

# Finding Contracting Opportunities

So you want to do business with the Federal Government or are already doing business with them and want to find opportunities before they are announced on FEDBIZOPS. ([WWW.FBO.GOV](http://WWW.FBO.GOV)) Then this class is for you.

- 1.) The first step is to open your web browser and go to [www.usaspending.gov](http://www.usaspending.gov). This is a website that lists all past purchases or services that the Federal Government has performed in the past. The reason to use this website is so that you can narrow down the Federal Agencies that utilize your products or services. There is no use in marketing to an Agency that does not use your product or service. It is a waste of your time and theirs. So let's get started. The picture below is from the USASPENDING website. The Red arrow shows the exact web address.
- 2.) Please click on the "Advanced Data Search Button". Please refer to the Orange Arrow for the exact location. This will allow us to do a custom search using your company's information.

Home

https://www.usaspending.gov/Pages/Default.aspx

NOTE: You must click here for very important D&B information.

USA SPENDING.GOV  
An official website of the U.S. Government

Search Data by Keyword Search Site

Search... Go

Advanced Data Search

HOME ABOUT WHERE IS THE MONEY GOING REFERENCES DOWNLOAD CENTER CONTACT US

WHAT IS USASPENDING.GOV?  
USAspending.gov is the publicly accessible, searchable website mandated by the Federal Funding Accountability and Transparency Act of 2006 to give the American public access to information on how their tax dollars are spent. [Learn More...](#)

OVERVIEW OF AWARDS - FY 2015

The federal agencies distribute funding through federal contracts, grants, loans, and other financial assistance. See the [Overview of Awards by Fiscal Year](#) trend graph for spending by all Fiscal Years.

Category	Amount
Contracts	~100B
Grants	~150B
Loans	~10B
Other Financial Assistance*	~200B

\*See explanation in [Glossary](#) [Text View of Overview of Awards](#)

AWARDS BY STATE - FY 2015

Roll over map to see data. Click on state for more details

0B 100B 200B 300B

[Text View of Awards by State](#)

- 3.) Your screen should now look like the one below. Please note that you can search for Grants, Loans and other Financial Assistance in addition to searching for past contracts. The next step is to select the Fiscal Year that you want to search. At this point it is better to search the most completed fiscal year. Remember that this is based on the Federal Government fiscal year which runs from October 1 to September 30. You may select up to three fiscal years at a time. See the blue arrow in the picture below. Now we need to limit the search to a geographical area. You can do this one of two ways. The first is by Place of Performance (POP) which means where the product or services was performed. The second is by recipient location. If you were researching a company you would want to use that. See the orange arrow in the picture below.

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ADVANCED DATA SEARCH

For the Advanced Data Search, Fiscal Year and Spending Type are required. You may select multiple Fiscal Years and Spending Types. To sort a results column, click on the header.

-SEARCH CRITERIA

Submit Reset

\* Please select at least three criteria below. Spending Type and Fiscal Year are required (\*) fields.

Search Data by Keyword

Spending Type \*  Contracts  Grants  Loans  Other Financial Assistance

Fiscal Year \*  FY-2015  FY-2014  FY-2013  FY-2012

Amount

Award ID

Search Within  States/Territories  Foreign

Recipient Name

or

DUNS Number

Recipient State  Congressional District

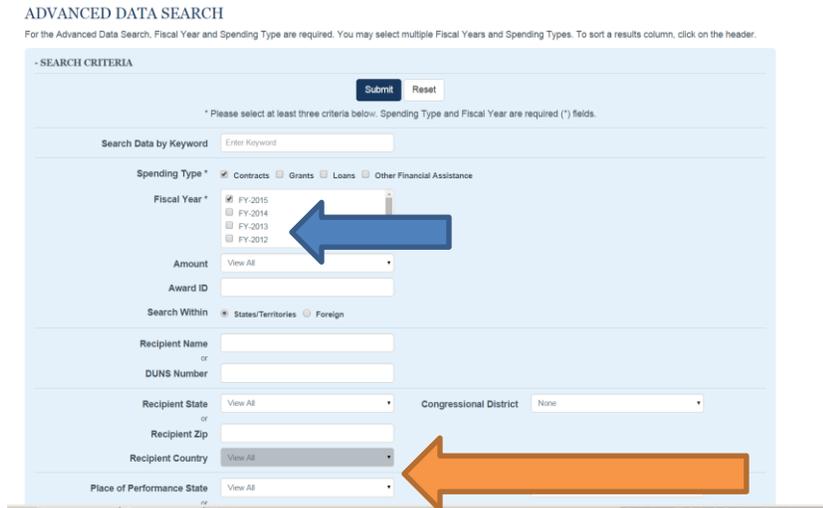
or

Recipient Zip

Recipient Country

Place of Performance State

or



4. Since we want to know what Agencies purchased our products/services within the State of Utah we will put that in the box by the orange arrow. Then we have to select the contractor type. The contractor type has to be selected otherwise you will get everything to include large businesses. We need to get our search to represent the type of business that we are. See the green arrow below:

<https://www.usaspending.gov/Pages/AdvancedSearch.aspx>

Place of Performance State  Utah  Congressional District  View All

or

Place of Performance Zip

Place of Performance Country  View All

Awarding Agency  Department of Justice  Department of Labor  Department of State  Department of the Interior

Funding Agency  Department of Agriculture  Department of Commerce  Department of Defense  Department of Education

TAS  View All

CFDA  View All

- CONTRACTS ONLY

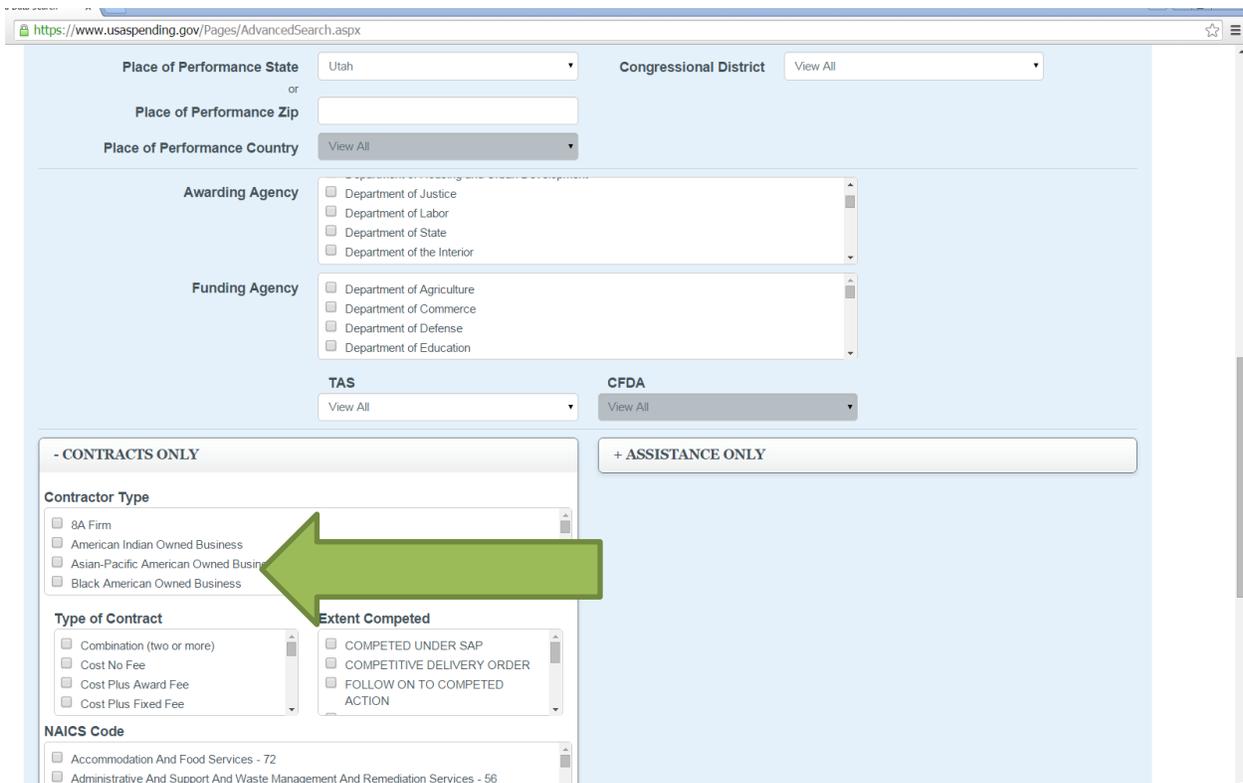
Contractor Type  8A Firm  American Indian Owned Business  Asian-Pacific American Owned Business  Black American Owned Business

Type of Contract  Combination (two or more)  Cost No Fee  Cost Plus Award Fee  Cost Plus Fixed Fee

Extent Competed  COMPETED UNDER SAP  COMPETITIVE DELIVERY ORDER  FOLLOW ON TO COMPETED ACTION

NAICS Code  Accommodation And Food Services - 72  Administrative And Support And Waste Management And Remediation Services - 56

+ ASSISTANCE ONLY



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5. Now we need to select the North American Industry Classification System (NAIC) for our business. If you do not know what your NAIC code is please refer to <http://www.census.gov/eos/www/naics/> for more information. This code is needed to get the results. It identifies the type of business that you are. For example: General Construction, Information Technology, Engineering Services etc. You can see from the red arrow that it starts off with a two digit code then expands to a six digit code. We need the six digit code. (Purple arrow)

The screenshot shows a web form with several sections. At the top, there are two columns of checkboxes for contract types: 'Combination (two or more)', 'Cost No Fee', 'Cost Plus Award Fee', 'Cost Plus Fixed Fee', 'COMPLETED UNDER SAP', 'COMPETITIVE DELIVERY ORDER', and 'FOLLOW ON TO COMPLETED ACTION'. Below this is the 'NAICS Code' section, which is a scrollable list of industry categories. A red arrow points to 'Construction - 23', and a purple arrow points to 'Commercial and Institutional Building Construction - 236220'. Below the NAICS Code section is the 'Product/Service Code' section, which is also a scrollable list of codes. At the bottom of the form is the 'Legislative Mandates' section.

6. Now click the submit button at the bottom of the screen. You should get results like those listed in the picture below: The blue arrow represents the number of actions that have taken place during that time period. The red arrow represents the amount of money that the Government spent during the time frame specified. The purple arrow shows the Contractor that had the contract. The next column is the Award ID., which is the contract number. Award Amount is the contract dollar amount. Award Date is the date the contract was awarded. The Awarding Agency is who issued the contract. You will notice that you can also download this data to excel or a PDF.

Anything in blue may be clicked on for more information. So what do we do with this information? We look at the Contracting Agencies and find a maximum of three that we will target. Let me also explain that if you are a general contractor with limited bonding going after a DoD Agency is wasting your time. You need a minimum of \$1,000,000 in bonding to go there. Look for the smaller agencies. They tend to have smaller contracts and are more willing to work with a company that has not performed federal work. Which Agencies are smaller? Forest Service, National Park Service, and GSA to name a few.

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For the Advanced Data Search, Fiscal Year and Spending Type are required. You may select multiple Fiscal Years and Spending Types. To sort a results column, click on the header:

SEARCH CRITERIA

RESULTS SUMMARY

Filters: C, FY 2016, UT, BA, AIOB, APOB, BAOP, HUB, MOB, NAOB, SDVOB, SB, SDB, SAOB, VOB, WOB, 236220

Total Number of Transactions: **246** (indicated by a blue arrow)

Total Recipient Transaction Amount: **\$47,298,426** (indicated by a red arrow)

246 Contracts (indicated by a purple arrow)

0 Grants

0 Loans

0 Other Financial Assistance

SEARCH RESULTS

1 to 50 of 246 transactions. Download Results

Recipient	Award ID	Award Amount	Award Date	Award Type	Awarding Agency	Funding Agency	Role
ADDO Milamp/C	W911SA4D0007	\$10,100	02/02/2015	Contracts	Department of Defense	Department of Defense	Prime
ADDO Milamp/C	W911SA4D0007	\$0	02/09/2015	Contracts	Department of Defense	Department of Defense	Prime
ADDO Milamp/C	W911SA4D0007	\$14,449	02/20/2015	Contracts	Department of Defense	Department of Defense	Prime
ADDO Milamp/C	W911SA4D0007	\$0	02/25/2015	Contracts	Department of Defense	Department of Defense	Prime
ADDO Milamp/C	AGDA7C150052	\$81,941	06/12/2015	Contracts	Department of Agriculture	Department of Agriculture	Prime
ADDO Milamp/C	OSBP15VEFP003	\$10,288	06/18/2015	Contracts	General Services Administration	General Services Administration	Prime
ADDO Milamp/C	OSBP15VEFP003	\$5,408	06/18/2015	Contracts	General Services Administration	General Services Administration	Prime
ADDO MAC	W911SA4D0007	\$223,489	05/19/2015	Contracts	Department of Defense	Department of Defense	Prime
ADDO MAC	AGDA7C140096	\$7,830	12/09/2014	Contracts	Department of Agriculture	Department of Agriculture	Prime

7. Now that we have selected our three Agencies we are done using USASpending.Gov. Open a new web browser and go to a search engine of your choice. I will be using Google for the rest of this presentation. That is the search engine I personally like and is not being indorsed in this document by SBA or anyone else.

I have opened a search engine and typed in the search box the following “2016 Federal Procurement Forecast”. I then executed the search and received the following results. A little known fact that is not advertised by the Government is that they have a listing of products and services that they plan to purchase each year. These items will be listed on one of their many websites. Unfortunately there is not a one stop shop for that. That makes this the hardest part of your research. You have to play with the search criteria to come up with a listing of sites to visit. I am going to select the first one on my list. It happens to be a listing from the Department of Transportation.

2016 Federal Procurement Forecast

About 374,000 results (0.46 seconds)

Fiscal Year 2016 Procurement Opportunity Forecast ...  
https://www.dod.gov/contracts/procurement-forecast/summary-2016  
Actual solicitation notices will be posted on FedBizOpps as prescribed by the Federal Acquisition Regulation (FAR). To learn more details about this forecast ...

Acquisition Forecast | Acquisition Planning Forecast System  
afps.dhs.gov/forecast - United States Department of Homeland Security  
Forecast of future DHS opportunities - Acquisition Forecast Browsing forecast ...  
Estimated Release Aug. 24, 2015. Anticipated Award Quarter Q1 2016.  
You've visited this page 3 times. Last visit: 8/29/15

Forecast of Contracting Opportunities - GSA  
www.gsa.gov/portal/content/101163 - General Services Administration  
Aug 9, 2015 - GSA FY 2015 Agency-wide Forecast (dated 7.24.15) - GSA is comprised of both the Federal Acquisition Service (FAS) and the Public...

FY 2015 DOJ Forecast of Contracting Opportunities - US ...  
www.justice.gov.../fy15-doj-forecast... - United States Department of Justice  
Oct 1, 2014 - Forecast of Contracting Opportunities, Product - CGI FEDERAL, INC.  
... 4112015, 6/1/2016, San Diego, CA, Correctional Alternatives, Inc.  
You've visited this page 2 times. Last visit: 8/29/15

USDA Procurement Forecast  
www.pforecast.net  
THE SEARCH FORM below provides access to the FY 2015 Procurement Forecast database. The Sub-Agencies, Source of Supply, Price Range, and Award ...  
You've visited this page many times. Last visit: 8/29/15

GovExec.com: Government News, Research and Events for ...  
www.govexec.com - Government Executive  
Federal agencies are taking a second look at how mobility impacts customer service.

8. I have changed the screen to reflect all small business set-asides that DOT is planning on acquiring in the 1<sup>st</sup> Quarter of FY2016. As you can see it gives you a range on the price of the product or service. You can further dissect this listing to show a certain dollar range. Let's click on the full details and see what happens. See Below

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## Fiscal Year 2016 Procurement Opportunity Forecast

The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services. Actual solicitation notices will be posted on FedBizOpps as prescribed by the Federal Acquisition Regulation (FAR). To learn more details about this forecast please view the following page: Legal Information. To view a complete listing of all forecasted procurement in Excel format, please click onto the spreadsheet icon above.

Agency	Competition Type	Estimated Value	Procurement Category	RFP Quarter	
- Any -	Small Business Set-Aside	- Any -	- Any -	1st QTR	
FHWA	Small Business Set-Aside	\$150,000-\$500,000	Construction	1st QTR	<a href="#">View full details</a>
FHWA	Small Business Set-Aside	\$500,000-\$1 million	Construction	1st QTR	<a href="#">View full details</a>
SLSDC	Small Business Set-Aside	\$1 million-\$2 million	Manufacturing	1st QTR	<a href="#">View full details</a>
FHWA	Small Business Set-Aside	TBD	Engineering Services	1st QTR	<a href="#">View full details</a>
RITA	Small Business Set-Aside	\$50 million-\$100 million	Management Services	1st QTR	<a href="#">View full details</a>
FHWA	Small Business Set-Aside	\$5 million-\$10 million	Construction	1st QTR	<a href="#">View full details</a>
FHWA	Small Business Set-Aside	\$2 million-\$5 million	Construction	1st QTR	<a href="#">View full details</a>
FHWA	Small Business Set-Aside	\$1 million-\$2 million	Construction	1st QTR	<a href="#">View full details</a>
FHWA	Small Business Set-Aside	\$2 million-\$5 million	Construction	1st QTR	<a href="#">View full details</a>
FHWA	Small Business Set-Aside	\$2 million-\$5 million	Construction	1st QTR	<a href="#">View full details</a>

<b>Procurement Office</b>	FHWA - Eastern Federal Lands Highway Division
<b>Procurement Category</b>	Construction
<b>Estimated Value</b>	\$150,000-\$500,000
<b>Competition Type</b>	Small Business Set-Aside
<b>RFP Quarter</b>	1st QTR
<b>RFP Fiscal Year</b>	2016
<b>NAICS</b>	237 310
<b>Sequence Number</b>	EFLHD097
<b>Description</b>	FW_MONT_10(1) Rehabilitate Montezume Entrance Road (Route 10)
<b>Contact Name</b>	Wanda Peffer
<b>Email</b>	<a href="mailto:eflhd.contracts@dot.gov">eflhd.contracts@dot.gov</a>
<b>Phone</b>	(703) 404-6201
<b>Is this a follow-on to a current 8(a) contract?</b>	No
<b>Is this funded through the American Recovery and Reinvestment Act?</b>	No

With the information above you can tailor your capability statement for this specific project. You can email your capability statement to the POC and then ask for a meeting to give your capability briefing. Furthermore, by knowing when the project is to go on FBO you can request a copy of the solicitation (if

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a follow-on contract) or just get to know the Contracting Officer. It is all about relationship building folks. This is a good way for you to be able to track contracts for a whole year. You may have to modify your search to include the name of the agency that you are searching for.

This is a tried and true method that we teach to firms all the time. Give it a try!!!