



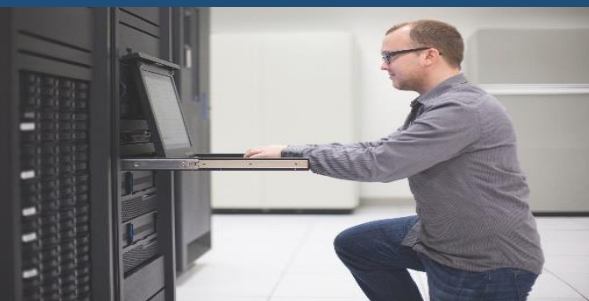
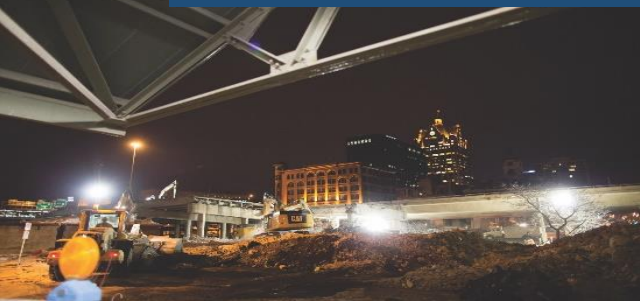
A Procurement Technical Assistance Center (PTAC)

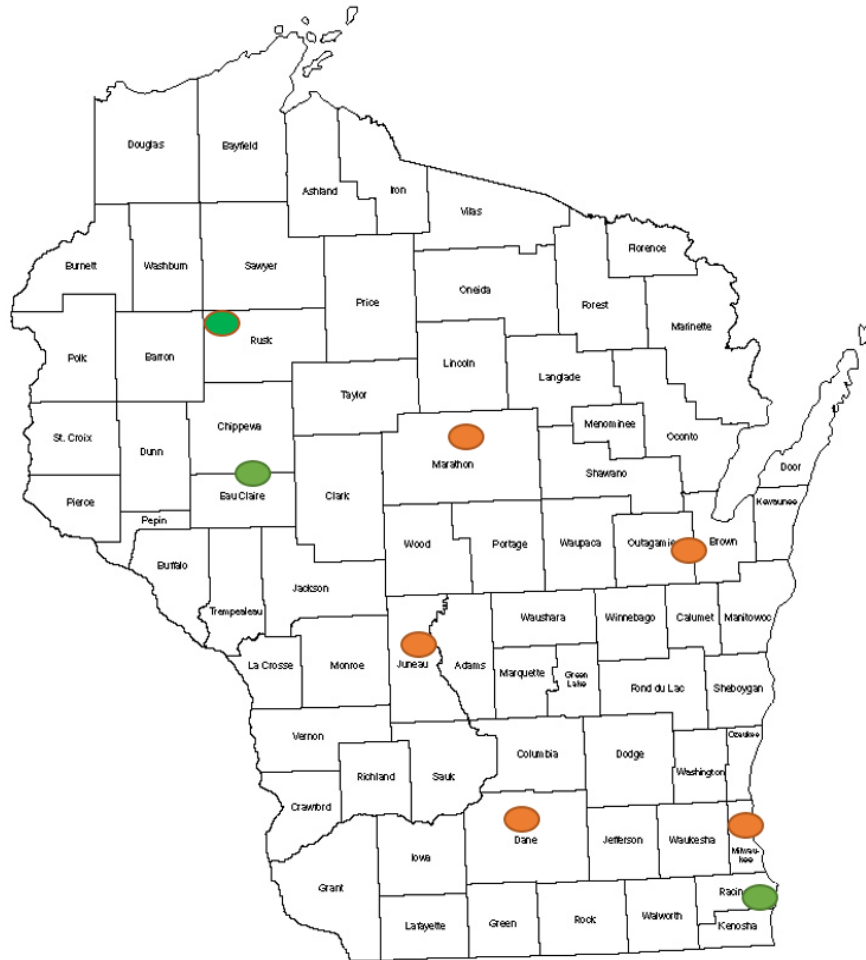


\$4.5 B REASONS TO FOCUS ON GSA SALES IN SEPTEMBER

Acquisition Hour Webinar

August 25, 2016





LOCATIONS:

- **Primary office – Milwaukee** - Technology Innovation Center
- **Staffed Satellite offices**
 - Madison** (FEED – Food Enterprise & Economic Development / MEC – Madison Enterprise Center)
 - Camp Douglas** (Juneau County Economic Development Corporation)
 - Wausau** (Wausau Region Chamber of Commerce)
 - Appleton** (Fox Valley Technical College)
- **Active Partnerships**
 - Racine** – LaunchBox
 - Eau Claire** - Western Dairyland
 - Ladysmith** – Indianhead Community Action

**GOVERNMENT
MANUFACTURING
CONFERENCE - SUPPORTING
THE FEDERAL DEFENSE
SUPPLY CHAIN - MAY 19 -
GREEN BAY, WI**

www.wispro.org

UPCOMING EVENTS

MAY 3 2018
INTERSECWI 2018
CAMP DOUGLAS, WI »

MAY 4 2018
MADISON NIGHT IN MILWAUKEE
MILWAUKEE, WI »

MAY 5 2018
FOR MANUFACTURERS: BECOMING A SUPPLIER TO
THE MILITARY AND THEIR PRIME CONTRACTORS
EAU CLAIRE, WI »

MAY 10 2018
ACQUISITION HOUR - THE GROWING NEED FOR
FEDERAL CONTRACTORS TO IMPROVE THEIR
COMPANY'S OVERALL CYBER-IQ

MAY 11 2018
ACQUISITION HOUR - IMPLEMENTING SMALL BUSINESS
SUBCONTRACTING PLAN AT YOUR COMPANY
WEBINAR »

CURRENT OPPORTUNITIES (7)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

GET STARTED

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

SIGN UP

HAVE A QUESTION? WE'RE HERE
TO HELP.

One of our staff of experts is available to answer your
questions.

GET HELP

GSA – tools to assist pro-active efforts

Marc N. Violante

August 25, 2016

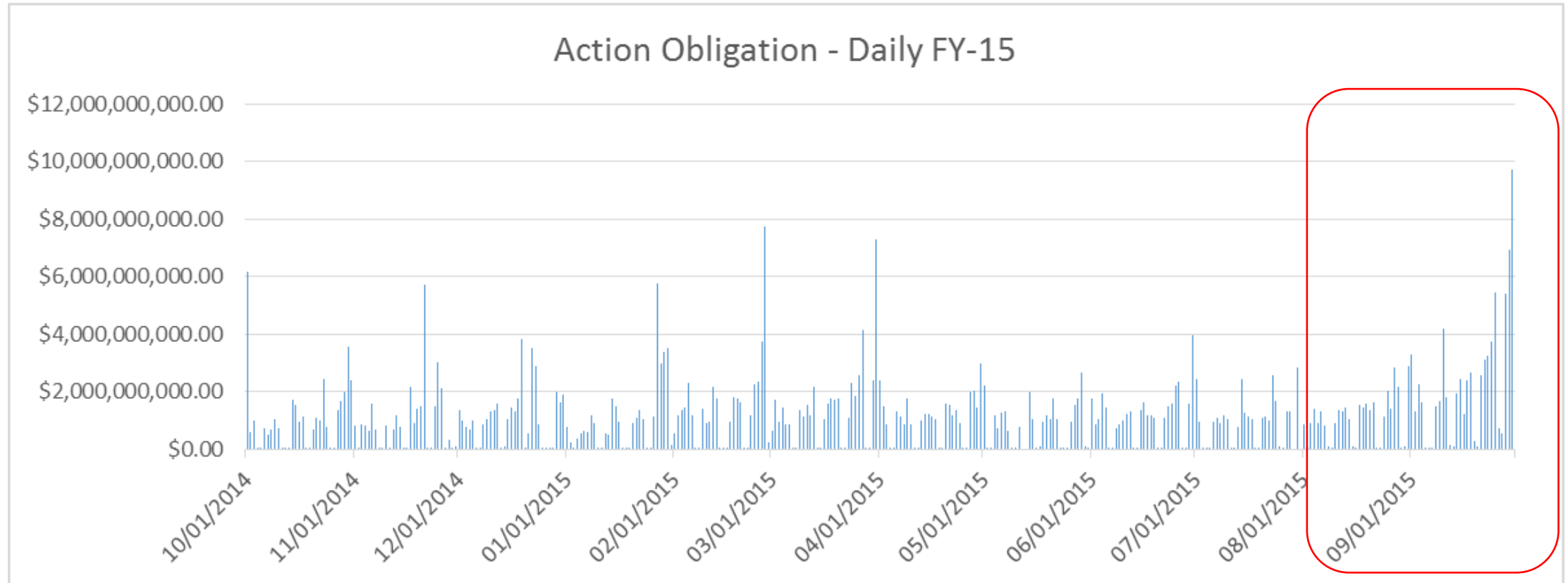
Understand your customer

- What they buy
- How they buy
 - FPDS data by NAICS (example)
- How competitive

Does history repeat itself

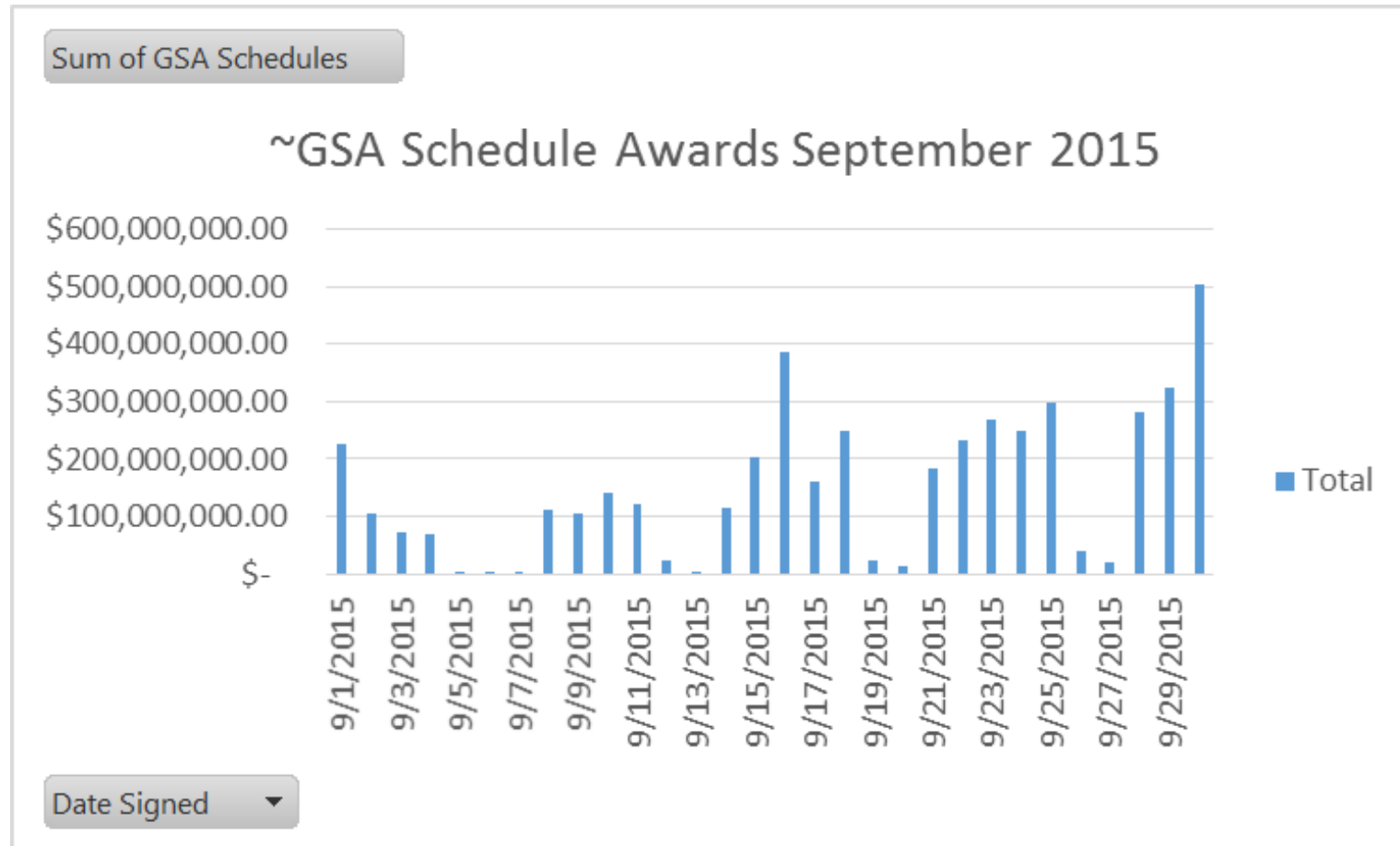
- Identifying last years
 - Sellers
 - Buyers
 - What was purchased?
 - When was it purchased?
 - How do the items fit in with the activities primary duties?

Daily awards



With some edits (4) to remove, extreme outliers that reduced the clarity of the overall dataset.

A hint at the future? – September 2016



Understand your competition

- Who do they sell to on GSA?
- Who do they sell to in the federal government?
- Do they have a niche market?

Competitor success

- Length of time holding a schedule
- “identical twin”
- Footprint – geographically
- Number of items
- Department / Agencies
- Use of strategic sales – price reduction

GSA award information

Last letters of contract number	Year awarded	Number of Years held
H	1998	19
J	1999	18
K	2000	17
L	2001	16
M	2002	15
N	2003	14
P	2004	13
R	2005	12
S	2006	11
T	2007	10
U	2008	9
V	2009	8
W	2010	7
X	2011	6
Y	2012	5
AA	2013	4
BA	2014	3
CA	2015	2
DA	2016	1

Search Results - Products

Found **104,838** products matching the following criteria.

Criteria: " gs02f0141p "

Sort by

Most relevant

Limit by price

Search within results

Find any of these words

GO



SLO404CT WHITE PAPER WATER CUPS

SLO404CT

\$142.30 CT



2-
F
Item is on sale

SLO404CT - 404CT - SOLO Cup Company - White Paper Water CupsWe res| govt@shoplet.com . Compatible: SLO 404CT . For sales support, quotes and

Mfr: SOLO CUP COMPANY

Contractor: SHOPLET.COM [GS-02F-0141P] (s)

DISAST
PURCH

Use available data/information

- NAICS
- PSC
- Description of Requirement
- Offers received
- Similarity in buying office
 - E.g. NAVFACS, VA clinics, etc

Details – compliance, keeping current



GSA Resources – take advantage of resources



U.S. General Services Administration

Marketing Your MAS Contract

Use of Logo

- **GSA Logo Policy**
- [Download GSA Logo](#)
- These GSA logos are available for customers and vendors by request. The GSA Advantage, GSA Contract, and GSA Schedule logos are the only logos approved for use by GSA contractors.
- Use of these designs does not eliminate the requirements that a contractor comply with the provisions of the General Services Administration Acquisition Regulation (GSAR) clause 552.203-71, Restrictions on Advertising. It is appropriate to use the designs in an advertisement directed to federal government contract users, provided that the advertisement does not state or imply that the product or service is endorsed or preferred by the government.

Critical

Update to date, accurate, quality text/pictures – do you need to mod your contract?

My Account | NSN Ordering | Get Quotes | Help | Register | Login

A service of the U.S. General Services Administration

Shop by Category | **Search** | Products | **Go** | Advanced |

Products

- Building & Industrial
- Electronics & Technology
- Facilities & Supplies
- Furniture & Furnishings
- Law Enforcement, Fire & Security
- Office Equipment
- Office Supplies
- Office Supplies & Equipment FSSI
- Scientific & Medical

Important changes coming to GSA Advantage

Email Verification

Learn More »

GSA Advantage! Online Shopping | GSA eBuy

1 2 3 4 5

Understand their systems & options

Advanced Search

Products Search **Services Search**

Search for: any the words in any product field [Fewer Terms](#) [More Terms](#) [S](#)

Category: All Categories
Sort: Most relevant
Display: 25 items
Minimum Order: -- show all --

Price more than \$ less than \$

Show only items with Photos Show only items that include shipping cost (Destination Pricing)

Limit Results to:

Green/Other

- Energy Star compliant items
- CPG compliant items
- WaterSense
- EPA Primary Metals Free
- S.N.A.P. Approved
- 508 Items with 508 information available
- HSPD-12 Certified
- FIPS 201 approved items
- BioPreferred
- FEMP Energy Efficient items
- Low VOC
- PRIME Program items
- EPEAT registered items
- NESHAP compliant
- Hazmat Item
- Governmentwide Strategic Solutions (GSS) items

Socio-economic

- Small business
- Service disabled veteran owned small business
- Veteran owned small business
- Woman owned business
- Women owned small business (WOSB)
- Economically disadvantaged women owned small business (EDWOSB)
- SBA-certified small disadvantaged business
- SBA-certified HUB Zone firm
- SBA-certified 8(a) firm

Temporary discount price –

Catalog Price	Y	Catalog/Commercial Price
GSA Price	Y	GSA Price
Temp Price	N	Temporary discount price – must be lower than GSA price
Effective Date From	N	Temporary discount start date – required if temp price is entered
Effective Date To	N	Temporary discount end date – required if temp price



SLO404CT WHITE PAPER WATER CUPS 🌐

SLO404CT

\$142.30 CT



SLO404CT - 404CT - SOLO Cup Company - White Paper Water Cups We res|
govt@shoplet.com . Compatible: SLO 404CT . For sales support, quotes and

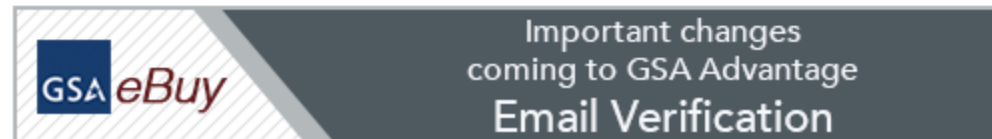
Mfr: SOLO CUP COMPANY

Contractor: SHOPLET.COM [GS-02F-0141P] (s)

DISAST
PURCH

E-buy

Government Buyers Please enter your GSA Advantage! Membership User ID and Password.	GSA Contractors Please enter your Contract number and Password as provided by the Vendor Support Center.
<p>User ID <input type="text"/></p> <p>Password <input type="password"/></p> <p>▶ Login</p>	<p>Contract Number <input type="text"/> (Example: GS99F9999F, V123P1234A, or GS00T07NSD1234)</p> <p>Password <input type="password"/></p> <p>▶ Login</p>
<p>▶ Register for a User ID and Password</p> <p>▶ I Forgot my User ID and/or Password.</p>	<p>▶ Forgot Your Password?</p> <p>Please contact the VSC at 1-877-495-4849 or e-mail us at vendor.support@gsa.gov.</p>



ASAP– GSA Advantage Spend Analysis Program

Welcome to ASAP

Welcome to the GSA Advantage Spend Analysis Program (ASAP). ASAP is a centralized reporting tool designed to give authorized users access to GSA Advantage sales and statistical data. Reports are designed to return data results based on user determined report time period (i.e. dates), procurement tools (i.e. schedules or stock) and additional criteria (i.e. socioeconomic factors).

Federal Agencies <i>Please enter your GSA Advantage! User ID and Password (GSA Associates log in here)</i>	Multiple Award Schedule Contractors <i>Please enter your Contract # and VSC Password</i>
<p>User ID <input type="text"/></p> <p>Password <input type="password"/></p> <p>▶ Login</p>	<p>Contract Number <input type="text"/></p> <p>(Example: GS99F9999F or V123P1234A)</p> <p>Password <input type="password"/></p> <p>▶ Login</p>
<p>▶ Register for a User ID and Password</p> <p>▶ I Forgot my User ID and/or Password.</p>	<p>▶ Forgot Your Password? Please contact the VSC at 1-877-495-4849 or e-mail us at vendor.support@gsa.gov.</p> <p>To register electronically, Click Here</p>

ASAP – typical information

The screenshot shows the GSA Advantage Spend Analysis Program (ASAP) interface. The page title is "GSA Advantage Spend Analysis Program (ASAP)". The breadcrumb trail is "ASA Home | Report Creation Page | GSA Advantage | Help | Logout". The browser address bar shows "1 / 1+ Main Report" and "100%". The main heading is "AGENCY SPEND REPORT". Below this, the report date range is "Fiscal: 2008 Qtr: 1". The additional criteria section is empty. The report totals table is as follows:

Report Totals:	GSA Global Supply \$	Total MAS \$	AAC	Purchase Card
	\$173,637.61	\$193,994.50	\$88,621.04	\$279,011.07

Below the table, there is a link: "Click here to sub-divide by bureau".

Callouts in the image point to the following features:

- Print Report
- Show / Hide Navigation
- Page Navigation
- View Main Report or Report by Bureau
- Search
- Change Report Size
- Export Report

Image copied from: <https://www.asap.gsa.gov/asap/jsp/common/ASAPHelpBuild.jsp>, visited Aug 25, 2016

E-mall

- DOD EMALL shifts the acquisition paradigm away from repetitive small purchases to establishment of broad contractual arrangements that allow the Government Purchase Card (GPC) and Military Standard Requisitioning and Issue Procedures (MILSTRIP) customers to place delivery orders against established contract vehicles. This strategy enables the DOD and supplier to leverage the Department's buying power through volume discounts and streamline the procurement process for commercial items.

Email – data example

Date of Transaction	Jul/29/2016
NSN	
Supplier Name	Shoplet.comShoplet.com
LTA Business Size	Small Business
Catalog Nbr (Supplier Part Nbr)	SAN1753179
Contract Type	Commercial Supplier
Manufacturer	SHARPIE
Mfr Part Number	SAN1753179
Product Name	Retractable Pen
Contract Number	GS02F0141P
Catalog Owner (ICP Id)	GSA
Department	DoD
Service Agency	Army
Payment Method	Credit card
Icon Information	
ENACS	
Unit Of Measure	EA
Unit Price	\$3.03
Order Quantity	17
Aggregate Line Price	\$51.51

1 line of 16,716 reported for the week including July 29, 2016 (Friday)

Spend total = \$10,982,424.15 for the week

FedMall – launch 18 July 2016

- The strategic approach of this communication campaign plan centers on the transition from DOD EMALL to FedMall, while supporting stakeholders and customers through the various phases of the transition.

Eligible Users

- ADM 4800
 - Executive Agencies
 - Other Eligible User
 - International Organizations and Others Determined Eligible under Section 607 of the Foreign Assistance Act

Are you exploring all of your opportunities?


Eligible Users - examples

- (c) 1122 Program. 10 U.S.C. § 381 allows for the purchase of equipment suitable for counter-drug, homeland security, and emergency response activities through the U.S. Department of Defense. GSA maintains the catalog of available products under this program.
- (d) Public Health Emergencies. State, local, territorial, and tribal governments may access Federal Supply Schedules as authorized users for goods and services when expending Federal grant funds in response to Public Health Emergencies (PHE) declared by the Secretary of Health and Human Services under section 319 of the Public Health Services Act, codified at 42 U.S.C. § 247d.

Eligible Users – examples (2)

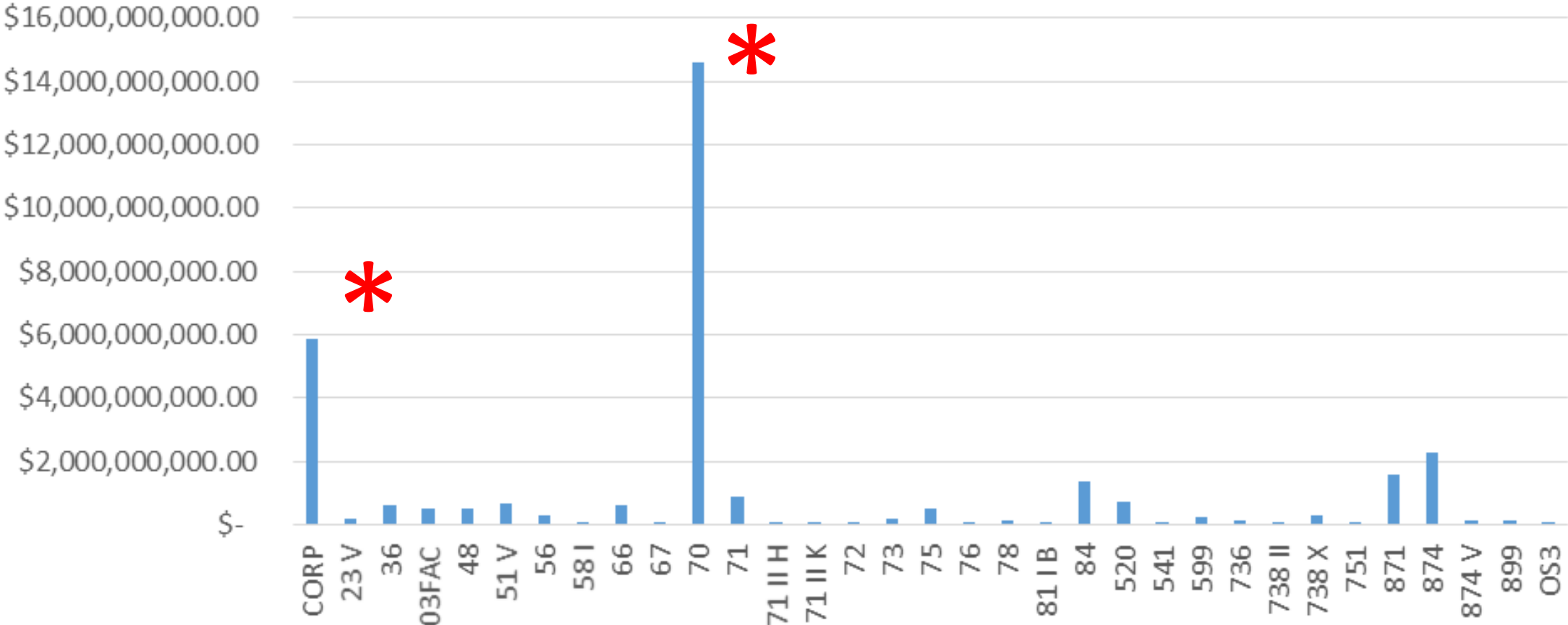
- (1) Certain institutions. The following activities are eligible to use GSA sources of supply and services and are listed in Appendix B:
 - (a) Howard University (20 U.S.C. § 130)
 - (b) Gallaudet University (20 U.S.C. § 4362)
 - (c) National Technical Institute for the Deaf, (20 U.S.C. § 4362) and
 - (d) American Printing House for the Blind (20 U.S.C. § 106).

SSQ – URL: ssq.gsa.gov

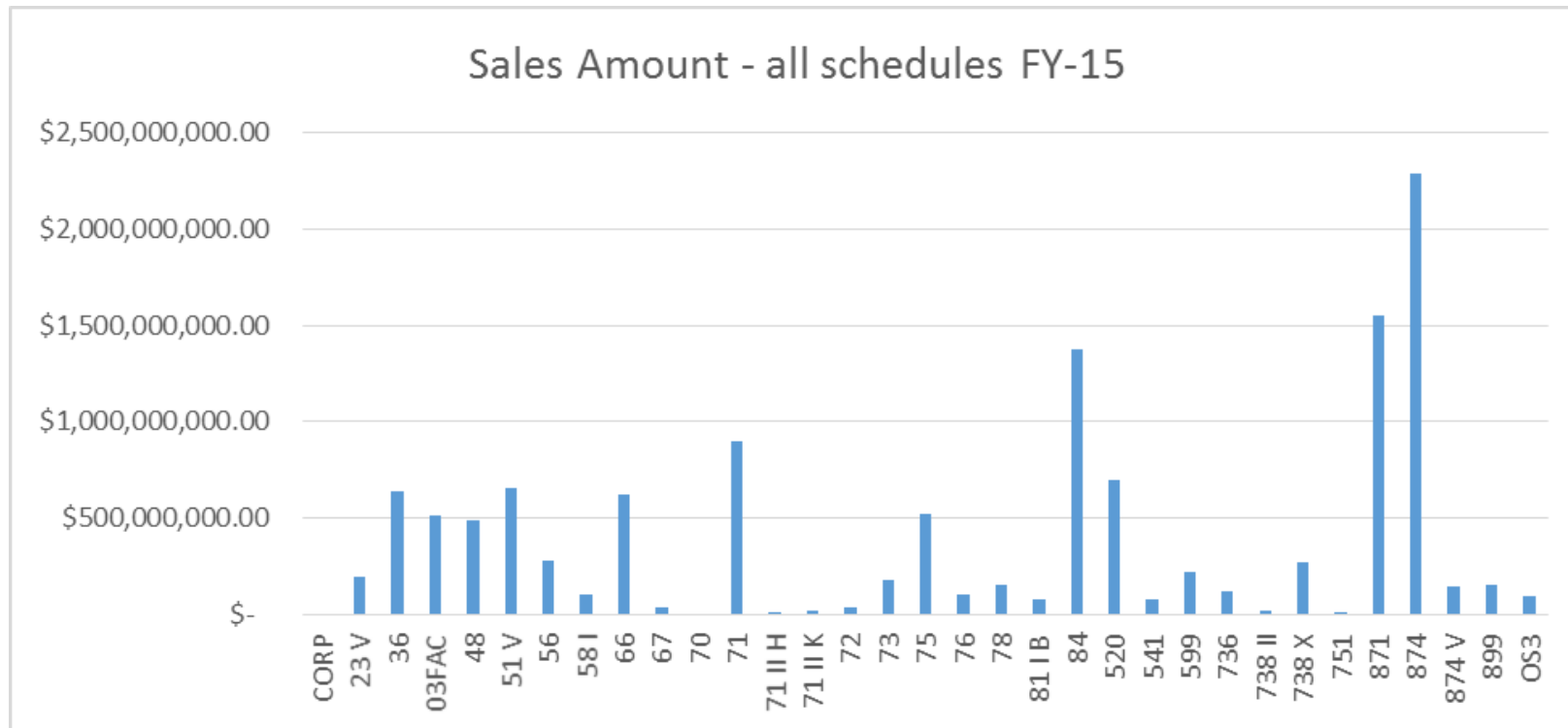
- 12 Reports 
- Basic query – report selection
- May differ from FPDS
- Vendor Input Data via quarterly 72A report
- Compiling data for multiple SINS
- Identifying market strengths
 - Competitor

1. All Schedules by Fiscal Year
2. All Schedules by all Available Fiscal Years
3. SIN & Schedule Totals by Fiscal Year
4. All Contract Sales by Schedule by Fiscal Year
5. Schedule Sales Grand Total by Quarter by Fiscal Year
6. Total for All Quarters by Contractor by Fiscal Year
7. Total by Quarter & SIN by Contract Number and Fiscal Year
8. Total for Each Quarter for a Specific SIN by Fiscal Year
9. Total by Quarter & Contract for a Specific Contractor and Fiscal Year
10. Total by Contractor for a Specific Schedule and Fiscal Year
11. All Sales by Fiscal Year for a Specific SIN Number
12. All Contractors by Schedule by Business Size by NAICS Code

Sales Amount - all schedules FY-15



Schedule sales without (70 and CORP)



SSQ – steps 1 & 2

Not required

1

SSQ Menu Items
[Create Report](#)
[Privacy Statement](#)
[FAQ](#)
[Online FeedBack](#)
[Contact Us](#)
[Useful Links](#)
[VSC Home](#)
[SSQ Home](#)

Schedule Sales Query Rep

Step 1 of 3

Your Name:

Your Company Name:

Your E-mail Address:

Your Telephone No:

This information
If you do not wis
Please see our [p](#)

2

SSQ – select report

Schedule Sales Query Report Generation System

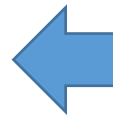
Step 2 of 3

We have various report formats from which to choose. Please see the *examples* of each report to determine which one will suit your needs. Please select the type of report you want to view.

- 1. All Schedules by Fiscal Year
- 2. All Schedules by all Available Fiscal Years
- 3. SIN & Schedule Totals by Fiscal Year
- 4. All Contract Sales by Schedule by Fiscal Year
- 5. Schedule Sales Grand Total by Quarter by Fiscal Year
- 6. Total for All Quarters by Contractor by Fiscal Year
- 7. Total by Quarter & SIN by Contract Number and Fiscal Year
- 8. Total for Each Quarter for a Specific SIN by Fiscal Year
- 9. Total by Quarter & Contract for a Specific Contractor and Fiscal Year
- 10. Total by Contractor for a Specific Schedule and Fiscal Year
- 11. All Sales by Fiscal Year for a Specific SIN Number
- 12. All Contractors by Schedule by Business Size by NAICS Code

[View Example](#)

[Generate Report](#)



Select Fiscal Year and SIN

Report Selected
Your Report Selection: **All Sales by Fiscal Year for a Specific SIN**

Fiscal Year: 852 7BP
852 7RC
852 99
SIN #: 852 99BP
852 99RC
87 5 STYLE
87 STYLE
871 1
871 100
871 100BP
871 100RC
871 1RC
871 2
871 200
871 200RC
871 201
871 201RC
871 202
871 202BP
871 202RC
871 203
871 203BP

[Proceed to Step](#)

Important Report Information!
This report will open in an **MS Excel** format in your browser for you to view.

Instructions:
Click [File](#) in the upper left hand corner, Choose [Save As](#) once the window opens, choose [Excel Workbook \(.xls\)](#). Choose an area you wish to save the file in and click [Save](#).

Microsoft Excel 97 Viewer
This stand-alone program that is available from Microsoft, free of charge, will allow you to view, copy, zoom, and print Microsoft Excel 97 and Microsoft Excel 2000 files (Microsoft Excel versions 2.0 and greater are also supported). [Download Microsoft Excel 97 Viewer](#)

To download this file use the following instructions:
Click [File](#), choose [Excel Workbook \(.xls\)](#). Choose an area you wish to save the file in and click [Save](#).

Microsoft Excel 97 Viewer to view, copy, zoom, and print Microsoft Excel versions 2.2a and greater for the Macintosh

Proceed to Step 3

Report Selected

Your Report Selection: **All Sales by Fiscal Year for a Specific SIN**

Fiscal Year: 2015 ▼

SIN #: 871 1 ▼

[Proceed to Step 3](#)

Important Report Information!
This report will open in an **MS Excel** format in your browser for you to view. Once viewed and you wish to download this file use the following instructions:
Instructions:
Click [File](#) in the upper left hand corner, Choose [Save As](#) once the window pops up look for [Save as Type](#), choose [Excel Workbook \(.xls\)](#). Choose an area you wish to save the file in and click [Save](#).

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](#)

Proceed to final step

Report Information

Your Report Selection: **All Sales by Fiscal Year for a Specific SIN**

Fiscal Year: 2015

The report selected is for **SIN: 871 1** under **Schedule: CORP** if this information is correct please use the button below to continue. If this information is incorrect or you do not agree with the **Disclaimer** please cancel your request below.

Important Report Information!

This report will open in an **MS Excel** format in your browser for you to view. Once viewed and you wish to download this file use the following instructions:

Instructions:

Click **File** in the upper left hand corner, Choose **Save As** once the window pops up look for **Save as Type**, choose **Excel Workbook (.xls)**. Choose an area you wish to save the file in and click **Save**. Once the file is saved to your pc open **MS Excel** click **file --> open** and choose your file.

Schedule Sales Query Disclaimer Notice

The Federal Supply Service makes no guarantees of any kind with regard to the accuracy of the sales information since it is input directly by the contractor. All files and materials are supplied "**AS IS**".

The Federal Supply Service shall not be held liable for errors contained herein, or for lost profits, lost opportunities, consequential or incidental damages incurred as a result of acting on information, or the operation of any data files, included in this site.

[Proceed to the Final Step](#)

[Cancel Requested Report](#)

Download – no sorting

A	B	C	D
Company Name	Contract Number	Total Sales	
RUSSELL PLANNING AND ENGINEERING	GS10F0009W	0	
AIA ENGINEERS, LTD.	GS10F0010W	0	
VICTORY SOLUTIONS, INC.	GS10F0011U	107332	
NELSON ENGINEERING CO.	GS10F0011V	0	
BOECORE, INC.	GS10F0012W	0	
SYSTEMS PRODUCTS AND SOLUTIONS,	GS10F0015W	2393968	
WALTONEN ENGINEERING, INC.	GS10F0017Y	204910	
AEGIS TECHNOLOGIES GROUP, INC.,	GS10F0019U	8178066	
SPACEWORKS ENTERPRISES INC	GS10F0021Y	0	
INFOZEN, LLC	GS10F0023T	0	
QUALIS CORPORATION	GS10F0025U	0	
SHARMA & ASSOCIATES INC	GS10F0027T	0	
GAUSS MANAGEMENT RESEARCH AND EN	GS10F0028W	0	
DECIBEL RESEARCH, INC	GS10F0029Y	352767	
VISION CENTRIC INC.	GS10F0034U	0	
TECHSOURCE, INC.	GS10F0038Y	6597125	
RADIANTBLUE TECHNOLOGIES, INC.	GS10F0046V	0	
WHITNEY, BRADLEY & BROWN INC.	GS10F0050Y	0	
DELTA SOLUTIONS & STRATEGIES, LL	GS10F0057Y	0	

Last letters of contract number	Year awarded	Number of Years held
H	1998	19
J	1999	18
K	2000	17
L	2001	16
M	2002	15
N	2003	14
P	2004	13
R	2005	12
S	2006	11
T	2007	10
U	2008	9
V	2009	8
W	2010	7
X	2011	6
Y	2012	5
AA	2013	4
BA	2014	3
CA	2015	2
DA	2016	1

SIN summary statistics

- SIN title: Strategic Planning for Technology Programs/Activities
- GSA Schedule: [00CORP](#) The Professional Services Schedule (PSS) - The Professional Services Schedule (PSS) enables Federal agencies to procure a wide variety of professional services using a single Schedule contract.
- Total value: \$ 334,904,004.00
- Number of contracts: 416
- Number of contracts with awards: 152 (20% = 30.4)
- Top 31 companies = 84.23% total SIN value (Pareto 20-80)

SSQ example – report 11, SIN 871 1 – FY15

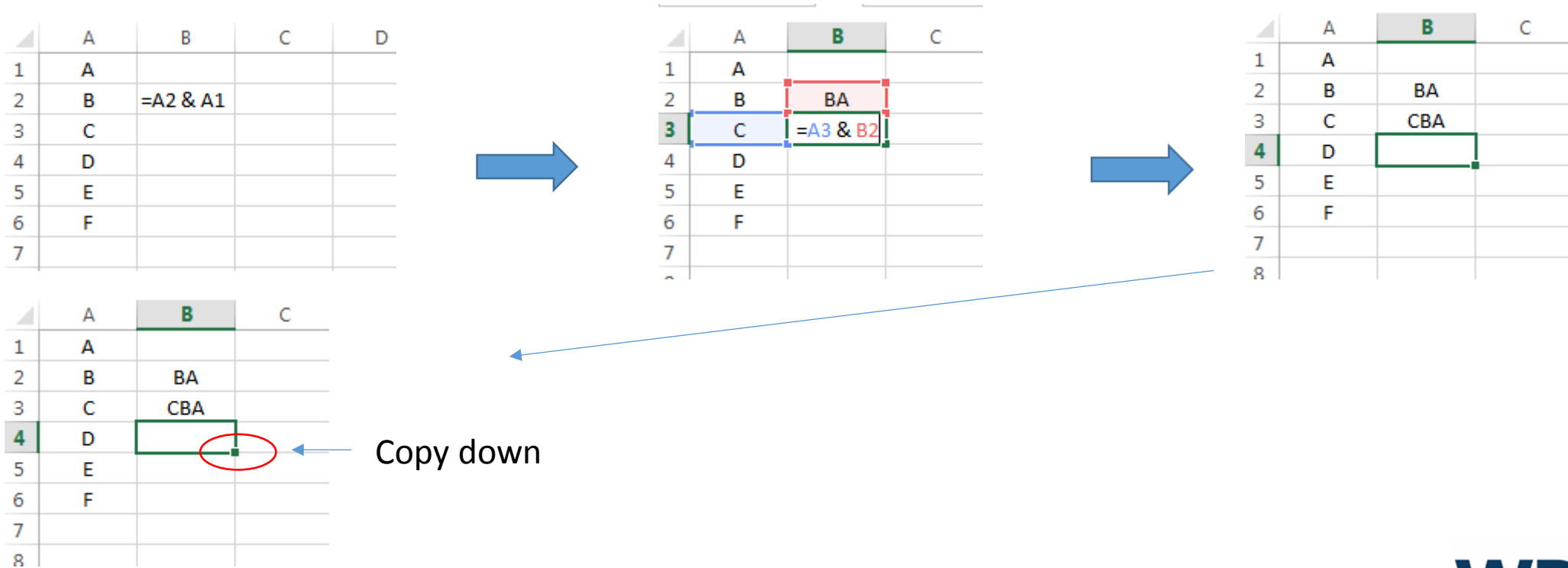
Company Name	Contract Number	Total Sales
RUSSELL PLANNING AND ENGINEERING	GS10F0009W	\$ -
AIA ENGINEERS, LTD.	GS10F0010W	\$ -
VICTORY SOLUTIONS, INC.	GS10F0011U	\$ 107,332.00
NELSON ENGINEERING CO.	GS10F0011V	\$ -
BOECORE, INC.	GS10F0012W	\$ -
SYSTEMS PRODUCTS AND SOLUTIONS,	GS10F0015W	\$ 2,393,968.00
WALTONEN ENGINEERING, INC.	GS10F0017Y	\$ 204,910.00
AEGIS TECHNOLOGIES GROUP, INC.,	GS10F0019U	\$ 8,178,066.00
SPACEWORKS ENTERPRISES INC	GS10F0021Y	\$ -
INFOZEN, LLC	GS10F0023T	\$ -
QUALIS CORPORATION	GS10F0025U	\$ -
SHARMA & ASSOCIATES INC	GS10F0027T	\$ -
GAUSS MANAGEMENT RESEARCH AND EN	GS10F0028W	\$ -
DECIBEL RESEARCH, INC	GS10F0029Y	\$ 352,767.00
VISION CENTRIC INC.	GS10F0034U	\$ -
TECHSOURCE, INC.	GS10F0038Y	\$ 6,597,125.00
RADIANTBLUE TECHNOLOGIES, INC.	GS10F0046V	\$ -
WHITNEY, BRADLEY & BROWN INC.	GS10F0050Y	\$ -
DELTA SOLUTIONS & STRATEGIES, LL	GS10F0057Y	\$ -

SSQ example – report 11, SIN 871 1 – FY15

Company Name	Contract Number	Total Sales
RUSSELL PLANNING AND ENGINEERING	GS10F0009W	\$ -
AIA ENGINEERS, LTD.	GS10F0010W	\$ -
VICTORY SOLUTIONS, INC.	GS10F0011U	\$ 107,332.00
NELSON ENGINEERING CO.	GS10F0011V	\$ -
BOECORE, INC.	GS10F0012W	\$ -
SYSTEMS PRODUCTS AND SOLUTIONS,	GS10F0015W	\$ 2,393,968.00
WALTONEN ENGINEERING, INC.	GS10F0017Y	\$ 204,910.00
AEGIS TECHNOLOGIES GROUP, INC.,	GS10F0019U	\$ 8,178,066.00
SPACEWORKS ENTERPRISES INC	GS10F0021Y	\$ -
INFOZEN, LLC	GS10F0023T	\$ -
QUALIS CORPORATION	GS10F0025U	\$ -
SHARMA & ASSOCIATES INC	GS10F0027T	\$ -
GAUSS MANAGEMENT RESEARCH AND EN	GS10F0028W	\$ -
DECIBEL RESEARCH, INC	GS10F0029Y	\$ 352,767.00
VISION CENTRIC INC.	GS10F0034U	\$ -
TECHSOURCE, INC.	GS10F0038Y	\$ 6,597,125.00
RADIANTBLUE TECHNOLOGIES, INC.	GS10F0046V	\$ -
WHITNEY, BRADLEY & BROWN INC.	GS10F0050Y	\$ -
DELTA SOLUTIONS & STRATEGIES, LL	GS10F0057Y	\$ -

Format Contract numbers for FPDS

= “ ’ ” & Contract number & “ ’ ” , new contract number = ‘Contract number’,



Partial example – intermediate results

'GS23F0025K',									
'GS10F0108X',	'GS10F0108X',	'GS23F0025K',							
'GS23F0134L',	'GS23F0134L',	'GS10F0108X',	'GS23F0025K',						
'GS23F0207P',	'GS23F0207P',	'GS23F0134L',	'GS10F0108X',	'GS23F0025K',					
'GS23F0008K',	'GS23F0008K',	'GS23F0207P',	'GS23F0134L',	'GS10F0108X',	'GS23F0025K',				
'GS23F0090P',	'GS23F0090P',	'GS23F0008K',	'GS23F0207P',	'GS23F0134L',	'GS10F0108X',	'GS23F0025K',			
'GS23F0207L',	'GS23F0207L',	'GS23F0090P',	'GS23F0008K',	'GS23F0207P',	'GS23F0134L',	'GS10F0108X',	'GS23F0025K',		
'GS23F0146R',	'GS23F0146R',	'GS23F0207L',	'GS23F0090P',	'GS23F0008K',	'GS23F0207P',	'GS23F0134L',	'GS10F0108X',	'GS	
'GS10F0142W',	'GS10F0142W',	'GS23F0146R',	'GS23F0207L',	'GS23F0090P',	'GS23F0008K',	'GS23F0207P',	'GS23F0134L',	'G	

Selecting the Advanced Filter

Add Filter: In this section add a new filter to this report. Advanced

Attribute Filter | Metric Filter

Create attribute filter by selecting an attribute, the filter condition and attribute values.

For

[Select other attributes...](#) [Add](#) [X](#)

[Select attribute values...](#)
[Select global variable as value...](#)
[Manually enter a value...](#)

Add Filter: In this section add a new filter to this report. Basic

Attribute Filter | Metric Filter

If you edit the SQL for this filter, you will no longer be able to modify it in Basic mode.

7	8	9	/	AND
4	5	6	*	OR
1	2	3	-	(
0	.	=	+)

Restrict removal of this filter from report.



Adding/formatting criteria

Add Filter: In this section add a new filter to this report.

Attribute Filter | Metric Filter

If you edit the SQL for this filter, you will no longer be able to modify it in Basic mode.

7	8	9	/	AND
4	5	6	*	OR
1	2	3	-	(
0	.	=	+)

```
{ADH_AWARD_AWARDIDV_V.REF_IDV_PIID} IN ('GS23F0240S','GS23F0382K','GS23F0321N','GS23F0291P','GS23F0345K','GS23F0374K','GS23F0343N','GS10F0291T','GS23F0077P','GS23F0064K','GS23F0011L','GS23F0229M','GS23F0107J','GS23F0039K','GS10F0038Y','GS23F0002L','GS23F0187P','GS23F0103K','GS10F0019U','GS23F0432P','GS23F0019N','GS23F0111N','GS10F0142W','GS23F0146R','GS23F0207L','GS23F0090P','GS23F0008K','GS23F0207P','GS23F0134L','GS10F0108X','GS23F0025K')
```

Restrict removal of this filter from report.



Note: add left parenthesis, paste contract numbers, remove, last comma and enter right parenthesis – then select “add” lower right side.

Filter added – partial view



Report Filters: This section displays the existing filters in this report.

Attribute Filters:

Enable progressive filtering

Date Signed only show values between  

and

Last Modified Date only show values between  

and

Referenced IDV PIID IN

('G S23F0240 S','G S23F0382K','G S23F0321N','G S23F0291P','G S23F0345K','G S23F0374K','G S23F0343N','G S10F0291T','G S23F0077P','G S23F0064K','G S23F0011L','G S23F0229M','G S2

Metric Filters:

None currently added, use the tools below to add metric filters.

Execute report

Last Modified Date only show values between " and "

Set Attribute Filters

Enable progressive filtering

The date signed is required criteria on all adhoc queries to ensure optimal response time for all users.
The maximum range allowed is 5 years.

Use 'MM/dd/yyyy' format.

For Date Signed only show values between and

[Select attribute values...](#) [Select attribute values...](#)
[Select global variable as value...](#) [Select global variable as value...](#)

The last modified date is required criteria on all adhoc queries to ensure optimal response time for all users.

Report results – then Export

New Report

Active filters

Send Export Highlighting Drill Charts Save Save As Edit

1 of 35

Contracting Agency Name	Contracting Office Name	Referenced IDV PIID	Date Signed	NAICS Code	NAICS Description	Product or Service Code	Product or Service Description	Principal Place of Performance State Code	Vendor Name	Action Obligation	Actions
CENTERS FOR DIS	DEPT OF HHS/CEN	GS23F0146R	10/09/2014	541330	ENGINEERING SER	R499	SUPPORT- PROFES	DC	WASHINGTON SAF	\$49,977.98	1
CENTERS FOR DIS	DEPT OF HHS/CEN	GS23F0146R	10/09/2014	541330	ENGINEERING SER	R499	SUPPORT- PROFES	GA	WASHINGTON SAF	-\$1,882.75	1
CENTERS FOR DIS	DEPT OF HHS/CEN	GS23F0146R	10/23/2014	541330	ENGINEERING SER	R499	SUPPORT- PROFES	PA	WASHINGTON SAF	\$324,249.64	1
CENTERS FOR DIS	DEPT OF HHS/CEN	GS23F0146R	11/05/2014	541330	ENGINEERING SER	R499	SUPPORT- PROFES	DC	WASHINGTON SAF	\$16,700.00	1
CENTERS FOR DIS	DEPT OF HHS/CEN	GS23F0146R	11/07/2014	541330	ENGINEERING SER	R499	SUPPORT- PROFES	WV	WASHINGTON SAF	\$8,287.50	1
CENTERS FOR DIS	DEPT OF HHS/CEN	GS23F0146R	11/19/2014	541330	ENGINEERING SER	R499	SUPPORT- PROFES	OH	WASHINGTON SAF	\$55,250.00	1
CENTERS FOR DIS	DEPT OF HHS/CEN	GS23F0146R	11/21/2014	541330	ENGINEERING SER	R499	SUPPORT- PROFES	GA	WASHINGTON SAF	\$0.00	1
CENTERS FOR DIS	DEPT OF HHS/CEN	GS23F0146R	11/24/2014	541330	ENGINEERING SER	R499	SUPPORT- PROFES	GA	WASHINGTON SAF	\$347,514.64	2

Who uses this SIN?

Contracting Agency Name	Total
CENTERS FOR DISEASE CONTROL AND PREVENTION	\$ 2,449,724.08
CONSUMER FINANCIAL PROTECTION BUREAU	\$ -
DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)	\$ (1,215,306.16)
DEPT OF THE AIR FORCE	\$ 31,343,798.17
DEPT OF THE ARMY	\$ 24,834,680.94
DEPT OF THE NAVY	\$ 14,878,006.86
ENERGY, DEPARTMENT OF	\$ 9,528,467.97
ENVIRONMENTAL PROTECTION AGENCY	\$ 5,042,976.76
FEDERAL ACQUISITION SERVICE	\$ 105,117,286.91
FEDERAL HIGHWAY ADMINISTRATION	\$ -
MARITIME ADMINISTRATION	\$ 18,123.00
MISSILE DEFENSE AGENCY (MDA)	\$ (238,541.61)
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$ 19,458,984.26
NATIONAL HIGHWAY TRAFFIC SAFETY ADMINISTRATION	\$ -
NATIONAL INSTITUTES OF HEALTH	\$ (6,573.19)
NATIONAL PARK SERVICE	\$ -
NUCLEAR REGULATORY COMMISSION	\$ 349,999.59
OFFICE OF JUSTICE PROGRAMS	\$ 1,330,000.00
OFFICE OF PROCUREMENT OPERATIONS	\$ 12,703,956.23
OFFICE OF THE ASSISTANT SECRETARY FOR ADMIN AND MANAGEMENT	\$ 420,000.00
PATENT AND TRADEMARK OFFICE	\$ -
PUBLIC BUILDINGS SERVICE	\$ 38,745.42
SECURITIES AND EXCHANGE COMMISSION	\$ (105,435.02)
U.S. COAST GUARD	\$ 1,834,151.30
WASHINGTON HEADQUARTERS SERVICES (WHS)	\$ 2,659,721.05
Grand Total	\$ 230,442,766.56

Sorted – use of this SIN

Contracting Office Name	Total
Sum of Action Obligation	
GSA/FAS ASSISTED AND EXPANDED ACQUISITION (R05)	\$ 41,873,447.46
GSA/FAS ASSISTED AND EXPANDED ACQUISITION (R11)	\$ 34,373,321.28
GSA/FAS ASSISTED ACQUISITION SERVICE DIVISION (R4)	\$ 28,349,926.16
GODDARD SPACE FLIGHT CENTER	\$ 18,913,979.54
W4MM USA JOINT MUNITIONS CMD	\$ 17,077,905.87
NATIONAL PROTECTION AND PROGRAMS ACQUISITION DIVISION	\$ 13,200,234.65
NAVAL RESEARCH LABORATORY	\$ 12,487,672.24
FA8802 HQ SMC PI PKE	\$ 10,638,509.43
FA8814 HQ SMC XR PKR	\$ 10,368,572.04
HEADQUARTERS PROCUREMENT SERVICES	\$ 7,338,832.53
Grand Total	\$ 194,622,

Sorted – we're interested in...

Contracting Office Name	Total
Sum of Action Obligation	
GSA/FAS ASSISTED AND EXPANDED ACQUISITION (R05)	\$ 41,873,447.46
GSA/FAS ASSISTED AND EXPANDED ACQUISITION (R11)	\$ 34,373,321.28
GSA/FAS ASSISTED ACQUISITION SERVICE DIVISION (R4)	\$ 28,349,926.16
GODDARD SPACE FLIGHT CENTER	\$ 18,913,979.54
W4MM USA JOINT MUNITIONS CMD	\$ 17,077,905.87
NATIONAL PROTECTION AND PROGRAMS ACQUISITION DIVISION	\$ 13,200,234.65
NAVAL RESEARCH LABORATORY	\$ 12,487,672.24
FA8802 HQ SMC PI PKE	\$ 10,638,509.43
FA8814 HQ SMC XR PKR	\$ 10,368,572.04
HEADQUARTERS PROCUREMENT SERVICES	\$ 7,338,832.53
Grand Total	\$ 194,622,401.20



How does September compare to the year?

Contracting Agency Name	12 Months	September
CENTERS FOR DISEASE CONTROL AND PREVENTION	\$ 2,449,724.08	\$ (12,301.08)
CONSUMER FINANCIAL PROTECTION BUREAU	\$ -	
DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)	\$ (1,215,306.16)	\$ (681,800.26)
DEPT OF THE AIR FORCE	\$ 31,343,798.17	\$ 1,648,450.48
DEPT OF THE ARMY	\$ 24,834,680.94	\$ 5,627,988.07
DEPT OF THE NAVY	\$ 14,878,006.86	\$ 4,022,550.00
ENERGY, DEPARTMENT OF	\$ 9,528,467.97	\$ 749,138.61
ENVIRONMENTAL PROTECTION AGENCY	\$ 5,042,976.76	\$ 170,882.79
FEDERAL ACQUISITION SERVICE	\$ 105,117,286.91	\$ 11,494,162.50
FEDERAL HIGHWAY ADMINISTRATION	\$ -	
MARITIME ADMINISTRATION	\$ 18,123.00	
MISSILE DEFENSE AGENCY (MDA)	\$ (238,541.61)	
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$ 19,458,984.26	\$ 147,081.33
NATIONAL HIGHWAY TRAFFIC SAFETY ADMINISTRATION	\$ -	
NATIONAL INSTITUTES OF HEALTH	\$ (6,573.19)	
NATIONAL PARK SERVICE	\$ -	
NUCLEAR REGULATORY COMMISSION	\$ 349,999.59	
OFFICE OF JUSTICE PROGRAMS	\$ 1,330,000.00	\$ 1,330,000.00
OFFICE OF PROCUREMENT OPERATIONS	\$ 12,703,956.23	\$ 13,143,434.65
OFFICE OF THE ASSISTANT SECRETARY FOR ADMIN AND MANAGEMENT	\$ 420,000.00	
PATENT AND TRADEMARK OFFICE	\$ -	
PUBLIC BUILDINGS SERVICE	\$ 38,745.42	
SECURITIES AND EXCHANGE COMMISSION	\$ (105,435.02)	
U.S. COAST GUARD	\$ 1,834,151.30	
WASHINGTON HEADQUARTERS SERVICES (WHS)	\$ 2,659,721.05	\$ 93,894.18
Grand Total	\$ 230,442,766.56	\$ 37,733,481.27

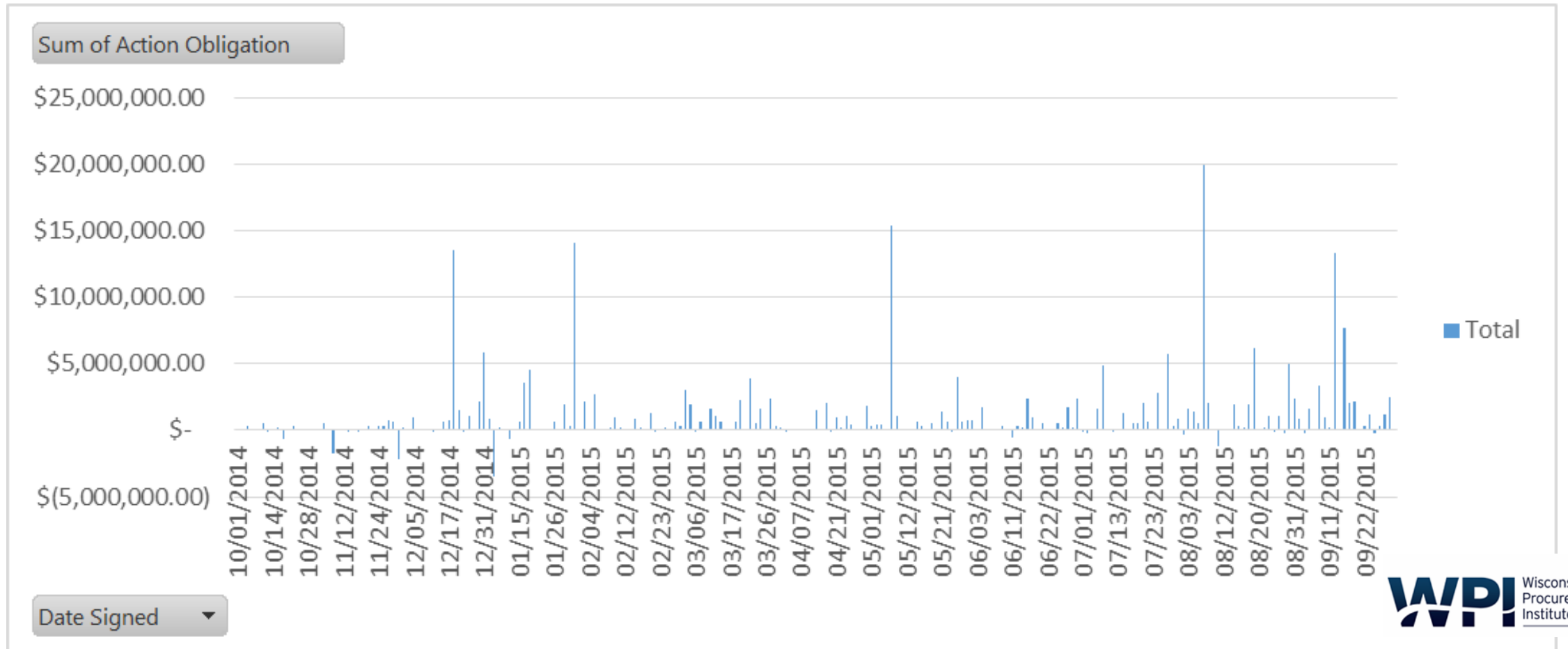
Looking beyond totals

Sum of Action Obligation		
Contracting Agency Name	Date Signed	Total
OFFICE OF PROCUREMENT OPERATIONS	11/17/2014	\$ -
	12/10/2014	\$ -
	12/19/2014	\$ 144,065.60
	12/22/2014	\$ -
	02/12/2015	\$ -
	02/21/2015	\$ (23,296.83)
	02/25/2015	\$ -
	03/25/2015	\$ -
	04/08/2015	\$ -
	05/15/2015	\$ -
	07/31/2015	\$ (562,022.58)
	08/13/2015	\$ 56,800.00
	08/25/2015	\$ (55,024.61)
09/14/2015	\$ 13,143,434.65	
OFFICE OF PROCUREMENT OPERATIONS Total		\$ 12,703,956.23
Grand Total		\$ 12,703,956.23

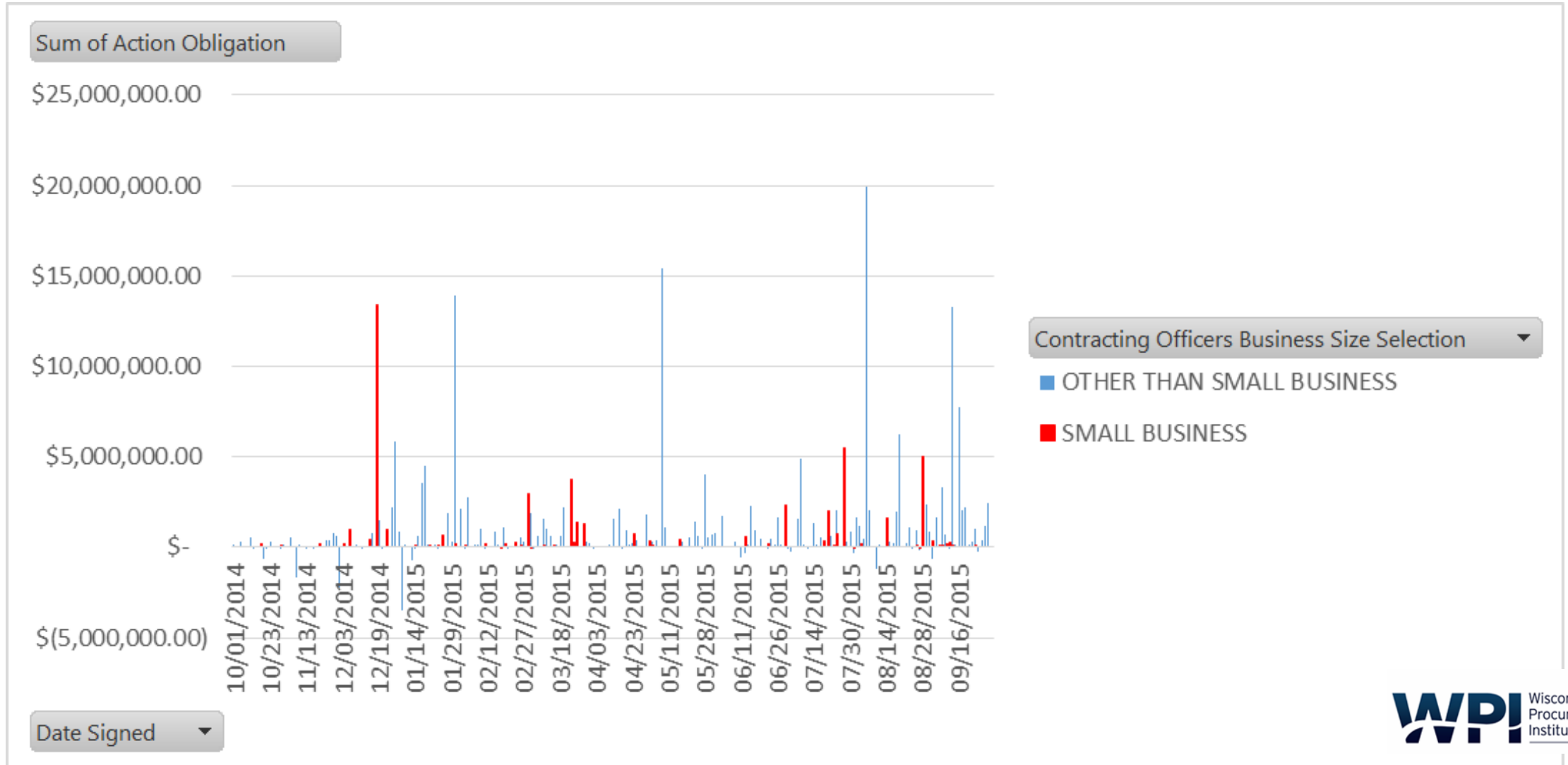
Small Business - overview

Data			
Contracting Officers Business Size Selection	Sum of Action Obligation	Sum of Action Obligation2	Sum of Actions
OTHER THAN SMALL BUSINESS	\$181,152,983.80	78.61%	704
SMALL BUSINESS	\$49,289,782.76	21.39%	93
Grand Total	\$230,442,766.56	100.00%	797

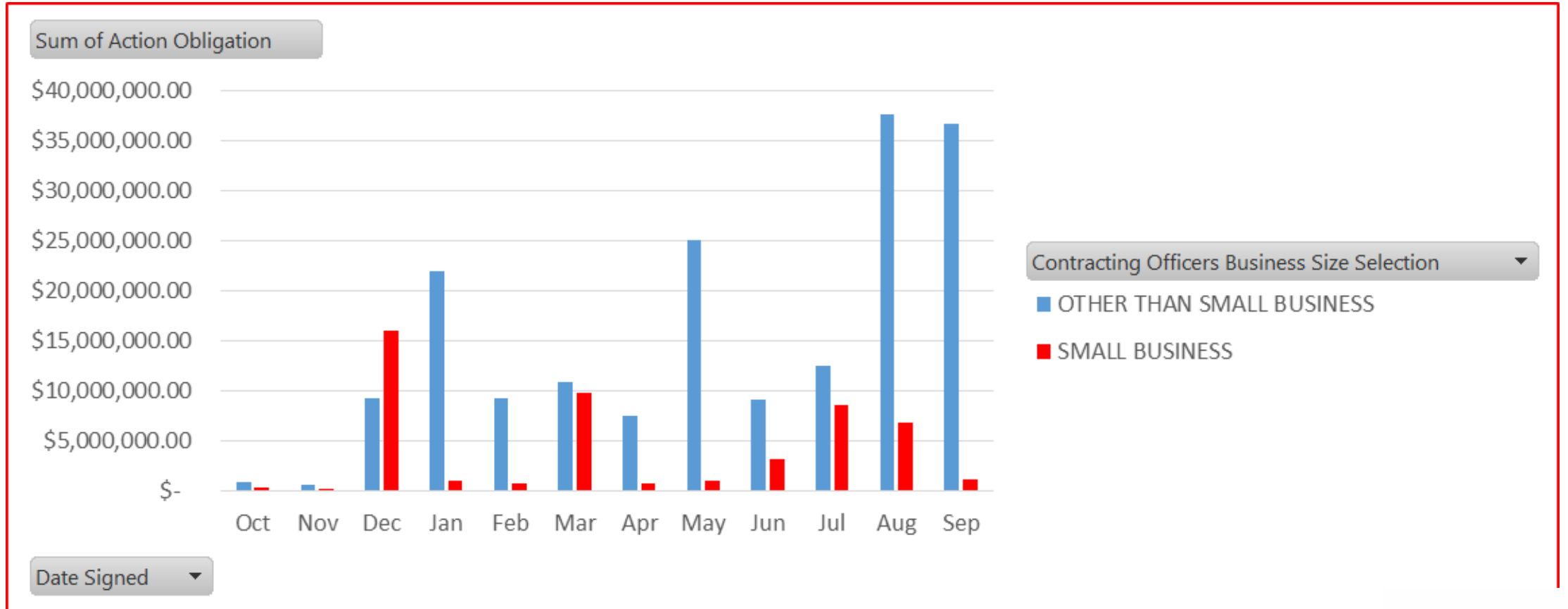
FY – 2015 activity (total)



Small Business activity



Awards by month



Competition – Other than small business

ABSG CONSULTING INC.	\$ 13,166,999.66
ALION SCIENCE AND TECHNOLOGY CORPORATION	\$ 3,838,392.54
ANALYTIC SERVICES INCORPORATED	\$ 605,681.04
BATTELLE MEMORIAL INSTITUTE	\$ 4,152,305.08
BOOZ ALLEN HAMILTON INC	\$ 60,049,212.18
CAMBER CORPORATION	\$ 1,890,571.40
CAS, INC.	\$ (112,549.48)
DYNETICS INC	\$ 273,843.26
ENGILITY CORPORATION	\$ 3,585,653.21
QUANTECH SERVICES INC.	\$ 4,980,620.77
RIVERSIDE RESEARCH INSTITUTE	\$ 17,767,438.39
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$ 14,676,246.64
STRATEGIC ANALYSIS INC	\$ 195,000.00
STRATEGIC ANALYSIS, INC.	\$ 600,500.00
TASC INCORPORATED	\$ 204,855.12
TASC, INC.	\$ 5,823,907.86
TECHNOLOGY SERVICE CORPORATION	\$ 11,584,298.51
URS PROFESSIONAL SOLUTIONS LLC.	\$ 997,460.07
WASHINGTON SAFETY MANAGEMENT SOLUTIONS LLC	\$ 1,515,805.26
WESTAR AEROSPACE AND DEFENSE GROUP INCORPORATED (1356)	\$ (56,061.44)
WYLE LABORATORIES, INC.	\$ 35,412,803.73
	\$ 181,152,983.80

Competition – small business


AERODYNE, INC.	\$ -
ANALYTICAL SERVICES, INC	\$ -
DECISIVE ANALYTICS CORPORATION	\$ (65,254.73)
FEMME COMP INCORPORATED	\$ 19,737,626.92
GENESIS ENGINEERING SOLUTIONS,	\$ 13,455,297.54
GENESIS ENGINEERING SOLUTIONS, INC.	\$ 5,458,682.00
INTUITIVE RESEARCH AND TECHNOL	\$ -
MCR FEDERAL, LLC	\$ -
MELE ASSOCIATES INCORPORATED	\$ 2,189,635.44
PROJECT ENHANCEMENT CORPORATION	\$ 5,391,751.74
QUANTECH SERVICES INC.	\$ (70,879.94)
QUANTUM RESEARCH INTERNATIONAL	\$ 608,990.46
QUANTUM RESEARCH INTERNATIONAL, INC.	\$ 267,672.75
TECHSOURCE, INC.	\$ 2,316,260.58
TORCH TECHNOLOGIES INC	\$
	\$ 49,289,78

Sorted – we’re interested in... let’s look

Contracting Office Name	Total
Sum of Action Obligation	
GSA/FAS ASSISTED AND EXPANDED ACQUISITION (R05)	\$ 41,873,447.46
GSA/FAS ASSISTED AND EXPANDED ACQUISITION (R11)	\$ 34,373,321.28
GSA/FAS ASSISTED ACQUISITION SERVICE DIVISION (R4)	\$ 28,349,926.16
GODDARD SPACE FLIGHT CENTER	\$ 18,913,979.54
W4MM USA JOINT MUNITIONS CMD	\$ 17,077,905.87
NATIONAL PROTECTION AND PROGRAMS ACQUISITION DIVISION	\$ 13,200,234.65
NAVAL RESEARCH LABORATORY	\$ 12,487,672.24
FA8802 HQ SMC PI PKE	\$ 10,638,509.43
FA8814 HQ SMC XR PKR	\$ 10,368,572.04
HEADQUARTERS PROCUREMENT SERVICES	\$ 7,338,832.53
Grand Total	\$ 194,622,401.20



Applying Contracting Office ID

 Add, these are unique




Sum of Action Obligation		
Contracting Office Name	Contracting Office ID	Total
☐ GSA/FAS ASSISTED AND EXPANDED ACQUISITION (R05)	BM000	\$ 41,873,447.46
☐ GSA/FAS ASSISTED AND EXPANDED ACQUISITION (R11)	BJ000	\$ 34,373,321.28
☐ GSA/FAS ASSISTED ACQUISITION SERVICE DIVISION (R4)	DB000	\$ 28,349,926.16
☐ GODDARD SPACE FLIGHT CENTER	GSFC0	\$ 18,913,979.54
☐ W4MM USA JOINT MUNITIONS CMD	W52P1J	\$ 17,077,905.87
☐ NATIONAL PROTECTION AND PROGRAMS ACQUISITION DIVISION	NPPD00	\$ 13,200,234.65
☐ NAVAL RESEARCH LABORATORY	N00173	\$ 12,487,672.24
☐ FA8802 HQ SMC PI PKE	FA8802	\$ 10,638,509.43
☐ FA8814 HQ SMC XR PKR	FA8814	\$ 10,368,572.04
☐ HEADQUARTERS PROCUREMENT SERVICES	00001	\$ 7,338,832.53
Grand Total		\$ 194,888,481.00

What's posted in FBO, what are they buying

Keyword / Solicitation #: [TIPS](#) Posted Date:

[+ Search by Agency, Set aside, State, and Type](#) [▶ Search by Classification, NAICS code, Recovery actions, and more](#)

1 - 20 of 119 Sort By Showing per page [1](#) | [2](#) | [3](#) | [4](#) | [5](#) | [6](#) »

Opportunity	Agency/Office/Location	Type / Set-aside	Posted On
 AWARD NOTICE CHESS_167927 70 – General purpose information technology equipment	Department of the Army National Guard Bureau USPFO for New Mexico	Award	Aug 24, 2016
 Street Signs and Assemblies W52P1J-16-T-AG13 63 – Alarm, signal & security detection equipment	Department of the Army Army Contracting Command ACC - RI (W52P1J)	Combined Synopsis/Solicitation (Modified) / Total Small Business	Aug 24, 2016
 13--AMMUNITION, 75MM THROUGH 125MM 13 – Ammunition & explosives	Department of the Army Army Contracting Command ACC - RI (W52P1J)	Award	Aug 24 2016


Top NAICS purchased (FY 15) W52P1J

NAICS Code	NAICS Description	Sum of Action Obligation
561210	FACILITIES SUPPORT SERVICES	\$2,233,136,415.47
332993	AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING	\$703,615,979.96
562211	HAZARDOUS WASTE TREATMENT AND DISPOSAL	\$469,326,351.71
332992	SMALL ARMS AMMUNITION MANUFACTURING	\$355,172,166.43
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$324,174,072.51
541330	ENGINEERING SERVICES	\$266,557,926.89
517110	WIRED TELECOMMUNICATIONS CARRIERS	\$172,442,506.35
541519	OTHER COMPUTER RELATED SERVICES	\$168,991,526.22
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$164,504,306.81
325920	EXPLOSIVES MANUFACTURING	\$106,248,294.73
Grand Total		\$4,964,169,547.08

What is purchased, by sub-sector – W52P1J

Row Labels	Sum of Action Obligation				
0	\$66,040,183.04				
325	\$211,377,520.39	Chemical manufacturing			
332	\$1,071,041,868.55	Fabricated Metal Product Manufacturing			
334	\$181,160,029.96	Computer and Electronic Product Manufacturing			
443	\$44,511,541.04	Electronics and Appliance Stores			
511	\$66,341,760.81	Publishing Industries (except Internet)			
517	\$234,618,018.40	Telecommunications			
541	\$1,109,549,930.29	Professional, Scientific, and Technical Services			
561	\$2,267,768,622.93	Administrative and Support Services			
562	\$479,096,275.24	Waste Management and Remediation Services			
Grand Total	\$5,731,505,750.65				

How they buy – W52P1J



Row Labels	Sum of Action Obligation
BOA	\$ -
BPA	\$ -
BPA CALL	\$ 31,261,698.58
DEFINITIVE CONTRACT	\$ 1,978,860,828.00
DELIVERY ORDER	\$ 3,928,150,875.99
IDC	\$ -
PURCHASE ORDER	\$ 31,475,417.90
Grand Total	\$ 5,969,748,820.47

IDV Sources – W52P1J

GSA Schedules



Row Labels		Sum of Sum of Action Obligation
DA	\$	180,917,237.76
Fa	\$	671,396.48
GS	\$	181,557,330.28
GS OTHER	\$	101,599,350.21
HC	\$	67,429.68
HHS	\$	16,288,662.48
HQ	\$	12,913,054.62
N00104	\$	105,945,607.77
NNG	\$	1,929,258.97
SP0600	\$	(15,707.43)
SP470	\$	151,918.48
SPE 600	\$	350,441.12
W15	\$	74,602,575.95
W52	\$	2,666,373,667.45
W56	\$	(640,182.89)
W81	\$	1,222,337.41
W91	\$	584,216,497.65
Grand Total	\$	3,928,150,875.99

Product Service Code (PSC/FSC) – W52P1J

Product or Service Code	Product or Service Description	Sum of Action Obligation
1305	AMMUNITION, THROUGH 30MM	\$ 601,544,246.17
7030	ADP SOFTWARE	\$ 184,683,437.12
D399	IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS	\$ 450,492,593.48
F108	ENVIRONMENTAL SYSTEMS PROTECTION- ENVIRONMENTAL REMEDIATION	\$ 477,125,778.21
J099	MAINT/REPAIR/REBUILD OF EQUIPMENT- MISCELLANEOUS	\$ 177,998,021.77
M159	OPER OF GOVT OTHER INDUSTRIAL BLDG	\$ 224,466,738.08
R408	SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT	\$ 234,685,000.60
R706	SUPPORT- MANAGEMENT: LOGISTICS SUPPORT	\$ 1,434,566,494.61
R799	SUPPORT- MANAGEMENT: OTHER	\$ 146,307,292.75
S216	HOUSEKEEPING- FACILITIES OPERATIONS SUPPORT	\$ 146,409,232.68
Grand Total		\$ 4,078,278,835.47

Description of Requirement – W52P1J

Row Labels	Sum of Action Obligation
12 MONTH EXTENSION UNDER CONTRACT W52P1J-07-D-0007-0004, AFGHANISTAN SOUTH AOR BASE LIFE SUPPORT SERVICES.	\$ 154,306,463.00
AWARD AN UNDEFINITE CONTRACT ACTION FOR A TWELVE MONTH EXTENSION FOR BASE LIFE SUPPORT SERVICES IN NORTH AFGHANISTAN. THE PERIOD OF PERFORMANCE IS 01 JULY 2015 TO 30 JUNE 2016. AWARD CHANGE ORDER.	\$ 348,964,693.50
CONTRACT FOR THE DESIGN, CONSTRUCTION, SYSTEMIZATION, OPERATION, AND CLOSURE OF THE PCAPP PROJECT TO DEMILITARIZE AND DISPOSE OF MUNITIONS CONTAINING MUSTARD AGENTS (HD AND HT) THAT ARE CURRENTLY STORED AT THE PUEBLO CHEMICAL DEPOT (PCD) IN COLORADO.	\$ 251,200,652.05
EXERCISE OPTION PERIOD THREE FOR CORE SERVICES AND C1 TOS SUPPORT. ALL CLINS WERE EVALUATED AND INCORPORATED INTO THE TASK ORDER VIA MODIFICATION 32. OPTION PERIOD THREE IS INCREMENTALLY FUNDED.	\$ 69,132,254.00
IGF::CL,CT::IGF	\$ 87,512,525.92
IGF::OT::IGF	\$ 389,581,340.93
K-BOSS EXERCISE OF 52.217-8 OPTION TO EXTEND SERVICES	\$ 220,404,523.00
LOGCAP IV SUPPORT OF OFS AFGHANISTAN NORTH - ADD FY15 FUNDING FOR 12 MONTH EXTENSION	\$ 91,557,997.00
LOGCAP IV SUPPORT OF OFS AFGHANISTAN-NORTH - ADD FY15 FUNDING AND DEFINITIZE UCA FOR 12 MONTH EXTENSION	\$ 214,768,111.50
THIS CONTRACT IS FOR THE DESIGN, CONSTRUCTION, SYSTEMIZATION, OPERATIONS AND CLOSURE OF THE BLUE GRASS CHEMICAL AGENT DESTRUCTION PILOT PLANT (BGCAPP). THE BGCAPP FACILITY WILL BE LOCATED AT THE BLUE GRASS ARMY DEPOT (BGAD) FOR THE PURPOSE OF DISPOSING OF THE CHEMICAL AGENT MUNITIONS STORED AT THAT SITE IN A SAFE AND ENVIRONMENTALLY RESPONSIBLE MANNER. THIS MODIFICATION PROVIDES ADDITIONAL FUNDING.	\$ 195,407.
Grand Total	\$ 2,022,835,751.90

Summary - thoughts

- SSQ provides “market basket” level information – a hint
- Advantage – competition, pricing and “market presence” # of items
- eBuy – the here and now, reactive posture
- FPDS –
 - Help to understand which elements of the government use specific GSA contracts/SINS
 - May permit a company to identify a close competitor (products/services) match and their customers
 - SSQ + Advantage + FPDS may help identify gaps in what is offered, or which customers/activities should be included in marketing-sales efforts

Upcoming WPI Events

- ***Acquisition Hour Live Webinar Series - Tuesdays and Wednesdays***
- ***Small Business Contracting Series – October 26, 2016, and November 17, 2016 – Milwaukee, WI***
- ***Fort McCoy Acquisition Open House – October 18, 2016 – Fort McCoy, WI***

questions?

Continuing Professional Education



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

Survey



For Assistance or Additional Information - Contact

Wisconsin Procurement Institute (WPI)
Marc Violante or Benjamin Blanc

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226
414-270-3600 or
marcv@wispro.org
benjaminb@wispro.org