



# Federal Market Analysis Report

**Presented by:** Small Business Development Group



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# Federal Market Analysis

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# DATA EXPLANATION

## Fiscal Year 2020-2021

- **Why?** The fiscal year data range offers us a combination of both the most recent data along with a large enough volume of data to identify trends.

### Keywords Used :

#### ELECTRICAL & TELECOM

Electrical Construction  
Smart Building Controls  
Design Build, Assist & IPD  
Electric Power Infrastructure Solutions  
Structured Cabling

#### ADVANCED ENGINEERING

Systems Engineering & Integration  
Mission Assurance  
Mission Systems

#### DIGITAL TRANSFORMATION & CYBER

Analytics  
Cloud Solutions  
Cybersecurity  
Software Systems Development



# DATA EXPLANATION

## NAICS Codes Used:

### NAICS Codes

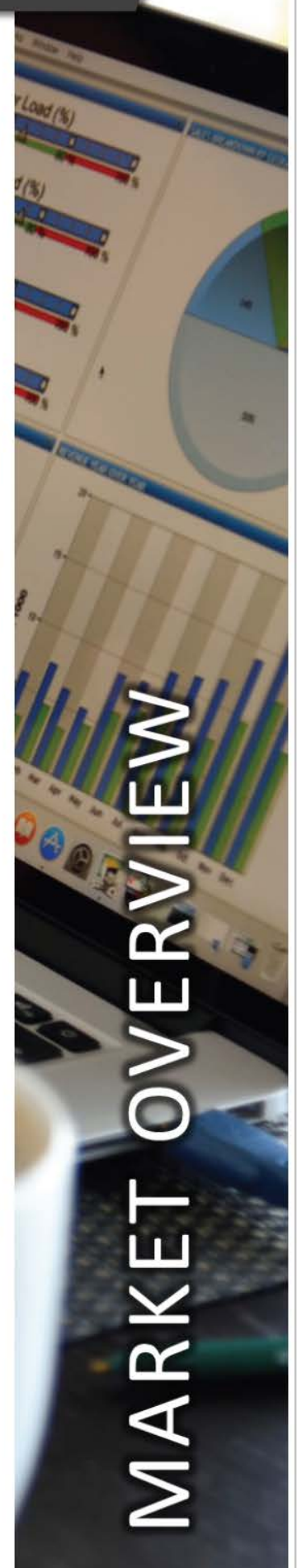
Primary	NAICS Codes	NAICS Title
✓	238210	Electrical Contractors And Other Wiring Installation Contractors
	236210	Industrial Building Construction
	236220	Commercial And Institutional Building Construction
	237110	Water And Sewer Line And Related Structures Construction
	237120	Oil And Gas Pipeline And Related Structures Construction
	237130	Power And Communication Line And Related Structures Construction
	237210	Land Subdivision
	237310	Highway, Street, And Bridge Construction
	237990	Other Heavy And Civil Engineering Construction
	238110	Poured Concrete Foundation And Structure Contractors
	238120	Structural Steel And Precast Concrete Contractors
	238150	Glass And Glazing Contractors
	238160	Roofing Contractors
	238170	Siding Contractors
	238190	Other Foundation, Structure, And Building Exterior Contractors
	238220	Plumbing, Heating, And Air-Conditioning Contractors
	238290	Other Building Equipment Contractors
	238330	Flooring Contractors
	238390	Other Building Finishing Contractors
	238910	Site Preparation Contractors
	238990	All Other Specialty Trade Contractors
	511210	Software Publishers
	517919	All Other Telecommunications
	518210	Data Processing, Hosting, And Related Services
	519190	All Other Information Services
	541310	Architectural Services
	541330	Engineering Services
	541511	Custom Computer Programming Services
	541512	Computer Systems Design Services
	541513	Computer Facilities Management Services
	541519	Other Computer Related Services
	541611	Administrative Management And General Management Consulting Services
	541614	Process, Physical Distribution, And Logistics Consulting Services
	541618	Other Management Consulting Services
	541690	Other Scientific And Technical Consulting Services
	541990	All Other Professional, Scientific, And Technical Services
	561210	Facilities Support Services
	561730	Landscaping Services
	561790	Other Services To Buildings And Dwellings
	562910	Remediation Services
	611420	Computer Training



# TOTAL MARKET: Departments & Agencies

The following are the top 10 Departments by spending that fall within your 1st level targeting criteria (Primary Codes + Keywords).

Top 10 Departments	Award	Value



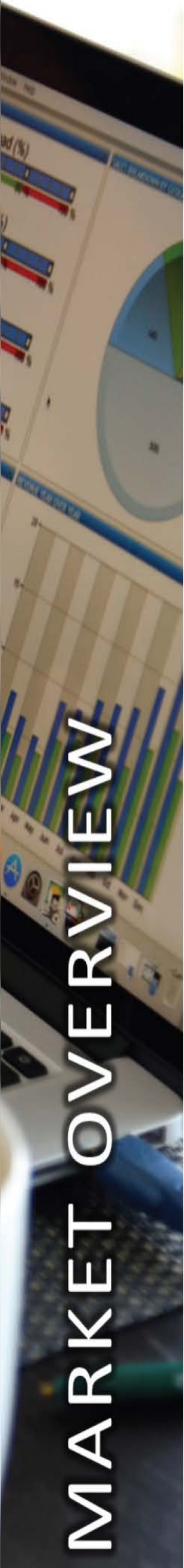
MARKET OVERVIEW





**MARKET OVERVIEW**

# TOTAL MARKET: Agencies & Offices



MARKET OVERVIEW



# TOTAL MARKET: Top Competitors

The following is a list of the Top 20 competitors currently being awarded contracts within your 1st level targeting criteria regardless of business size.

Top 20 Competitors	Award	Value
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The following is a list of the Top 20 SMALL BUSINESSES being awarded contracts within your 1st level targeting criteria.

Top 20 Small Business	Award	Value
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# 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
2
3
4
5
6
7
8
9
10
>10
(Blank)



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

Was It Posted in SAM?	Award	Value	%
YES			
NOT APPLICABLE			
NO			
(Blank)			
<b>Grand Total</b>			

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

How Was The Contract Competed?	Award	Value
COMPETED UNDER SAP		
FULL AND OPEN COMPETITION		
FULL AND OPEN COMPETITION AFTER EXCLUSION OF SOURCES		
NOT AVAILABLE FOR COMPETITION		
NOT COMPETED		
NOT COMPETED UNDER SAP		
<b>Grand Total</b>		

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

Reason Not Competed	Award	Value
<b>NOT COMPETED</b>		
ONLY ONE SOURCE-OTHER (FAR 6.302-1 OTHER)		
MOBILIZATION, ESSENTIAL R&D (FAR 6.302-3)		
PUBLIC INTEREST (FAR 6.302-7)		
FOLLOW-ON CONTRACT (FAR 6.302-1(A)(2)(I/III))		
PATENT OR DATA RIGHTS (FAR 6.302-1(B)(2))		
UNIQUE SOURCE (FAR 6.302-1(B)(1))		
URGENCY (FAR 6.302-2)		
STANDARDIZATION (FAR 6.302-1(B)(4))		
BRAND NAME DESCRIPTION (FAR 6.302-1(C))		
<b>NOT AVAILABLE FOR COMPETITION</b>		
AUTHORIZED BY STATUTE (FAR 6.302-5(A)(2)(I))		
INTERNATIONAL AGREEMENT (FAR 6.302-4)		
<b>NOT COMPETED UNDER SAP</b>		
AUTHORIZED BY STATUTE (FAR 6.302-5(A)(2)(I))		
SAP NON-COMPETITION (FAR 13)		
LESS THAN OR EQUAL TO THE MICRO-PURCHASE THRESHOLD		
<b>Grand Total</b>		



MARKET OVERVIEW

# TOTAL MARKET: Competition Information

What Was The Award Type?	Award	Value
DELIVERY ORDER		
BPA CALL		
DEFINITIVE CONTRACT		
NOT LISTED		
PURCHASE ORDER		
<b>Total</b>		

A **Purchase Order** is an offer by the Government to the supplier to buy certain supplies or services upon specific terms and conditions. The PO falls under simplified acquisition procedures.

A **Delivery Order** contract means a contract for supplies that does not procure or specify a firm quantity of supplies (other than a minimum or maximum quantity) and that provides for the issuance of orders for the delivery of supplies during the period of the contract.

A **Basic Ordering Agreement (BOA)** is a written instrument of understanding, negotiated between an agency or contracting activity and a contractor, that: Contains contract clauses applying to future contracts between the parties during its term.

A **Blanket Purchase Agreement (BPA)** is a simplified method of filling anticipated repetitive needs for supplies or services by establishing "charge accounts" with qualified sources of supply. These charge accounts allow ordering offices to establish relationships with contractors to provide themselves with an easy ordering tool.

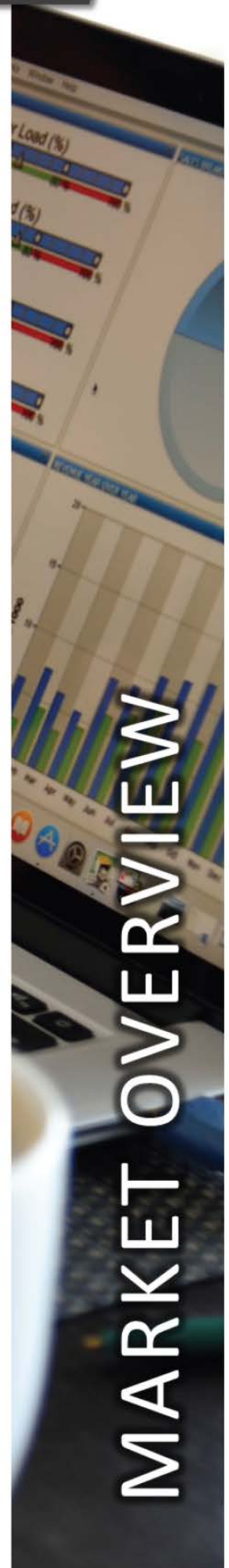
An **Indefinite Delivery Contract (IDC)** is a vehicle that has been awarded to one or more vendors to facilitate the delivery of supply and service orders.

#### There are three types of Indefinite Delivery Contracts (IDC):

- **Definite Quantity Contract** provides for delivery of a definite quantity of supplies or services for a fixed period, with deliveries to be scheduled at designated locations upon order.
- **Requirements Contract** provides for filling all purchase requirements of designated government activities for supplies or services during a specified contract period, with deliveries to be scheduled by placing orders with the contractor.
- **Indefinite Quantity Contract** provides for an indefinite quantity, within stated limits, of specific supplies or services to be furnished during a fixed period with deliveries to be scheduled by placing orders with the contractor. The contract shall require the Government to order and the contractor to furnish at least a stated minimum quantity of supplies or services and, if ordered, the contractor to furnish any additional quantities not to exceed a stated maximum.

#### Indefinite Quantity Contracts are sometimes referred to as Task Order and Delivery Order Contracts.

- A **Task Order Contract** means a contract for services that does not procure or specify a firm quantity of services (other than a minimum or maximum quantity) and that provides for issuance of orders for the performance of tasks during the period of the contract.
- A **Delivery Order Contract** means a contract for supplies that does not procure or specify a firm quantity of supplies (other than a minimum or maximum quantity) and that provides for the issuance of orders for the delivery of supplies during the period of the contract.

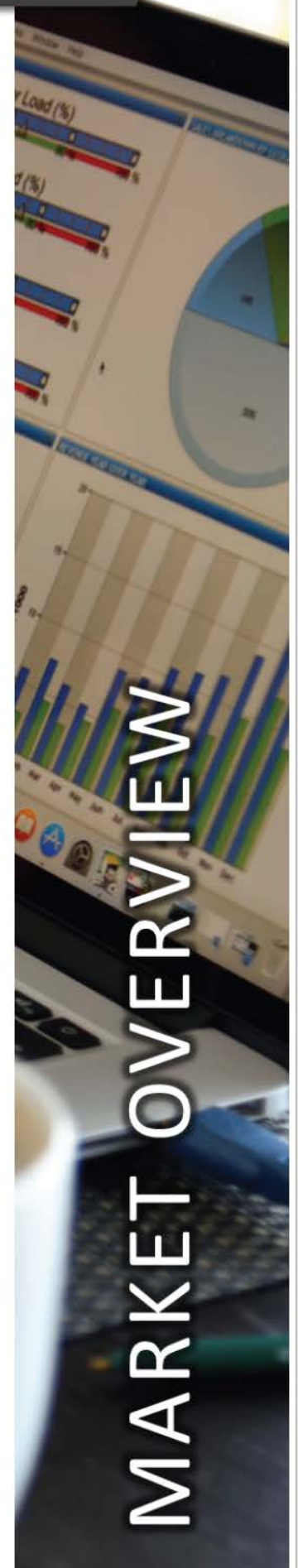




# TOTAL MARKET: Socio-Economic Information

The following information shows the small business set-aside goals for each government agency.

Departments/Agencies	SB	WOSB	SDVOSB	(8a)	HZ
AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)	12%	5%	3%	5%	3%
DEFENSE LOGISTICS AGENCY	30%	5%	2%	5%	2%
DEPARTMENT OF AGRICULTURE (USDA)	53%	5%	3%	5%	3%
DEPARTMENT OF COMMERCE (DOC)	37%	5%	3%	5%	3%
DEPARTMENT OF DEFENSE (DOD)	23%	5%	3%	5%	3%
DEPARTMENT OF EDUCATION (EDU)	20%	5%	3%	5%	3%
DEPARTMENT OF ENERGY (DOE)	10%	5%	3%	5%	3%
DEPARTMENT OF HEALTH AND HUMAN SERVICES (HHS)	22%	5%	3%	5%	3%
DEPARTMENT OF HOMELAND SECURITY (DHS)	33%	5%	3%	5%	3%
DEPARTMENT OF HOUSING AND URBAN DEV (HUD)	35%	5%	3%	5%	3%
DEPARTMENT OF JUSTICE (DOJ)	30%	5%	3%	5%	3%
DEPARTMENT OF LABOR (LABOR)	36%	5%	3%	5%	3%
DEPARTMENT OF STATE (DOS)	24%	5%	3%	5%	3%
DEPARTMENT OF THE INTERIOR (DOI)	51%	5%	3%	5%	3%
DEPARTMENT OF TRANSPORTATION (DOT)	23%	5%	3%	5%	3%
DEPARTMENT OF TREASURY (TREAS)	36%	5%	3%	5%	3%
DEPARTMENT OF VETERANS AFFAIRS (VA)	30%	5%	15%	5%	3%
DEPT OF THE AIR FORCE	18%	4%	3%	5%	1%
DEPT OF THE ARMY	26%	5%	3%	5%	3%
DEPT OF THE NAVY	17%	3%	2%	5%	1%
ENVIRONMENTAL PROTECTION AGENCY (EPA)	39%	5%	3%	5%	3%
FEDERAL AVIATION ADMINISTRATION	25%	5%	3%	10%	
FEDERAL HIGHWAY ADMINISTRATION	32%	5%	3%	5%	3%
GENERAL SERVICES ADMINISTRATION (GSA)	35%	5%	3%	5%	3%
NATIONAL AERONAUTICS AND SPACE ADMIN (NASA)	16%	5%	3%	5%	3%
NATIONAL PARK SERVICE	55%	5%	3%	5%	3%
NATIONAL SCIENCE FOUNDATION (NSF)	19%	5%	3%	5%	3%
NUCLEAR REGULATORY COMMISSION (NRC)	34%	5%	3%	5%	3%
OFFICE OF PERSONNEL MANAGEMENT (OPM)	30%	5%	3%	5%	3%
US GEOLOGICAL SURVEY	48%	5%	3%	5%	3%



# POINTS OF CONTACT


Logo	Agency	Office	Name	Email	Phone

# POINTS OF CONTACT

Logo	Agency	Office	Name	Email	Phone
	[Agency Name]	[Office Name]	[Name]	[Email]	[Phone]
	[Agency Name]	[Office Name]	[Name]	[Email]	[Phone]



# POINTS OF CONTACT

Logo	Agency	Office	Name	Email	Phone
					
					
					



**Total**  
158 | \$ 46,147,929

**Filter(60)**  
158 | \$ 46,147,929

NAICS - ALL SELECTED

PSC - ALL SELECTED

KEYWORD - ALL SELECTED

**NAICS Code(41)**

All ▼

**Product Service Code(24)**

All ▼

**Keywords (20)**

All ▼

**Number of Offers Received**

All ▼

**Solicitation Procedures**

All ▼

**Not In SAM.gov?**

All ▼

**Award or IDV Type**

All ▼

**Type Of Set Aside**

All ▼

**Contract Expiration Date**

11/30/2019 1/23/2027



**Department**

- DEPARTMENT OF DEFENSE (DOD) ( 29 | \$10,089,478 )
- DEPARTMENT OF AGRICULTURE (USDA) ( 17 | \$800,822 )
- DEPARTMENT OF HEALTH AND HUMAN SERVICES (HHS) ( 14 | \$3,823,210 )
- DEPARTMENT OF TRANSPORTATION (DOT) ( 12 | \$3,887,025 )
- DEPARTMENT OF THE INTERIOR (DOI) ( 11 | \$1,479,545 )
- DEPARTMENT OF ENERGY (DOE) ( 11 | \$2,168,174 )
- DEPARTMENT OF HOMELAND SECURITY (DHS) ( 10 | \$5,325,213 )
- DEPARTMENT OF JUSTICE (DOJ) ( 9 | \$2,089,860 )
- DEPARTMENT OF STATE (DOS) ( 5 | \$2,269,113 )

**Agency**

- ENERGY, DEPARTMENT OF ( 11 | \$2,168,174 )
- DEPT OF THE ARMY ( 10 | \$1,693,115 )
- DEPARTMENTAL OFFICES ( 10 | \$1,328,025 )
- FOREST SERVICE ( 9 | \$515,514 )
- NATIONAL INSTITUTES OF HEALTH ( 6 | \$915,254 )
- DEPT OF THE NAVY ( 6 | \$230,163 )
- STATE, DEPARTMENT OF ( 5 | \$2,269,113 )
- NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION ( 5 | \$262,369 )
- VETERANS AFFAIRS, DEPARTMENT OF ( 4 | \$6,791,891 )

**Office**

- IBC ACQ SVCS DIRECTORATE (00004) ( 10 | \$1,328,025 )
- USDA FOREST SERVICE ( 7 | \$253,267 )
- GOLDEN FIELD OFFICE ( 7 | \$1,998,474 )
- DEPT OF COMMERCE NOAA ( 5 | \$262,369 )
- WASHINGTON HEADQUARTERS SERVICES ( 3 | \$2,151,656 )
- PROGRAM SUPPORT CENTER ACQ MGMT SVC ( 3 | \$2,290,825 )
- OPM PHILADELPHIA REGION CONTRACTING ( 3 | \$609,923 )
- NATIONAL INSTITUTES OF HEALTH NLM ( 3 | \$684,246 )
- NATIONAL INSTITUTE OF HEALTH NIEHS ( 3 | \$231,008 )

**POC For Target Dataset**

▶ 1. TARGET OFFICE(10 | \$1,328,025 ) FILTERED(10 | \$1,328,025)

▶ 2. TARGET OFFICE(7 | \$1,998,474 ) FILTERED(7 | \$1,998,474)

▶ 3. TARGET OFFICE(7 | \$253,267 ) FILTERED(7 | \$253,267)

▶ 4. TARGET OFFICE(5 | \$262,369 ) FILTERED(5 | \$262,369)