

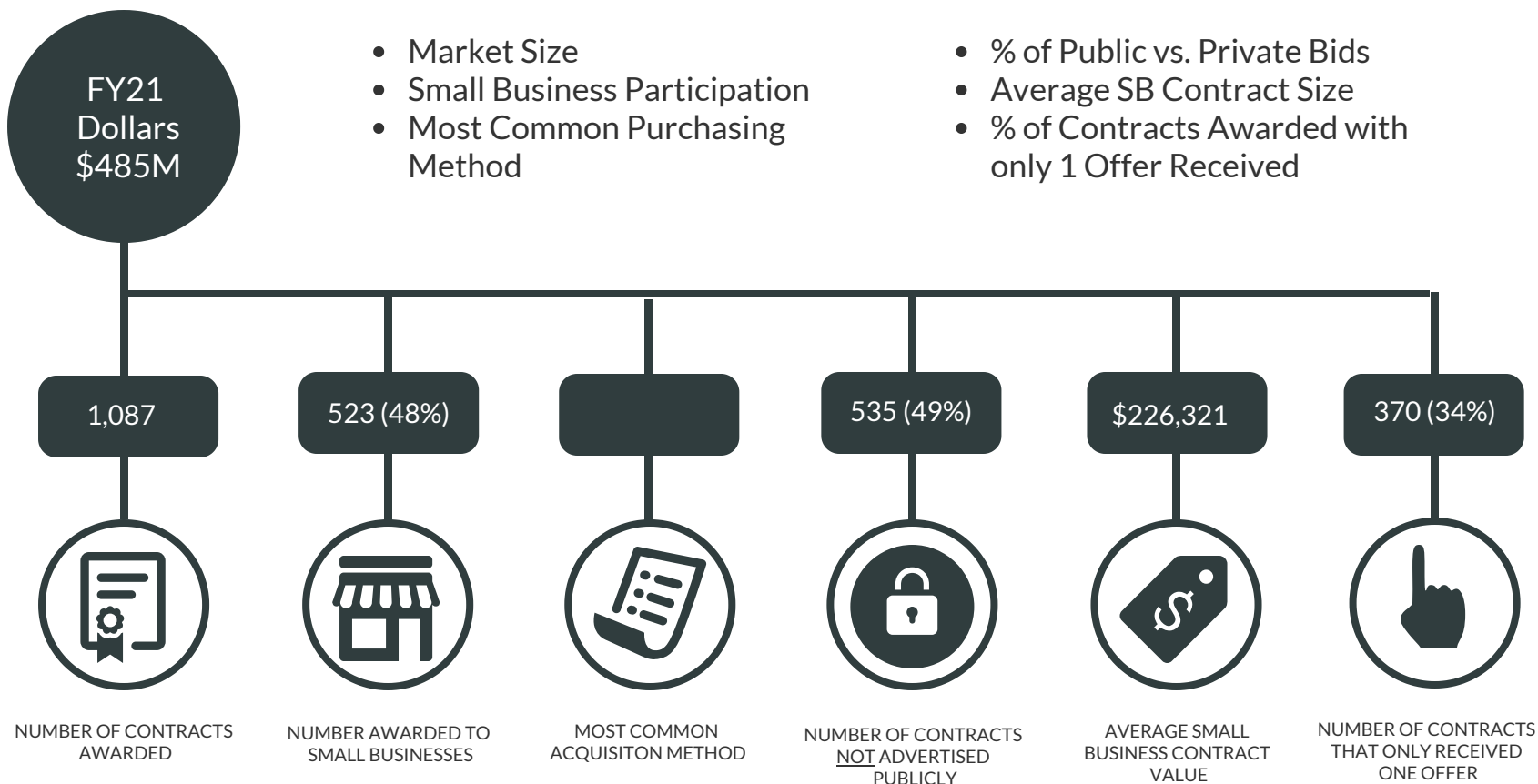
## Engineering Services - Army Corps of Engineers

updated 11.18.2021

This report provides an overview of DHS spending based on NAICS 541330 (Engineering Services)

The icons below provide key data indicators about aspects of this federal market dataset, including:

- Market Size
- Small Business Participation
- Most Common Purchasing Method
- % of Public vs. Private Bids
- Average SB Contract Size
- % of Contracts Awarded with only 1 Offer Received



## MARKET:

Between October 1st 2020 and September 30th, 2021, ACE awarded approximately \$485M in federal engineering contracts to 305 businesses (including 179 small businesses).

These purchases were executed by 175 federal buyers across 42 divisions within the Army Corps of Engineers.

## STRATEGY:

Step 1 - Research Your Market...it all starts here.

Who Buys? | Who Sells? | How Do They Buy? | How Often?

Step 2 - Optimize Federal and Commercial Foundation

Accept Credit Cards | Check Codes | Narrative and Keywords | Google

Step 3 - Create / Update Capabilities Statement

Add Images | Core Competencies | Differentiators | Key Data

Step 4 - Develop Your Marketing Strategy

Engage Effectively | Make a Good 1st Impression | Build Relationships

Step 5 - Schedule Capabilities Briefings

Create Awareness | Sell Your Company | Fill Their Needs

# FEDERAL MARKET REPORT

Want more insight?

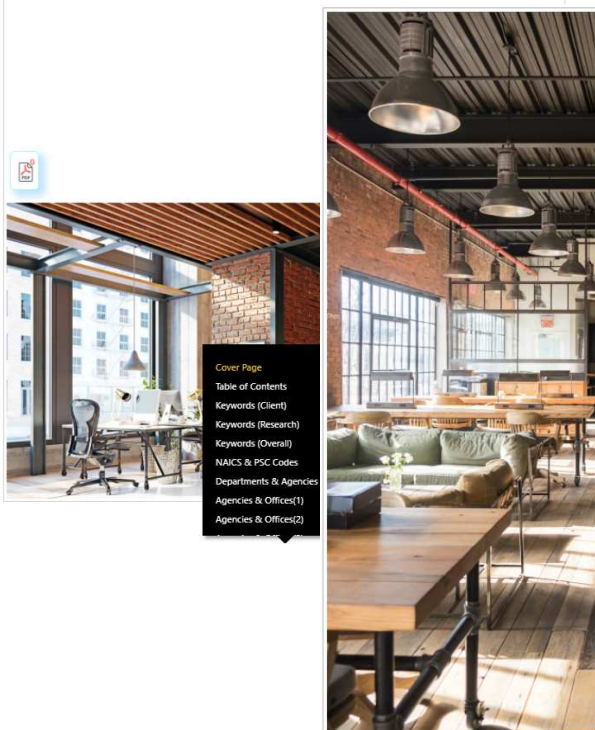
Order the SBDC Federal Market Analysis Report - your edge for targeting and winning.



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## Federal Market Analysis Report

Presented by: Small Business Development Group



- Cover Page
- Table of Contents
- Keywords (Client)
- Keywords (Research)
- Keywords (Overall)
- NAICS & PSC Codes
- Departments & Agencies
- Agencies & Offices(1)
- Agencies & Offices(2)

### Federal Market Analysis

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#### RESEARCH METHODOLOGY

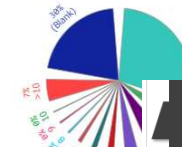
#### DATA EXPLANATION

- Fiscal Year
- Level 1 Research: Keywords Used
- Level 2 Research: NAICS & PSC Codes

### TOTAL MARKET: Competition Information

The following table and graph shows the amount of offers received anytime a contract in your 1st level targeting criteria was put out for bid.

Offers	#	%
1	354	41%
2	45	5%
3	55	6%
4	35	4%
5	18	2%
6	14	2%
7	10	1%
8	5	1%
9	4	0%
10	2	0%
>10	60	7%
(Blank)	257	30%



The following table shows if the contracts were posted in beta.sam.gov before being awarded.

Was It Posted in SAM?	Award	Value
YES	390	\$437,104
NOT APPLICABLE	163	\$107,651
NO	136	\$116,892
(Blank)	180	\$165,687
<b>Grand Total</b>	<b>859</b>	<b>\$848,695</b>

The following table shows the way in which the contracts in your 1st level were competed.

How Was The Contract Competed?	Award
COMPLETED UNDER SAP	11
FULL AND OPEN COMPETITION	465
FULL AND OPEN COMPETITION AFTER EXCLUSION OF SOURCES	139
NOT AVAILABLE FOR COMPETITION	66
NOT COMPLETED	54
NOT COMPLETED UNDER SAP	68
<b>Grand Total</b>	<b>859</b>

The following table shows the list of reasons that were coded when they choose not to compete a contract on the full and open market.

Reason Not Competed	Award
NOT AVAILABLE FOR COMPETITION	66
AUTHORIZED BY STATUTE (FAR 6.302-5(A)(2)(I))	66
NOT COMPLETED	54
FOLLOW-ON CONTRACT (FAR 6.302-1(A)(2)(I)(II))	1
MOBILIZATION, ESSENTIAL R&D (FAR 6.302-3)	1
ONLY ONE SOURCE-OTHER (FAR 6.302-1 OTHER)	41
UNIQUE SOURCE (FAR 6.302-1(B)(1)(I))	5
URGENCY (FAR 6.302-2)	6
NOT COMPLETED UNDER SAP	68
AUTHORIZED BY STATUTE (FAR 6.302-5(A)(2)(I))	7
LESS THAN OR EQUAL TO THE MICRO-PURCHASE THRESHOLD	24
SAP NON-COMPETITION (FAR 13)	35
<b>Grand Total</b>	<b>188</b>

### POINTS OF CONTACT

Logo	Agency	Office	NAME	EMAIL	PHONE
INTERNAL REVENUE SERVICE	NATIONAL OFFICE - PROCUREMENT OBO	MIDWEST REGION	Redacted	Redacted	Redacted
		NATIONAL OFFICE - PROCUREMENT ODTA	Redacted	Redacted	Redacted
		SOUTHEAST REGION	Redacted	Redacted	Redacted
NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION	DEPT OF COMMERCE NOAA		Redacted	Redacted	Redacted
			Redacted	Redacted	Redacted
FOOD AND DRUG ADMINISTRATION	FDA OFFICE OF ACQ GRANT SVCS		Redacted	Redacted	Redacted
			Redacted	Redacted	Redacted
VETERANS AFFAIRS DEPARTMENT OF	242-NETWORK CONTRACT OFFICE 02 (SAC242)		Redacted	Redacted	Redacted
		244-NETWORK CONTRACT OFFICE 4 (SAC244)	Redacted	Redacted	Redacted
		245-NETWORK CONTRACT OFFICE 5 (SAC245)	Redacted	Redacted	Redacted
		246-NETWORK CONTRACTING OFFICE 6 (SAC246)	Redacted	Redacted	Redacted
		250-NETWORK CONTRACT OFFICE 10 (SAC250)	Redacted	Redacted	Redacted
		252-NETWORK CONTRACT OFFICE 12 (SAC252)	Redacted	Redacted	Redacted
		256-NETWORK CONTRACT OFFICE 16 (SAC256)	Redacted	Redacted	Redacted
		260-NETWORK CONTRACT OFFICE 20 (SAC260)	Redacted	Redacted	Redacted
		262-NETWORK CONTRACT OFFICE 22L (SAC262)	Redacted	Redacted	Redacted
		PCAC HEALTH INFORMATION (SAC276)	Redacted	Redacted	Redacted
U.S. CUSTOMS AND BORDER PROTECTION	AIR AND MARINE CTR DIV	SAC FREDERICK (SAC100)	Redacted	Redacted	Redacted
		BORDER ENFORCEMENT CTR DIV	Redacted	Redacted	Redacted
		DHS CUSTOMS AND BORDER PROTECTION	Redacted	Redacted	Redacted
		MISSION SUPPORT CTR DIV	Redacted	Redacted	Redacted



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