



NCI
Nu Cen-tury Inc.

297 Scarlet Blvd
Oldsmar FL 34677

1-877-686-5453
www.ncigsa.com
info@ncigsa.com

GSA NEWS



GSA "e-Buy" is now "Set Aside" Ready

August 2012 — Almost everyone familiar with the GSA Multiple Award Schedules program is familiar with "e-Buy". This tool for is GSA Buyers and Contractors ONLY. It is the on-line RFQ system that gives Federal Buyers access to GSA Contractors under specific Schedules and SIN's (Special Identification Numbers) and post opportunities for products and Services. Access is exclusive only to GSA Contract Holders!

As a GSA Contractor this is an invaluable tool for finding sales opportunities every day by responding to the various RFQ's posted. Just as, if not more, important is the list of buyers that are posting RFQ's daily. They are highly valued contacts since they buy in that particular area of service, that Schedule and SIN. Many of NCI's marketing strategies focus on these contacts .

Recently a new tool was made available to buyers using "e-Buy". Now Buyers can choose to "Set Aside" a particular RFQ and only those GSA Contractors in the selected group will be able to respond to that RFQ. For example, only HubZone Schedule contractors could view a RFQ set-aside for HubZone small business concerns.

The "e-Buy" posting will include a label identifying what kind of a set-aside it is and language stating that quotes from Schedule contractors who are not eligible for the set-aside will not be considered for award.

This is yet another tool to help Federal Buyers manage their requirement to meet "Set Aside" mandates similar to the search tool in "e-Library" allowing Contractor search by specific socio economic status.

NCI recommends two action steps related to this information.

1. If your company qualifies for a particular "Set Aside" and is not yet registered consider applying!
2. If you are registered as a "Set Aside" company make sure that information is displayed properly under your contractor on your GSA contract!

23% of all federal spending is "Set Aside" for Small Business and from 3% to 5% for the individual categories, 8a, 8m (WOSB), Veteran, Hub Zone, Woman, etc.

If you need help to determine if you qualify for various "Set Asides", or if you are not sure if your status is properly displayed on your GSA Contract, one of our Contracting Consultants will be happy to assist you.