



GSA National Capital Region

GSA Lease Process

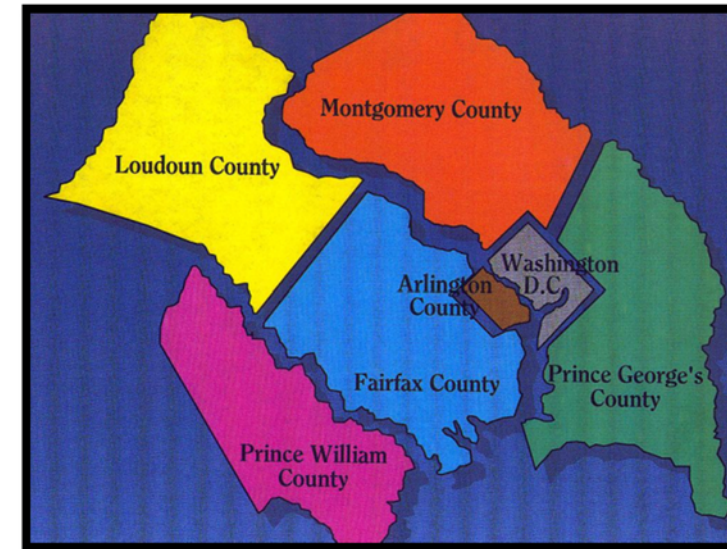
May 19, 2017

Agenda for Lease Process

- Requirements Development
- CICA
- Pre-solicitation
- Solicitation
- Offers
 - Negotiations
 - Revised Final Proposals
 - Determination of Successful Offer
- Lease Award

Requirements Development

- Requirements Development includes actions such as:
 - Agency request for space
 - Vacant space check (Federal and existing Leases)
 - Prospectus Submission/Approval
 - Delineated Area
- GSA (Program) Delineated Area:
 - DC (Central Employment Area)
 - Suburban MD (Prince Georges County and Montgomery County)
 - Northern VA (Fairfax County, Arlington County, Loudoun County, Prince William County)
- Multi-step process



- The Competition in Contracting Act (CICA)
- Passed into law in 1984 as a foundation for the Federal Acquisition Regulation (FAR)
- Purpose to foster competition and reduce costs
- “Full and Open Competition”





Pre-Solicitation

- Pre-Solicitation Phase includes actions such as:
 - FedBizOpps Advertisement
 - Market survey

The screenshot displays the FedBizOpps.gov website interface. At the top, the logo for FedBizOpps.gov is visible, along with the text "Federal Business Opportunities" and logos for IAE, E.GOV, and USA.gov. Below the header is a navigation menu with tabs for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area features a search bar with the text "Search more than 33,700* active federal opportunities." Below this are several dropdown menus for filtering: "Posted Date" (set to "Last 90 Days"), "Set-Aside Code" (set to "Any"), "Place of Performance" (set to "Any State or Territory"), and "Type" (set to "Any"). There are also input fields for "Keyword / Solicitation #" and "Agency". A "Search" button is located below the input fields. To the right of the search area, there is a section for "RECOVERY" opportunities, with buttons for "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS". Below this, there is a section for "FBO RECOVERY REPORTS" with links for "Click here for Opportunities" and "Click here for Awards". At the bottom right, there is a link to "Learn more about FBO recovery".

Solicitation and Offers

- Request for Lease Proposals
- Offers (received)
- Negotiations
- Revised Final Proposals
- Determination of Successful Office
- Lease Award

