

Give Me 5 Training 106: Does the Government Buy What I Sell?

Course Instructor: Kaye Mitchell







Our Objectives

- Critical Steps
- Key Websites For Quick Insight
 - Past, Present And Potential Purchases
 - Bonus Features
- Additional Websites To Look At
- How The Government Purchases







Critical Steps

- Know Your NAICS Code(s)
 - www.census.gov
- Determine Who Is Contracting With Your Competitors
 - www.ccr.gov (Dynamic Small Business Search)
- Focus Your Search
 - What Agencies Buy The Most Of Your Product?
 - What Location(s) Do You Want To Target?
 - What Prime Contractors Should You Target
 - Is Your Price Competitive?
 - When Was The Contract Awarded?







Key Websites For Quick Insight

- FedBizOpps
 - https://www.fbo.gov/
 - Past And Present
- GSA
 - www.gsa.gov
 - Past, Potential, Potential, Competitors, Pricing







Key Websites For Quick Insight...

- Federal Procurement Data System-Next Generation
 - https://www.fpds.gov/
 - Reports On Past Purchasing Actions
- Acquisition Central-Agency Recurring Procurement Forecasts
 - http://acquisition.gov/comp/procurement_foreca sts/index.html



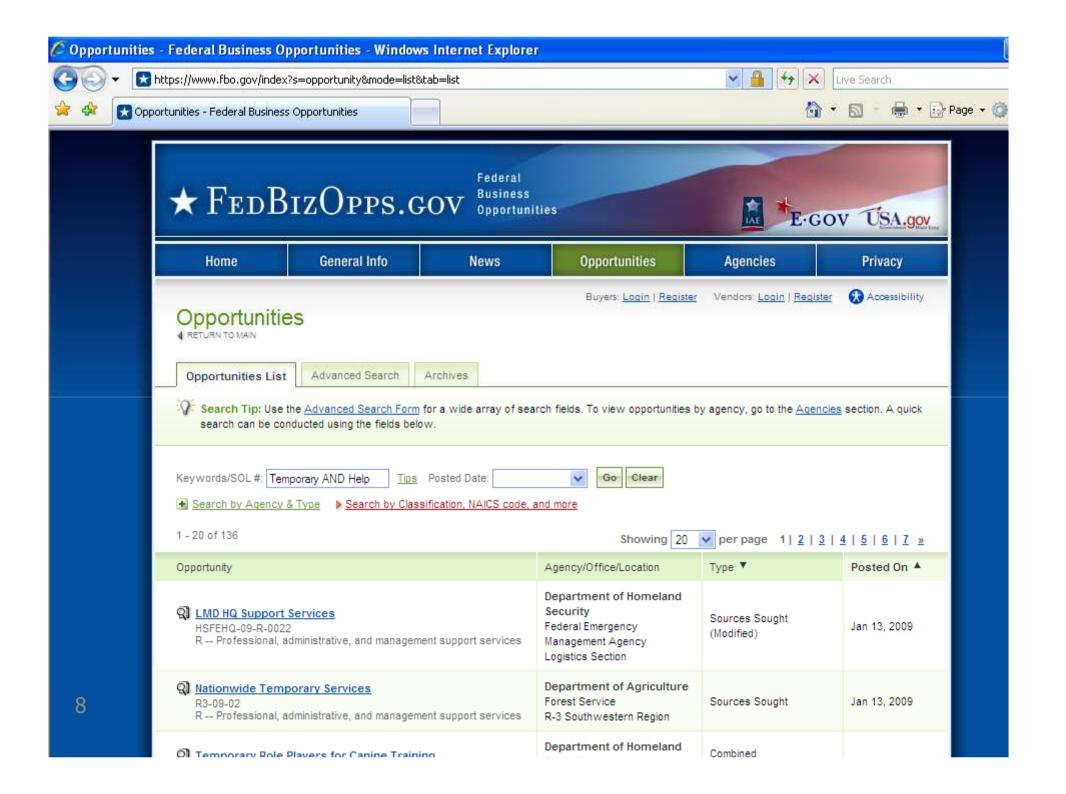


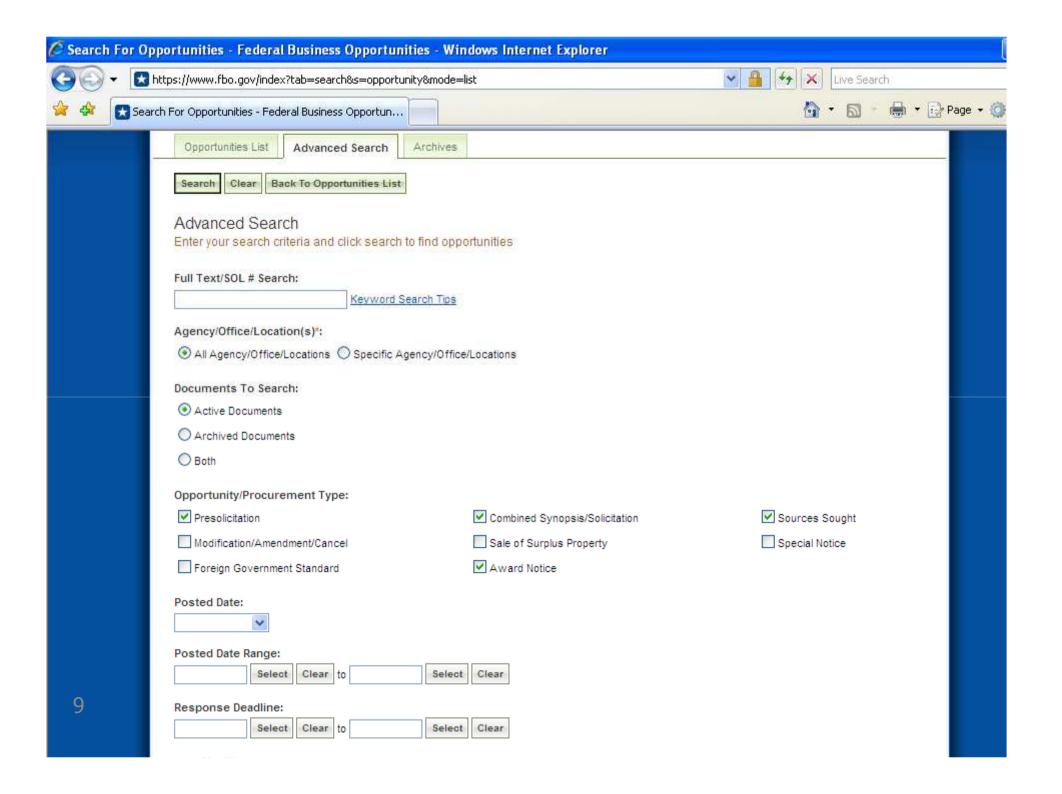


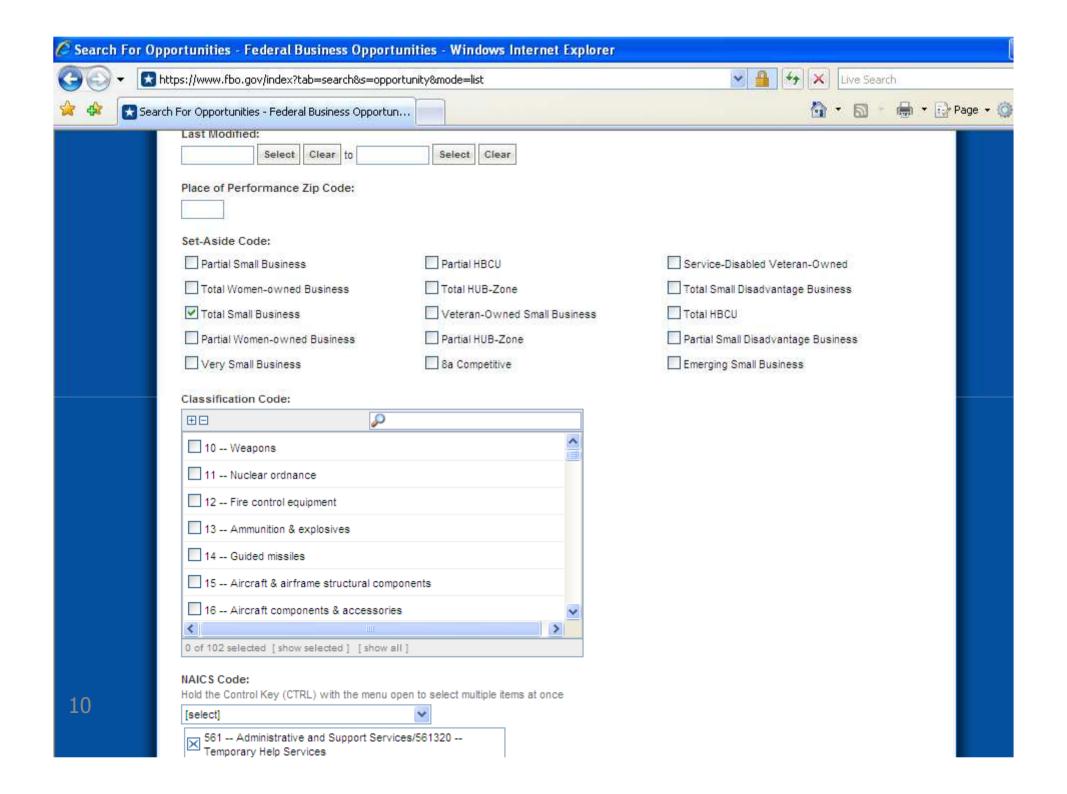
Fedbizopps www.fbo.gov

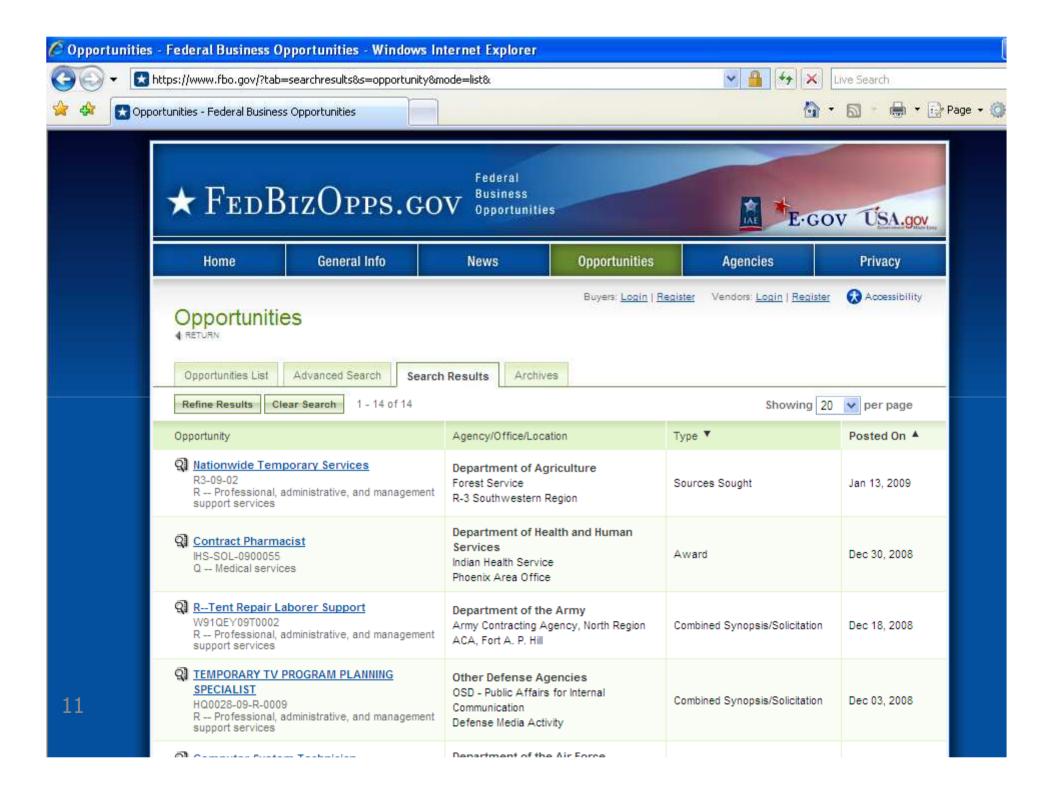
- Research Contracts Of \$25,000 And Greater
 - Current Opportunities
 - Past Awards
 - Future Potential
 - Prime Contractors To Target Market
- Register For Email Notifications Specific To Your NAICS Code
- Track Potential Competitors

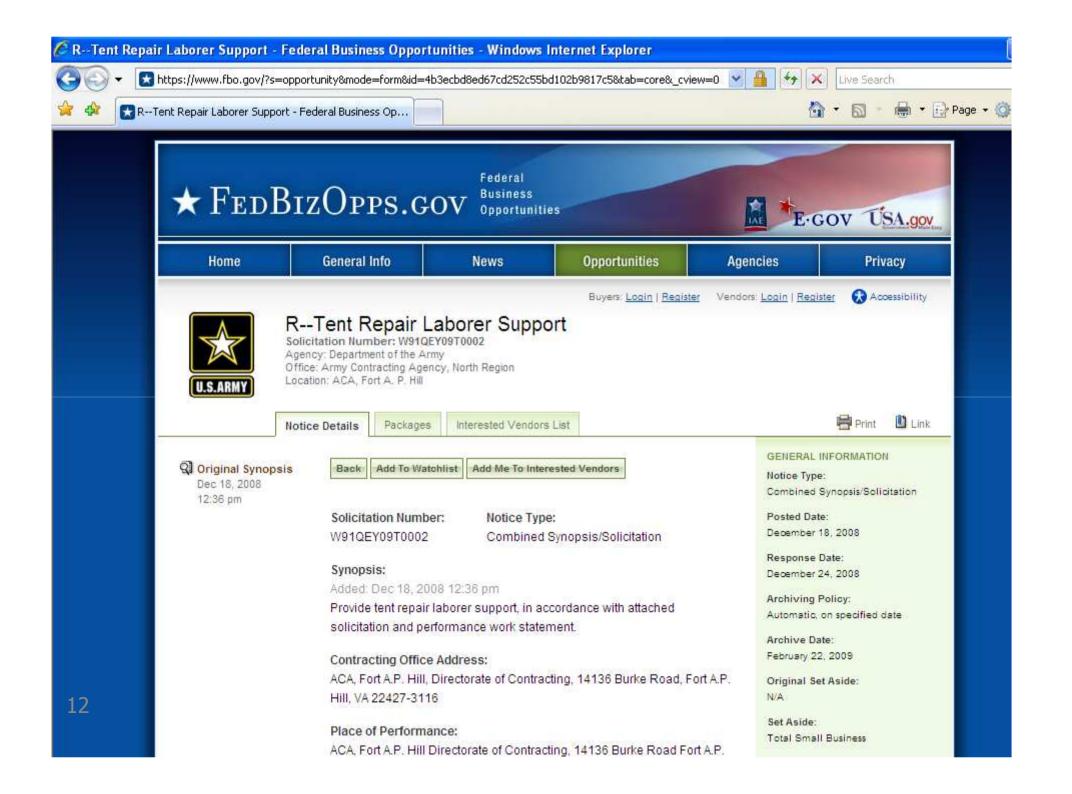


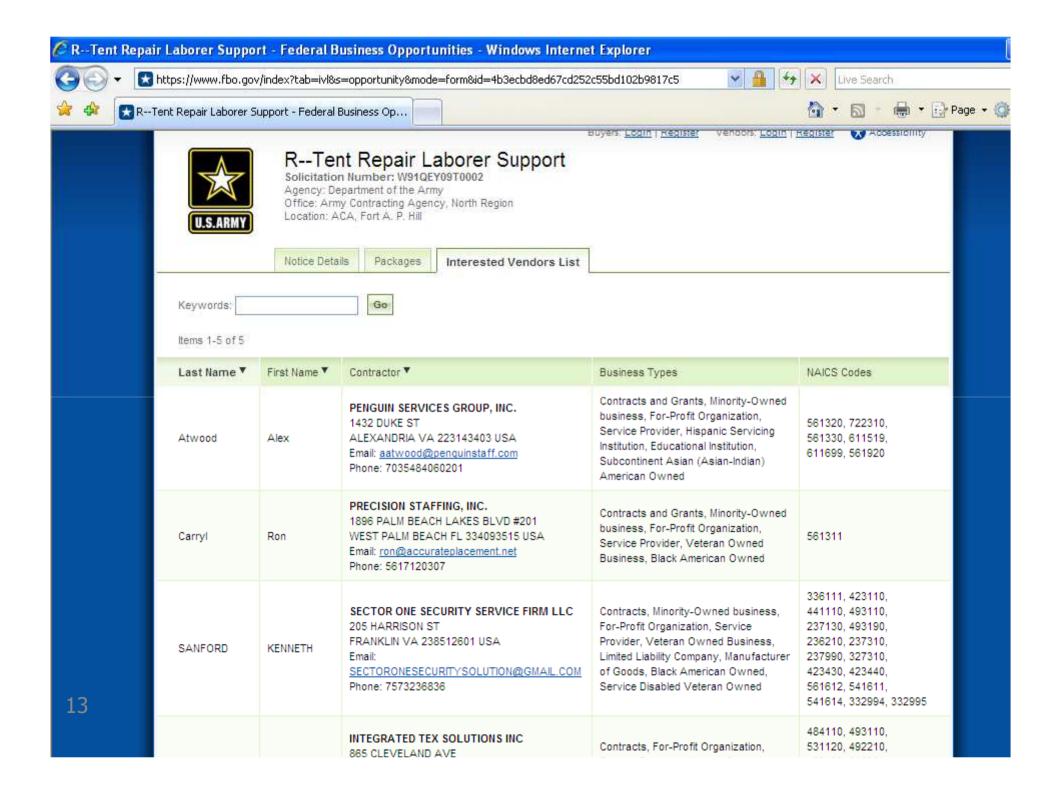












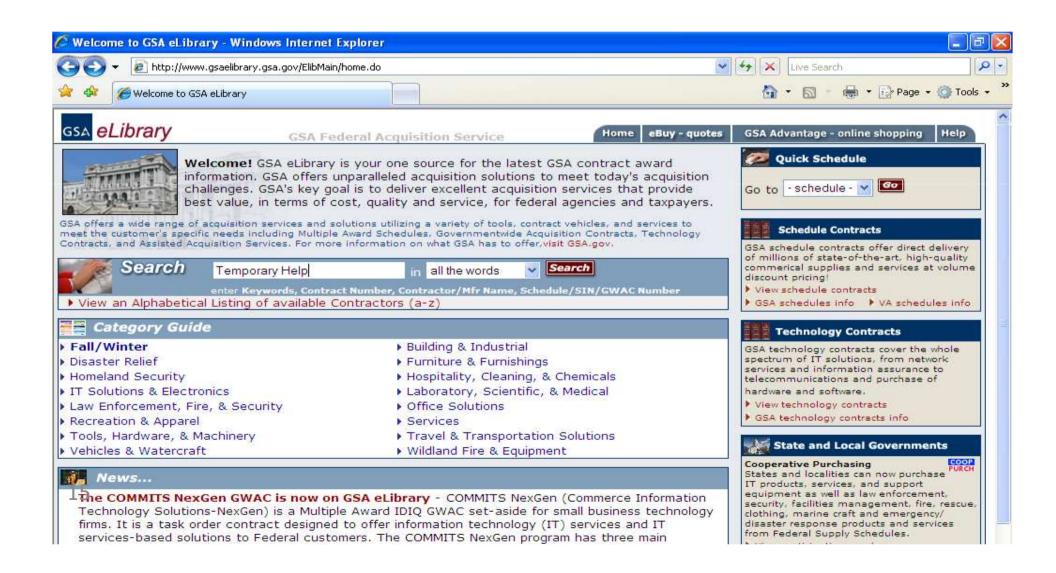


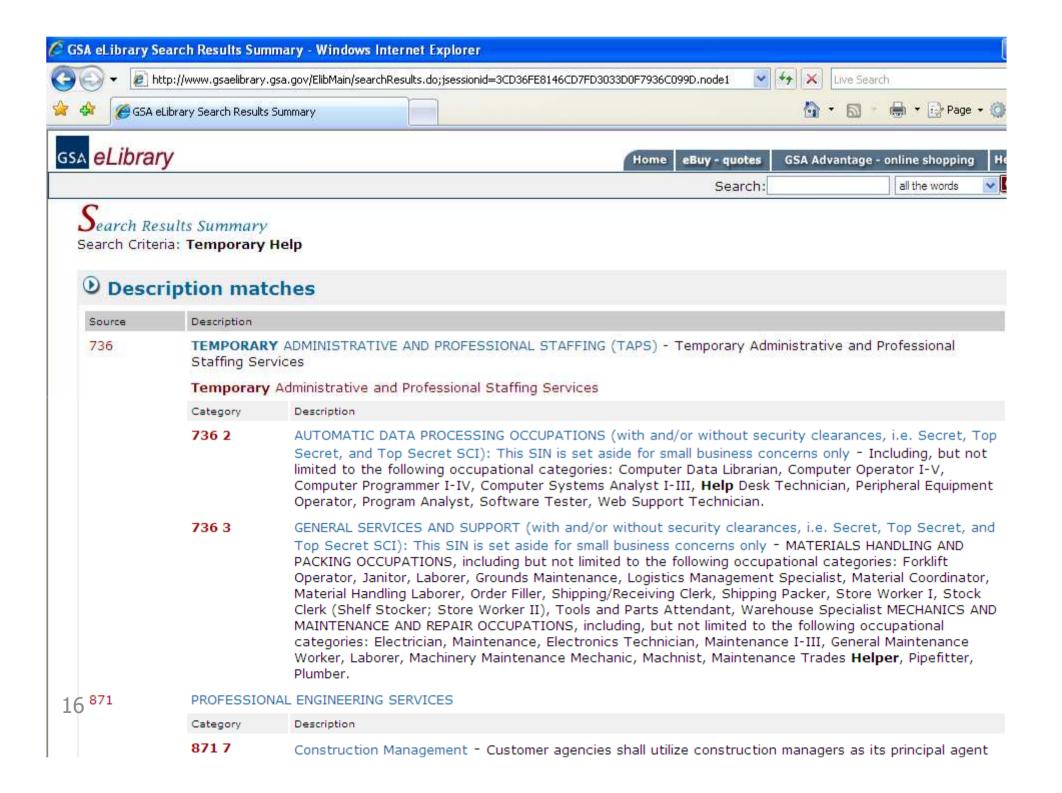


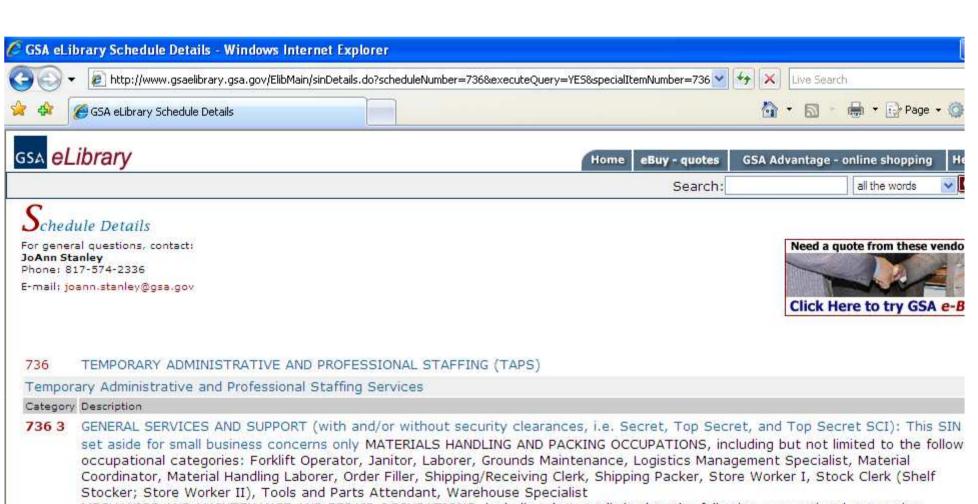


- Begin With Schedules e-Library
 - www.gsaelibrary.gsa.gov
 - Search For The Schedule For Your Product/Service
- GSA Advantage!
 - www.gsaadvantage.gov
 - Is Your Price Competitive
- GSA Schedule Sales Query
 - ssq.gsa.gov
 - Various Reports Including Total Sales Of Competition

www.gsaelibrary.gsa.gov

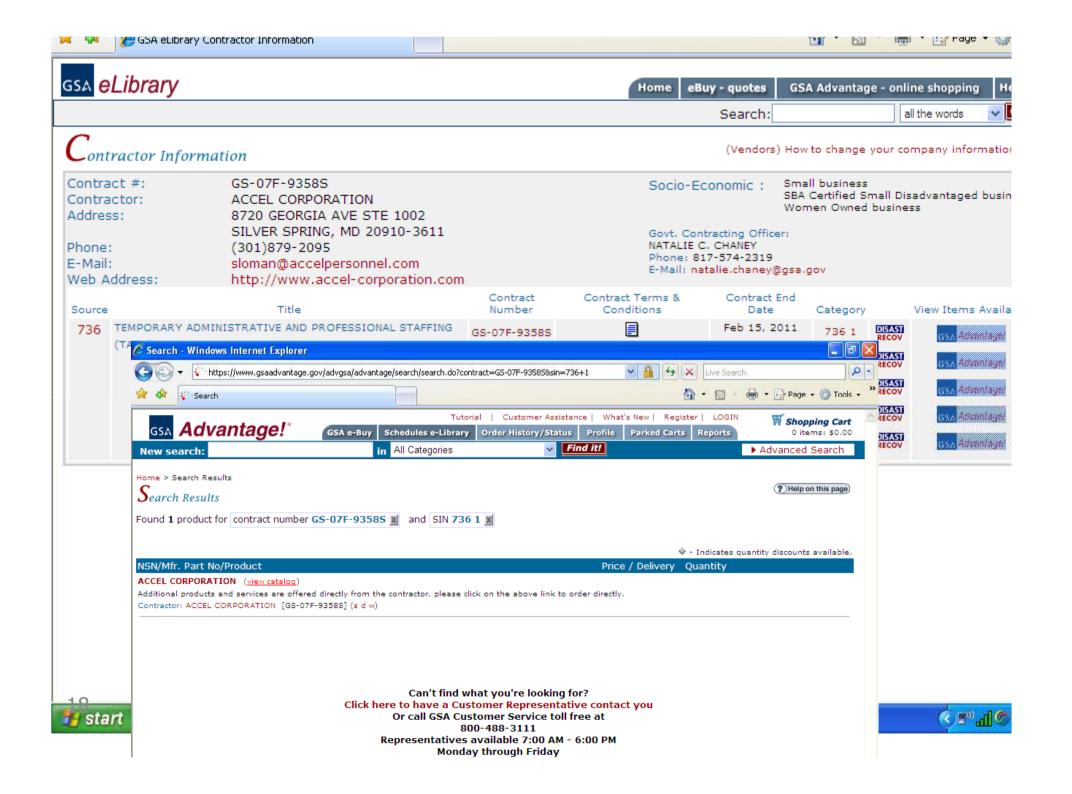






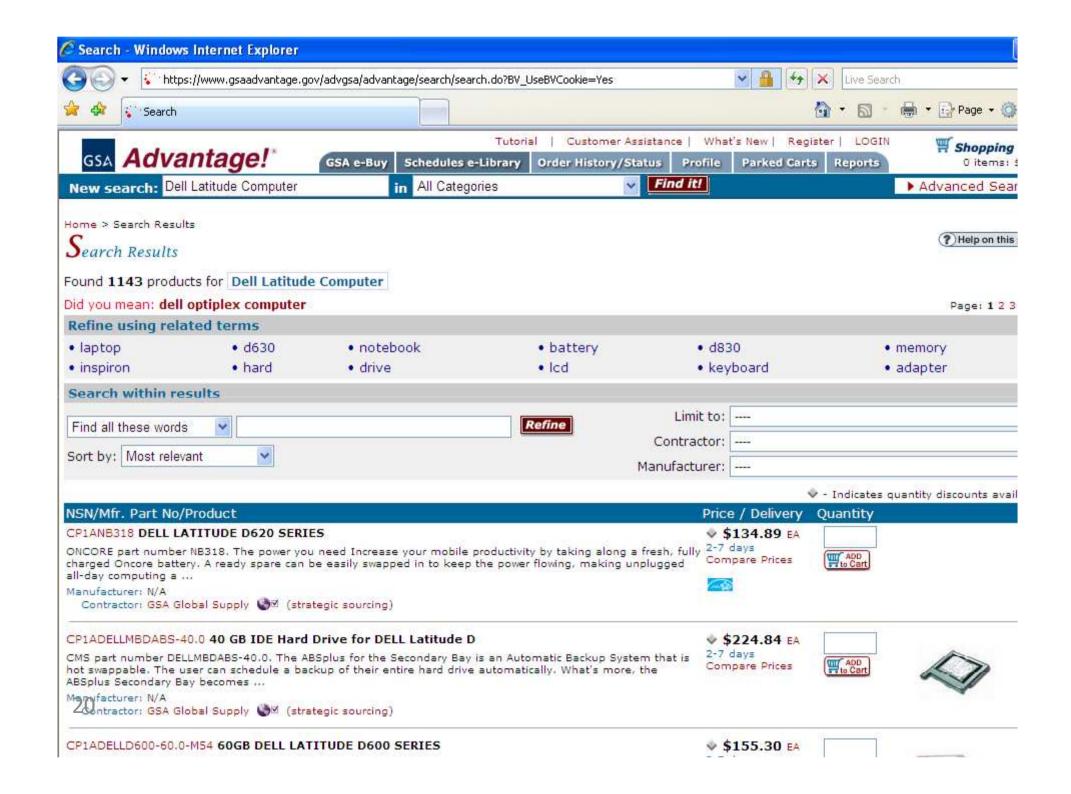
MECHANICS AND MAINTENANCE AND REPAIR OCCUPATIONS, including, but not limited to the following occupational categories: Electrician, Maintenance, Electronics Technician, Maintenance I-III, General Maintenance Worker, Laborer, Machinery Maintenance Mechanic, Machnist, Maintenance Trades Helper, Pipefitter, Plumber.



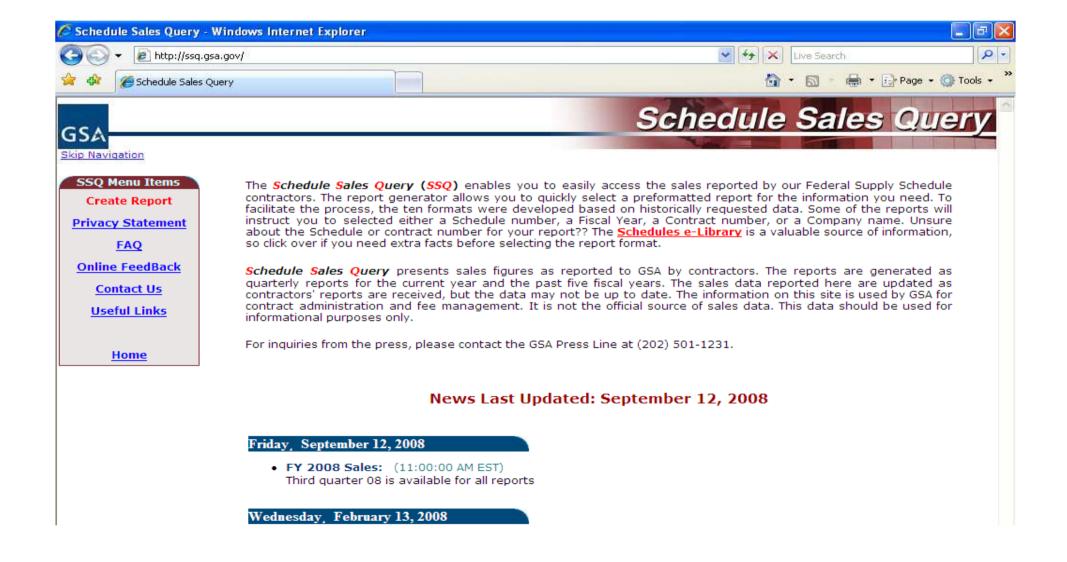


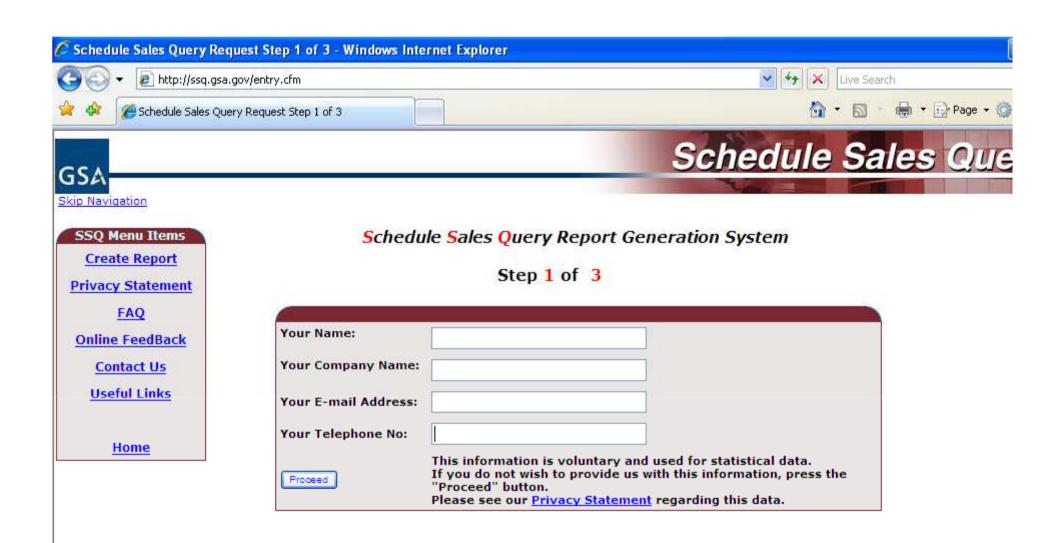
www.gsaadvantage.gov

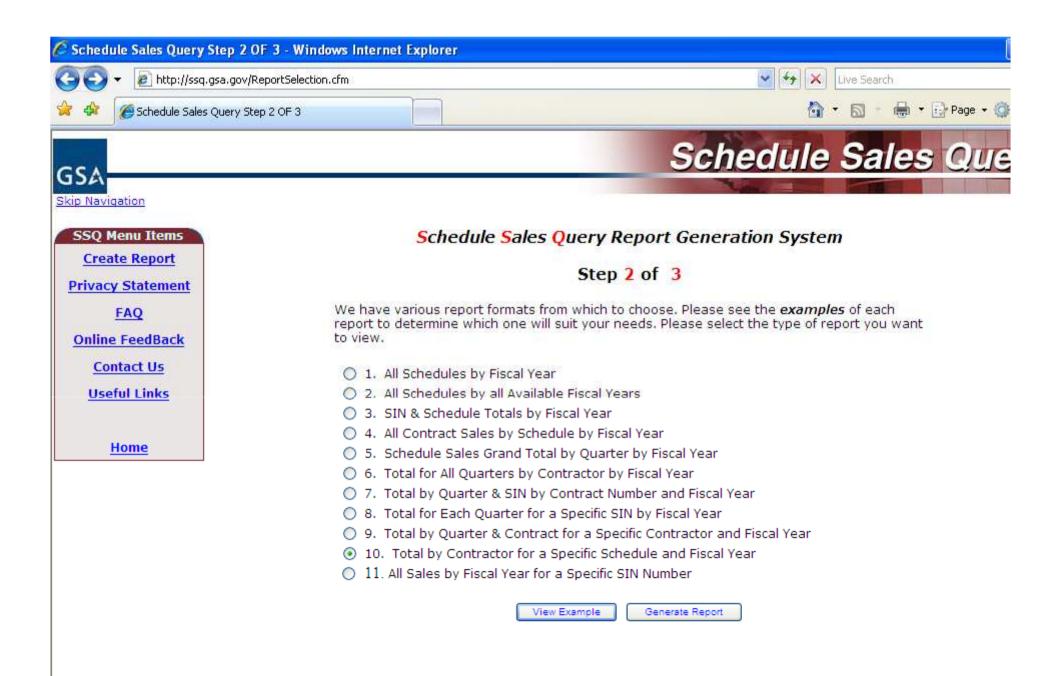


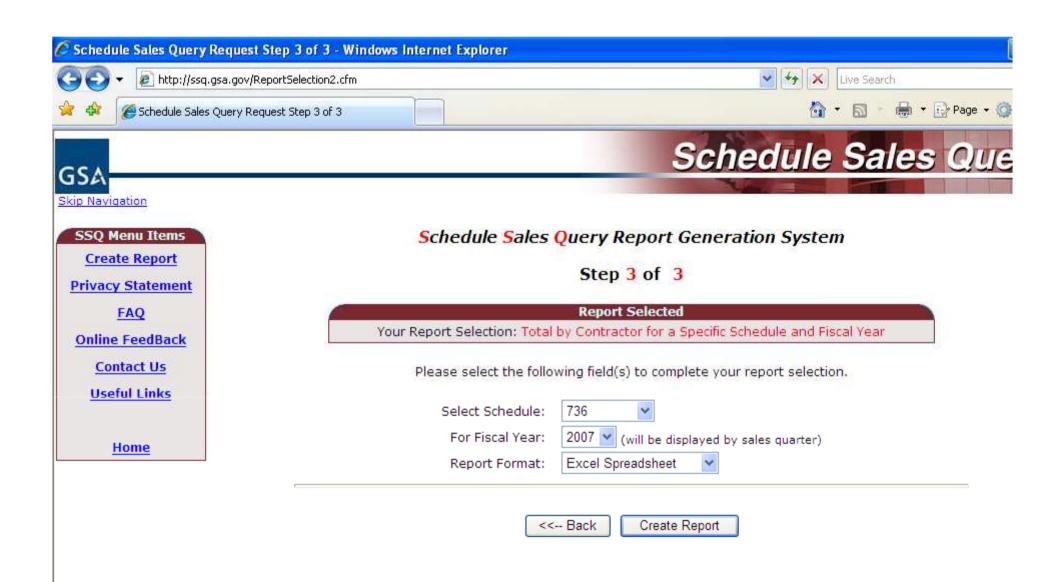


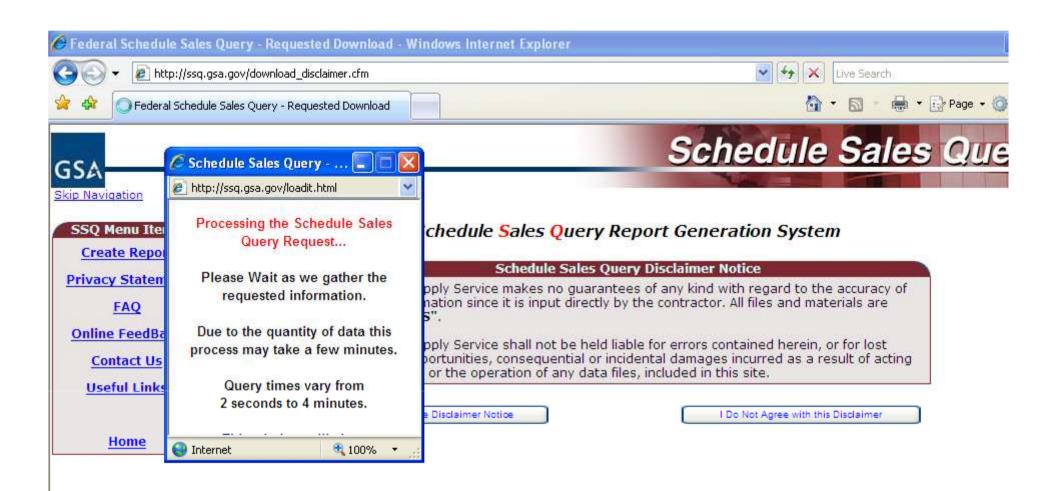
ssq.gsa.gov













Online FeedBack

Contact Us

Useful Links

Home

ready for downloading.

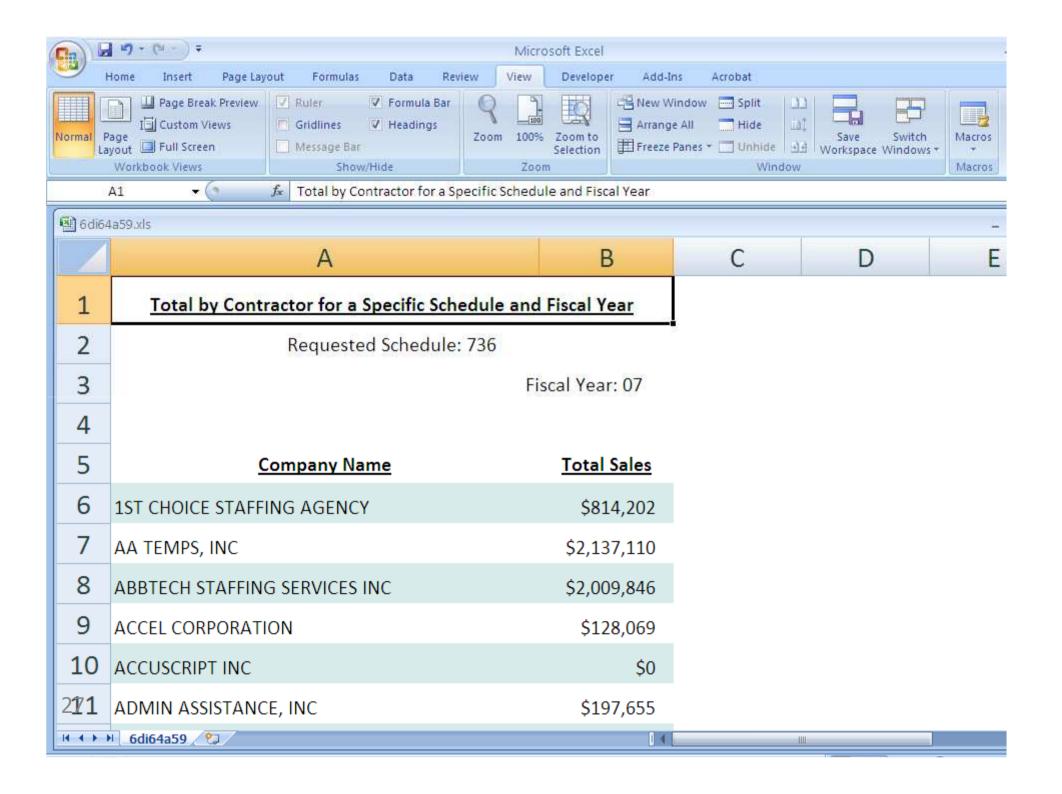
Microsoft Excel 97 Viewer

This stand-alone program that is available from Microsoft, free of charge. You can use Microsoft Excel 97 Viewer to view, copy, zoom, and print Microsoft Excel 97 and Microsoft Excel 2000 files (Microsoft Excel versions 2.0 and greater for Windows and Microsoft Excel versions 2.2a and greater for the Macintosh are also supported). Download Microsoft Excel 97 Viewer

This is only an example

Total for each Vendor for a specific Schedule & Fiscal Year.
You will have to select the Schedule & Year.

26



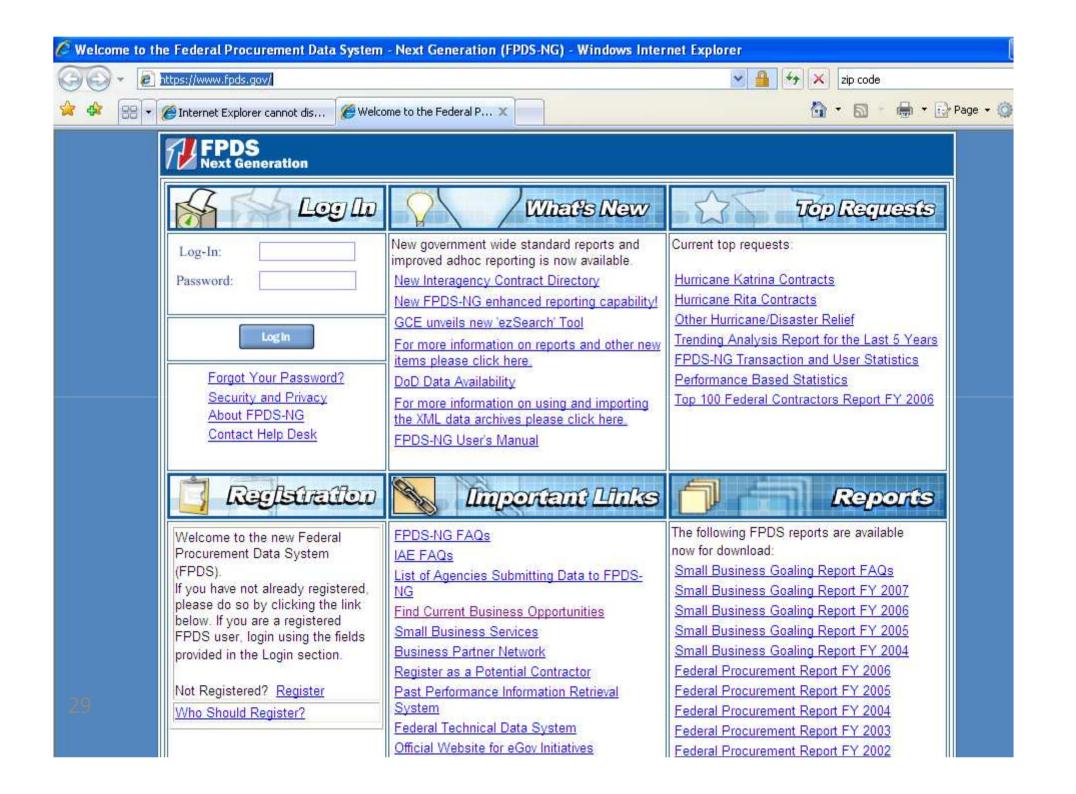


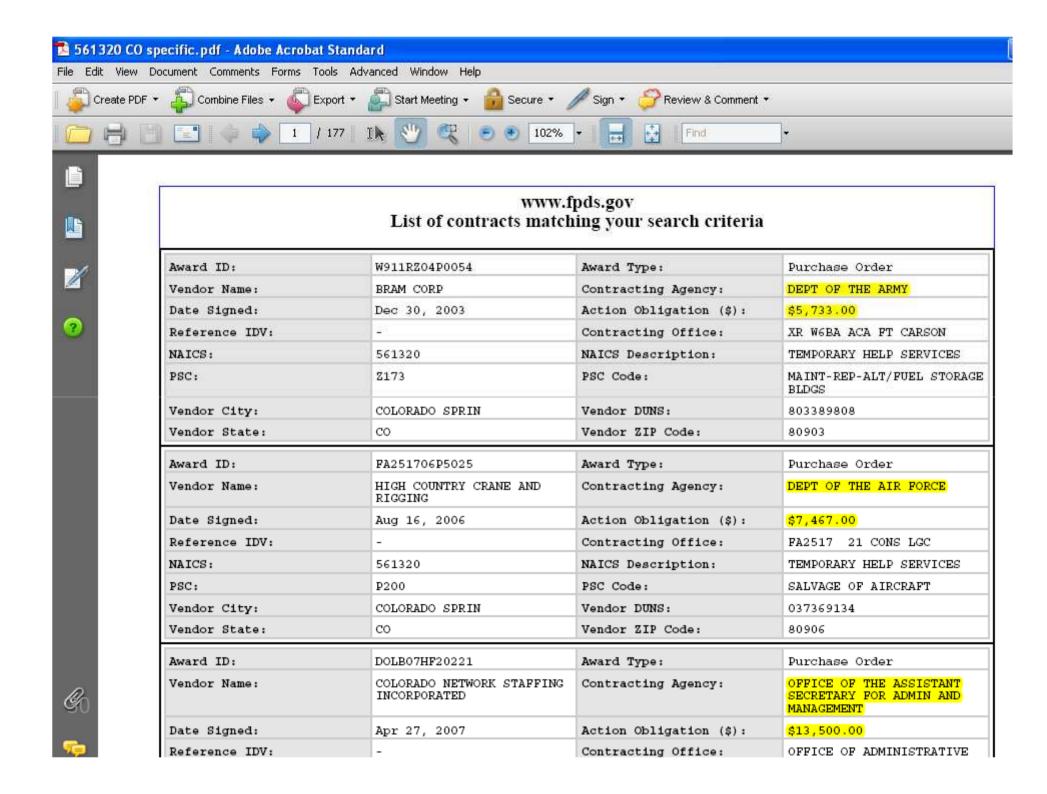




Federal Procurement Data Systemwww.fpds.gov

- Summary Information On Government Awards Between\$3,000 and\$24,999
- Detailed Information/Reports On Government Awards Above \$25,000
 - Who Bought What
 - Contract Amount
 - Who Won The Contract Award
 - Date Of Award







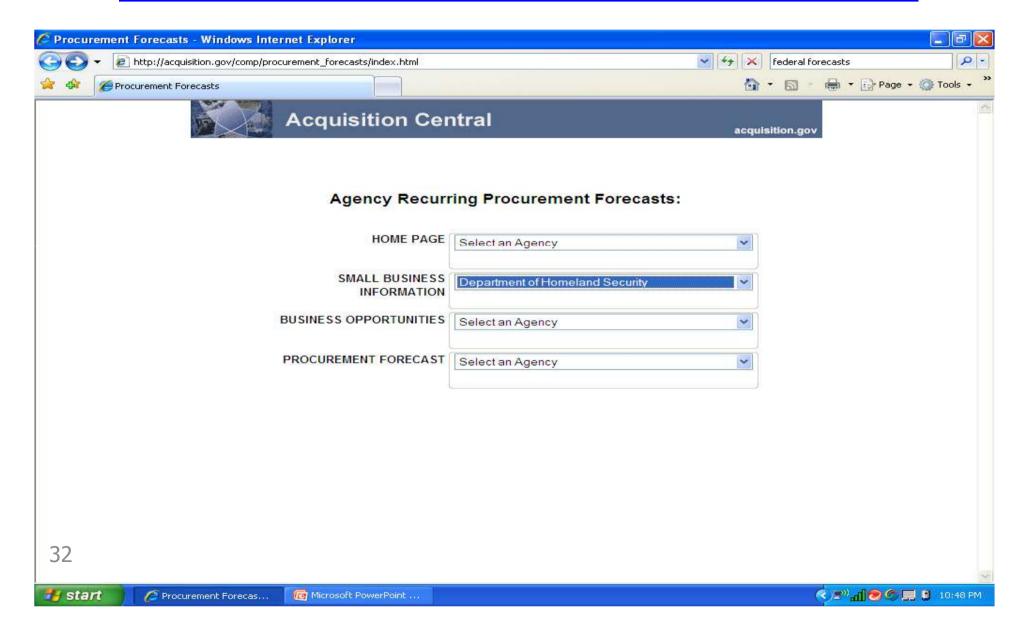


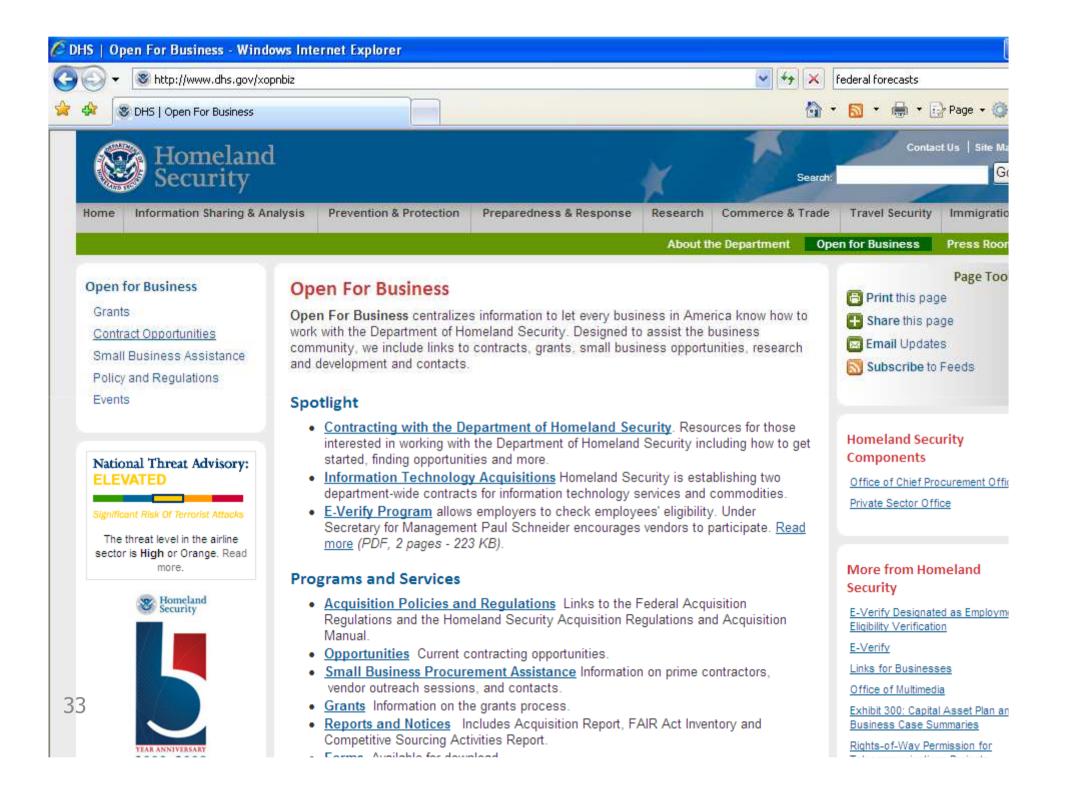


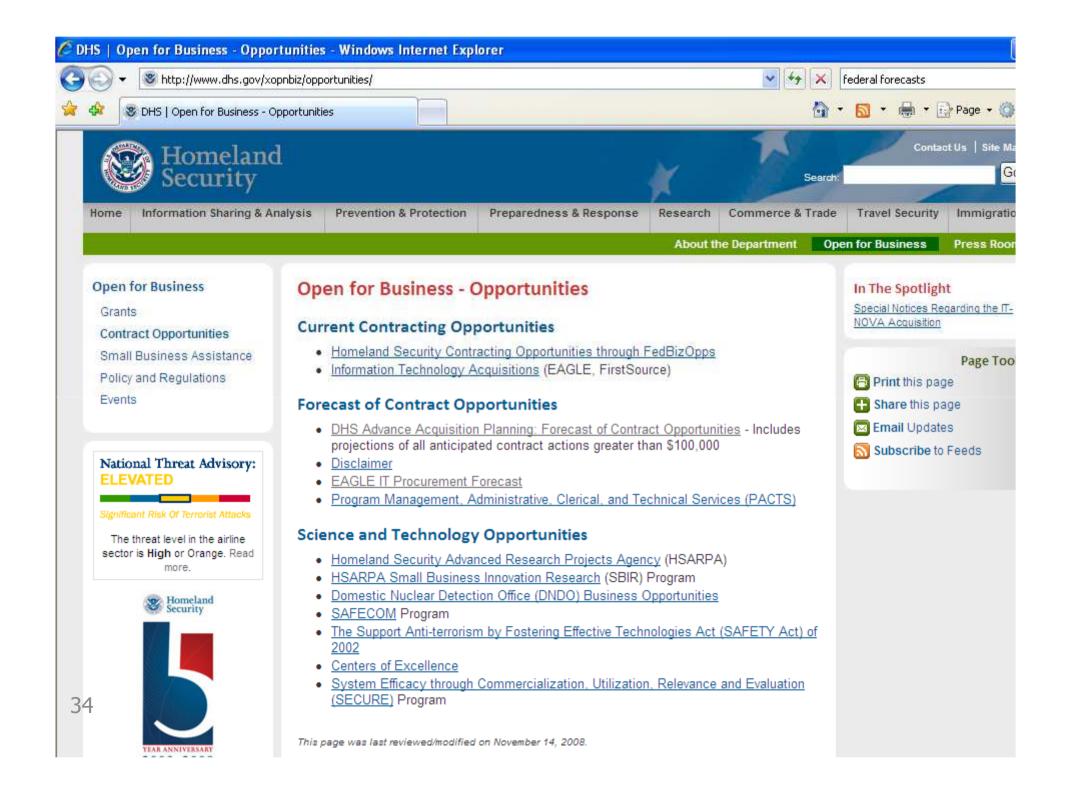
Forecasting

- Acquisition Central Agency Procurement Forecasts
 - http://acquisition.gov/comp/procurement foreca sts/index.html
- Specific Agency Websites
 - Search On Site For "Doing Business With"
 - Then Search For Procurement Forecasts And Bid Opportunities

http://acquisition.gov/comp/procurement forecasts/index.html









DHS-AAP at FIDO GOV

Advance Acquisition Plan



DHS Advance Acquisition Planning

Forecast of Contract Opportunities

CBP	Customs And Border Protection	New	Existing
DHS HQ	Headquarters	New	Existing
FEMA	Federal Emergency Management Agency	New	Existing
FLETC	Federal Law Enforcement Training Center	New	Existing
ICE	Immigration and Customs Enforcement	New	Existing
TSA	Transportation Security Administration	New	Existing
USCG	United States Coast Guard	New	Existing
USSS	United States Secret Service	New	Existing
EAGLE	All DHS Components	New	N/A
First Source	New	N/A	

Advanced Search

AAP Opportunities





http://www.fido.gov/dhs/aap/_generatereport.asp





V + X Live Search



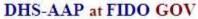












Advance Acquisition Plan



DHS Forecast New Opportunities For CBP (38 rows returned)

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WHERE MarkedCompleteAt Is Not Null AND OE = 'CBP' AND ReleaseFY = '2009' AND Publicview = 'Yes' AND ContractVehicle = New' AND AcquisitionMethod > IA' AND AcquisitionMethod Grant' AND AcquisitionMethod Cooperative Agreement'

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AAP No	NAICS Code	Requirement Description Brief	OE	Office Division	Acquisition Method	Small Business Program		Release QTR		Point Of Contact
57941		The Minneapolis Hiring Center (MHC), on behalf of CBP and CIS, needs to procure Medical Review Officer (MRO) services to meet the requirements of Executive Order 12564, Drug-Free Federal Workplace and the Health	СВР		BPA	Small Business	Under \$100K	1	2009	Jenne Tillman (202) 344-1143 jenne.tillman@dhs.g
57824	334413	Personal locator beacon with voice capability	СВР	Air and Marine\	PO	Small Business	\$500K to \$1M	1	2009	Mike Pullman (202) 344-3019
57829	334220	personal locator beacon	СВР	Air and Marine\	PO	Small Business	\$250K to \$500K	1	2009	Mike Pullman (202) 344-3019
36 57759	541990	UAS Program Management Office Support Services DC area	CBP	Air and Marine\	GWAC/MAC	None	\$2M to \$5M	1	2009	Brian Fazzone (202) 344-2851 Brian.Fazzone@dhs.





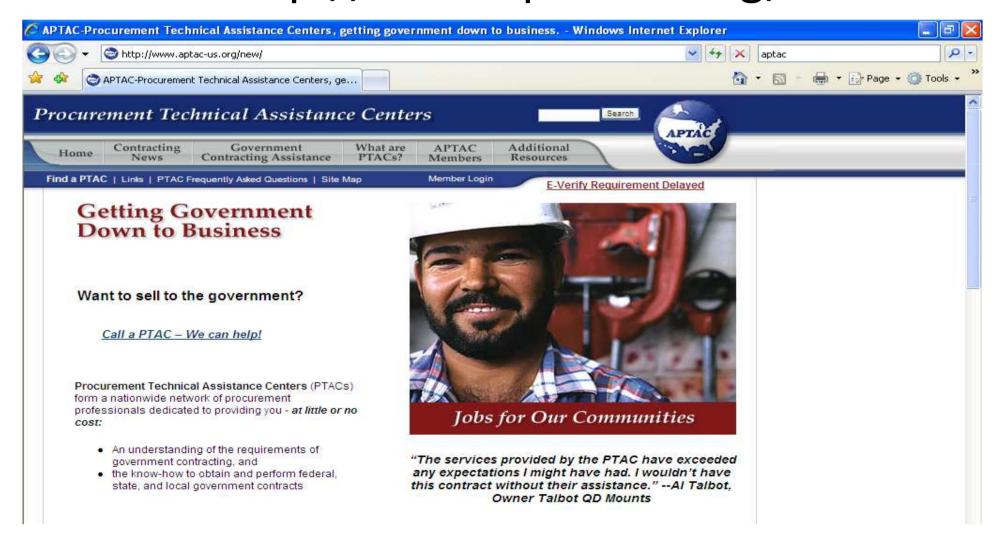


"Top 10" Agencies That Spend Big Bucks With Small Businesses

- Department of Agriculture
 - www.usda.gov
- General Services Admin
 - www.gsa.gov
- Department of Defense
 - www.dod.gov
- Department of Energy
 - www.doe.gov
- Department of Veterans Affairs
 - www.va.gov

- National Aeronautics And Space Admin
 - www.nasa.gov
- Department of Education
 - www.ed.gov
- Department of Health And Human Services
 - www.hhs.gov
- Department Of The Interior
 - www.interior.gov
- Department of Justice
 - www.usdoj.gov

PTAP http://www.aptac-us.org/









Typical Ways The Government Purchases Products/Services

- Multi Award Schedules And Contracts-GSA
- Open Market Acquisition
 - Simplified Acquisition Procedures
 - Micro-Purchase
 - Government Purchase Card
 - Blanket Purchase Agreements
 - Review Federal Acquisition Regulation (FAR) Part 13
 - Sealed Bidding
 - Negotiated Procurements
- Sub Contract







Success Will Come Through Dedicating Time, Developing Knowledge And Planning. Questions?







Kaye Mitchell

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kaye@certifytosuccess.com www.certifytosuccess.com



Please email Megan (mmarkoff@wipp.org) with any questions on WIPP or Give Me 5. Thank you!

www.WIPP.org www.GiveMe5.com