

Federal Market

purchasing methods

Once you understand the ways the federal government buys, you can determine the best way for your organization to start selling to federal customers.

1. Micro-purchases



Credit card purchases.

73M+ transactions annually
\$28B+ spent annually

Anyone that accepts credit cards is eligible to sell to the federal government.

2. Simplified Acquisition Procedures (SAP)



Purchase orders.

957k+ transactions annually
\$25B+ spent annually

If you know your federal buyers and they know you, they can issue with phone call or email.

3. Stand-Alone Definitive Contracts



Requests for Proposal | sam.gov

33k+ transactions annually
\$72B+ spent annually

If you have federal past performance and agency relationship, you can compete.

4. Ongoing, Long-Term Contracts (IDIQ)



Indefinite Delivery, Indefinite Quantity Contracts.

5M+ transactions annually
\$500B spent annually

Next-level opportunities for well-established federal suppliers.

Start by targeting federal clients with small orders.



Establish your brand and ability to perform on time and on budget.



Leverage what you learn about how your federal customer does business to plan your growth strategy and identify larger opportunities to pursue early in the process.



Once you are trusted and established, your federal customer will collaborate with you regarding methods to increase your award capacity through the use of preferred contracting vehicles. You are now a "Preferred Vendor" within the agency.

