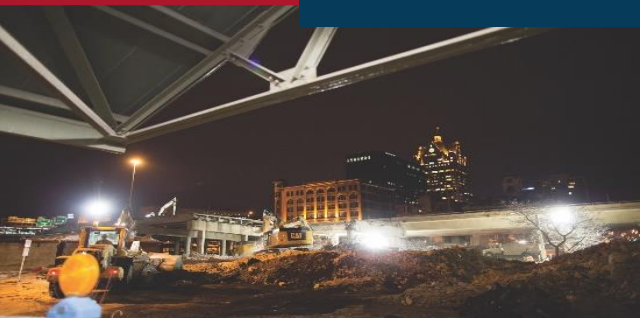


Acquisition Hour

Using Data to Develop Your Federal Business Strategic Plan

March 10, 2021



ABOUT WPI SUPPORTING THE MISSION

**Celebrating 34 Years of
serving Wisconsin Business!**



Assist businesses in creating, developing and growing their sales, revenue and jobs through Federal, State and Local Government contracts.

- **INDIVIDUAL COUNSELING** – At our offices, at client’s facility or via telephone/GoToMeeting
- **SMALL GROUP TRAINING** – Workshops and webinars
- **CONFERENCES** to include one on one or roundtable sessions

Last year WPI provided training at over 100 events and provided service to over 1,200 companies



WPI is a Procurement Technical Assistance Center (PTAC) funded in part by the Defense Logistics Agency (DLA), WEDC and other funding sources.



Search ...

BLOG SERVICES ABOUT **CLIENT PORTAL** SPONSORSHIP CONTACT



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- GRANTS
- SUCCESS & AWARDS
- FAQS



www.wispro.org

UPCOMING EVENTS

- WED 21** Acquisition Hour: Government Property Management for Federal Contractors and Subcontractors
August 21 @ 12:00 pm - 1:00 pm
- THU 22** Advancing Cybersecurity in the Industry, Energy, Water Nexus – Oshkosh, WI
August 22 @ 9:00 am - 3:00 pm
Oshkosh WI
- THU 22** NDIA Great Lakes Chapter 10th Anniversary – Milwaukee, WI
August 22 @ 12:30 pm - 7:30 pm
Brookfield Wisconsin
- SEP 11** Acquisition Hour: The End of the Fiscal Year is Here – What is Hot and What is Not
September 11 @ 12:00 pm - 1:00 pm

[View More...](#)

CURRENT OPPORTUNITIES (1)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[GET STARTED](#)

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

[SIGN UP](#)

HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

[GET HELP](#)



Cyber Friday

Using Data to Develop Your Federal Business Strategic Plan

Marc N. Violante

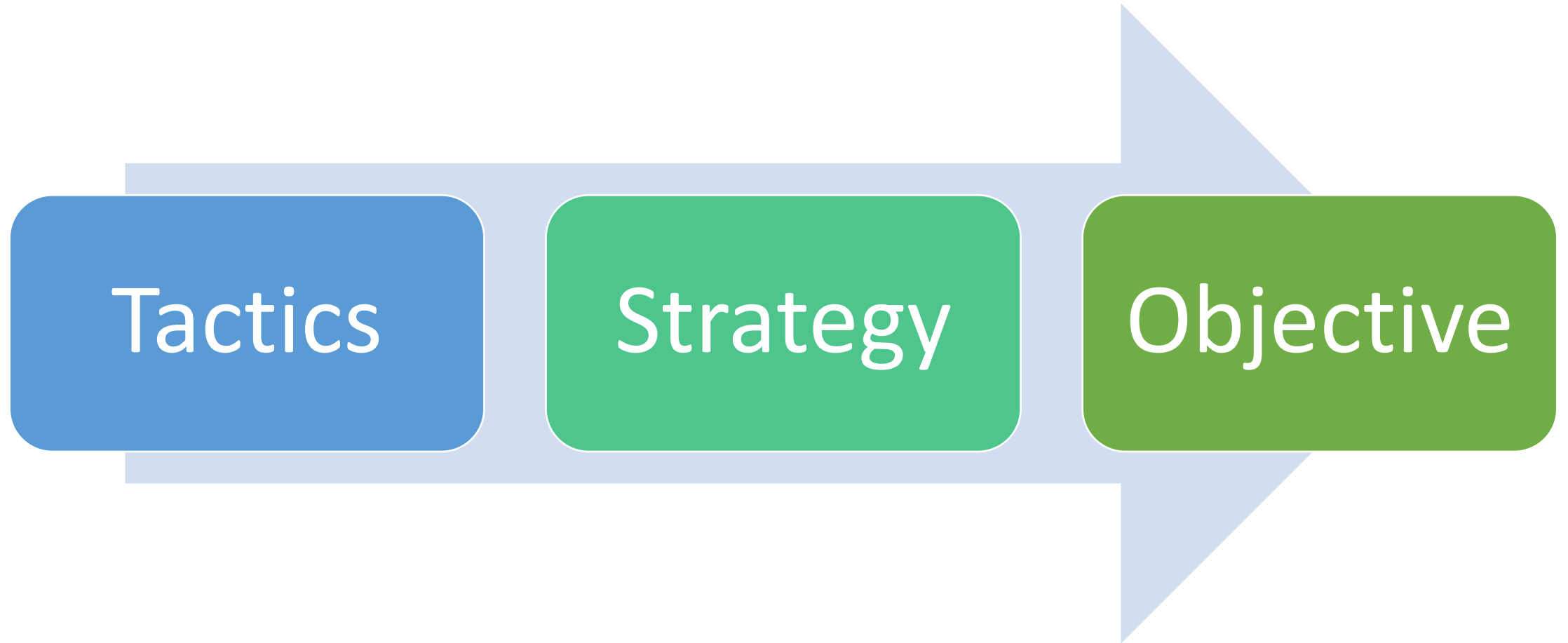
March 10, 2021

Every accomplishment is based on action, not on thought... yet the thought is always father to the deed. Achievement starts with an idea, a perspective, a point of view, and an attitude: the attitude that no matter what, you will do what it takes to reach your goals — and live the life *you* want to live.

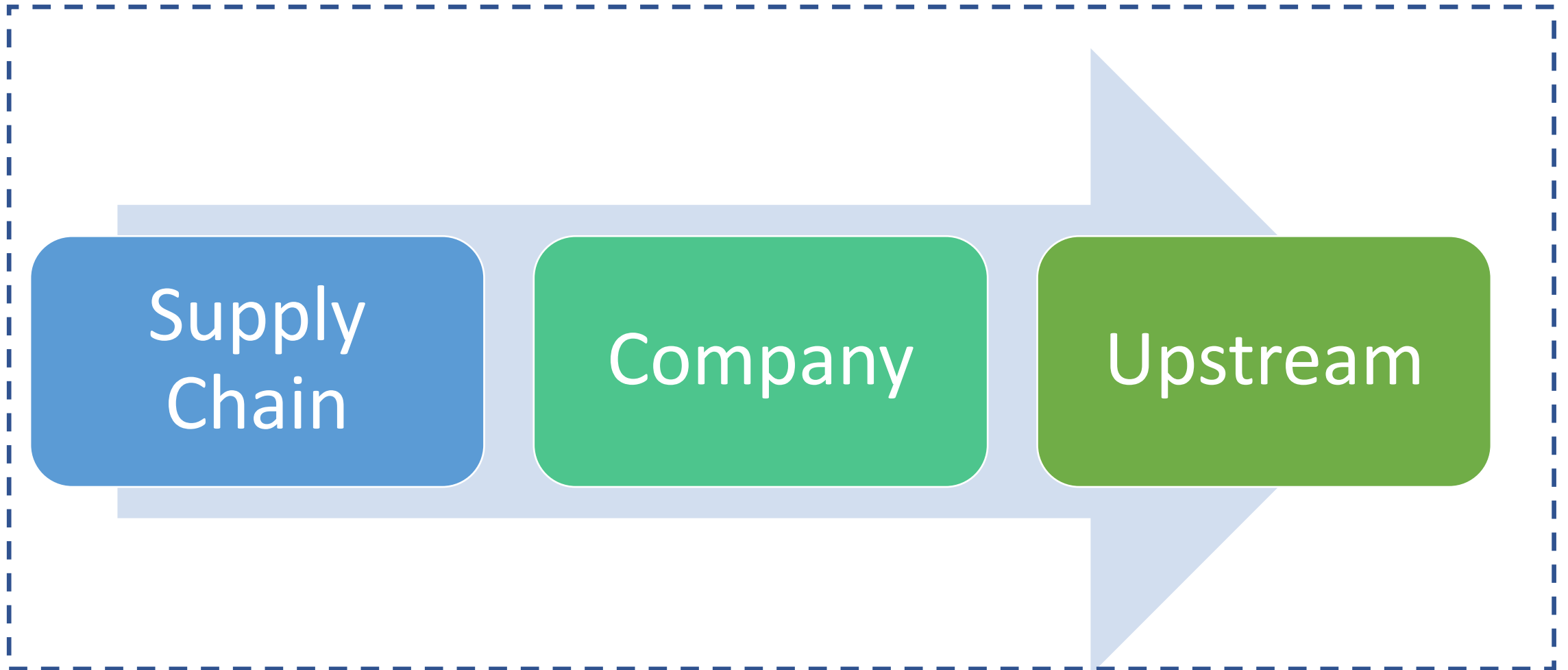
Inc. Magazine, Jeff Haden, Dec 28, 2016, via Pocket

3/10/2021

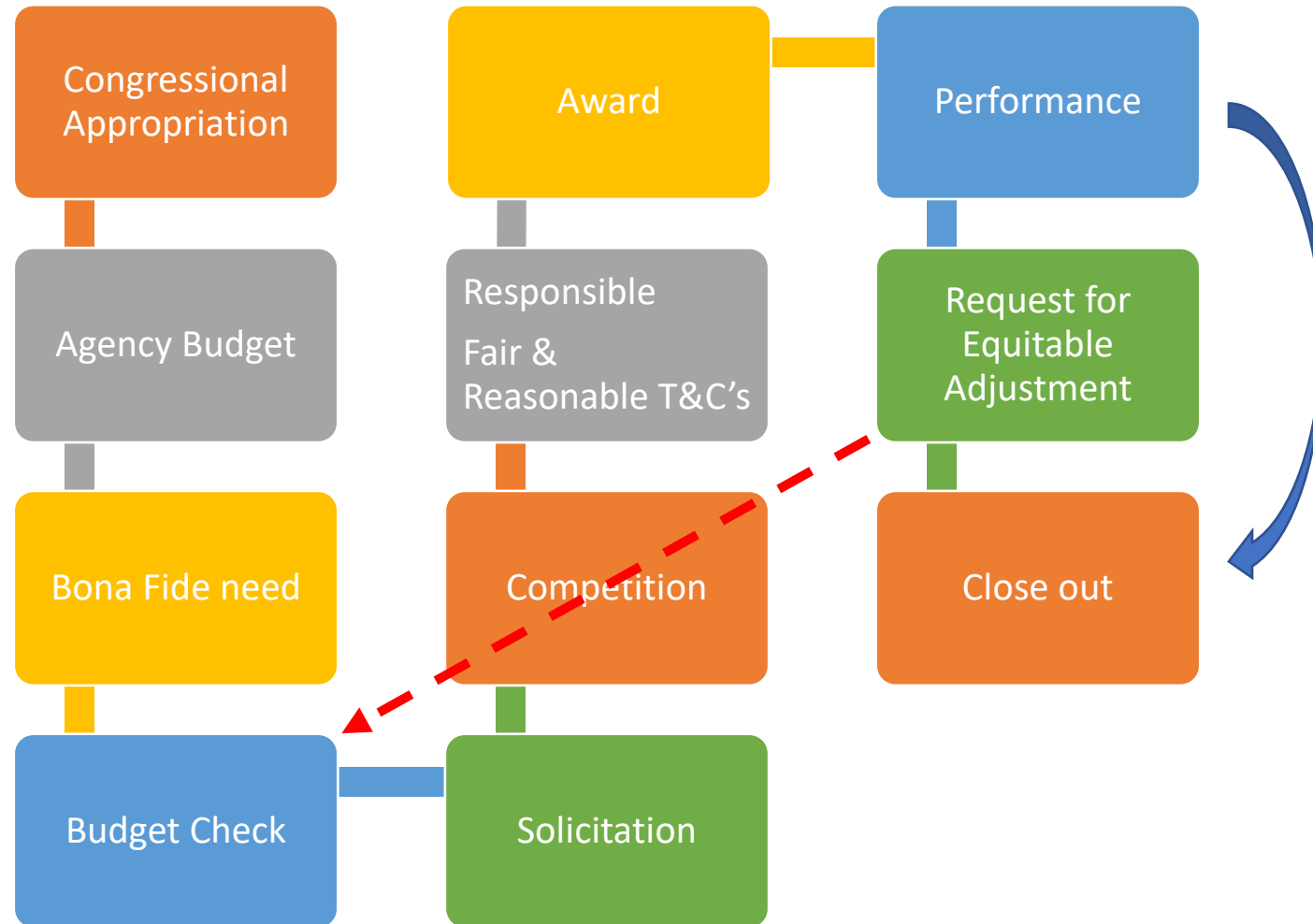
Define & Develop Integrated Approach



Include all facets in planning



Process Matters



3/10/2021

What general principles
guides procurement
decisions?

Elements to consider



3/10/2021

Documentation (mirror the contracting officer)

4.801 General.

(a) The head of each office performing contracting, contract administration, or paying functions shall establish files containing the records of all contractual actions.

(b) The documentation in the files (see [4.803](#)) shall be sufficient to **constitute a complete history of the transaction** for the purpose of-

(1) **Providing a complete background as a basis** for informed decisions at each step in the acquisition process;

(2) **Supporting actions taken;**

(3) **Providing information for reviews and investigations;** and

(4) Furnishing essential facts in the event of litigation or congressional inquiries.

(c) The files to be established include-

(1) A file for cancelled solicitations;

(2) A file for each contract; and

(3) A file such as a contractor general file, containing documents relating, for example-to-

Red-tape considerations

- Agencies may not spend, or commit themselves to spend, in advance of or in excess of appropriations. 31 U.S.C. § 1341 (Antideficiency Act).
- Appropriations may be used only for their intended purposes. 31 U.S.C. § 1301(a) (“purpose statute”).
- Appropriations made for a definite period of time may be used only for expenses properly incurred during that time. 31 U.S.C. § 1502(a) (“bona fide needs” statute).
- Unless authorized by law, an agency may not keep money it receives from sources other than congressional appropriations, but must deposit the money in the Treasury. 31 U.S.C. § 3302(b) (“miscellaneous receipts” statute)

Bona Fide Needs Rule

- Over a century ago, the Comptroller of the Treasury stated, “An appropriation should not be used for the purchase of an article not necessary for the use of a fiscal year in which ordered merely in order to use up such an appropriation.” 8 Comp. Dec. 346, 348 (1901).
- The bona fide needs rule is one of the fundamental principles of appropriations law:
 - A fiscal year appropriation may be obligated only to meet a legitimate, or bona fide, need arising in, or in some cases arising prior to but continuing to exist in, the fiscal year for which the appropriation was made.

Congressional appropriations - required

- Regardless of the nature of the payment—salaries, payments promised under a contract, payments ordered by a court, whatever—a federal agency may not make a payment from the United States Treasury unless Congress has made the funds available. As the Supreme Court stated well over a century more than 150 years ago:
 - “However much money may be in the Treasury at any one time, not a dollar of it can be used in the payment of any thing not... previously sanctioned [by a congressional appropriation].”

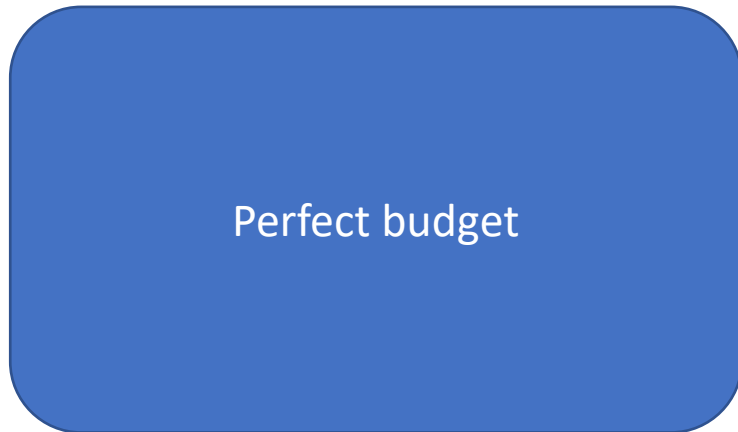
Antideficiency Act

- “(a)(1) An officer or employee of the United States Government or of the District of Columbia government may not—
 - “(A) make or authorize an expenditure or obligation exceeding an amount available in an appropriation or fund for the expenditure or obligation; or
 - “(B) involve either government in a contract or obligation for the payment of money before an appropriation is made unless authorized by law.”

Customer's view

Budget – loosely put (A preauthorized spending plan)

Budget -- X X X X X X X



- Salaries – X
- Benefits – X
- Pubs & Dues – X
- Travel trip A – X
- Travel trip B – X
- Contract 1 – X
- Contract 2 - X

Data helps a company to see the big picture

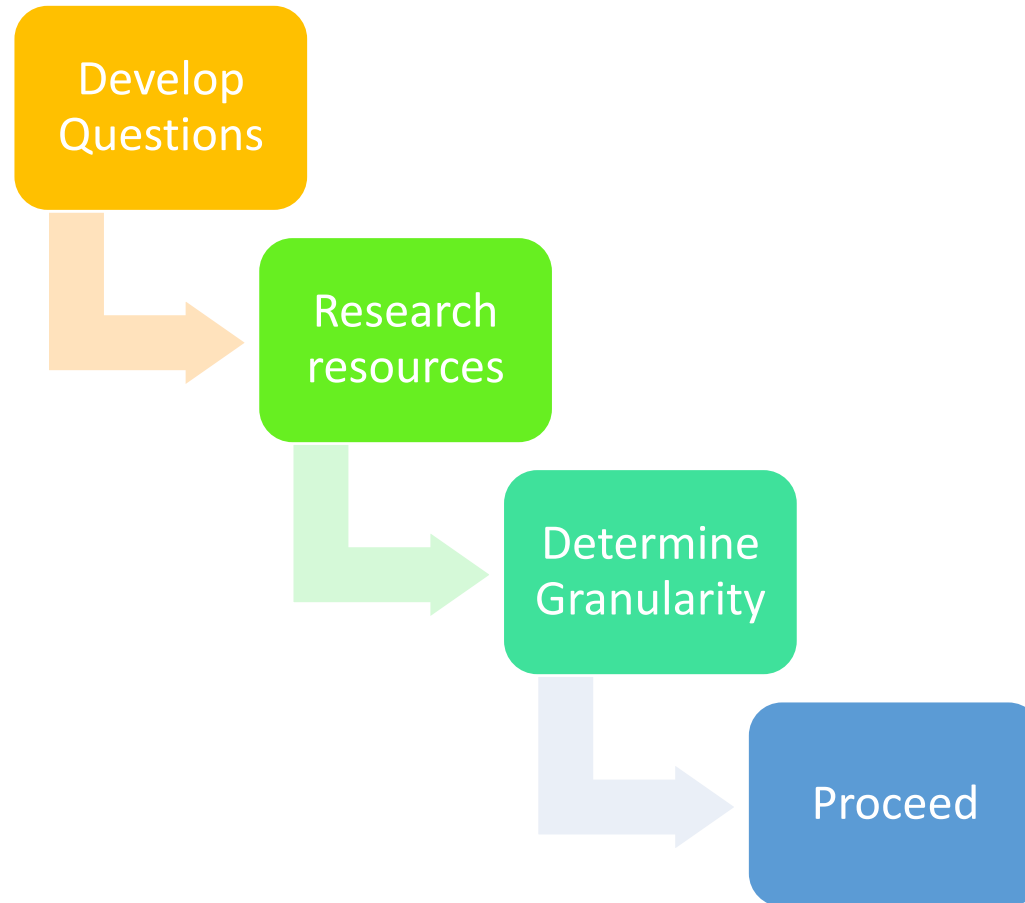
- Federal Government
 - Departments – 72
 - Agencies – 167
 - Contracting Offices – 2,814
- These organizations classify procurements using
 - NAICS codes – 1,122
 - PSC codes – 2,558

Ways to engage

Prime
Subcontractor
Quality Products List
Qualified Manufacturers List
Qualified Supplier List
Bailment – reverse engineering
Supply Chain Management

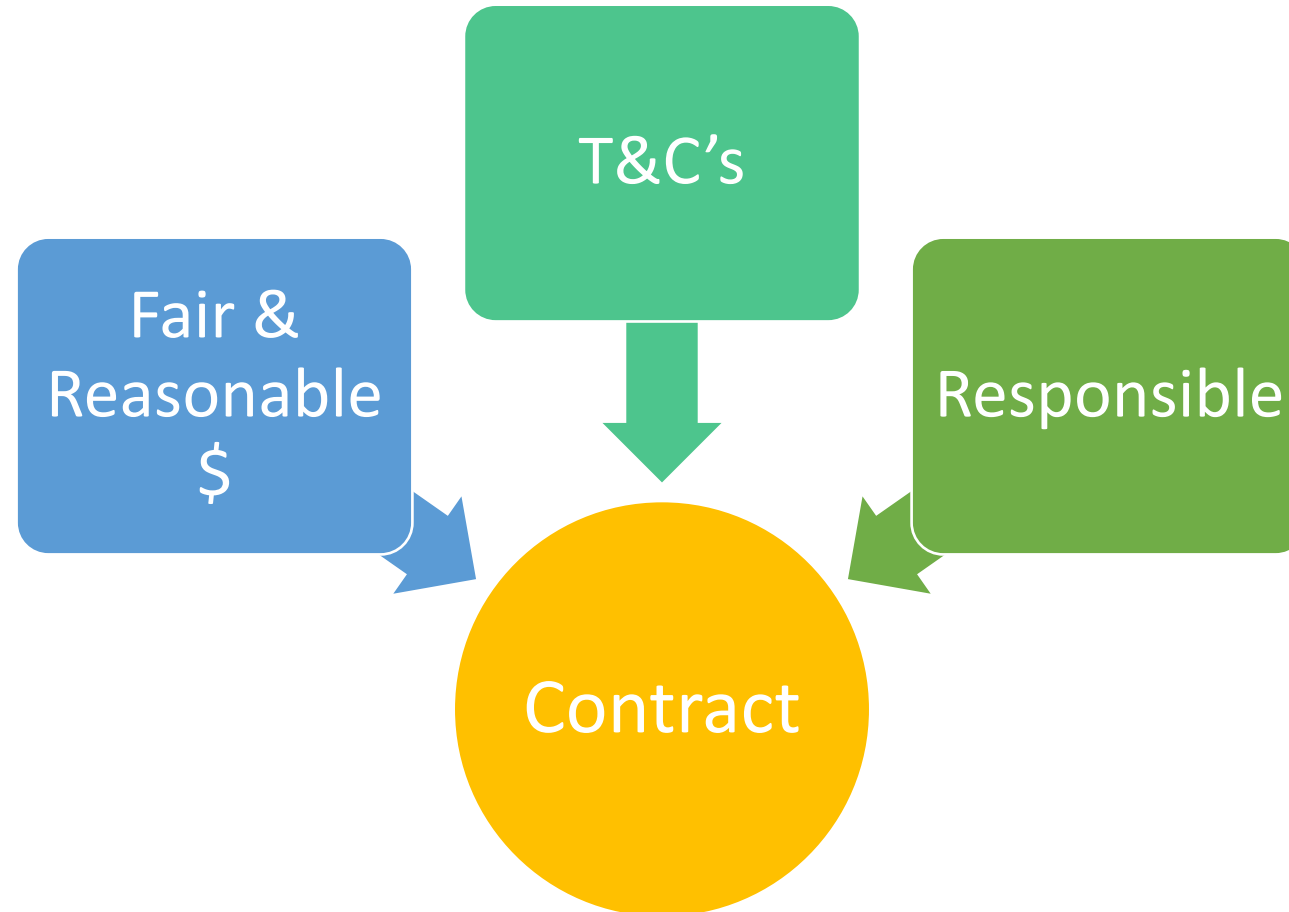


Process



3/10/2021

Contracting Triangle



3/10/2021

Know/communicate with your supply chain

- Define issues and vetting topics/procedures
 - Cyber
 - Export Controls
 - DPA/DPAS ability
 - Surge/Sustainment
 - Quality
 - Cost/pricing
 - Reporting requirements

Supply Chain - vetting

- Understanding
- Testing
- Certifying
- Developing & executing - Subcontractor/supplier agreements
 - CUI, JCP, ITAR, other as applicable
- Transparency
- Routine communications

Contracting Equation



3/10/2021

Sources of information

- Data.gov
- FPDS (soon to be beta.sam.gov)
- USAspending
- News
- Articles
- Forecasts
- Strategic Plans
- Google – data site:.gov or data site:.mil
- Other data – NATO/UN data – other source

Data Provides

- Information about the customer
- Information about
 - Needs
 - Drivers
 - Requirements
- Information about competition
- Information about how procurements are made
- Information about when procurements are made

Natural – segments

- Location
- Purpose/mission –
 - flood control, training, aviation, construction, MRO
- Categories
 - NAICS
 - PSC
 - Business size
 - Socio-economic
 - Award type
 - Award amount
 - Duration/time of year/periodicity

Example

- Company X

- Government revenue goal = \$150,000
- Average contract = \$5,000
- Number of awards = 30 = $\$150,000 / \$5,000$
- Bid to Win ratio = 10
- Total number of bids = $30 * 10 = \mathbf{300}$
- Time required = 5 hrs ea: locate, review, prepare, submit
- Total time = $300 * 5 = 1,500$ (~ 75%) work year
- 500 hours to perform 30 contracts
- 80 hours vacation

Is this
workable?

General Data

- NAICS codes – 1,122
- PSC codes – 2,558

Count of PSC's for each NAICS FY-20 (all)

Largest values

NAICS	# PSC
541330	797
541990	582
561210	562
236220	494
811310	460
334511	429
541519	415
238990	413
541715	407
336413	401
541712	396
333999	389
811219	378
541380	374
238210	367
541611	361
238220	355
334290	352
339999	347
541690	344
332999	333
334519	326
561990	320

More reasonable values

541191	21
561311	21
711130	21
811420	21
812331	21
813110	21
315992	20
323114	20
325320	20
325411	20
325520	20
326140	20
333518	20
336340	20
336991	20
337124	20
444210	20
481219	20
485320	20
485410	20
488410	20
524292	20
531311	20
531312	20
561439	20
611110	20
713930	20

Number PSC's by Contracting Office

<= 10	>10 and <= 15	>15 and <= 20	>20 and <= 25	>= 25
1194	273	169	123	440



DEFENSE LOGISTICS AGENCY

Top North American Industry Classification System Codes for Fiscal 2017-2019

NAICS Code	DLA AVIATION	Dollars Obligated
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$2,026,154,481
334419	OTHER ELECTRONIC COMPONENT MANUFACTURING	\$459,197,884
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$406,039,607
332991	BALL AND ROLLER BEARING MANUFACTURING	\$250,513,070
333999	ALL OTHER MISCELLANEOUS GENERAL PURPOSE MACHINERY MANUFACTURING	\$172,193,852
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$145,336,785
336411	AIRCRAFT MANUFACTURING	\$141,990,985
334519	OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING	\$140,230,380
333613	MECHANICAL POWER TRANSMISSION EQUIPMENT MANUFACTURING	\$82,419,938
332510	HARDWARE MANUFACTURING	\$73,830,069
335999	ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING	\$73,251,898
333517	MACHINE TOOL MANUFACTURING	\$68,750,338
336320	MOTOR VEHICLE ELECTRICAL AND ELECTRONIC EQUIPMENT MANUFACTURING	\$67,990,779
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$59,101,277
332439	OTHER METAL CONTAINER MANUFACTURING	\$58,681,564

<https://www.dla.mil/Portals/104/Documents/SmallBusiness/Small%20Business%20-%20Top%202015%20NAICS%20FY17-FY19.pdf?ver=2020-02-05-080722-853>



DEFENSE LOGISTICS AGENCY

Top North American Industry Classification System Codes for Fiscal 2017-2019

NAICS Code	DLA AVIATION	Dollars Obligated	NAICS	# PSC
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$2,026,154,481	336413	401
334419	OTHER ELECTRONIC COMPONENT MANUFACTURING	\$459,197,884	334419	269
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$406,039,607	336412	144
332991	BALL AND ROLLER BEARING MANUFACTURING	\$250,513,070	332991	94
333999	ALL OTHER MISCELLANEOUS GENERAL PURPOSE MACHINERY MANUFACTURING	\$172,193,852	333999	389
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$145,336,785	334511	429
336411	AIRCRAFT MANUFACTURING	\$141,990,985	336411	246
334519	OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING	\$140,230,380	334519	326
333613	MECHANICAL POWER TRANSMISSION EQUIPMENT MANUFACTURING	\$82,419,938		
332510	HARDWARE MANUFACTURING	\$73,830,069		
335999	ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING	\$73,251,898		
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<https://www.dla.mil/Portals/104/Documents/SmallBusiness/Small%20Business%20-%20Top%202015%20NAICS%20FY17-FY19.pdf?ver=2020-02-05-080722-853>

DIBBS – Open RFQ's (MRO)


Open RFQs where Federal Stock Class: 4320*
sorted by NSN/Part Number Ascending

Records Found: 671

Click on Solicitation number to view document.

#	NSN/Part Number	Nomenclature	Technical Documents	Solicitation	RFQ/Quote Status	Purchase Request	Issued	Return By
460	4320-00-001-3481	PUMP, CENTRIFUGAL	None	SPE7M1-21-T-067M » Package View	Open Quote	0088433616 QTY: 1	03-03-2021	03-15-2021
11	4320-00-005-3578	HOUSING, STARTER	None	SPE7M4-21-T-2207 » Package View	Open Quote	0087020364 QTY: 8	10-30-2020	11-13-2020
55	4320-00-005-7428	RING, WEARING	Tech Docs	SPE7M5-21-T-0924 » Package View	Open Quote	0086859070 QTY: 6	10-21-2020	11-02-2020
559	4320-00-008-7277	PARTS KIT, ROTARY PU	None	SPE7M0-21-T-4841 » Package View	Open Quote	0088569322 QTY: 1	03-10-2021	03-22-2021
190	4320-00-018-2463	COUPLING HALF, PUMP	None	SPE7M1-21-T-0195 » Package View	Open Quote	0086722451 QTY: 58	10-09-2020	10-19-2020
470	4320-00-055-2639	PUMP UNIT, RECIPROCA	None	SPE7M3-21-T-7487 » Package View	Open Quote	0088433491 QTY: 16	03-01-2021	03-11-2021
146	4320-00-073-1719	COVER, HYDRAULIC, PUM	None	SPE7M1-20-T-557D » Package View	Open Quote	0085733077 QTY: 5	07-30-2020	08-10-2020
477	4320-00-073-1875	ROTOR, IDLER PUMP	None	SPE7M1-20-U-1633 » Package View	Open Quote	1000095734 QTY: 4	05-19-2020	06-05-2020
183	4320-00-086-8278	HOUSING, LIQUID PUMP	None	SPE7M1-21-T-1408 » Package View	Open Quote	0086864221 QTY: 3	10-21-2020	11-05-2020
288	4320-00-097-4580 <i>Mil-Spec</i>	PUMP, INFLATING, MANU	Tech Docs	SPE7M1-21-T-8696 » Package View	Open Quote	0087714991 QTY: 185	01-15-2021	01-25-2021
198	4320-00-101-8652	ADAPTER, FITTING	None	SPE7M1-21-T-4922 » Package View	Open Quote	0087116875 QTY: 1	11-06-2020	11-19-2020
269	4320-00-101-8739	SLEEVE ASSEMBLY	Tech Docs	SPE7M1-21-T-1407 » Package View	Open Quote	0086863241 QTY: 2	10-21-2020	11-02-2020

Additional Information

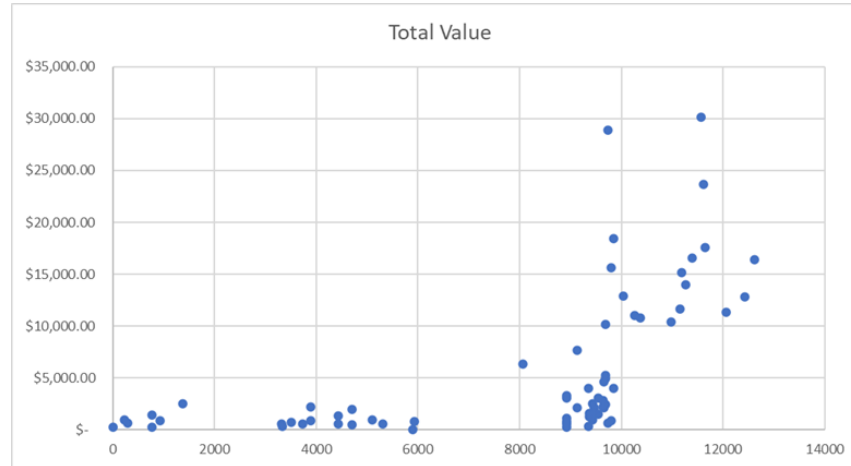
190	4320-00-018-2463	COUPLING HALF, PUMP	None	SPE7M1-21-T-0195 » Package View	 Open Quote	0086722451 QTY: 58	10-09-2020	10-19-2020
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Contract Number	MOD	Line Item	Qty	Price	Total	Awarded	Company Name	Modified	ReportedPrice	ReportedTotal
SPE7M120P5086		0001	45.000	\$363.93	\$16,376.85	04/09/2020	DREAMFIND, INC.	N	363.9300	16376.8500
SPE7M119P8189		0001	33.000	\$388.73	\$12,828.09	09/25/2019	DREAMFIND, INC.	N	388.7300	12828.0900
SPE7M119V0030		0001	33.000	\$342.70	\$11,309.10	10/01/2018	PHOENIX TRADING INC.	N	342.7000	11309.1000
SPE7M117P7645		0001	52.000	\$338.48	\$17,600.96	08/16/2017	PHOENIX TRADING INC.	N	338.4800	17600.9600
SPE7M117P6875		0001	70.000	\$338.20	\$23,674.00	07/05/2017	PHOENIX TRADING INC.	N	338.2000	23674.0000
SPE7M117P6265		0001	90.000	\$334.89	\$30,140.10	05/30/2017	PIONEER INDUSTRIES, INC.	N	334.8900	30140.1000
SPE7M117P1642		0001	50.000	\$330.89	\$16,544.50	11/23/2016	PIONEER INDUSTRIES, INC.	N	330.8900	16544.5000
SPE7M116M7491		0001	42.000	\$332.49	\$13,964.58	07/22/2016	PHOENIX TRADING INC.	N	332.4900	13964.5800
SPE7M116M5324		0001	46.000	\$328.93	\$15,130.78	05/10/2016	DREAMFIND, INC.	N	328.9300	15130.7800
SPE7M916M2125		0001	38.000	\$307.24	\$11,675.12	03/31/2016	DREAMFIND, INC.	N	307.2400	11675.1200
SPE7M116M0437		0001	34.000	\$305.62	\$10,391.08	10/15/2015	PIONEER INDUSTRIES, INC.	N	305.6200	10391.0800
SPE7M314V3053		0001	35.00	\$307.25	\$10,753.75	02/10/2014	PHOENIX TRADING INC.	N	307.2500	10753.7500
SPE7M314V0776			36	\$306.97	\$11,050.92	10/30/2013	DREAMFIND, INC.	N	306.9700	11050.9200
SPE7M313V0528					\$12,894.00	03/14/2013	PHOENIX TRADING INC.	N		12894.0000
SPM7M912V9176		0001	60.00	\$306.74	\$18,404.40	09/10/2012	DREAMFIND, INC.	N	306.7400	18404.4000
SPM7M912V9176		0002	13.00	\$306.74	\$3,987.62	09/10/2012	DREAMFIND, INC.	N	306.7400	3987.6200
SPM7M912V7476		0001	3.00	\$306.88	\$920.64	07/16/2012	PHOENIX TRADING INC.	N	306.8800	920.6400
SPM7M912V7476		0002	51.00	\$306.88	\$15,650.88	07/16/2012	PHOENIX TRADING INC.	N	306.8800	15650.8800
SPM7M912V5817		0001	2.00	\$306.98	\$613.96	05/22/2012	PHOENIX TRADING INC.	N	306.9800	613.9600
SPM7M912V5817		0002	94.00	\$306.98	\$28,856.12	05/22/2012	PHOENIX TRADING INC.	N	306.9800	28856.1200
SPM7M912V4605		0001	8.00	\$307.10	\$2,456.80	04/02/2012	PHOENIX TRADING INC.	N	307.1000	2456.8000
SPM7M912V4605		0002	33.00	\$307.10	\$10,134.30	04/02/2012	PHOENIX TRADING INC.	N	307.1000	10134.3000

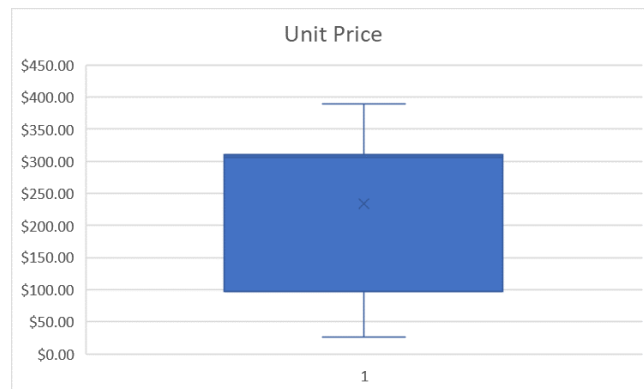
Proxycy-ec; NSN award history: 4320-00-018-2463

3/10/2021

Explore details and trends



- Total value: \$380,902.84
- Average unit price: \$233.97
- Total quantity: 855
- Number of buys:68
- Unique vendors:16



Feature Engineering

- Utilize existing data elements to create new information
- In business there are common ratios
 - Acid ratio (quick ratio)
 - Current assets
 - Current liabilities
 - Acid ratio ≥ 2.0 that's viewed as good
 - Two times assets to pay liabilities
 - \$10.00 owed - \$20.00 in pocket
- No specific rules or requires
 - In general makes sense – add value

Metrics

- NAICS code v. # PSC
- Contracting Office v. # NAICS codes - Breadth
- Contracting Office v. # PSC codes - Breadth
- PSC / # offers – competitiveness

- Breadth – clarity
 - Accounting: payroll – amount and entries will be payroll related
 - Other – anyone’s guess

Use all available information

- **Unawarded Solicitation Opportunities** - This list includes open unawarded solicitations that do not have a qualified quote for DLA Aviation. You can browse the spreadsheet for solicitations by NSN or nomenclature. If interested in a particular solicitation, the DIBBS link can be opened to view the solicitation.
- **Prime Strategic Contracting Opportunities** - This spreadsheet details small business strategic solicitations for DLA Aviation. You can filter by type of set-aside, National Stock Number (NSN) and nomenclature. If interested in a particular solicitation, copy and past the DIBBS link provided into your web browser to see the solicitation. It is suggested that if you are interested in the solicitation on DIBBS that you also sign up in DIBBS to receive an email alert to for amendments to the solicitation.
- **Strategic Subcontracting Opportunities** - This spreadsheet provides points-of-contact for the major Original Equipment Manufacturers (OEM) that support DLA Aviation's strategic contracts. You can use the information in the sheet if you are interested in exploring subcontracting opportunities with the OEMs.
- **No Bid Solicitation List** - Most of these items can be found at **DIBBS**. You can search the National Stock Number (FSC+NIIN, i.e. 5962011231234) and find open solicitations, a point of contact, and complete data, if available. Contact the DLA Land & Maritime Business Counseling Center for assistance by email: **SmBizLandCols@dla.mil**.

<https://www.dla.mil/SmallBusiness/VendorOpportunities/>

3/10/2021

Headlines can help



THE WARZONE

The Air Force Is Having To Reverse Engineer Parts Of Its Own Stealth Bomber

Twenty-one years after the last Spirit was delivered, the Air Force is working out how to build the exotic spare parts the bomber requires.

BY THOMAS NEWDICK MARCH 1, 2021

THE WAR ZONE

<https://www.thedrive.com/the-war-zone/39537/the-air-force-needs-to-reverse-engineer-parts-of-its-own-stealth-bomber>

3/10/2021

NAICS / PSC historical look

NAICS Code	Product or Service Code	Contracting Agency Name	Contracting Department Name	Is Vendor Business Type - 8A Program Participant	Global Vendor Name	Dollars Obligated
541330	1660	DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)	DEPT OF DEFENSE	NO	HONEYWELL INTERNATIONAL INC.	(\$9,969.00)
541330	1660	DEFENSE LOGISTICS AGENCY	DEPT OF DEFENSE	NO	HONEYWELL INTERNATIONAL INC.	\$1,620,178.74
541330	1660	DEPT OF THE AIR FORCE	DEPT OF DEFENSE	NO	HONEYWELL INTERNATIONAL INC.	\$26,648.40
541330	1660	DEPT OF THE AIR FORCE	DEPT OF DEFENSE	NO	LOCKHEED MARTIN CORPORATION	(\$0.05)
541330	1660	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	NO	GENERAL ELECTRIC COMPANY	\$201,000.00
541330	1660	U.S. COAST GUARD	HOMELAND SECURITY, DEPARTMENT OF	NO	AIRBUS HELICOPTERS INC.	\$4,070.08
541330	1660	U.S. COAST GUARD	HOMELAND SECURITY, DEPARTMENT OF	NO	RUSS EQUIPMENT CO INC	\$4,920.00

3/10/2021

Vendor analysis

- # of Awards
- # of Awards/NAICS
- Company website
- Other opensource
- D&B – for fee reports
- DSBS – basic banding

Size

At least No more than

Employees and/or Annual Gross Revenue

https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

Inquire about applicable regulations

Sector 42 – Wholesale Trade

(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

Sector 44 - 45 – Retail Trade

(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

How can understanding PIID's help?

- PIID
 - Unique identifier
 - Valid for 20 years
 - Comprised of four information groups
- N00019-15-R-0079 | N00019-18-D-0129
 - First six characters - N00019 – DoDAAC or Unit Identification Code (UIC)
 - Next two characters – FY for funding
 - Next character – type of notice
 - B – bid | R – RFP | Q – RFQ | C & D are typically types of award identifiers | Others
 - Last four – counter (similar to check number on paper checks)
- This information can be beneficial with narrowing search parameters

Create new measures for general perspective

	Obligation	Actions	Average Award
NAVAL AIR SYSTEMS COMMAND	\$ 54,093,608,652.81	5,238	\$ 10,327,149.42
NAVSEA HQ	\$ 37,059,225,808.54	5,936	\$ 6,243,131.03
W6QK ACC-RSA	\$ 17,682,232,597.69	10,553	\$ 1,675,564.54
DLA TROOP SUPPORT	\$ 15,638,014,209.88	1,898,885	\$ 8,235.37
DEFENSE HEALTH AGENCY	\$ 14,185,231,529.22	2,960	\$ 4,792,307.95
MISSILE DEFENSE AGENCY (MDA)	\$ 12,202,876,122.17	3,789	\$ 3,220,606.00
OFFICE OF ACQ MGMT POLICY	\$ 11,982,610,108.24	1,567	\$ 7,646,847.55
NNSA M&O CONTRACTING	\$ 11,770,365,895.95	134	\$ 87,838,551.46
W4GG HQ US ARMY TACOM	\$ 7,304,644,630.31	11,184	\$ 653,133.46
W4MM USA JOINT MUNITIONS CMD	\$ 7,032,618,629.61	6,437	\$ 1,092,530.47
CDC OFFICE OF ACQUISITION SERVICES	\$ 6,938,610,399.86	7,529	\$ 921,584.59
ACQUISITIONS - AQM MOMENTUM	\$ 6,696,795,575.78	17,488	\$ 382,936.62
OFC OF ACQUISITION AND GRANTS MGMT	\$ 6,514,695,013.00	4,238	\$ 1,537,209.77
STRATEGIC ACQUISITION CENTER FREDERICKSBURG (36C10G)	\$ 5,853,382,503.00	2,689,886	\$ 2,176.07
W6QK ACC-APG	\$ 5,787,037,163.54	8,185	\$ 707,029.59
TECHNOLOGY ACQUISITION CENTER NJ (36C10B)	\$ 5,074,654,877.09	2,340	\$ 2,168,655.93
NATIONAL CMOP OFFICE (36C770)	\$ 4,615,063,218.67	5,478	\$ 842,472.29
GSA FAS AAS FEDSIM	\$ 4,513,730,344.97	1,126	\$ 4,008,641.51
FA8620 AFLCMC WIJK BIG SAFARI	\$ 4,415,765,096.93	2,030	\$ 2,175,253.74
DLA ENERGY	\$ 4,412,214,644.13	197,815	\$ 22,304.75
SC OAK RIDGE OFFICE	\$ 4,322,028,870.38	724	\$ 5,969,653.14
NASA JOHNSON SPACE CENTER	\$ 4,217,954,736.71	1,981	\$ 2,129,204.81
W075 ENDIST TF BARRIER	\$ 4,082,323,663.47	96	\$ 42,524,204.83
NAVAL FAC ENGINEERING CMD MID LANT	\$ 3,939,721,233.10	6,721	\$ 586,180.81
USTRANSCOM-AQ	\$ 3,749,051,458.09	13,351,959	\$ 280.79

Raw Data - perspective

NAVAL AIR SYSTEMS COMMAND	N00019	OTHER THAN SMALL BUSINESS	BPA CALL	541618	OTHER MANAGEMENT CONSULTING SERVICES	R499	SUPPORT- PROFESSIONAL: OTHER	SAP NON-COMPETITION (FAR 13)	1	\$363,809.00	1
NAVAL AIR SYSTEMS COMMAND	N00019	OTHER THAN SMALL BUSINESS	DEFINITIVE CONTRACT	311111	DOG AND CAT FOOD MANUFACTURING	1680	MISCELLANEOUS AIRCRAFT ACCESSORIES AND COMPONENTS	ONLY ONE SOURCE-OTHER (FAR 6.302-1 OTHER)	1	\$0.00	3
NAVAL AIR SYSTEMS COMMAND	N00019	OTHER THAN SMALL BUSINESS	DEFINITIVE CONTRACT	325998	ALL OTHER MISCELLANEOUS CHEMICAL PRODUCT AND PREPARATION MANUFACTURING	1370	PYROTECHNICS	ONLY ONE SOURCE-OTHER (FAR 6.302-1 OTHER)	1	\$0.00	1
NAVAL AIR SYSTEMS COMMAND	N00019	OTHER THAN SMALL BUSINESS	DEFINITIVE CONTRACT	332994	SMALL ARMS, ORDNANCE, AND ORDNANCE ACCESSORIES MANUFACTURING	1005	GUNS, THROUGH 30MM	ONLY ONE SOURCE-OTHER (FAR 6.302-1 OTHER)	1	\$33,500.00	5
NAVAL AIR SYSTEMS COMMAND	N00019	OTHER THAN SMALL BUSINESS	DEFINITIVE CONTRACT	333314	OPTICAL INSTRUMENT AND LENS MANUFACTURING	AC14	R&D- DEFENSE SYSTEM: AIRCRAFT (ENGINEERING DEVELOPMENT)	URGENCY (FAR 6.302-2)	1	\$3,058,113.00	15
NAVAL AIR SYSTEMS COMMAND	N00019	OTHER THAN SMALL BUSINESS	DEFINITIVE CONTRACT	334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	5810	COMMUNICATIONS SECURITY EQUIPMENT AND COMPONENTS		1	\$22,609,558.58	13
NAVAL AIR SYSTEMS COMMAND	N00019	OTHER THAN SMALL BUSINESS	DEFINITIVE CONTRACT	334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	6610	FLIGHT INSTRUMENTS	ONLY ONE SOURCE-OTHER (FAR 6.302-1 OTHER)	1	\$170,006.00	2
NAVAL AIR SYSTEMS COMMAND	N00019	OTHER THAN SMALL BUSINESS	DEFINITIVE CONTRACT	334418	PRINTED CIRCUIT ASSEMBLY (ELECTRONIC ASSEMBLY) MANUFACTURING	7050	INFORMATION TECHNOLOGY COMPONENTS	SAP NON-COMPETITION (FAR 13)	1	\$0.00	1

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Pivot Table

Row Labels	Sum of Dollars Obligated
311111	\$ -
314999	\$ 8,568,714.79
315992	\$ 391.34
325992	\$ 245.70
325998	\$ -
332439	\$ 3,990,945.78
332994	\$ 2,861,283.15
333314	\$ 3,058,113.00
333318	\$ 1,721,513.81
333514	\$ 352,420.00
333611	\$ -
334111	\$ 2,023,201.81
334220	\$ 22,730,322.34
334290	\$ 5,000,000.00
334418	\$ -
334419	\$ 913,048.00
334510	\$ 33,543,042.00
334511	\$ 1,158,637,529.55
336111	\$ 243,243.00
336411	\$ 40,284,875,116.70
336412	\$ 4,162,584,120.67
336413	\$ 2,631,360,593.50
336414	\$ 4,619,950,409.88
336415	\$ 718,070.01
336419	\$ 55,624,606.46
339944	\$ 94.00

Row Labels	Count of Award or IDV Type	Sum of Dollars Obligated
BOA	26	\$ -
BPA CALL	4	\$ 11,844,292.18
DEFINITIVE CONTRACT	143	\$ 47,937,750,313.18
DELIVERY ORDER	293	\$ 6,137,642,978.76
IDC	60	\$ -
PURCHASE ORDER	8	\$ 5,230,681.55
Grand Total	534	\$ 54,092,468,265.67

Row Labels	Sum of Number of Actions	Sum of Number of Offers Received	Sum of Dollars Obligated	Competitio
1005	5	1	\$ 33,500.00	5
1010	7	1	\$ 2,827,783.15	7
1095	3	1	\$ 36,569,445.02	3
1270	2	1	\$ -	2
1337	1	1	\$ 21,009,342.00	1
1340	16	4	\$ 19,205.00	4
1370	5	2	\$ -	3
1410	313	21	\$ 4,154,589,090.73	15
1420	101	12	\$ 417,679,502.54	8
1425	3	1	\$ 1,608,129.00	3
1427	4	1	\$ 17,323,134.00	4
1430	26	3	\$ 20,622,833.00	9
1440	7	2	\$ 555,637.00	4
1450	7	2	\$ 7,335,034.42	4
1510	1162	38	\$ 36,243,964,854.13	31
1520	309	17	\$ 2,072,892,894.39	18
1550	134	9	\$ 584,551,464.67	15
1560	90	11	\$ 217,754,203.30	8
1610	37	5	\$ 55,992,410.64	7
1630	5	2	\$ 11,332,382.32	3

Agency Forecasts

Agency Home	Agency Procurement Forecast
Agency for International Development	Agency Procurement Forecast
Department of Agriculture	Agency Procurement Forecast
Department of Commerce	Agency Procurement Forecast
Department of Defense	Agency Procurement Forecast
Department of Education	Agency Procurement Forecast
Department of Energy	Agency Procurement Forecast
Department of Health and Human Services	Agency Procurement Forecast
Department of Homeland Security	Agency Procurement Forecast

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

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USDA Forecast

Forecast of Business Opportunities

The USDA FY 2021 Forecast of Contracting Opportunities is now available.

1. [Agricultural Marketing Service FY 2021 Procurement Forecast of Opportunities](#)
2. [Agricultural Research Service FY 2021 Procurement Forecast of Opportunities](#)
3. [Animal and Plant Health Inspection Service FY 2021 Procurement Forecast of Opportunities](#)
4. [Departmental Administration FY 2021 Procurement Forecast of Opportunities](#)
5. [Farm Production and Conservation FY 2021 Procurement Forecast of Opportunities](#)
6. [Food and Nutrition Service FY 2021 Procurement Forecast of Opportunities](#)
7. [Food Safety and Inspection Service FY 2021 Procurement Forecast of Opportunities](#)
8. [Foreign Agricultural Service FY 2021 Procurement Forecast of Opportunities](#)
9. [Forest Service FY 2021 Procurement Forecast of Opportunities](#)
10. [Office of Inspector General FY 2021 Procurement Forecast of Opportunities](#)
11. [Rural Development FY 2021 Procurement Forecast of Opportunities](#)
12. [Reference Document for FY 2021 Procurement Forecast](#)

<https://www.dm.usda.gov/smallbus/forecast.htm>

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USDA AMS details

NAI	Product	Biobase	Source	Type	Si	Qtrs	City	Sta	Dep	Or	Contact
112310	Eggs 15 Dozen (Shell Eggs)		C	ANY	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
112310	Eggs 15 Dozen (Shell Eggs)		VSB	ANY	G		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Bakery Flour		C	ANY	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Bakery Flour		VSB	ANY	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Corn Products		C	ANY	G		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Corn Products		SB	ANY SB	G		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Wheat Flour		C	ANY	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Wheat Flour		8(A)	ANY 8(A)	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Wheat Flour		SDV	SDV	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Wheat Flour		SB	ANY SB	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Wheat Flour		C	ANY	E		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Wheat Flour		VSB	ANY	E		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	White Whole Flour		SB	ANY SB	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	White Whole Flour		SDV	SDV	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Flour AP		SB	ANY SB	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Flour High GLuten		C	ANY	E		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311211	Flour Bread Bulk		C	ANY	E		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311212	Rice, Brown, Parboiled and Well Milled Rice		C	ANY	H		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311212	Rice, Brown, Parboiled and Well Milled Rice		SB	ANY SB	H		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311212	Rice, Brown, Parboiled and Well Milled Rice		8(A)	ANY 8(A)	H		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311212	Rice, Brown, Parboiled and Well Milled Rice		SDV	SDV	H		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311224	Sunflower Seed Butter		C	ANY	F		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311225	Veg Oil and Buttery Spread		C	ANY	H		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311225	Veg Oil and Buttery Spread		SB	ANY SB	G		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311225	Veg Oil and Buttery Spread		8(A)	ANY 8(A)	H		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV
311225	Veg Oil and Buttery Spread		SDV	SDV	H		1234 Nationwide	DC	USDA	AMS	ANDREA.LANG@USDA.GOV

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Data = Information & Numbers

U.S. GOVERNMENT ACCOUNTABILITY OFFICE: A Century of Non-Partisan Fact-Based Work

GAO@100 REPORTS & TESTIMONIES ▾ VIEW TOPICS VIEW AGENCIES

RECENTLY ISSUED

Our 2021 "High Risk" List of Federal Programs

SEE WHAT'S ON THE LIST

● ○ ○ ○

3/10/2021

GAO – Current High Risk Topics (partial)

GAO has issued the 2021 High-Risk List, a list of programs and operations that are ‘high risk’ due to their vulnerabilities to fraud, waste, abuse, and mismanagement, or that need transformation. The list is issued every 2 years at the start of each new session of Congress and has led to more than \$575 billion in financial benefits to the federal government over the past 15 years.

[Ensuring the Cybersecurity of the Nation](#)

[Ensuring the Effective Protection of Technologies Critical to U.S. National Security Interests](#)

[Funding the Nation's Surface Transportation System](#)

[Government-wide Personnel Security Clearance Process](#)

[Improving and Modernizing Federal Disability Programs](#)

[Improving Federal Management of Programs that Serve Tribes and Their Members](#)

[Improving Federal Oversight of Food Safety](#)

[Improving the Management of IT Acquisitions and Operations](#)

[Limiting the Federal Government's Fiscal Exposure by Better Managing Climate Change Risks](#)

[Management of Federal Oil and Gas Resources](#)

[Managing Federal Real Property](#)

[Managing Risks and Improving VA Health Care](#)

GAO High Risk areas that got worse

- U.S. Postal Service financial viability
- The decennial census
- Ensuring the nation's cybersecurity
- Strategic human capital management
- The Environmental Protection Agency's process for assessing and controlling toxic chemicals



Transforming Our Business >

- Strategic Planning
Strategic Planning Pubs
Five-Year Strategic Plan 2020-2024
Postal Act of 2006
Universal Postal Service
Innovations
- Current Initiatives
- Securing The Mail
- Sustainability
- Corporate Social Responsibility
- Government Services
- Postal Customer Council
- Service Performance Results

Transforming Our Business

We're transforming our business by anticipating and embracing future changes in technology and mailing preferences. Through research studies and strategies, we're actively and continually looking at ways to meet the new challenges of today's mail and shipping needs.

[Strategic Planning >](#)
The Office of Strategic Planning supports the Postmaster General and senior management in assessing the future of the Postal Service™.

[Five-Year Strategic Plan 2020-2024 >](#)
The Five-Year Plan aims to return the Postal Service to financial stability, preserve the affordability of mail and allow us to more readily adapt to a dynamic market place.

[Postal Act of 2006 >](#)
The Postal Accountability and Enhancement Act is the first major legislative change to the Postal Service since 1971.

Summary of Strategic Goals

Goal 1: Data Innovation

Implement cutting-edge statistical methods, sources, and products to anticipate a changing environment.

Goal 2: Exceptional Customer Experience

Provide an exceptional end-to-end customer experience to our stakeholders, respondents, data users, and the public.

Goal 3: Organizational Excellence

Operate as a strategic, integrated, efficient organization, built on sound management practices and scientific principles.

Goal 4: Talent Management

Foster a diverse workforce to meet current and emerging needs.



UPCOMING TRAINING - EVENTS

CYBER FRIDAY LIVE WEBINAR SERIES

Mar 19, 2021 Managing Vendor Risk

April 16, 2021 Your Cyber Plan Cannot Be Static – Here’s Why!

April 30, 2021 Testing and Strengthening Your Cyber-Defenses Using Exercises

May 14, 2021 Corporate Acquisition, Insider threats, or Strategic Investments
– All Threats to Consider

May 28, 2021 The Cybersecurity Plan Looks Great

Register at: <https://www.wispro.org/faqs/what-is-wpis-current-cyber-friday-webinar-schedule/>

PRESENTED BY



ACQUISITION HOUR LIVE WEBINAR SERIES

▪ March 10, 2021

Acquisition Hour: Using Data to Develop Your Federal Business Strategic Plan

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute

▪ March 16, 2021

Acquisition Hour: The HUBZone Program – Certification Benefits and Regulations

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, U.S. Small Business Administration

▪ March 17, 2021

Acquisition Hour: Responding to Sources Sought Request and Capabilities Statements

[CLICK HERE](#) for additional information

Presented by Helen Henningsen and Mark Dennis, Wisconsin Procurement Institute

▪ March 23, 2021

The SBA 8(a) Certification Program and Small Disadvantaged Businesses (SDB)

[CLICK HERE](#) for additional information

Presented by Shane Mahaffy, U.S. Small Business Administration

▪ March 24, 2021

Acquisition Hour: Using the New FPDS and Desktop Tools to Analyze Federal Procurement Data

[CLICK HERE](#) for additional information

Presented by Marc Violante, Wisconsin Procurement Institute

▪ April 6, 2021

Acquisition Hour: Intellectual Property for Government Contractors & Subcontractors & the STTR/SBIR Stakeholder

[CLICK HERE](#) for additional information

Presented by Laura Grebe, Husch Blackwell

8th Annual FAR Evening Study Sessions

Presented by the National Contract Management Association (NCMA Wisconsin) and WPI

February 2, 2021 Intro & FAR Part 16

March 2, 2021 FAR Parts 19-29

February 9, 2021 FAR Parts 1-4

March 9, 2021 FAR Parts 30-33

February 16, 2021 FAR Parts 5-12

March 16, 2021 FAR Parts 34-41

February 23, 2021 FAR Parts 13-18

March 23, 2021 FAR Parts 42-53

Register at: <https://www.wispro.org/wpis-2021-far-evening-study-sessions-schedule/>



2021 FAR Up Close Series

February 10, 2021	Overview of the FAR
February 17, 2021	FAR Regulations and Clauses on Subcontracting
March 3, 2021	FAR Regulations and Clauses in Commercial Items
March 10, 2021	FAR and DFARS Regulations and Clauses in Manufacturing Contracts
March 17, 2021	FAR Regulations and Clauses in Federal Service Contracts
April 7, 2021	FAR Clauses in Federal Construction Services
April 14, 2021	FAR Regulations for Procurement of Architect Engineer Services

CYBERSECURITY – UPDATE – DECEMBER 2020

- CMMC -
 - Implementation continues
 - Pathfinder contracts to be announced soon – article, Dec 1, 2020
 - CMMC requirements will be included
 - Full implementation expected by Oct 2025
- New clauses and requirements –
 - DFARS 252.204-7019
 - DFARS 252.204-7020 – applies to contracts subject to 252.204-7012
 - With few exceptions, these requirements apply to all Primes and Subcontractors
 - Consistent with philosophy shift of self-attest to verifiable
 - Three levels – Base – self-performed , Medium & High - DCMA

252.204-7020 – BASIC ASSESSMENT

- Requires
 - System Security Plan(SSP)
 - Plan of Action – with dates for outstanding items
 - Basic Assessment
- Six elements uploaded to Supplier Performance Risk System (SPRS)
 1. System Security Plan name (if more than one system is involved)
 2. Brief description of Plan Architecture
 3. CAGE code associated with SSP
 4. Date Assessment performed
 5. Summary Score
 6. Date a score of 110 to be achieved

CURRENT CYBER REQUIREMENTS

- FAR 52.204-21 – Federal Contract Information
- DFARS 252.204-7012
- Requirements cited in solicitation/contract

Need assistance – please contact Marc Violante from WPI at marcv@wispro.org or 920-456-9990

CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

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