## **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: <u>Click here to unsubscribe</u>

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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 Statament - This information collection meets the requirements of 4 U S.C. § 3007, as amended by sector 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 3000-3207. We estimate that 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 Secretarial Division (MVCB), ATTH Los Mandelli'C 3096-0297, 1800 P Steel, NV, Washington, DC 2045.

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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	0	0	0	0	0
Assembling and Finalizing your Offer	0	0	0	0	0
Competing for Business	0	0	0	0	0
Managing your Contract	0	0	0	0	0

Back

Next

Next



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	0	0	0	0	0
Finding out how to access contract opportunities	0	0	0	0	0
Conducting market research on demand for your services and the competitive marketplace	0	0	0	0	0

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	0	0	0	0	0
Collecting project experience requirements for an offer	0	0	0	0	0
Collecting pricing requirements for an offer	0	0	0	0	0
Responding to a solicitation	0	0	0	0	0
The negotiation process	0	0	0	0	0

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	0	0	0	0	0
Researching active solicitations	0	0	0	0	0
Responding to RFIs / RFQs	0	0	0	0	0

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	0	0	0	0	0	
Revising proposals	0	0	0	0	0	
Reporting contract sales	0	0	0	0	0	
Supporting contract compliance	0	0	0	0	0	
Handling contract modifications	0	0	0	0	0	

Next

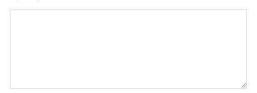
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What would make it easier for you to complete cloud selling activities through GSA? Please select all that apply

- 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?  $\ensuremath{\mathsf{Response}}$  requested











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