

GSA Opportunities For Small Businesses

GSA programs exclusively for small businesses include:

Partnering/Subcontracting

Small business concerns should not overlook procurement opportunities existing on a prime contract award basis with GSA. Large business prime contractors receiving federal contracts valued at over \$1 million for construction and \$550,000 for all other contracts are required to establish plans and goals for subcontracting with small business firms.

- ◆ **Subcontracting Relationships:** If you are a small company, there are many benefits to working with a large business. The visibility and experience alone are worth the effort much less the mentoring and growth of your employees.

To aid to small business concerns seeking subcontracting opportunities with GSA prime contractors, a directory of these opportunities is prepared by the Office of Small Business Utilization (OSBU). To learn more about subcontracting opportunities and find potential partners, please visit

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

- ◆ **Partnerships and Agreements:** There are also partnerships of more than one small company or more than one large one. There are companies who act as a parent/mentor to another company and other agreements that happen in the business community. To find GSA Schedule partners, please visit <http://www.gsa.gov/elibrary>

Small Business Set Asides (SBSA)

This program helps assure that small businesses are awarded a fair proportion of government contracts by reserving (i.e., "setting aside") certain government purchases exclusively for participation by small business concerns.

- ◆ **Small Business Forecast:** The GSA Forecast of Contracting Opportunities informs small businesses of anticipated contracts offered by GSA for the current fiscal year (October 1, 2009, through September 30, 2010). An online presentation is available at <http://www.gsa.gov/smbusforecast>