

GSA ITC Cloud Supplier Survey Information

Email to Cloud Suppliers:

Hello!

Please help GSA improve your cloud selling experience by taking this short survey. There are 8 questions, and it will only take 4 minutes to complete.

Your answers will be used to make improvements to your existing experience.

Thank you!

GSA Cloud Experience Team

Follow this link to the Survey:

[Take the Survey](#)

Or copy and paste the URL below into your internet browser:

[\[Cloud supplier survey URL to go here\]](#)

Follow the link to opt out of future emails:

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Survey Questions:

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
Cloud Supplier Experience Survey

Your answers to the following questions will be used to make changes to your experience with GSA, creating a more intuitive and effortless process for you.

The survey will take 4 minutes to complete

Paperwork Reduction Act Statement - This information collection meets the requirements of 44 U.S.C. § 3507, as amended by section 2 of the Paperwork Reduction Act of 1995. You do not need to answer these questions unless we display a valid Office of Management and Budget (OMB) control number. The OMB control number for this collection is 3090-0297. We estimate that it will take 4 minutes to read the instructions, gather the facts, and answer the questions. Send only comments relating to our time estimate, including suggestions for reducing this burden, or any other aspects of this collection of information to: General Services Administration, Regulatory Secretariat Division (MVCB), ATTN: Lois Mandelk 3090-0297, 1600 F Street, NW, Washington, DC 20405.

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Please rank, in order from 1 to 4, the importance of the different stages of your interaction with GSA when selling cloud services (1=most important, 4=least important) Response required

- Learning about Government Contracting
- Assembling and Finalizing your Offer
- Competing for Business
- Managing your Contract

How difficult or easy is it to work with GSA in these stages? Response required

	Very difficult	Difficult	Neither easy nor difficult	Easy	Very easy
Learning about Government Contracting	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Assembling and Finalizing your Offer	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Competing for Business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Managing your Contract	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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In the **Learning About Government Contracting** stage of your selling experience with GSA, **how difficult or easy is it to complete the following activities?** Response required

	Very difficult	Difficult	Neither easy nor difficult	Easy	Very easy
Understanding the ways you can sell	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Finding out how to access contract opportunities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Conducting market research on demand for your services and the competitive marketplace	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

In the **Assembling and Finalizing Your Offer** stage of your selling experience with GSA, **how difficult or easy is it to complete the following activities?** Response required

	Very difficult	Difficult	Neither easy nor difficult	Easy	Very easy
Collecting past performance information for an offer	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Collecting project experience requirements for an offer	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Collecting pricing requirements for an offer	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Responding to a solicitation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The negotiation process	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

In the **Competing for Business** stage of your selling experience with GSA, **how difficult or easy is it to complete the following activities?** Response required

	Very difficult	Difficult	Neither easy nor difficult	Easy	Very easy
Publishing your catalog	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Researching active solicitations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Responding to RFIs / RFQs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

In the **Maintaining Your Contract** stage of your selling experience with GSA, **how difficult or easy is it to complete the following activities?** Response required

	Very difficult	Difficult	Neither easy nor difficult	Easy	Very easy
Updating your catalog	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Revising proposals	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Reporting contract sales	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Supporting contract compliance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Handling contract modifications	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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What would make it easier for you to complete cloud selling activities through GSA? *Please select all that apply*

- Give me a step-by-step process, based on my company's cloud services, to understand how to access contract opportunities
- Make the process less complicated when putting together an offer
- Give me one webpage that has everything I need as a cloud supplier to sell to the federal government
- Help me match GSA cloud selling opportunities with our cloud capabilities
- Take away repetitive requirements
- Make RFIs/RFPs/RFQs clearer
- Make it easier for small businesses to get on a GSA schedule
- Come up with an easier way to submit past performance narratives
- Shorten the time for contract mods to be approved
- Make it a level playing field for small business to be able to compete for cloud business
- Come up with a better (and faster) way for agencies to get our up-to-date cloud pricing

What are your top pain points when selling cloud services through GSA?

Response requested

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We thank you for your time spent taking this survey.
Your response has been recorded.