GSA ITC Cloud Supplier Survey Information

Email	to	Cloud	Sup	oliers:
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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

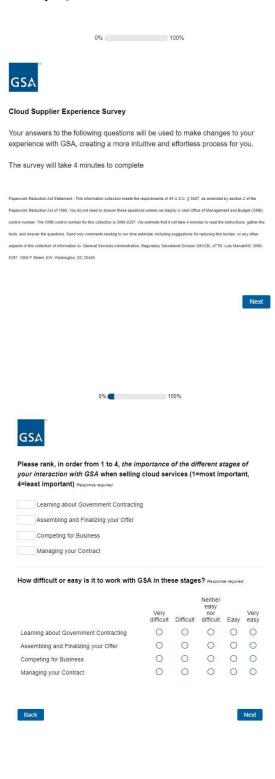
Follow this link to the Survey:

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>

Survey Questions:





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	easy nor difficult	Easy	Ver
Understanding the ways you can sell	0	0	0	0	C
Finding out how to access contract opportunities	0	0	0	0	C
Conducting market research on demand for your services and the competitive marketplace	0	0	0	0	C
In the Assembling and Finalizing Your Off GSA, how difficult or easy is it to complet required		State Control			
	Very		Neither easy nor	_	Vei
	Very difficult	Difficult	easy	Easy	Ver
Collecting past performance information for an offer		Difficult	easy nor	Easy	
	difficult	ATT CONTENTS	easy nor difficult	2 22/02/20	eas
offer Collecting project experience requirements for	difficult	0	easy nor difficult	0	C
offer Collecting project experience requirements for an offer	difficult	0	easy nor difficult	0	C
offer Collecting project experience requirements for an offer Collecting pricing requirements for an offer	difficult	0	easy nor difficult	0 0 0	C

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

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0%	100%



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 GS	Ar
Baok	ubmit
0% 100%	
GSA	

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