



FEDERAL SPENDING DATA MADE EASY

Immensely Powerful

Intelligently connects
key data points

Win more business, and
go beyond the ordinary

WMBC Procurement Series: Finding Federal Contract Opportunities

September 9th, 2020

Let's Take a Poll

How would you describe yourself / your business?

- Years in business
- New to the federal space
- Have a few federal contracts
- Industry – service/construction/product
- Certifications – WOSB/HubZone/8(a)
- What is the general length of time it takes to win a federal contract?

Agenda

- Introductions
- Government Spending Overview
- The Basics
- Market Research
- Finding Opportunities
- GSA Schedules
- Strategies (locating opportunities, expiring contracts, ODSBU offices)
- Utilizing the SAT and Gov Purchase Card
- Q&A

Speakers

Archisha Mehan – VP of Business Development

With over 25 years of diversified experience in business management, strategy and finance, Archisha manages the business development at Fedmine. She is an active Advisory Board member at the Maryland Women's Business Center, Member at the Small Business Committee at SAME and a loan committee member for SBA 504 loans at the Business Finance Group.

Leila Salim – Manager, Marketing & Customer Success

Leila works with Fedmine clients to develop and deepen customer relationships that promote retention and loyalty. On the marketing front she develops strategies, coordinates campaigns and manages sales initiatives. She has over 12 years of experience in the GovCon industry, having worked for large prime contractors in marketing and sales development.

About Fedmine

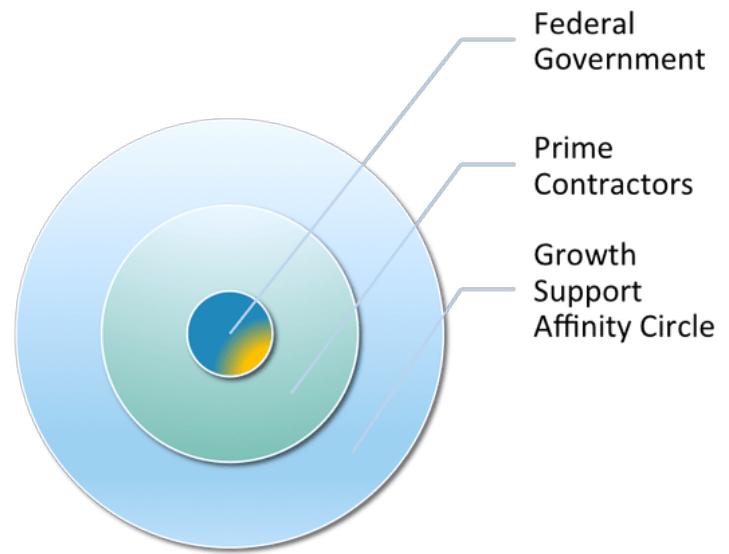
Fedmine's mission is to bring accurate information, unmatched transparency and clear accountability to the world of government contracts.

Founded in 2004, we provide agencies, prime contractors and support firms convenient, simplified access to the best federal contract data sets available anywhere.

Who We Serve

Fedmine is a SaaS (Software as a Subscription) product for commercial and government clients

Our clients include Prime Contractors, Growth Support organizations and the Federal Government itself – we call this the “Fed Circle”



Government Spending

The US Federal Government is the **largest buyer** in the world. Each year the government spends almost \$600B in federal contracting.

23% of this goes to Small Businesses. In FY19 that number was **\$133.5B**. This year so far, Woman Owned Small Businesses have received over \$14B in federal contract awards – and the year is not even over yet!

Government Spending

In FY20 so far, there have been over 12k Woman Owned Small Businesses receiving over **\$14B** in federal contract awards.



Getting Started

There are some key first steps every government contractor should take before getting started

- Register your business in SAM.gov (will need CAGE Code & DUNS)
- Get Certified – when you register you can self-certify your business as small
 - Changes coming in WOSB certifications
 - HubZone
- Learn the Language
- Know the Office of Small Business at the Agency

Persistence and Patience are your friends!

Market Research

The term market research is best described as:

"listening and analyzing information to help organizations make better decisions and reduce risk. It is about interpreting data to build information and knowledge that can be used to predict, for example, future events, actions or behaviors. This is where the real skill and value of market research lies"

Within Federal Contracting it means to know:

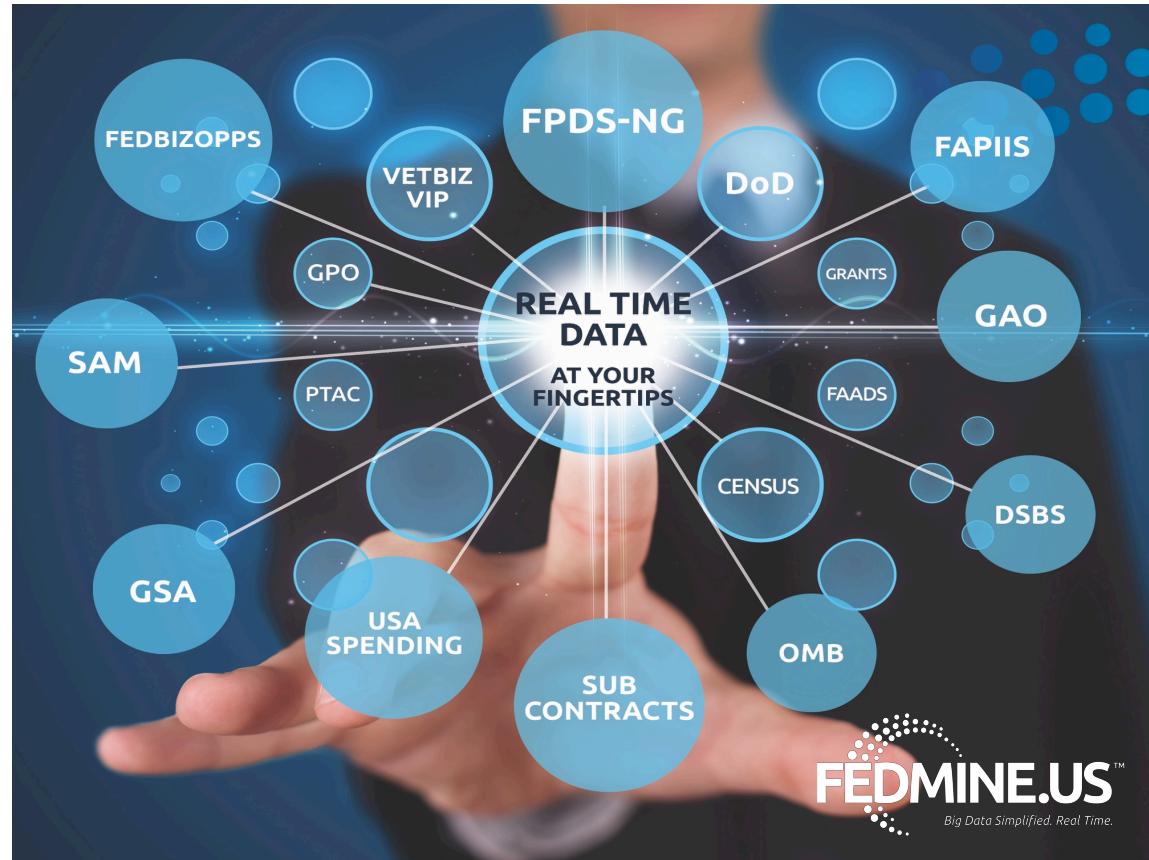
- Who is Buying what you are selling
- Who is selling
- What Price
- How are they selling
- When is the contract ending

Market Research – Continued

- Conduct the research by using the **Right Data**
 - Find out what agencies are buying your goods/services
 - How can you contact them?
 - What contract vehicles are being used (if any)?
 - Who are your competitors
 - What do they sell, to whom and what price?
 - Can you team with them?
 - When are contracts expiring – will they be recompeted?

Utilize Competitive Intelligence to emulate your competition and hone in on what's making them successful

Fedmine's 17 Data Sources



Fedmine – Using an online platform

Our online platform analyzes and **simplifies** the increasingly complex federal business landscape in real time, providing you the visibility you need into your addressable market of business opportunities. With Fedmine, you're able to:

- Monitor federal spending by industry, geography or socioeconomic status
- Receive daily alerts based on awarded contracts within your addressable market
- Identify teaming partners and joint ventures, then confidently reach out armed with information from the most coveted Company Profiles in the market
- Dissect competition, quickly comprehend agency markets, drill down to key contacts, and download information or share it with peers
- Conduct fast Super Searches, create custom keyword alerts, discover subcontractors at the task order level, with complete comprehension of what matters most
- Build a pipeline with addressable recompete and newly forecasted solicitations

How It Works

Data is populated directly from federal government sources. Unlike error-prone manual methods, our fully automated database architecture leverages the power of the internet to curate real-time information from integrated data sets in an easy-to-use platform.

Using Fedmine, you get:

- Customized keyword searches to understand who's winning federal contracts
- Email alerts to keep you up-to-the-minute on recompete contracts, new opportunities, and awards made to your competitors with task order detail
- Agency and company profiles by socioeconomic status, place of performance, industry, company size and more
- Competition mix analysis by agency, bureau, military base and contracting office
- Links to comprehensive federal spending information

Understand Your Market

- Learn what agencies are purchasing your goods/services
- What NAICS are being used?
- What are the top Contracting Offices to target?
- Who's your competition?
- What percent did they award to Small Business in the last year?
- What Contracts are being awarded under the SAT Threshold
- What Contracts are on purchase card

Using Fedmine – Contract Search

Selected Criteria

Display: By Company Year: 2020 Type: By (Contracting) Agency Agency: SHOWING RESULTS FOR ALL AGENCIES

Contract Requirement: Cyber, Computer Security, Analysis and Decision, Insider Threat, Insider Security Threat, Privacy Control, Information Assurance, Pattern Recognition, Intrusion Detection, Malware, Malicious Code, Network Security, Network Detection, Network Obfuscation, Network Authentication, Network Data, Network Firewall, Firewall, Network Management, Network Credentials, Security of Network, Sensitive Information, Security of Information, Information Security, Technology Security, Breach of data, Secure Storage, Site Security, Independent Validation, Independent Verification, iv&v, Technical Forensic, Countermeasure Equipment, Breaches and Fortification, Compartmented Information, Securing Federal Networks, critical infrastructure, Information Sharing, malicious actor, hackers, competent intruder, state-of-the-art intrusion, intrusion prevention, intrusion technique, malicious attack, steal information, ever-changing threat, protect network, NCPS EINSTEIN,

Top 10 Agencies		Top 10 States (Company HQ)		Top 10 Prime Contractors	
Rank	Agency	Rank	State	Rank	Company
1	AIR FORCE	1	Virginia	1	BOOZ ALLEN HAMILTON INC.
2	DEFENSE, DEPARTMENT OF	2	Maryland	2	MILLENNIUM ENGINEERING AND INTEGRATION CO.
3	ARMY	3	Alabama	3	NORTHROP GRUMMAN SYSTEMS CORPORATION
4	NAVY, DEPARTMENT OF	4	Tennessee	4	JACOBS TECHNOLOGY INC.
5	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	5	California	5	CRITERION SYSTEMS INC.
6	GENERAL SERVICES ADMINISTRATION	6	Georgia	6	SCIENCE APPLICATIONS INTERNATIONAL CORPORATION
7	HOMELAND SECURITY	7	Colorado	7	ADVANCED ELECTRONICS COMPANY LTD.
8	TREASURY, DEPARTMENT OF	8	Alaska	8	GLOBAL INFOTEK INC.
9	ENERGY, DEPARTMENT OF	9	South Carolina	9	SOSSEC, INC.
10	INTERIOR, DEPARTMENT OF	10	Florida	10	CSRA LLC

Total Actions : 3,062
Total Amount : \$1.75B
Total Companies : 1,003

Rank	Verified Fedmine ID	DUNS	Company Name	Division Name	# Employees	Total Dollars	No of Actions	%	NAICS Code	PSC Code	State (HQ)	Check
1	F33806594	006928857	BOOZ ALLEN HAMILTON INC.		12,000	\$105,947,531.42	98	6.04 %	541511, BS44,	Virginia	<input type="checkbox"/>	
2	F322042010	011971939	MILLENNIUM ENGINEERING AND INTEGRATION CO.		300	\$58,643,452.99	11	3.35 %	541712, AC24,	Virginia	<input type="checkbox"/>	
3	F345938983	078502520	NORTHROP GRUMMAN SYSTEMS CORPORATION		64,300	\$54,715,467.19	34	3.12 %	541512, FA425,	Virginia	<input type="checkbox"/>	
4	F340557845	079364678	JACOBS TECHNOLOGY INC.		49,900	\$92,119,585.00	28	2.97 %	541712, AC23,	Tennessee	<input type="checkbox"/>	
5	F206470038	192749906	CRITERION SYSTEMS INC	SAIC	289	\$47,345,046.86	15	2.70 %	541515, D301,	Virginia	<input type="checkbox"/>	
6	F345551164	078883327	SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	SAIC	13,758	\$42,614,940.87	12	2.43 %	541330, FA425,	Virginia	<input type="checkbox"/>	
7	F996644196	552277552	ADVANCED ELECTRONICS COMPANY LTD	AEROSPACE & DEFENCE SYSTEMS	900	\$37,593,681.64	6	2.14 %	334220, 7010,		<input type="checkbox"/>	
8	F011555272	933888141	GLOBAL INFOTEK, INC.		60	\$33,592,531.00	7	1.92 %	541715, AD95,	Virginia	<input type="checkbox"/>	
9	F564463215	827760138	SOSSEC, INC.		4	\$26,677,336.84	4	1.52 %	D302,	New Hampshire	<input type="checkbox"/>	
10	F371002235	043991108	CSRA LLC	FAA GSS GOVERNMENT SOLUTIONS LLC	79,000	\$23,881,547.64	9	1.36 %	541512, D399,	Virginia	<input type="checkbox"/>	
11	F346875940	072648579	ICF INCORPORATED, L.L.C.		5,900	\$23,519,983.43	25	1.34 %	541715, AJ41,	Virginia	<input type="checkbox"/>	
12	F238384145	102097378	COLSA CORPORATION		950	\$23,291,673.58	12	1.33 %	541712, FA425,	Alabama	<input type="checkbox"/>	
13	F340309250	0791095189	MANTECH TSG-2 JOINT VENTURE		9,163	\$22,897,844.00	15	1.29 %	541712, AZ12,	Virginia	<input type="checkbox"/>	

Using Fedmine – understand your NAICS

NAICS Industry Sector Profiles

Selected Criteria

Naics: 561730-Landscaping Services,

Code: 561730,

Total Expenditures: \$1.79B

Combined Years: FY 2017 - FY 2020

Top 10 Agencies FY 2017 - 2020 ... to date

Agency	Spending YTD	%
AIR FORCE	\$328.33M	18.33 %
NAVY, DEPARTMENT OF	\$314.09M	17.53 %
ARMY	\$313.28M	17.49 %
DEPARTMENT OF VETERANS AFFAIRS	\$248.05M	13.85 %
US ARMY CORPS OF ENGINEERS - Civil programs	\$153.83M	8.59 %
INTERIOR, DEPARTMENT OF	\$71.01M	3.96 %
AGRICULTURE, DEPARTMENT OF	\$57.22M	3.19 %
GENERAL SERVICES ADMINISTRATION	\$48.85M	2.73 %
HOMELAND SECURITY	\$45.03M	2.51 %
ENERGY, DEPARTMENT OF	\$43.51M	2.43 %

Top 10 Agencies by % Of Total Market
Fiscal year:2017-2020 - NAICS code:561730,

Agency	Percentage
AIR FORCE	18.33
NAVY, DEPARTMENT OF	17.53
ARMY	17.49
DEPARTMENT OF VETERANS AFFAIRS	13.85
US ARMY CORPS OF ENGINEERS - Civil programs	8.59
INTERIOR, DEPARTMENT OF	3.96
AGRICULTURE, DEPARTMENT OF	3.19
GENERAL SERVICES ADMINISTRATION	2.73
HOMELAND SECURITY	2.51
ENERGY, DEPARTMENT OF	2.43

Percentage

fedmine.us

Using Fedmine – Focus on an Agency

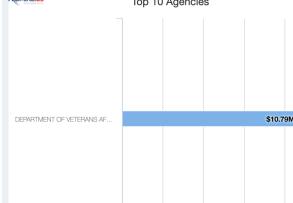
- ▲ TIP 1: Reveal specific federal markets by clicking any dark blue NAICS or PSC code from their respective columns
- ▲ TIP 2: Click on any dark blue DUNS Number to view its FEDMINE Company Profile
- ▲ TIP 3: Click on any light blue dollar amount to view details comprising that total

Selected Criteria

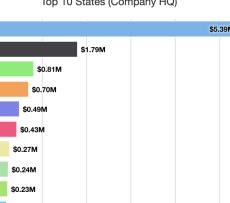
Display: By Company Year: 2020 Type: By (Contracting) Agency Agency (Contracting): 3600 - DEPARTMENT OF VETERANS AFFAIRS

Contract Requirement: Emergency medication, Emergency medication, Emergency Prescription, Prescription Service, Contract for Pharmacy, Pharmaceutical Product, Pharmacy Service, Pharmaceutical Service, Pharmacy Medical Service, Pharmaceutical Delivery, Emergency Meds, First Fill Pharmacy, Pharmacy Service, Pharmacy Management, Emergent Pharmacy, Pharmacy Prescription, Pharmaceutical Pill, CBOC Pharma, Pharmacy Refill, Prescription, Pharmacy Benefit, Emergency Rx, Emergent Rx, First Time Rx, EMERGENTLY NEEDED MEDICATION.

Top 10 Agencies



Top 10 States (Company HQ)



Top 10 Prime Contractors



FEDERAL AGENCY PROFILES - TOP LEVEL MARKET VIEW

Agency Profile of: **HEALTH AND HUMAN SERVICES - 7500** Year: 2020

HEALTH AND HUMAN SERVICES Agency Code: 7500 Total Expenditures: **\$34.42B** Year: **2020**

Contact Details Top 10 Bureaus Top 10 Prime Contractors Top 10 SB Primes by Socioeconomic Status Top 10 Contracting Offices Top 10 Funding Offices Top 10 Contract Spending by GWAC

Top 10 Congressional Districts Top 10 Competition Categories Top 10 NAICS Codes Top 10 PSC Codes Top Categories Top 10 IDV Contract Vehicles Top 10 GSA Sales

Agency Goaling Report Top First Timer Contractors Top SB First Timers Ever Top First Timers at Agency Top SB First Timers at Agency Solicitations & Grant KeyStats Top IT Program Initiatives

Solicitations Issued by Agency

Contact Details

Address: 200 Independence Avenue SW, Washington, DC 20201

Phone: 202-690-6343

Web Address: <http://www.hhs.gov>

Agency/Top Level Contacts

Name	Title
Alex M. Azar II	SECRETARY OF HEALTH AND HUMAN SERVICES
Eric D. Hargan	Deputy Secretary
Brian Harrison	Chief of Staff

Agency Mission Statement

The Department of Health and Human Services strengthens the public health and welfare of the American people by making affordable and quality health care and childcare accessible, ensuring the safety of food products, preparing for public health emergencies, and advancing the diagnosis, treatment, and curing of life-threatening illnesses.

Agency CIO Contact Details

Using Fedmine – Contracting Officers

Selected Criteria

Type: By (Contracting) Agency Display: By Company Agency: SHOWING RESULTS FOR ALL AGENCIES Contract Requirement: disaster planning, disaster recovery, data disaster, data recovery, recovery of data, recovery plan, Offsite storage, disaster mitigation,

Showing 1 to 50 of 113 entries

Sr No	CO Name	CO Email	CO Phone	Agency	Bureau	CO Office ID	CO Office Name	Address	City	State	Zip	Total Amount	# of Actions
1	MMBRITTON	MMBRITTON		JUSTICE, DEPARTMENT OF	ATF Acquisition and Property Mgmt Div	154000	ATF	ATF ACQUISITIONS OFFICE	WASHINGTON	DC	20228	\$9.47M	4
2	HHSCAALLEN	HHSCAALLEN		HEALTH AND HUMAN SERVICES	Office of Assistant Secretary For Preparedness and Response	754501	OFFICE OF ACQ MGMT POLICY	HUBERT HUMPHREY BLDG 200	WASHINGTON	DC	20201	\$7.83M	11
3	HHSPCHERYL	HHSPCHERYL		HEALTH AND HUMAN SERVICES	Office of Assistant Secretary For Preparedness and Response	754501	OFFICE OF ACQ MGMT POLICY	HUBERT HUMPHREY BLDG 200	WASHINGTON	DC	20201	\$6.73M	26
4	PTOBKR	PTOBKR		COMMERCE, DEPARTMENT OF	US Patent and Trademark Office	13308J	DEPT OF COMMERCE PTO	OFFICE OF PROCUREMENT	ALEXANDRIA	VA	22314	\$3.51M	1
5	ISanders	ISANDERS@DOC.GOV	(202) 482-4974	COMMERCE, DEPARTMENT OF	Office of the Secretary	13311S	DEPT OF COMMERCE ESO		WASHINGTON	DC	20230	\$2.70M	13
6	Tammy L Maher	TAMMY.L.MAHER@NASA.GOV		NATIONAL AERONAUTICS AND SPACE ADMINISTRATION		80NSSC	NASA SHARED SERVICES CENTER	JERRY HASS ROAD, BLDG. 1111	STENNIS SPACE CENTER	MS	39529	\$1.36M	2
7	Lisa Thibodeaux	LISA.THIBODEAUX@DHS.GOV		HOMELAND SECURITY	Federal Emergency Management Agency	70FBP2	REGION 2: EMERGENCY PREPAREDNESS AN	NA	NEW YORK	NY	10278	\$1.33M	6
8	SAMILHOUSE	SAMILHOUSE		JUSTICE, DEPARTMENT OF	ATF Acquisition and Property Mgmt Div	154000	ATF	ATF ACQUISITIONS OFFICE	WASHINGTON	DC	20226	\$876.92K	1
9	SKNOTTS	SKNOTTS		HOMELAND SECURITY	Federal Emergency Management Agency	70FBP2	REGION 2: EMERGENCY PREPAREDNESS AN	NA	NEW YORK	NY	10278	\$848.40K	3
John Hume	JOHN.HUME@ASSOCIATES.FEMA.DHS.GOV			HOMELAND SECURITY	Federal Emergency Management Agency	70FA00	MITIGATION SECTION(MIT80)	500 C STREET SW 3RD FLOOR	WASHINGTON	DC	20472	\$848.35K	1

Federal Agency Contacts by Agency, CO Office, Class Code & NAICS Code

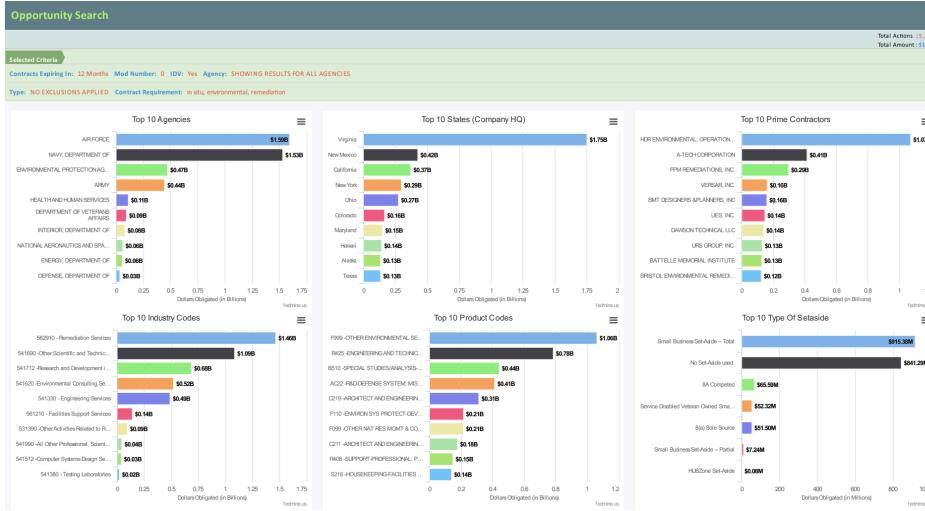
TIP 1: Click individual checkboxes to save contacts in your MyContacts menu

Selected Criteria

Posted date: From 06/08/2020 To 09/08/2020

Sr. No.	Name	Title	Agency	Office	Email	Phone	Fax			
1	1	Email	Health And Human Services, Department Of	Centers For Disease Control And Prevention	pzy1@cdc.gov					
1										
Sr. No.	Type	Subject	Solicitation No.	Agency	Office	Location	naics	Class Code	set Aside	Date
1	Pre-Solicitations	Phenomenx analytical columns and consumables	75D30120P08844	HEALTH AND HUMAN SERVICES, DEPARTMENT OF	CENTERS FOR DISEASE CONTROL AND PREVENTION	CDC OFFICE OF ACQUISITION SERVICES	334516	6640		07/08/20
2	Pre-Solicitations	Intent to Sole Source Capper Decapper	75D30120P09355	HEALTH AND HUMAN SERVICES, DEPARTMENT OF	CENTERS FOR DISEASE CONTROL AND PREVENTION	CDC OFFICE OF ACQUISITION SERVICES	334516	6640		08/14/20
2	1	Lt Jason Kyles	Dept Of Defense	Dept Of The Air Force	jason.kyles.1@us.af.mil	(781) 225-0166				
Fr. No.	Type	Subject	Solicitation No.	Agency	Office	Location	naics	Class Code	set Aside	Date
1	Sources Sought Notices	Sitework and Paving IDIQ Sources Sought	FA283521DXXXX	DEPT OF DEFENSE	DEPT OF THE AIR FORCE	FA2835 AFLCMC HANSCOM PZI	237310	Y1LB	Total Small Business Set-Aside (FAR 19.5)	07/29/20

Using Fedmine – Expiring Contracts



No	DUNS	Prime Contractor	Awarding Agency	Contracting Office	NAICS Code	PSC Code	Contract #	Description Of Contract Requirement	Actions	Signed Date	Total Obligated Amount	Base and All Options value	Ultimate Completion Date	Last Modified Date	Duration to Date	Vehicle \$/M000 Investments	Add to My Pipeline
1	932992364	NOBLIS, INC.	5700 - AIR FORCE	FAB901 - FA8903 772 235 PK. RDO 371 CP 210 395 RTFL. 23530000000000000000 STE 565. 7518 LACKLAND, TX - 78234 USA	541330 - ENGINEERING SERVICES	R429 - ENGINEERING AND TECHNICAL SERVICES	FAB90319F0322	ADVISORY AND ASSISTANCE SERVICES TO TECHNICAL CONSULTANT SUPPORT TO THE AIR FORCE CIVIL ENGINEER CENTER environmental RESTORATION TECHNICAL SUPPORT BRANCH	1	2019-09-06	\$1.5M	\$6.65M	2020-09-08	1 years 0 months and 3 days	-		
2	600740957	MICRO SYSTEMS CONSULTANTS, INC.	5700 - AIR FORCE	FAB901 - FA8903 772 235 PK. RDO 371 CP 210 395 RTFL. 23530000000000000000 STE 565. 7518 LACKLAND, TX - 78234 USA	541330 - ENGINEERING SERVICES	R429 - OTHER PROFESSIONAL SERVICES	FAB90319F0322	ADVISORY AND ASSISTANCE SERVICES FOR INTEGRATED SERVICES SUPPORT FOR AIR FORCE CIVIL ENGINEER CENTER environmental MANAGEMENT LEGISLATIVE SUPPORT AND REGULATORY ENGAGEMENT DIVISION	1	2019-09-06	\$501.3M	\$2.04M	2020-09-08	1 years 0 months and 3 days	-		
3	963134175	ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE, INC.	2100 - ARMY	W32141 - W3201 MCC141 LEAVENWORTH, DIRECTORATE OF CONTRACTS 600 THOMAS AV Bldg 100 FORT LEAVENWORTH KS, 66027 USA	511210 - SOFTWARE PUBLISHING	7050 - AOP SOFTWARE	W310F418F0229	TRANSPORT ANALYSIS CENTER (TAC) AND AEROSPACE RECONNAISSANCE COVERAGE GEOSPATIAL INFORMATION SYSTEM (ARGUS) SOFTWARE LICENSES, MAINTENANCE/TECHNICAL SUPPORT, AND RECOMMENDATIONAL SUPPORT FOR INSTITUTE (IRI) SOFTWARE UPGRADS AND UPDATES	2	2018-09-20	\$35.84K	\$35.84K	2020-09-10	2 years 12 months and 24 days	-		
4	960951271	SYRACUSE RESEARCH CORP	7520 - National Institutes of Health	541620 - Environmental Services	R429 - OTHER PROFESSIONAL SERVICES	75497019F00166	HAZARDOUS SUBSTANCE DATA BANK (HSDB) MANUFACTURING/USE INFORMATION, CHEMICAL AND PHYSICAL PROPERTIES, AND environmental RISK/EXPOSURE POTENTIAL INFORMATION	2	2019-09-09	0.00	0.00	2020-09-11	1 years 0 months and 15 days	-			
5	934099392	OM GROUP, INC.	2100 - ARMY	W32178 - W3201 MCC141 LEAVENWORTH, DIRECTORATE OF CONTRACTS 600 THOMAS AV Bldg 100 FORT LEAVENWORTH KS, 66027 USA	541330 - ENGINEERING SERVICES	R429 - OTHER PROFESSIONAL SERVICES	W312781800003	IDIQ environmental SERVICES	6	2018-08-22	\$5.43M	\$8.03M	2020-09-11	2 years 0 months and 18 days	-		

Using Fedmine – are there any subcontracts?

Selected Criteria

Principal NAICS Code: 541320-Engineering Services, 511430-Professional and Management Development Training, 541310-Architectural Services, 541990-All Other Professional, Scientific, and Technical Services, 541611-Administrative Management and General Management Consulting Services, 541620-Environmental Consulting Services, 541618-Other Management Consulting Services, 541720-Research and Development in the Social Sciences and Humanities, 541320-Landscape Architectural Services, 541612-Human Resources and Executive Search Consulting Services, 561990-All Other Support Services, 237900-Other Heavy and Civil Engineering Construction, 561499-All Other Business Support Services, 541910-Marketing Research and Public Opinion Polling, 221118-Other Electric Power Generation, 541690-Other Scientific and Technical Consulting Services, 541712-Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology), 238910-Site Preparation Contractors, 712120-Historical Sites, 238210-Electrical Contractors

Place of performance state: Maryland Fiscal Year: 2020

Top 10 Agencies

Agency	Amount
NAVY, DEPARTMENT OF	\$393.85M
AIR FORCE	\$146.72M
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$116.79M
DEFENSE, DEPARTMENT OF	\$93.00M
ARMY	\$84.80M
GENERAL SERVICES ADMINISTRATIVE	\$66.53M
AGENCY FOR INTERNATIONAL DEVELOPMENT	\$23.16M
HEALTH AND HUMAN SERVICES	\$22.10M
COMMERCE, DEPARTMENT OF	\$3.78M
EDUCATION, DEPARTMENT OF	\$0.98M

Top 10 States (Company HQ)

State	Amount
Virginia	\$223.89M
Maryland	\$210.50M
Massachusetts	\$153.97M
California	\$44.85M
Utah	\$42.97M
New York	\$37.07M
South Carolina	\$28.60M
Pennsylvania	\$23.57M
D.C.	\$22.65M
Texas	\$21.69M

Top 10 Prime Contractors

Contractor	Amount
BAE SYSTEMS PLC	\$304.42M
LOCKHEED MARTIN CORPORATION	\$195.06M
KBR, INC.	\$67.89M
THE CHIEFCO NATION	\$56.54M
BOEING UNISYS HOLDING COMPANY	\$27.21M
JACOBS ENGINEERING GROUP, INC.	\$25.25M
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$22.08M
ASA AEROSPACE, LLC	\$20.58M
RAEAPPLIED TECHNOLOGIES, LLC	\$19.33M
DA GLOBAL, LLC	\$16.78M

■ Prime Awardee Details

■ SubAwardee Details

Sub Awardee DUNS:	8277114507
Sub Awardee DBA:	
Sub Awardee Principal Address:	HERNDON, VA 20171-6353 USA
Sub Awardee Parent DUNS:	968415781
Sub Award Fiscal Year:	2020
Sub Award Amount:	\$ 229,703
Sub Award Principal NAICS Code:	541712
Sub Award Principal NAICS Desc:	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)
Sub Award Federal Agency:	2100-DEPT OF THE ARMY
Sub Award Number:	P000093428
Sub Awardee Executive1:	John Hanifan
Sub Awardee Executive2:	Rene LaVigne
Sub Awardee Executive3:	Stuart Strang
Sub Awardee Executive4:	Charles Curran
Sub Awardee Executive5:	Marc Mercillott
Sub Awardee Business Types:	For Profit Organization Limited Liability Corporation

FEDMINE.US™
Big Data Simplified. Real Time.

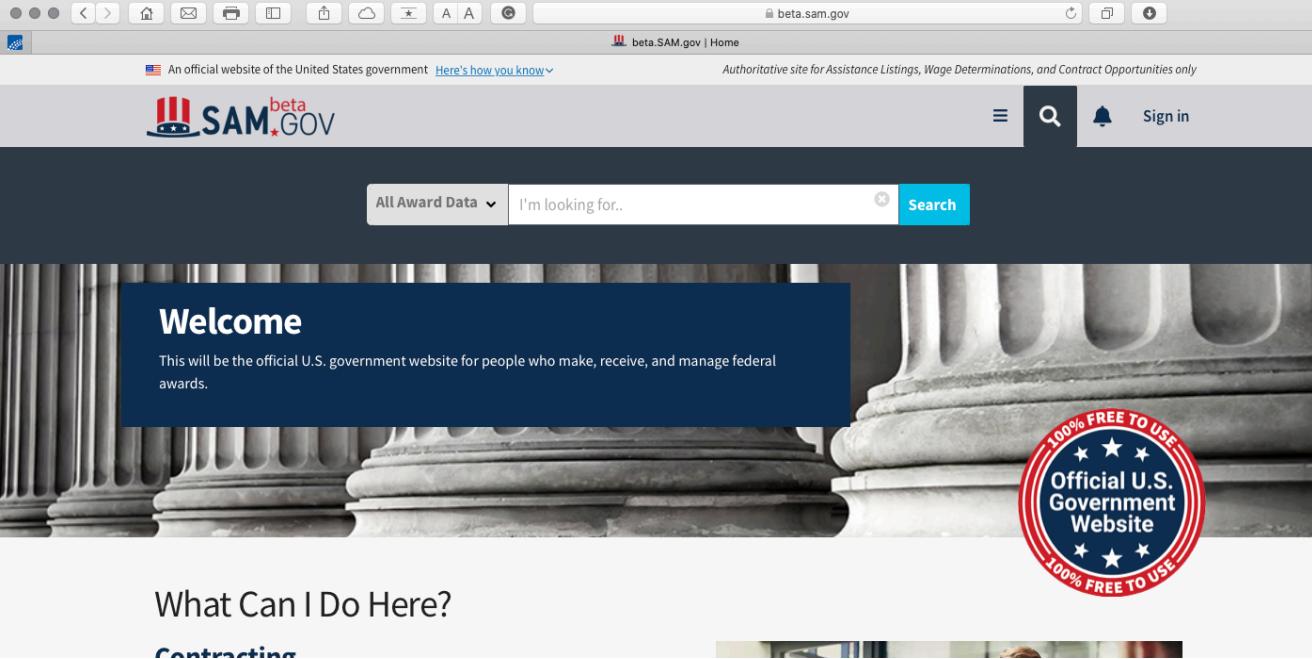
Track Opportunities

Only 20% of the opportunities are bid out on beta.SAM.gov,
**The rest are awarded as sole sources, under the SAT threshold,
IDIQs, GWACs or GSA schedules**

beta.SAM.gov

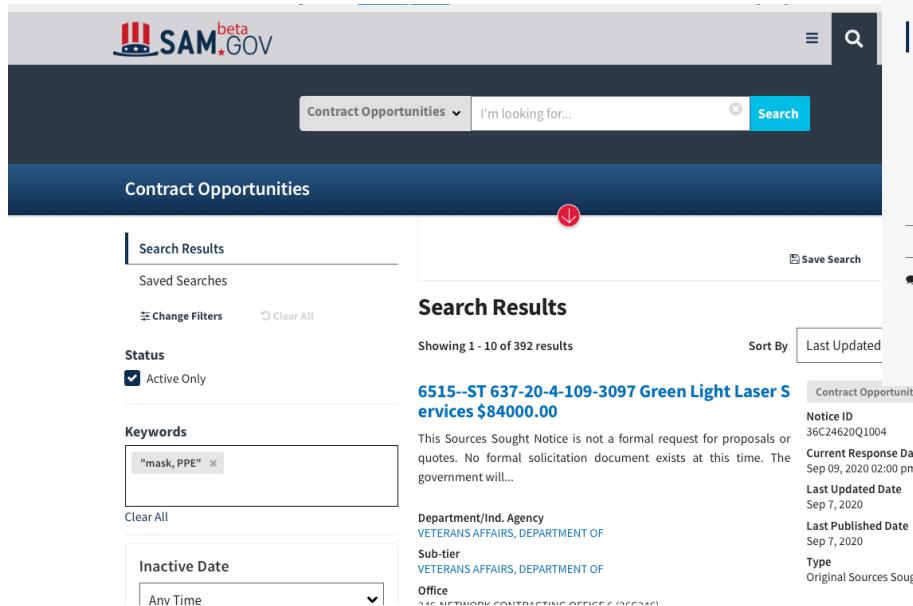
- All federal opportunities are released on beta.SAM.gov, what was previously FBO
- You need to register and create an account on beta.SAM.gov – it is a free source
- Less than a year old, has issues

beta.SAM.gov - Continued



The screenshot shows the homepage of beta.SAM.gov. At the top, there is a navigation bar with various icons and a search bar. The main header features the SAM logo with 'beta' written above it. Below the header, a large banner image shows a row of classical columns. On the left side of the banner, a dark blue box contains the word 'Welcome' and a brief description: 'This will be the official U.S. government website for people who make, receive, and manage federal awards.' To the right of the banner, a circular seal with a red border and white text reads '100% FREE TO USE' at the top and bottom, and 'Official U.S. Government Website' in the center, surrounded by stars. At the bottom of the page, there is a section titled 'What Can I Do Here?' with a 'Contracting' link.

beta.SAM.gov - Continued



Contract Opportunities

Contract Opportunities

Search Results

Saved Searches

Change Filters

Status

Active Only

Keywords

"mask, PPE"

Inactive Date

Anv Time

Sort By

Last Updated

Search Results

Showing 1 - 10 of 392 results

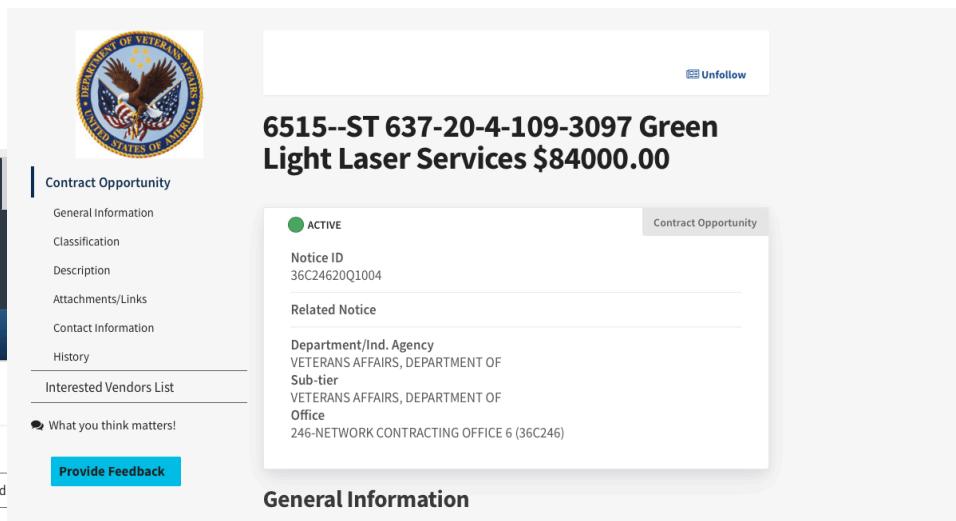
6515--ST 637-20-4-109-3097 Green Light Laser Services \$84000.00

This Sources Sought Notice is not a formal request for proposals or quotes. No formal solicitation document exists at this time. The government will...

Department/Ind. Agency
VETERANS AFFAIRS, DEPARTMENT OF

Sub-tier
VETERANS AFFAIRS, DEPARTMENT OF

Office
246-NETWORK CONTRACTING OFFICE 6 (36C246)



Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

Interested Vendors List

Provide Feedback

ACTIVE

Notice ID
36C24620Q1004

Related Notice

Department/Ind. Agency
VETERANS AFFAIRS, DEPARTMENT OF

Sub-tier
VETERANS AFFAIRS, DEPARTMENT OF

Office
246-NETWORK CONTRACTING OFFICE 6 (36C246)

General Information

Contract Opportunity Type: Sources Sought (Original)

Opportunities

- Save and track opportunities in Fedmine
- Agencies are required to post forecasts for the year, not always accurate, however do make sure you look at those sites

The Office of Small and Disadvantaged Business Utilization

The OSDBU office at an agency generally implements the agency's small business goals and policies.

- Small businesses understand the organization's mission, challenges, requirements
- How can a small business work with the agency
- Forecast opportunities
- Create virtual industry days and matchmaking events

GSA Schedules

GSA Schedules, also called Multiple Award Schedules (MAS) are long term governmentwide contracts with firms providing federal, state and local government buyers access to products and services at discounted rates

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules>

GSA Schedules - Continued

While a schedule can help, it requires commitment and effort – a schedule is not needed to do business with the government. Before spending the time and effort to get a schedule:

- Do your market research – what is being sold on the schedule
- See what the prerequisites are – time in business, financial statement, past performance
- The schedule comes with requirements – compliance, minimum sales, sales reporting

Strategy

Market research

- Use real-time accurate data
- Study the agencies you want to target and locate contact information
- Research your competition awards and contract vehicles
- Review agency forecasts

Strategy - Continued

Be Strategic!

- Focus on the agencies buying your goods/services
- Review expiring contracts for recompete possibilities
- Work with the Agency OSDBU Offices
 - Attend Industry Days and Matchmaking events
 - Have a capability statement ready – what is your past performance
 - How do you help the agency fulfill their need
- Should you also look at subcontracting and teaming?
- Execute on your solution and ensure there is no communication gap

Strategy - Continued

Contracts under the SAT threshold & Purchase Card

- What contracts are expiring?

Responding to RFQs/RFIs/Sources Sought

- Learn the do's and don'ts of responding to proposals

Understand the FAR

- Know what clauses you are accepting or what is required



Questions??

Contact

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