

ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS) – PART II

October 7, 2015

Presented by the Wisconsin Procurement Institute

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assistance to
FEDERAL, STATE and LOCAL
GOVERNMENT
Contractors
And Subcontractors**

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Wisconsin Procurement Institute

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Juneau County Economic Development Corp.

122 Main St - Camp Douglas, WI 54618

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Western Dairyland EOC, Inc.

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Racine County Economic Development Corporation – Launch Box

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Madison Enterprise Center

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Food Enterprise & Economic Development (FEED)

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Wausau Region Chamber of Commerce

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www.wispro.org - info@wispro.org

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[STATE GOVERNMENT](#)

[LOCAL GOVERNMENT](#)

[OTHER GOVERNMENT & GRANTS](#)

[FAQS](#)

8 WAYS A SHUTDOWN WOULD DAMAGE HOMELAND SECURITY

UPCOMING EVENTS [→](#)

02/26/2015
FEDERAL PRIME CONTRACTOR GROUP MEETING
ST. FRANCIS (MILWAUKEE) »

03/03/2015
SMALL BUSINESS GOVERNMENT CONTRACTING
SERIES: SELLING TO THE DEPARTMENT OF VETERANS
AFFAIRS
WAUWATOSA »

03/04/2015
ACQUISITION HOUR: LEARNING ABOUT WAWF - IRAPT
WEBINAR »

03/09/2015
ENTERING THE GOVERNMENT MARKET - A PRIMER
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SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans–Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid Review and Submission Assistance
- Proposal and Assistance, Review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

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Executive Director – Aina Vilumsons
info@wispro.org

Using FPDS for Market Research

Marc N. Violante

WPI Webinar

September 23, 2015

Common Sources of Information

- www.fbo.gov
- Agency forecasts

Questions that FPDS may help to answer

- Answer questions such as –
 - ❖ What are the top NAICS codes for Wisconsin contractors?
 - ❖ I can sell anything, what does the government buy?
 - ❖ I was told that I need to get on a GSA schedule, should I?
 - ❖ I have a meeting, how can I find information specific to a contracting office?
 - ❖ I have a GSA schedule, who should I be marketing too?
 - ❖ I am registering in SAM, what NAICS codes should I enter?
 - ❖ I want to market to large businesses, who has subcontracting plans?
 - ❖ Are there contracts in my NAICS codes that will expire in 6-12 months?

What is FPDS

- Database of Federal Contract awards (> \$3,000.00)
- Information categories
 - Metrics – things that are measured
 - Examples
 - Action Obligation
 - Actions
 - Number of Records
 - Attributes – characteristics of Metrics (approximately 300 data elements)
 - Examples (general)
 - Who purchased – agency, department, contracting office
 - What was purchased – NAICS/PSC/Description of Requirement
 - Size of business – Large or Small

FPDS data

- DoD data
 - 90 days delayed for non-government users
- Non-DoD data
 - Effectively live
- Data is subject to adjustments
 - Contract modifications
 - Deobligations – items negative/red
- PIID should be unique – contract number – procurement identifier
 - 20 year lifetime
- Standard format Some organizations seem to do a better job than others

A note about PIIDs

- Example:
- N40083-M-15-0123
- N40083 – DoDAAC / UIC (unique to each contracting office)
- M – indicates a type of contract
- 15 – the fiscal year for the source of funds
- 0123 – a counter, different offices use different methods

- Knowing this, we can ...

Use of DUNS information

- **Limitation of liability on the DUNS number:**

This website contains data supplied by third party information suppliers, one of which is D&B. The D&B data, which includes, but not limited to, information related to the DUNS number, is provided for internal use only. By using this website you agree that the D&B data will be used for internal purposes only. Under no circumstances are you authorized to use the D&B data for commercial, resale or marketing purposes (e.g., identifying, quantifying, segmenting and/or analyzing customers and prospective customers). Federal Government entities are authorized to use the D&B data for purposes of acquisition as defined in far 2.101. GSA assumes no liability for the use of the D&B data once it is downloaded or accessed. The D&B data is provided "as is" without warranty of any kind. The D&B data is the intellectual property of D&B. In no event will D&B or any third party information supplier be liable in any way with regard to the use of the D&B data. Systematic access (electronic harvesting) or extraction of content from the website, including the use of "bots" or "spiders", is prohibited.

Copied from FPDS website link - "you must click here for very important D&B information"

Possible effect on our use

- Under no circumstances are you authorized to use the D&B data for commercial, resale or marketing purposes (e.g., identifying, quantifying, segmenting and/or analyzing customers and prospective customers).

Copied from prior slide

How does FPDS differ from USAspending?

- FPDS provides data once a month to USAspending
- USAspending provides information on –
 - Contracts
 - Loans
 - Grants
 - Subcontracts
- USAspending used to have a better User interface

Three ways to engage FPDS

- ✓ ezSearch – described as Google-like on home page
 - Returns set elements, a good starting point
- ✓ Standard reports
 - Who
 - What
 - Where
 - When
 - How
- ✓ Adhoc reports
 - Create a specific report using
 - Metrics, attributes and time

FPDS – general features

- Select filters
 - Basic
 - Advanced
- Edit (update) filter criteria
- Run report
- Share/save data
 - Send via email
 - Export
- Data formats – pdf, Excel, CVS
- Save search criteria, FPDS search

FPDS – landing page

Federal Procurement Data System - Next Generation

» Home » Newsroom » Reports » Status » Worksite » Archives » Training » Help

Login

Log-In:

Password:

Log In

» Forgot Your Password?
» Security and Privacy
» Contact Help Desk
» You must click [here](#) for very Important D&R Information.

ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

Top Requests

- » Recovery Report
- » Recovery Data (Recipient-Reported, Cumulative Summary)
- » Recovery Data (Recipient-Reported, FY2013Q4)
- » Hurricane Sandy Report
- » Hurricane Irene Report
- » Pacific Earthquake/Tsunami
- » Hurricane Earl Report
- » Gulf Oil Spill Report

Latest News

- » Data Management Fixes
- » NIA Expiration Date Extended to 2017
- » Upcoming Releases
- » Data Archives
- » Small Business Goaling Report

NIA Expiration Date Extended to 2017

1. National Interest Action value 'Operation Freedom's Sentinel (OFS)' expiration date has

Recipient-Reported Recovery Data Now Available at FPDS-NG

Recipient-reported data that was previously provided at recovery.gov is now available under Top Requests. There are two files containing recipient data available:

extended from 09/30/2015 to 09/30/2017 on the FPDS-NG Production System. National Interest Action value 'Operations in Iraq and Syria' is valid from 09/14/2015 to 09/30/2017.

FY 2013Q4 – A file for just the last reported quarter (4th quarter of FY2013). This information augments the recovery information contained in the FPDS-NG Recovery Report (TAS Report), which provides recovery-related procurement award information as reported by Federal agencies. For more information on the American Recovery and Reinvestment Act and recipient-based data please visit recovery.gov.

FY 2014 Small Business Goaling Report

FY 2014 Small Business Goaling Report is now available on the 'Reports' page of FPDS-NG.

FAQs

- » FPDS-NG
- » ezSearch
- » ATOM Feed

Register

- » Register
- » Who Should Register?

<https://www.fpds.gov>

FPDS – ezSearch

Federal Procurement Data System - Next Generation

» Home » Newsroom » Reports » Status » Worksite » Archives » Training » Help

ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

Login

Log-In:

Password:

Log In

» Forgot Your Password?

» Security and Privacy

» Contact Help Desk

» You must click [here](#) for very Important D&B Information

Registration

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» Who Should Register?

FAQs

» FPDS-NG

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- » Hurricane Earl Report
- » Gulf Oil Spill Report
- » Haiti Earthquake Report
- » Hurricane Katrina Report
- » Hurricane Rita Report
- » Other Hurricane/Disaster Relief
- » Oklahoma Tornado 2013 Report

Latest News

- » Data Management Fixes
- » NIA Expiration Date Extended to 2017
- » Upcoming Releases
- » Data Archives
- » Small Business Goaling Report

NIA Expiration Date Extended to 2017

1. National Interest Action value 'Operation Freedom's Sentinel (OFS)' expiration date has been extended from 12/31/2015 to 12/31/2017 on the FPDS-NG Production System. National Interest Action value 'Operation Freedom's Sentinel (OFS)' is valid from **01/01/2015 to 12/31/2017**.
2. National Interest Action value 'Operations in Iraq and Syria' expiration date has been extended from 09/30/2015 to 09/30/2017 on the FPDS-NG Production System. National Interest Action value 'Operations in Iraq and Syria' is valid from **09/14/2015 to 09/30/2017**.

FY 2014 Small Business Goaling Report

FY 2014 Small Business Goaling Report is now available on the 'Reports' page of FPDS-NG.

Recipient-Reported Recovery Data Now Available at FPDS-NG

Recipient-reported data that was previously provided at recovery.gov is now available under Top Requests. There are two files containing recipient data available:

- 1) **Recovery Data (Recipient-Reported, Cumulative Summary)** -- A cumulative national summary file, containing data from FY2009 thru 2013 (77 MB, only recommended for high-speed internet connections).
- 2) **Recovery Data (Recipient-Reported, FY2013Q4)** -- A file for just the last reported quarter (4th quarter of FY2013).

This information augments the recovery information contained in the FPDS-NG Recovery Report (TAS Report), which provides recovery-related procurement award information as reported by Federal agencies.

For more information on the American Recovery and Reinvestment Act and recipient-based data please visit recovery.gov.

Type one or more keywords you would like to search on:

landscaping

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Contracts

ICD

Recovery

To submit comments, please [click here](#)

Search took 0.109 seconds

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

PDF CSV RTOM 0.3 MY Yahoo!

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

Top 10: Department Full Name

- DEPT OF DEFENSE (278199)
- GENERAL SERVICES ADMINISTRATION (27993)
- INTERIOR, DEPARTMENT OF THE (25909)
- VETERANS AFFAIRS, DEPARTMENT OF (15878)
- AGRICULTURE, DEPARTMENT OF (15242)
- HOMELAND SECURITY, DEPARTMENT OF (9610)
- STATE, DEPARTMENT OF (8875)
- TRANSPORTATION, DEPARTMENT OF (8553)
- ENVIRONMENTAL PROTECTION AGENCY (7128)
- NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (4848)

Top 10: Contracting Agency Name

- DEPT OF THE ARMY (148087)
- DEPT OF THE NAVY (64492)
- DEPT OF THE AIR FORCE (43910)
- PUBLIC BUILDINGS SERVICE (27012)
- VETERANS AFFAIRS, DEPARTMENT OF (15858)
- NATIONAL PARK SERVICE (13708)
- FOREST SERVICE (9995)
- FEDERAL EMERGENCY MANAGEMENT AGENCY (9128)
- STATE, DEPARTMENT OF (8892)
- U.S. ARMY CORPS OF ENGINEERS - CIVIL PROGRAM FINANCING ONLY (5862)

Top 10: Vendor Full Name

- URS GROUP, INC (4240)
- SCIENCE APPLICATIONS INTERNATI (2243)
- MISCELLANEOUS FOREIGN CONTRACTORS (2038)

List Of Contract Actions Matching Your Criteria

Results 1 - 30 of 430528 as of Sep 21, 2015 1:03:44 PM

Award ID (Mod#):	AG3516P080063 (0) View	Award Type:	PURCHASE ORDER
Vendor Name:	LANDSCAPING	Contracting Agency:	RURAL HOUSING SERVICE
Date Signed:	June 18, 2008	Action Obligation:	\$2,840
Referenced IDV:		Contracting Office:	FARMERS HOME ADMINISTRATION
NAICS (Code):	LANDSCAPING SERVICES (561730)	PSC (Code):	LANDSCAPING/GROUNDSKEEPING SERVICES (S208)
Vendor City:	GREENSBORO	Vendor DUNS:	826292794
Vendor State:	MD	Vendor ZIP:	216391183
Global Vendor Name:	LANDSCAPING	Global DUNS Number:	826292794

Award ID (Mod#):	AG3516P080079 (0) View	Award Type:	PURCHASE ORDER
Vendor Name:	LANDSCAPING	Contracting Agency:	RURAL HOUSING SERVICE
Date Signed:	July 17, 2008	Action Obligation:	\$100
Referenced IDV:		Contracting Office:	FARMERS HOME ADMINISTRATION
NAICS (Code):	RESIDENTIAL PROPERTY MANAGERS (531311)	PSC (Code):	OTHER HOUSEKEEPING SERVICES (S299)
Vendor City:	GREENSBORO	Vendor DUNS:	826292794
Vendor State:	MD	Vendor ZIP:	216391183
Global Vendor Name:	LANDSCAPING	Global DUNS Number:	826292794

Search Criteria

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

X landscaping

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 \(\\$\)](#)

Type one or more keywords you would like to search on:

landscaping

Go

Clear

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Contracts

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Recovery

To submit comments, please [click here](#)

Search took 0.109 seconds

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

PDF CSV ATOM 0.2 MY YAHOO!

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

Top 10: Department Full Name

- DEPT OF DEFENSE (276199)
- GENERAL SERVICES ADMINISTRATION (27993)
- INTERIOR, DEPARTMENT OF THE (25909)
- VETERANS AFFAIRS, DEPARTMENT (2038)
- AGRICULTURE, DEPARTMENT OF (15)
- HOMELAND SECURITY, DEPARTMENT (15)
- STATE, DEPARTMENT OF (8875)
- TRANSPORTATION, DEPARTMENT OF (15)
- ENVIRONMENTAL PROTECTION AGENCY (15)
- NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (4848)

List Of Contract Actions Matching Your Criteria

Award ID (Mod#): [AG3516P080083](#) (0) [View](#)

Results 1 - 30 of 430528 as of Sep 21, 2015 1:03:44 PM

Award Type: PURCHASE ORDER

Search Criteria

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

Top 10: Contracting Agency Name

- DEPT OF THE ARMY (148057)
- DEPT OF THE NAVY (64492)
- DEPT OF THE AIR FORCE (43910)
- PUBLIC BUILDINGS SERVICE (27012)
- VETERANS AFFAIRS, DEPARTMENT (2038)
- NATIONAL PARK SERVICE (13708)
- FOREST SERVICE (9995)
- FEDERAL EMERGENCY MANAGEMENT AGENCY (15)
- STATE, DEPARTMENT OF (8892)
- U.S. ARMY CORPS OF ENGINEERS - FINANCING ONLY (5662)

Results 1 - 30 of 430528 as of Sep 21, 2015 1:03:44 PM

Award Type: PURCHASE ORDER

PDF CSV

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Search Criteria

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Top 10: Vendor Full Name

- URS GROUP, INC (4240)
- SCIENCE APPLICATIONS INTERNATIONAL CORP (2243)
- MISCELLANEOUS FOREIGN CONTRACTORS (2038)

Global Vendor Name: [LANDSCAPING](#)

Global DUNS Number: [826292794](#)

Contracting Agency Name
Department Full Name
Action Obligation (\$)

Type one or more keywords you would like to search on:

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Go

Clear

Advanced Search

Contracts

ICD

Recovery

To submit comments, please [click here](#)

Search took 0.109 seconds

Result Page: [1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#) [10](#) [Next](#)

PDF CSV ATOM 0.3 MY YAHOO!

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

Top 10: Department Full Name

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- [VETERANS AFFAIRS, DEPARTMENT OF \(15878\)](#)
- [AGRICULTURE, DEPARTMENT OF \(15242\)](#)
- [HOMELAND SECURITY, DEPARTMENT OF \(9610\)](#)
- [STATE, DEPARTMENT OF \(8875\)](#)
- [TRANSPORTATION, DEPARTMENT OF \(8553\)](#)
- [ENVIRONMENTAL PROTECTION AGENCY \(7128\)](#)
- [NATIONAL AERONAUTICS AND SPACE ADMINISTRATION \(4846\)](#)

List Of Contract Actions Matching Your Criteria

Award ID (Mod#): [AG3516P080063](#) (0) [View](#)

Vendor Name: [LANDSCAPING](#)

Date Signed: June 18, 2008

Referenced IDV:

NAICS (Code): LANDSCAPING SERVICES ([581730](#))

Results 1 - 30 of 430528 as of Sep 21, 2015 1:03:44 PM

Award Type: PURCHASE ORDER

Contracting Agency: [RURAL HOUSING SERVICE](#)

Action Obligation: \$2,840

Contracting Office: [FARMERS HOME ADMINISTRATION](#)

PSC (Code): LANDSCAPING/GROUNDSKEEPING SERVICES ([S208](#))

Search Criteria

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

landscaping

Sort By

This section allows the user to sort the existing list of act. For contracts by e can be

Top 10: Contracting Agency Name

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- [DEPT OF THE NAVY \(64492\)](#)
- [DEPT OF THE AIR FORCE \(43910\)](#)
- [PUBLIC BUILDINGS SERVICE \(27012\)](#)
- [VETERANS AFFAIRS, DEPARTMENT OF \(15878\)](#)
- [NATIONAL PARK SERVICE \(13708\)](#)
- [FOREST SERVICE \(9995\)](#)
- [FEDERAL EMERGENCY MANAGEMENT AGENCY \(43601\)](#)
- [STATE, DEPARTMENT OF \(8892\)](#)
- [U.S. ARMY CORPS OF ENGINEERS - CIVIL FINANCING ONLY \(6662\)](#)

Results 1 - 30 of 430528 as of Sep 21, 2015 1:03:44 PM

Award Type: PURCHASE ORDER

Search Criteria

To remove the criteria click the button

PDF CSV ATOM

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Excel – Pivot Tables

- Great addition to FPDS data
- Quick
- Intuitive – for some
- Robust flexibility
- Does not solve every summarization need but helps

FPDS –Source data, downloaded to Excel

PSC Type	Contract ID	Modification	Transaction	Award/ID	Vendor Name	Contracting Agency	Contracting Location	Date Signed	Action	Obligation (\$)	Reference	Contracting Agency	NAICS	NAICS Description	PSC
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	18-Jun-08		\$2,840.00		FARMERS	561730	LANDSCAPE	S208
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	17-Jul-08		\$100.00		FARMERS	531311	RESIDENTIAL	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	#####		\$800.00		FARMERS	531311	RESIDENTIAL	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	#####		\$50.00		FARMERS	561720	JANITORIAL	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	4-Dec-08		\$200.00		FARMERS	561790	OTHER SERVICES	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	4-Dec-08		\$1,200.00		FARMERS	561790	OTHER SERVICES	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	8-Dec-08		\$2,300.00		FARMERS	561790	OTHER SERVICES	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	9-Dec-08		\$300.00		FARMERS	561790	OTHER SERVICES	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	4-Feb-09		\$300.00		FARMERS	561790	OTHER SERVICES	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	4-Feb-09		\$1,200.00		FARMERS	561790	OTHER SERVICES	S208
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	6-Feb-09		\$900.00		FARMERS	561790	OTHER SERVICES	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	1-May-09		\$9,100.00		FARMERS	561730	LANDSCAPE	S299
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	8-May-09		\$350.00		FARMERS	561790	OTHER SERVICES	Z161
S	AG3516P0	0	0	PURCHASE	LANDSCAPE	1.20E+04	RURAL HO	15-Jul-09		\$600.00		FARMERS	561730	LANDSCAPE	S299

Good information, not user friendly!

Excel Pivot Tables

1

3

The screenshot shows the Microsoft Excel interface. The ribbon is set to 'INSERT'. The 'PivotTable' icon is circled in red. Below the ribbon, the formula bar shows 'AG3516P080098'. The data table below has columns A through I. A red box highlights cell B5, which contains 'AG3516P0', with the text 'Select a cell, any single cell' and an arrow pointing to it.

	A	B	C	D	E	F	G	H	I
1	PSC Type	Contract ID	Modification	Transaction	Award/ID	Vendor Name	Contractir	Contractir	Date Signed
2	S	AG3516P0	0					RURAL HO	18-Jun-08
3	S	AG3516P0	0					RURAL HO	17-Jul-08
4	S	AG3516P0	0					RURAL HO	#####
5	S	AG3516P0	0					RURAL HO	#####
6	S	AG3516P0	0					RURAL HO	4-Dec-08
7	S	AG3516P0	0	0	PURCHASE	LANDSCAP	1.20E+04	RURAL HO	4-Dec-08
8	S	AG3516P0	0	0	PURCHASE	LANDSCAP	1.20E+04	RURAL HO	8-Dec-08

Select data & confirm location

Create PivotTable

Choose the data that you want to analyze

Select a table or range

Table/Range:

Use an external data source

Connection name:

Choose where you want the PivotTable report to be placed

New Worksheet

Existing Worksheet

Location:

Choose whether you want to analyze multiple tables

Add this data to the Data Model

Pivot Table – data selection screen

Column titles

PivotTable Fields

Choose fields to add to report:

- Contract ID
- Modification Number
- Transaction Number
- Award/IDV Type
- Vendor Name
- Contracting Agency ID
- Contracting Agency

Drag fields between areas below:

<input type="checkbox"/> FILTERS	<input type="checkbox"/> COLUMNS
<input type="checkbox"/> ROWS	<input type="checkbox"/> VALUES

Defer Layout Update UPDATE

Selecting data

The image shows an Excel PivotTable and its corresponding PivotTable Fields task pane. The PivotTable is structured as follows:

Row Labels	
PUBLIC BUILDINGS SERVICE	
2/15/1993	
1/15/1994	
8/15/1994	
12/15/1994	
9/15/1979	
14000	
5/15/1980	
91000	
7/15/1980	
35000	
9/15/1980	
10000	
31000	
2/15/1981	
15000	
3/15/1981	

The PivotTable Fields task pane is configured as follows:

- Choose fields to add to report:**
 - Date Signed
 - Action Obligation (\$)
 - Reference IDV
 - Contracting Office Name
 - NAICS
 - NAICS Description
- Drag fields between areas below:**
 - FILTERS:** (Empty)
 - COLUMNS:** (Empty)
 - ROWS:** Date Signed
 - VALUES:** Action Oblig...

Red circles and arrows highlight the selection process. One circle is around the 'Date Signed' and 'Action Obligation (\$)' fields in the 'Choose fields to add to report' section, with a red arrow pointing to the 'Date Signed' field in the PivotTable. Another circle is around the 'ROWS' and 'VALUES' sections of the 'Drag fields between areas below' section, with a red arrow pointing from the 'Action Obligation (\$)' field in the 'Choose fields to add to report' section to the 'VALUES' section.

Need to reformat? – drag and drop

The image shows an Excel PivotTable and its corresponding PivotTable Fields task pane. The PivotTable is structured as follows:

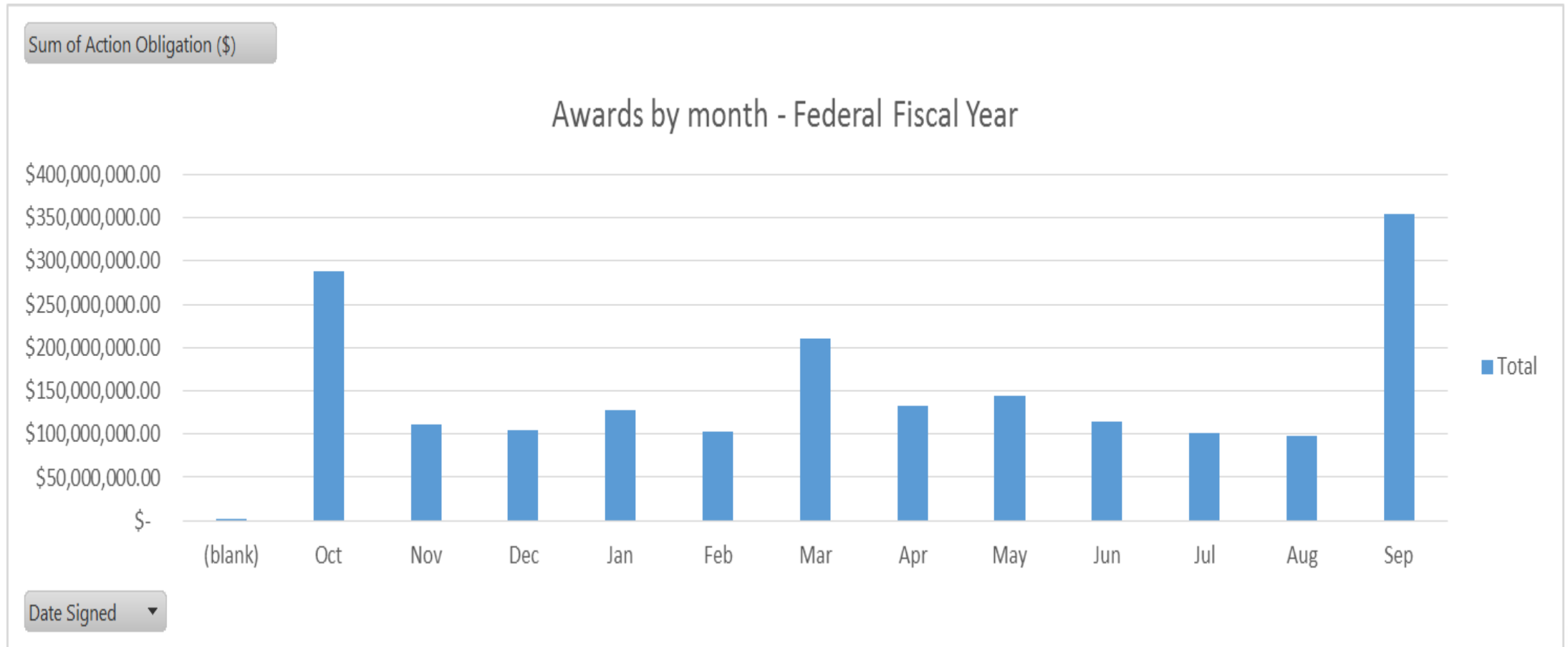
Row Labels	Sum of Action Obligation (\$)
PUBLIC BUILDINGS SERVICE	172291
9/15/1979	14000
5/15/1980	91000
7/15/1980	35000
9/15/1980	41000
2/15/1981	15000
3/15/1981	51000
4/15/1981	1000
5/15/1981	355000
6/15/1981	86000
8/15/1981	51000
11/15/1981	25000
3/15/1982	90000
4/15/1982	281000
5/15/1982	37000
6/15/1982	93000
7/15/1982	1165000
8/15/1982	1100000

The PivotTable Fields task pane is configured with the following settings:

- Choose fields to add to report:** Date Signed, Action Obligation (\$), Reference IDV, Contracting Office Name, NAICS, NAICS Description.
- Drag fields between areas below:**
- FILTERS:** (Empty)
- COLUMNS:** (Empty)
- ROWS:** Date Signed
- VALUES:** Sum of Action Obligation (\$)

A red dashed arrow points from the 'Sum of Action Obligation (\$)' field in the VALUES area of the task pane to the PivotTable.

Downloaded data (Limit 30k records)- Landscaping – “Insert Pivot Chart”



Agency view- based upon downloaded data - Landscaping

DEPT OF THE ARMY	14670
DEPT OF THE NAVY	6408
DEPT OF THE AIR FORCE	3554
PUBLIC BUILDINGS SERVICE	1193
FOREST SERVICE	975
VETERANS AFFAIRS, DEPARTMENT OF	528
NATIONAL PARK SERVICE	277
NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION	243
U.S. COAST GUARD	193
U.S. FISH AND WILDLIFE SERVICE	

Type one or more keyword
landscaping

Contracts ICD Recovery

Result

Top 10: Department Full Name

- DEPT OF DEFENSE (278199)
- GENERAL SERVICES ADMINISTRATION (27993)
- INTERIOR, DEPARTMENT OF THE (25909)
- VETERANS AFFAIRS, DEPARTMENT OF (15878)
- AGRICULTURE, DEPARTMENT OF (15242)
- HOMELAND SECURITY, DEPARTMENT OF (9810)
- STATE, DEPARTMENT OF (8875)
- TRANSPORTATION, DEPARTMENT OF (8553)
- ENVIRONMENTAL PROTECTION AGENCY (7128)
- NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (4846)

Top 10: Contracting Agency Name

- DEPT OF THE ARMY (148087)
- DEPT OF THE NAVY (84492)
- DEPT OF THE AIR FORCE (43910)
- PUBLIC BUILDINGS SERVICE (27012)
- VETERANS AFFAIRS, DEPARTMENT OF (15858)
- NATIONAL PARK SERVICE (13708)
- FOREST SERVICE (9995)
- FEDERAL EMERGENCY MANAGEMENT AGENCY (9128)
- STATE, DEPARTMENT OF (8692)
- U.S. ARMY CORPS OF ENGINEERS - CIVIL PROGRAM FINANCING ONLY (5862)

Top 10: Vendor Full Name

- URS GROUP, INC (4240)
- SCIENCE APPLICATIONS INTERNATI (2243)
- MISCELLANEOUS FOREIGN CONTRACTORS (2038)

List Of Contract Actions Mat

Award ID (Mod#):

Vendor Name:

Date Signed:

Referenced IDV:

NAICS (Code):

Vendor City:

Vendor State:

Global Vendor Name:

Award ID (Mod#):

Vendor Name:

Date Signed:

Referenced IDV:

NAICS (Code):

Vendor City:

Vendor State:

Global Vendor Name:

Top 10: Department Full Name

- DEPT OF DEFENSE (278199)
- GENERAL SERVICES ADMINISTRATION (27993)
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- HOMELAND SECURITY, DEPARTMENT OF (9810)
- STATE, DEPARTMENT OF (8875)
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- ENVIRONMENTAL PROTECTION AGENCY (7128)
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Top 10: Vendor Full Name

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- MISCELLANEOUS FOREIGN CONTRACTORS (2038)

Advanced Search

To submit comments, please [click here](#)

Search took 0.109 seconds

PDF CSV RTOM 0.3 MY YAHOO!

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

Sep 21, 2015 1:03:44 PM

ER

SERVICE

ADMINISTRATION

ROUNDSKEEPING SERVICES

ER

SERVICE

ADMINISTRATION

KEEPING SERVICES (5299)

Search Criteria

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

X landscaping

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 (\$)

Type one or more keywords you would like to search on:

landscaping

Go

Clear

Advanced Search

Contracts

ICD

Recovery

To submit comments, please [click here](#)

Search took 0.109 seconds

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

PDF

CSV

ATOM 0.3

MY YAHOO!

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

Top 10: Department Full Name

- [DEPT OF DEFENSE \(276199\)](#)
- [GENERAL SERVICES ADMINISTRATION \(27993\)](#)
- [INTERIOR, DEPARTMENT OF THE \(25909\)](#)
- [VETERANS AFFAIRS, DEPARTMENT OF \(15678\)](#)
- [AGRICULTURE, DEPARTMENT OF \(15242\)](#)
- [HOMELAND SECURITY, DEPARTMENT OF \(9610\)](#)
- [STATE, DEPARTMENT OF \(8875\)](#)
- [TRANSPORTATION, DEPARTMENT OF \(8553\)](#)
- [ENVIRONMENTAL PROTECTION AGENCY \(7128\)](#)
- [NATIONAL / ADMINI](#)

List Of Contract Actions Matching Your Criteria

Results 1 - 30 of 430528 as of Sep 21, 2015 1:03:44 PM

Award ID (Mod#): [AG3516P080063](#) (0) [View](#)

Vendor Name: [LANDSCAPING](#)

Date Signed: June 18, 2008

Referenced IDV:

NAICS (Code): LANDSCAPING SERVICES ([561730](#))

Award Type: PURCHASE ORDER

Contracting Agency: [RURAL HOUSING SERVICE](#)

Action Obligation: \$2,840

Contracting Office: [FARMERS HOME ADMINISTRATION](#)

PSC (Code): LANDSCAPING/GROUNDSKEEPING SERVICES ([S208](#))

Search Criteria

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

X landscaping

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 \(\\$\)](#)

Top 10: Co

- [DEPT OF TI](#)
- [DEPT OF TI](#)
- [DEPT OF TI](#)
- [PUBLIC BU](#)
- [VETERANS](#)
- [NATIONAL I](#)
- [FOREST SE](#)
- [FEDERAL E](#)
- [STATE, DE](#)
- [U.S. ARMY](#)
- [FINANC](#)

Top 10: Ve

- [URS GROU](#)
- [SCIENCE A](#)
- [MISCELLAN](#)

List Of Contract Actions Matching Your Criteria

Results 1 - 30 of 430528 as of Sep 21, 2015 1:03:44 PM

Award ID (Mod#): [AG3516P080063](#) (0) [View](#)

Vendor Name: [LANDSCAPING](#)

Date Signed: June 18, 2008

Referenced IDV:

NAICS (Code): LANDSCAPING SERVICES ([561730](#))

Vendor City: GREENSBORO

Vendor State: MD

Global Vendor Name: [LANDSCAPING](#)

Award Type: PURCHASE ORDER

Contracting Agency: [RURAL HOUSING SERVICE](#)

Action Obligation: \$2,840

Contracting Office: [FARMERS HOME ADMINISTRATION](#)

PSC (Code): LANDSCAPING/GROUNDSKEEPING SERVICES ([S208](#))

Vendor DUNS: [820292794](#)

Vendor ZIP: [218381163](#)

Global DUNS Number: [820292794](#)

FPDS - Limitations

- Maximum, five years of results
- Or
- 30,000 results
- Data presentation / format
- As is from FPDS the data is difficult to use or make sense of
- Limited formatting capability

FPDS Table features

- Available with
 - Standard reports
 - Adhoc reports
- Select a cell by clicking
- Select Drill tab if available
 - Allows to select different criteria
- Filter
 - Restrict presentation to only those actions with the selected criteria

Advanced search – refine ezSearch results

1

Type one or more keywords you would like to search on:

landscaping

Advanced Search

Search Within Results New Search

Select One

- Select One
- A76
- Action Obligation (\$)
- Agency Code
- Agency Name
- Award Completion Date
- Award Status
- Award/IDV Type
- Base and Exercised Options Value
- Commercial Item Acquisition Procedures
- Commercial Item Test Program
- Contract Fiscal Year
- Contract ID
- Contract Pricing Description
- Contract Type
- Contracting Agency ID
- Contracting Agency Name
- Contracting Office ID
- Contracting Office Name
- Created By

Results 1 - 30 of 430528 as of Sep 21, 2015 2:10:27 PM

Award Type:	PURCHASE ORDER
Contracting Agency:	RURAL HOUSING SERVICE
Action Obligation:	\$2,840
Contracting Office:	FARMERS HOME ADMINISTRATION
PSC (Code):	LANDSCAPING/GROUNDSKEEPING SERVICES (S208)
Vendor DUNS:	826292794
Vendor ZIP:	216391163
Global DUNS Number:	826292794

Global Vendor Name: [LANDSCAPING](#)

2

90
Criteria

FPDS – landing page, Log-in

Federal Procurement Data System - Next Generation

» Home » Newsroom » Reports » Status » Worksite » Archives » Training » Help

Login

Log-In:

Password:

Log In

ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

Top Requests

- » Recovery Report
- » Recovery Data (Recipient-Reported, Cumulative Summary)
- » Recovery Data (Recipient-Reported, FY2013Q4)
- » Hurricane Sandy Report
- » Hurricane Irene Report
- » Pacific Earthquake/Tsunami
- » Hurricane Earl Report
- » Gulf Oil Spill Report
- » Haiti Earthquake Report
- » Hurricane Katrina Report
- » Hurricane Rita Report
- » Other Hurricane/Disaster Relief
- » Oklahoma Tornado 2013 Report

Latest News

- » Data Management Fixes
- » NIA Expiration Date Extended to 2017
- » Upcoming Releases
- » Data Archives
- » Small Business Goaling Report

NIA Expiration Date Extended to 2017

1. National Interest Action value 'Operation Freedom's Sentinel (OFS)' expiration date has been extended from 12/31/2015 to 12/31/2017 on the FPDS-NG Production System. National Interest Action value 'Operation Freedom's Sentinel (OFS)' is valid from **01/01/2015 to 12/31/2017**.
2. National Interest Action value 'Operations in Iraq and Syria' expiration date has been extended from 09/30/2015 to 09/30/2017 on the FPDS-NG Production System. National Interest Action value 'Operations in Iraq and Syria' is valid from **09/14/2015 to 09/30/2017**.

Recipient-Reported Recovery Data Now Available at FPDS-NG

Recipient-reported data that was previously provided at recovery.gov is now available under Top Requests. There are two files containing recipient data available:

- 1) **Recovery Data (Recipient-Reported, Cumulative Summary)** -- A cumulative national summary file, containing data from FY2009 thru 2013 (77 MB, only recommended for high-speed internet connections).
- 2) **Recovery Data (Recipient-Reported, FY2013Q4)** -- A file for just the last reported quarter (4th quarter of FY2013).

This information augments the recovery information contained in the FPDS-NG Recovery Report (TAS Report), which provides recovery-related procurement award information as reported by Federal agencies.

For more information on the American Recovery and Reinvestment Act and recipient-based data please visit recovery.gov.

FY 2014 Small Business Goaling Report

FY 2014 Small Business Goaling Report is now available on the 'Reports' page of FPDS-NG.

Forgot Your Password?

- » Security and Privacy
- » Contact Help Desk
- » You must click [here](#) for very Important D&B Information

Registration

- » Register
- » Who Should Register?

FAQs

- » FPDS-NG
- » ezSearch
- » ATOM Feed

Logged-in: Landing page

FPDS Next Generation Logged in as: MARCV@WISPRO.ORG

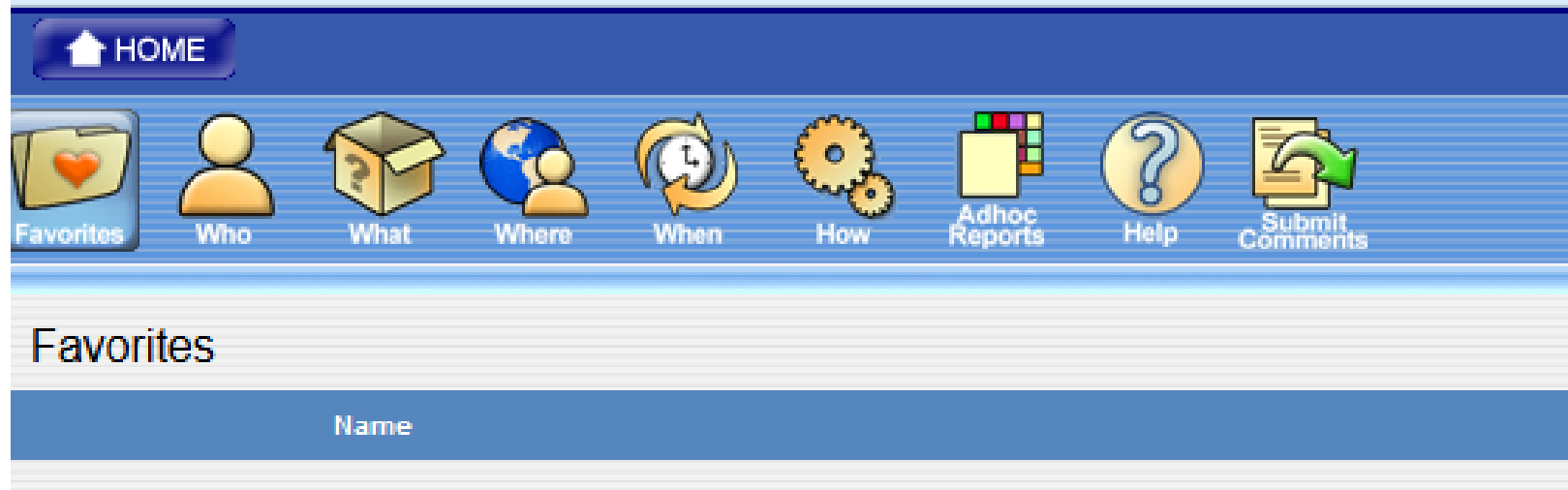
ezSearch BETA

**SEARCH ON ANY KEYWORD
IN FPDS-NG**

For more information about FPDS [click here](#)

To submit comments, please [click here](#)

Standard Report, Options



















Standard Reports- What

HOME ezSearch Advanced Search GO Log Off

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What types of products and services the government has been buying?

Name	Description
  Contract Detail Report	This report provides the complete contractual data for the specified PIID.
  Federal Contract Actions and Dollars	This report displays the federal contract actions and dollars for the specified date signed range
  Inherently Governmental Functions Actions and Dollars	This report displays the actions and dollars for 'Closely Associated', 'Critical Functions', 'Other Functions' and 'Null Inherently Governmental Functions' when 'Service' is selected for PSC.
  Other Transaction Actions and Dollars Report	This report displays the Other Transaction actions and dollars for the specified date signed range.
  Procurement History for Market Research Report	This report provides total dollars awarded to all vendors for a Product and Service Code (PSC) given in the search criteria. The dollars are aggregated by the unique entry reported in the Description of Requirements field.
  Total Actions by NAICS Report	The report displays actions and dollars for North American Industry Classification System (NAICS) Categories and how many of them are acquired by Commercial Item procedures at the Federal Government level.
  Total Actions by PSC Report	The report displays actions and dollars for Product or Service Code (PSC) Categories and how many of them are acquired by Commercial Item procedures at the Federal Government level.
  Trade Agreements Report	This report displays the number of unique PIIDs and the cumulative dollars obligated for the contracts covered by the NAFTA and GPA trade agreements.

Contract Detail Report

HOME

ezSearch Advanced Search

favorites Who What Where When How Adhoc Reports Help Submit Comments

Need Help Using This Report ? Click here

Contract Detail Report

Please enter the criteria for the report:

Search Name:* Default

PIID:*

Execute Save Clear Cancel

Adhoc – main page

HOME Advanced Search GO Log Off

New Find My Reports Close Help

Create Report

Report Name: [Reset](#) [Execute](#) [Save](#)

1 Select metrics	2 Select attributes	3 Select time, filters and rankings	4 Layout and setup
<input type="text"/> <input type="checkbox"/> Prompt values	<input type="text"/> <input type="checkbox"/> Prompt values	Time all available 2 filter(s)	

Metrics

- Award - IDV Information
- Other Transaction Information

Metric Name	Description	Add
No items.		

Adhoc – main page

HOME Advanced Search GO Log Off

New Find My Reports Close Help

Create Report

Report Name: Reset Execute Save

1 Select metrics	2 Select attributes	3 Select time, filters and rankings	4 Layout and setup
<input type="text"/> <input type="checkbox"/> Prompt values	<input type="text"/> <input type="checkbox"/> Prompt values	Time all available 2 filter(s)	

Metrics

- Award - IDV Information
- Other Transaction Information

Metric Name	Description	Add
No items.		

Metrics - Selection

Report Name: Reset Execute

1 Select metrics **2** Select attributes **3** Select time, filters and rankings **4** Layout and setup

Prompt values

Time
all available
2 filter(s)

Metric Name	Description	Add
Base and Exercised Options Value		Add
Action Obligation		Add
Base and All Options Value		Add

Metrics

- Award - IDV Information
 - Dollar Values**
 - Contract Actions
 - Other Transaction Information

Tailor searches

- Broad
 - Select data elements
- Narrow
 - Create Filters
 - Basic Filters
 - Advanced Filters
- Example
 - Purchases by NAICS
 - All
 - Department of Defense
 - Navy
 - Army
 - NAVFAC MW

FPDS adHoc query elements that may help

- Contracting Department Name
- Contracting Office Name
- ✓ PIID
- ✓ Referenced IDV PIID
- ✓ PIID Agency ID
- ✓ Multiple or Single Award IDV
- ✓ Type of Contract
- NAICS Code
- Principal Place of Performance State Code
- Contracting Officers Business Size Selection
- ✓ Award or IDV Type
- Action Obligation

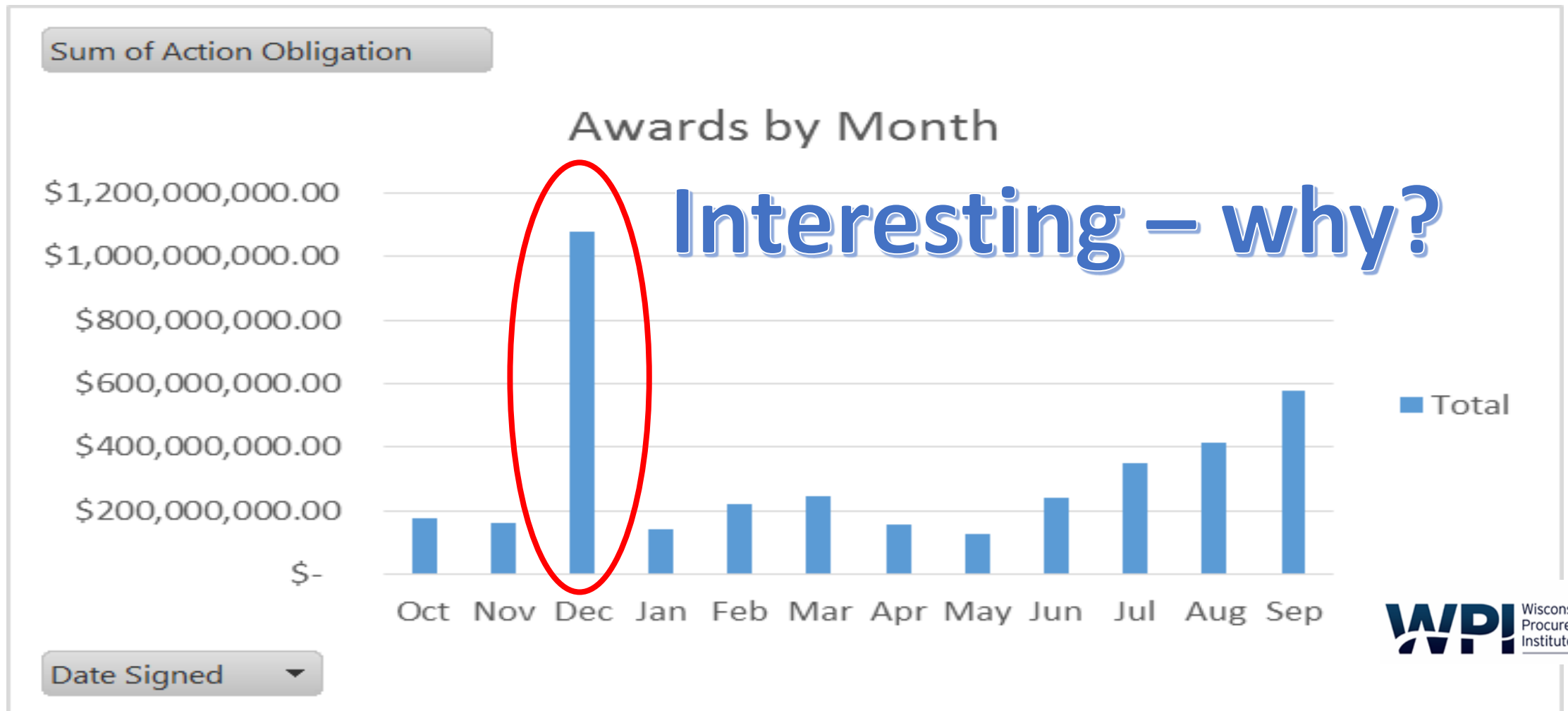
Top NAICS codes for Wisconsin contractors - by count

NAICS	Description	Count
337214	OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING	3293
336211	MOTOR VEHICLE BODY MANUFACTURING	755
531210	OFFICES OF REAL ESTATE AGENTS AND BROKERS	754
334517	IRRADIATION APPARATUS MANUFACTURING	648
333411	AIR PURIFICATION EQUIPMENT MANUFACTURING	646
339112	SURGICAL AND MEDICAL INSTRUMENT MANUFACTURING	618
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	599
423450	MEDICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS	588
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE	543
339113	SURGICAL APPLIANCE AND SUPPLIES MANUFACTURING	519

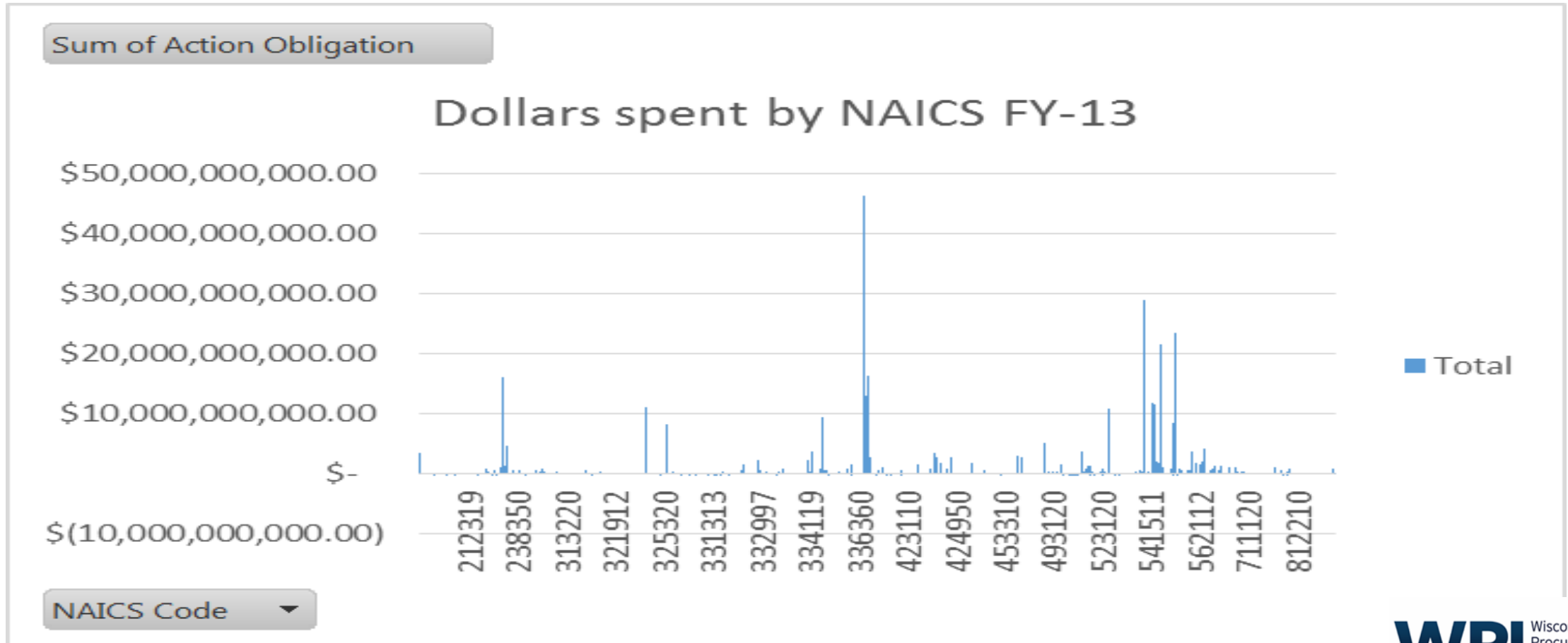
Top NAICS codes for Wisconsin contractors - by dollars obligated

NAICS	NAICS Description	Dollars - obligated
336212	TRUCK TRAILER MANUFACTURING	\$ 1,486,496,122.49
621111	OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS)	\$ 235,136,510.17
524114	DIRECT HEALTH AND MEDICAL INSURANCE CARRIERS	\$ 130,227,412.70
522390	OTHER ACTIVITIES RELATED TO CREDIT INTERMEDIATION	\$ 124,083,533.71
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$ 113,884,324.82
336992	MILITARY ARMORED VEHICLE, TANK, AND TANK COMPONENT MANUFACTURING	\$ 110,527,220.23
334517	IRRADIATION APPARATUS MANUFACTURING	\$ 109,282,987.38
332993	AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING	\$ 108,884,484.71
524292	THIRD PARTY ADMINISTRATION OF INSURANCE AND PENSION FUNDS	\$ 98,985,271.29
541330	ENGINEERING SERVICES	\$ 89,077,504.52

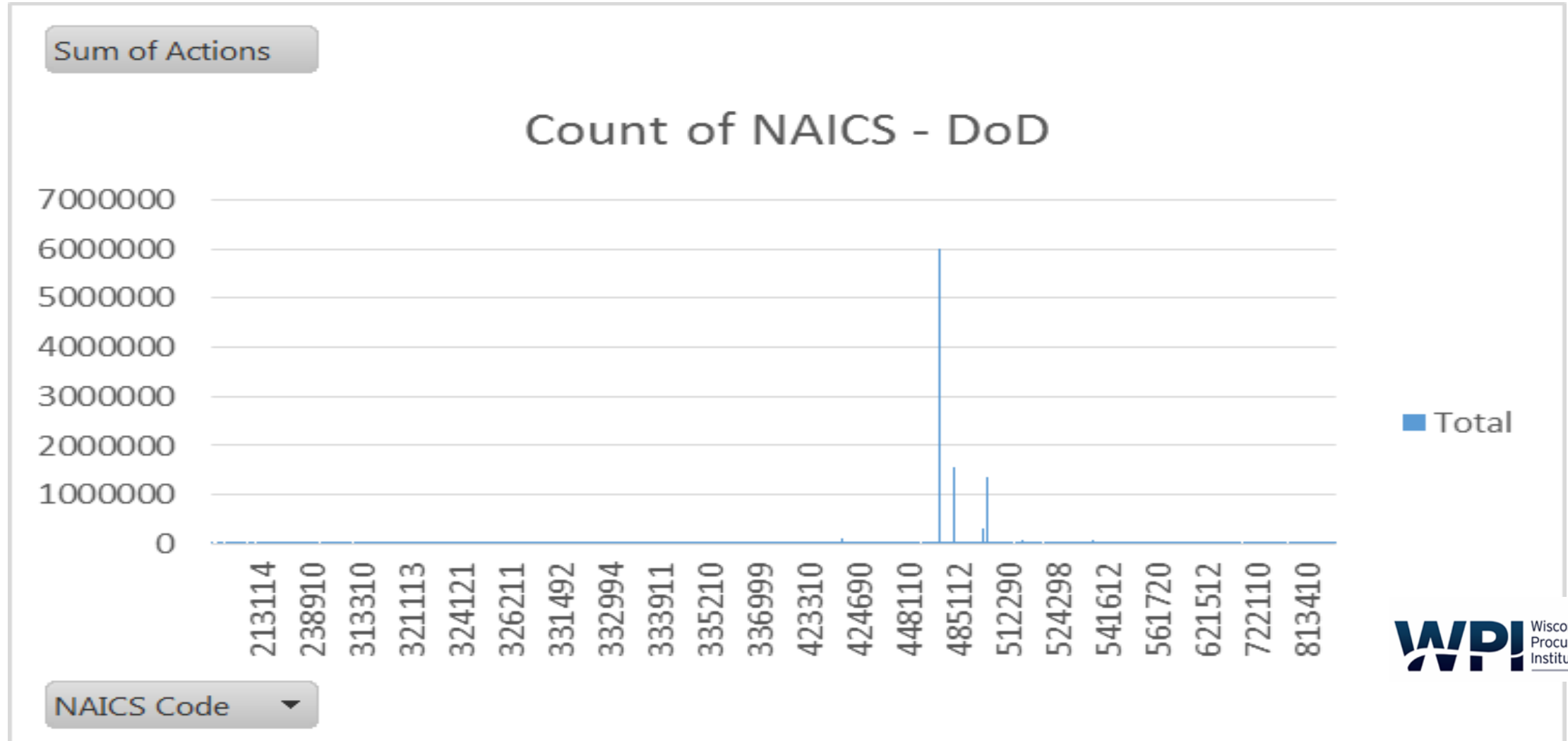
Wisconsin Awards by month



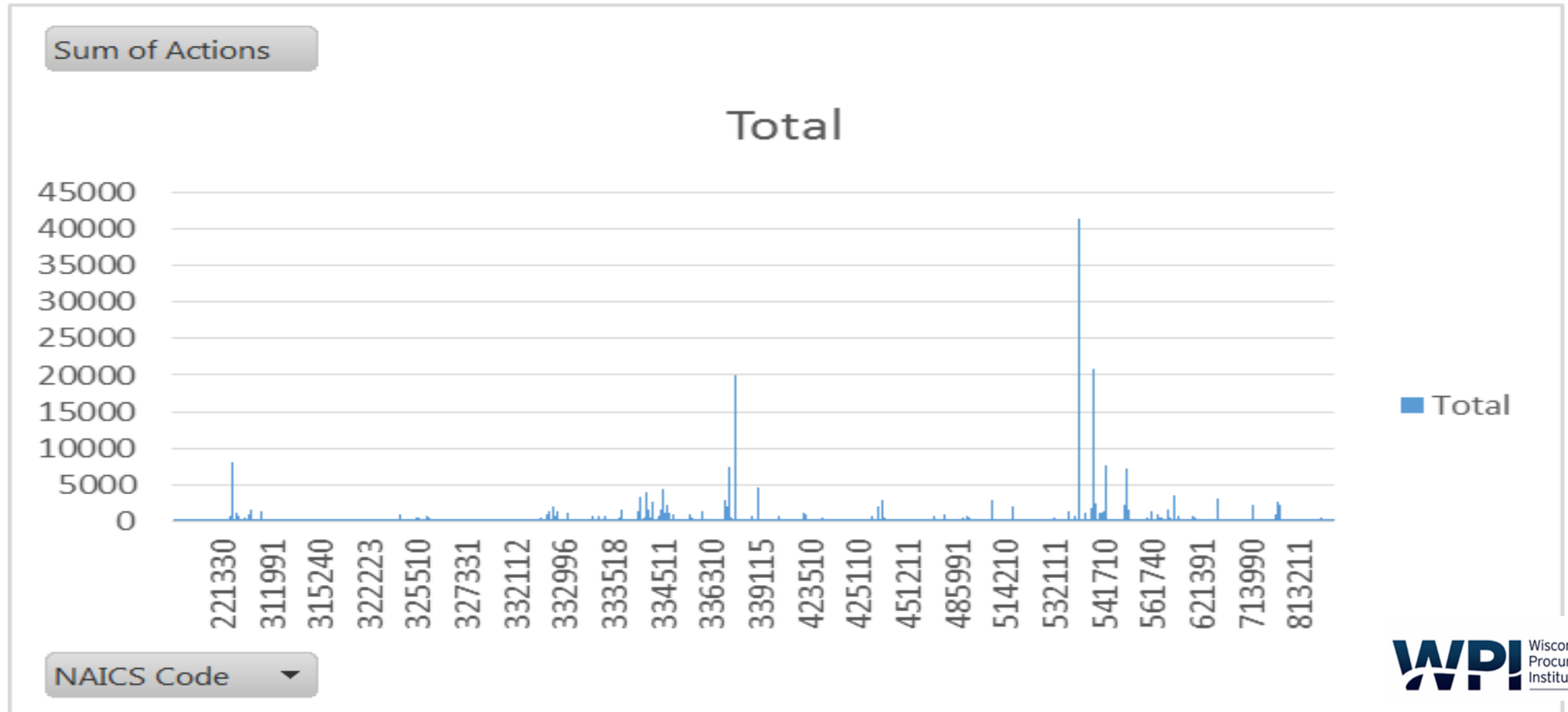
Government purchases by NAICS code



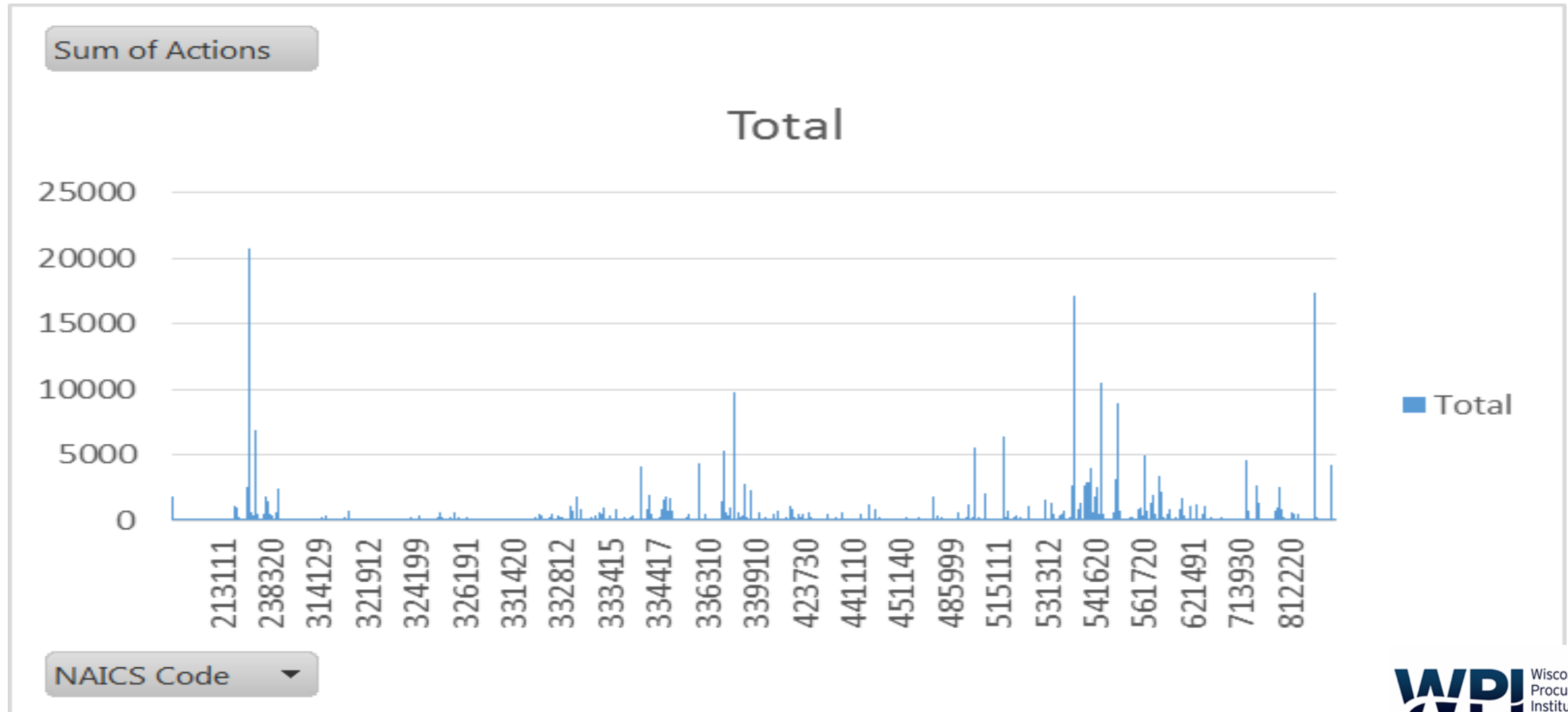
NAICS – DoD (ID- 9700)



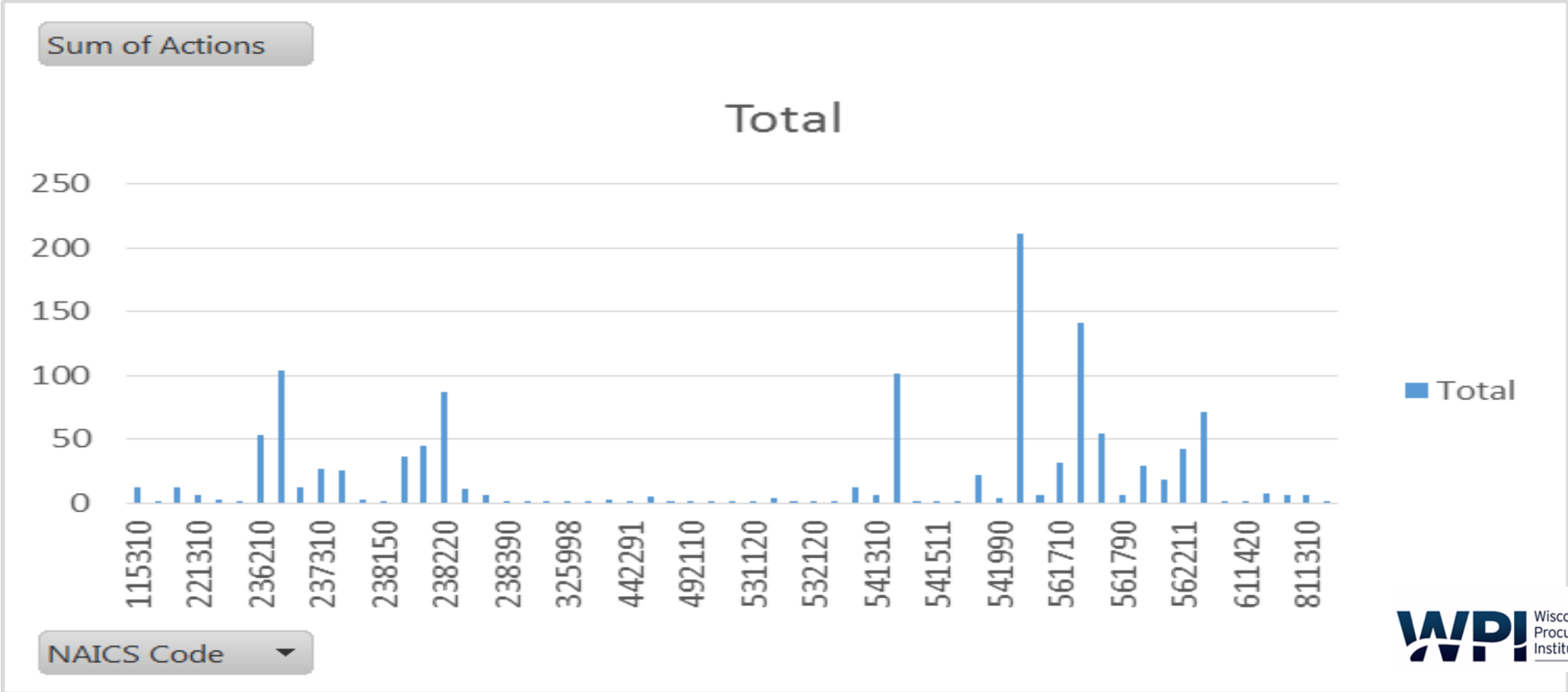
NAICS – U.S. Navy (ID – 1700)



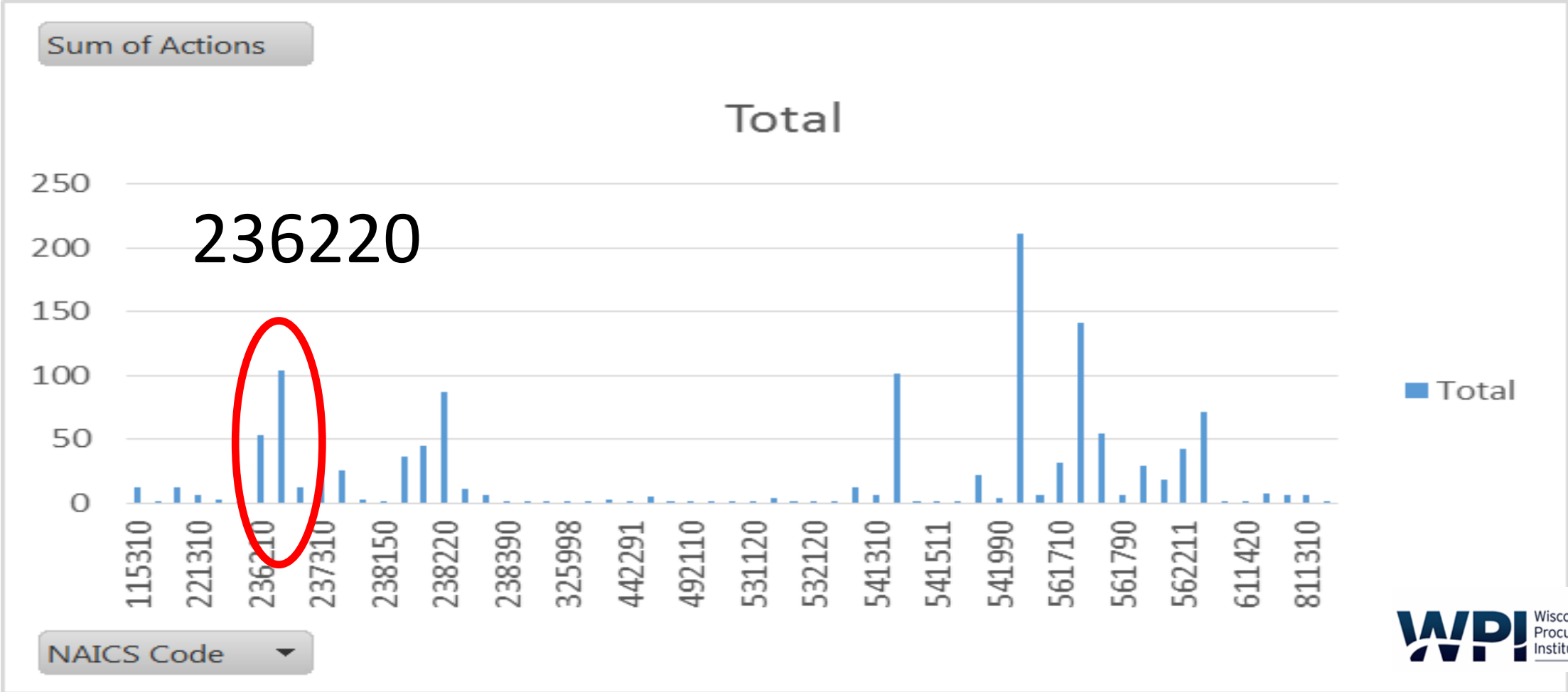
NAICS – U.S. Army (ID – 2100)



NAICS – NAVFAC MW (ID – N40083)



NAICS – NAVFAC MW (ID – N40083)



Top Contracting Offices by Sum of Actions

Contracting Office Name	↕	Total
NAVAL FAC ENGINEERING CMD MID LANT		2042
W074 ENDIST MOBILE		1948
NAVFAC SOUTHWEST		1725
GSA/PUBLIC BUILDINGS SERVICE		1629
OFFICE OF CONSTRUCTION & FACILITIES MANAGEMENT		1623
NAV FAC ENGINEERING CMD WASHINGTON		1332
ACQUISITION MANAGEMENT DIVISION		1174
W072 ENDIST LOUISVILLE		1059
NAVFAC SOUTHEAST		989
OD OM ORFDO OA OFC ACQUISITIONS		920
W076 ENDIST FT WORTH		917
W31R ENDIST AFGHANISTAN NORTH		907
OFFICE OF ACQUISITION MGMT - MA		860
W071 ENDIST KANSAS CITY		815
W074 ENDIST SAVANNAH		755

Top Contracting Offices by Action Obligation

Contracting Office Name	Total
OFFICE OF ACQUISITION MGMT - MA	\$ 1,056,335,458.17
NAVAL FAC ENGINEERING CMD MID LANT	\$ 832,365,065.29
OFFICE OF CONSTRUCTION & FACILITIES MANAGEMENT	\$ 735,454,589.07
W076 ENDIST FT WORTH	\$ 662,001,775.46
W074 ENDIST MOBILE	\$ 489,590,298.90
W31R ENDIS MIDDLE EAST	\$ 464,171,876.14
NAVFAC SOUTHWEST	\$ 450,118,045.99
W074 ENDIST SAVANNAH	\$ 406,817,540.14
W2SD ENDIST BALTIMORE	\$ 394,560,256.27
W072 ENDIST LOUISVILLE	\$ 392,922,655.30
NAV FAC ENGINEERING CMD WASHINGTON	\$ 374,404,309.72
NAVFAC SOUTHEAST	\$ 351,007,187.80
DESIGN AND CONSTRUCTION DIVISION	\$ 338,518,651.38
W2SN ENDIST ALASKA	\$ 319,773,628.04
W2SD FEST NAU1 EUROPE	\$ 319,773,628.04

Top States – NAICS 236220

Principal Place of Performance State Code	Total
	\$ 2,961,088,338.38
CA	\$ 1,392,903,146.45
MD	\$ 993,915,665.06
TX	\$ 966,168,090.64
VA	\$ 942,598,084.73
NC	\$ 555,921,657.85
DC	\$ 539,746,185.27
GA	\$ 529,904,343.83
FL	\$ 488,714,558.21
WA	\$ 474,100,406.26
LA	\$ 408,292,511.88
HI	\$ 402,841,424.46
MO	\$ 341,357,551.31
NY	\$ 335,369,065.03
AL	\$ 328,096,488.90

Type of Contract

- Combination (Applies to awards where two or more of the above apply)
- Cost no fee
- Cost plus award fee
- Cost plus fixed fee
- Cost plus incentive fee
- Cost sharing
- Firm Fixed Price
- Fixed Price
- Fixed Price Award Fee
- Fixed Price Incentive
- Fixed Price Level of Effort
- Fixed Price Redetermination
- Fixed Price with Economic Price Adjustment
- Labor Hours
- Order Dependent (IDV Allows Pricing Arrangement to be Determined Separately for each Order)
- Other (Applies to Awards where none of the Above Apply)
- Time and Materials

FPDS element – Award or IDV

- Types

- BOA
- BPA
- BPA Call
- Cooperative Agreement
- Definitive Contract
- Delivery Order
- FSS
- Funded Space Act Agreement
- Grant for Research

- Types continued

- GWAC
- IDC
- Intragovernmental
- Other Transaction Agreement
- Other Transaction IDV
- Other Transaction Order
- Purchase Order
- Training Grant

I have a GSA schedule but no sales, who should I be marketing too?
(Agencies)

Count of Contracting Agency Name	Total
DEPT OF THE ARMY	659
FEDERAL ACQUISITION SERVICE	541
FEDERAL EMERGENCY MANAGEMENT AGENCY	327
DEPT OF THE NAVY	288
VETERANS AFFAIRS, DEPARTMENT OF	253
OFFICE OF PROCUREMENT OPERATIONS	235
DEPT OF THE AIR FORCE	221
OFFICE OF POLICY, MANAGEMENT, AND BUDGET	189
U.S. COAST GUARD	139
FEDERAL BUREAU OF INVESTIGATION	120
NATIONAL INSTITUTES OF HEALTH	

I have a GSA schedule but no sales, who should I be marketing too?
 (Contracting Office)

Count of Contracting Office Name	
Contracting Office Name	Total
NATL EMERGENCY TRAINING CENTER	177
DEF. CONTRACT. CMD. - WASHINGTON	164
NBC ACQUISITION SERVICES DIRECTORATE	141
HQ CONTRACT OPERATIONS (CG-912)	136
DEPT OF JUST/FEDERAL BUREAU OF INVESTIGATION	120
OFFICE OF PROCUREMENT OPERATIONS	119
GSA/FTS ACQUISITION SERVICES DIVISION	87
DEPT OF HHS/CMS	80
W6QK ADAP SPT OFF	79
GSA/FTS TELECOM SERVICES DIVISON	79

I am registering in SAM, what NAICS codes should I enter?

- Use ezSearch
- Enter company's common product or service
- Search
- Download into Excel
- Insert Pivot Table
- Select NAICS
- Pull NAICS into lower right square – count of ...

I am registering in SAM, what NAICS codes should I enter?

ezSearch for term
fence

Sorted by Count of
NAICS

Row Labels	Count of NAICS
238990	7880
236220	2617
237990	724
237310	657
235990	609
332618	514
541611	421
561210	371
238190	368
236210	341
Grand Total	14502

I want to market to large businesses, can you help me?

- Can search for
 - Large business
 - Multi-year contract
 - Award value > some threshold
 - A subcontract plan is required
 - Use data element – Subcontracting Plan

QUESTIONS???

Wisconsin Procurement Institute (WPI)

10437 Innovation Dr. Ste. 251

Wauwatosa, WI

General phone: 414-270-3600

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Continuing Professional Education



CPE Certificate available, please contact:

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Upcoming WPI Events

- *Acquisition Hour (Bi-monthly webinars) through December, 2015*
- *Successful Growth Strategies in the Government Marketplace– October 8, La Crosse, WI*
- *Successful Growth Strategies in the Government Marketplace– October 13, Milwaukee WI*
- *Successful Growth Strategies in the Government Marketplace– October 14, Viroqua WI*
- *Marketplace 2015 – October 29-30, 2015 – Milwaukee, WI*