

# FORECASTING

## FOR CONTRACTING OPPORTUNITIES



# HOW GOVERNMENT BUYS?

- Contracting Departments (internal)
  - DLA & other internal sub-agencies
- Contracting Agencies (external)
  - GSA (buying arm of agencies)
- Contracting officers within agencies
  - CO/KO
  - PCO/TCO
  - COTR/COR
  - ETC.

# HOW GOVERNMENT BUYS?

- Must register as a vendor
  - Federal vendor (sam.gov)
  - State vendor
  - Local municipalities
  - Large Primes (for subcontracting)
  
- Google: “doing business with \_\_\_\_\_”

# HOW GOVERNMENT BUYS?

- Government Commercial Purchase Card (GCPC) / Smart Card P-card
- Micro Purchases
- Simplified Acquisition Procedures (SAP)

# CONTRACT VEHICLES

- IDIQ = Indefinite Delivery Indefinite Quantity
- GWAC = Government Wide Acquisition Contract
- MAC = Multiple Award Contract
- MAS = Multiple Award Schedules
- FSS = Federal Supply Schedules
- BPA = Blanket Purchase Agreement
- BOA = Basic Ordering Agreement
- MATOC = Multiple Award Task Order Contract
- SATOC = Single Award Task Order Contract
- Set-Asides (Socio-economic & Small Business requirements (23%) / Prime-subcontracting 35%)
- SOLE Source Contracts (direct award to one source)



# CONTRACT VEHICLES SAMPLES

- GSA Schedule (35)
  - (Also called Multiple Award Schedules (MAS) and Federal Supply Schedules (FSS))
- GSA STARS II
- FSSI = Federal Strategic Sourcing Initiative
- Seaport-e
- NETCENTS I & II
- ITES 2S
- ENCORE II
- ALLIANT
- VETS GWAC
- OASIS = One Acquisition Solution for Integrated Services
- Ability One (formerly JWOD = Javits-Wagner-O'Day)
- Federal Prison Industry (FPI) also called UNICOR
- Veterans First Contracting Program

# FIND PAST AWARDS

Past Opportunities - Researching historical data tells you the future

FINDING PAST OPPORTUNITIES	LINK
Use FPDS to do research (Federal Procurement Data System)	<a href="https://www.fpds.gov/fpdsng_cms/index.php/en/">https://www.fpds.gov/fpdsng_cms/index.php/en/</a>
Use USASpending to do research	<a href="http://www.usaspending.gov">www.usaspending.gov</a>
Use GSA elibrary to research GSA spending	<a href="http://www.gsaelibrary.gsa.gov">http://www.gsaelibrary.gsa.gov</a>
Use DLA award database to research awards	<a href="https://www.dibbs.bsm.dla.mil/Awards/">https://www.dibbs.bsm.dla.mil/Awards/</a>

# PRESENT OPPORTUNITIES

FINDING CURRENT OPPORTUNITIES	LINK
Research government spending trends for your NAICS, PSC codes	<a href="https://fpds.gov">https://fpds.gov</a>
Register for Federal gov't opportunities	<a href="http://www.FBO.gov">www.FBO.gov</a>
Register for bid opportunities (typical projects \$150,000 or less)	<a href="http://www.FedBid.com">www.FedBid.com</a>
Use Fedconnect to find current opportunities	<a href="http://www.fedconnect.net">www.fedconnect.net</a>
Use Challenge to find opportunities	<a href="http://www.Challenge.gov">www.Challenge.gov</a>
Use RFPEZ to find opportunities	<a href="https://rfpez.sba.gov/">https://rfpez.sba.gov/</a>
Use iSearch to find current opportunities (Federal, state & local opportunities)	<a href="http://www.outreachsystems.com/isearch/">www.outreachsystems.com/isearch/</a>
Search of DLA solicitations	<a href="https://www.dibbs.bsm.dla.mil/Solicitations/">https://www.dibbs.bsm.dla.mil/Solicitations/</a>
Use GSA eBuy as a resource	<a href="http://www.ebuy.gsa.gov">www.ebuy.gsa.gov</a>
Use GSA Reverse Auction as a resource	<a href="http://www.reverseauctions.gsa.gov">www.reverseauctions.gsa.gov</a>
DoD eMall (off the shelf products & services from the commercial sector)	<a href="https://dod.emall.dla.mil/acct/">https://dod.emall.dla.mil/acct/</a>
DLA DIBBS (DLA's Internet Bid Board System) (see DLA section below)	<a href="https://www.dibbs.bsm.dla.mil/">https://www.dibbs.bsm.dla.mil/</a>
Search of DLA solicitations	<a href="https://www.dibbs.bsm.dla.mil/Solicitations/">https://www.dibbs.bsm.dla.mil/Solicitations/</a>
GSA Advantage (more details in GSA section below)	<a href="http://www.gsaadvantage.gov">www.gsaadvantage.gov</a>
Register for commercialization research grants (SBIR/STTR)	<a href="http://www.SBIR.gov">www.SBIR.gov</a>
Register for state & local gov't opportunities (option 1)	<a href="http://www.govcontractors.org/statelocalprocurement.htm">http://www.govcontractors.org/statelocalprocurement.htm</a>
Register for state & local gov't opportunities (option 2)	<a href="http://www.outreachsystems.com/usabid/">http://www.outreachsystems.com/usabid/</a>
VendorRegistry.com - Registration service provider	<a href="http://www.vendorregistry.com">www.vendorregistry.com</a>
Identify top five federal agencies who are interested in buying your service	<a href="http://www.USAspending.gov">www.USAspending.gov</a>
Register with the federal agencies you wish to do business with	<a href="https://www.acquisition.gov/">https://www.acquisition.gov/</a>
Identify top ten primes who are winning contracts in your industry	<a href="http://www.USAspending.gov">www.USAspending.gov</a>
Register with prime contractors you wish to sub-contract with	<a href="http://web.sba.gov/subnet/search/index.cfm">http://web.sba.gov/subnet/search/index.cfm</a>
Register with iSqFt: Commercial Construction Opportunities	<a href="http://www.isqft.com">www.isqft.com</a>
Register for sub-contracting work in construction (EliteProNet)	<a href="http://www.elitepronet.com">www.elitepronet.com</a>



# PAID SERVICES

PAID BID MATCH SERVICES	LINK
GovDirections (affordable)	<a href="http://www.GovDirections.com">www.GovDirections.com</a>
Government Bids (mid-price range)	<a href="http://www.governmentbids.com">www.governmentbids.com</a>
Govwin by Deltek (expensive but worth it if you can invest in it)	<a href="http://www.Govwin.com">www.Govwin.com</a>
State & Federal Bids (affordable)	<a href="http://www.StateandFederalBids.com">www.StateandFederalBids.com</a>
Onvia (great resource)	<a href="http://www.Onvia.com">www.Onvia.com</a>
ePipeline (great resource)	<a href="http://www.ePipeline.com">www.ePipeline.com</a>
EzGovOpps is a newer platform (mid-price range)	<a href="http://www.EZGovOpps.com">www.EZGovOpps.com</a>
FedBizAccess (affordable)	<a href="http://www.FedBizAccess.com">www.FedBizAccess.com</a>

# FUTURE OPPORTUNITIES

How to find forecast opportunities:

Google - (agency name) + forecast + (year)

Example: “GSA forecast 2018”

Forecast Regulation: Agencies must furnish an opportunity forecast for small business participation:

<http://uscode.house.gov/statutes/pl/100/656.pdf>

FINDING FUTURE OPPORTUNITIES	LINK
Use Acquisition Central to help find forecast opportunities	<a href="https://www.acquisition.gov/procurement-forecasts">https://www.acquisition.gov/procurement-forecasts</a>
Search GSA forecast opportunities	<a href="http://www.gsa.gov/smallbizforecast">www.gsa.gov/smallbizforecast</a>
Search VA forecast opportunities	<a href="https://www.vendorportal.ecms.va.gov/eVP/FCO/fco.aspx">https://www.vendorportal.ecms.va.gov/eVP/FCO/fco.aspx</a>
Search US DOT forecast opportunities	<a href="https://cms.dot.gov/osdbu/procurement-forecast/summary/2016">https://cms.dot.gov/osdbu/procurement-forecast/summary/2016</a>
Search HHS/CDC forecast opportunities	<a href="https://procurementforecast.hhs.gov/">https://procurementforecast.hhs.gov/</a>
Search Dept Treasury forecast opportunities	<a href="http://www.treasury.gov/resource-center/sb-programs/Pages/dcfo-osdbu-mp-forecast.aspx">http://www.treasury.gov/resource-center/sb-programs/Pages/dcfo-osdbu-mp-forecast.aspx</a>

# LIVE DEMONSTRATION...

Let's go online to do some live demonstration...

# Questions?

