



Identifying Government Contracting Opportunities



August 2, 2018

"...to be a winner, you must plan to win, prepare to win, and expect to win." - Zig Ziglar

Plan To Win, Inc.

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Proprietary Plan To Win

Key Takeaways



- **If you are exclusively using FBO to identify contracting opportunities, then:**
 - **You are missing out on thousands of opportunities** available from dozens of other on-line tools and resources
 - **You are already behind...you are reacting** and have a 10% Pwin at best
- **BUT, you can't rely on these on-line resources and tools alone** to identify opportunities
 - **Leveraging relationships and networking is critical** to identifying Government contracting opportunities!

Learning Objectives

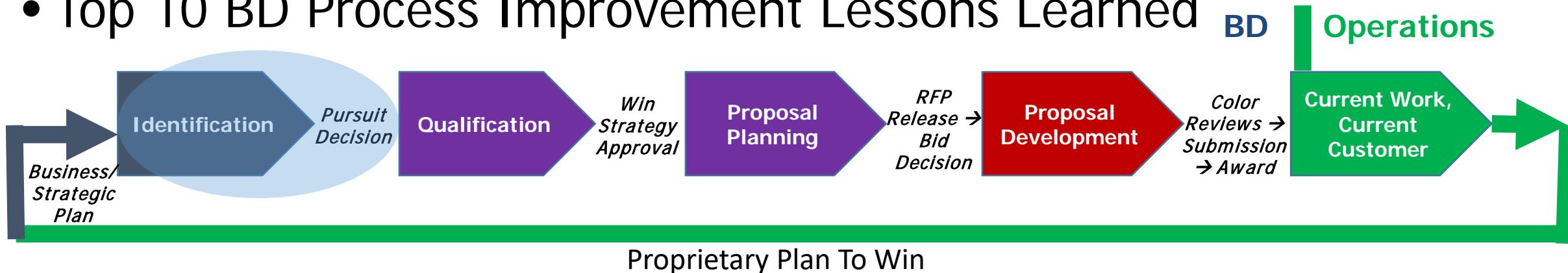


- Understand the essential Business Development (BD) activities that support the **opportunity identification process**
- Use **on-line resources and tools** and **networking** to identify prime contract and subcontracting opportunities for **new Federal Government Contracting (GovCon) work**
- Learn the essential opportunity research and analysis skills to enable **smart and informed opportunity pursuit decision making**

Agenda



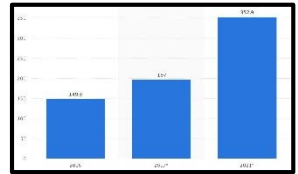
- Basis for Opportunity Identification
 - Business Plan
 - Strategic Plan
- Resources, Tools, and Techniques for Opportunity Identification
 - On-Line
 - Networking
- Opportunity Pursuit Decision-Making
- Top 10 BD Process Improvement Lessons Learned



Basis for Opportunity Identification: Your Business Plan



- Business Plan includes preliminary analysis based on research to assess market and operational feasibility
- Initial planning includes detailed Market Research to **identify potential market sectors, customers, and opportunities to target for new growth**
 - What Government agencies procure the types of products / services your business offers?
 - What are the typical spending levels for these products / services by agency?
 - What are the current and projected levels of available / budgeted funding for procuring these products / services by agency?
 - What are some of the barriers to entry to be eligible to compete for contracts by agency?
 - What are some of the incentives to compete for contracts by agency?



Market Research for Business/Strategic Planning (See Backup Slides)

Basis for Opportunity Identification: Your Strategic Plan



- Long-term planning is based on Market Research for different types of opportunities:

- New
- Re-compete
- Growth

- Strategic Planning includes a SWOT (Strengths, Weaknesses, Opportunities and Threats) analysis

- Helps determine the **best opportunities to pursue through targeted Market Research to achieve your growth goals**
- Identifies which strengths to develop in the near future to improve your business

Risk Legend:
Low
Moderate
High

Strategic Growth	
Current Work, New Customer	New Work, New Customer
Current Work, Current Customer	New Work, Current Customer
Organic Growth	

		Helpful	Harmful
Internal	Strengths	S	W
	Weaknesses		
External	Opportunities	O	T
	Threats		

Sources of Opportunity Identification



1. On-line Resources and Tools
2. Networking



Consistently successful Business Development (BD) requires **analytical, investigative, and interpersonal skills**, applied to an iterative cycle of **research, intelligence gathering, and relationship building** activities.



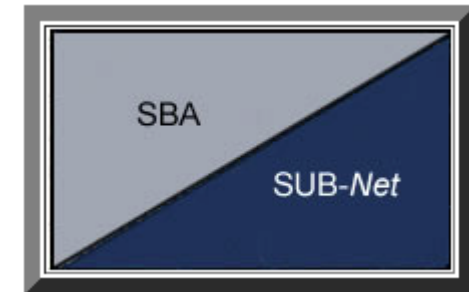
ON-LINE RESOURCES, TOOLS, AND TECHNIQUES

On-Line Resources & Tools for Opportunity Identification



On-Line Resources and Tools

- Agency and Agency Office of Small Business Programs (OSBP) Websites (ACQUISITION.GOV and Search Engines)
 - Forecasts of Opportunities
 - Static Data by Fiscal Year (FY) – Usually Posted in the Fall
 - Dynamic Search Capability – Data Usually Continuously Updated
- Agency Strategic Plans
- FedBid (Transaction Fee with Bid Price)
- Bid Search Tool Subscription Services (\$)
- FedBizOpps (FBO)
- FPDS
- Industry News Service Subscriptions
- govmates
- SBA SUB-Net



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Integrated Award Environment (IAE)



Current Status of the Transition



- You can search and view opportunities on beta.SAM.gov today
- Additional filters are in development and will be on beta.SAM.gov soon
- FBO.gov will be transitioning to beta.SAM.gov in early FY2019



- You can search and view entity registration and exclusion data on beta.SAM.gov today
- Entity registration and renewal should continue to be completed on SAM.gov
- In FY19 we will begin migrating SAM data entry features to beta.SAM.gov
- Once SAM.gov has migrated, beta.SAM.gov will become SAM.gov
- You will not need to re-register your entity but a new beta.SAM.gov user account will be required



- You can search and view contract data on beta.SAM.gov today
- In FY19 we will be migrating FPDS to beta.SAM.gov
- A new reports module and Award API are being built

beta.SAM.gov Functionality

- A single web application that requires a single user account
- A single, more accurate search across all of our award data sets
- A single, role-driven workspace to track all of **YOUR** award data
- A single reports center for accessing federal award analytics

Assistance Listings
Contract Opportunities
Contract Data
Entity Registrations
Entity Exclusions
Wage Determinations
Federal Hierarchy
Sub Award Reports
Past Performance

Be aware of tool transition timelines and impacts.

Subscribe to the GSA Interact IAE Industry Community to get updates:

<https://interact.gsa.gov/node/461584>

ACQUISITION.GOV – Agency Forecasts



ACQUISITION.GOV

Powered By GSA

FAR and GSAM Advanced Search

Change Text Size

Home Federal Acquisition Regulation (FAR) Supplemental Regulations Acquisition Systems Archives Policy Network

Home » Agency Recurring Procurement Forecasts

Agency Recurring Procurement Forecasts

- Home Page
- Small Business
- Business Opportunities
- Procurement Forecast
 - Department of Agriculture
 - Department of Defense
 - Department of Homeland Security
 - Department of the Interior
 - Department of Labor
 - Department of Transportation
 - Department of Veterans Affairs
 - Environmental Protection Agency
 - Department of Commerce
 - Department of Education
 - Department Housing and Urban Development
 - Department of Justice
 - Department of State
 - Department of the Treasury
 - Agency for International Development
 - Federal Emergency Management Agency

Consolidated Federal Government acquisition information, including **recurring procurement forecasts by agency:**

<https://www.acquisition.gov/?q=procurement-forecasts>

Be aware of potential outdated or dead links.

← Click on links to visit agency or agency OSBP websites, download forecasts, view FBO Opportunities, access search tools, etc.

Agency Websites – Static Forecasts by FY

- Use Search Engine to find **published forecasts of opportunities for targeted customer agencies** – Example: DoD and U.S. Army Medical Research and Materiel Command



Google

Federal Government Agency Forecast

All

News

Shopping

Maps

Images

More

Settings

Tools

About 55,200,000 results (0.55 seconds)

Agency Recurring Procurement Forecasts | Acquisition.GOV

<https://www.acquisition.gov/procurement-forecasts>

This is a U. S. General Services Administration Federal Government computer system that is "FOR OFFICIAL USE ONLY." This system is subject to monitoring.

Forecast of Contracting Opportunities - GSA

<https://www.gsa.gov/acquisition/forecast-of-contracting-opportunities>

The GSA Forecast of Contracting Opportunities Tool provides information on ... Users can easily filter the data by agency, location (place of performance), NAICS Code, ... about the GSA Forecast Tool itself, contact us at forecasthelp@gsa.gov.

Procurement Forecast - US Department of State

<https://www.state.gov/dmr/sdbu/pubs/c6447.htm>

In response to this requirement, the Department of State Forecast of Contract ... direct contracts with the Government or through subcontracting opportunities.

Acquisition Forecasts - DoD Office of Small Business Programs

[business.defense.gov/Small Business](https://business.defense.gov/Small-Business)

Future acquisition forecasts are prepared by a number of organizations within DoD. ... Forecast information is provided for planning purposes and is subject to change. ... Corps of Engineers (Jacksonville District) - National Guard Bureau - TACOM ... Opportunities Tool - Civilian Agency Procurement Forecasts - FPDS.gov ...

Fiscal Year 2018 Procurement Opportunity Forecast | US Department ...

<https://www.transportation.gov/osdbu/procurement-forecast/summary/2018>

The forecast data is for planning purposes, does not represent a ... and is not a commitment by the government to purchase the desired products and services.

Federal Agency Acquisition and Procurement Links | Office of ...

<https://oamp.od.nih.gov/acquisition-offices/contract-tool-box/federal-links>

Dec 14, 2017 - On-line small business Web site with procurement forecasts, current ... USAID is an independent Federal Government agency that extends ...

Acquisition Forecast | Department of Energy

<https://www.energy.gov/osdbu/acquisition-forecast>

As the largest civilian contracting agency within the Federal government, the Department believes that enhancing the forecast to provide a greater level of ...



U.S. Army Medical Research and Materiel Command

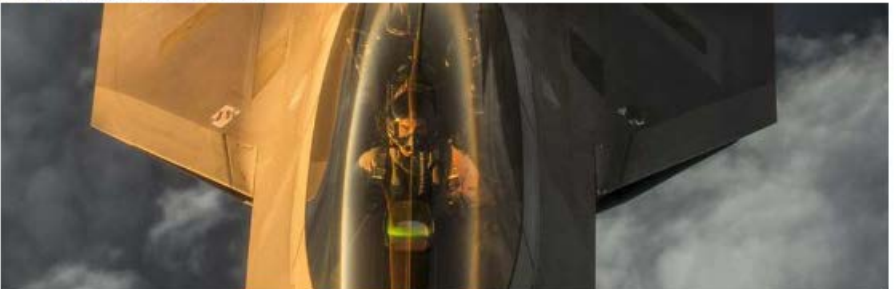
Click on links to visit agency or agency OSBP websites, download forecasts, view FBO Opportunities, access search tools, etc.



OFFICE OF SMALL BUSINESS PROGRAMS
DEPARTMENT OF DEFENSE

HOME ABOUT PROGRAMS SMALL BUSINESS ACQUISITION EVENTS CONTACT BLOG

HOME SMALL BUSINESS ACQUISITION FORECASTS



Acquisition Forecasts

Future acquisition forecasts are prepared by a number of organizations within DoD. Forecasting methodologies vary by service but constitute the 'best estimate' of each.
Forecast information is provided for planning purposes and is subject to change.

Army

- Army Medical Research and Materiel Command
- Army Corps of Engineers Military Construction
- Army Corps of Engineers (Jacksonville District)
- National Guard Bureau
- TACOM

Navy

- Marine Corps Installations and Logistics
- Military Sealift Command
- Naval Air Systems Command
- Naval Facilities Engineering Command
- Naval Sea Systems Command
- Naval Supply Systems Command
- Office of Naval Research
- Space and Naval Warfare Systems Command
- Strategic Systems Programs

Air Force

Other Defense Agencies

- Defense Commissary Agency
- Defense Information Systems Agency
- Defense Logistics Agency
- Special Operations Command
- Transportation Command

RESOURCE

- GSA Forecast of Contracting Opportunities Tool
- Civilian Agency Procurement Forecasts
- FPDS.gov
- FedBizOpps

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Fiscal Year (FY) 2018 USAMRMC/USAMRAA Acquisition Forecast					
NAICS	COMMODITY	DESCRIPTION OF OPPORTUNITY	ESTIMATED VALUE RANGE	POSSIBLE PROCUREMENT TYPE	POINT OF CONTACT
541618, 561110,	Services (Blast Program Coordination Office)	Technical and Administrative Support	\$7,172,398	Recompete	michael.j.leggieri.civ@mail.mil
511120, 511199	Periodicals (Combat Casualty Care Research Program)	Publication MHSRS Special Issue	\$252,360	New/Compete	ronald.w.palmer10.civ@mail.mil
561110, 561320, 561110	Services (Combat Casualty Care Research Program)	National Research Action Plan Science and Admin CTR Support	\$370,000	New/Compete	ronald.w.palmer10.civ@mail.mil
541715	Services (Combat Casualty Care Research Program)	National Trauma Research Action Plan Planning and Analysis	\$500,000	New/Compete	ronald.w.palmer10.civ@mail.mil

Agency Websites – VA FCO Query Tool



- **VA Forecast of Contracting Opportunities (FCO)** -
<https://www.vendorportal.ecms.va.gov/evp/fco/fco.aspx>

UNITED STATES
DEPARTMENT OF VETERANS AFFAIRS



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OSDBU Home

FCO Home

Entire VA FCO Query

Centralized Facilities FCO Query

State FCO Query (Map Version)

State FCO Query (Text Version)

NCO FCO Query (Map Version)

NCO FCO Query (Text Version)

Business Resources

Contact Helpdesk

VA Vendor Portal

VA FORECAST OF CONTRACTING OPPORTUNITIES

This forecast represents VAs best estimate of procurement opportunities during fiscal year 2018. The information is published for planning purposes only and is not an invitation for bids, a request for proposals, or a commitment by VA to purchase products or services. Each acquisition is based on the best information available at the time of publication and may be revised or canceled.

Please choose an appropriate search from the choices on the left.

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Agency Websites – VA FCO Query Tool



- State FCO Query (Map Version) – Example: Florida Opportunities

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Entire VA FCO Query

Centralized Facilities FCO Query

State FCO Query (Map Version)

State FCO Query (Text Version)

NCO FCO Query (Map Version)

NCO FCO Query (Text Version)

Business Resources

Contact Helpdesk

VA Vendor Portal

VA FORECAST OF CONTRACTING OPPORTUNITIES

State Map Search

A map of the United States with state abbreviations. The state of Florida is circled in red.

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Centralized Facilities FCO Query

State FCO Query (Map Version)

State FCO Query (Text Version)

NCO FCO Query (Map Version)

NCO FCO Query (Text Version)

Business Resources

Contact Helpdesk

VA Vendor Portal

VA FORECAST OF CONTRACTING OPPORTUNITIES

Florida

Search by Specific Site

248 - VISN 8 PROCUREMENT ACTIVITY (DO NOT USE), Bay Pines, FL
317 - ST PETERSBURG VARO, St. Petersburg, FL
516 - BAY (DO NOT USE), Bay Pines, FL
516 - Bay Pines - Services (IPLANNING), Bay Pines, FL
516 - BAY PINES – COMMODITIES (IPLANNING), Bay Pines, FL
546 - MIA (DO NOT USE), Miami, FL
546 - MIAMI - COMMODITIES (IPLANNING), Bay Pines, FL
548 - WPB (DO NOT USE), Palm Beach Gardens, FL
573 - NF/SG (DO NOT USE), Gainesville, FL
673 - TAM (DO NOT USE), Tampa, FL
673 - Tampa - Services (IPLANNING), Tampa, FL
675 - ORL (DO NOT USE), Orlando, FL
928 - JACKSONVILLE NATIONAL CEMETERY NCA, Jacksonville, FL
931 - SARASOTA NATIONAL CEMETERY, Sarasota, FL
934 - Cape Canaveral National Cemetery, Mims, FL
937 - Tallahassee National Cemetery, Tallahassee, FL, 32311, FL

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Agency Websites – VA FCO Query Tool



- Entire VA FCO Query – Example: FY19 SDVOSB Set-Aside Opportunities

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Search
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OSDBU Home

FCO Home

Entire VA FCO Query

Centralized Facilities FCO Query

State FCO Query (Map Version)

State FCO Query (Text Version)

NCO FCO Query (Map Version)

NCO FCO Query (Text Version)

Business Resources

Contact Helpdesk

VA Vendor Portal

VA Forecast of Contracting Opportunities

Entire VA Search

WARNING: This form searches data for the entire VA. The search may take a long time and produce a lot of data.

Search by Categories

You may refine your search by using one or more of the following search criteria. The default will return ALL contracting opportunities.

Select a Forecasted Fiscal Year: 2019

Forecasted Quarter: Q1Q2Q3Q4

Select a Project Type (control-click list entries to select multiples)

Approximate Dollar Range: All\$1 to \$2,500\$2,500.01 to \$3,000\$3,000.01 to \$25,000\$25,000.01 to \$150,000

Procurement Vehicle: Blanket Purchase AgreementEnhanced SharingFederal Supply ScheduleGeneral Service Administration Contract

Proposed Socio-Economic Category: AllService Disabled Veteran Owned Small BusinessVeteran Owned Small BusinessHubZone Small BusinessSmall Disadvantaged Business 8(a) Participant

Procurement Method: AllNon CompetitiveTotal Set-AsidePartial Set-AsideCompetitive

Select a Classification Code: None

Search for Keywords
Enter a term to search for in the description field.

Current Forecasts							
Class Code	Description	Approximate Dollar Range	Procurement Vehicle	Procurement Method	Socio-Economic Category	Forecast Year	Forecast Quarter
X	CBOC lease for Oneonta (VA-17-901842)	\$150,000.01 to \$5,000,000	Open Market		Service Disabled Veteran Owned SB	2019	Q1
99	HCHV Safe Haven Contract Residential Care (VA-18-939026)	\$150,000.01 to \$5,000,000	Indefinite Delivery Indefinite Quantity Open Market	Total Set-Aside	Service Disabled Veteran Owned SB	2019	Q1
70	Instrument Manager - VISN 2 Downstate FY 19 POP 10/1/18-/9/30/19 (VA-18-00039299)	\$25,000.01 to \$150,000				2019	Q1
S	Janitorial Cleaning of VAMC Northport's CBOCs (VA-18-00038527)	\$150,000.01 to \$5,000,000	Open Market		Service Disabled Veteran Owned SB	2019	Q1
S	Snow & Ice Removal (VA-18-00053740)	\$150,000.01 to \$5,000,000	Open Market	Competitive Total Set-Aside	Service Disabled Veteran Owned SB	2019	Q1
M	Waste Water Treatment Plant (VA-18-00023911)	\$150,000.01 to \$5,000,000	Indefinite Delivery Indefinite Quantity		Service Disabled Veteran Owned SB	2019	Q1
482 - VISN 5 Director's Office - 482							
Small Business Point of Contact: Alison Klein (304) 623-3461 X4143 Alison.Klein@va.gov Purchase Card Coordinator: Marlene.Krumpholz 410-642-2411 ext 5977 Marlene.Krumpholz@va.gov Federal Business Opportunities							
Current Forecasts							
Class Code	Description	Approximate Dollar Range	Procurement Vehicle	Procurement Method	Socio-Economic Category	Forecast Year	Forecast Quarter
V	Working on ACQ Plan for Approval -Wheelchair-Special Mode Transportation	\$150,000.01 to \$5,000,000	Indefinite Delivery Indefinite Quantity	Competitive Total Set-Aside	Service Disabled Veteran Owned SB	2019	Q1
10N16 - VA VISN 16 NETWORK OFFICE - 492							
Small Business Point of Contact: Pamela Magee 601-206-6954 Pamela.Magee2@va.gov Purchase Card Coordinator: Cynthia J. Lynch 601-206-6942 Cynthia.Lynch2@va.gov Federal Business Opportunities							

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Tips for Engaging with Government Agencies



- Register with the Agency OSBP / Office of Small & Disadvantaged Business Utilization (OSDBU), submit a tailored Capabilities Statement, and request a meeting if possible
- Contact the POC listed on forecast / in search results for the opportunity of interest
- Gather as much information about the opportunity as possible (if not already provided on the Agency Forecast) from the OSBP Rep and POC – questions to ask:
 - Is this a new requirement or is there an incumbent?
 - Is market research planned or has it been completed?
 - Has the NAICS Code been determined?
 - If so, has the Competition Type been determined? (SB Set-Aside or Unrestricted /Full & Open?)
 - What is the total contract value (\$)?
 - Will the acquisition be managed by the Agency Contracts shop or another Contracts shop?
 - Will this acquisition use an existing contract vehicle (e.g., GSA OASIS)?
 - Is the contract multiple award (MA) or single award? If MA, how many awards are anticipated?
 - Will there be an Industry Day and/or opportunity to submit questions/comments on the Draft RFP?
 - Will there be a Draft RFP Release? If so, when is the estimated release date?
 - What is the estimated release date of the Final RFP?
 - Is it possible to schedule a meeting with the requiring activity / end user prior to Final RFP release?



FedBid

- Use FedBid to sell products and services to Government Buyers – <http://www.fedbid.com/>

 **93,000+**
NETWORK OF SELLERS

 **\$10.5B+**
TRANSACTION SINCE 2001

 **18,000+**
CONNECTED BUYERS

 **OVER 91%**
OF CONTRACTS AWARDED
TO SMALL BUSINESSES


Department of Defense
Federal Civilian
State and Local
Education
Commercial

Department of Defense

Department of the Army

Department of the Navy

Department of the Air Force

Department of Health and Human Services

Department of Homeland Security

Department of State

Department of the Interior

Department of Agriculture

Department of Justice

Department of Commerce

Department of Education

Department of Labor

Department of the Treasury

Department of Transportation

Environmental Protection Agency

Social Security Administration

Securities and Exchange Commission

Prince George's County

City of West Sacramento

District of Columbia

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FedBid



FedBid®

- Use FedBid to become a Seller in the Marketplace and take advantage of Seller Resources

<http://www.fedbid.com/marketplace/>

<http://www.fedbid.com/seller-rc/doing-business-with-the-government/>

Products & Services

Facilities & Operations

Heavy Equipment

Industrial

Information Technology

Medical & Laboratory

Professional Services

Safety & Tactical

Support Services



Opportunity Dashboard

Track and repost bids, deliver attachments to Buyers, and more. Stay in control of your sales efforts at no extra cost.



Dedicated Support + Training

Our Market Specialists help you learn about the marketplace and match you with the opportunities most relevant to your company.



Push Notifications

Receive new opportunity notifications instantly. Streamline your sales efforts with direct leads from our marketplace.



Competitive Intel

Access ultra-granular reports that help you target opportunities your team has the best shot at winning.



Real Opportunity

Get no-cost access to thousands of real sales opportunities from both public and private sectors.



FedBid Mobile—Download »

Track your bids, ask questions and monitor new buys through our mobile app, anytime, anywhere.

Seller Resource Center

Doing Business with the Government

Start doing business with the government—get help with access to shared workspaces, training, consultations and local assistance.



The Government Contractor's Handbook

Doing business with the government can be long and involved, but this free ebook provides dozens of resources and step-by-step guides to help you out.



Procurement Technical Assistance Centers (PTACs)

Government contracting assistance for local businesses with 300+ locations.



SBA District Offices/Regional Offices

100+ local offices connecting businesses with counseling, technical assistance, financing and contracting.

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Bid Search Tools



- If available / affordable, use bid search tools to perform “**opportunity sweeps**” (**automated searches**) by **identifying opportunities based on pre-defined filters and keywords**
 - Set up saved searches
 - Review results daily
 - Adjust filters and keywords as needed
- If you DO NOT have your own bid search tool / subscription service, most Procurement Technical Assistance Centers (PTACs) can perform opportunity sweeps using their subscription (at no cost to PTAC clients) based on keywords / NAICS Codes you provide



FedBizOpps (FBO)



- Use the no-cost Web-based portal to **review federal business opportunities posted by Government buyers**



- <https://www.fbo.gov/>
- FBO Vendor Guide (User's Guide):
 - https://www.fbo.gov/downloads/FBO_Vendor_Guide.pdf
- Register for an account
- Search for opportunities
- Set up **Search Agents** and **Watch List**
 - Receive daily email notifications

FBO Advanced Search



Search For Opportunities

[RETURN TO HOME](#)

[Opportunities List](#)

Advanced Search

[Search Results](#)

[Archives](#)

Advanced Search

Enter your search criteria and click search to find opportunities

[Search](#)

[Clear](#)

[Return To Opportunities List](#)

Posted Date:

Place of Performance State:

Hold CTRL to select multiple states

District of Columbia
Florida
Georgia
Guam
Guam

Place of Performance Zip Code:

Separate multiple zip codes by commas

Set-Aside Code:

[More information about Set-Aside Codes](#)

- | | | |
|---|---|--|
| <input type="checkbox"/> Competitive 8(a) | <input type="checkbox"/> Indian Small Business Economic Enterprises | <input type="checkbox"/> Indian Economic Enterprises |
| <input type="checkbox"/> Partial HBCU / MI | <input type="checkbox"/> Total HBCU / MI | <input type="checkbox"/> Emerging Small Business |
| <input type="checkbox"/> Partial Small Business | <input checked="" type="checkbox"/> Total Small Business | <input type="checkbox"/> HUBZone |
| <input checked="" type="checkbox"/> Service-Disabled Veteran-Owned Small Business | <input checked="" type="checkbox"/> Veteran-Owned Small Business | <input type="checkbox"/> Woman Owned Small Business |
| <input type="checkbox"/> Economically Disadvantaged Woman Owned Small Business | <input type="checkbox"/> Very Small Business | |

Opportunity/Procurement Type:

- | | | |
|---|---|---|
| <input checked="" type="checkbox"/> Presolicitation | <input checked="" type="checkbox"/> Combined Synopsis/Solicitation | <input checked="" type="checkbox"/> Sources Sought |
| <input checked="" type="checkbox"/> Modification/Amendment/Cancel | <input type="checkbox"/> Sale of Surplus Property | <input checked="" type="checkbox"/> Special Notice |
| <input type="checkbox"/> Foreign Government Standard | <input checked="" type="checkbox"/> Award Notice | <input type="checkbox"/> Justification and Approval (J&A) |
| <input type="checkbox"/> Intent to Bundle Requirements (DoD-Funded) | <input type="checkbox"/> Fair Opportunity / Limited Sources Justification | |

NAICS Code:

Use the search box to find NAICS Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.



- ☒ 561 -- Administrative and Support Services: 561210 -- Facilities Support Services
- ☒ 561 -- Administrative and Support Services: 561720 -- Janitorial Services
- ☒ 561 -- Administrative and Support Services: 561790 -- Other Services to Buildings and Dwellings

3 of 1377 selected [show selected] [show all]

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FBO Advanced Search Results



Opportunities

RETURN TO MY FBO

[Opportunities List](#)[Advanced Search](#)[Search Results](#)[Watched](#)[Search Agents](#)[Bids/Responses](#)[Archives](#)

Please note, there may be opportunities FBO did not recognize by this search. The results returned are based on agency input. If for any reason the submitting agency did not enter the Place of Performance location information, the system will not return that opportunity in the results.

Search Agents: Search with one click by saving a Search Agent. Please note: Some advanced search fields are not useable in Search Agents.

[Save Search Agent](#)

[Refine Results](#)[Clear Search](#)

1 - 20 of 27

Sort By [Posted On \(Desc.\)](#) Showing [20](#) per page 1 | [2](#) »

Opportunity	Agency/Office/Location	Type / Set-aside	Posted On
S--HONOR Center Contract Janitorial Services 36C24818Q0484 S -- Utilities and housekeeping services	Department of Veterans Affairs VA North Florida/South Georgia Health Care System Department of Veterans Affairs No. Florida/So. Georgia Healthcare System	Combined Synopsis/Solicitation (Modified) / Veteran-Owned Small Business	Apr 17, 2018
OTTER LAKE JANITORIAL CONTRACT 140F0418Q0123 S -- Utilities and housekeeping services	Department of the Interior Fish and Wildlife Service CGS-WO	Combined Synopsis/Solicitation / Total Small Business	Apr 12, 2018
Shower Trailers/Bathroom combo for field training W912JA-18-R-0009 W -- Lease or Rental of equipment	Department of the Army National Guard Bureau USPFO for Alabama	Combined Synopsis/Solicitation / Total Small Business	Mar 23, 2018
Janitorial Services Coast Guard Sector Key West HSCG28-18-Q-7S1006 S -- Utilities and housekeeping services	Department of Homeland Security United States Coast Guard (USCG) USCG Base Miami Beach	Award / Total Small Business	Sep 30, 2017
Janitorial/Cleaning Services HSFE04-17-R-2002 R -- Professional, administrative, and management support services	Department of Homeland Security Federal Emergency Management Agency Region VIII	Combined Synopsis/Solicitation (Modified) / Total Small Business	Sep 22, 2017
Hood & duct systems FA2521-17-Q-A005 49 -- Maintenance & repair shop equipment	Department of the Air Force Air Force Space Command 45CONS (Bldg 423)	Combined Synopsis/Solicitation (Modified) / Total Small Business	Aug 15, 2017

Opportunities

RETURN TO OPPORTUNITIES RETURN TO LIST (SEARCH AGENTS)

[Opportunities List](#)[Advanced Search](#)[Search Results](#)[Watched](#)

Choose your search criteria

Please provide a label and the search criteria for this saved search. You

[Save](#)[Save And Schedule Search Agent](#)[Return To List](#)

Search Agent Label*:
Please label this search agent

FL Building and Facilities x

FL Building and Facilities

RETURN TO OPPORTUNITIES RETURN TO LIST (SEARCH AGENTS)

[Opportunities List](#)[Advanced Search](#)[Search Results](#)[Watched](#)[Search Agents](#)

About Scheduled Emails: Scheduled emails include only opportunities that are new or have been modified. To view all matches regardless of new/modified status by clicking the Run button on the Search Agent.

Enable/Schedule Your Search Agent

[Save](#)[Return To List](#)

Label*:

FL Building and Facilities

Enabled*:
Checking 'yes' will enable your agent to be run on a scheduled basis.

☒ Yes ☐ No

Period*:

Day

Multiple*:
The value entered here will be used to determine how frequently your agent is run. (Example: Period=1)

1

[Save](#)[Return To List](#)

FBO (Cont.'d)



- Review various types of opportunities posted
 - **Special Notices** (includes **Industry Day** and **Small Business Events**)
 - **Presolicitations** (Bid Search Tools recommended for Forecast Opportunities)
 - Original / Modified / Amended **Opportunity Packages**
 - ❑ **Sources Sought Notices (SSN)**
 - ❑ **Requests for Information (RFI)**
 - ❑ **Requests For Proposal (RFP)/Requests for Quote (RFQ)**
 - ❑ **Statement of Work (SOW) / Performance Work Statement (PWS)** (Government Requirements)
 - **Award Notices**

FBO SSN Example



The screenshot shows the FedBizOpps.gov website. The header includes the FedBizOpps.gov logo and navigation tabs: Home, Getting Started, General Info, Opportunities (selected), Agencies, and Privacy. Below the header, there are links for Buyers and Vendors to login or register, and an Accessibility link. The main content area displays a solicitation titled 'D--OI&T Building Capacity through Organization Development and Engagement' with Solicitation Number VA11817N2076. The agency is the Department of Veterans Affairs, Office of VA Technology Acquisition Center, located at the VA Technology Acquisition Center. There are tabs for Notice Details, Packages, and Interested Vendors List. The Notice Details tab is active, showing a 'Complete View' of the solicitation. It includes a 'Return To Opportunities List' button, a 'Sources Sought' section with a date of May 04, 2017, and a 'Changed' section with a date of May 09, 2017. The 'Synopsi' section shows the solicitation was added on May 04, 2017, and modified on May 09, 2017. The 'ALL FILES' section lists two attachments: 'VA118-17-N-2076 VA11...' and 'VA118-17-N-2076 DRAF...'. The 'Original Synopsis' section shows the solicitation was added on May 04, 2017, and modified on May 09, 2017. The 'Changed' section shows the solicitation was added on May 09, 2017, and modified on May 09, 2017. The 'Synopsi' section shows the solicitation was added on May 04, 2017, and modified on May 09, 2017. The 'ALL FILES' section lists two attachments: 'VA118-17-N-2076 VA11...' and 'VA118-17-N-2076 DRAF...'. The 'Original Synopsis' section shows the solicitation was added on May 04, 2017, and modified on May 09, 2017. The 'Changed' section shows the solicitation was added on May 09, 2017, and modified on May 09, 2017. The 'Synopsi' section shows the solicitation was added on May 04, 2017, and modified on May 09, 2017.

- Organizational development support
- Communication and editing support
- Quantitative data collection and analysis
- Qualitative data collection and analysis
- Website support
- Video production
- SharePoint administration

- VA OI&T Building Capacity through Organizational Development and Engagement
- Solicitation Number **VA118-17-N-2076**
- Sources Sought Notice (SSN) Instructions
- Draft PWS
- NAICS 541512 – Computer Systems Design Services
 - Small Business Size Standard \$27.5M


FBO Opportunity Package Example





R--OI&T Building Capacity through Organization Development and Engagement
Solicitation Number: VA11817R2177
Agency: Department of Veterans Affairs
Office: VA Technology Acquisition Center
Location: VA Technology Acquisition Center

[Notice Details](#) | [Packages](#) | [Interested Vendors List](#)

 [Print](#) |  [Link](#)

 **Note:** There have been modifications to this notice. You are currently viewing the original synopsis. To view the most recent modification/amendment, [click here](#)

[Complete View](#)

[Return To Opportunities List](#)

 **Original Synopsis**
Jun 13, 2017
4:14 pm

 [Changed](#)
Jun 14, 2017
4:35 pm

 [Changed](#)
Jun 15, 2017
11:18 am

 [Changed](#)
Jun 15, 2017
1:57 pm

 [Changed](#)
Jun 15, 2017
3:37 pm
Solicitation

Solicitation Number:
VA11817R2177

Notice Type:
Presolicitation

Synopsis:
Added: Jun 13, 2017 4:14 pm
The Department of Veterans Affairs (VA) intends to issue a solicitation on or after June 15, 2017 for organizational development support, communication and editing support, quantitative data collection and analysis, qualitative data collection and analysis, website support, video production and SharePoint administration. In addition, the vendor shall develop and maintain educational materials for use and dissemination within Office of Information and Technology (OI&T). The vendor shall develop tools, assessments, and materials that educate the OI&T enterprise on employee engagement, change management, organization development, lessons, and the application of lessons from industrial psychology. Further, the vendor shall provide content

ALL FILES

 [Attachment](#) 
Jun 13, 2017
 [VA118-17-R-2177 VA11...](#)

 [Attachment](#) 
Jun 14, 2017
 [VA118-17-R-2177 VA11...](#)

 [Attachment](#) 
Jun 15, 2017
 [VA118-17-R-2177 VA11...](#)

 [Attachment](#) 
Jun 15, 2017
 [VA118-17-R-2177 VA11...](#)

 [Solicitation 1](#) 
Jun 15, 2017

- VA OI&T Building Capacity through Organizational Development and Engagement
- Solicitation Number **VA118-17-R-2177**
- Presolicitation Notice 13 June
- Solicitation 15 June
 - **2 Days Notice**

FBO Opportunity Package Example





R--Organization and Development and Engagement Support Services
Solicitation Number: VA11817R2177
Agency: Department of Veterans Affairs
Office: VA Technology Acquisition Center
Location: VA Technology Acquisition Center

Notice Details

Packages









Interested Vendors List

 **Document Viewers:** Please consult the list of [document viewers](#) if you cannot open a file.

Keywords: [More Search Fields](#)

Items 1-14 of 14

Label ▼	Type ▼	Date Posted ▼	Secure ▼
 Attachment	Other (Draft RFPs/RFIs, Responses to Questions, etc..)	Jun 13, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 VA118-17-R-2177_1.docx			
 Attachment	Other (Draft RFPs/RFIs, Responses to Questions, etc..)	Jun 14, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 VA118-17-R-2177_2.docx			
 Attachment	Other (Draft RFPs/RFIs, Responses to Questions, etc..)	Jun 15, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 VA118-17-R-2177_3.docx			
 Attachment	Other (Draft RFPs/RFIs, Responses to Questions, etc..)	Jun 15, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 VA118-17-R-2177_4.docx			
 Solicitation 1	Solicitation	Jun 15, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 VA118-17-R-2177.docx			
 Attachment	Other (Draft RFPs/RFIs, Responses to Questions, etc..)	Jun 16, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 VA118-17-R-2177_5.docx			
 Attachment	Other (Draft RFPs/RFIs, Responses to Questions, etc..)	Jun 21, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 VA118-17-R-2177_6.docx			


 Attachment	Other (Draft RFPs/RFIs, Responses to Questions, etc..)	Jun 22, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 VA118-17-R-2177_7.docx			
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 S05 - QA 6-22-2017 to Post.docx			
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 S02 - VA118-17-R-2177 FINAL FINAL Revised due to Q_A.docx			
 Amendment 1	Mod/Amendment	Jun 26, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 A00001 VA118-17-R-2177 A00001.docx			
 Amendment 2	Mod/Amendment	Jun 28, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 A00002 VA118-17-R-2177 A00002.docx			
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 A00002 VA118-17-R-2177 Revised.docx			
 Amendment 3	Mod/Amendment	Jun 30, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 A00003 VA118-17-R-2177 A00003.docx			
 Amendment 4	Mod/Amendment	Jun 30, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 A00004 VA118-17-R-2177 A00004.docx			
 Amendment 5	Mod/Amendment	Jul 03, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-R-2177 A00005 VA118-17-R-2177 A00005.docx			
 Attachment	Other (Draft RFPs/RFIs, Responses to Questions, etc..)	Sep 22, 2017	No
 https://www.vendorportal.ecms.va.gov/FBODocumentServ... VA118-17-C-2332 VA118-17-C-2332_1.docx			


Items 1-14 of 14

Notice Details

Packages

Interested Vendors List

 [Complete View](#)

 [Original Synopsis](#)
Presolicitation

[Return To Opportunities List](#)

[Add Me To Interested Vendors](#)

[Watch This Opportunity](#)

FBO vs. Bid Search Tools



- Why Bid Search Tools for Forecast Opportunities? – **Over 3 times as many forecast opportunities**, available MUCH sooner than proposals are due, **allowing for capture planning / win strategy development as far ahead of the RFP release as possible**

- FBO Presolicitation Notices

- ❑ 7,490 posted within the last year

- ❑ 3,632 (48%) of these opportunities have had responses due within the last year



- GovWin Forecast RFP and Pre-RFP Opportunities

- ❑ 24,276 opportunities found, including 18,078 created within the last year

- ❑ 7,512 (31%) of these opportunities have had responses due within the last year



Tips for Priming vs. Subcontracting



- Before submitting a prime bid on a Federal Government contract, **build a portfolio of subcontractor past performance**
 - Without any prior Federal Government contracting experience as a subcontractor, it is almost impossible to debut as a prime contractor in the Federal Government market.
- Prime contractor selection criteria:
 - Customer Intimacy
 - Customer Past Performance
 - Corporate Processes, Certifications, and Clearance Levels
 - Price to Win
 - In-House Proposal Support
 - Active Capture

Subcontracting Opportunities – govmates.com



- Use govmates to find **teaming opportunities** through free **matchmaking** services - <http://govmates.com/>

govmates™

govmates

Matchmaking Conference Institute Tools Partners & Ambassadors

govmates is a **free** teaming partner platform for government contractors

How It Works Register

13,037 Matches Made

59+ Federal Agencies Represented

2,421 Introductions Made

Proprietary Plan To Win



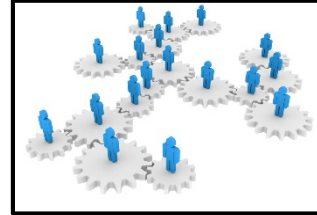
NETWORKING RESOURCES, TOOLS, AND TECHNIQUES

Networking for Opportunity Identification



Live Networking


- Small Business Events
- Vendor Collaboration Events
- Vendor Outreach Sessions
- Industry Days
- Trade Shows / Conferences (\$)
- Professional Organizations (\$)
- Small Business Development Center (SBDC) Procurement Technical Assistance Center (PTAC)



Virtual Networking


- Agency Blogs
- Agency Social Media Feeds



- 

Federal
Business
Opportunities





Home
Getting Started
General Info
Opportunities
Agencies
Privacy


Search more than **34,800*** active federal opportunities.

Posted Date:
Last 90 Days
Set-Aside Code:
Any

Place of Performance:
Any State or Territory
Type:
Any

Keyword / Solicitation #:
Agency:

Search


Additional criteria and multiple selections are available on the [advanced search form](#).
* Notices posted within the last 90 days.


ATTENTION: The U.S. Small Business Administration (SBA) updated its Table of Small Business Size Standards adopting the Office of Management and Budget's 2017 revision of the North American Industry Classification System (NAICS) effective October 1, 2017. The revised NAICS Codes and their corresponding size standards are available for use in FBO. The updated table of size standards is available on SBA's website at www.sba.gov/size.


SAM.gov REGISTRATION IS FREE: There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.


RECOVERY
Locate actions funded by the American Recovery and Reinvestment Act.

SEARCH RECOVERY OPPORTUNITIES
SEARCH RECOVERY AWARDS


FBO RECOVERY REPORTS
 - Click here for **Opportunities**
 - Click here for **Awards**

Learn more [about FBO recovery reports](#).


SMALL BUSINESS EVENTS
Learn more [about the Small Business Central Event Listing or search now](#) for events.

SEARCH SMALL BUSINESS EVENTS


VENDOR COLLABORATION
FBO now contains the Vendor Collaboration Central Event Listing.
[Learn more](#) or [search](#).

VENDOR COLLABORATION

The screenshot shows the FBO website interface. On the left, there are two main sections: 'SMALL BUSINESS EVENTS' and 'VENDOR COLLABORATION'. The 'SMALL BUSINESS EVENTS' section includes a link to 'Learn more about the Small Business Central Event Listing or search now for events.' and a green button labeled 'SEARCH SMALL BUSINESS EVENTS'. The 'VENDOR COLLABORATION' section includes a link to 'Learn more or search.' and a green button labeled 'VENDOR COLLABORATION'. On the right, there is a table listing various events. The first event is 'Small Business Event Doing Business With Camp Lejeune' by MCI/EAST_NAVFAC_Small_Business_Outreach_Jun_2018. The second event is 'Small Business Event - 2018 GSA IT Acquisition Summit' by D -- Information technology services, including telecommunications services. The third event is 'Small Business Event - Southwest Procurement Outreach' by SWProcurementEvent. The fourth event is 'Small Business Event' by 2018-VA_Business_Conference. Red circles are drawn around the 'SMALL BUSINESS EVENTS' section and the list of events.

Event Title	Organizer
Small Business Event Doing Business With Camp Lejeune	Department of the Navy United States Marine Corps MCB Camp Lejeune - RCO
Small Business Event - 2018 GSA IT Acquisition Summit	General Services Administration Office of Small Business Utilization Customer & Stakeholder Engagement (CASE) Division
Small Business Event - Southwest Procurement Outreach	Department of the Army Army Contracting Command, MICC MICC - Fort Sill
Small Business Event	General Services Administration Office of Small Business Utilization Customer & Stakeholder Engagement (CASE) Division

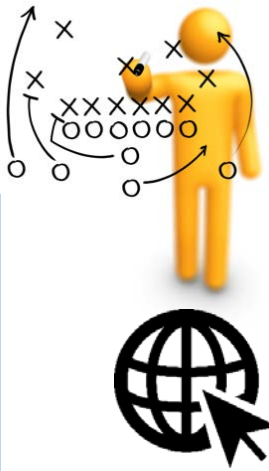
Proprietary Plan To Win

Tips for Tracking Targeted Agency Procurements/Events



- Utilize FBO Saved Searches to receive notifications posted by specific agencies using the Administration Code (6 digit code that identifies the agency that is administering the contract) as a Keyword – Examples:
 - W900KK – Army Contracting Command (ACC) Orlando
 - H92222 – SOCOM
 - FA7022 – Acquisition Management Integration Center, Detachment 2 (AMIC DET 2) – Patrick AFB
 - 36C248 – VA James A. Haley Department of Veterans Affairs Medical Center – Tampa VAMC

Vendor Outreach Sessions – Federal Civilian Agencies



- Use Search Engine / Check Agency OSBP Websites to find **published Vendor Outreach Session (VOS) Schedule for targeted customer agencies** – Example: DHS

DO YOUR HOMEWORK PRIOR TO THE VOS EVENT!

1. Research published forecasts
2. Identify opportunities of interest
3. Prepare your pitch and questions to ask
4. Present a tailored capabilities brief

- VOS are typically held monthly in DC, but many sessions are restricted to certain socio-economic categories
- VOS are held by appointment only and fill up quickly once registration opens
- Vendors are provided 15-20 minutes to meet with OSBP representatives



Homeland
Security

Vendor Outreach Sessions

October 2017 through September 2018

[Detailed information](#) on the Vendor Outreach Sessions will be posted prior to the scheduled event.

Date/Time/Location	Notes	Registration for Appointments will be accepted starting:
Thursday October 26, 2017 9:00 a.m. - 12:15 p.m. 90 K St., NE Washington, DC 20002	Regular Vendor Outreach Session with Small Business Specialists and Prime Contractors.	Thursday, October 19, 2017 12:00 noon (Eastern Time)
Thursday, November 16, 2017 9:00 a.m. - 12:15 p.m. 90 K St., NE Washington, DC 20002	Vendor Outreach Session with Small Business Specialists and Prime Contractors. Note: this session is reserved for Service-Disabled Veteran- Owned Small Business and Veteran- Owned Small Business ONLY in honor of Veterans Day.	Thursday, November 9, 2017 12:00 noon (Eastern Time)

Proprietary Plan To Win

Industry Days



- Find opportunities through Government sponsored **Industry Days** held to provide information about specific opportunities – Example: AFTAC US NDC OSS II

FEDBizOPPS.GOV Federal Business Opportunities

My FBO My Profile Opportunities Agencies

Welcome, Deb Yeagle Accessibility User Guide Logout

U.S. AIR FORCE United States National Data Center Operations Support and Studies II (US NDC OSS II) Services
Solicitation Number: FA7022-19-R-0001
Agency: Department of the Air Force
Office: AMIC DET 2
Location: AMIC DET 2 OL/PA

Notice Details Packages Interested Vendors List Print Link

Original Synopsis
Feb 26, 2018 8:02 am

[Return To Opportunities List](#) [Stop Watching This Opportunity](#)
[Add Me To Interested Vendors](#)

Solicitation Number: FA7022-19-R-0001 Notice Type: Sources Sought

Synopsis:
Added: Feb 26, 2018 8:02 am
United States National Data Center Operations Support and Studies II (US NDC OSS II) Services
FA7022-19-R-0001

1.0 Description

1.1 The Air Force Technical Applications Center (AFTAC) TT Directorate and AMIC Det 2 OL/PA are conducting Market Research for non-personal services to provide United States National Data Center Operations Support and Studies II (US NDC OSS II) services. This sources sought is one element of our Market Research, and it will be used to help determine the acquisition approach.

1.2 This Sources Sought Notice does not constitute a Request for Proposal (RFP), Request for Quote (RFQ) or an Invitation for Bid (IFB). The

GENERAL INFORMATION
Notice Type: Sources Sought
Posted Date: February 26, 2018
Response Date: Mar 09, 2018 3:00 pm Eastern
Archiving Policy: Manual Archive
Archive Date: -
Original Set Aside: N/A
Set Aside: N/A
Classification Code: R -- Professional, administrative, and management support services
NAICS Code: 541 -- Professional, Scientific, and Technical Services/541511 -- Custom Computer Programming Services

FEDBizOPPS.GOV Federal Business Opportunities

My FBO My Profile Opportunities Agencies

Welcome, Deb Yeagle Accessibility User Guide Logout

U.S. AIR FORCE United States National Data Center Operations Support and Studies II (US NDC OSS II) Services **INDUSTRY DAY**
Solicitation Number: FA702219R0001
Agency: Department of the Air Force
Office: AMIC DET 2
Location: AMIC DET 2 OL/PA

Notice Details Packages Interested Vendors List Print Link

Complete View

Original Synopsis
Special Notice
Mar 13, 2018 10:12 am

Changed
Mar 20, 2018 10:49 am

Changed
Mar 20, 2018 10:55 am

Solicitation Number: FA702219R0001 Notice Type: Special Notice

Synopsis:
Added: Mar 13, 2018 10:12 am Modified: Mar 20, 2018 10:55 am [Track Changes](#)

[Return To Opportunities List](#) [Stop Watching This Opportunity](#)
[Add Me To Interested Vendors](#)

ALL FILES
[Industry Day Announcement and draft PWS](#)
Mar 13, 2018
[PUBLIC RELEASE - US ...](#)
[PUBLIC RELEASE - US ...](#)

GENERAL INFORMATION
Notice Type: Special Notice
Original Posted Date: March 13, 2018

Proprietary Plan To Win

Trade Shows / Conferences



- Find opportunities through Government-sponsored **Conferences and Trade Shows** and other events attended by the Government – Examples: PSC, GPC, DoDISS, SOFIC, GEOINT

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

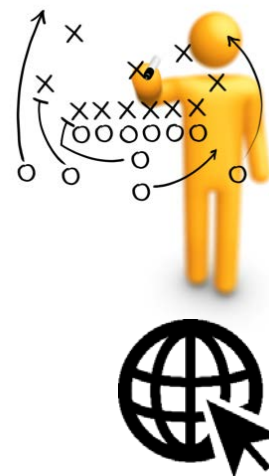
- Find events by keyword, location, date, organizer, Agency, focus, and category



Proprietary Plan To Win

Professional Organizations

- Find opportunities through **Professional Organizations'** live networking events



JAN
04

Monthly Tampa Bay NVSBC chapter dinner

by Tampa Bay Chapter, National Veterans Small Business Coalision

We are honored to have **Chris Harrington, Director, Office of Small Bus Programs, USSOCOM** presenting, "SOCOM 101"....everything you want to know and more! Update on 2018 acquisitions, SOFWERX, Q&A time. Don't miss this one! Space



16
May
2018

2018 May Monthly Luncheon

05-16-2018 11:00 am - 1:00 pm
MacDill Surf's Edge Club

\$40.00

[DETAILS](#)

Join us for the May luncheon at the Surf's Edge club, MacDill AFB on Wednesday, 16 May 2018 from 1100-1300.

Speaker: Mr Cameron Hunt, CIO for SOFWERX. He will be speaking about the leading edge innovation projects they are doing and how companies can get involved with them and the projects and challenges put on by SOCOM, the components, and the TSOCs.

NDIA

National Defense Industrial Association



NDIA Tampa Bay

Gallery and Briefings

NDIA Tampa May 2018 Breakfast

Speaker: Matthew Radd, Deputy J7, USSOCOM Presentation

1 Photos

NDIA Tampa April 2018 Breakfast

Speaker: COLONEL Donald Wols, Director J4, USSOCOM Presentation

1 Photos

NDIA Tampa March 2018 Breakfast

Speaker: Mr Jim Smith, Acquisition Executive, SOF AT&L, USSOCOM Presentation

1 Photos

SBDC PTAC



- Find opportunities through **SBDC PTAC** offices – Example: SBDC at USF Bid Opportunities and networking events for access to large corporation and federal government buyers

<https://sbdctampabay.com/bid-opportunities/>

A screenshot of the America's SBDC Florida website. The header includes the SBDC Florida logo, the USF MUMA logo, and the tagline "Helping Businesses Grow & Succeed". There are social media icons for Facebook, Twitter, LinkedIn, YouTube, Google+, and a "Donate" button. A navigation menu contains links for Home, Services, Locations, Resources, News, About Us, Results, and Contact. The main content area is titled "Bid Opportunities" and features a "Sign Up Now" button. Below this, there are three sections: "Small Business Innovation Research Program (SBIR) – Phase I" with a "READ MORE" link, "Moffitt Supplier Diversity Day: Vendor Fair" with a "READ MORE" link, and "Supplier Diversity Construction Subcontractor Outreach: Moffitt Cancer Center Clinic Support Building" with a "READ MORE" link. On the right side of the main content area, there are two boxes: "Schedule a Consultant" with a "Begin Here" link and "FAQs Get Answers" with a "Learn more" link. At the bottom right, there is a green box with the text "\$41.5 M GOVERNMENT CONTRACTS ACQUIRED" and an illustration of a classical building.

A graphic for a "Strategy & Acquisition" event. The title "SAVE THE DATE" is on the left. The main title "“Strategy & Acquisition” Success in Federal Contracting" is in a green box. Below the title is an illustration of the US Capitol building. On the right, there is a list of event details: "31st Annual Government Small Business Conference", "May 4, 2018 | 8 a.m. - 5 p.m.", "Holiday Inn Tampa Westshore | 700 N Westshore Blvd, Tampa, FL 33609", and "Panel Discussions/Workshops | Small Business Awards Luncheon and Keynote | Business Opportunity Expo featuring federal buyers". The bottom left corner says "Co-sponsored by: AMERICA'S PTAC FLORIDA" and the bottom right corner says "AMERICA'S SBDC FLORIDA".

Proprietary Plan To Win

Agency Social Media Channels

- Find opportunities and networking events through **Agency Social Media Channels** –

Example: VA









<https://www.va.gov/opa/socialmedia.asp>




















VA » OPA » Social Media Directory




Social Media Directory


Filter by Keyword

DEPARTMENT	SOCIAL MEDIA	EMAIL UPDATES
U.S. Department of Veterans Affairs (VA)	      	


ADMINISTRATION	SOCIAL MEDIA	EMAIL UPDATES
Veterans Health Administration (VHA)	    	
Veterans Benefits Administration (VBA)	     	
Veterans Cemetery Administration (NCA)	  	

Options For Connecting With Your Medical Center

STATE	MEDICAL CENTER	SOCIAL MEDIA	EMAIL UPDATES
Alabama	Birmingham VA Medical Center	 	




VA Office of Small and Disadvantaged Business Utilization - OSDBU
@VAVetBiz




Liked Following Share Learn More Send Message

Posts



VA Office of Small and Disadvantaged Business Utilization - OSDBU
54 mins · VA

EVENT TODAY: DAY ONE ::
#SDVOSBs/#VOSBs in healthcare. This event is your chance to network and potentially foster new business partnerships at VA Healthcare Summit 2018 (5/14-5/16).
View agenda, register, find exhibitor information, and more at <http://ow.ly/G8cL30jwgZ4>.



VA Healthcare 2018

Government Organization in Washington, District of Columbia

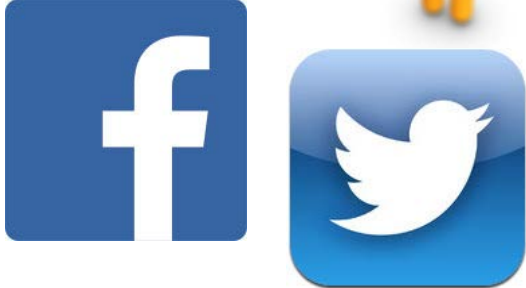
4.3 ★★★★★
Open Now

Community

Invite your friends to like this Page
1,655 people like this
1,733 people follow this

About

Farragut West
810 Vermont Avenue, NW (820.55 mi)
Washington, District of Columbia 20420
Get Directions
(866) 584-2344
Typically replies within a day
Send Message





Veterans Affairs @DeptVetAffairs · 4h


#VAntagePoint: Using VA data to drive decisions: Big Data Day showcases role of data in shaping government programs



Using VA data to drive decisions: Big Data Day showcases role of da...
Successful companies use data to drive decisions, and VA is no different. VA uses a multitude of data to forecast changes in the Veteran populatio...
blogs.va.gov

2 7 13





U.S. Department of Veterans Affairs
1mo

We're looking to hire 1,000 **#MentalHealth** professionals this year—including **#Psychiatrists**—as part of our nationwide Mental Health Hiring Initiative.
<https://bit.ly/2GusPCN>

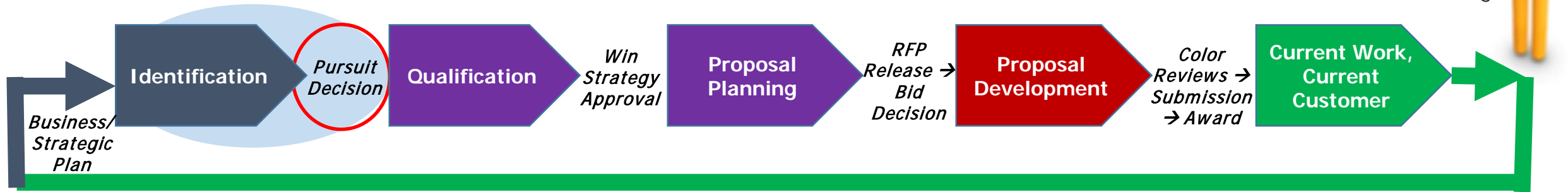


OPPORTUNITY PURSUIT DECISION- MAKING



Proprietary Plan To Win

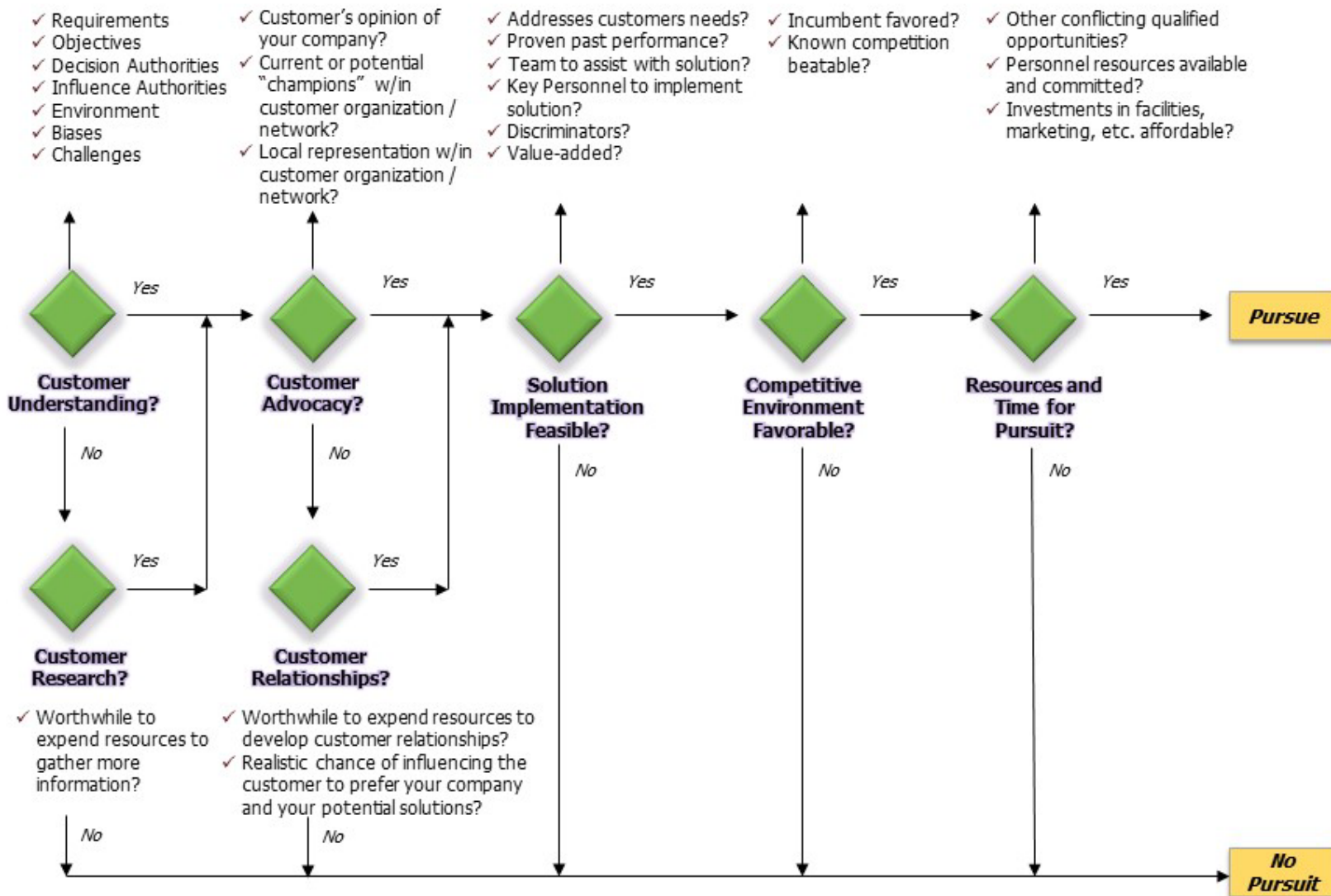
Pursuit / No Pursuit Analysis



- Decision process that includes asking the right questions about an opportunity, starting with “**Should we pursue?**” and “**Can we win?**”
- Guiding Philosophy: “**bid less, win more**”
 - “You will always be remembered for the deals you win, not the deals you chased...**Bid to win!**” – Bob Lohfeld
- Pursuit decision making should be formalized through a decision process flow



Pursuit Decision Process Flow



Proprietary Plan To Win

Know Yourself

Know Your Customer

Know Your Competition

Top 10 BD Lessons Learned



- (1) **Make the proper investment in time and resources** to support the full BD lifecycle.
- (2) Recognize that consistently **successful BD requires a combination of research, intelligence gathering, and relationship building**.
- (3) **Be patient and manage expectations** for growth through Federal Government contracts.
- (4) **Know your capabilities / experience**, and perform Pursuit / No Pursuit Analysis to **make smart bid decisions**.
- (5) Before submitting a prime bid on a Federal Government contract, **build a portfolio of subcontractor past performance**.
- (6) Carefully **research potential teaming partners** to find companies with the best qualifications.
- (7) Track the opportunities being pursued in a **pipeline**.
- (8) Use your pipeline as not only a bid tracking tool, but as a **strategic planning and business analytics** tool.
- (9) If you are a small business with capabilities / experience that meet the Government's requirements, then **always make the time to submit responses to Sources Sought Notices (SSNs) and Requests for Information (RFIs)**.
- (10) After you submit a SSN/RFI response, **follow up** to gain customer understanding/advocacy and to perform opportunity shaping.

Visit the Plan To Win Blog at <http://www.plantowin.biz/blog-1> for more information.

Questions?



- Email: debyeagle@plantowin.biz

- Phone: (540) 907-6789

- Facebook:

- <https://www.facebook.com/Plan-to-Win-368964183270168/>

- Twitter (@plantowinbiz):

- <https://twitter.com/plantowinbiz>

- LinkedIn:

- <http://www.linkedin.com/in/debyeagle>

- <https://www.linkedin.com/company/5402523/>

- Website:

- <http://www.plantowin.biz>



GovCon Proposal Development Boot Camp



Fall / Winter 2018 / 2019 TBD

- SSN Response Development
- RFP “Shredding”
- How Proposals are Evaluated
- Volume Template/Outline Development
- Proposal Writing



- Basic Proposal Response Structure
- Avoid “Parroting” the Requirements
- Avoid Using Fluff
- Writing to the Evaluator’s Checklist
- Sentence Structure Guidelines
- Paragraph Structure Guidelines

- Use of Graphics and Visuals
- Use of Action Captions
- Resumes
- Five Do’s of Proposal Writing
- Five Don’ts of Proposal Writing
- Top 10 Proposal Development Process Improvement Lessons Learned

GovCon Proposal Development Boot Camp



Case Study / Basis of Training Exercise Material:

FedBizOpps.gov Federal Business Opportunities

Home Getting Started General Info **Opportunities** Agencies Privacy

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) [Accessibility](#)

D--OI&T Building Capacity through Organization Development and Engagement
Solicitation Number: VA11817N2076
Agency: Department of Veterans Affairs
Office: VA Technology Acquisition Center
Location: VA Technology Acquisition Center

Notice Details Packages Interested Vendors List Print Link

Complete View [Return To Opportunities List](#)

Original Synopsis
Sources Sought
May 04, 2017
8:17 am

Changed
May 09, 2017
8:04 am

Solicitation Number: VA11817N2076
Notice Type: Sources Sought

Synopsis:
Added: May 04, 2017 8:17 am Modified: May 09, 2017 8:04 am [Track](#)
[Changes](#)
Request for Information

ALL FILES

- [Attachment](#)
May 04, 2017
[VA118-17-N-2076 VA11...](#)
- [Attachment](#)
May 09, 2017
[VA118-17-N-2076 DRAF...](#)
- [Attachment](#)
May 09, 2017
[VA118-17-N-2076 VA11...](#)

R--OI&T Building Capacity through Organization Development and Engagement
Solicitation Number: VA11817R2177
Agency: Department of Veterans Affairs
Office: VA Technology Acquisition Center
Location: VA Technology Acquisition Center

Notice Details Packages Interested Vendors List Print Link

Note: There have been modifications to this notice. You are currently viewing the original synopsis. To view the most recent modification/amendment, [click here](#)

Complete View [Return To Opportunities List](#)

Original Synopsis
Jun 13, 2017
4:14 pm

Changed
Jun 14, 2017
4:35 pm

Changed
Jun 15, 2017
11:18 am

Changed
Jun 15, 2017
1:57 pm

Changed
Jun 15, 2017
3:37 pm
Solicitation

Solicitation Number: VA11817R2177
Notice Type: Presolicitation

Synopsis:
Added: Jun 13, 2017 4:14 pm
The Department of Veterans Affairs (VA) intends to issue a solicitation on or after June 15, 2017 for organizational development support, communication and editing support, quantitative data collection and analysis, qualitative data collection and analysis, website support, video production and SharePoint administration. In addition, the vendor shall develop and maintain educational materials for use and dissemination within Office of Information and Technology (OI&T). The vendor shall develop tools, assessments, and materials that educate the OI&T enterprise on employee engagement, change management, organization development, lessons, and the application of lessons from industrial psychology. Further, the vendor shall provide content

ALL FILES

- [Attachment](#)
Jun 13, 2017
[VA118-17-R-2177 VA11...](#)
- [Attachment](#)
Jun 14, 2017
[VA118-17-R-2177 VA11...](#)
- [Attachment](#)
Jun 15, 2017
[VA118-17-R-2177 VA11...](#)
- [Attachment](#)
Jun 15, 2017
[VA118-17-R-2177 VA11...](#)
- [Solicitation 1](#)
Jun 15, 2017

- SSN Response Development
- RFP "Shredding"
- Volume Template/Outline Development
- Proposal Writing
- Conceptual Graphic Development

- **Organizational development support**
- **Communication and editing support**
- **Quantitative data collection and analysis**

Proprietary Plan To Win

- **Qualitative data collection and analysis**
- **Website support**
- **Video production**
- **SharePoint administration**



BACKUP SLIDES

BD Lifecycle+

Discipline Legend:

BD

Capture Management

Proposal Management

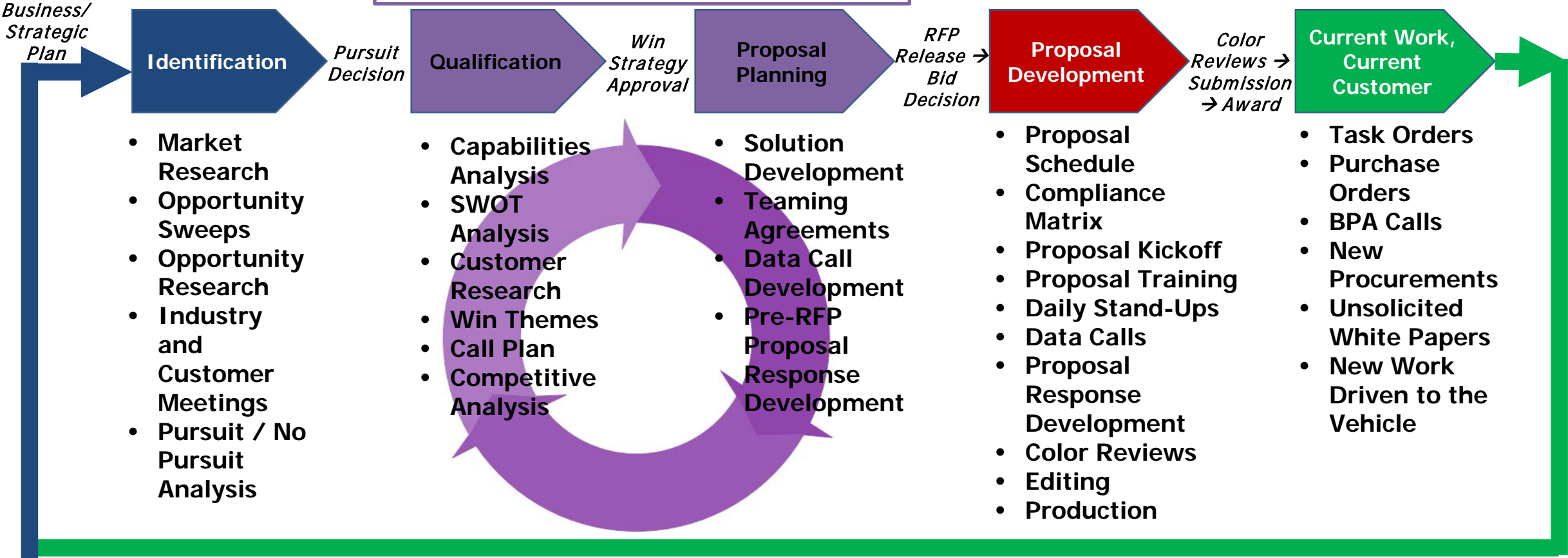
Organic Growth

Capture Management Activities:

- Vary by type of opportunity
- Performed as an iterative cycle of research, analysis, and refinement of capture products
- Managed as a project for each opportunity
- Focused on winning

BD

Operations



BD Definition and Functions



- BD is the process of **identifying growth opportunities** to create long-term value for a company from **customers, markets, and relationships** through **winning specific contract awards**.
- BD functions for identifying contracting opportunities include:
 - Market Research,
 - Networking,
 - Marketing (Website, Social Media, Slick Sheets, Trade Show / Conference Exhibits), and
 - Pipeline Development and Management.
- Consistently successful BD requires:
 - **research,**
 - **intelligence gathering,** and
 - **relationship building.**

Basic BD Terms



- Pipeline
- Bid Roles (Prime Contractor, Incumbent, Subcontractor)
- Probability of Win (Pwin)
- North American Industry Classification System (NAICS) Codes
- Small Business (SB) Size Standards
- SB Set-Asides
- Sources Sought Notices (SSNs)
- Requests for Proposals (RFPs)
- Proposals

Pipeline, Bid Roles, Pwin - Basic Terms Defined



- A **Pipeline** is the flow of potential opportunities as they progress through the BD lifecycle - aka a lead tracking tool used to project revenue based on the portion of work to be performed in terms of **Total Contract Value (TCV)**.
- **Bid Roles**
 - **Prime Contractor**: Main contractor responsible for contract completion, that may employ subcontractors to carry out specific contract tasks
 - **Incumbent**: Prime contractor currently performing the work
 - **Subcontractor**: Performs work under contract with the prime contractor
- **Probability of Win = Pwin**: Probability of winning a particular opportunity
 - Pwin can be used to determine whether an opportunity is pursued or not, and calculated throughout the capture process (based on competitive analysis and the six keys to winning: Customer Knowledge, Key Personnel, Past Performance, Team, Innovation, and Price)



NAICS Codes - Basic Terms Defined



- **North American Industry Classification System (NAICS)** is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy
- NAICS uses a six-digit coding system, beginning with a two-digit sector code, to identify particular industries
- References:
 - <https://www.census.gov/eos/www/naics/>
 - <https://www.census.gov/eos/www/naics/faqs/faqs.html>



NAICS Code	Name	NAICS Exception	Size Standard	Small Business?
541511	CUSTOM COMPUTER PROGRAMMING SERVICES		\$27,500,000.00	N
541512	COMPUTER SYSTEMS DESIGN SERVICES		\$27,500,000.00	N
541519	OTHER COMPUTER RELATED SERVICES	1	\$27,500,000.00	N

SB Size Standards, Set-Asides, SSNs - Basic Terms Defined



- **Small Business (SB) Size Standards** define the largest that a business concern may be and yet qualify as a SB concern – the SBA has established size standards for different industry groups (as defined by NAICS codes)
- A "**set-aside**" is a Federal contract for which only SBs may submit bids, when there is a reasonable expectation of obtaining bids from two or more responsible SB concerns that are competitive in terms of market prices, quality, and delivery. ("Rule of Two")
- Opportunities to bid on "set-aside" contracts may also be restricted to specific SB groups, including 8(a), HUBZone, SDVOSB, or WOSB.
- **Sources Sought Notices (SSNs)** are used by the Government to perform market research and determine if the "Rule of Two" is in play for Small Business Set-Asides.
- If a Federal contract is not a "set-aside" then it is considered a "**full and open (F&O) competition**" (aka **unrestricted**), requiring SBs to compete against Large Businesses (or join a Large Business team or teams as a subcontractor).

RFPs – Basic Terms Defined



- **Request for Proposal (RFP) aka Request for Quote (RFQ) aka Solicitation:** Request issued by the Government to obtain industry bids for a contract to meet requirements specified by the **Statement of Work (SOW)** or **Performance Work Statement (PWS)**



- Different sections (A – M for Federal Government RFPs) that comprise the contract when filled out:
 - **Section C:** Government Requirements (**SOW**: provides explicit work direction or **PWS**: describes the work or outcomes)
 - **Section L:** Instructions to Offerors (how to develop and submit proposal)
 - **Section M:** Evaluation Criteria (how proposals are evaluated to determine award)

Proposals – Basic Terms Defined



- **Proposal:** aka **Offer**, a response to an RFP that describes our capabilities, our applicable experience, what we're going to do, how we're going to do it, and what it will cost. Consists of different Volumes or Sections, typically:

- Technical
- Management
- Past Performance
- Price





MARKET RESEARCH FOR BUSINESS / STRATEGIC PLANNING

Market Research for Business/Strategic Planning



Market Research Activity	Online Resources and Tools / Networking
Identify Targeted Agencies	<ul style="list-style-type: none">• FBO• FPDS• USASpending.gov• WWW (Agency Websites, Agency OSBP Websites, Bid Search Tools, govevents.com, Search Engines)
Identify Agency Spending Trends	<ul style="list-style-type: none">• FPDS• USASpending.gov• SBA Small Business Goals• WWW (Agency Websites, Agency OSBP Websites, Bid Search Tools, GovernmentContractsWon.com, Search Engines)
Confirm Agency Funding	<ul style="list-style-type: none">• FBO• USASpending.gov• WWW (Agency Websites, Bid Search Tools, OMB Website, Search Engines)
Identify Potential Market Barriers to Entry	<ul style="list-style-type: none">• FBO• GSA eLibrary• WWW (Search Engines)
Identify Potential Market Incentives	<ul style="list-style-type: none">• FBO• SBA Small Business Goals• WWW (Agency Websites, Agency OSBP Websites, Bid Search Tools, Search Engines)

Proprietary Plan To Win

Market Research for **Business/Strategic Planning**



➤ What Government agencies procure the types of products / services your company offers? – **EXAMPLE:**

NAICS 541712: Research and Development in the Physical, Engineering, and Life Sciences



Top 10: Department Full Name

- [DEPT OF DEFENSE \(13838\)](#)
- [NATIONAL AERONAUTICS AND SPACE ADMINISTRATION \(926\)](#)
- [INTERIOR, DEPARTMENT OF THE \(578\)](#)
- [ENVIRONMENTAL PROTECTION AGENCY \(177\)](#)
- [COMMERCE, DEPARTMENT OF \(163\)](#)
- [HEALTH AND HUMAN SERVICES, DEPARTMENT OF \(162\)](#)
- [VETERANS AFFAIRS, DEPARTMENT OF \(111\)](#)
- [GENERAL SERVICES ADMINISTRATION \(49\)](#)
- [HOMELAND SECURITY, DEPARTMENT OF \(47\)](#)
- [TRANSPORTATION, DEPARTMENT OF \(43\)](#)

Top 10: Contracting Agency Name

- [DEPT OF THE AIR FORCE \(8589\)](#)
- [DEPT OF THE ARMY \(2607\)](#)
- [DEPT OF THE NAVY \(1702\)](#)
- [NATIONAL AERONAUTICS AND SPACE ADMINISTRATION \(926\)](#)
- [GEOLOGICAL SURVEY \(356\)](#)
- [DEFENSE ADVANCED RESEARCH PROJECTS AGENCY \(DARPA\) \(309\)](#)
- [DEFENSE INFORMATION SYSTEMS AGENCY \(DISA\) \(192\)](#)
- [ENVIRONMENTAL PROTECTION AGENCY \(177\)](#)
- [U.S. SPECIAL OPERATIONS COMMAND \(USSOCOM\) \(166\)](#)
- [NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION \(151\)](#)

Type one or more keywords you would like to search on:
541712 POP_STATE_NAME:"FLORIDA"

To submit comments, please [click here](#)
Search took 0.15 seconds

Result Page: 1 2 3 4 5 6 7 8 9 10 Next

You must click [here](#) for very important D&B information.

List Of Contract Actions Matching Your Criteria		Results 1 - 30 of 16143 as of Apr 1, 2018 5:22:11 AM	
Award ID (Mod#):	DTEACT17C00005 (P00002) View	Award Type:	DEFINITIVE CONTRACT
Vendor Name:	FLIGHT LEVEL ENGINEERING LLC	Contracting Agency:	FEDERAL AVIATION ADMINISTRATION
Date Signed:	March 28, 2018	Action Obligation:	\$222,450
Referenced IDV:		Contracting Office:	692L79 DOT FAA TECHNICAL CENTER
NAICS (Code):	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) (541712)	PSC (Code):	R&D- GENERAL SCIENCE/TECHNOLOGY: ENGINEERING (BASIC RESEARCH) (A441)
Vendor City:	BAKER	Vendor DUNS:	079741350
Vendor State:	FL	Vendor ZIP:	325317822
Global Vendor Name:	FLIGHT LEVEL ENGINEERING LLC	Global DUNS Number:	079741350
Award ID (Mod#):	ING16PX01184 (P00003) View	Award Type:	PURCHASE ORDER
Vendor Name:	BUCKINGHAM, KRISTIN	Contracting Agency:	US GEOLOGICAL SURVEY
Date Signed:	March 27, 2018	Action Obligation:	-\$8,174.03
Referenced IDV:		Contracting Office:	US GEOLOGICAL SURVEY
NAICS (Code):	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) (541712)	PSC (Code):	SPECIAL STUDIES/ANALYSIS- SCIENTIFIC DATA (B529)
Vendor City:	GAINESVILLE	Vendor DUNS:	080305351
Vendor State:	FL	Vendor ZIP:	326073837
Global Vendor Name:	BUCKINGHAM KRISTIN	Global DUNS Number:	080305351
Award ID (Mod#):	NNX16CM02C (2) View	Award Type:	DEFINITIVE CONTRACT
Vendor Name:	SEMPLASTICS EHC LLC	Contracting Agency:	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
Date Signed:	March 27, 2018	Action Obligation:	\$0

Search Criteria

To remove the criteria or a portion of the search criteria click the button next to each search level.

- ☒ 541712
- ☒ PoP State Name: "FLORIDA"

Sort By

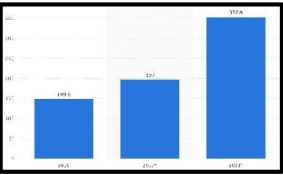
This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.

Sort Order: [Descending](#)

- [Relevance](#)
- [Contract Type](#)
- [Agency Code](#)
- [Agency Full Name](#)
- [Date Signed](#)
- [Contracting Agency ID](#)
- [Contracting Agency Name](#)
- [Department Full Name](#)
- [Action Obligation \(\\$\)](#)
- [NAICS](#)
- [PSC](#)

Proprietary Plan To Win


Market Research for Business/Strategic Planning



➤ What are the typical spending levels for these products/ services by agency? –

EXAMPLE: NAICS 611710: Educational Support Services

Spending Explorer



USASPENDING.gov

Explore the spending landscape.

The Spending Explorer makes it easy to understand the big picture of federal spending.

Spending Expl

Start Over

FY 2018

Q1 Q2 Q3 Q4

ALL BUDGET FUNCTIONS
\$1.2 Trillion

Spending Expl

Start Over

FY 2017

Q1 Q2 Q3 Q4

ALL BUDGET FUNCTIONS
\$3.0 Trillion

BUDGET FUNCTION
General Science, Space, and Technology
\$14.7 Billion

BUDGET SUB-FUNCTION
Space flight, research, and supporting activities
\$10.3 Billion

Spending Explorer

Start Over

FY 2018

Q1 Q2 Q3 Q4

ALL BUDGET FUNCTIONS
\$1.2 Trillion

BUDGET FUNCTION
General Science, Space, and Technology
\$5.9 Billion

BUDGET SUB-FUNCTION
Space flight, research, and supporting activities
\$4.4 Billion

FEDERAL ACCOUNT
Education, National Aeronautics and Space Administration
\$14.5 Million

You've chosen
Education, National Aeronautics and Space Administration
A Federal Account of Space flight, research, and supporting activities

FY 2018 OBLIGATED AMOUNT
\$11.0 Million
Data as of December 31, 2017

See the breakdown by: Recipient

1-20 of 43 results

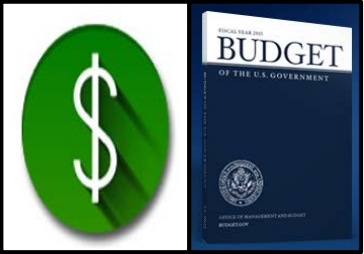
Name	Obligated Amount	Percent of Total
ARCTIC SLOPE TECHNICAL SERVICES, INC.	\$1,555,445	14.13%
UNIVERSITIES SPACE RESEARCH ASSOCIATION	\$1,045,954	9.50%
ALL POINTS LOGISTICS, LLC	\$984,310	8.94%
OKLAHOMA STATE UNIVERSITY	\$750,000	6.81%
UNIVERSITY OF VERMONT & STATE AGRICULTURAL COLLEGE	\$750,000	6.81%
MONTANA STATE UNIVERSITY INC	\$750,000	6.81%
UNIVERSITY OF ALABAMA IN HUNTSVILLE THE	\$750,000	6.81%
WICHITA STATE UNIVERSITY	\$750,000	6.81%
UNIVERSITY OF WYOMING	\$749,938	6.81%

Glossary

Market Research for Business/Strategic Planning



➤ What are the current and projected levels of available / budgeted funding for procuring these products / services by agency?—**EXAMPLE:** Cybersecurity



FISCAL YEAR 2019

EFFICIENT, EFFECTIVE, ACCOUNTABLE

AN
AMERICAN BUDGET

ANALYTICAL PERSPECTIVES

BUDGET OF THE U.S. GOVERNMENT

OFFICE OF MANAGEMENT AND BUDGET | OMB.GOV

OFFICE OF THE UNDER SECRETARY OF DEFENSE
(COMPTROLLER)
CHIEF FINANCIAL OFFICER
FEBRUARY 2018

DEFENSE BUDGET OVERVIEW

UNITED STATES DEPARTMENT OF DEFENSE
FISCAL YEAR 2019 BUDGET REQUEST

GovWin
from Deltek

Federal Market Analysis

Defense IT Priorities and Strategies, 2017-2022

Army

Cloud Computing in Defense RDT&E/Procurement
Requested Budgets for Programs with a Cloud Component, FY 2018-2022

FY	2018	2019	2020	2021	2022
\$M	81	18	24	35	40

Biggest Programs with a Cloud Component, FY 2018 (Request)

- \$19.8M** Physical and Virtual Connectivity for the Persistent Cyber Training Environment (PCTE)
- \$14.0M** Environment Operations and Management for Persistent Cyber Training Environment (PCTE)
- \$7.7M** Modeling Infrastructure Technology/ Simulation Tools and Models
- \$6.0M** Advanced Distributed Simulation / Synthetic Natural Environments
- \$6.0M** Army G2 Projects

Training: R&D funding in FY 2018 continues last year's focus on building a cloud architecture for the Persistent Cyber Training Environment. The architecture will link cyber ranges across the DOD.

Biometrics: Army's FY 2018 investments will deliver an instance of the Biometric Intelligence Information Repository software resident on the IC's C2S Amazon cloud.

Modeling and Simulation: Increasing stress is being placed on using cloud-based modeling and simulation for development and testing.

CHAPTER 3 PRESERVE PEACE THROUGH STRENGTH

3-11



Market Research for **Business/Strategic Planning**



➤ What are some of the barriers to entry to be eligible to compete for contracts by agency? – **EXAMPLES:**

- **Department of Defense (DoD):** Personnel Security & Facility Clearances
- **Any Federal Government Agency that uses or requires a Cloud Service Offering (CSO):** FedRAMP compliance and authorization to operate (ATO) for cloud security
- **Department of Veterans Affairs (VA):** To qualify for participation in the Veterans First Contracting Program, a unique authority for Service-Disabled Veteran-Owned Small Business (SDVOSB) and Veteran-Owned Small Business (VOSB) set-aside and sole source contracts, eligible SDVOSBs/VOSBs must first be verified by the Center for Verification and Evaluation (CVE).
- **Any Federal Government Agency that uses GSA Schedules as part of their acquisition strategy:** Become a GSA schedule holder or partner with one



Proprietary Plan To Win



Market Research for Business/Strategic Planning



➤ What are some of the incentives to compete for contracts by agency? – **EXAMPLES:**

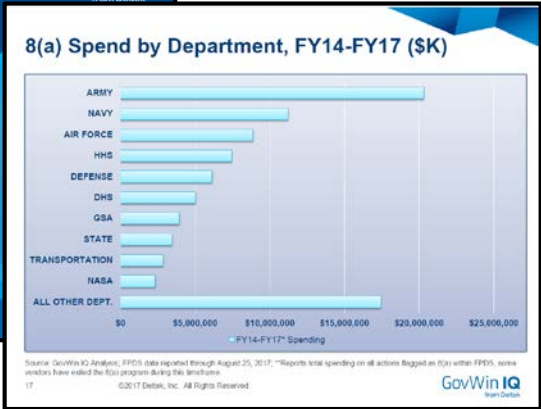
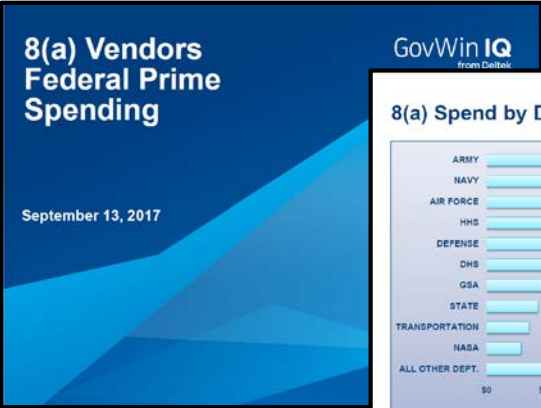
- Agency Small Business utilization
- Agencies that encourage and enhance communication between Industry and Government

CY 2018 PALT Update Session Schedule

- 9 January 2018
- 13 February 2018
- 12 March 2018 (revised)
- 10 April 2018
- 8 May 2018
- June: No session due to TSIS
- 10 July 2018
- 14 August 2018
- 11 September 2018
- 16 October 2018

Time: 0900-1000
Partnership III Building, CR 321
3039 Technology Parkway
Orlando, FL 32826

National Aeronautics and Space Administration			
FY2016 Small Business Procurement Scorecard			
			B
			91.72%
FPDS-NG Prime Contracting Data as of Feb. 20, 2017 eSRS Subcontracting Data as of Mar. 14, 2017			
Prime Contracting Achievement:			69.93%
	2015 Achievement	2016 Goal	2016 Achievement
Small Business	17.33%	16.75%	16.67% (\$2.7 B)
Women Owned Small Business	3.37%	5.00%	4.05% (\$648.0 M)
Small Disadvantaged Business	8.70%	5.00%	8.17% (\$1.3 B)
Service Disabled Veteran Owned Small Business	0.71%	3.00%	0.86% (\$137.9 M)
HUBZone	0.62%	3.00%	0.52% (\$82.7 M)



Small Business Goals





ADDITIONAL EXAMPLES: **ON-LINE** RESOURCES, TOOLS, AND TECHNIQUES

- 



U.S. DEPARTMENT OF STATE

DIplomacy in Action

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Fiscal Year 2018

[f](#) [t](#) [g+](#) [+](#) [Share](#)

The procurements described in this forecast are expected to be solicited in accordance with the estimated timeframe listed in the table. All projected procurements are subject to revision or cancellation. Final decision regarding the extent of competition, potential set-asides, estimated value or any aspect of the procurement action is not made until each procurement is initiated. This forecast data is for planning purposes only. It does not represent a solicitation, invitation for bid or request for proposal nor is it a commitment by the Government to purchase the described commodities and services.

Public Law 100-656, the Business Opportunity Development Reform Act of 1988 amended the Small Business Act to place new emphasis on acquisition planning. The law requires agencies to compile and make available projections of contracting opportunities that small and small disadvantaged firms may be able to perform.

If you have any questions about this forecast, please contact:

Office of Small and Disadvantaged Business Utilization
U.S. Department of State
Telephone: [703-875-6822](tel:703-875-6822)
Email: smallbusiness@state.gov

[Procurement Forecast FY 2018](#)



B	D	F	G	H
Development Description	History of Award Category	Estimated value	Procurement Category	
1. C1 Secure and Web OpenMx for MDC	R	Service Disabled Veteran Owned Small Busi <150K and <1500K	Alameda LLC	
2. Nyle Enterprise Edition DCIM Tool - no cost modification	R	Service Disabled Veteran Owned Small Busi <150K and <1500K	Craig Stephens	
3. To extend POC to 12/31/2017 for on-site support for	R	Service Disabled Veteran Owned Small Busi <150K and <1500K	Thunderbolt Technology LLC	
4. Self-Defense System Renewal	R	Service Disabled Veteran Owned Small Busi <150K and <1500K	Epoch Concepts, LLC	
5. AA App Dynamic - 12 month base with 3 month option	R	Service Disabled Veteran Owned Small Busi <150K and <1500K	Global Concepts, LLC	
6. 302 Vetting	R	Service Disabled Veteran Owned Small Busi <150K and <1500K	Global	
7. Program Management Support - Global Initiative to Combat Nuclear Terrorism and Foreign Consequence Management	R	Service Disabled Veteran Owned Small Busi <150K and <1500K	N/A	
8. Administrative Support-Partial	R	Service Disabled Veteran Owned Small Busi <150K and <1500K	Kangaroo-Triant Technologies	

7

Proprietary Plan To Win

[illegible]

Agency Websites – GSA Forecast Tool



- For **GSA Schedule** Holders:

- **Forecast of Contracting Opportunities** -

<https://www.gsa.gov/acquisition/forecast-of-contracting-opportunities>



ACQUISITION GATEWAY

ToolsResources

SearchIconInfoUser

FORECAST OF CONTRACTING OPPORTUNITIES

Hide Disclaimer

Keyword Search

Agency

Place of Performance

Acquisition Strategy

NAICS Code

Projected Solicitation Quarter

Contract Type

Results to CSV

Found 3546 results of 3546 Reset Share

1 of 142 25

Welcome to the Forecast of Contracting Opportunities Tool!

The goal of this tool is to provide a nationwide dashboard of upcoming federal contracting opportunities. All projected procurements are subject to revision or cancellation. Final decisions on the extent of competition, small business participation, estimated value, or any aspect of the procurement action will not be made until each procurement is posted to Federal Business Opportunities (FEDBIZOPPS). Forecast data is for planning purposes only and is not a commitment by the Government to purchase the described products and/or services. Questions regarding a projected procurement should be addressed to the point of contact listed in the record. If you have any questions about the tool itself, contact us at forecasthelp@gsa.gov.

Brownsville - NPS Renovation

Brownsville - NPS Renovation

Listing ID: 11439

Organization: PBS-Public Buildings Service

Place of Performance: Brownsville, TX

Minimum Value: \$1,000,000.00

Contract Type: Task Order

Acquisition Strategy: Set-aside - Total Small Business

Agency: General Services Administration

Award Status: Solicitation Issued

Type of Awardee: Total Small Business

Maximum Value: \$5,000,000.00

NAICS Code: 236220

Estimated Award Date (FY-QTR): 2018-3rd

View Details

Proprietary Plan To Win

Agency Websites – DHS Forecast Tool



[Home](#) [Acquisition Planning Forecast System](#) [Contact Us](#) [Government Users](#)



Welcome

The Department of Homeland Security Acquisition Planning Forecast System is a portal for small business vendors to view anticipated contract actions above \$150,000.

[Download the APFS Tutorial](#)

Full Acquisition Forecast

The DHS purchases a wide variety of goods and services and we are committed to small business participation in our acquisition program. We hope that this forecast will assist you in doing business with DHS. By helping firms identify procurement opportunities as early in the acquisition process as possible, we hope to improve communication with industry and assist the small business community with its marketing efforts.

[Search Forecast](#)

Get Notified

Vendors seeking to track upcoming DHS opportunities may register to be notified when anticipated opportunities are published to APFS. An internet email address is required for notifications.

[Subscribe to Notifications](#)

About This Data

The Department of Homeland Security (DHS) Forecast of Contract Opportunities includes projections of all anticipated contract actions above \$150,000 that small businesses may be able to perform under direct contracts with DHS, or perform part of the effort through subcontract arrangements with the Department's large business prime contractors.

[Learn More About APFS](#)

Forecast by Component

Click one of the following buttons for a quick look at all the upcoming opportunities within the umbrella of that component.

[CBP Acquisition Forecast](#)

[DHS HQ Acquisition Forecast](#)

[FEMA Acquisition Forecast](#)

[FLETC Acquisition Forecast](#)

[ICE Acquisition Forecast](#)

[TSA Acquisition Forecast](#)

[USCG Acquisition Forecast](#)

[USSS Acquisition Forecast](#)

Forecast by Contract Vehicle

Click one of the following buttons for a quick look at all the upcoming opportunities from a specific contract vehicle.

[EAGLE II Acquisition Forecast](#)

[FirstSource II Acquisition Forecast](#)

[OASIS Acquisition Forecast](#)

[PACTS II Acquisition Forecast](#)

[TABSS Acquisition Forecast](#)

- DHS Acquisition Planning Forecast System (APFS) -

- Search Full Forecast
- Search by DHS Component
- Search by DHS Contract Vehicle
- Register to Receive Forecast Updates

<https://apfs.dhs.gov/>

Agency Strategic Plans



- Use Search Engine to find **published Strategic Plans for targeted customer agencies** to understand customer vision and project potential future opportunities – Examples: VA Strategic Plan 2018 – 2024, USASOC 2035



VA Strategic Goals and Objectives Poster

2024 STRATEGIC GOALS & OBJECTIVES

MISSION STATEMENT: To fulfill President Lincoln's promise, "To care for him who shall have borne the battle and for his widow, and his orphan."

SECRETARY PRIORITIES

Greater Choice: VA is committed to ensure Veterans can make decisions that work best for them and their families.

Improve Timeliness: Veterans must receive the benefits, care and services they need in a timely manner, no matter where they are.

Focus Resources: Veterans and taxpayers deserve to know VA resources are spent on the care and services Veterans need most.

Modernize Systems: Veterans and VA employees need systems and technology that enable them to deliver the high quality care and services Veterans deserve.

Suicide Prevention: Suicide prevention is VA's highest clinical priority. Suicide is a national health crisis; it requires all of government along with public-private partnerships to address.

STRATEGIC GOALS

1 Veterans *choose* VA for *easy access, greater choices*, and clear information to make informed decisions.

2 Veterans receive *timely and integrated care* and support that emphasizes their well-being and independence throughout their life journey.

3 Veterans trust VA to be consistently *accountable and transparent*.

4 VA will *modernize systems and focus resources* more efficiently in order to be competitive and to provide world class capabilities to Veterans and employees.

STRATEGIC OBJECTIVES

1.1: VA anticipates Veterans' changing needs throughout their lives to enhance their choices.

1.2: Veterans are informed of, understand, and can avail themselves of the benefits, care, and services they choose.

2.1: VA has collaborative, *high-performing*, and *integrated delivery networks* that enhance Veteran well-being and independence.

2.2: VA ensures at-risk and underserved Veterans receive what they need to eliminate Veteran *suicide*, homelessness, and poverty.

3.1: VA is always *transparent* to enhance Veterans' choices, to maintain trust, and to be openly *accountable* for its actions.

3.2: VA holds its personnel and external service providers *accountable* for delivering excellent customer service and experiences while eliminating *fraud, waste, and abuse*.

4.1. **(Agility)** VA's *infrastructure improvements*, improved decision-making protocols, and its focus on *streamlined services* enable VA to agilely adapt to changing business environments, improve delivery, and respond to Veteran needs.

4.2. **(Human Capital Management Modernization & Transformation)** VA will *modernize* its human capital management capabilities to empower and enable a diverse, fully staffed, and highly skilled workforce that consistently delivers world class services to Veterans and their families.

BUSINESS STRATEGY 4.2.3: IMPROVE LEADERSHIP AND WORKFORCE COMPETENCY

VA understands that it must foster an environment of trust, accountability, adaptability, and performance to improve competency across the Department and that this begins with having competent leaders in place at all levels. VA will institute robust succession planning along with comprehensive identification of the skills and competencies necessary for each position to assure a capable workforce Department-wide. Further, VA will deploy new supervisor and management training to convey policy updates and guidance that enhance the employee experience and support adherence to the VA Accountability and Whistleblower Protection Act of 2017.

VA will implement a modernized performance appraisal system that focuses on enhanced dialogue rather than periodic and static evaluations. VA will train managers to implement adaptive work environments that enhance employee performance. Finally, VA will implement a common leadership development model for employees at all levels – individual, supervisor, manager, pre-executive and executive – to ensure a consistent understanding of leadership across the department.

BUSINESS STRATEGY 4.2.4: INSTITUTE MANPOWER MANAGEMENT TO OPTIMIZE VA HUMAN CAPITAL RESOURCES

VA will use manpower management to determine the staffing levels needed to accomplish VA's mission and program objectives. The staffing requirements will be based on models, time studies and/or industry benchmarking data that will devise staffing standards. The staffing standards will be validated and revised periodically to ensure the Department is always prepared to support Veterans.

VA's Human Resources management system, coupled with improved staffing processes (i.e. recruitment, hiring, retention, etc.), will optimize the workforce and assure VA has the right people to successfully and consistently meet Veterans' evolving needs and priorities. VA will also ensure the Department operates within approved staffing levels and budgets to contain personnel costs.



Proprietary Plan To Win

UNCLASSIFIED

- Develop capabilities to track, monitor, and counter WMD
- Incorporate education/training into ARSOF learning institutions to enable operations that track, monitor, and counter WMD
- Empower decentralized Mission Command (COP and situational awareness via handheld data, blue force tracking systems, and secure communications)
- Increase ARSOF clandestine and low visibility technology (mobility platforms, weapons systems, and communications technology – secure, unsecure, and non-attributable systems)
- Improve ARSOF intelligence collection, analysis, and synthesis capabilities that enable understanding and characterization of the human domain and provide indicators/warnings for gray zone threats
- Codify ARSOF doctrine and education for FID, COIN, CT and support to resistance movements (up to and including UW)

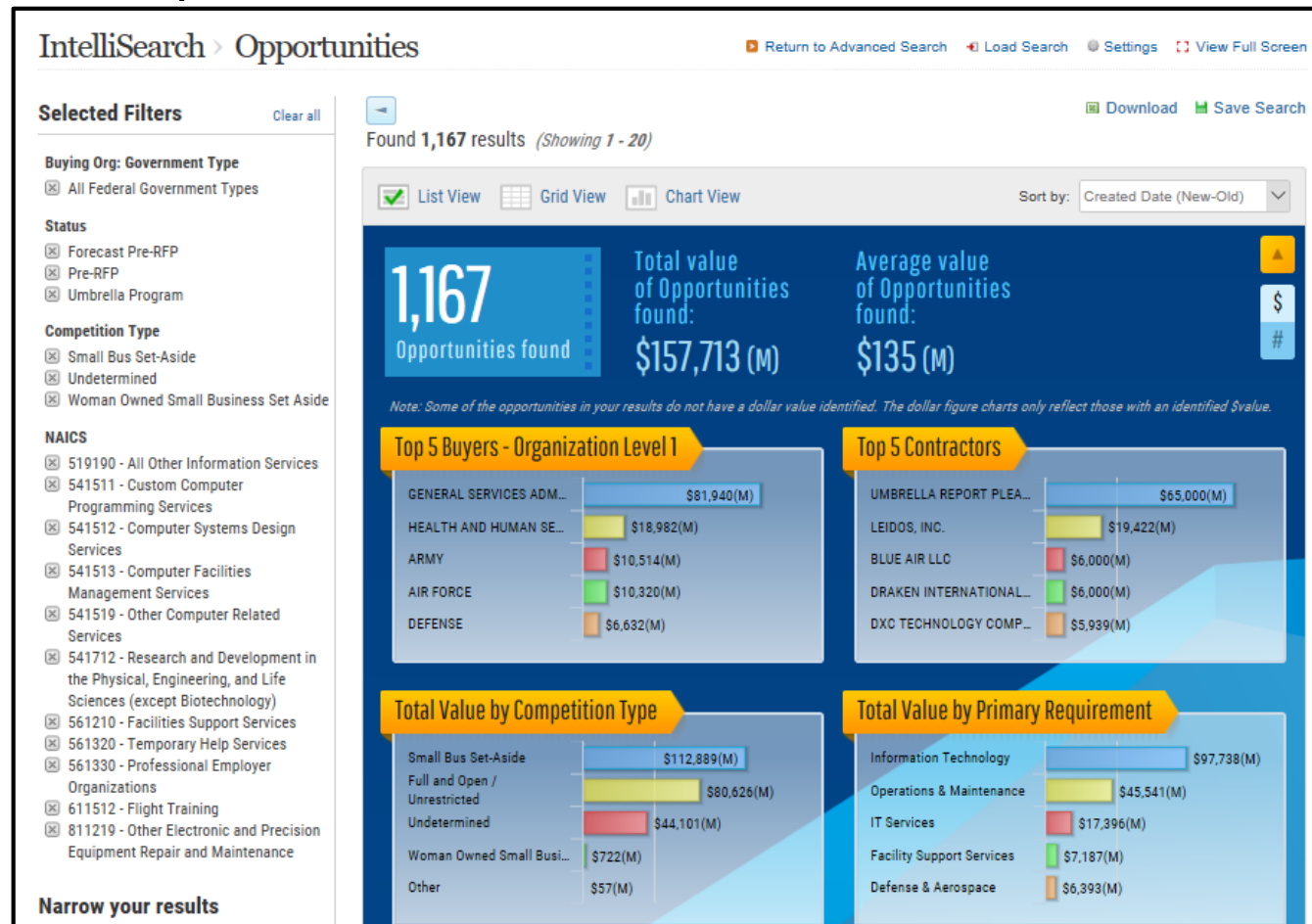
- Procure mobility systems that are agile enough to quickly deploy, resilient enough to operate in austere environments, and require minimal maintenance/logistics
- Procure C2 and intelligence technology that improve the speed and ease with which we process/synthesize information at the tactical and operational levels
- Procure communications and intelligence systems that facilitate rapid collective understanding of the environment, adversarial actions, and emerging threats
- Develop and integrate systems and processes that enable operator/leader level decision making
- Develop and incorporate methods and technology that improve our ability to influence populations and to understand/address how adversaries and their proxies do the same (cyber and related capabilities)
- Integrate cyber capabilities into operations to include influence operations, digital deception, communication disruption, and disinformation campaigns at the tactical and operational levels
- Obtain technology to protect friendly networks from advanced cyber threats
- Obtain next generation unmanned aerial systems that provide longer operational range, over horizon observation, and can be launched/recovered by tactical units
- Obtain the next generation of ARSOF rotary wing capabilities for transport and fire support that have longer range and greater fuel efficiency

- Invest in education initiatives that prepare operators to develop effective partnerships in foreign cultures and to build partner capabilities
- Create and implement education models that train operators to rapidly integrate into, and excel within, ambiguous environments
- Invest in hybrid conflict research/education within ARSOF institutions

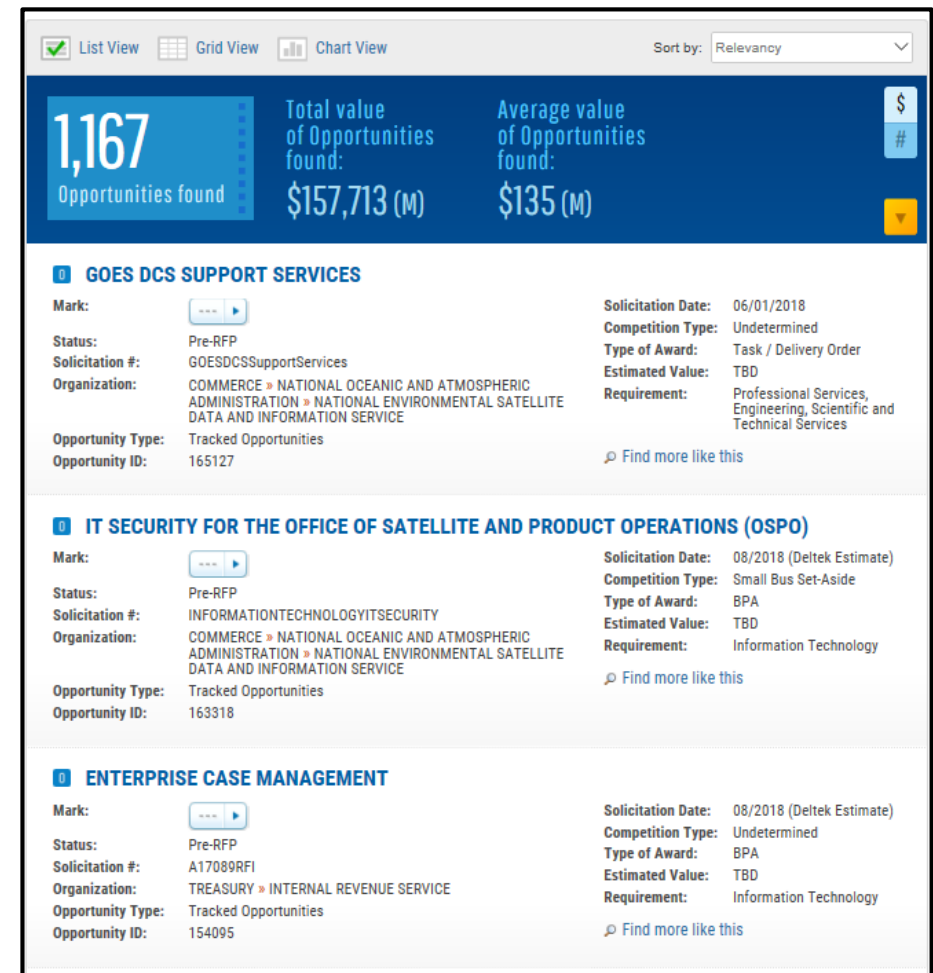
GovWin Saved Search



- Use saved search to perform “**opportunity sweeps**” (automated searches) by **identifying opportunities** based on pre-defined filters and keywords –
Example: SB NAICS Codes



Proprietary Plan To Win



FBO Special Notice Example



Welcome, Deb Yeagle

Accessibility

User Guide

Logout

Small Business Roundtable

Solicitation Number: H9222218SBRT7
Agency: Other Defense Agencies
Office: U.S. Special Operations Command
Location: HQ USSOCOM Office of Small Business Programs

Notice Details

Packages

Print

Link

Original Synopsis
Apr 16, 2018
1:19 pm

Return To Opportunities List

Watch This Opportunity

Solicitation Number:
H9222218SBRT7

Notice Type:
Special Notice

Synopsis:
Added: Apr 16, 2018 1:19 pm
The United States Special Operations Command (USSOCOM) is hosting a Small Business SB Roundtable in Tampa, FL on 6 June 2018 from 2:00pm-4:00pm. Government participants will be the USSOCOM Acquisition Executive, Director of Procurement, and Director of the Office of Small Business Programs.
Details will be provided upon selection to attend.

Intent of these meetings:
SB Roundtables are intended to allow small businesses to discuss barriers to doing business with USSOCOM, provide input as to what USSOCOM is doing well, and provide suggestions for ways to make doing business with USSOCOM easier. These roundtables are not meant to be an opportunity for firms to present their capabilities to USSOCOM, or to receive a forecast of upcoming requirements.

GENERAL INFORMATION
Notice Type:
Special Notice
Posted Date:
April 16, 2018
Response Date:
Apr 23, 2018 6:00 am Eastern
Archiving Policy:
Automatic, 15 days after response date
Archive Date:
May 8, 2018
Original Set Aside:
N/A
Set Aside:
Total Small Business
Classification Code:
99 -- Miscellaneous
NAICS Code:
561 -- Administrative and Support Services/561990 -- All Other Support Services

Proprietary Plan To Win



FPDS



- Use FPDS to find opportunities based on expiring contracts – Example: VA SharePoint contracts expiring by end of CY18

https://www.fpds.gov/fpdsng_cms/index.php/en/

Type one or more keywords you would like to search on:
ESTIMATED_COMPLETION_DATE:[2018/05/15,2018/12/31] DEPARTMENT_FULL

Go Clear Advanced Search

Contracts ICD Recovery

To submit comments, please [click here](#)
Search took 0.054 seconds

PDF CSV TOM 0.3 MY YAHOO!

You must click [here](#) for very important D&B information.

Top 10: Contracting Agency Name
VETERANS AFFAIRS, DEPARTMENT OF (9)

Top 10: Vendor Full Name

- INFORMATION INNOVATORS, INC. (3)
- FAVOR TECHCONSULTING, LLC (2)
- ADAMS COMMUNICATION & ENGINEERING TECHNOLOGY, INC. (1)
- KILDA GROUP LIMITED LIABILITY COMPANY (1)
- PRO-SPHERE TEK, INC. (1)
- THUNDERCAT TECHNOLOGY, LLC (1)

List Of Contract Actions Matching Your Criteria

Results 1 - 9 of 9 as of May 15, 2018 1:26:32 PM

Award ID (Mod#): Vendor Name: Date Signed: Referenced IDV: NAICS (Code): Vendor City: Vendor State: Global Vendor Name:	VA11810020012 (0) (View) INFORMATION INNOVATORS, INC. October 01, 2015 VA11811D1002 COMPUTER SYSTEMS DESIGN SERVICES (541512) SPRINGFIELD VA INFORMATION INNOVATORS INC.	Award Type: Contracting Agency: Action Obligation: Contracting Office: PSC (Code): Vendor DUNS: Vendor ZIP: Global DUNS Number:	DELIVERY ORDER VETERANS AFFAIRS, DEPARTMENT OF \$291,121.44 TECHNOLOGY ACQUISITION CENTER - NJ IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS (D399) 043669030 221532830 078732862
Award ID (Mod#): Vendor Name: Date Signed: Referenced IDV: NAICS (Code): Vendor City: Vendor State: Global Vendor Name:	VA11810150032 (P00004) (View) PRO-SPHERE TEK, INC. September 09, 2016 VA11813D1015 COMPUTER SYSTEMS DESIGN SERVICES (541512) ALEXANDRIA VA PRO-SPHERE TEK INC.	Award Type: Contracting Agency: Action Obligation: Contracting Office: PSC (Code): Vendor DUNS: Vendor ZIP: Global DUNS Number:	DELIVERY ORDER VETERANS AFFAIRS, DEPARTMENT OF \$0 TECHNOLOGY ACQUISITION CENTER IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS (D399) 627796449 223142301 627796449
Award ID (Mod#): Vendor Name: Date Signed: Referenced IDV: NAICS (Code): Vendor City: Vendor State: Global Vendor Name:	VA11810020012 (P00002) (View) INFORMATION INNOVATORS, INC. June 22, 2016 VA11811D1002 COMPUTER SYSTEMS DESIGN SERVICES (541512) SPRINGFIELD VA INFORMATION INNOVATORS INC.	Award Type: Contracting Agency: Action Obligation: Contracting Office: PSC (Code): Vendor DUNS: Vendor ZIP: Global DUNS Number:	DELIVERY ORDER VETERANS AFFAIRS, DEPARTMENT OF \$0 TECHNOLOGY ACQUISITION CENTER IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS (D399) 043669030 221532830 078732862

Search Criteria

To remove the criteria or a portion of the search criteria click the button next to each search level.

- Estimated Completion Date: [2018/05/15,2018/12/31]
- Department Full Name: "VETERANS AFFAIRS, DEPARTMENT OF"
- Description of Requirement: "sharepoint"

Sort By

This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.

Sort Order: Descending

Relevance

- Contract Type
- Agency Code
- Agency Full Name
- Date Signed
- Contracting Agency ID
- Contracting Agency Name
- Department Full Name
- Action Obligation (\$)
- NAICS
- PSC
- Vendor State
- Vendor ZIP Code
- PoP Country Name
- PoP State Name

FPDS

Proprietary Plan To Win

FPDS vs. Bid Search Tools



- Why Bid Search Tools for Forecast Opportunities?

- FPDS

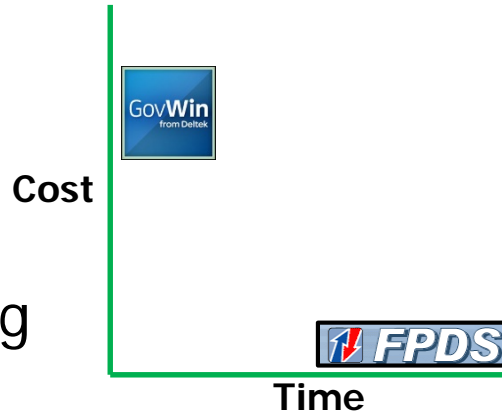
- ☐ Cumbersome user interface for search and search results display and reporting

- GovWin

- ☐ User friendly interface and intuitive results reporting Provides not only the data, but the human analysts that apply their research skills to link related data where applicable, to transform all of the data into useful information, and to put the information into context that provides useful knowledge

- ☐ Publishes Market Analysis (Articles, Reports, Presentations & Webinars)

- ☐ Generates Agency Account Planner Reports



Department of Homeland Security—**Account Planner**

DHS – Leading Opportunities

Program	Status	Solicitation Date	Value (\$ K)	Opp. ID
ELITE AGILE SUPPORT FOR THE HOMELAND (EAS-18-12)	Pre-RFP	04/2018	1,543	130663
CBP AIR AND MARINE OPERATIONS NATIONAL AIRCRAFT MAINTENANCE SUPPORT (CBP-NAMS)	Pre-RFP	02/2018	1,148	109613
MEDIUM SPEED EXPLOSIVE DETECTION SYSTEMS (ES-18-000)	Pre-RFP	12/2017	1,077	131515
ENTERPRISE SOFTWARE SOLUTIONS (ESS)	Forecast	03/2018	970	131188
CBP AIRCRAFT MAINTENANCE SERVICES (P-3 AM)	Pre-RFP	10/2018	945	109612

45 Federal Agency Account Planner - ©2017 Deltek, Inc. All Rights Reserved GovWin IQ

Service Disabled Veteran Owned Small Business (SDVOSB) Prime Spending Analysis

GovWin IQ from Deltek

October 2, 2017

Select GovWin IQ SDVOSB Set-aside Pre-RFP Opportunities

Opportunity Title	Department	Primary Requirement	Est. Value (\$M)	Status	Est. Submission Date
COMBINED ENTERPRISE CONTRACT	DEPARTMENT OF DEFENSE	Construction	\$1,194,276	Forecast	10/2017
SPACE AND DESIGN BUILD AND REPAIR MAINTENANCE OF COMMERCIAL BUILDING AND REPAIR MAINTENANCE OF BUILDING	ARMY	Other Construction	\$800,000	Pre-RFP	12/2017
URGENT SERVICE CONTRACT	STATE	Administrative Support & Management	\$400,000	Pre-RFP	11/2017
ACQUISITION AND CONSTRUCTION SERVICES BIDDING FOR 10 YEARS	DEPARTMENT OF DEFENSE	Architectural Engineering and Construction	\$400,000	Pre-RFP	10/2017
DEPARTMENT OF DEFENSE ENTERPRISE INFORMATION MANAGEMENT SERVICES CONTRACT	DEPARTMENT OF DEFENSE	IT Services	\$351,224	Forecast	10/2018
RELIABLE AND AFFORDABLE CONSTRUCTION CONTRACT	ARMY	Architectural Engineering and Construction	\$275,000	Forecast	08/2018
DISCOM ACTIONABLE INTELLIGENCE SUPPORT SERVICES	DEFENSE	Intelligence	\$250,000	Forecast	07/2018
PROFESSIONAL MANAGEMENT AND ADMINISTRATIVE SUPPORT SERVICES	STATE	IT Services	\$150,000	Forecast	11/2017
SPACE AND DESIGN BUILD AND REPAIR MAINTENANCE OF COMMERCIAL BUILDING AND REPAIR MAINTENANCE OF BUILDING	ARMY	Architectural Engineering and Construction	\$125,000	Pre-RFP	10/2017
RELIABLE AND AFFORDABLE CONSTRUCTION CONTRACT	ARMY	Architectural Engineering and Construction	\$100,000	Forecast	06/2018

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Industry News Subscription Services



- Example: GovConWire

https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm

GOVCONWIRE

Top News in GovCon and Government Delivered Weekday Mornings

Christopher Kubasik: L3 Eyes Domestic, International Opportunities for Growth



Christopher Kubasik, chairman, president and CEO of L3 Technologies, said he has seen an increased domestic and foreign interest in communications and sensor technology platforms, Defense News reported Wednesday...

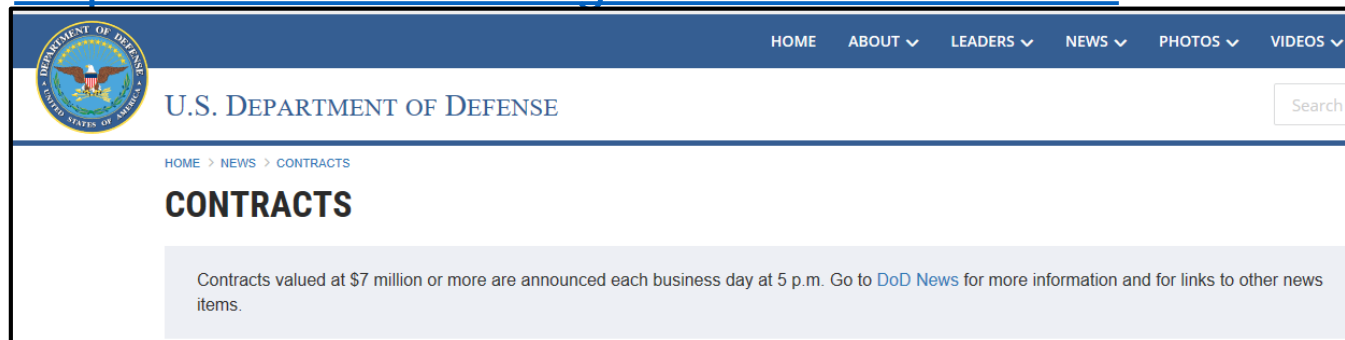
Andy Jassy: AWS to Compete for DoD's JEDI Cloud Procurement Contract



Andy Jassy, CEO of Amazon Web Services, has said the company plans to make a "very competitive" offer for the Defense Department's single-award cloud procurement contract, CRN reported Wednesday...

- Example: DoD Contracts

<https://www.defense.gov/News/Contracts/>



Proprietary Plan To Win

Industry News Subscription Services



- Example: *National Defense* (digital and print magazine)

<http://www.nationaldefensemagazine.org/>

SOCOM Top 10 Tech Needs:

- Iron Man Suit
- Assured COMMS
- C-UAS
- Biotechnology
- Precision Strike
- Expeditionary ISR
- Signature Management
- Expeditionary Logistics
- Positioning & Navigation
- Small Arms



Proprietary Plan To Win

Subcontracting Opportunities – SBA SUB-Net



- Use SUB-Net to find **subcontracting opportunities** – Example: FL Subcontracting
https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm

SBA

SubNet

Help

SubNet Home

Post-Modify

Administration

Disclaimers

Resources

Welcome to the U.S. Small Business Administration Subcontracting Network(SubNet)

SubNet: A place where Small Business (SB) find Subcontract Opportunities ("Solicitation (SOL)", "Notice of Sources Sought" (NSS)) and Outreach Events.

Solicitations/NSS Directory

Business Directory

Events Directory

To search for a SOL or NSS by place of performance location, select a location from the map or the appropriate drop-down list.

Select a State

Select a Territory

SBA

SubNet

Help

SubNet Home

Post-Modify

Administration

Disclaimers

Resources

SubContracting Network(SubNet) - Public Search - (Version 1.0)

Solicitation Search Result

for Florida

To sort data click on column heading.
Click on a Solicitation/NSS number to view detailed description for a Solicitation/NSS.

Solicitation (SOL) / NSS Number	Business Name	Place of Performance	Performance Start Date	NAICS Code	Additional NAICS Code	Type of Business Solicited	Closing Date	Description	POC	POC Phone	POC Email
NSS-3222018	Innovative Regulatory Risk Advisors LLC	CA,CO,DC,DE,FL,GA,IL,MD,ME,PA,TX,VA,VT,WV,PR	04/01/2018	541611 Administrative Management and General Consulting Services	541612 Human Resources Consulting Services,541618 Other Management Consulting Services,541690 Other Scientific and Technical Consulting Services,541512 Computer Systems Design Services	Disadvantaged Business Enterprise (DBE),Small Business with Top Secret Security Clearance/Sensitive Compartmented Information (TS/SCI),Small Business with Top Secret Security Clearance (TS),Small Business with Secret Security Clearance (SC),Small Business (SB),SBA Certified HUBZone Small Business (HUBZone SB),SBA Certified 8a Program Participant,Small Disadvantaged Business (SDB),Women-Owned Small Business under the SBA Women-Owned Small Business Program,Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program,Service-Disabled Veteran-Owned Small Business (SDOVSB),Alaskan Native Corporations (ANC) and Indian,Tribally Owned,Women-Owned Small Business under the Women-Owned Small Business Program,Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program,Women-Owned Small Business Joint Venture,Economically Disadvantaged Women-Owned Small Business Joint Venture	03/22/2019	Innovative Regulatory Risk Advisors LLC, a newly certified 8(a)/MBE Firm is looking for ethically sound teaming partner	Brian Robinson	N/A	info@innovativeriskadvisors.com
SOL-SOL_022018	PT SUPPLIERS LLC	FL,GA,NM,TX,PR	02/20/2018	541330 Engineering Services	N/A	Disadvantaged Business Enterprise (DBE),SBA Certified HUBZone Small Business (HUBZone SB),SBA Certified 8a Program Participant,Small Disadvantaged Business (SDB),Women-Owned Small Business under the SBA Women-Owned Small Business Program	12/31/2018	Looking for partners to team up in fbo.gov set-aside bids (MEP, Civil, Environmental)	Ana Gomez	N/A	adm@ptsuppliers.com



ADDITIONAL EXAMPLES: **NETWORKING** RESOURCES, TOOLS, AND TECHNIQUES

Vendor Collaboration Events



- Find opportunities through Government sponsored **Vendor Collaboration Events**

Federal Business Opportunities

Home

Getting Started

General Info

Opportunities

Agencies

Privacy

Search more than 34,800* active federal opportunities.

Posted Date: Last 90 Days

Set-Aside Code: Any

Place of Performance: Any State or Territory

Type: Any

Keyword / Solicitation #:

Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).

* Notices posted within the last 90 days.

RECOVERY

Locate actions funded by the American Recovery and Reinvestment Act.

SEARCH RECOVERY OPPORTUNITIES

SEARCH RECOVERY AWARDS

FBO RECOVERY REPORTS

Click here for Opportunities

Click here for Awards

Learn more about FBO recovery reports.

SMALL BUSINESS EVENTS

Learn more about the Small Business Central Event Listing or search now for events.

SEARCH SMALL BUSINESS EVENTS

VENDOR COLLABORATION

FBO now contains the Vendor Collaboration Central Event Listing. [Learn more](#) or [search](#).

VENDOR COLLABORATION

ATTENTION:

The U.S. Small Business Administration (SBA) updated its Table of Small Business Size Standards adopting the Office of Management and Budget's 2017 revision of the North American Industry Classification System (NAICS) effective October 1, 2017. The revised NAICS Codes and their corresponding size standards are available for use in FBO. The updated table of size standards is available on SBA's website at [www.sba.gov/size](#).

SAM.gov REGISTRATION IS FREE:

There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.

Distribution Statement A

Eglin Contracting Industry Day

Integrity - Service - Excellence

Insight on Government Technical Evaluations

Teresa Kopp

Ryan Guerrero

AFLCMC/PZC Eglin

(850) 882-0160

3 May 2018

Case #STW-2018-0129

Be America's Best...War-Winning Capabilities on Time, on Cost

Distribution Statement A

Eglin Contracting Industry Day

Integrity - Service - Excellence

Acquisition Areas of Interest from Recent NDAAs

Katie Hodges

AFLCMC-PK OL Eglin

860-882-0160

3 May 2018

Case # 96TW-2018-0152

Be America's Best...War-Winning Capabilities on Time, on Cost

U.S. AIR FORCE

VENDOR COLLABORATION --EGLIN AFB VENDOR INDUSTRY DAY

Solicitation Number: FA2823-18-0000

Agency: Department of the Air Force

Office: Air Force Materiel Command

Location: AFTC/PZIO - Eglin

Notice Details

Packages

Print

Link

Complete View

Return To Opportunities List

Watch This Opportunity

Original Synopsis

Special Notice

Mar 19, 2018

2:39 pm

Changed

Mar 19, 2018

2:46 pm

Changed

Mar 21, 2018

3:01 pm

Changed

Mar 21, 2018

3:08 pm

Changed

Mar 21, 2018

3:12 pm

Changed

Mar 21, 2018

3:14 pm

Changed

May 14, 2018

4:53 pm

Solicitation Number:

FA2823-18-0000

Notice Type:

Special Notice

Synopsis:

Added: Mar 19, 2018 2:39 pm Modified: Mar 21, 2018 3:12 pm [Track Changes](#)

EGLIN AFB VENDOR INDUSTRY DAY - 2018

All Business Outreach Networking Event 3 May 2018

SAVE THE DATE:

The Air Force Life Cycle Management Center (AFLCMC/PK-OL Eglin) will host a no cost Industry Day on 3 May 2018, at Northwest Florida State College (NWFSC), Niceville Campus, 100 College Boulevard, Niceville, FL 32578.

ALL FILES

Slides

May 14, 2018

[2_SESSION_1_PART_1...](#)

[3_SESSION_1_PART_2...](#)

[7_SESSION_3_PART_2...](#)

GENERAL INFORMATION

Notice Type:

Special Notice

Original Posted Date:

March 19, 2018

Posted Date:

May 14, 2018

Response Date:

Jun 28, 2018 11:59 pm Central

Original Response Date:

Mar 29, 2018 4:00 pm Central

Archiving Policy:

Automatic, on specified date

Original Archive Date:

Proprietary Plan To Win

Vendor Outreach Sessions – ACC-ORL



- Find opportunities through **Vendor Outreach Sessions (VOS)** – Example: Monthly Army Contracting Command (ACC)-Orlando (ACC-ORL) PALT Update Session - <http://peostri.army.mil/palt-update-session-briefing>

Industry PALT Update Session Schedule for CY 2018

Solicitation Number: W900KKACCORLANDOPALT2018
Agency: Department of the Army
Office: Army Contracting Command
Location: ACC - Orlando (W900KK)

Notice Details

Packages

Interested Vendors List

Complete View

Original Synopsis

Special Notice

Oct 03, 2017

3:13 pm

Changed

Jan 02, 2018

9:26 am

Changed

Jan 26, 2018

12:44 pm

Changed

Feb 22, 2018

4:36 pm

Changed

Feb 22, 2018

5:05 pm

Changed

Apr 25, 2018

12:36 pm

Return To Opportunities List

Watch This Opportunity

Add Me To Interested Vendors

Solicitation Number:

W900KKACCORLANDOPALT2018

Notice Type:

Special Notice

Synopsis:

Added: Oct 03, 2017 3:13 pm Modified: Apr 25, 2018 12:35 pm [Track Changes](#)

UPDATE: The next ACC-ORL PALT session is scheduled for Tuesday, 8 May 2018 from 0900-1000 in Partnership III, Room 321, 3039 Technology Parkway, Orlando, FL 32826.

A photo ID is required for sign-in on the day of the PALT session. There is no advance registration.

NOTE: Immediately following this PALT session, from 1015-1115, the Program Executive Officer for Simulation Training & Instrumentation (PEOSTRI), BG William Cole, will provide an overview of Medical Simulation, focusing on the future and growth potential. This session will also be held in Partnership III, Room 321. No separate sign-in will be required for PALT attendees.

GENERAL INFORMATION

Notice Type:

Special Notice

Original Posted Date:

October 3, 2017

Posted Date:

April 25, 2018

Response Date:

-

Original Response Date:

-

Archiving Policy:

Manual Archive

Original Archive Date:

-

Archive Date:

-

Original Set Aside:

N/A

Set Aside:

N/A

Classification Code:

UNCLASSIFIED

CY 2018 PALT Update Session Schedule

- 9 January 2018
- 13 February 2018
- 12 March 2018 (revised)
- 10 April 2018
- 8 May 2018
- June: No session due to TSIS
- 10 July 2018
- 14 August 2018
- 11 September 2018
- 16 October 2018

Time: 0900-1000

Partnership III Building, CR 321

3039 Technology Parkway

Orlando, FL 32826

Legend

New Start

Bridge Action

Current Award Start Date

Current Award End Date

Planned Recompete Start Date

Actual Recompete Start Date

Planned Recompete Award Date

Actual Recompete Award Date

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DIV	Program Office	Contract Name	FY15	FY16	FY17	FY18	FY19	FY20						
			1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
ALPHA	GCTT	Abrams M1A2 Engine Diagnostic and Troubleshooting Trainer (ED/TT) RFI		★	-----	▲								TBD
ALPHA	GCTT	Abrams M1A2 SEPV AGTS Field MOD 2				▲	-----	△						NO RECOMPETE
ALPHA	GCTT	Abrams (SEPV3) Upgrades					★	-----	▼					TBD
ALPHA	GCTT	AMPV MTS					★	-----	▽					TBD
ALPHA	CTIS	ARCTIC Hardware for CTC		▲	-----			▼	-----	◇				
ALPHA	LTS	Army Mobile Instrumented Training System (AMITS)						△						NO RECOMPETE
ALPHA	GCTT	Armored Multi-Purpose Vehicle (AMPV) Maintenance Training System (MTS)						▼	-----	▽				
ALPHA	DT	Autonomous Infantry Target (AVeTAR) Prototype (R&D BAA)				▲		△						TBD




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Thank you for visiting GSA's One Acquisition Solution for Integrated Services (OASIS) Industry Community. The purpose of this community is to collaborate with GSA's industry partners as well as customers and other stakeholders regarding GSA's two OASIS contract solutions. We want to hear from you!

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As previously discussed, all information here in the OASIS Community was pre-decisional and has been superseded by

What's Happening...

**Tiffany Hixson**
OASIS Program Update

Dear Agency Customers and Industry Partners,

Total Views : 2,217
Last Activity: 5/9/2018 10:50 AM in OASIS Interact Community

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brian.lindholm

I am hearing rumors of an OASIS Pool 1 on ramp or some other opening sometime in 2018. Is there truth to this possibility?

Posted 10/26/2017 12:53 PM

OASIS Blogger

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NASA Office of Small Business Programs

Where small business makes a BIG difference.

Friday, April 20, 2018

The Importance of Subcontracting

We often get asked the question, "How do I do business with NASA?" One avenue that I always stress, that is often overlooked, is subcontracting opportunities. Last year, or the first time since I've been at NASA, subcontracting awards accounted for more dollars to small businesses than prime awards. In fiscal year (FY) 2017, NASA awarded \$5.5 billion to small businesses. Subcontracting awards accounted for 51% of those awards.

Subcontracting provides you a path to get your foot in the door with NASA by establishing past performance and a relationship with NASA stakeholders. You're able to learn the ins and out of the agency while handling smaller, more manageable scopes of work. This is especially important for new businesses that are just starting out.

This is where business development becomes a key factor in your small business. You must build relationships with prime contractors and demonstrate how you will help them achieve their goals faster, more efficient or with better quality. Prime contractors attend many government small business outreach events and should not be overlooked when you are

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- ▼ 2018 (2)
- ▼ April (2)
 - [The Importance of Subcontracting](#)
 - [NASA OSBP FY2018 Update](#)
- ▶ 2017 (6)
- ▶ 2016 (5)
- ▶ 2015 (15)
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About Me

**Glenn A. Delgado**

I am the Associate Administrator of the National Aeronautics and Space

Proprietary Plan To Win