

Using FPDS for Market Research

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SAME Small Business Expo

March 29, 2017

Today's goals

1. Provide an overview of FPDS search methods
2. Show that using the system is not difficult
3. Provide tools to develop usable market & competitive information

The Goal – more specifically

- How to identify opportunities.
- How to identify, quantify and select buying offices (commands)
- How to research –
 - Competitors
 - Partners
 - Possible MP partners
- How to identify major purchasing cycles – September maybe but not always
- Does getting on schedule make sense?



Market Research



Questions

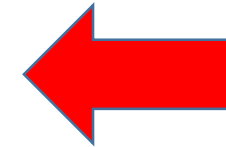
- Who are my potential customers?
- Who are my competitors?
- Can they support me? Number of opportunities
- What size of awards are typically made?
- Am I responsible?
 - Size
 - Complexity
 - Past performance



Sources of Information

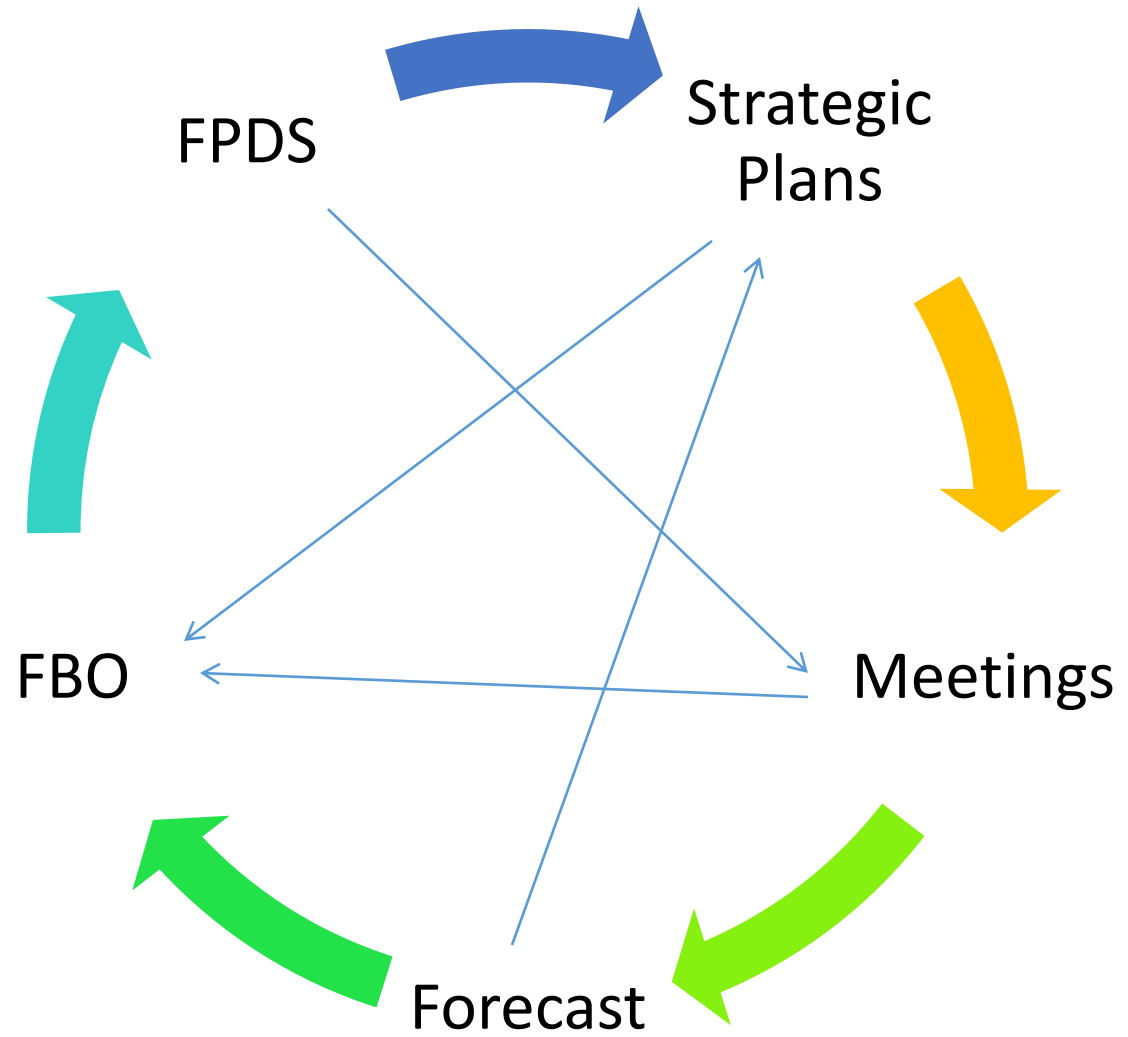


- Agency forecasts
- Budgets
- Capital Plans
- Congressional Testimony
- FBO
- FOIA requests
- FPDS
- GAO Reports
- Performance Plans
- Press Release
- SSQ
- Strategic Plans



Basic Framework





1st criteria

- Knowledge of customer or customers “with adequate consumption”



Start with the end in mind

- Bid to win ratio
- Go / No-go criteria



Example

| Criteria | Measure |
|-------------------------------|--------------|
| Revenue goal | \$150,000.00 |
| Average contract | \$5,000.00 |
| Contracts (given assumptions) | 30 |
| Bid to Win ration | 10 : 1 |
| Bids required | 300 |

Determine Feasibility

- It depends
 - If it takes only 1 hour to respond
 - 300 hours a year – most likely yes
 - If it takes 10 hours to respond to each
 - 3,000 hours a year – most likely no

Recent Janitorial opportunity

- Plover, WI – Armed Forces Career Center
- Solicitation – 72 pages
- ~ 3,000 ft
- Cleaning to SOW 2x/week
- Carpets 2 x / year
- Employess – badged
- Labor rate – federal equivalent
 - Employee Class Monetary Wage-Fringe Benefits Total
 - **Janitor (GS-2) \$10.95 \$6.02 \$16.97**

Additional information

| Vendor Name | Vendor City | Vendor State | Date Signed | Completion Date | Contracting Department Name | Contracting Office Name | Description of Requirement | NAICS Code | Principal Place of Performance State Code | Principal Place of Performance County Name | Action Obligation |
|-----------------------------|------------------|--------------|-------------|-----------------|-----------------------------|-------------------------|---|------------|---|--|-------------------|
| BAUER, KELLY | STRATFORD | WISCONSIN | 10/05/2015 | 09/30/2016 | AGRICULTURE, DE | USDA ARS MWA 56 | CLEANING SERVICE FOR EIDMRU / MONTHLY PAYMENTS IGF::OT::IGF | 561720 | WI | MARATHON | \$5,106.60 |
| FRANKLIN SERVICES UNLIMITED | EAST SAINT LOUIS | ILLINOIS | 10/30/2012 | 03/31/2013 | DEPT OF DEFENSE | W071 ENDIST OMA | M - LOCATION: ARMED FORCES CAREER CENTER, 3070 VILLA | 561720 | WI | PORTAGE | \$1,999.00 |
| FRANKLIN SERVICES UNLIMITED | EAST SAINT LOUIS | ILLINOIS | 03/01/2013 | 03/31/2014 | DEPT OF DEFENSE | W071 ENDIST OMA | M - LOCATION: ARMED FORCES CAREER CENTER - 3070 VILLA | 561720 | WI | PORTAGE | \$3,998.00 |
| FRANKLIN SERVICES UNLIMITED | EAST SAINT LOUIS | ILLINOIS | 02/03/2014 | 03/31/2015 | DEPT OF DEFENSE | W071 ENDIST OMA | M - LOCATION: ARMED FORCES CAREER CENTER¿ 3070 | 561720 | WI | PORTAGE | \$3,998.00 |
| FRANKLIN SERVICES UNLIMITED | EAST SAINT LOUIS | ILLINOIS | 08/22/2014 | 03/31/2015 | DEPT OF DEFENSE | W071 ENDIST OMA | M - LOCATION: ARMED FORCES CAREER CENTER: 3070 VILLA | 561720 | WI | PORTAGE | -\$283.00 |
| FRANKLIN SERVICES UNLIMITED | EAST SAINT LOUIS | ILLINOIS | 03/31/2015 | 03/31/2016 | DEPT OF DEFENSE | W071 ENDIST OMA | IGF::OT::IGF 136802 - LOCATION: ARMED FORCES CAREER CE | 561720 | WI | PORTAGE | \$3,998.00 |
| FRANKLIN SERVICES UNLIMITED | EAST SAINT LOUIS | ILLINOIS | 03/31/2016 | 03/31/2017 | DEPT OF DEFENSE | W071 ENDIST OMA | IGF::OT::IGF 136802 / LOCATION: ARMED FORCES CAREER CE | 561720 | WI | PORTAGE | \$3,998.00 |
| MULDER, MARY | WAUSAU | WISCONSIN | 05/15/2013 | 09/30/2017 | TRANSPORTATION, | DEPT OF TRANS/F | IGF::OT::IGF JANITORIAL SERVICE AT THE MOSINEE, WI, SSU | 561720 | WI | MARATHON | \$4,800.00 |

| | | | | | | | | |
|------------|------------|-----------------|-----------------|--|--------|----|---------|------------|
| 03/31/2015 | 03/31/2016 | DEPT OF DEFENSE | W071 ENDIST OMA | IGF::OT::IGF 136802 - LOCATION: ARMED FORCES CAREER CE | 561720 | WI | PORTAGE | \$3,998.00 |
| 03/31/2016 | 03/31/2017 | DEPT OF DEFENSE | W071 ENDIST OMA | IGF::OT::IGF 136802 / LOCATION: ARMED FORCES CAREER CE | 561720 | WI | PORTAGE | \$3,998.00 |

What is FPDS

- Database of Federal Contract awards (> \$3,000.00) *
- *Unclassified, other restrictions, -- will often include 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

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 – math considerations

- Criteria – 1
 - NAICS
 - Action Obligation
 - 1,204 NAICS codes – report completes
- Criteria – 2
 - NAICS
 - Action Obligation
 - Date signed
 - 1,204 NAICS for each day (365 days)
 - Number of records = $1,204 * 365 = 439,460$ – will not display

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 – landing page

Federal Procurement Data System - Next Generation

» [Home](#) » [Newsroom](#) » [Reports](#) » [Status](#) » [Worksite](#) » [Archives](#) » [Training](#) » [Help](#)

Login

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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

- » [Who Should Register?](#)

https://www.fpds.gov

FPDS – Resources / Training

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- » [Hurricane Katrina Report](#)
- » [Hurricane Rita Report](#)
- » [Other Hurricane/Disaster Relief](#)
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- » [NIA Expiration Date Extended to 2017](#)
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FPDS – ezSearch – Type and Go!

The screenshot displays the homepage of the Federal Procurement Data System - Next Generation. The main navigation bar includes links for Home, Newsroom, Reports, Status, Worksite, Archives, Training, and Help. The ezSearch search interface is highlighted with a red border, featuring the ezSearch logo and a search box with the text "Google-like search to help you find federal contracts...". Below the search box, it states "ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions)".

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).

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FPDS – Log-in for Standard/ adhoc reports

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- » Who Should Register?

FAQs

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

Logged-in: Landing page

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

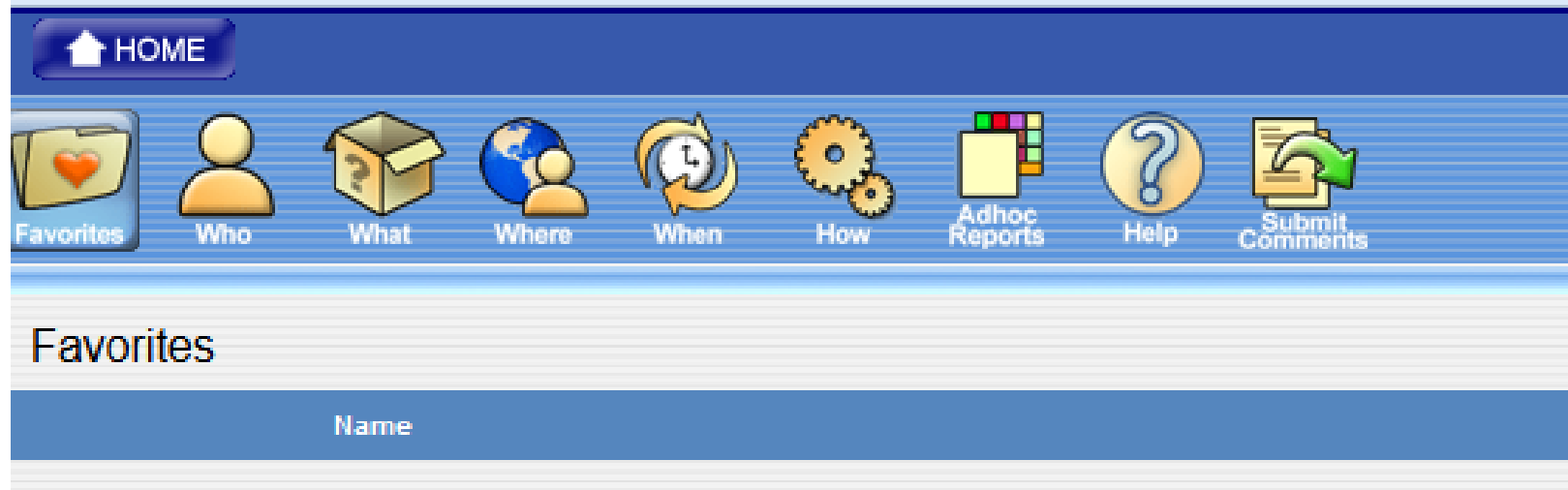
ezSearch BETA

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

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

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

Standard Report, Options



Adhoc – main page

HOME Advanced Search GO [Log Off](#)

New Find My Reports Close Help

Create Report

Reset Execute Save

Report Name:

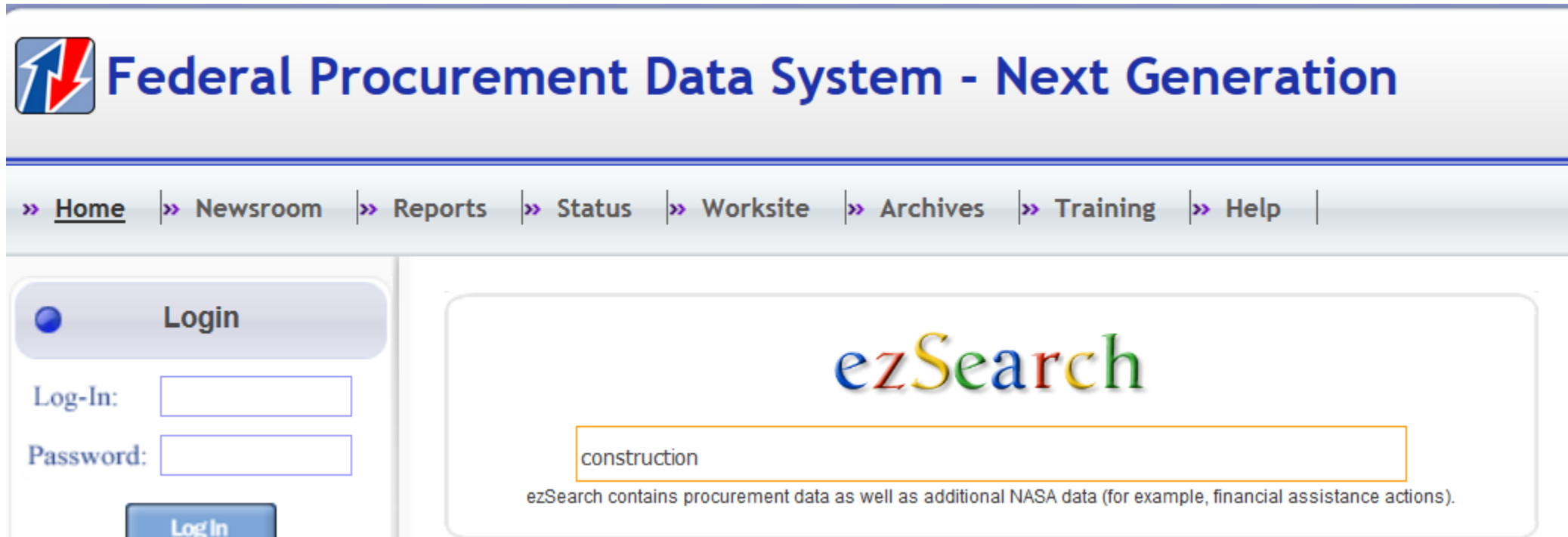
| | | | |
|---|---|---|---------------------------|
| 1 Select metrics | 2 Select attributes | 3 Select time, filters and rankings | 4 Layout and setup |
| <div style="border: 1px solid gray; height: 40px; width: 100%;"></div> <input type="checkbox"/> Prompt values | <div style="border: 1px solid gray; height: 40px; width: 100%;"></div> <input type="checkbox"/> Prompt values | Time <i>all available</i> 2 filter(s) | |

Metrics

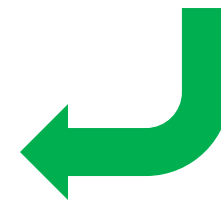
- Award - IDV Information
- Other Transaction Information

| Metric Name | Description | Add |
|-------------|-------------|-----|
| No items. | | |

ezSearch – enter term – and return



The screenshot shows the top navigation bar with the logo and title "Federal Procurement Data System - Next Generation". Below it is a menu with links: Home, Newsroom, Reports, Status, Worksite, Archives, Training, and Help. On the left is a "Login" section with input fields for "Log-In:" and "Password:", and a "Log In" button. The main content area features the "ezSearch" logo, a search input field containing the text "construction", and a note stating "ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions)."



Review results

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

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

Search took 0.124 seconds

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

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

| ent Full | List Of Contract Actions Matching Your Criteria | Results 1 - 30 of 2487209 as of Mar 27, 2017 3:41:14 PM | Search Criteria |
|---|--|---|--|
| 555053) ADMINISTRATION NT OF THE EPARTMENT OF RTMENT OF (94409) OF (39824) | Award ID (Mod#): SAF20012M1968 (0) (View) Vendor Name: CONSTRUCTION Date Signed: September 24, 2012 | Award Type: PURCHASE ORDER Contracting Agency: STATE, DEPARTMENT OF Action Obligation: \$9,270 | To remove the criteria or a portion of the search criteria click the button next to each search level. <input checked="" type="checkbox"/> construction |

Sort By

Top 10: Department Full Name

[DEPT. OF DEFENSE \(1555053\)](#)
[GENERAL SERVICES ADMINISTRATION \(295332\)](#)
[INTERIOR, DEPARTMENT OF THE \(145890\)](#)
[VETERANS AFFAIRS, DEPARTMENT OF \(123999\)](#)
[AGRICULTURE, DEPARTMENT OF \(94409\)](#)
[STATE, DEPARTMENT OF \(39824\)](#)
[HEALTH AND HUMAN SERVICES, DEPARTMENT OF \(38909\)](#)
[HOMELAND SECURITY, DEPARTMENT OF \(37833\)](#)
[TRANSPORTATION, DEPARTMENT OF \(34803\)](#)
[NATIONAL AERONAUTICS AND SPACE ADMINISTRATION \(23892\)](#)

Top 10: Contracting Agency Name

[DEPT. OF THE ARMY \(688850\)](#)
[DEFENSE LOGISTICS AGENCY \(319731\)](#)
[DEPT. OF THE NAVY \(311571\)](#)
[PUBLIC BUILDINGS SERVICE \(260817\)](#)
[DEPT. OF THE AIR FORCE \(195795\)](#)
[VETERANS AFFAIRS, DEPARTMENT OF \(123950\)](#)
[FOREST SERVICE \(81023\)](#)
[U.S. FISH AND WILDLIFE SERVICE \(49886\)](#)
[NATIONAL PARK SERVICE \(40308\)](#)
[STATE, DEPARTMENT OF \(39756\)](#)

Top 10: Vendor Full Name

[SCIENCE APPLICATIONS INTERNATIONAL CORPORATION \(119780\)](#)
[SUPPLYCORE INC. \(78431\)](#)
[GRAYBAR ELECTRIC COMPANY, INC. \(47890\)](#)
[MISCELLANEOUS FOREIGN CONTRACTORS \(33097\)](#)
[GRAYBAR ELECTRIC COMPANY INC \(20467\)](#)
[MISCELLANEOUS FOREIGN AWARDEES \(16940\)](#)
[NOBLE SALES CO., INC. \(10901\)](#)
[CENTENNIAL CONTRACTORS ENTERPR \(7170\)](#)
[PROCURENET, INC \(7133\)](#)
[HENSEL PHELPS CONSTRUCTION CO \(5498\)](#)

Top 10: Treasury Account Symbol

[974930 \(278065\)](#)
[474542001 \(81419\)](#)
[212020 \(56270\)](#)

List Of Contract Actions Matching Your Criteria

Results 1 - 30 of 2487209 as of Mar 27, 2017 3:41

Award ID (Mod#): [SAF20012M1968](#) (0) [View](#)
Vendor Name: [CONSTRUCTION](#)
Date Signed: September 24, 2012
Referenced IDV:
NAICS (Code): PAINTING AND WALL COVERING CONTRACTORS ([238320](#))
Vendor City: KABUL
Vendor State:
Global Vendor Name: [CONSTRUCTION](#)
Award Type: PURCHASE ORDER
Contracting Agency: [STATE, DEPARTMENT OF](#)
Action Obligation: \$9,270
Contracting Office: [AMERICAN EMBASSY - KABUL](#)
PSC (Code): PAINT AND ARTISTS' BRUSHES ([8020](#))
Vendor DUNS: [850459498](#)
Vendor ZIP: [0093](#)
Global DUNS Number: [850459498](#)

Award ID (Mod#): [W91B4N13P2035](#) (0) [View](#)
Vendor Name: [CONSTRUCTION](#)
Date Signed: July 11, 2013
Referenced IDV:
NAICS (Code): OTHER BUILDING EQUIPMENT CONTRACTORS ([238290](#))
Vendor City: KABUL
Vendor State:
Global Vendor Name: [CONSTRUCTION](#)
Award Type: PURCHASE ORDER
Contracting Agency: [DEPT OF THE ARMY](#)
Action Obligation: \$41,800
Contracting Office: [W6QL ELE RCC BAGRAM](#)
PSC (Code): CONSTRUCTION OF UNIMPROVED REAL PROPERTY (LAND) ([Y1PC](#))
Vendor DUNS: [850463253](#)
Vendor ZIP:
Global DUNS Number: [850463253](#)

Award ID (Mod#): [W91B4N13P2035](#) (P00001) [View](#)
Vendor Name: [CONSTRUCTION](#)
Date Signed: October 19, 2013
Referenced IDV:
NAICS (Code): OTHER BUILDING EQUIPMENT CONTRACTORS ([238290](#))
Vendor City: KABUL
Vendor State:
Global Vendor Name: [CONSTRUCTION](#)
Award Type: PURCHASE ORDER
Contracting Agency: [DEPT OF THE ARMY](#)
Action Obligation: -\$29,100
Contracting Office: [W6QL ELE RCC BAGRAM](#)
PSC (Code): CONSTRUCTION OF UNIMPROVED REAL PROPERTY (LAND) ([Y1PC](#))
Vendor DUNS: [850463253](#)
Vendor ZIP:
Global DUNS Number: [850463253](#)

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

construction PRINCIPAL_NAICS_CODE:"238320"

Go

Clear

Advanced Search

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

You

List Of Contract Actions Matching Your Criteria

Results 1 - 30 of 8489 as of Mar 27, 2017 3:45:39

| | | | |
|---------------------|---|---------------------|---|
| Award ID (Mod#): | SAF20012M1968 (0) View | Award Type: | PURCHASE ORDER |
| Vendor Name: | CONSTRUCTION | Contracting Agency: | STATE, DEPARTMENT OF |
| Date Signed: | September 24, 2012 | Action Obligation: | \$9,270 |
| Referenced IDV: | | Contracting Office: | AMERICAN EMBASSY - KABUL |
| NAICS (Code): | PAINTING AND WALL COVERING CONTRACTORS (238320) | PSC (Code): | PAINT AND ARTISTS' BRUSHES (8020) |
| Vendor City: | KABUL | Vendor DUNS: | 850459498 |
| Vendor State: | | Vendor ZIP: | 0093 |
| Global Vendor Name: | CONSTRUCTION | Global DUNS Number: | 850459498 |

Type one or more keywords you would like to search on:
construction PRINCIPAL_NAICS_CODE:"238320" Go Clear Advanced Search

1

2

Advanced Search

Search Within Results New Search Add

Select One

- Contract Type
- Contracting Agency ID
- Contracting Agency Name
- Contracting Office ID
- Contracting Office Name
- Created By
- Created Date
- Current Contract Value
- Date Signed**
- Department ID
- Department Name
- Description of Requirement
- Effective Date
- Estimated Completion Date
- Evaluated Preference
- Extent Competed
- Fair Opportunity
- Fed Biz Opps
- Funding Agency ID
- Funding Office ID

Search Cancel

Next

Results 1 - 30 of 8489 as of Mar 27, 2017 3:

| | |
|--|---|
| Award Type: | PURCHASE ORDER |
| Contracting Agency: | STATE, DEPARTMENT OF |
| Action Obligation: | \$9,270 |
| Contracting Office: | AMERICAN EMBASSY - KABUL |
| CONTRACTORS (238320) | PSC (Code): PAINT AND ARTISTS' BRUSHES (8020) |
| Vendor DUNS: | 850459498 |
| Vendor ZIP: | 0093 |
| Global DUNS Number: | 850459498 |
| Award Type: | PURCHASE ORDER |
| Contracting Agency: | U.S. FISH AND WILDLIFE SERVICE |
| Action Obligation: | \$8,850 |
| Contracting Office: | CONTRACTING AND GENERAL SERVICES DIV |

89 Options

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

construction PRINCIPAL_NAICS_CODE:"238320"

Go

Clear

Advanced Search

Advanced Search

Search Within Results New Search

Add

X Date Signed

From 10/01/2016

To 12/31/2016

Search

Cancel

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

construction PRINCIPAL_NAICS_CODE:"238320" SIGNED_DATE:[2016/10/01,2016/12/31]

Go

Clear

Advanced Search

Result Page: 1 2 [Next](#)

List Of Contract Actions Matching Your Criteria

Results 1 - 30 of 58 as of Mar 27, 2017 3:55:16

Award ID (Mod#):

[0001](#) (1) [View](#)

Vendor Name:

[APC CONSTRUCTION, LLC](#)

Date Signed:

October 06, 2016

Referenced IDV:

[W9132R15D0008](#)

Award Type:

DELIVERY ORDER

Contracting Agency:

[DEPT OF THE ARMY](#)

Action Obligation:

-\$9,580.48

Contracting Office:

[W9132R15D0008](#)

Different filter – different perspective

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

construction PRINCIPAL_NAICS_CODE:"238320" SIGNED_DATE:[2016/10/01,2016/12/31]

Advanced Search

Search Within Results New Search

X Number of Offers Received ▼ From 1 To 3

Helping to understand the market

Options



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

construction PRINCIPAL_NAICS_CODE:"238320" SIGNED_DATE:[2016/10/01,2016/12/31] NUMBER_C

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

Result Page: 1 [Next](#)

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

| List Of Contract Actions Matching Your Criteria | | Results 1 - 30 of 51 as of Mar 27, 2017 4:00:09 PM | | Search Criteria |
|---|---|--|--|--|
| Award ID (Mod#): | 0007 (1) View | Award Type: | DELIVERY ORDER | <input checked="" type="checkbox"/> construction |
| Vendor Name: | FEDERAL CONSTRUCTION GROUP, INC. | Contracting Agency: | DEPT OF THE AIR FORCE | <input checked="" type="checkbox"/> NAICS: "238320" |
| Date Signed: | December 16, 2016 | Action Obligation: | \$0 | <input checked="" type="checkbox"/> Date Signed: [2016/10/01,2016/12/31] |
| Referenced IDV: | FA930115D0008 | Contracting Office: | FA9301.AFTC.PZIO | <input checked="" type="checkbox"/> Number of Offers Received: [1,3] |
| NAICS (Code): | PAINTING AND WALL COVERING CONTRACTORS (238320) | PSC (Code): | REPAIR OR ALTERATION OF MISCELLANEOUS BUILDINGS (22JZ) | |
| Vendor City: | SAN DIEGO | Vendor DUNS: | 611642229 | |
| Vendor State: | CA | Vendor ZIP: | 921112274 | |
| Global Vendor Name: | FEDERAL CONSTRUCTION GROUP, INC. | Global DUNS Number: | 611642229 | |

Sort By

This section allows the user to sort the existing list of cont

Export Results

New Report
Active filters

Send Export Highlighting Drill Charts Save Save As Edit Σ

1 of 2

| Contracting Agency Name | NAICS Code | Action Obligation |
|-------------------------|------------|---------------------|
| AGRICULTURAL RE | 336411 | \$9,032.00 |
| ANIMAL AND PLAN | 336411 | \$10,900.00 |
| DEFENSE CONTRA | 336411 | \$1,131,631.02 |
| DEFENSE LOGISTI | 336411 | \$89,349,300.46 |
| DEPT OF THE AIR I | 336411 | \$8,790,513,183.71 |
| DEPT OF THE ARM | 336411 | \$4,828,946,508.23 |
| DEPT OF THE NAV | 336411 | \$13,648,085,513.35 |
| DRUG ENFORCEME | 336411 | \$32,062,400.71 |
| FEDERAL ACQUISI | 336411 | \$0.00 |
| FEDERAL AVIATION | 336411 | \$861,119.80 |
| FEDERAL BUREAU | 336411 | \$12,327,023.00 |
| FEDERAL PRISON | 336411 | \$8,599.04 |
| FOREST SERVICE | 336411 | \$26,975.36 |

Export options

Select export data format

PDF – rarely used, small amount of data

Excel – default for medium amount of data ~ 500 pages

CSV – used for large amount of data > 500 pages

Last step -

Excel – Pivot Tables

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

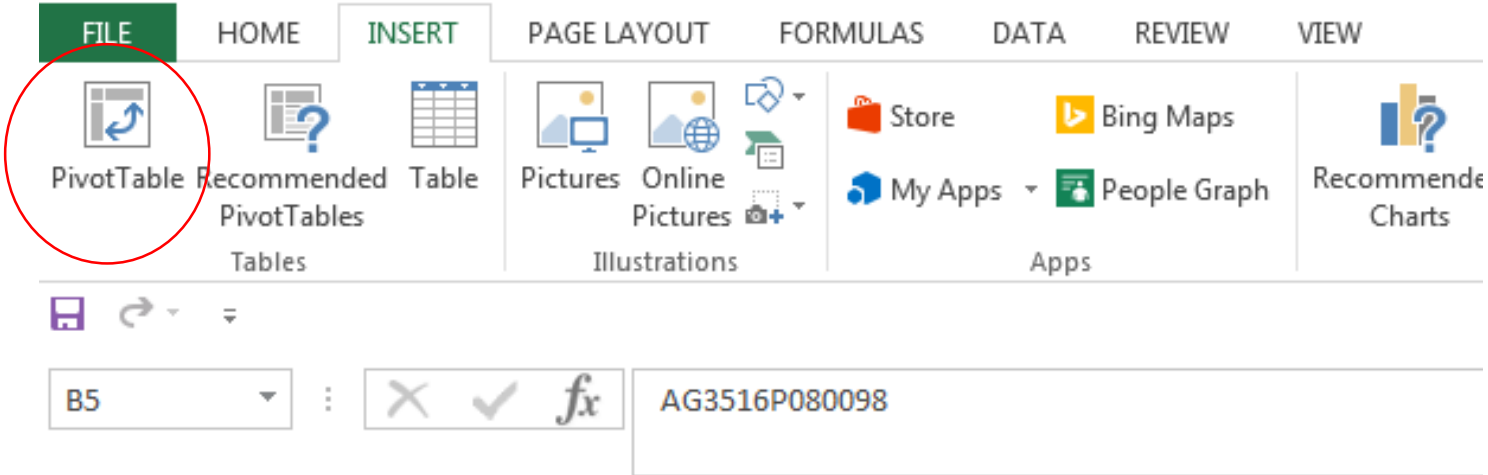
Excel is great but as is ????

| A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S |
|----------|-------------|-----------|------------|-----------|-----------|------------|------------|-----------|-----------|-----------|------------|--------|-----------|------|-----------|-----------|-----------|-----------|
| PSC Type | Contract ID | Modificat | Transactio | Award/ID | Vendor N | Contractir | Contractir | Date Sign | Action Ob | Reference | Contractir | NAICS | NAICS Des | PSC | PSC Descr | Vendor Ci | Vendor DI | Vendor St |
| S | 7 | 1 | 0 | DELIVERY | FEDERAL C | 5700 | DEPT OF T | ##### | \$0.00 | FA930115I | FA9301 AI | 238320 | PAINTING | Z2JZ | REPAIR OF | SAN DIEGO | 6.12E+08 | CA |
| S | 1004 | 4 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | 8-Dec-16 | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 1014 | 1 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | ##### | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | N4008416I | P00004 | 0 | PURCHAS | DAERUK C | 1700 | DEPT OF T | ##### | \$0.00 | | NAVAL FA | 238320 | PAINTING | M1FA | OPERATIC | CHANGW | 6.87E+08 | KYONGNA |
| S | W9115116I | P00001 | 0 | DEFINITIV | SENECA C | 2100 | DEPT OF T | 1-Dec-16 | \$0.00 | | W6QM MI | 238320 | PAINTING | Z2AA | REPAIR OF | KILLEEN | 8.01E+08 | TX |
| S | W912PP16I | P00001 | 0 | PURCHAS | RANDY SE | 2100 | DEPT OF T | 21-Oct-16 | \$0.00 | | W075 END | 238320 | PAINTING | Z2PZ | REPAIR OF | ALBUQUE | 8.27E+08 | NM |
| S | 1 | 1 | 0 | DELIVERY | APC CONS | 2100 | DEPT OF T | 6-Oct-16 | ##### | W912P815I | W07V END | 238320 | PAINTING | J020 | MAINT/RE | NEW ORLE | 8.31E+08 | LA |
| S | 2 | 0 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | 9-Nov-16 | ##### | FA465916I | FA4659 3I | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 2 | 1 | 0 | DELIVERY | APC CONS | 2100 | DEPT OF T | 9-Dec-16 | \$540.00 | W912P815I | W07V END | 238320 | PAINTING | J020 | MAINT/RE | NEW ORLE | 8.31E+08 | LA |
| S | 2 | 4 | 0 | DELIVERY | FEDERAL C | 5700 | DEPT OF T | ##### | \$0.00 | FA930115I | FA9301 AI | 238320 | PAINTING | Z2JZ | REPAIR OF | SAN DIEGO | 6.12E+08 | CA |
| S | 5 | 1 | 0 | DELIVERY | ACCU COM | 2100 | DEPT OF T | 5-Dec-16 | \$0.00 | W9124M1I | W6QM MI | 238320 | PAINTING | Z1JZ | MAINTEN. | SANTA AN | 1.18E+08 | CA |
| S | 1001 | 1 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | ##### | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 1002 | 1 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | ##### | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 1003 | 1 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | ##### | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 1004 | 2 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | 3-Nov-16 | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 1004 | 3 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | 9-Nov-16 | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 1004 | 5 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | 8-Dec-16 | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 1005 | 1 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | ##### | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1AZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 1007 | 1 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | 17-Oct-16 | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1JZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |
| S | 1009 | 1 | 0 | DELIVERY | MDM CON | 5700 | DEPT OF T | ##### | \$0.00 | FA462516I | FA4625 5C | 238320 | PAINTING | Z1JZ | MAINTEN. | WEST FAR | 8.29E+08 | ND |

Excel Pivot Tables

1

3



2

Select a cell, any single cell

| | A | B | C | D | E | F | G | H | I |
|---|----------|-------------|--------------|-------------|----------|----------|------------|------------|------------|
| 1 | PSC Type | Contract ID | Modification | Transaction | Award/ID | Vendor N | Contractir | Contractir | Date Signe |
| 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: SearchResults!\$A\$1:\$V\$30001

Use an external data source

Choose Connection...

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

OK Cancel

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

Processing with Pivot Tables

| Row Labels | Count of Contracting Agency | Sum of Action Obligation (\$) |
|--------------------------|-----------------------------|-------------------------------|
| DEPT OF THE AIR FORCE | 30 | \$ 121,704.04 |
| DEPT OF THE ARMY | 10 | \$ 230,978.91 |
| DEPT OF THE NAVY | 4 | \$ 46,619.00 |
| FOREST SERVICE | 1 | \$ - |
| NATIONAL GALLERY OF ART | 1 | \$ 23,925.00 |
| NATIONAL PARK SERVICE | 1 | \$ 23,175.00 |
| PUBLIC BUILDINGS SERVICE | 1 | \$ 3,190.00 |
| U.S. COAST GUARD | 2 | \$ 283,300.00 |
| U.S. MARSHALS SERVICE | 1 | \$ (0.43) |
| Grand Total | 51 | \$ 732,891.52 |

Not GSA Schedules but ... other IDVs

| Row Labels | Count of Reference IDV | Sum of Action Obligation (\$) |
|--------------------|------------------------|-------------------------------|
| FA302013D0005 | 2 | \$ 100,000.00 |
| FA462516D0012 | 23 | \$ - |
| FA465916DC001 | 1 | \$ 21,704.04 |
| FA930115D0008 | 2 | \$ - |
| N6945015D4151 | 2 | \$ 46,619.00 |
| NGA09IDC4980GS | 1 | \$ 23,925.00 |
| W9124M15D0006 | 1 | \$ - |
| W912P815D0008 | 2 | \$ (9,020.48) |
| (blank) | | \$ 549,663.96 |
| Grand Total | 34 | \$ 732,891.52 |

Competition

| Row Labels | Count of Vendor | Name | Sum of Action Obligation (\$) |
|---|-----------------|------|-------------------------------|
| EASE PAINTING AND CONSTRUCTION, INC. | 2 | | \$ 283,300.00 |
| CAMBRIDGE MARINE CONSTRUCTION, INC | 3 | | \$ 239,999.39 |
| A & L SANCHEZ PAINTING AND CONSTRUCTION INC | 2 | | \$ 100,000.00 |
| GULF PACIFIC CONTRACTING LLC | 2 | | \$ 46,619.00 |
| WILLIAM H. WALSTON COMPANY | 1 | | \$ 23,925.00 |
| TOOTLE CONSTRUCTION, LLC | 1 | | \$ 23,175.00 |
| MDM CONSTRUCTION, LLC | 24 | | \$ 21,704.04 |
| G. ADAMS RESTORATION LLC | 1 | | \$ 3,190.00 |

Identifying potential customers

Type one or more keywords you would like to search on:
EASE PAINTING AND CONSTRUCTION, INC.

To submit

Result Page: 1 [2](#) [Next](#) You must click [here](#) for very

| List Of Contract Actions Matching Your Criteria | | Results 1 - 30 of 39 as of Mar 27, 2017 4:17:19 PM | | Search Criteria |
|---|---|--|--|---|
| IDV ID (Mod#): | DEMA0005397 (0) View | IDV Type: | IDC | <input checked="" type="checkbox"/> EASE |
| Vendor Name: | EASE PAINTING AND CONSTRUCTION, INC. | Contracting Agency: | ENERGY DEPARTMENT OF | <input checked="" type="checkbox"/> PAINTING |
| Date Signed: | March 28, 2012 | Action Obligation: | \$0 | <input checked="" type="checkbox"/> AND |
| Referenced IDV: | | Contracting Office: | HEADQUARTERS PROCUREMENT SERVICES | <input checked="" type="checkbox"/> CONSTRUCTION, |
| NAICS (Code): | COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (236220) | PSC (Code): | MAINT/REPAIR/REBUILD OF EQUIPMENT-BRUSHES, PAINTS, SEALERS, AND ADHESIVES (J080) | <input checked="" type="checkbox"/> INC. |
| Vendor City: | BALTIMORE | Vendor DUNS: | 603007621 | |
| Vendor State: | MD | Vendor ZIP: | 212174226 | |
| Global Vendor Name: | EASE PAINTING AND CONSTRUCTION INC. | Global DUNS Number: | 603007621 | |

Sort By
This section allows the user to

Looking at Vendor award details

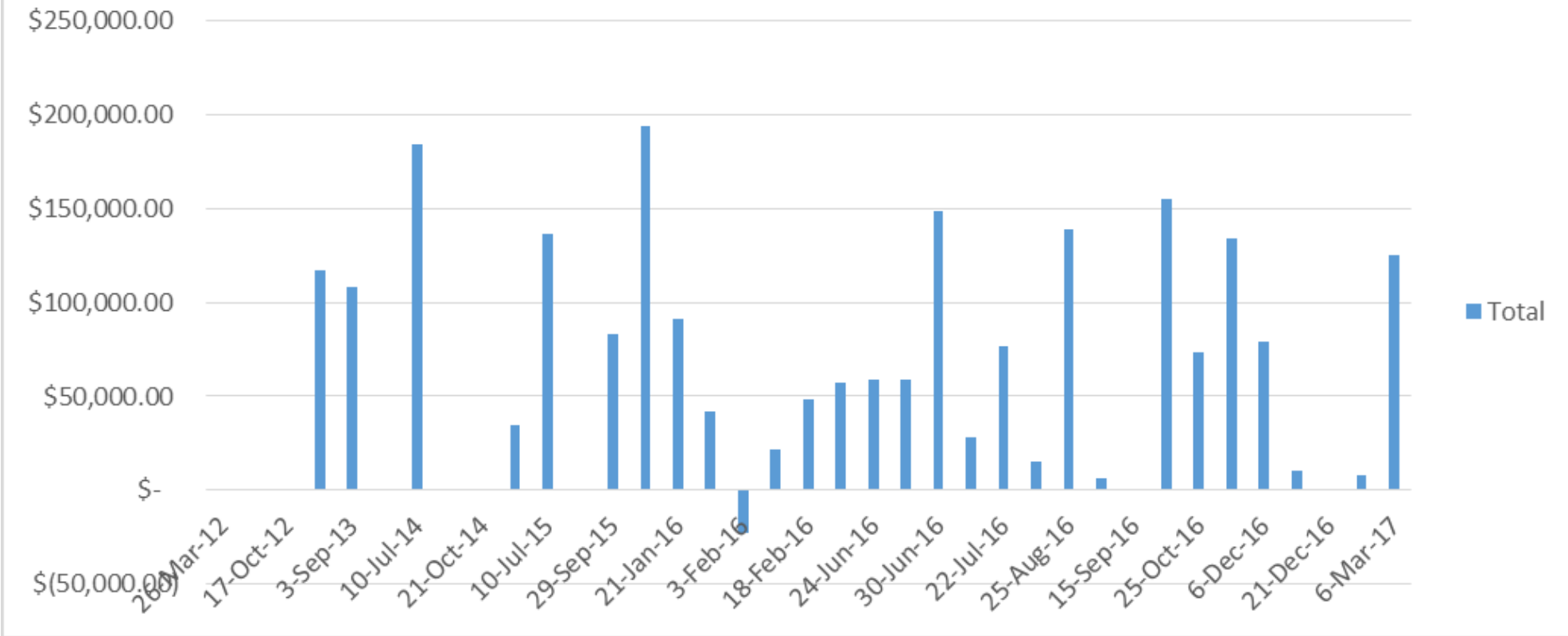
| Row Labels | Sum of Action Obligation (\$) | Row Labels | Sum of Action Obligation (\$) |
|-----------------|-------------------------------|-----------------------|-------------------------------|
| HSCG8513DP30047 | \$ 711,321.12 | DEPT OF THE NAVY | \$ 219,010.00 |
| (blank) | \$ 1,498,983.00 | ENERGY, DEPARTMENT OF | \$ - |
| Grand Total | \$ 2,210,304.12 | U.S. COAST GUARD | \$ 1,991,294.12 |
| | | Grand Total | \$ 2,210,304.12 |

| Row Labels | Count of Award/IDV Type | Sum of Action Obligation (\$) |
|----------------|-------------------------|-------------------------------|
| DELIVERY ORDER | 10 | \$ 711,321.12 |
| IDC | 8 | \$ 10,000.00 |
| PURCHASE ORDER | 21 | \$ 1,488,983.00 |
| Grand Total | 39 | \$ 2,210,304.12 |

What does the buyer need?

| NAICS | NAICS Description | Sum of Action Obligation (\$) |
|---------------------------------|--|-------------------------------|
| <input type="checkbox"/> 236220 | COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION | \$ - |
| <input type="checkbox"/> 238320 | PAINTING AND WALL COVERING CONTRACTORS | \$ 348,300.00 |
| <input type="checkbox"/> 238330 | FLOORING CONTRACTORS | \$ 184,093.00 |
| <input type="checkbox"/> 336611 | SHIP BUILDING AND REPAIRING | \$ 1,051,571.12 |
| <input type="checkbox"/> 336612 | BOAT BUILDING | \$ 34,917.00 |
| <input type="checkbox"/> 561790 | OTHER SERVICES TO BUILDINGS AND DWELLINGS | \$ 148,250.00 |
| <input type="checkbox"/> 562910 | REMEDICATION SERVICES | \$ 443,173.00 |
| Grand Total | | \$ 2,210,304.12 |

Award amount v. timing



Research Prime awards

Jacobs Engineering Group Inc., Fort Worth, Texas, was awarded a \$9,000,000 firm-fixed-price, indefinite-delivery/indefinite-quantity contract for architect/engineering services primarily for the design of Air Force Reserve and military projects within the Great Lakes and Ohio River Division, Army Corps of Engineers. Bids were solicited via the Internet with one received. The estimated completion date is July 11, 2021. Funding and work location will be determined with each order. Army Corps of Engineers, Louisville, Kentucky, is the contracting activity (W912QR-16-D-0023).

<http://www.defense.gov/News/Contracts> select the date



Why is this number important? – of interest?

A note about PIIDs – Procurement Instrument Identifier (FAR – 4.16)

- Example:
- N40083-M-15-0123
- N40083 – DoDAAC / UIC (unique to each contracting office)
- N = Navy
- 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 ...

PIIDs – as a Bridge b/w sols and awds

Solicitations

- UIC (DoDAAC) – FY-Type- Serial #

• Examples

- N40085-16-R-6384
- N40085-16-Q-5019
- N40085-16-B-9324
- N40085-16-T-2807

Awards

- UIC (DoDAAC) – FY-Type- Serial #

• Examples

- N40085-14-D-7742-0014
- N40085-16-C-5019
- N40085-16-C-9324
- N40085-16-P-2807

Bridge



Keyword / Solicitation #: "w912qr"



TIPS

Posted Date: Last 90 Days

Search

Clear

Search by Agency, Set-aside, State, and Type

Search by Classification, NAICS code, Recovery actions, and more

1 - 20 of 61

Sort By Posted On (Desc.)

Showing 20 per page

1 | 2 | 3 | 4 »

















| Opportunity | Agency/Office/Location | Type / Set-aside | Posted On |
|--|--|--|--------------|
| Repair Taxiway D at Wright-Patterson AFB W912QR-16-RepairTaxiwayWPAFB Z – Maintenance, repair, and alteration of real property | Department of the Army U.S. Army Corps of Engineers USACE District, Louisville | Sources Sought | Jul 12, 2016 |
| New Air Force Reserve Command AE IDIQ W912QR-16-R-0009 C – Architect and engineering services | Department of the Army U.S. Army Corps of Engineers USACE District, Louisville | Award | Jul 12, 2016 |
| Site Investigation Activities - SB ERSC MATOC Task Order W912QR-61265098 B – Special studies and analysis - not R&D | Department of the Army U.S. Army Corps of Engineers USACE District, Louisville | Award / Total Small Business | Jul 12, 2016 |
| Repairs to Existing Roof Top Solar System W912QR-16-T-0063 61 – Electric wire & power & distribution equipment | Department of the Army U.S. Army Corps of Engineers USACE District, Louisville | Combined Synopsis/Solicitation (Modified) / Total Small Business | Jul 12, 2016 |
| Rough River Lake Fishing Pier W912QR-16-T-0073 19 – Ships, small craft, pontoons & floating docks | Department of the Army U.S. Army Corps of Engineers USACE District, Louisville | Combined Synopsis/Solicitation (Modified) / Total Small Business | Jul 12, |

Standard Reports- What

HOME ezSearch Advanced Search GO Log Off

Favorites Who What Where When How Adhoc Reports Help Submit Comments

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. |

Standard report - What

The screenshot shows a web application interface with a blue header. The header contains a 'HOME' button, a search bar with 'ezSearch' and 'Advanced Search' options, and a row of icons for 'Favorites', 'Who', 'What', 'Where', 'When', 'How', 'Adhoc Reports', 'Help', and 'Submit Comments'. Below the header, a search form is displayed. The form has a title bar that says 'Need Help Using This Report ? Click here'. Below that is the title 'Contract Detail Report'. The main content area says 'Please enter the criteria for the report:'. There are two input fields: 'Search Name:*' with the value 'Default' and 'PIID:*' with the value 'W912QR16D0023'. At the bottom of the form are four buttons: 'Execute', 'Save', 'Clear', and 'Cancel'. A blue arrow points from a text box on the left to the 'PIID' field.

Contract number mentioned in the news article

Need Help Using This Report ? Click here

Contract Detail Report

Please enter the criteria for the report:

Search Name:* Default

PIID:* W912QR16D0023

Execute Save Clear Cancel

Contract Detail Report - partial

Contract Detail Report

Active filters

Send Export Highlighting Drill Charts Workflow

| Contracting Agency ID | Contracting Agency Name | Contracting Office ID | Contracting Office Name | Contracting Office Region | PIID | Modification Number | Transaction Number | Referenced IDV PIID | Date Signed | Effective Date | Completion Date | Est. Ultimate Completion Date | Last Date to Order |
|-----------------------|-------------------------|-----------------------|-------------------------|---------------------------|---------------|---------------------|--------------------|---------------------|-------------|----------------|-----------------|-------------------------------|--------------------|
| 2100 | DEPT OF THE ARM | W912QR | W072 ENDIST LOU | NO REGION IDENT | W912QR16D0023 | 0 | | | 07/12/2016 | 07/07/2016 | | | 07/11/2021 |
| 2100 | DEPT OF THE ARM | W912QR | W072 ENDIST LOU | NO REGION IDENT | W912QR16D0023 | P00001 | | | 08/03/2016 | 08/03/2016 | | | 07/11/2021 |
| Total | | | | | | | | | | | | | |

- Export to Excel
 - Columns A through FH (164 columns)!

Federal Contract Actions and Dollars – (FY-16)

1 of 4

| Department | Total Actions | Total Dollars | % Total Actions | % Total Dollars |
|--|---------------|----------------------|-----------------|-----------------|
| DEPT OF DEFENSE (9700) | 13,844,594 | \$297,686,698,873.00 | 69.1552 % | 62.9155 % |
| ENERGY, DEPARTMENT OF (8900) | 12,994 | \$28,278,604,484.89 | 0.0649 % | 5.9766 % |
| HEALTH AND HUMAN SERVICES, DEPARTMENT OF (7500) | 88,437 | \$24,000,453,263.35 | 0.4418 % | 5.0724 % |
| VETERANS AFFAIRS, DEPARTMENT OF (3600) | 5,241,527 | \$22,683,774,651.97 | 26.1820 % | 4.7942 % |
| NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (80) | 30,219 | \$17,275,432,463.69 | 0.1509 % | 3.6511 % |
| HOMELAND SECURITY, DEPARTMENT OF (7000) | 87,716 | \$13,525,924,569.70 | 0.4382 % | 2.8587 % |
| GENERAL SERVICES ADMINISTRATION (4700) | 159,086 | \$10,345,493,624.58 | 0.7947 % | 2.1865 % |
| STATE, DEPARTMENT OF (1900) | 96,056 | \$8,714,585,478.10 | 0.4798 % | 1.8418 % |
| JUSTICE, DEPARTMENT OF (1500) | 139,848 | \$7,455,924,557.24 | 0.6996 % | 1.5758 % |
| TRANSPORTATION, DEPARTMENT OF (6900) | 25,102 | \$6,750,915,443.41 | 0.1254 % | 1.4268 % |
| TREASURY, DEPARTMENT OF THE (2000) | 22,552 | \$6,208,242,377.63 | 0.1126 % | 1.3121 % |
| AGRICULTURE, DEPARTMENT OF (1200) | 81,354 | \$5,766,430,194.21 | 0.4064 % | 1.2187 % |

Partial data listing

Adhoc queries

- Queries – start with a question
- I can sell anything, what does the Government purchase?
- Which contracting office spends the most on a specific NAICS code?
- Who are my competitor's federal customers?

Landing page – Adhoc Reports

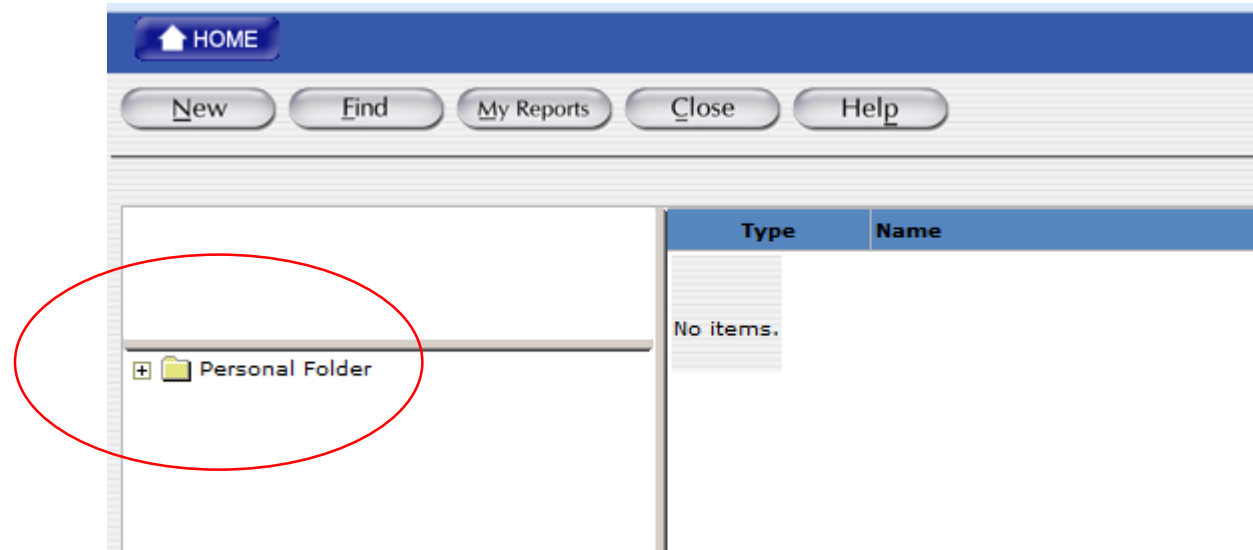
The screenshot shows a software interface for Adhoc Reports. At the top is a blue navigation bar with a 'HOME' button. Below it is a toolbar with buttons for 'New', 'Find', 'My Reports', 'Close', and 'Help'. The main area is split into two panes. The left pane shows a tree view with a 'Personal Folder' containing a plus sign. The right pane is a table with columns 'Type' and 'Name', currently displaying 'No items.'. Two blue arrows point from text annotations to the interface: one from 'Create a new report' to the 'New' button, and another from 'Select a saved report' to the 'Personal Folder'.

| Type | Name |
|-----------|------|
| No items. | |






Annotations:

- Create a new report (points to the 'New' button)
- Select a saved report (points to the 'Personal Folder' in the tree view)

Saved Reports



Saved reports -examples

| Type | Name | Last Edited | Owner |
|---|---|-----------------------|------------------|
|  | Advertising 5yrs | Feb 20, 2014 12:43:08 | marcv@wispro.org |
|  |  | Aug 7, 2015 15:35:55 | marcv@wispro.org |
|  | Billion dollar naics | Sep 3, 2014 14:01:25 | marcv@wispro.org |
|  | Carol 0069D & 0069DP | Jun 10, 2015 17:37:27 | marcv@wispro.org |
|  | Cong District with City State NAICS etc | Apr 25, 2016 17:25:01 | marcv@wispro.org |
|  | Emergency not like test | Jan 21, 2015 12:46:31 | marcv@wispro.org |
|  | Fed overview Dec 10 | Dec 8, 2014 18:24:47 | marcv@wispro.org |
|  | Federal Awards FY11 12 13 14 15 | Apr 22, 2016 11:47:51 | marcv@wispro.org |
|  | Federal Awards FY11 12 13 14 15 Place of Performance = WI | Apr 22, 2016 11:50:50 | marcv@wispro.org |
|  | Federal Awards FY11 12 13 14 15 Vendor state = WI | Apr 22, 2016 13:08:36 | marcv@wispro.org |
|  | Gen cats with congressional districts | Apr 22, 2016 18:18:47 | marcv@wispro.org |
|  | GPO SDVOSB rsch | May 9, 2016 14:27:37 | marcv@wispro.org |
|  | GSA Sked research | Apr 2, 2014 18:47:10 | marcv@wispro.org |

Adhoc – main page - New

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) | |

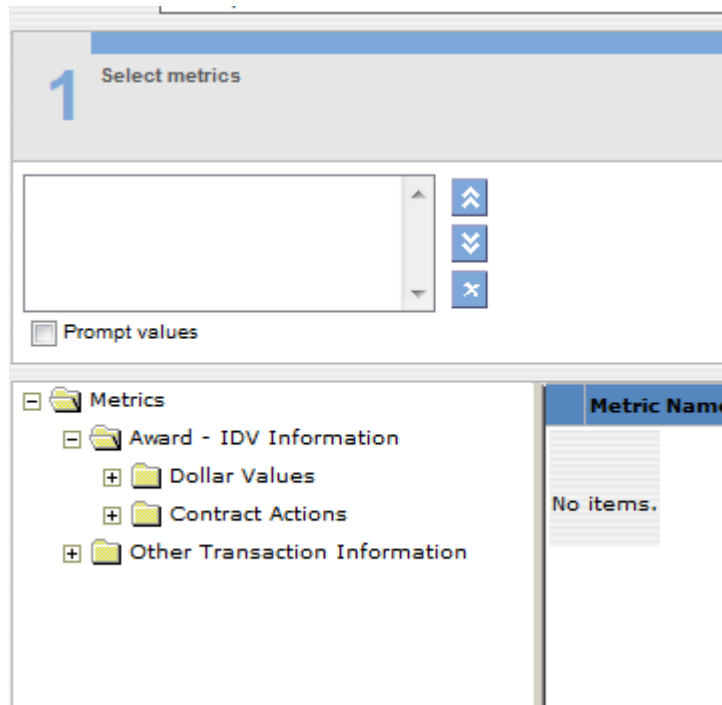
Metrics

- Award - IDV Information
- Other Transaction Information

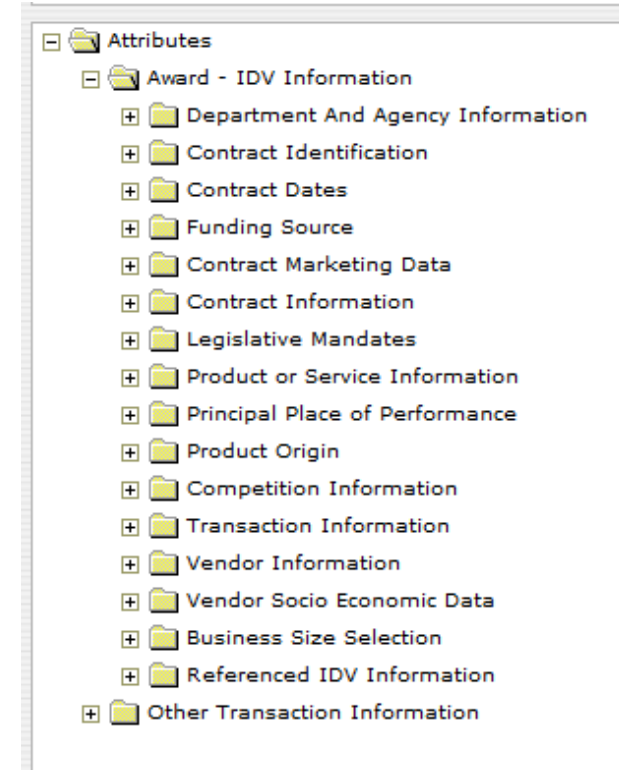
| Metric Name | Description | Add |
|-------------|-------------|-----|
| No items. | | |

Available information

Metrics – things that are measured



Attributes – describes metrics



Create a New adhoc report

The screenshot shows the 'Create Report' interface. At the top, there is a navigation bar with 'HOME' and 'Advanced Search' buttons. Below this is a menu bar with 'New', 'Find', 'My Reports', 'Close', and 'Help' buttons. The main area is titled 'Create Report' and contains a 'Report Name' field with the text 'New Report'. Below this are three numbered steps: 1. Select metrics, 2. Select attributes, and 3. Select time, filters and rankings. Step 1 is highlighted with a light grey background and a light blue top bar. Step 2 is highlighted with a red dashed rectangle. Step 3 shows 'Time all available' and '2 filter(s)'. At the bottom left, there is a 'Metrics' folder containing 'Award - IDV Information' and 'Other Transaction Information'. A table with columns 'Metric Name' and 'Description' is shown below the metrics, currently displaying 'No items.'.

HOME Advanced Search

New Find My Reports Close Help

Create Report

Report Name:

1 Select metrics

2 Select attributes

3 Select time, filters and rankings

Time
all available
2 filter(s)

Prompt values

Prompt values

Metrics

- Award - IDV Information
- Other Transaction Information

| Metric Name | Description |
|-------------|-------------|
| No items. | |

To select attributes, click in the rectangle

Light grey with light blue at top, shows active area

To select Metrics, click the Award folder

Selecting Metrics

Create Report

Report Name:

Reset Execute Save

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

Prompt values Prompt values

Time
all available
2 filter(s)

1. Click Award Folder - open
2. Click Dollar Values - open
3. Click Add (far right) to add element

| 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

Metric – action obligation - added

Can select 1, 2, or 3 (all) available

Create Report

Report Name:

1 Select metrics

Action Obligation

Prompt values

2 Select all

Prompt values

Metrics

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

Metric Name

- Base and Exercised Options Value
- Action Obligation**
- Base and All Options Value

Select attributes

Create Report

Report Name:

1 Select metrics

2 Select attributes

3 Select time, filters and ra

Action Obligation

Time
all available
2 filter(s)

Prompt values

Prompt values

Attributes

- Award - RSV Information

| Attribute Name | Description |
|----------------|-------------|
| No items. | |

The selection folder was titled Metrics. It is now Attributes

Light grey and light blue at the top indicates that this is the active feature

Attribute categories

Roughly:

- *Who
- *What
- *When
- *Where
- *How

~ 300 data elements

The screenshot shows a report configuration interface. At the top, there is a text input field for "Report Name" containing "New Report". Below this are two main sections: "1 Select metrics" and "2 Select attributes". Each section contains a list box with a "Prompt values" checkbox and navigation buttons (up, down, and close). The "1 Select metrics" section currently shows "Action Obligation". The "2 Select attributes" section is empty. Below these sections is a tree view of "Attributes" with a list of categories, each with a plus sign to expand it. A table to the right of the tree view has columns for "Attribute Name" and "Description", and currently displays "No items.".

| Attribute Name | Description |
|----------------|-------------|
| No items. | |

- Attributes
 - Award - IDV Information
 - Department And Agency Informa
 - Contract Identification
 - Contract Dates
 - Funding Source
 - Contract Marketing Data
 - Contract Information
 - Legislative Mandates
 - Product or Service Information
 - Principal Place of Performance
 - Product Origin
 - Competition Information
 - Transaction Information
 - Vendor Information
 - Vendor Socio Economic Data
 - Business Size Selection
 - Referenced IDV Information

Adding attributes

1. Prompt values

Attributes

Award - IDV Information

2. Department And Agency Information

Contract Identification

Contract Dates

Funding Source

Contract Marketing Data

Contract Information

Legislative Mandates

| Attribute Name | Description | Add |
|-----------------------------|-------------|-----|
| Contracting Agency ID | | Add |
| Contracting Agency Name | | Add |
| Contracting Department ID | | Add |
| Contracting Department Name | | Add |
| Contracting Office ID | | Add |
| Contracting Office Name | | Add |
| Contracting Office Region | | Add |
| Func Dim End Date | | Add |

3.

1. Click attributes folder to open
2. Select folder from list and click to open
3. Select Attribute and Add (far right)
-- can add none or all

Filter options – basic – Step 3

Attribute + Filter + Value

The screenshot displays a software interface for managing filters. At the top, there are tabs for 'Time', 'Filters', 'Filter Identifier', and 'Rankings'. Below the tabs, the 'Add Filters' section provides instructions: 'Use the tools below to create, edit and manage filters on the report.' The 'Report Filters' section shows existing filters. The 'Attribute Filters' section includes a checkbox for 'Enable progressive filtering' and several filter criteria: 'Date Signed only show values greater than', 'and', 'Last Modified Date only show values greater than'. The 'Metric Filters' section indicates 'None currently added, use the Add Filter button below to add a metric filter.' The 'Add Filter' section has tabs for 'Attribute Filter' and 'Metric Filter'. Under 'Attribute Filter', it says 'Create attribute filter by selecting an attribute and an operator.' The 'For' dropdown is set to 'NAICS Code'. The operator dropdown is open, showing a list of options: 'show only' (highlighted), 'exclude', 'only show values similar to', 'only show values not similar to', 'only show values equal to', 'only show values not equal to', 'only show values between', 'only show values greater than', 'only show values greater than or equal to', 'only show values less than', 'only show values less than or equal to', 'only show values that are null', and 'only show values that are not null'. A red arrow points from the text 'Attribute + Filter + Value' to the operator dropdown. Below the dropdown, a dialog box says 'Please select an operator.' The 'Add' button is visible to the right of the operator dropdown. At the bottom, there is a 'Select attribute values...' button.

Fundamental Report

Create Report

Report Name:

1 select metrics | 2 select attr

Action Obligation

Prompt values

Metrics

- Award - IDV Information
- Other Transaction Information

Metric Name

No items.

New Report

Filters: Date Signed only show values between '10/01/2015' and '09/30/2016'
Last Modified Date only show values between

Send Export Highlighting Drill Charts Save Save As Edit Σ

| |
|----------------------|
| Action Obligation |
| \$473,153,307,658.03 |

Add Attributes for additional information

Create Report

Report Name:

1 Select metrics

Action Obligation

Prompt values

2 Select attributes

Prompt values

3 Select time

Time
all available
2 filter(s)

Attributes

- Award - IDV Information
 - Department And Agency Information
 - Contract Identification
 - Contract Dates**
 - Funding Source
 - Contract Marketing Data
 - Contract Information
 - Legislative Mandates

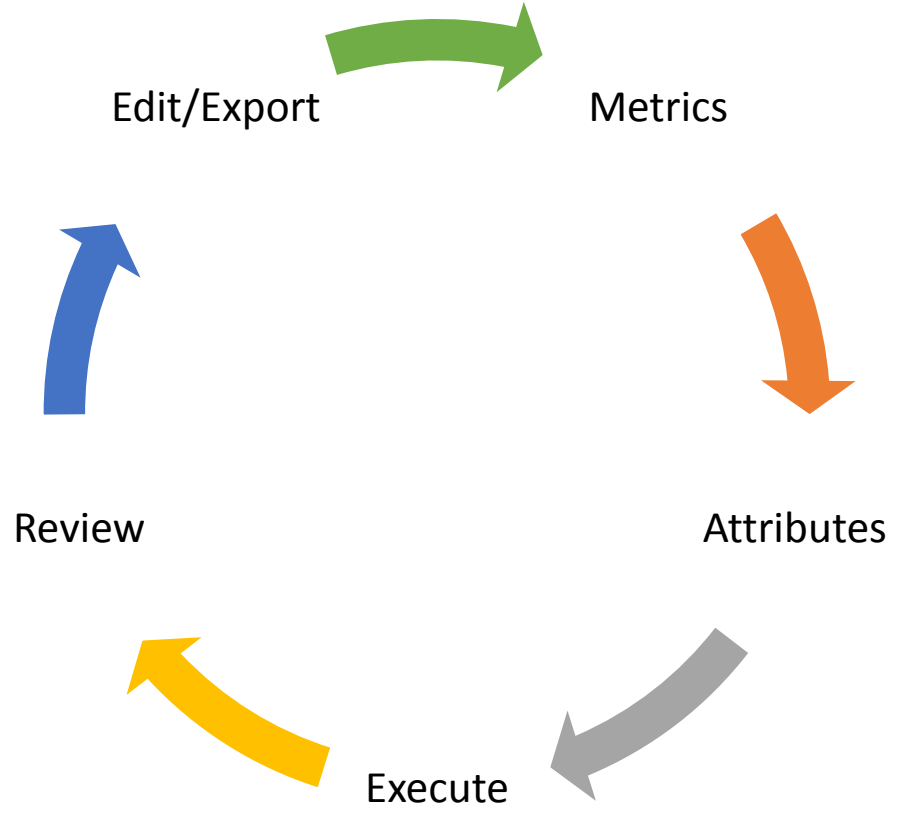
| Attribute Name | Description |
|-------------------------------|-------------|
| (Last Date To Order) | |
| Completion Date | |
| Date Signed | |
| Effective Date | |
| Est. Ultimate Completion Date | |
| Fiscal Year | Fiscal Year |
| Signed Date | |

Awards by Fiscal Year

The screenshot shows a software interface for creating reports. A 'New Report' dialog box is open, displaying filters and a data table. The filters are: 'Date Signed only show values between '10/01/2011' and '09/30/2016'' and 'Last Modified Date only show values between'. The data table shows the following values:

| Fiscal Year | Action Obligation |
|-------------|----------------------|
| 2012 | \$519,491,634,254.94 |
| 2013 | \$463,138,377,865.19 |
| 2014 | \$445,771,929,732.00 |
| 2015 | \$439,539,448,814.59 |
| 2016 | \$473,153,307,658.03 |

Ad hoc report strategy



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

Edit, add/delete parameters

Note: Data elements added

New Report
Active filters

Send Export Highlighting Drill Charts Save Save As Edit

Export Report
Export this report to another format.

2 Select attributes

Contracting Agency Name
NAICS Code
Contracting Agency ID
Principal Place of Performance City Na
Principal Place of Performance State C

Prompt values

| Attribute Name | Description |
|--|-------------|
| Congressional District-Place of Performance | |
| Place of Performance Zip Code | |
| Principal Place of Performance City Name | |
| Principal Place of Performance Country Code | |
| Principal Place of Performance Country Name | |
| Principal Place of Performance County Code | |
| Principal Place of Performance County Name | |
| Principal Place of Performance Location Code | |
| Principal Place of Performance State Code | |

Jacob's Engineering - What else is purchased

The screenshot shows a three-step report configuration process:

- 1 Select metrics:** Includes 'Action Obligation' and 'Base and All Options Value'. A 'Prompt values' checkbox is present.
- 2 Select attributes:** Includes 'Contracting Agency Name', 'Contracting Office Name', 'PIID', 'Date Signed', and 'Completion Date'. A 'Prompt values' checkbox is present.
- 3 Select time, filters and rankings:** Includes 'Time' (all available) and '3 filter(s)'. Below this are tabs for 'Time', 'Filters', 'Filter Identifier', and 'Rankings'.

The 'Add Filters' section is active, showing instructions: 'Use the tools below to create, edit and manage filters'. It lists 'Report Filters' and 'Attribute Filters' (with an 'Enable progressive filtering' checkbox). 'Metric Filters' are currently none.

A modal dialog titled 'Add Filter: In this section add a new filter to this report.' is open, showing the configuration for a new filter:

- Tab: **Metric Filter**
- Instruction: 'Create attribute filter by selecting an attribute, the filter condition and attribute values.'
- Configuration: 'For' dropdown set to 'Contracting Office ID', condition dropdown set to 'only show values equal to', and value input set to 'W912QR'. An 'Add' button is to the right.
- Options: 'Prompt this filter before running.' and 'Restrict removal of this filter from report.' (both unchecked).

The same configuration is visible in the background interface below the modal.

4th Quarter FY-16 – contracting office W912QR – top 10

| Sum of Action C | | |
|-----------------|---|------------------|
| NAICS Code | NAICS Description | Total |
| 236220 | COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION | \$213,972,016.26 |
| 236210 | INDUSTRIAL BUILDING CONSTRUCTION | \$49,064,000.00 |
| 237990 | OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION | \$48,988,068.17 |
| 541330 | ENGINEERING SERVICES | \$30,205,364.61 |
| 236115 | NEW SINGLE-FAMILY HOUSING CONSTRUCTION (EXCEPT FOR-SALE BUILDERS) | \$23,347,009.00 |
| 237310 | HIGHWAY, STREET, AND BRIDGE CONSTRUCTION | \$10,828,296.00 |
| 238160 | ROOFING CONTRACTORS | \$7,741,269.58 |
| 337214 | OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING | \$6,265,914.44 |
| 562910 | REMEDATION SERVICES | \$4,730,479.67 |
| 333120 | CONSTRUCTION MACHINERY MANUFACTURING | \$4,253,172.00 |
| Grand Total | | \$399,395,589.73 |