

Data Mining Government Procurement Presented by



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<https://www.dla.mil/SmallBusiness/PTAP/AllLocations/>

Data Mining Government Procurement

Definition

Data mining: a process used to extract usable data from a larger set of any raw data.



Raw data: Federal, State and Local government procurement transactions.

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Answer the following questions:

- | | |
|---|--------------------|
| Does the government buy my company's goods and/or services? | MARKET |
| Who makes the buying decision? | BUYERS |
| How do they purchase goods and services? | METHODS |
| How are my competitors doing? | COMPETITORS |

Focus

Biding + Relationship Building + Performance = Success.

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Related Element

CAGE Code:	SAM Registration
NAICS:	Industry Classification Code
PSC (FSC):	Products and Services
Keywords:	Search for specific Products / Services
NSN:	DLA, can be used to search drawing, parts
SIN:	GSA, SIN → NAICS/PSC Crosswalk
NIGP:	Texas State Government

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Agenda

1. Selected Databases
2. Selected Data Elements
3. Demo Search Methods
4. Data Analysis And Decision-Making
5. Supporting Information



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1. Selected Databases

1.1 FEDERAL

- Federal Procurement Data System (FPDS):
https://www.fpds.gov/fpdsng_cms/index.php/en/
- USA spending.gov: <https://www.usaspending.gov/search>
- SAM.gov: <https://www.sam.gov/>
- Small Business Dynamic Database (DSBS): https://web.sba.gov/pro-net/search/dsp_dsbs.cfm
- GSA eLibrary: <https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>

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1. Selected Databases

1.2 CTPTAC SUBSCRIBED

- TEAMING PRO

<https://www.teamingpro.com/>

- PROXITY (Expiring Contract, Drawings):

<https://www.proximity-ec.com/>

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2. Selected Data Elements

Elements	FPDS	SAM.gov	DSBS	Teaming Pro	Proximity
NAICS	X	X	X	X	X
PSC	X	X		X	X
Contract types including GSA	X			X	
Expiring contracts					X
Purchase orders				X	
Keywords	?	X		X	
Socioeconomic status			X	X	X
Open solicitations		X		X	X
Procurement 3 yr. trends	X				
Contracting agency/office	X			X	X



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2. Selected Data Elements

Elements	FPDS	SAM.gov	DSBS	Teaming Pro	Proximity
Competitor name	X		X	X	X
Phone numbers		X	X	X	
Item description/cost					
Contracting officer information		X			X
Primary point of contact		X			
Email address		X		X	X
State, City, ISD, County, Hospital, Colleges					
National Stock Number (NSN)					X
Commercial part number to NSN					X
Subcontractor History					X
Small Business profiles			X		



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3. Demo Search Methods

3.1 FPDS

3.2 SAM.gov

3.3 Teaming Pro

3.4 Proximity



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4. Data Analysis And Decision-Making

4.1 Target agency success: Bidding + Relationships + Performance

4.2 Answer the following questions:

- Does the government buy my company's goods and/or services?
- Who makes the buying decision?
- How do they purchase goods and services?
- How are my competitors doing?

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5. Supporting Information

- 5.1 Procurement Classification Codes
- 5.2 FPDS Search String
- 5.3 The Acquisition Process
- 5.4 Types of Federal Contracts
- 5.5 Selected Data elements
- 5.6 Micro/Simplified Acquisition Thresholds
- 5.7 Postaward Debriefing of Offerors
- 5.8 Communication methods
- 5.9 Capability Statement



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5. Supporting Information

5.1 Procurement Classification Codes

CAGE - Commercial and Government Entity Code: A unique identifier assigned by the Department of Defense (DOD) for entities located in the U.S. and its territories. This is entered into SAM as a five-character alphanumeric value with no spaces, and must be in uppercase format. It is not necessary to have a CAGE Code before registration. Go to <https://sam.gov/SAM/pages/public/index.jsf>

NAICS - North American Industry Classification System: These are mandatory codes identifying type of activity (e.g. agriculture, construction, manufacturing, etc.) that an entity performs, as well as the type of product or service offered. To locate the right one for your entity, go to <http://www.census.gov/eos/www/naics/>

FSC - Federal Supply Class Codes: An optional, four-character, numeric code used to describe the products your business sells. FSC Codes are now included with the Product Service Code (PSC) list found in the Assertions section of the SAM entity registration. To locate the right FSC code(s), go to <http://support.outreachsystems.com/resources/tables/pscs/>

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5. Supporting Information

5.1 Procurement Classification Codes

PSC - Product Service Codes: An optional, four-character, alpha-numeric code that describes the services your business offers; it is entered into SAM with no spaces. To locate the right PSC code(s), go to <http://support.outreachsystems.com/resources/tables/pscs/>

NSN- National Stock Number: A government NSN, or National Stock Number, is a way of identifying items within the National Supply System. It consists of 13 digits, the first four of which point to the item's Federal Supply Class, and the rest stand for a particular item. Go to, <https://www.dla.mil/Aviation/Offers/Products/Mapping/NRN-NSN-Download/>

Special Item Numbers (SIN): is a categorization method that groups similar products, services, and solutions together to aid in the acquisition process. This 4 digit SIN is used in GSA Schedules. See the MAS Available Offerings Crosswalk, go to <https://www.gsaelibrary.gsa.gov/ElibMain/home.do>

NIGP Codes: The State of Texas, and local governments, use the class-item numbering and descriptions to properly code products or services on their requisitions and purchases. Please consult local governments for more information, go to <https://mycpa.cpa.state.tx.us/commbook/>



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5. Supporting Information

5.2 FPDS Search String

See Handout: **FPDS Search Script.pdf**

5. Supporting Information

5.3 The Acquisition Process

The program office identifies a need/requirement and contacts contracting office for guidance. Contracting Officer shall review acquisitions to determine if they can be set aside for small businesses. (FAR 10.002 Procedures)

The contracting office conducts market research to identify and qualify industry sources. Market research tools include sources sought, request for information, SAM, DSBS, PTACS, SBDS, agency advocates and direct communication from potential vendors.

Acquisition methods include, but are not limited to, credit card, GSA/IDIQ, RFP, RFQ, BPA and other tools.

Acquisition lead times:

- Agency contract: 6-12 Months
- Interagency Contract Vehicle: 2-90 days
- GSA Smart Card- same day

5. Supporting Information

5.3 The Acquisition Process

- 2 or more responsible (competitive, quality, delivery) small businesses. (FAR 19.502-2)
- 3 quotes from GSA schedule holders. (FAR 8.405-1/8.405-2)/<https://eoffer.gsa.gov/>
- 2 or more quotes from responsible EDWOSB's and WOSB's. (CFR 127.503)
- 1 to 2 or more quotes from responsible SDVOSB's. (FAR 19.1406/)
- 2 or more quotes from responsible HUBZone companies. (19.1305/19.1306)
- 1 requirement and search letter for an 8a contractor. (FAR 19.803)

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5. Supporting Information

5.4 Types of Federal Contracts

<https://www.acquisition.gov/far/part-16>

[Subpart 16.2 - Fixed-Price Contracts](#)

[Subpart 16.3 - Cost-Reimbursement Contracts](#)

[Subpart 16.4 - Incentive Contracts](#)

[Subpart 16.5 - Indefinite-Delivery Contracts](#)

[Subpart 16.6 - Time-and-Materials, Labor-Hour, and Letter Contracts](#)

[Subpart 16.7 - Agreements](#)

5. Supporting Information

5.4 Types of Awards Reportable to FPDS.

<https://www.law.cornell.edu/cfr/text/48/4.606>

Below is a partial list of types of awards reportable to FPDS. See FAR 4.606 for the full list. Agencies will report unclassified information on all contract actions using appropriated funds including, but not limited to, those made:

- Definitive contracts, including purchase orders and impress fund buys over the micro-purchase threshold awarded by a contracting officer.
- Indefinite delivery vehicle (identified as an “IDV” in FPDS). Examples of IDVs include the following:
 - Task and Delivery Order Contracts (see subpart 16.5), including— Government-wide acquisition contracts.

Multi-agency contracts.

- GSA Federal supply schedules.
- Blanket Purchase Agreements (see 13.303).
- Basic Ordering Agreements (see 16.703).

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5. Supporting Information



5.6 Micro/Simplified Acquisition Thresholds FAR 2.101, FAR 13.2

<https://www.acq.osd.mil/dpap/pdi/pc/faq.html#q1>

Micro-purchase threshold is \$10,000 with exceptions (purchase cards)

A micro-purchase is an acquisition of supplies or services using simplified acquisition procedures, the aggregate (total) amount of which does not exceed the micro-purchase threshold.

Simplified Acquisition threshold is \$250,000 with exceptions

SAPs are contracting methods designed to streamline the acquisition process and facilitate the procurement of goods and services quickly and easily. The results include less paperwork and lower costs for both the contractor and the government.

5. Supporting Information

5.7 Postaward Debriefing of Offerors

<https://www.acquisition.gov/far/15.506>

- (1) An offeror, upon its written request received by the agency within 3 days after the date on which that offeror has received notification of contract award in accordance with [15.503\(b\)](#), shall be debriefed and furnished the basis for the selection decision and contract award.
- (2) To the maximum extent practicable, the debriefing should occur within 5 days after receipt of the written request. Offerors that requested a postaward debriefing in lieu of a preaward debriefing, or whose debriefing was delayed for compelling reasons beyond contract award, also should be debriefed within this time period.
- (3) An offeror that was notified of exclusion from the competition (see [15.505\(a\)](#)), but failed to submit a timely request, is not entitled to a debriefing.
- (4) (i) Untimely debriefing requests may be accommodated.
(ii) Government accommodation of a request for delayed debriefing pursuant to [15.505\(a\)\(2\)](#), or any untimely debriefing request, does not automatically extend the deadlines for filing protests. Debriefings delayed pursuant to [15.505\(a\)\(2\)](#) could affect the timeliness of any protest filed subsequent to the debriefing.

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5. Supporting Information

5.8 Communication methods

(Randle, 2014).

Once a month, you might: (1) send an updated capability statement (2) send a press release of something good that may have happened to your company and (3) make a short follow-up phone call. Your FOLLOW-UP is the KEY.

When sending an email message, it should contain a subject line and your company name. It should be concise – 225 words maximum, three or four paragraphs.

Do not rely on spell checker. Attach or embed a capability profile. DO NOT WRITE IN ALL CAPS. In the email message, the signature line should have your name, title, company name,.

Website and phone number. DO NOT use a yahoo or Gmail address. In your email content, avoid long sentences; do not ask for a read receipt; read twice, send once; use acronyms sparingly and avoid exclamation points!

Some BIG MISTAKES to avoid when emailing are: (1) sending a large Power Point Presentation (i.e. 387 slides); (2) not providing a capability profile; (3) sending an eight-page capability profile; (4) sending a tri-fold as a capability profile and (5) sending pages of marketing material.



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5. Supporting Information

5.9 Capability Statement

See Handout: **Capability Statement Template 11-5-2020.docx**

Data Mining Government Procurement

Answer the following questions:

Does the government buy my company's goods and/or services?

Who makes the buying decision?

How do they purchase goods and services?

How are my competitors doing?

Target Agency: Bidding + Relationship Building + Performance = Success.



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