

Overview of the DoD Marketplace

Marc Violante

Wisconsin Procurement Institute

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Webinar Description

- Selling to DoD sounds simple and straightforward. After all, how hard can it be to sell to “a single customer that publicly publishes the majority of its business opportunities?” In reality, DoD is a large and complex Global entity with approximately 982 Contracting Offices each with varying requirements that span from everyday items to those which can only be described as intricate and esoteric. Additionally, DoD uses a variety of acquisition vehicles to procure both products and services. This webinar will provide an overview of the essential data needed to gain an understanding of this marketplace and associated purchasing trends. It will also help you to identify and qualify prospects.




Overview of the Marketplace

- Who is the customer?
- What is bought?
- Acquisition frequency
- Obstacles
- Award criteria
- Acquisition vehicles
- Where to locate

Show Stoppers

- Lack of required registrations (SAM, DIBBS, JCP, ITAR, SPRS, Other)
- Failure to maintain Active Status/Currency SPRS < 3 years
- Source of opportunities – solicitations
- Qualifications – NSN, QPL, QML, etc
- Ability to meet requirements – e.g. Rated Orders
- Delivery date
- Responsible – key factor
- Past Performance – used in award process

JCP SPSR/SAM Requirement

Note: ***JCP now requires all vendors to have their National Institute of Standards and Technology (NIST) Assessment documented in the [Supplier Performance Risk System \(SPRS\)](#)  prior to submitting your JCP Application*** **Effective 30 November 2020**, the Defense Federal Acquisition Regulation Clause 252.204-7012 requires all DOD contractors and subcontractors to implement cybersecurity requirements in the NIST Special Publication (SP) 800-171, Protecting Controlled Unclassified Information in Nonfederal Systems and Organizations. Your NIST assessment results must be documented in the [SPRS](#)  ***Failure to have a NIST assessment documented in SPRS will result in a denial of your request for an approved DD Form 2345. *** Please go to the [SPRS homepage](#)  and use the vendor quick reference guides to help you complete the process. There is also an SPRS support number on the bottom of the homepage that you can call for assistance with getting directions on how to complete the process.

Note: Additionally, your company must register in [SAM](#)  and it must be current and active in order to obtain a JCP Certification.

The DD 2345

- Bid on a DOD solicitation or execute a DOD contract that involves access to export controlled technical
- Conference/meeting attendance that discusses/shares DOD/DND export-controlled material/data
- DOD/DND export controlled technical data exchange between vendors
- Obtain Request for Proposal (RFP) details involving DOD/DND export controlled data
- DOD Research/Development projects involving export controlled data
- Participation in a Directly Arranged Visit (DAV) (Canada to U.S. or U.S. to Canada)

Note: Please refer to our **general** and **specific** instructions for completing the **DD Form 2345** (PDF)

Example: Clauses incorporated by reference

Screen shot from Master solicitation

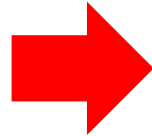
DFARS 252.204-7008 (Oct 2016)	Compliance with Safeguarding Covered Defense Information Controls	←
DFARS 252.204-7009 (Oct 2016)	Limitations on the Use or Disclosure of Third-Party Contractor Reported Cyber Incident Information	
DFARS 252.204-7012 (Dec 2019)	Safeguarding Covered Defense Information and Cyber Incident Reporting	←
DFARS 252.204-7015 (May 2016)	Notice of Authorized Disclosure of Information for Litigation Support	
DFARS 252.204-7017 (Dec 2019)	Prohibition of Acquisition of Covered Defense Telecommunications Equipment or Services-- Representation	
DFARS 252.204-7018 (Jan 2021)	Prohibition of Acquisition of Covered Defense Telecommunications Equipment or Services	
DFARS 252.204-7019 (Nov 2020)	Notice Of NIST SP 800-171 DoD Assessment Requirements	←
DFARS 252.204-7020 (Nov 2020)	NIST SP 800-171 DoD Assessment Requirements	←
DFARS 252.213-7000 (Sep 2019)	Notice to Prospective Suppliers on Use of Supplier Performance Risk System in Past Performance Evaluations	
DFARS 252.223-7001 (Dec 1991)	Hazard Warning Labels	
DFARS 252.223-7006 (Sep 2014)	Prohibition On Storage, Treatment, And Disposal Of Toxic Or Hazardous Materials—Basic	
DFARS 252.223-7008 (Jun 2013)	Prohibition Of Hexavalent Chromium	
DFARS 252.225-7007 (Dec 2018)	Prohibition on Acquisition of United States Munitions List Items from Communist Chinese Military Companies	
DFARS 252.225-7048 (Jun 2013)	Export-Controlled Items	←

FAR clauses: <https://www.acquisition.gov> “Browse Far” Go to Number 52 on left and select. Clauses appear in numerical order

DFAR clauses: <https://www.acquisition.gov> Top horizontal menu – Regulations then DFARS on upper left pop-up. Select number 252 on left. Clauses appear in numerical order

Notification – JCP, ITAR, EAR information

RQ032: EXPORT CONTROL OF TECHNICAL DATA



This item has technical data some or all of which is subject to export-control of either the International Traffic in Arms regulations (ITAR) or the Export Administration Regulations (EAR), and cannot be exported without prior authorization from either the Department of State or the Department of Commerce. Export includes disclosure of technical data to foreign persons and nationals whether located in the United States or abroad. This requirement applies equally to foreign national employees and U.S. companies and their foreign subsidiaries. DFARS 252.225-7048 is applicable to this data.

The Defense Logistics Agency (DLA) limits distribution of export-control technical data to DLA contractors that have an approved US/Canada Joint Certification Program (JCP) certification, have completed the Introduction to Proper Handling of DOD Export-Controlled Technical Data Training and the DLA Export-Controlled Technical Data Questionnaire (both are available at the web address given below), and have been approved by the DLA controlling authority to access the export-controlled data. Instructions for obtaining access to the export-controlled data can be found at:
<https://www.dla.mil/HQ/LogisticsOperations/EnhancedValidation/>



To be eligible for award, offerors and any sources of supply proposed for use are required to have an approved JCP certification and have been approved by the DLA controlling authority to access export-controlled data managed by DLA. DLA will not delay award in order for an offeror or its supplier to apply for and receive approval by the DLA controlling authority to access the export-controlled data.

What are some obstacles?

- Terms and Conditions (Clauses – FAR/DFARS)
- Registrations – SAM/JCP/~SPRS
- Information Security -> cyber security
- Qualifications
- Frequency/Delivery (ARO)
- Socio-economic restrictions
- Source availability – materials as specified
- Specs, standards, materials
- Vetting suppliers/subcontractors

How many contracts are needed?

- The real question is how many solicitations are required?
- Hypothetical –
 - Desired revenue - \$150,000
 - Average award - \$5,000
 - Number of awards - 30

The issue

- For easy math – 10::1 Bid to Win ratio
- 30 awards * 10 = 300 solicitations
- Roughly 260 workdays per year
- Therefore, greater than one opportunity per business day
- Options
 - Identify a large number of opportunities
 - Work to decrease “bid to win” ratio
 - Select opportunities that yield an average revenue greater than \$5,000

Sources of Information - awards

- Defense.gov – daily
- SAM - awards
- Federal Procurement Data System (www.fpds.gov)
- SAM – Data Bank – Contract Data Reports
- Solicitations – limited information; limited to the specific action
- USASpending (<https://usaspending.gov>)
- Private Sources – contract
- Public Sources - articles

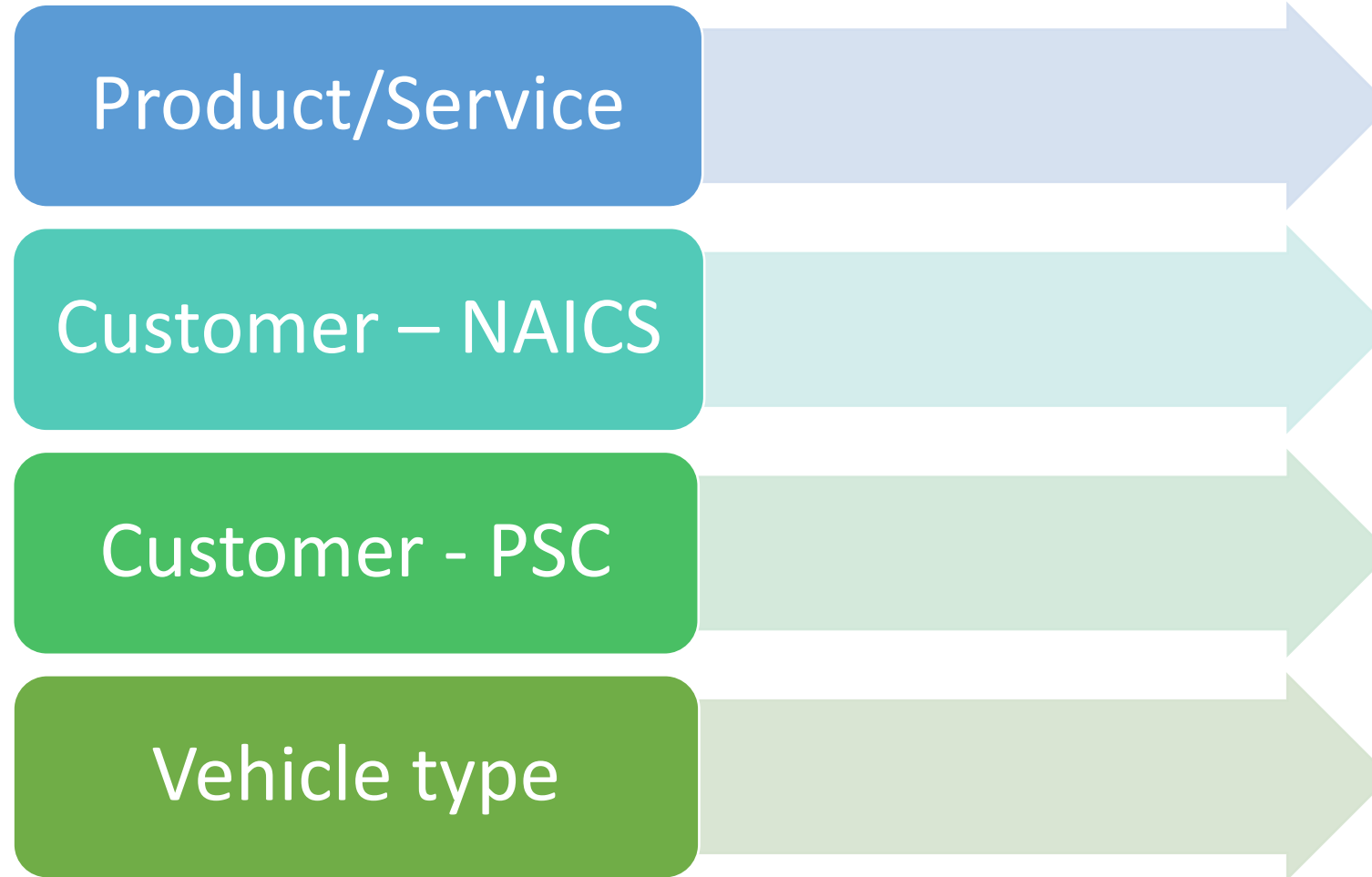
Information sources – solicitations/future

- Solicitation/Award #
- FAR
- Forecasts*
- Trends
- Strategic Plan
- Targeted research
 - Conversations, competition, acquisition tendencies
- Contract Data Reports

Why it is important to know - resources

- Contract Data Reports
 - Metrics - > values
 - Attributes -> elements that characterize Metrics
 - Provides information on Award/Contract Type
 - Allows – Obligation filtering (>\$0.00 and <= \$10,000)
 - Number of bids submitted

Key Questions we are trying to answer



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

Contracts

[NEWS STORIES](#) [FEATURES](#) [FROM THE SERVICES](#) [PRESS PRODUCTS](#) [LIVE EVENTS](#)


[Contracts For Oct. 5, 2022](#)

[Contracts For Oct. 4, 2022](#)

[Contracts For Oct. 3, 2022](#)

[Contracts For Sept. 30, 2022](#)

SEARCH CONTRACTS

Search Contracts 

Advanced 

Search

PRESS PRODUCTS

Today in DOD

Contract Awards – October 4, Defense.gov

- Northrop Grumman Systems Corporation, Herndon, Virginia, was awarded a \$69,818,701 **modification** (P00039) to contract W911S0-18-C-0004 to provide mission support for the planning, coordination and execution of exercises conducted by the U.S. Army's Mission Command Training Program.

Deciphering the PIID

- Unique identifier
- 20 year – uniqueness
- Assigned to all contracts
- Related to solicitations

DODAAC/UIC – FY – Type – Counter
From Defense.gov Contracts for
October 4, 2022
W911S0-18-C-0004

W911S0-18-C-0004
W911S0 – UIC/DODAAC (Contracting Office)
18 – FY of funds
C – Type of contract
0004 – counter

Current solicitation

36C776-23-Q-0007
36C776 – Buying Office
23 – Fiscal Year (current)
Q – RFQ
0007 - Counter

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General Approaches

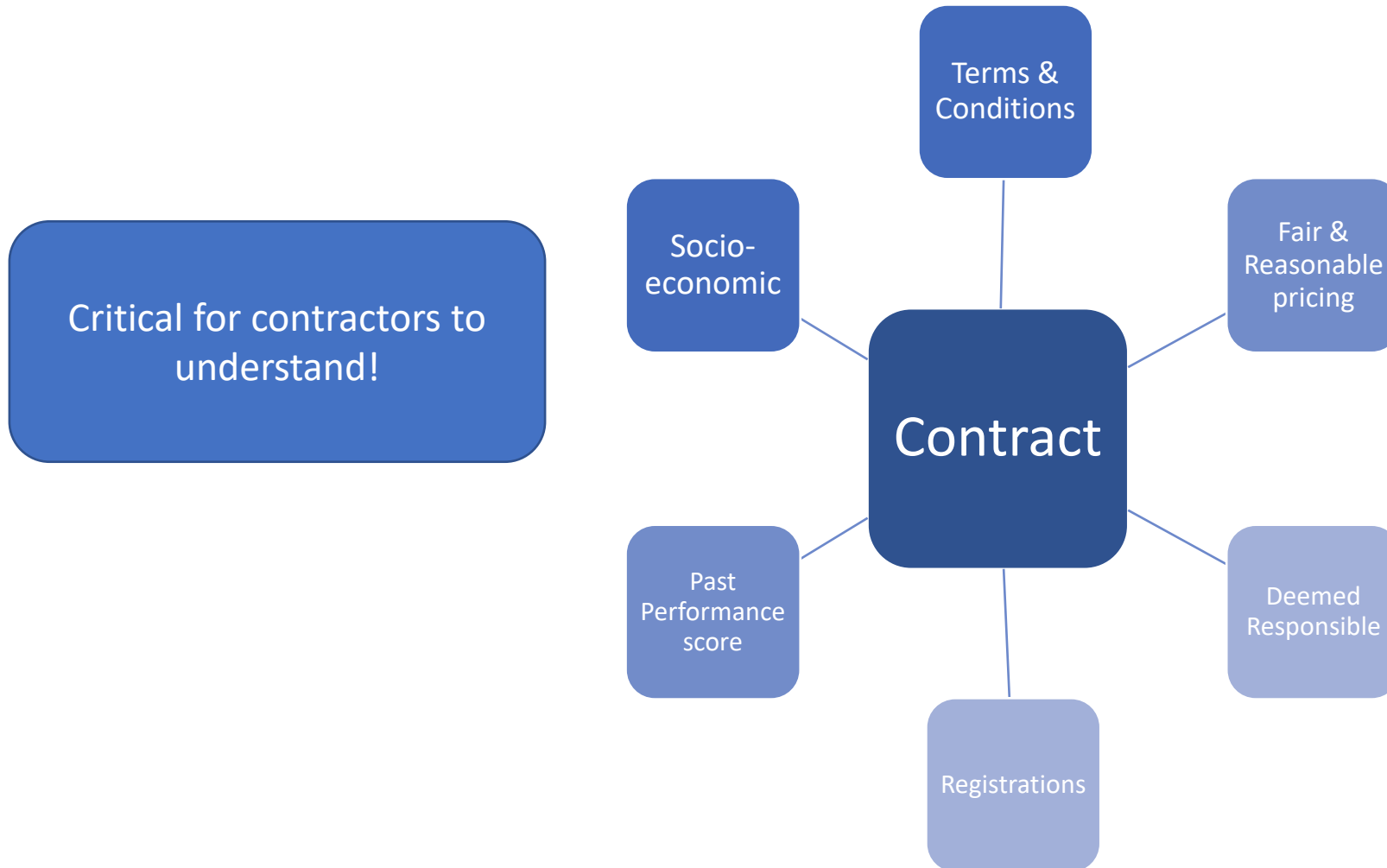


W911S0 – historical look

NAICS	NAICS Description	Count of NAICS	Sum of Action Obligation (\$)
336611	SHIP BUILDING AND REPAIRING	3837	\$ 467,920,331.34
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	3010	\$ 1,754,171,654.79
561612	SECURITY GUARDS AND PATROL SERVICES	2606	\$ 1,453,618,720.07
611630	LANGUAGE SCHOOLS	2374	\$ 184,961,328.58
517110	WIRED TELECOMMUNICATIONS CARRIERS	1536	\$ 861,602,697.51
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	1381	\$ 678,970,450.11
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	1120	\$ 253,654,331.02
541519	OTHER COMPUTER RELATED SERVICES	942	\$ 890,482,334.13
334111	ELECTRONIC COMPUTER MANUFACTURING	858	\$ 248,902,923.32
541512	COMPUTER SYSTEMS DESIGN SERVICES	853	\$ 301,878,117.57
Grand Total		18517	\$ 7,096,162,888.44

https://www.fpds.gov/ezsearch/fpdsportal?q=++CONTRACTING_OFFICE_ID%253A%22w911s0%22

Award Criteria



SBA – Goals (FY-22)

FUNDING DEPARTMENT NAME	Prime Contract Small Business Goals	Prime Small Disadvantaged Business Goal	Prime Service-Disabled Veteran-Owned Small Business Goal	Prime Women Owned Small Business Goal	Prime HUBZone Small Business Goal	Subcontract Small Business Goals	Subcontract Small Disadvantaged Business Goal	Subcontract Service-Disabled Veteran-Owned Small Business Goal	Subcontract Women Owned Small Business Goal	Subcontract HUBZone Small Business Goal
DEPT OF DEFENSE (9700)	22.50%	9.50%	3%	5%	3%	32.25%	5%	3%	5%	3%
ENERGY, DEPARTMENT OF (8900)	5.19%	5.00%	3%	5%	3%	49.00%	5%	3%	5%	3%
HEALTH AND HUMAN SERVICES, DEPARTMENT OF (7500)	22.85%	13.08%	3%	5%	3%	32.50%	5%	3%	5%	3%
VETERANS AFFAIRS, DEPARTMENT OF (3600)	26.94%	10.20%	3%	5%	3%	17.50%	5%	3%	5%	3%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (8000)	15.75%	8.20%	3%	5%	3%	35.50%	5%	3%	5%	3%
HOMELAND SECURITY, DEPARTMENT OF (7000)	34.50%	17.00%	3%	5%	3%	43.00%	5%	3%	5%	3%
GENERAL SERVICES ADMINISTRATION (4700)	34.00%	21.00%	3%	5%	3%	22.00%	5%	3%	5%	3%
AGRICULTURE, DEPARTMENT OF (1200)	47.00%	21.50%	3%	5%	3%	21.00%	5%	3%	5%	3%
JUSTICE, DEPARTMENT OF (1500)	31.03%	15.00%	3%	5%	3%	40.00%	5%	3%	5%	3%
INTERIOR, DEPARTMENT OF THE (1400)	45.00%	28.00%	3%	5%	3%	44.00%	5%	3%	5%	3%
STATE, DEPARTMENT OF (1900)	28.00%	21.00%	3%	5%	3%	42.00%	5%	3%	5%	3%
COMMERCE, DEPARTMENT OF (1300)	39.00%	19.00%	3%	5%	3%	30.00%	5%	3%	5%	3%
TREASURY, DEPARTMENT OF THE (2000)	39.00%	10.00%	3%	5%	3%	25.00%	5%	3%	5%	3%
TRANSPORTATION, DEPARTMENT OF (6900)	34.00%	20.00%	3%	5%	3%	46.00%	5%	3%	5%	3%
OFFICE OF PERSONNEL MANAGEMENT (2400)	42.00%	29.30%	3%	5%	3%	25.00%	5%	3%	5%	3%
LABOR, DEPARTMENT OF (1600)	37.80%	28.00%	3%	5%	3%	60.00%	5%	3%	5%	3%
ENVIRONMENTAL PROTECTION AGENCY (6800)	39.50%	17.80%	3%	5%	3%	56.00%	5%	3%	5%	3%
EDUCATION, DEPARTMENT OF (9100)	14.00%	8.25%	3%	5%	3%	37.00%	5%	3%	5%	3%
HOUSING AND URBAN DEVELOPMENT, DEPARTMENT OF (8600)	6.00%	6.00%	3%	5%	3%	28.00%	5%	3%	5%	3%
SOCIAL SECURITY ADMINISTRATION (2800)	26.00%	9.30%	3%	5%	3%	50.00%	5%	3%	5%	3%
AGENCY FOR INTERNATIONAL DEVELOPMENT (7200)	12.50%	7.40%	3%	5%	3%	16.00%	5%	3%	5%	3%
NATIONAL SCIENCE FOUNDATION (4900)	18.00%	10.70%	3%	5%	3%	25.00%	5%	3%	5%	3%
NUCLEAR REGULATORY COMMISSION (3100)	40.20%	27.00%	3%	5%	3%	40.00%	5%	3%	5%	3%
SMALL BUSINESS ADMINISTRATION (7300)	65.00%	55.00%	3%	5%	3%	39.00%	5%	3%	5%	3%

https://www.sba.gov/sites/default/files/2022-04/FY22FinalGoals_ALLWEB-508.pdf

SBA – Goals (FY-22)

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https://www.sba.gov/sites/default/files/2022-04/FY22FinalGoals_ALLWEB-508.pdf

Responsibility (FAR part 9.103 Policy)

- (a) Purchases shall be made from, and contracts shall be awarded to, *responsible prospective contractors* only.
- (b) No purchase or award shall be made unless the contracting officer makes an affirmative determination of responsibility. In the absence of information clearly indicating that the prospective contractor is responsible, the contracting officer shall make a determination of nonresponsibility.

Who is (are) the customers – ?

- Department of Defense
- Air Force, Army, Navy, Marine Corps

DoD Acquisition total: FY-21

\$298,184,390,360.06

What does this mean?

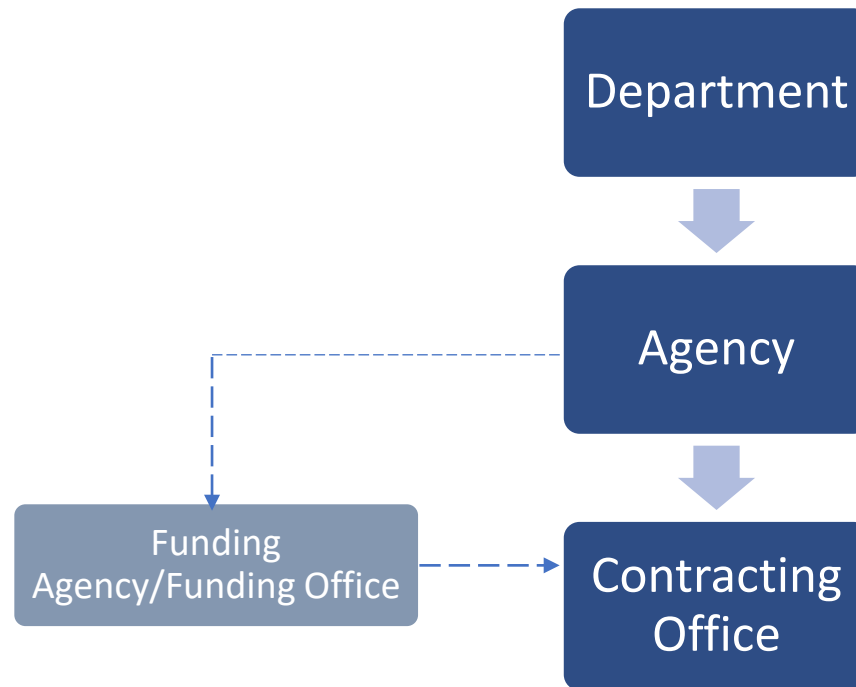
DoD Agencies (24) totals

DEFENSE ADVANCED RESEARCH PROJECTS AGENCY (DARPA)	\$	1,356,644,824.12
DEFENSE COMMISSARY AGENCY (DECA)	\$	298,978,552.21
DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA)	\$	53,297,308.33
DEFENSE COUNTERINTELLIGENCE AND SECURITY AGENCY	\$	448,619,773.17
DEFENSE FINANCE AND ACCOUNTING SERVICE (DFAS)	\$	247,316,246.34
DEFENSE HEALTH AGENCY (DHA)	\$	14,897,184,248.04
DEFENSE HUMAN RESOURCES ACTIVITY	\$	218,721,768.87
DEFENSE INFORMATION SYSTEMS AGENCY (DISA)	\$	4,273,227,491.45
DEFENSE LOGISTICS AGENCY	\$	24,193,801,399.31
DEFENSE MEDIA ACTIVITY (DMA)	\$	109,939,479.34
DEFENSE MICROELECTRONICS ACTIVITY (DMEA)	\$	914,048,093.92
DEFENSE THREAT REDUCTION AGENCY (DTRA)	\$	639,065,732.76
DEPT OF DEFENSE EDUCATION ACTIVITY (DODEA)	\$	219,840,307.45
DEPT OF THE AIR FORCE	\$	58,245,817,277.83
DEPT OF THE ARMY	\$	77,243,455,726.48
DEPT OF THE NAVY	\$	99,126,575,094.00
INSPECTOR GENERAL, OFFICE OF	\$	349,085.73
MISSILE DEFENSE AGENCY (MDA)	\$	6,882,527,302.02
SPACE DEVELOPMENT AGENCY	\$	73,063,075.78
U.S. CYBER COMMAND	\$	55,745,164.03
U.S. SPECIAL OPERATIONS COMMAND (USSOCOM)	\$	3,368,678,229.19
UNIFORMED SERVICES UNIVERSITY OF THE HEALTH SCIENCES (USUHS)	\$	19,408,604.81
USTRANSCOM	\$	3,646,726,261.87
WASHINGTON HEADQUARTERS SERVICES (WHS)	\$	1,651,359,313.01
Grand Total	\$	298,184,390,360.06

Contracting Offices

Contracting Offices <input type="button" value="▼"/>	Count of Contracting Offices (DoD Other)	Sum of Dollars Obligated	Sum of Dollars Obligated2
DoD	1232	\$ 298,184,390,360.06	61.00%
Other	1891	\$ 190,608,084,064.27	39.00%
Grand Total	3123	\$ 488,792,474,424.33	100.00%

General Hierarchy



Buying Office (Contracting Office ID)



Contracting Department Name	Contracting Department	Contracting Agency Name	Contracting Agency	Contracting Office Name	Contracting Office	Dollars Obligated
DEPT OF DEFENSE	9700	DEPT OF THE AIR FORCE	5700	FA9422 AFNWC PZ	FA9422	\$6,980,766.23
DEPT OF DEFENSE	9700	DEPT OF THE AIR FORCE	5700	FA9451 AFRL RDK	FA9451	\$168,138,914.58
DEPT OF DEFENSE	9700	DEPT OF THE AIR FORCE	5700	FA9453 AFRL RVK	FA9453	\$205,126,613.92
DEPT OF DEFENSE	9700	DEPT OF THE AIR FORCE	5700	FA9550 AFRL AFOSR	FA9550	\$18,914,788.98
DEPT OF DEFENSE	9700	DEPT OF THE ARMY	2100	0408 AQ HQ CONTRACT	W56KGZ	\$60,310,889.53
DEPT OF DEFENSE	9700	DEPT OF THE ARMY	2100	0408 AQ HQ CONTRACT	W912D2	\$16,902,462.59
DEPT OF DEFENSE	9700	DEPT OF THE ARMY	2100	0409 AQ HQ CONTRACT	W564KV	\$322,278,057.06
DEPT OF DEFENSE	9700	DEPT OF THE ARMY	2100	0409 AQ HQ CONTRACT	W912PB	\$121,236,450.56
DEPT OF DEFENSE	9700	DEPT OF THE ARMY	2100	0409 AQ HQ CONTRACT	W912SR	\$2,357,150.22

General Information Structure

Organizational Element	ID
Department	Department ID
Agency	Agency ID
Contracting Office	Contracting Office ID
Funding Agency	Funding Agency ID
Funding Office	Funding Office ID

Organizational Information Structure

Organizational Element	ID
Department	Department ID
Agency	Agency ID
Contracting Office	Contracting Office ID
Funding Agency	Funding Agency ID
Funding Office	Funding Office ID

The value of the ID

Contracting Office Name	Contracting Off
FA9422 AFNWC PZ	FA9422
FA9451 AFRL RDK	FA9451
FA9453 AFRL RVK	FA9453
FA9550 AFRL AFOSR	FA9550
0408 AQ HQ CONTRACT	W56KGZ
0408 AQ HQ CONTRACT	W912D2
0409 AQ HQ CONTRACT	W564KV
0409 AQ HQ CONTRACT	W912PB
0409 AQ HQ CONTRACT	W912SR

The ID makes conducting queries much easier and much more accurate.

Acquisition “codes”- NAICS v. PSC

- The contracting officer shall determine the appropriate NAICS code by classifying the product or service being acquired in the one industry that best describes the principal purpose of the supply or service being acquired. FAR 19.102 (b) NAICS used in the contract does not have to match a business’ NAICS in SAM
- The Product and Service Codes (PSC) Manual provides codes to describe products, services, and research and development (R&D) purchased by the federal government. These codes indicate “WHAT” was bought for each contract action reported in the Federal Procurement Data System (FPDS).

Understand the data

NAICS Code 	NAICS Description	Product or Service Code	Product or Service Description	Number of Offers Received	Dollars Obligated	Number of Actions
111110	SOYBEAN FARMING	8550	IN VITRO DIAGNOSTIC SUBSTANCES, REAGENTS, TEST KITS AND SETS	3	\$45,000.00	3
111110	SOYBEAN FARMING	8720	CAMERAS, STILL PICTURE	3	\$191.00	1
111110	SOYBEAN FARMING	7050	INFORMATION TECHNOLOGY COMPONENTS	5	(\$2,481.91)	1
111110	SOYBEAN FARMING	7380	SETS, KITS, OUTFITS AND MODULES, FOOD PREPERATION AND SERVING		\$0.00	1
111110	SOYBEAN FARMING	7510	OFFICE SUPPLIES	1	\$11,290.00	1
111110	SOYBEAN FARMING	7810	ATHLETIC AND SPORTING EQUIPMENT	11	\$0.00	1
111110	SOYBEAN FARMING	8730	SEEDS AND NURSERY STOCK	8	\$121,144.00	1
111110	SOYBEAN FARMING	8940	SPECIAL DIETARY FOODS AND FOOD SPECIALTY PREPARATIONS		\$9,279.76	2
111110	SOYBEAN FARMING	F009	NATURAL RESOURCES/CONSERVATION- SEED COLLECTION/PRODUCTION	1	\$16,720.88	2
111110	SOYBEAN FARMING	F108	ENVIRONMENTAL SYSTEMS PROTECTION- ENVIRONMENTAL REMEDIATION	1	(\$28,728.00)	1
111110	SOYBEAN FARMING	J023	MAINT/REPAIR/REBUILD OF EQUIPMENT- GROUND EFFECT VEHICLES, MOTOR VEHICLES, TRAILERS, AND CYCLES		\$0.00	1
111110	SOYBEAN FARMING	R701	SUPPORT- MANAGEMENT: ADVERTISING	1	\$209,998.00	2
111110	SOYBEAN FARMING	S201	HOUSEKEEPING- CUSTODIAL JANITORIAL		\$0.00	1
111110	SOYBEAN FARMING	U005	EDUCATION/TRAINING- TUITION/REGISTRATION/MEMBERSHIP FEES	1	\$10,190.00	1
111110	SOYBEAN FARMING	V999	TRANSPORTATION/TRAVEL/RELOCATION- OTHER: OTHER		\$0.00	1



Contracting Officers PSC 8730 (# = 81)

MWR MIDWEST REGION(80000)	111421	8730	SEEDS AND NURSERY STOCK	\$0.00	1
NATIONAL CEMETERY ADMIN (38C788)	111421	8730	SEEDS AND NURSERY STOCK	\$133,298.50	7
NATIONAL CEMETERY ADMIN (38C788)	111998	8730	SEEDS AND NURSERY STOCK	\$22,035.20	1
NATIONAL CEMETERY ADMIN (38C788)	339999	8730	SEEDS AND NURSERY STOCK	\$95,811.38	6
NATIONAL CEMETERY ADMIN (38C788)	444130	8730	SEEDS AND NURSERY STOCK	\$165,888.00	1
NATIONAL CEMETERY ADMIN (38C788)	484220	8730	SEEDS AND NURSERY STOCK	\$4,000.00	1
NATIONAL CEMETERY ADMIN (38C788)	561730	8730	SEEDS AND NURSERY STOCK	\$7,270.40	2
NATIONAL INTERAGENCY FIRE CENTER	111998	8730	SEEDS AND NURSERY STOCK	\$4,721,662.12	47
NATIONAL INTERAGENCY FIRE CENTER	113210	8730	SEEDS AND NURSERY STOCK	\$6,517,550.10	59
NATIONAL OPERATIONS CENTER	111998	8730	SEEDS AND NURSERY STOCK	\$0.00	3
NCR REGIONAL CONTRACTING(30000)	561730	8730	SEEDS AND NURSERY STOCK	\$18,900.00	1
NGA PROCUREMENT CONTRACTS	111421	8730	SEEDS AND NURSERY STOCK	\$7,500.00	1
OREGON STATE OFFICE	115310	8730	SEEDS AND NURSERY STOCK	\$302,974.15	3
PWR PORE MABO (84000)	115112	8730	SEEDS AND NURSERY STOCK	\$23,982.97	1
ROGUE RIVER-SISKIYOU NATL FOREST	113210	8730	SEEDS AND NURSERY STOCK	(\$30,483.79)	1
SF SMITHSONIAN FACILITIES	334512	8730	SEEDS AND NURSERY STOCK	\$8,950.00	1
SF SMITHSONIAN FACILITIES	424910	8730	SEEDS AND NURSERY STOCK	\$28,965.43	2
SF SMITHSONIAN FACILITIES	424930	8730	SEEDS AND NURSERY STOCK	\$52,026.63	3

Departments for NAICS 488XXX

Row Labels	Sum of Dollars Obligated
DEPT OF DEFENSE	\$ 4,917,706,765.20
TRANSPORTATION, DEPARTMENT OF	\$ 296,264,315.25
HOMELAND SECURITY, DEPARTMENT OF	\$ 242,570,838.36
STATE, DEPARTMENT OF	\$ 217,786,569.94
GENERAL SERVICES ADMINISTRATION	\$ 52,845,894.77
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$ 36,357,426.95
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	\$ 22,491,089.80
JUSTICE, DEPARTMENT OF	\$ 18,952,237.26
AGRICULTURE, DEPARTMENT OF	\$ 18,108,455.72
ENERGY, DEPARTMENT OF	\$ 7,301,812.04
INTERIOR, DEPARTMENT OF THE	\$ 6,210,090.61
COMMERCE, DEPARTMENT OF	\$ 4,161,600.18
VETERANS AFFAIRS, DEPARTMENT OF	\$ 167,335.34
NATIONAL GALLERY OF ART	\$ 90,720.00
TREASURY, DEPARTMENT OF THE	\$ 76,879.08
SMITHSONIAN INSTITUTION	\$ 65,771.85
SECURITIES AND EXCHANGE COMMISSION	\$ 43,870.00
GOVERNMENT ACCOUNTABILITY OFFICE	\$ 37,000.00
FEDERAL MINE SAFETY AND HEALTH REVIEW COMMISSION	\$ 35,486.65
ENVIRONMENTAL PROTECTION AGENCY	\$ 25,000.00
NATIONAL TRANSPORTATION SAFETY BOARD	\$ 5,925.00
UNITED STATES AGENCY FOR GLOBAL MEDIA, BBG	\$ (0.80)
AGENCY FOR INTERNATIONAL DEVELOPMENT	\$ (1,468,738.61)
Grand Total	5839836345

NAICS: 488XXX = 488000 – 488999 FY 20

naics 488 band fy 20

Contracting Offices for NAICS 488XXX

Row Labels		Sum of Dollars Obligated
USTRANSCOM-AQ	\$	580,682,508.33
W6QM MICC-FT RUCKER	\$	557,789,924.48
W6QK ACC-RSA	\$	513,759,330.81
DCMA AIMO ST AUGUSTINE	\$	436,611,181.55
NAVAL AIR WARFARE CENTER AIR DIV	\$	391,997,964.58
FA4890 HQ ACC AMIC	\$	294,469,251.24
NAVAL AIR SYSTEMS COMMAND	\$	229,031,150.08
ACQUISITIONS - AQM MOMENTUM	\$	203,669,494.99
FA8106 AFLCMC WLK	\$	190,699,115.08
FA8726 AFLCMC HNK C3IN	\$	184,990,745.95
Grand Total	\$	3,583,700,667.09

633
Offices

NAICS: 488XXX = 488000 – 488999 FY 20

naics 488 band fy 20 w KO

Subsector perspective

NAICS Code	NAICS Description	Sum of Number of Actions
488111	AIR TRAFFIC CONTROL	42
488119	OTHER AIRPORT OPERATIONS	104
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	2,184
488210	SUPPORT ACTIVITIES FOR RAIL TRANSPORTATION	41
488310	PORT AND HARBOR OPERATIONS	804
488320	MARINE CARGO HANDLING	21,353
488330	NAVIGATIONAL SERVICES TO SHIPPING	319
488390	OTHER SUPPORT ACTIVITIES FOR WATER TRANSPORTATION	173
488410	MOTOR VEHICLE TOWING	29
488490	OTHER SUPPORT ACTIVITIES FOR ROAD TRANSPORTATION	98
488510	FREIGHT TRANSPORTATION ARRANGEMENT	513,535
488991	PACKING AND CRATING	455
488999	ALL OTHER SUPPORT ACTIVITIES FOR TRANSPORTATION	58,196
Grand Total		597,333




NAICS: Sector (2) > Subsector (3) > Code (6) – 1,055 Codes

Notice Type

- RFP v. RFQ
- Contract (in general terms) –
 - Offer, acceptance, consideration, legal purpose, capacity
 - Proposal typically is an offer and therefore can be accepted to form a contract
- In contrast, a response to a RFQ is different
 - (a) A quotation is not an offer and, consequently, cannot be accepted by the Government to form a binding contract. Therefore, issuance by the Government of an order in response to a supplier's quotation does not establish a contract. The order is an offer by the Government to the supplier to buy certain supplies or services upon specified terms and conditions. A contract is established when the supplier accepts the offer. FAR 13.004

NSN: 5240-01-4335455

Click on Solicitation number to view document.

#	NSN/Part Number	Nomenclature	Technical Documents	Solicitation	RFQ/Quote Status	Purchase Request	Issued	Return By
1	5340-01-433-5455	BRACKET, MOUNTING	 Tech Docs	SPE7L3-22-T-451F » Package View 	 Open Quote	0093734240 QTY: 555	04-07-2022	04-18-2022



Purchasing Frequency

Name: Bracket, Mounting

NSN: 5240-01-4335455

SBSA: No

Rated Order: DO-C9

Delivery: 161 Days ARO

23 Different Awardees; 6/1/97

Award Dt	Days Between	ReportedTotal
03/22/2022	152	\$ 3,339.00
10/21/2021	288	\$ 29,850.00
01/06/2021	34	\$ 29,850.00
12/03/2020	43	\$ 4,287.05
10/21/2020	658	\$ 3,339.00
01/02/2019	1360	\$ 29,850.00
04/13/2015	27	\$ 4,260.00
03/17/2015	20	
02/25/2015	245	\$ 3,250.00
06/25/2014	469	\$ 4,186.00
03/13/2013	0	\$ 29,850.00
03/13/2013	280	\$ 29,850.00
06/06/2012	280	\$ 10,780.00
08/31/2011	0	\$ 3,541.46
08/31/2011	29	\$ 1,480.32
08/02/2011	698	\$ 986.88
09/03/2009	0	\$ 2,120.75
09/03/2009	552	\$ 2,395.20
02/29/2008	0	\$ 16,600.00
02/29/2008	0	\$ 10,400.00
02/29/2008	0	\$ 33,800.00
02/29/2008	392	\$ 33,800.00
02/02/2007	2	\$ 19,718.56
01/31/2007	0	\$ 5,800.00
01/31/2007	236	\$ 13,920.00

Partial
award
listing

Typical DLA RFQ

REQUEST FOR QUOTATIONS		THIS RFQ <input type="checkbox"/> IS <input checked="" type="checkbox"/> IS NOT A SMALL BUSINESS SET-ASIDE		PAGE 1 OF 24 PAGES
1. REQUEST NO. SPE7L3-22-T-451F	2. DATE ISSUED 2022 APR 07	3. REQUISITION/PURCHASE REQUEST NO. 0093734240	4. CERT. FOR NAT. DEF. UNDER BDSA REG. 2 AND/OR DMS REG. 1	RATING DO-C9
5. ISSUED BY DLA LAND AND MARITIME LAND SUPPLIER OPNS VEHICLE SPT PO BOX 3990 COLUMBUS OH 43218-3990 USA Name: Lisa Keyser Vega Buyer Code: PLCLG02 Tel: 614-692-8172 Email: Lisa.KeyserVega@dla.mil			6. DELIVER BY (Date) 161 DAYS ADO	
			7. DELIVERY <input type="checkbox"/> FOB DESTINATION <input checked="" type="checkbox"/> OTHER (See Schedule)	
			9. DESTINATION	
			a. NAME OF CONSIGNEE	

MASTER SOLICITATION

THIS SOLICITATION INCORPORATES THE TERMS AND CONDITIONS SET FORTH IN THE DLA MASTER SOLICITATION FOR AUTOMATED SIMPLIFIED ACQUISITIONS REVISION 84 (JANUARY 10, 2022) WHICH CAN BE FOUND ON THE WEB AT:
https://www.dla.mil/Portals/104/Documents/J7Acquisition/MasterSolicitation4ASAcqRev-84_January-10-2022.pdf

This solicitation incorporates technical/quality requirements ('R' or 'I' number in section B). The full text is in the DLA Technical and Quality Master List of Requirements at:
<http://www.dla.mil/HQ/Acquisition/Offers/eprocurement.aspx> The revision of the TQ Master in effect on the award date controls.

→ **Current DLA Master Solicitation for Automated Simplified Acquisitions Rev-88**
 Updated August 23, 2022

The importance of contract type

ACF OFFICE OF GOVERNMENT CONTRACTING SERVICES

Contracting Office ID	Award or IDV Type	Dollars Obligated	Number of Actions	% \$	% Actions
75ACF1	BPA	\$0.00	2	0%	1%
75ACF1	BPA CALL	\$987,747.46	3	0%	1%
75ACF1	DEFINITIVE CONTRACT	\$1,973,627,129.68	130	70%	65%
75ACF1	DELIVERY ORDER	\$25,117,031.17	21	1%	10%
75ACF1	IDC	\$0.00	1	0%	0%
75ACF1	PURCHASE ORDER	\$810,278,437.79	44	29%	22%
		\$2,810,010,346.10	201	100%	100%

October - June

July - September

ACF OFFICE OF GOVERNMENT CONTRACTING SERVICES

Contracting Office ID	Award or IDV Type	Dollars Obligated	Number of Actions	% \$	% Actions
75ACF1	BPA	\$0.00	8	0%	7%
75ACF1	BPA CALL	\$287,041.08	1	0%	1%
75ACF1	DEFINITIVE CONTRACT	\$822,802,653.22	49	81%	46%
75ACF1	DELIVERY ORDER	\$39,458,068.30	37	4%	35%
75ACF1	IDC	\$0.00	2	0%	2%
75ACF1	PURCHASE ORDER	\$155,392,982.13	10	15%	9%
		\$1,017,940,744.73	107	100%	100%

Understand – How the customer buys

DEPARTMENT OF HEALTH AND HUMAN SERVICES

Contracting Department ID	Award or IDV Type	Dollars Obligated	Percent
7500	BOA	\$0.00	0%
7500	BPA	\$16,664.40	0%
7500	BPA CALL	\$1,187,477,354.29	3%
7500	DEFINITIVE CONTRACT	\$15,359,362,835.46	44%
7500	DELIVERY ORDER	\$11,821,719,005.03	34%
7500	GWAC	\$1,500.00	0%
7500	IDC	\$4,496,287,839.63	13%
7500	PURCHASE ORDER	\$2,084,754,406.82	6%
		\$34,949,619,605.63	100%

Department

Contracting Office 75ACF1

ACF OFFICE OF GOVERNMENT CONTRACTING SERVICES

Contracting Office ID	Award or IDV Type	Dollars Obligated	Number of Actions	% \$	% Actions
75ACF1	BPA	\$0.00	11	0%	3%
75ACF1	BPA CALL	\$1,274,788.54	4	0%	1%
75ACF1	DEFINITIVE CONTRACT	\$2,803,046,717.00	186	72%	57%
75ACF1	DELIVERY ORDER	\$72,261,321.67	60	2%	18%
75ACF1	IDC	\$0.00	3	0%	1%
75ACF1	PURCHASE ORDER	\$991,519,532.72	62	26%	19%
		\$3,868,102,359.93	326	100%	100%

Award type/number – shift – KO 75ACF1

ACF OFFICE OF GOVERNMENT CONTRACTING SERVICES					
Contracting Office ID	Award or IDV Type	Dollars Obligated	Number of Actions	% \$	\$ Actions
75ACF1	BPA	\$0.00	2	0%	1%
75ACF1	BPA CALL	\$987,747.46	3	0%	1%
75ACF1	DEFINITIVE CONTRACT	\$1,973,627,129.68	130	70%	65%
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		\$2,810,010,346.10	201	100%	100%

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		\$1,017,940,744.73	107	100%	100%

Business Preparations – review items

- SAM – review update – clauses, representations as needed**
- Read/review **new FAR clauses**:
 - 52.204-24; 52.204-25 - August 13, 2020
 - These require representations of compliance
- Cybersecurity – programs/processes
- DSBS – review and update as needed
- Capabilities Statement – tailor
- Connect with supply chain (upstream & downstream)
- Connect with banks/others as needed – keep in the loop – able to act!

Preparations - commercial

- Check in with suppliers
 - Determine operating status
 - Limitations
 - Delays
 - Ability to support/respond
- Loans – finances
- Terms – Regulations
 - FOB | Inspection | Acceptance

Connect with WPI

WPI! – we are
your go-to
resource for

