



U.S. General Services Administration

GSA Pacific Rim Region Overview

Presented by:
Ruth Cox, Regional Administrator

Who GSA Serves

- GSA oversees the business of Federal Government
 - Supplies federal purchasers with cost-effective high-quality products and services
 - Provides workplaces for federal employees
 - Oversees the preservation of historic federal properties
 - Creates policies covering travel, property and management practices
 - Provides tools, equipment, and non-tactical vehicles to the U.S. military
 - Provides state and local governments with law enforcement, firefighting and rescue equipment, and disaster recovery products and services
 - Facilitates direct access to a wide range of government services and consumer protection information through the USA.gov and GobiernoUSA.gov web sites

Pacific Rim Region (R9)

- Headquartered in San Francisco
- Area of responsibility includes AZ, CA, HI, NV, and Pacific Rim territories
- Annual operating budget: \$1 billion
- Annual GSA Schedule sales: \$933 million
- 236,000 MW Hours of electrical consumption per year
- 35 million square foot real estate portfolio includes 168 government-owned buildings, 973 leases in commercial buildings
- House over 100,000 federal employees and GSA associates





What does the Government Buy?

Top products and services include:

- Engineering Services
- Other Computer Related Services
- Admin Mgmt & Gen Mgmt Consulting Svc
- Computer and Software Stores
- Data Processing, Hosting, and Related Svc
- Computer Systems Design Services
- Electronic Computer Manufacturing
- Environmental Consulting Services
- R&D, Physical, Engineering, and Life Sciences
- Office Furniture (Except Wood) Mfg
- Radio and TV Broadcasting & Wireless and Comm. Equipment Mfg
- Custom Comp Programming Services
- Process, Physical Dist, and Logistics Consulting Services
- Other Apparel Accessories and Other Apparel Manufacturing
- Other Communications Equipment Mfg



www.fbo.gov

Programs/activities enhance small business opportunities

- Work with contracting officers to highlight small businesses for specific contracts
- Counsel potential vendors on the procurement process
- Provide marketing resources
- Participated in 93 outreach activities, networking sessions, and workshops in FY2011
- Host Opening Doors Small Business Conferences

| <u>Small Business Category</u> | <u>GSA Goal</u> | <u>Region 9 FY 2011</u> |
|---|-----------------|-------------------------|
| Small Business | 24.25% | 31.43% |
| Small Disadvantaged Businesses | 6.09% | 18.94% |
| Women-owned Small Businesses | 5% | 7.12% |
| HUBZone Businesses | 3% | 4.33% |
| Service-disabled Veteran-owned Small Businesses | 3% | 1.03% |



U.S. General Services Administration

- **Small Business Opportunities** Database of current and future federal procurement opportunities.
www.fbo.gov
- **Small Business Events** A calendar of events that are hosted or attended by GSA nationwide to support small business.
www.gsa.gov/smallbizevents
- **Small Business Help** An information site to help small business get started with partnering with our agency and more.
www.gsa.gov/smallbizhelp
- **Small Business Publication** Several publications from across the nation designed with small business in mind.
www.gsa.gov/smallbizpublications

How GSA Buys

- **Schedules**
Long-term governmentwide contracts with commercial firms providing access to over 11 million commercial products and services. www.gsa.gov/schedules
- **Indefinite Delivery Indefinite Quantity (IDIQ)**
GSA has awarded several Multiple Award IDIQ contracts to procure technical expertise in many areas http://www.gsa.gov/graphics/pbs/IDIQ_List_for_Web.xls
- **Blanket Purchase Agreement (BPA)**
Provides easy access to repetitive needs for supplies or services www.gsa.gov/bpa
- **Governmentwide Acquisition Contracts (GWACs)**
Access to the most innovative Information Technology sources. www.gsa.gov/gwacs
- **Global Supply Program**
An easy and flexible requisition-based ordering for office supplies, tools, computer products, safety gear and cleaning products. www.gsa.gov/globalsupply

Important Sources of Support

- **The Association of Procurement Technical Assistance Centers** PTACs are dedicated to assisting businesses seeking to compete successfully in federal, state and local government contracting. <http://www.aptac-us.org/new>
- **Federal OSBU Agency Offices**
The Small Business Act as amended by Public Law 95-507 established the Office of Small and Disadvantaged Business (OSDBU) to promote the maximum practicable use of all designated small business categories within the Federal Acquisition process. <http://www.osdbu.gov>

GSA Internal Sources of Support

- Public Building Service - Industry Relations - (866) 727-8363
IndustryRelations@gsa.gov
- Federal Acquisition Service - National Customer Service Center - (800) 488-3111
NCSCcustomer.service@gsa.gov
- Office of Small Business Utilization - (855) OSBUGSA
Small.business@gsa.gov

Sustainability is About Zero Waste in Government

Goals:

- Zero environmental footprint by 2030
- 30% reduction of greenhouse gas emissions by 2015
- 30% clean power by 2020



Agency Initiatives:

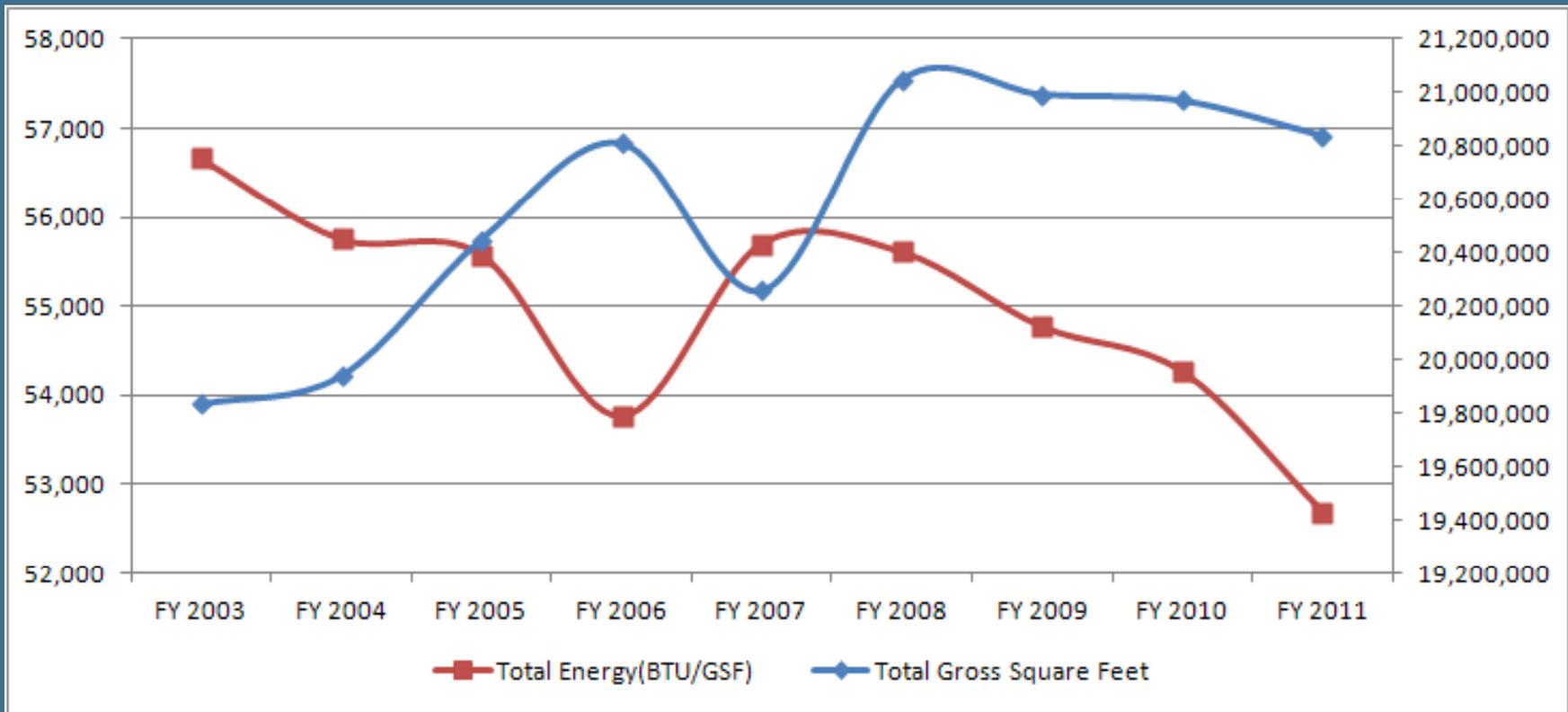
- Creating sustainable innovation within GSA's building portfolio
- Greening the federal supply chain
- Increasing alternative fuel use and acquiring alternative fuel vehicles
- Enhanced use of telework and telepresence

Green Proving Ground

- Use GSA's real estate portfolio as a "proving ground"
- Drive innovation in environmental performance in GSA federal buildings
- Help lead market transformation through adoption of "proven" technologies
- Results include:
 - Maintenance costs ↓ 19%
 - Energy and water use ↓ 25%
 - Carbon emissions ↓ 26%
 - Customer satisfaction ↑ 27%



R9 Energy at a Glance



Greening the Supply Chain

Green products:

Green everyday supplies and equipment for the workplace

- BioBased and BioPreferred
- Energy Star and Energy-Efficient
- Non-Ozone Depleting Substances
- Recycled Content Products
- WaterSense and Water-Efficient

Green IT:

Services to reduce energy consumption and e-waste and optimize IT investments

- Power management
- Equipment recycling
- Data center optimization
- Mobile work
- Green professional services

Green services:

Services that directly address environmental issues

- High performance green buildings
- Renewable energy
- Other environmental services

Services that use environmentally friendly products and implement green business practices

Regional Contacts

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