The General Services Administration (GSA) was established in 1949 with a purpose of streamlining the administrative work of the federal government.

“The mission of GSA is to deliver the best value in real estate, acquisition, and technology services to government and the American people.”

GSA supports our customers by providing government-wide contract vehicles for the procurement of products and services.
## GSA Product and Services Offerings

### Products
- Building & Industrial
- Electronics & Technology
- Facilities & Supplies
- Furniture & Furnishings
- Law Enforcement, Fire & Security
- Office Equipment
- Office Supplies
- Office Supplies & Equipment FSSI
- Scientific & Medical
- Tools, Paint & Recreational
- Vehicles & Equipment

### Services
- About Buying Services
- Energy Services
- Environmental Services
- Facility Management Services
- Furniture Services
- Human Capital Services
- Office Services
- Professional Services
- Security & Law Enforcement
- Technology Services
- Training Services
- Transportation Services
- Travel Services
- Vehicle Buy/Lease Services
Contracting with federal agencies widens Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) exposure to business opportunities and offers a potential source of increased revenue

- In FY18, 38 HBCU/MIs contracted with various federal agencies generating $18.5 million
- There are approximately 22 colleges and universities that hold GSA contracts (professional services), but not identified if they are HBCUs/MIs

- Primary areas of service:
  - Research and Development
  - Professional Services
  - Human Capital
  - Information Technology

- Area of Opportunity:
  - GSA’s Multiple Award Schedules program is a $45 Billion dollar a year program, providing over 20 million commercial products and services to federal, state, and local customers
GSA Schedules – By The Numbers

- Schedules is a $45 Billion dollar a year program
- Partner with more than 19,000 vendors
- Approximately 24 schedules (products and services)
  - Information Technology - $14.1B
  - Professional Services (00CORP) schedule generated roughly $7.3B
    - Includes services such as consulting, research & development, education and training
GSA Schedules

GSA Multiple Award Schedules (MAS)
- A government-wide contract vehicle for purchasing commercial products, services, and solutions
- A five year Indefinite Delivery, Indefinite Quantity (IDIQ) contract with three 5-year options – up to 20 years
- Also referred to as a GSA Schedule or a Federal Supply Schedule (FSS)
- Made up of approximately 33 schedules with products and services categorized by Special Item Numbers (SINS)
GSA’s HBCU/MI Initiative

1. Increase HBCUs/MIs as vendors on GSA Schedules
   - Access to federal, state, and local government contract opportunities
   - Provide HBCUs/MIs with an additional revenue stream
   - Target specific HBCU/MI-service areas of opportunity
     - Professional Services, Information Technology

2. Engage and Train
   - Assist HBCUs/MIs through the GSA schedules contract application process
   - Provide no-cost virtual and onsite training
     - Contracting Process
     - Contract Modification Process
     - Reporting
     - How to market to federal agencies
GSA’s HBCU/MI Initiative

- Conduct Regional HBCU/MI Industry Days
  • Discuss business opportunity forecasts
  • Gather intelligence on remaining barriers to accessing federal contract opportunities

- GSA held a two-day Schedules Training event for five HBCUs, providing training on the schedules contract submission process for professional services and IT
  - Alabama A&M
  - Bowie State
  - Clark Atlanta
  - Jackson State Univ
  - Southern Univ – Baton Rouge

3. Assist Federal agencies with meeting their HBCU goals
   • WHIHBCU Inter-agency meeting

4. Advance and support the goals of the White House Initiative on HBCUs
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