
Additional Resources

Federal Business Opportunities (FedBizOpps)

FedBizOpps.gov is the single government point-of-entry (GPE) for federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire federal contracting community. More at www.eps.gov.

Forecast of GSA Contracting Opportunities

An annual on-line document which lists GSA's expected contracts for the current and upcoming fiscal year. Contracting opportunities are listed by region and by type of goods and services required. The address is: www.gsa.gov/oed.

GSA Subcontracting Directory

This directory is published as an aid to small business concerns seeking subcontracting opportunities with GSA prime contractors. It is a semiannual publication which lists large companies that have contracts with GSA for goods and services worth \$500,000 or more (\$1 million or more for construction). Such companies are required to establish plans and goals for subcontracting with small business concerns. The address is www.gsa.gov/oed.

Small Business Administration (SBA) PRO-Net Database

SBA's PRO-Net is an electronic gateway of procurement information-for and about small businesses. It is a search engine for contracting officers, a marketing tool for small firms, and a "link" to procurement opportunities and important information. It provides access to the Commerce Business Daily, Federal agency homepages, and other sources of procurement opportunities. Participating firms can update their own profiles, link their homepages to their profiles, and receive and ask questions about procurement opportunities. To register and/or learn more about PRO-Net, access the Internet site at: pro-net.sba.gov.

GSA Federal Supply Service Acquisition Center Marketing

Marketing Divisions in each acquisition center market the Center's program; answer internal and external customers' questions and concerns; and increase business in the center through product line expansion and customer outreach efforts. Marketing Directors are listed in each FSS Acquisition Center at www.gsa.gov click on **Contacts** then select from the **GSA Contacts by Topic** pulldown menu.

Pricelist/Marketing Brochures

GSA provides each Schedule contract holder with a list of the customer agencies who buy products and services using the particular schedule. GSA will also either provide printed labels or a disk for the contractor's use in sending copies of pricelists and marketing brochures to the customer agencies.

Government-wide Commercial Purchase Card

GSA requires Schedule contractors to accept the Government-wide commercial purchase card for orders at or below the micro-purchase threshold of \$2,500. However, Schedule contractors are encouraged to accept the purchase card for all orders since more and more MAS customers recognize the administrative and cost-saving features of the purchase card.

Trade Associations

Membership in trade associations provides opportunities for networking, training, and encouragement and direct guidance to expand professional development. Companies may advertise their product or service in trade associations magazines and journals, i.e. National Contract Management Association at: www.ncmahq.org and National Institute of Governmental Purchasing at: www.governing.com plus Government Executive, Government Procurement and Government Product News.

Contractor Team Arrangement

Contractor Team Arrangement are an excellent source of quality service. Team arrangements are created when two or more Federal Supply Schedule contractors join together to provide a solution from multiple industries. Such arrangements enhance the ability of small business concerns to participate. For guidance on Contractor Team Arrangements, visit the FSS Contractor guide at www.gsa.gov click on **Selling to the Government** look under **Getting Started**.

Federal Procurement Data System (FPDS)

The FPDS contains statistical data about U.S. Government Executive Branch procurement contract transactions awarded since October 1, 1978. Approximately 70 Executive Branch agencies report their procurement contract obligations to the FPDS. The FPDS contains approximately 50 data elements which summarize who bought what, from whom, and where. Find the FPDS at www.gsa.gov by entering FPDS in the Search box and clicking Go.

Centralized Mailing List Service (CMLS)

The CMLS provides FSS publications and maintains customer mailing list databases. For more information call 1-817-334-5215 or send an e-mail to CMLS@gsa.gov.