



Federal Market Analysis Report

Presented by: Small Business Development Group



 136 4th St N Suite 229
St. Petersburg FL, 33701

 (813) 592-0794

 info@smallbizdevgroup.com

 www.smallbizdevgroup.com





Federal Market Analysis

TABLE OF CONTENTS

RESEARCH METHODOLOGY

DATA EXPLANATION

- Fiscal Year
- Level 1 Research: Keywords Used
- Level 2 Research: NAICS & PSC Used
- Research Refinement: Size of Total Market

TOP TARGETS OVERALL

- Top Departments
- Top Agencies
- Top Offices Within Top Agencies

COMPETITOR ANALYSIS

- Top Competitors Overall
- Top Small Business Competitors
- Top Competitors Requiring Subcontractors

COMPETITION ANALYSIS

- Number of Offers Received
- Solicitation Procedures
- Posted in Beta.Sam.Gov?
- Reason Not Competed
- What Was The Award Type?

SOCIO-ECONOMIC INFO

- Socio-Economic Set-Aside Used
- Most Small Business Friendly Agencies
- Agency Set-Aside Goals

RECOMMENDATIONS

- Top Agencies We Recommend Targeting
 - Agency Points of Contact
- 

DATA EXPLANATION

NAICS Codes

Primary	NAICS Codes	NAICS Title
✓	541513	Computer Facilities Management Services
	519190	All Other Information Services
	541512	Computer Systems Design Services
	541519	Other Computer Related Services
	541611	Administrative Management And General Management Consulting Services
	541690	Other Scientific And Technical Consulting Services

Keywords:

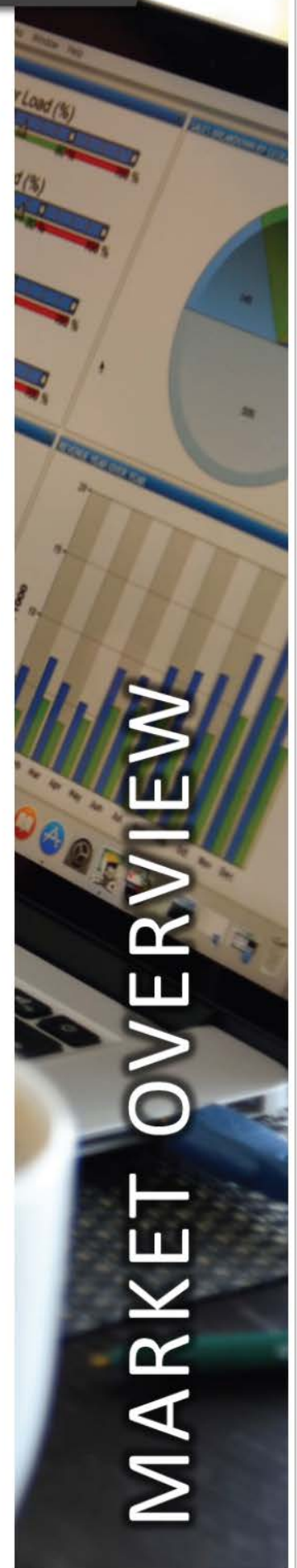
information technology, infrastructure, disaster recovery, storage, cloud computing, cybersecurity, compliance accreditation, risk management, risk mitigation, security controls, information assurance, Sarbanes Oxley, penetration testing, incident response, contingency planning, business resumption support, security architecture assessment (source: SBS DSBS profile)

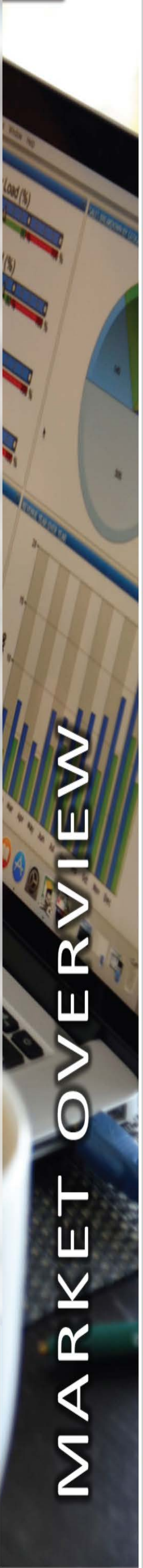


TOTAL MARKET: Departments & Agencies

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

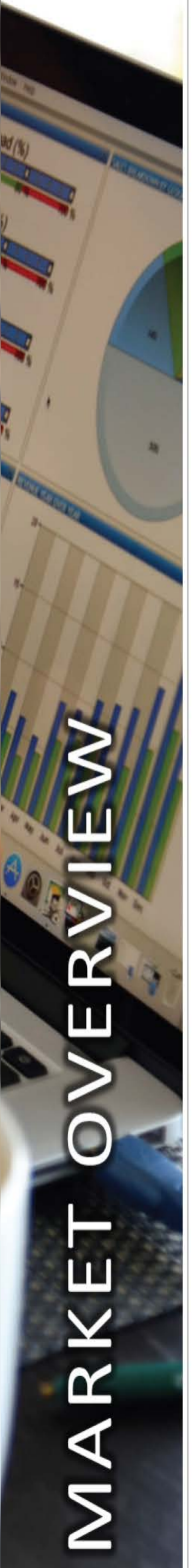
Top 10 Departments	Award	Value





MARKET OVERVIEW

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

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



MARKET OVERVIEW

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)			
Grand Total			

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		
Grand Total		

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
NOT COMPETED		
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))		
NOT AVAILABLE FOR COMPETITION		
AUTHORIZED BY STATUTE (FAR 6.302-5(A)(2)(I))		
INTERNATIONAL AGREEMENT (FAR 6.302-4)		
NOT COMPETED UNDER SAP		
AUTHORIZED BY STATUTE (FAR 6.302-5(A)(2)(I))		
SAP NON-COMPETITION (FAR 13)		
LESS THAN OR EQUAL TO THE MICRO-PURCHASE THRESHOLD		
Grand Total		



MARKET OVERVIEW

TOTAL MARKET: Competition Information

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

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.

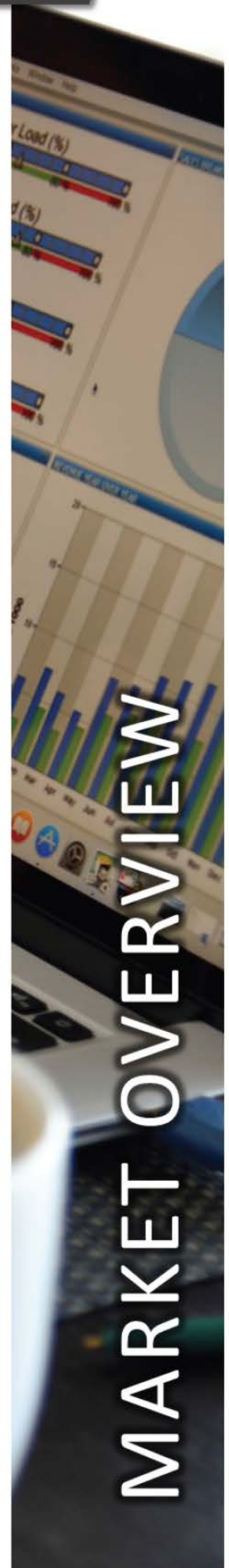
An **Indefinite Delivery Contract (IDC)** is a vehicle that has been awarded to one or more vendors to facilitate the delivery of supply and service orders.

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.

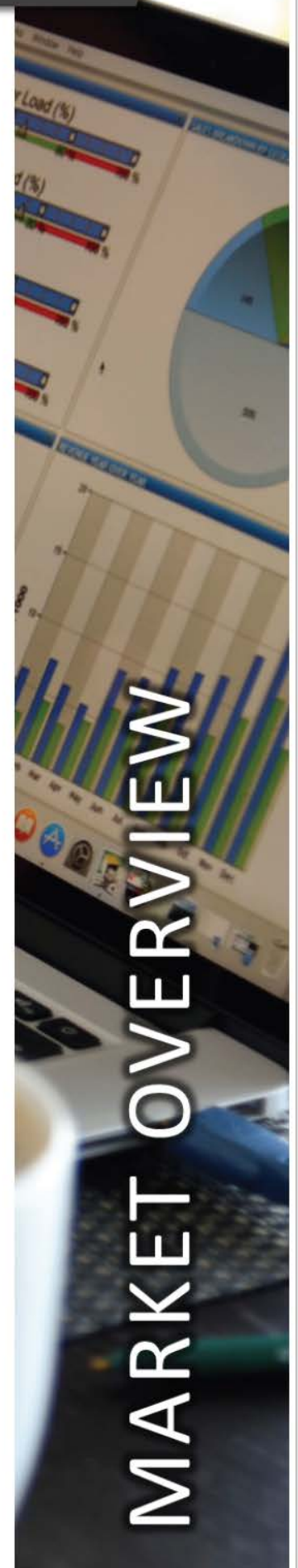
- A **Task Order Contract** means a contract for services that does not procure or specify a firm quantity of services (other than a minimum or maximum quantity) and that provides for issuance of orders for the performance of tasks during the period of the contract.
- A **Delivery Order Contract** means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



MARKET OVERVIEW

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

Logo	Agency	Office	Name	Email	Phone
	Agency 1	Office 1	Name 1	Email 1	Phone 1
	Agency 2	Office 2	Name 2	Email 2	Phone 2
	Agency 3	Office 3	Name 3	Email 3	Phone 3

POINTS OF CONTACT

Logo	Agency	Office	Name	Email	Phone
	Agency 1	Office 1	Name 1	Email 1	Phone 1
	Agency 2	Office 2	Name 2	Email 2	Phone 2
	Agency 3	Office 3	Name 3	Email 3	Phone 3
	Agency 4	Office 4	Name 4	Email 4	Phone 4
	Agency 5	Office 5	Name 5	Email 5	Phone 5
	Agency 6	Office 6	Name 6	Email 6	Phone 6
	Agency 7	Office 7	Name 7	Email 7	Phone 7
	Agency 8	Office 8	Name 8	Email 8	Phone 8
	Agency 9	Office 9	Name 9	Email 9	Phone 9
	Agency 10	Office 10	Name 10	Email 10	Phone 10



Total

732 | \$ 509,423,631

Filter(90)

732 | \$ 509,423,631

NAICS - ALL SELECTED

PSC - ALL SELECTED

KEYWORD - ALL SELECTED

NAICS Code(5)

All

Product Service Code(57)

All

Keywords (28)

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

10/1/2019 3/25/2031



Department



- Department Of Defense (DOD) (184 | \$195,398,471)
- Department Of Commerce (DOC) (82 | \$31,770,861)
- Department Of Health And Human Services (HHS) (80 | \$52,656,505)
- Department Of The Interior (DOI) (56 | \$19,539,975)
- National Aeronautics And Space Administration (NASA) (41 | \$1,827,539)
- Department Of Veterans Affairs (VA) (38 | \$38,602,088)
- Department Of Homeland Security (DHS) (34 | \$47,949,595)
- Department Of The Treasury (TREAS) (30 | \$13,520,295)
- Department Of Justice (DOJ) (27 | \$8,021,223)

Agency



- Dept Of The Air Force (45 | \$30,578,169)
- National Oceanic And Atmospheric Administration (44 | \$10,142,041)
- National Aeronautics And Space Administration (41 | \$1,827,539)
- Dept Of The Navy (40 | \$6,644,154)
- Veterans Affairs, Department Of (38 | \$38,602,088)
- National Institutes Of Health (35 | \$21,885,983)
- Dept Of The Army (31 | \$65,794,762)
- Office Of The Secretary (29 | \$12,278,749)
- Defense Information Systems Agency (DISA) (25 | \$18,006,659)

Office



- DEPT OF COMMERCE NOAA (44 | \$10,142,041)
- NASA SHARED SERVICES CENTER (36 | \$1,258,884)
- DEPT OF COMMERCE ESO (23 | \$12,119,983)
- OFC OF ACQUISITION GRANTS-DENVER (19 | \$3,531,840)
- TECHNOLOGY ACQUISITION CENTER NJ (36C10B) (16 | \$7,624,409)
- NATIONAL INSTITUTES OF HEALTH NLM (15 | \$7,710,360)
- IT CONTRACTING DIVISION - PL83 (15 | \$4,726,398)
- FA2823 AFTC PZIO (14 | \$1,690,896)
- ACQUISITIONS - AQM MOMENTUM (14 | \$5,978,046)

POC For Target Dataset

▶ 1. TARGET OFFICE(386 | \$37,947,510) FILTERED(386 | \$37,947,510)

▶ 2. TARGET OFFICE(181 | \$9,040,066) FILTERED(181 | \$9,040,066)

▶ 3. TARGET OFFICE(158 | \$108,769,494) FILTERED(158 | \$108,769,494)

▶ 4. TARGET OFFICE(127 | \$14,506,465) FILTERED(127 | \$14,506,465)