



U.S. General Services
Administration

START WITH THE FAQs: DOING BUSINESS WITH GSA

Enshané Nomoto
Small Business Technical Advisor
Region 10, General Services Administration
Auburn, WA

Anthony Caruso
Small Business Technical Advisor
Region 9, General Services Administration
Los Angeles, CA

AGENDA = Frequently Asked Questions

- **WHAT IS GSA?**
 - Agency History/Organizational Structure
 - How GSA does business, various customers
 - What is GSA' Multiple Award Schedule (MAS)?
- **DOES GSA BUY WHAT I SELL?**
 - Market Research...How do I see what is already there?
 - Is it worth my time?
- **WHERE DO I START?**
 - Helpful Websites to Access Federal Opportunities
- **WHO CAN I CONTACT FOR HELP?**



What is GSA? - 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.

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.



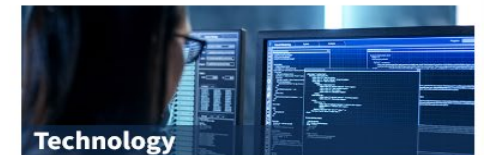
Small Business

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.

Agency Overview (cont.)

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.



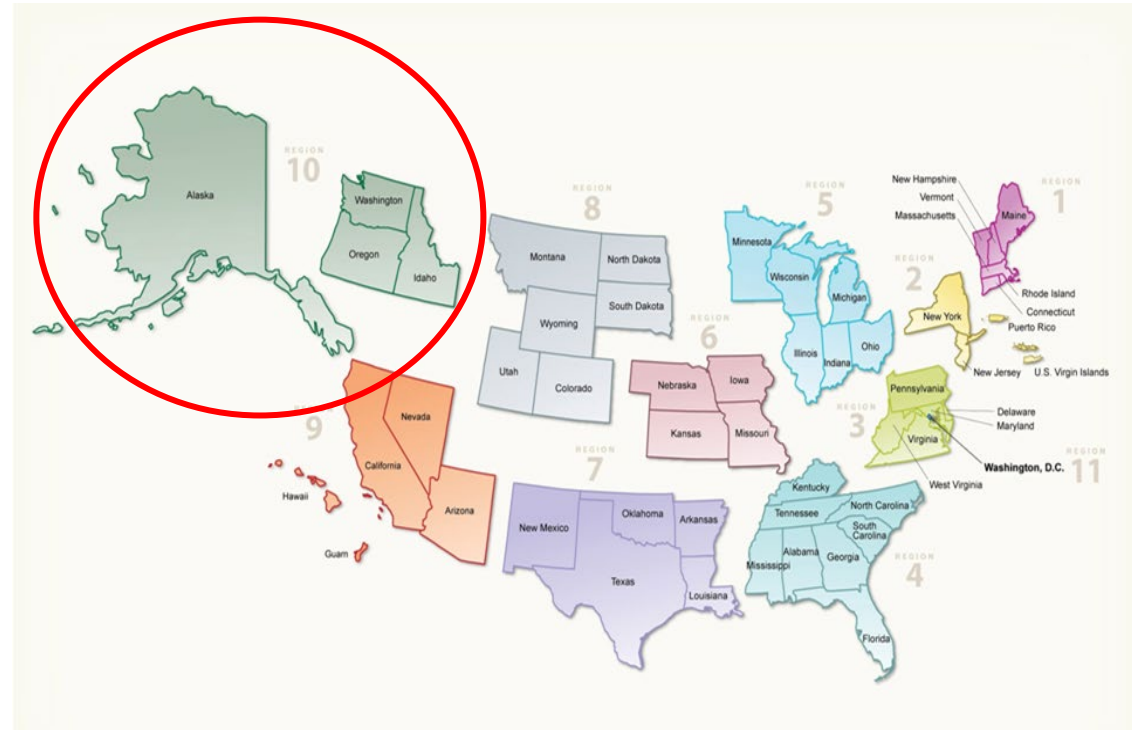
**EXPANDING
OPPORTUNITIES FOR
SMALL BUSINESSES**

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

Agency Overview (cont.)

Office Of Small And Disadvantaged Business Utilization (OSDBU)

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



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

Organizational Structure

GSA

**Public Buildings
Service**



- Landlord of Federal Government
- Design & Construction
- Owned & Leased Buildings

PBS owns or leases 8,681 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>

**Federal
Acquisition
Service**



- Contracting/Purchasing Expert of Federal Government
- Multiple Award Schedules Program
- Fleet Program

FAS offers innovative solutions & services to other agencies:

- *Products & Services*
- *Technology*
- *Travel*
- *Motor vehicle Management*
- *Transportation*
- *Procurement & Online Acquisition Tools*

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

Who Are GSA's Customers?



What is a Multiple Award Schedule (MAS)?

- 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
- Performance requirements established at the order level to meet the federal customer's specific needs
- Single standing solicitation open continuously posted on beta.SAM.gov
- Over 19,000 Schedule contracts -- **80% are with small businesses**

<https://sam.gov/opp/9c6569ce85314504b780b8778abde405/view>

MAS Supports Small Business Utilization

MAS promotes small business utilization by setting aside certain Schedules only for small businesses, encouraging set-asides at the order level, and through use of socioeconomic preference.

Total Small Business
Set-Asides at the
Schedule Level

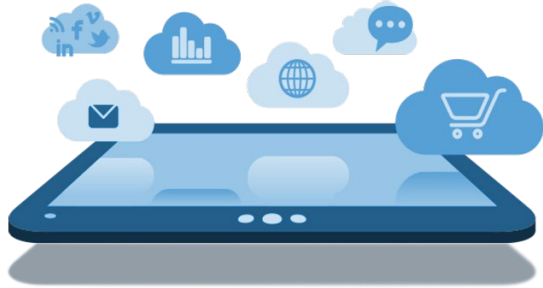


Also:

- Human Capital & Training Solutions (HCaTS-SB)
- One Acquisition Solution for Integrated Services (OASIS-SB)
- Veterans Technology Services 2 (VETS 2) – (SDVOSBs)

Does GSA Buy What I Sell?

“What” does the government buy... everything!



- **Products:**

- * Hospitality, Cleaning, & Chemicals * Office Solutions * Lighting
- * Laboratory, Scientific, & Medical * Tools, Hardware & Machinery
- * IT Solutions & Electronics * Security * Recreation & Apparel
- * Buildings & Industrial * Vehicles & Watercraft * Furniture & Furnishings

- **Services:**

- * Environmental * Moving Services * Staffing * Transportation
- * Information Technology * Law Enforcement Equipment
- * Professional Training * Telecom & Network Services * Janitorial
- * Emergency Preparedness & Response Equipment * Landscape
- * Interior Design



For a more comprehensive list, visit www.elibrary.gsa.gov



Does GSA Buy What I Sell? (cont.)

GSA Governmentwide Acquisition Contracts (GWAC)

8(a) STARS III: GWAC offers access to highly qualified, certified 8(a) small disadvantaged businesses. The contract has a \$50 Billion program ceiling with a five-year base period and one three-year option. The ordering period began on July 2, 2021.

VETS 2 (SDVOSB): GWAC set-aside exclusively for Service-Disabled, Veteran-Owned Small Businesses (SDVOSB). VETS 2 is designed to meet a variety of diverse agency IT requirements, including new and emerging technologies. The contract has a \$5 Billion program ceiling with a five-year base period and one five-year option. The ordering period began on February 23, 2018.

Alliant 2: GWAC represents the next generation GWAC vehicle for comprehensive information technology (IT) solutions through customizable hardware, software, and services solutions purchased as a total package.

****GSA 8(a) STARS III GWAC** Questions may be directed to the 8(a) STARS III team at S3@gsa.gov.

GSA's Small Business GWAC Community visit GSA Interact at:

<https://interact.gsa.gov/group/small-business-gwac-community-interest>

You can view the **Polaris GWAC** information on Sam.gov - Notice ID 47QTCB21N0002.

Any questions relating to the RFI should be emailed to polaris@gsa.gov.

www.gsa.gov/gwacs

<https://hallways.cap.gsa.gov/app/#/gateway/information-technology/75670/gwac-it-mas-services-comparison>

How Do I Get Started?

Steps to Developing Leads in the Federal Market

Which Federal Agencies are purchasing my product or service?

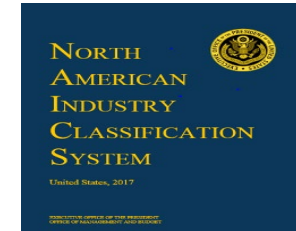
How much are they buying? Have they awarded any set-asides?

Who are my competitors? Who holds the current contract?

What contracts are set to expire that I can compete for in the future?

Accessing Federal Contract Opportunities

- 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



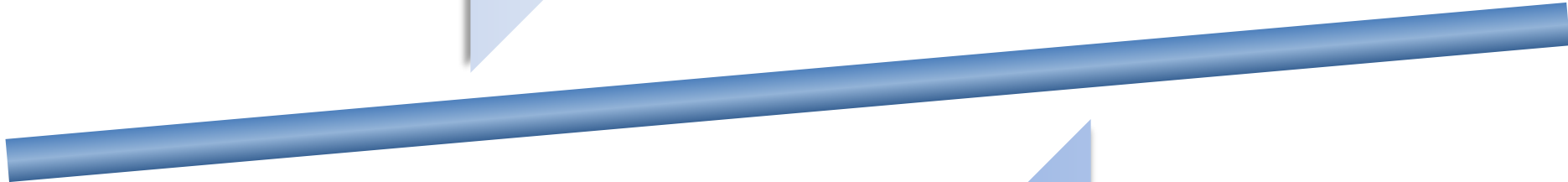
<https://www.sba.gov/federal-contracting/contracting-assistance-programs>

Accessing Federal Contract Opportunities (cont.)



NAICS

1. Industry Classification used to identify specific types of industry.
2. NAICS is a broad classification
3. The NAICS is what you do

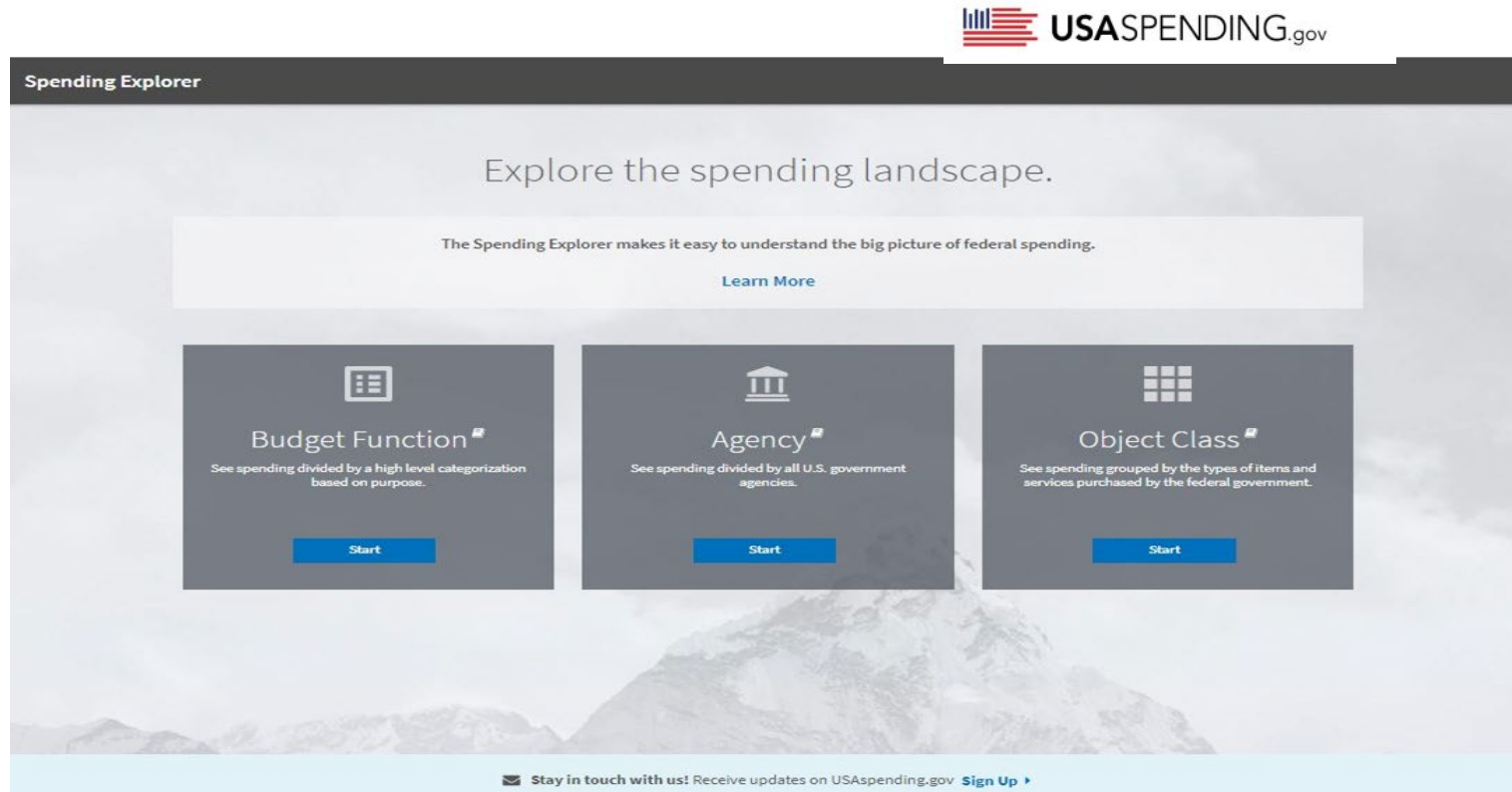
- 
1. PSC's can help you narrow down exactly what your business does
 2. PSC's are specific and can yield better data for market research and analysis
 3. Your PSC is how you are doing it



PSC

Accessing Federal Contract Opportunities

- USA Spending is another tool that can be used for conducting marketing analysis. It is a government source for data on federal grants, contracts, loans, and other financial assistance.



For more details visit: www.usaspending.gov

Accessing Federal Contract Opportunities

GSA eLibrary GSA Federal Acquisition Service

Home eBuy - quotes GSA Advantage - online shopping Help

Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit GSA.gov.

Search in all the words Search
enter Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number, NAICS

Contractor Directory (a-z) Cross-Schedule Search

Category Guide

- Building & Industrial
- Furniture & Furnishings
- IT Solutions & Electronics
- Law Enforcement, Fire, & Security
- Recreation & Apparel
- Services
- Travel & Transportation Solutions
- Wildland Fire & Equipment
- Disaster Relief
- Hospitality, Cleaning, & Chemicals
- Laboratory, Scientific, & Medical
- Office Solutions
- Security Solutions
- Tools, Hardware, & Machinery
- Vehicles & Watercraft
- Winter Supplies & Services

News...

Get Ready... Get Set... Go Transition! GSA SmartPay 3 is leading the charge with new innovative payment solutions to meet your agency's needs. Please remember that your current account(s) may no longer be used after November 29, 2018. The new GSA SmartPay 3 accounts must be used starting November 30, 2018. For more information, visit <https://smartpay.gsa.gov/content/resources>

Get Quotes

GSA eBuy is an easy-to-use electronic Request for Quotation (RFQ) system designed to facilitate the request for submission of quotations.

With eBuy, getting quotes is just a click away!

[go to eBuy >>](#)

Additional Information

Customers

- Training Opportunities
- FPDS-NG
- EPLS
- GSA Strategic Sourcing BPAs
- Acquisition Gateway

Contractors

- FedBizOps
- Schedules Sales Query
- Vendor Support (VSC)

Quick Search

Go to Select a Contract Vehicle

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- View schedule contracts
- GSA schedules info
- VA schedules info
- MAS Available Offerings Crosswalk
- MAS Clause Applicability Matrix

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- View technology contracts
- GSA technology contracts info

State and Local Governments

Cooperative Purchasing

Purchase IT products, services, and support equipment from Federal Supply Schedules.

- View participating vendors
- Cooperative Purchase FAQ

Disaster Purchasing

Purchase products and services to facilitate recovery from a major disaster.

- View participating vendors
- Disaster Purchasing FAQ

GSA eLibrary

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

Accessing Federal Contract Opportunities

Schedules Sales Query Plus Database (SSQ+)

FAS Schedule Sales Query Plus (SSQ+)



Schedule Sales Query Plus (SSQ+)

ABOUT THIS REPORT

[Click the icon above to get started!](#)

AOD Support will hold monthly open office hours on our SSQ+ tool on the fourth Thursday of each month at 2:30ET accessible via <https://gsa.zoomgov.com/j/1608400532?pwd=NmJnKythbkNVaERmbHN3WFhRYjE2dz09> - Passcode GSASSQ+

The Federal Acquisition Service's (FAS) Multiple Award Schedule (MAS) program streamlines the process of purchasing products and services for the federal government. It's the largest purchasing program on the planet, with pre-negotiated prices, delivery terms, warranties, and other terms that make it easier for agencies to acquire everything they need to meet their missions and save taxpayer dollars. What's on Schedule? Everything from staplers and electric vehicles to cell phones and complicated enterprise-wide IT solutions. Suppliers are no longer content to simply know what the Government is buying; they want to see how their company stacks up compared to other vendors on the same Schedule, how their sales compare to the competition overall, and how data can be leveraged to improve business practices and take advantage of new opportunities.

Recognizing the demand for this kind of data, FAS's Acquisition Oversight Division has developed the Schedule Sales Query Plus (SSQ+) Dashboard, designed to provide our suppliers with the figures they want and need. SSQ+ is a tool that depicts sales in both report and dashboard format. This tool replaces the SSQ and offers searchable and filterable information all the way from FY1991 to present, including sales dollars for TDR contracts.

SSQ Provides:

- Sales Figures reported by GSA Contractors.
- Insight into the your competitors and how they are performing.
- SSQ is also a great way to assess the federal marketplace for the Schedules Program specifically.
- <https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>

For more details visit: <https://www.gsa.gov/tools-overview/buying-and-selling-tools>

Accessing Federal Contract Opportunities (cont.)

Minimum Requirements

- To apply for a **Data Universal Numbering System (DUNS) number
<https://fedgov.dnb.com/webform/>
- Register with the System for Award Management (SAM)
<http://www.sam.gov>
- Size Standards – <https://www.sba.gov/federal-contracting/contracting-guide/size-standards>

****DUNS number is in the process of converting over to Unique Entity Identifier (UEI). More info at: <https://www.gsa.gov/entityid>**

Important Note:

DUNS will change over to the Unique Entity Identifier (UEI) by April 2022

Accessing Federal Contract Opportunities (cont.)

SAM.gov

Contract Opportunities: (search for procurement opportunities posted by federal agencies by):

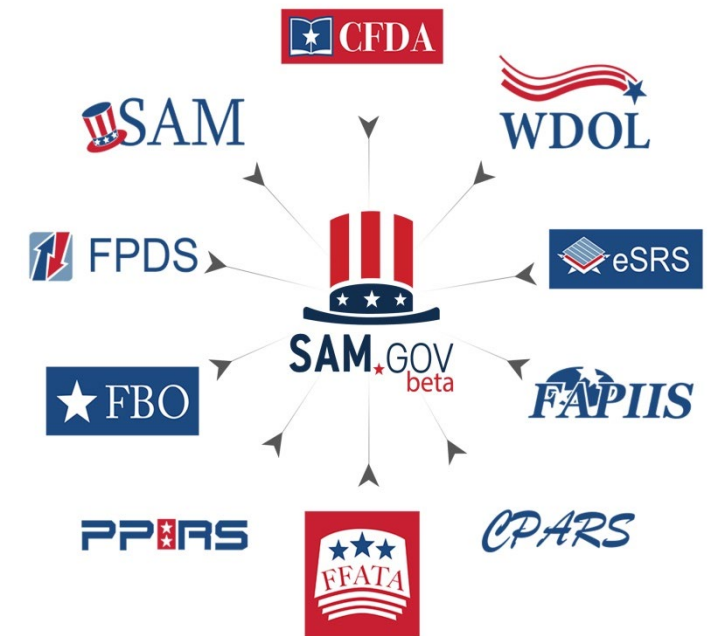
- Special Notices
- Sources Sought Synopsis / Requests for Information
- Combined Synopsis/Solicitation

Recent SAM.gov additions:

- Wage Determinations (WDOL)
- Contract Data Reports (moved from FPDS)

Important Note:

On May 24, 2021, beta.SAM.gov was renamed SAM.gov.



Accessing Federal Contract Opportunities (cont.)

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: [\(Only 1 state\)](#)
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

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

Congressional District: [Help](#)

County: [Select 1 State, then press Lookup](#) [Lookup Help](#)

[How to make multiple selections.](#)

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)

Accessing Federal Contract Opportunities (cont.)

What is a Sources Sought Synopsis?

- Also a method of Market Research for the Agencies
- Published on the SAM.gov (formerly FedBizOpps) website *SAM.gov*
- 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

Accessing Federal Contract Opportunities (cont.)

Why Respond to a Sources Sought Synopsis?

- 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

ACCESSING FEDERAL CONTRACT OPPORTUNITIES (CONT.)

Sources Sought Synopsis Tips

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

Accessing Federal Contract Opportunities (cont.)

GSA - Forecast of Contract Opportunities

The forecast consolidates anticipated procurements at GSA with the aim of increasing industries' advance knowledge of GSA requirements and to enhance competition.

GSA's Consolidated Agency-wide Acquisition Forecast is provided to allow small businesses to search multiple opportunities to match your interests.

Contract award terms vary, so it is important to contact the small business office to inquire about specific contract end dates and upcoming competitions to ensure you have time to prepare.

<https://www.fbf.gov>

<https://hallways.cap.gsa.gov/app/#/dv/federal-business-forecast>

Federal Agencies -
<https://www.acquisition.gov/procurement-forecasts>



FORECAST OF CONTRACTING OPPORTUNITIES



Clear All

Agency

Place of Performance (State)

NAICS Code

Estimated Award Fiscal Quarter

Acquisition Strategy/Type of Set-Aside

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.

Type any part of a company name to filter the list.

| NAICS Code | Company Location | Place of Performance |
|-------------------------------|--------------------------------------|--|
| Select a three-digit category | Select state of company headquarters | Select state in which work takes place |
| <input type="text"/> | <input type="text"/> | <input type="text"/> |

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

Accessing Federal Contract Opportunities (cont.)

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



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

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 dark blue with white outlines for state boundaries. Abbreviations are placed within each state. A legend on the right side of the map shows the abbreviations for the states and territories: VT, NH, ME, RI, CT, MA, NY, NJ, PA, DE, MD, DC, VA, NC, SC, GA, FL, AL, TN, KY, OH, MI, IN, IL, IA, MO, WI, MN, ND, SD, NE, KS, OK, TX, CO, UT, AZ, NV, ID, MT, WY, NE, KS, OK, TX, HI, AK.

ACCESSING FEDERAL CONTRACT OPPORTUNITIES

Steps to Success You Can Take Prior to Speaking With A Procurement (Contracting) Official

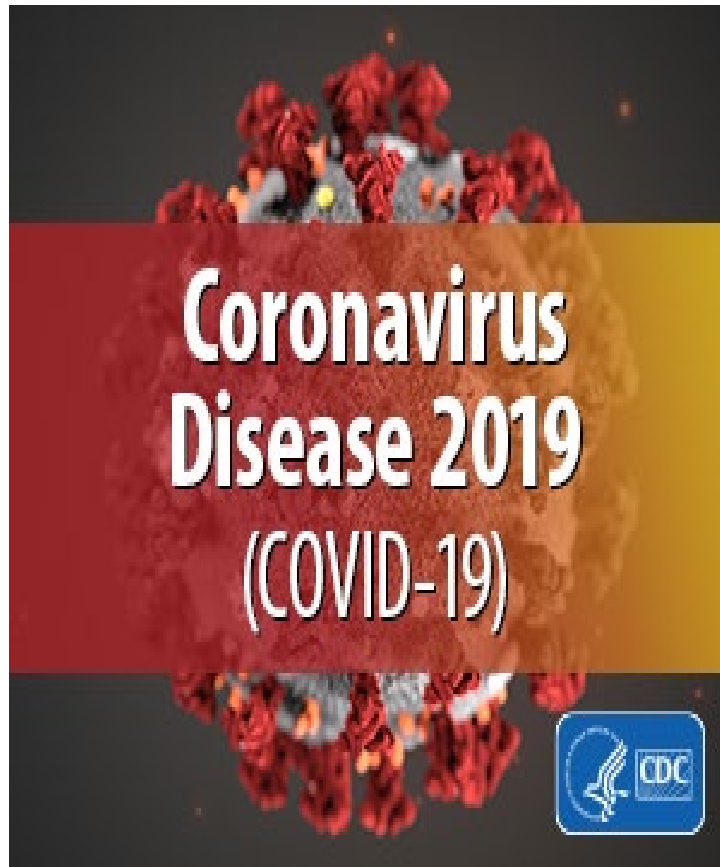
- Utilize the Tools for Market Research
- Utilize the Data to Develop a Targeted Strategy
- Utilize the Tools for Finding Opportunities
- Utilize the FREE TRAINING and EVENTS!!

GSA Events & Training

<https://www.gsa.gov/small-business/small-business-resources/osdbu-events-and-contacts>

HOT TOPIC: GSA Response to COVID-19

How can you Help?



GSA Covid-19 Resources: <https://www.gsa.gov/governmentwide-initiatives/emergency-response/covid19-coronavirus>

- Acquisition Gateway website contains buying guides for key products and services that agencies need to respond to COVID-19 (Home > Professional Services > Enhanced Entry Screening Services (EESS) for Government Facilities Procurement Services):
 - [Building screening services](#)
 - [Cleaning products and services](#)
 - [Telework and IT](#)
 - [Furniture Products and Services](#)
- GSA developed the below Market Research as a Service (MRAS) resources to connect industry partners with buyers:
 - [Industry COVID-19 Request for Information \(RFI\)](#): By responding to this RFI, industry gets daily emails asking for updates on available Personal Protective Equipment (PPE).
 - Email address for additional questions: covid19.questions@gsa.gov

GSA Response to COVID-19 (cont.)



Beware of Malicious COVID-19 Phishing

Protect yourself from identity theft and fraud during pandemic recovery.

Confirm any SBA disaster assistance emails by contacting (800) 659-2955, TTY (800) 877-8339, or disastercustomerservice@sba.gov.

Avoid scams and fraud, visit sba.gov/COVIDfraudalert



American Rescue Plan Act signed March 11, 2021

- \$7.25 billion additional for the Paycheck Protection Program,
- Additional funds for the Shuttered Venue Operators Grant program (SVOG) and allows businesses to apply for both a PPP loan and the SVOG.
- \$15 billion additional for Targeted Economic Injury Disaster Loan Advance (EIDL), including \$5 billion for Supplemental Targeted EIDL Advance payments.
- \$28.6 billion for the Restaurant Revitalization Fund for industry-focused grants.
- \$100 million to establish a Community Navigator pilot program; grants for eligible organizations supporting efforts to improve access to COVID-19 pandemic assistance programs and resources.

<https://www.sba.gov/article/2021/mar/11/american-rescue-plan-act-elevates-small-business-support-response-covid-19-pandemic>

GSA Response to COVID-19 (cont.)

Stay informed by reviewing acquisition information and resources

- The U.S. Government Response (USA.GOV): <https://www.usa.gov/coronavirus>
- Coronavirus Acquisition-Related Information and Resources (Acquisition.Gov):
 - <https://www.acquisition.gov/coronavirus>
- GSA Acquisition Policy Library:
 - <https://www.gsa.gov/policy-regulations/policy/acquisition-policy/acquisition-policy-library#ClassDeviations>
- MAS Roadmap:
 - <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/selling-through-schedules/prospective-schedule-contractors-are-schedules-a-good-fit-for-me>
- White House Coronavirus Task Force: <https://www.coronavirus.gov/>

GSA Response to COVID-19 (cont.)

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>

Who Can I Contact?

Seek SB Assistance as Needed

- **Procurement Technical Assistance Centers (PTACs)** – training and counseling on marketing, financial, and contracting
 - <https://www.aptac-us.org/>
- **Consult with the U.S. Small Business Administration (SBA) Representatives:**
 - 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>

GSA Small Business Resources

| Name | Phone | Email | Region |
|---|--------------|--------------------------|--|
| Chasity Ash Supervisory Small Business Specialist | 404-215-6856 | chastity.ash@gsa.gov | 4: AL, FL, GA, KY, MS, NC, SC, TN |
| Shannon Banks IT Specialist | 312-353-1100 | shannon.banks@gsa.gov | 5: IL, IN, MI, MN, OH, WI |
| Janice Bracey Small Business Specialist | 212-264-1235 | janice.bracey@gsa.gov | 2: NJ, NY, PR, VI |
| Anthony Caruso Small Business Specialist | 213-894-3210 | anthony.caruso@gsa.gov | 9: AS, AZ, CA, CM, EA, GU, HI, NV |
| Maureen Cruz Small Business Specialist | 312-353-5384 | maureen.cruz@gsa.gov | 5: IL, IN, MI, MN, OH, WI |
| Lori Falkenstrom Small Business Specialist | 510-637-1413 | lori.falkenstrom@gsa.gov | 9: AS, AZ, CA, GU, HI, NV |

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

GSA Small Business Resources (cont.)

| Name | Phone | Email | Region |
|---|--------------|-----------------------------|--|
| Albert Garza Small Business Specialist | 817-932-3117 | albert.garza@gsa.gov | 7: AR, LA, NM, OK, TX |
| Major George, Jr. Small Business Specialist | 404-215-6740 | major.george@gsa.gov | 4: AL, FL, GA, KY, MS, NC, SC, TN |
| Tony Gregg Procurement Analyst | 817-978-0542 | tony.gregg@gsa.gov | 7: AR, LA, NM, OK, TX |
| Enshane Nomoto Small Business Specialist | 253-709-8026 | enshane.nomoto@gsa.gov | 10: AK, ID, OR, WA |
| Kimberly Hutchinson Small Business Specialist | 312-353-1889 | kimberly.hutchinson@gsa.gov | 5: IL, IN, MI, MN, OH, WI |
| Helena Koch Small Business Specialist | 215-518-9778 | helena.koch@gsa.gov | 3: DE, MD (partial), NJ (partial), PA, VA (partial), WV |
| Anthony Outley Small Business Specialist | 614-374-0133 | anthony.outley@gsa.gov | 5: IL, IN, MI, MN, OH, WI |

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

GSA Small Business Resources (cont.)

| Name | Phone | Email | Region |
|--|--------------|------------------------------|--|
| Eric Rettig Small Business Specialist | 303-462-5119 | eric.rettig@gsa.gov | 8: CO, MT, ND, SD, UT, WY |
| Jerry Smith Small Business Specialist | 617-565-8102 | jerry.d.smith@gsa.gov | 1: CT, MA, ME, NH, RI, VT |
| Pamela Smith-Cressel Small Business Specialist | 213-894-3210 | pamela.smith.cressel@gsa.gov | 9: AS, AZ, CA, CM, EA, GU, HI, NV |
| Judith Stackhouse | 202-708-5804 | judith.stackhouse@gsa.gov | National Capital Region: DC, MD (partial), VA (partial) |
| William (Bill) Strobel Procurement Analyst | 816-926-3258 | william.strobel@gsa.gov | 6: IA, KS, MO, NE |
| Deborah Tarleton Small Business Specialist | 617-565-5231 | deborah.tarleton@gsa.gov | 1: CT, MA, ME, NH, RI, VT |

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

JOIN OUR VIRTUAL EVENT on 9/29!

**GSA Small Business Works 2021:
Level Up & Network Series**

Register at:

<https://smallbusinessworks2021.mbmapp.com/>

*Thank
you!*