Contact Small Business Program Office - [www.hhs.gov/about/smallbusiness/](http://www.hhs.gov/about/smallbusiness/)**
- **Review Procurement Forecast for the Products and/or Services that Your Business Sells (HHS Procurement Forecast Data Repository)**
  - <https://procurementforecast.hhs.gov/Contract>
- **Obtain a DUNS number from Dun & Bradstreet and Register in System for Award Management (SAM).**
  - A DUNS number is a business identification number and businesses must have a DUNS number to do business with the Federal Government. There is no cost to obtain a DUNS number. You must be registered in SAM to do business with the Federal government. [www.sam.gov](http://www.sam.gov)
- **Become Familiar with Federal Contracting Procedures.**
  - Federal agencies must follow certain rules relating to procurement, which can be different than typical business practices. The [Federal Acquisition Regulation \(FAR\)](#) is the primary source of guidance on federal contracting. Most agencies have agency-specific supplements to the FAR. The FDA uses the Health and Human Services Acquisition Regulation (HHSAR).

# Doing Business with the FDA (2 of 3)



- **Market Your Business to the Right Contacts and know what FDA buys.**
  - Do not send information to the highest official that you can find. It is more effective to send information to the contracting office, the Small Business Specialist, or the appropriate program official.
  
- **Visit FedBizOpps Website at [www.fbo.gov](http://www.fbo.gov)**
  - Single point of entry for business opportunities valued in excess of \$25,000
  - Register to receive notifications whenever business opportunities relevant to your industry are posted.
  
- **Attend Agency Sponsored Vendor Outreach Sessions, Trade Fairs, and Other Business Networking Events.**
  - HHS conducts monthly outreach session.
  - Networking and teaming opportunities.
  
- **Explore Subcontracting Opportunities.**

# Doing Business with the FDA (3 of 3)

- **Respond to Requests for Information (RFI) / Sources Sought Notices**
  - Submit sufficient details to support contractor capabilities.
  
- **Obtain one or more GSA Schedule contracts and/or GWACs.**
  - Being on schedule and/or a GWAC makes good “business sense” and will provide your company with multiple options.
  
- **Maintain High Standards of Integrity.**
  - Do not attempt to act outside of the boundaries set in the FAR and various agencies supplements.
  - Federal officials involved in the procurement process are limited in what information they can disclose to whom and when. Do not pressure them for additional information and do not attempt to circumvent the boundaries set.

# Where to Go for More Information



- **Doing Business With FDA - Make Your Connection**  
(<http://www.fda.gov/AboutFDA/business/default.htm>)
- **FedBizOpps** ([www.fbo.gov](http://www.fbo.gov)) site includes training videos for small business and instructions on registering and monitoring agency requirements.
- **HHS Small Business Office** ([www.hhs.gov/about/smallbusiness](http://www.hhs.gov/about/smallbusiness)) has information on current requirements, forecasts, “Doing Business,” etc.
- **The Small Business Administration** ([www.sba.gov/category/navigation-structure/contracting](http://www.sba.gov/category/navigation-structure/contracting)) has great deal of information with web links for determining size status and resources to research government requirements.
- **All grant announcements across the government are available at:**  
<http://www.grants.gov>.

# Procurement Forecast Data Repository



This forecast is intended to inform vendors - especially small businesses - about HHS's potential procurement opportunities prior to their official solicitation.

**HHS.gov**  
U.S. Department of Health & Human Services

I'm looking for...

[About HHS](#) [HHS Secretary](#) [News](#) [Jobs](#) [Contracts & Grants](#) [Prevention](#) [Regulations](#) [Preparedness](#)

## Procurement Forecast Data Repository

### Search Contract Opportunities

- [Advanced Search](#)   [Quick Search](#)   [Clear Search Results](#)

Keyword

### Contract Opportunities - Search Results

Showing 1 to 50 of 186 entries

Show  entries

[< Previous](#) [1](#) [2](#) [3](#) [4](#) [Next >](#)

| NAICS | Contract Information  | Competition Type | Tot. Contract Range  | Place of Performance | End Date   |
|-------|---|------------------|----------------------|----------------------|------------|
|       | <b>(COMMS) BPA in support of services-Public EngagementOutreach track</b><br>Funding Org: FDA<br>Description: (COMMS) - Planning Professionals Ltd. - BPA in sup... | TBD              | > \$25K and < \$150K |                      | 07/24/2018 |
|       | <b>(RPSM Risk Analytics) License for an Oracle tool - OPM</b><br>Funding Org: FDA<br>Description: (RPSM Risk Analytics) License for an Oracle tool -...             | TBD              | >= \$1M and < \$2M   |                      | 06/30/2018 |

# Procurement Forecast Data Repository (Continued)



## Contract Opportunity Details

[Back To List](#) | [Email Contract Opportunity](#)

| Contract Information  |                                    |
|---|------------------------------------|
| <b>Project Title</b><br>Cisco Maintenance_FY17  | <b>Funding Organization</b><br>FDA |
| <b>Contract Type</b><br>TBD   | <b>Incumbent Contractor Name</b>   |
| <b>Requirement Type</b><br>New Requirement  | <b>Competition Type</b><br>TBD     |
| <b>Transaction Number</b>   | <b>Reference IDV</b>               |
| <b>Contract Vehicle</b>   |                                    |
| <b>Contract Description</b><br>The procurement of CISCO SmartNet maintenance support for FDA CISCO hardware and Enterprise License Agreement (ELA). Maintenance support will be for a 12-month period. POC: MOYE, ALBERT 301-796-4492 |                                    |

| Point of Contact Information   |
|--|
| <b>Name</b><br>Albert Moye   |
| <b>Title</b>   |
| <b>Agency</b><br>CTP   |
| <b>Email</b><br><a href="mailto:Albert.Moye@fda.hhs.gov">Albert.Moye@fda.hhs.gov</a> |
| <b>Phone</b><br>301-796-4492   |

| Estimated Dates                                  |
|--|
| <b>Solicitation Quarter</b><br>2                 |
| <b>Award Date</b><br>07/01/2017                  |
| <b>Period Of Performance Start</b><br>07/01/2017 |
| <b>Period Of Performance End</b><br>06/30/2018   |



## Federal Business Opportunities

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



The screenshot shows the FedBizOpps website homepage. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area features a search bar with a magnifying glass icon and the text "Search more than 33,500\* active federal opportunities." Below the search bar are several filters: Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), and Type (Any). There is also a field for Keyword / Solicitation # and an Agency dropdown menu currently set to "Services/Food and Drug Administration". A "Search" button is located below the filters. To the right of the search area, there is a "RECOVERY" section with a sub-header "Locate actions funded by the American Recovery and Reinvestment Act." and two buttons: "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS". Below this, there is a section for "FBO RECOVERY REPORTS" with links for "Click here for Opportunities" and "Click here for Awards". At the bottom of the recovery section, there is a link to "Learn more about FBO recovery".

FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **33,500\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency: Services/Food and Drug Administration

**Search**

Additional criteria and multiple selections are available on the [advanced search form](#).  
*\* Notices posted within the last 90 days.*

**RECOVERY**  
Locate actions funded by the American Recovery and Reinvestment Act.

**SEARCH RECOVERY OPPORTUNITIES**

**SEARCH RECOVERY AWARDS**

**FBO RECOVERY REPORTS**

- Click here for **Opportunities**
- Click here for **Awards**

Learn more [about FBO recovery](#)

# FedBizOpps Website



Set-Aside Code:

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- Any
- Competitive 8(a)
- Emerging Small Business
- Woman Owned Small Business
- Economically Disadvantaged Woman Owned Small Business
- HUBZone
- Partial HBCU / MI
- Partial Small Business
- Service-Disabled Veteran-Owned Small Business
- Total HBCU / MI
- Total Small Business**
- Veteran-Owned Small Business
- Indian Economic Enterprises
- Indian Small Business Economic Enterprises

**Search by set aside type.**

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TO REGISTER IS SAM









- Any
- Presolicitation
- Combined Synopsis/Solicitation
- Sources Sought
- Modification/Amendment/Cancel
- Sale of Surplus Property
- Special Notice
- Foreign Government Standard
- Award Notice
- Justification and Approval (J&A)
- Intent to Bundle Requirements (DoD-Funded)
- Fair Opportunity / Limited Sources Justification

**Search by action type.**

|   |  |  |                     |
|---|--|--|---------------------|
| <p> <a href="#">Sources Sought for MerMade 8 DNA/RNA Synthesizer System</a><br/>           FDA-SS-17-1182443<br/>           65 -- Medical, dental &amp; veterinary equipment &amp; supplies</p> | <p>Department of Health and Human Services<br/>           Food and Drug Administration<br/>           Office of Acquisitions and Grants Services - Rockville</p> | <p>Sources Sought / Total Small Business</p>                 | <p>Apr 21, 2017</p> |
| <p> <a href="#">Toter</a><br/>           FDA-17-SOL-1181127<br/>           81 -- Containers, packaging, &amp; packing supplies</p>  | <p>Department of Health and Human Services<br/>           Food and Drug Administration<br/>           Office of Acquisitions and Grants Services - Rockville</p> | <p>Combined Synopsis/Solicitation / Total Small Business</p> | <p>Apr 21, 2017</p> |

**See the opportunities!**



|  |  |  |              |
|--|--|--|--------------|
|  <a href="#">Preventive maintenance for AB Sciex Voyager mass spectrometer</a><br>FDA_SOL_1198582<br>J – Maintenance, repair & rebuilding of equipment          | Department of Health and Human Services<br>Food and Drug Administration<br>Office of Acquisitions and Grants<br>Services - Jefferson | Combined Synopsis/Solicitation (Modified) / Total Small Business | Jun 18, 2018 |
|  <a href="#">Training and Pilot Processing Laboratory Facility Services for Processing Technology Courses</a><br>1195225<br>U – Education & training services | Department of Health and Human Services<br>Food and Drug Administration<br>Office of Acquisitions and Grants<br>Services - Rockville | Sources Sought   | Jun 18, 2018 |
|  <a href="#">Portable Digital X-Ray</a><br>FDA-SOL-1201715<br>66 – Instruments & laboratory equipment   | Department of Health and Human Services<br>Food and Drug Administration<br>Office of Acquisitions and Grants<br>Services - Rockville | Combined Synopsis/Solicitation / Total Small Business            | Jun 18, 2018 |
|  <a href="#">FDA White Oak Building 51 Office Furniture</a><br>FDA-SS-1197854<br>71 – Furniture   | Department of Health and Human Services<br>Food and Drug Administration<br>Office of Acquisitions and Grants<br>Services - Rockville | Special Notice / Total Small Business                            | Jun 18, 2018 |
|  <a href="#">Replacement Detectors for Leco Pegasus Mass Spectrometer</a><br>FDA_SOL_1197677<br>66 – Instruments & laboratory equipment                       | Department of Health and Human Services<br>Food and Drug Administration<br>Office of Acquisitions and Grants<br>Services - Jefferson | Combined Synopsis/Solicitation                                   | Jun 15, 2018 |
|  <a href="#">Autosampler</a><br>FDA_SOL_1199552<br>66 – Instruments & laboratory equipment  | Department of Health and Human Services<br>Food and Drug Administration<br>Office of Acquisitions and Grants<br>Services - Jefferson | Combined Synopsis/Solicitation / Total Small Business            | Jun 15, 2018 |
|  <a href="#">Advanced Evaporator System</a><br>FDA-18-223-SOL-1199437<br>66 – Instruments & laboratory equipment  | Department of Health and Human Services<br>Food and Drug Administration<br>Office of Acquisitions and Grants<br>Services - Jefferson | Combined Synopsis/Solicitation (Modified) / Total Small Business | Jun 14, 2018 |
|  <a href="#">Immunoassay Analyzer Systems</a><br>FDA-18-RFQ-1199468<br>66 – Instruments & laboratory equipment  | Department of Health and Human Services<br>Food and Drug Administration<br>Office of Acquisitions and Grants<br>Services - Rockville | Combined Synopsis/Solicitation                                   | Jun 14, 2018 |

## INDUSTRY PARTNERS

Overview

Getting Started With GSA Schedules

Responding to a Solicitation

Managing a Schedules Contract

Resources, Training, and Tools

GSA Schedule Solicitations

Welcome Package

## For Industry Partners - Getting on Schedule

The GSA Schedules program is the premier acquisition vehicle in government, with approximately \$50 Billion a year in spending or 10 percent (10%) of overall federal procurement spending.

GSA Schedules are fast, easy, and effective contracting vehicles for both customers and industry partners. For GSA Schedules, GSA establishes long-term, governmentwide contracts with commercial companies to provide access to millions of commercial products and services at volume discount pricing.

GSA continually updates the offerings under the GSA Schedules program, and aids industry partners in being successful in the government marketplace. Particularly, the GSA Schedules program has a strong record of small business achievement.

To be successful under the GSA Schedules program, industry partners should be prepared to take necessary steps to be productive in a highly competitive marketplace. Having a GSA Schedule contract is a significant investment on the part of the industry partner and GSA. Careful analysis, planning, and proactive steps are required to ensure industry partners are successful under the GSA Schedules program.

GSA is committed to helping industry partners succeed in the government marketplace. To aid you with your decision to get on a GSA Schedule, here is some important information to consider:

- 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 2012, approximately 10 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.

## CONTACTS

National Customer Service Center  
(800) 488-3111

• [View Contact Details](#)


Vendor Support Center  
(877) 495-4849

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# QUESTIONS



