



Federal Market Analysis Report

Presented by: Small Business Development Group



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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

Keywords :

Laboratory ,Lab ,Urine Drug Screening ,Urine Drug Test ,Saliva Drug Test ,Forensic Toxicology ,Oral Fluid Drug Test ,Blood Testing ,Durable Medical Equipment ,PPE, Diagnostic Testing ,Drug Screen ,Drugs Of Abuse ,Medication Monitoring ,Clinical Test, Point Of Care ,Rapid Screen ,Rapid Test ,Quick Screen ,Reagents ,Analyzer ,Controls, Reference Standards ,LC/MS



DATA EXPLANATION

NAICS Codes :

| Primary | NAICS Codes | NAICS Title |
|---------|-------------|--|
| ✓ | 621511 | Medical Laboratories |
| | 541611 | Administrative Management And General Management Consulting Services |
| | 621999 | All Other Miscellaneous Ambulatory Health Care Services |
| | 541990 | All Other Professional, Scientific, And Technical Services |
| | 334516 | Analytical Laboratory Instrument Manufacturing |
| | 541618 | Other Management Consulting Services |
| | 541690 | Other Scientific And Technical Consulting Services |
| | 339112 | Surgical And Medical Instrument Manufacturing |
| | 339113 | Surgical Appliance And Supplies Manufacturing |
| | 541380 | Testing Laboratories |



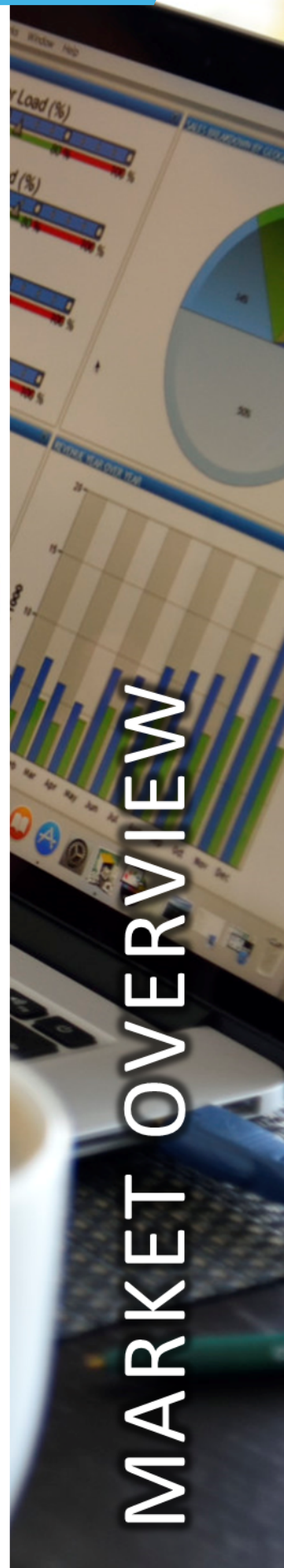
TOTAL MARKET: Departments & Agencies

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 |
|--------------------|-------|-------|
| | | |
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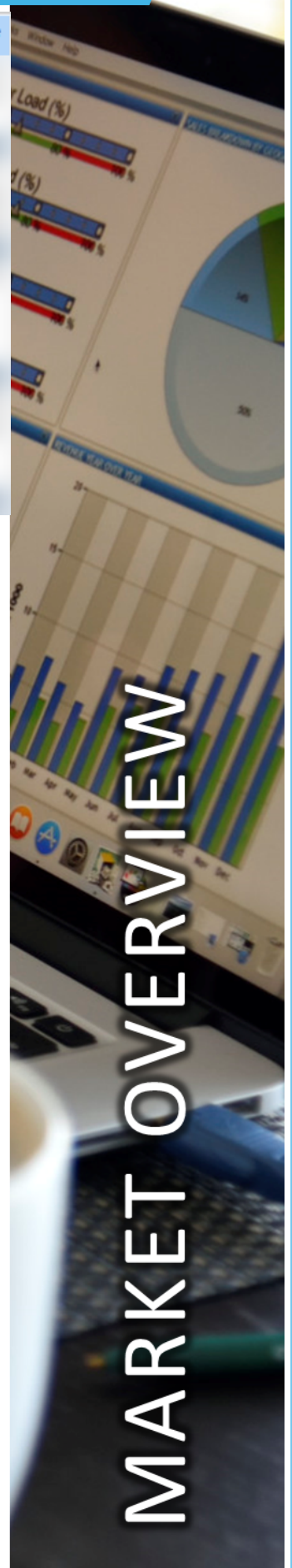
The following are the top 20 Agencies by spending that fall within your 1st level targeting criteria (Primary Codes + Keywords).

| Top 20 Agencies | Award | Value |
|-----------------|-------|-------|
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TOTAL MARKET: Agencies & Offices

| Logo | Department | Agency | Office Name | Award | Value |
|------|------------|--------|-------------|-------|-------|
| | | | | | |
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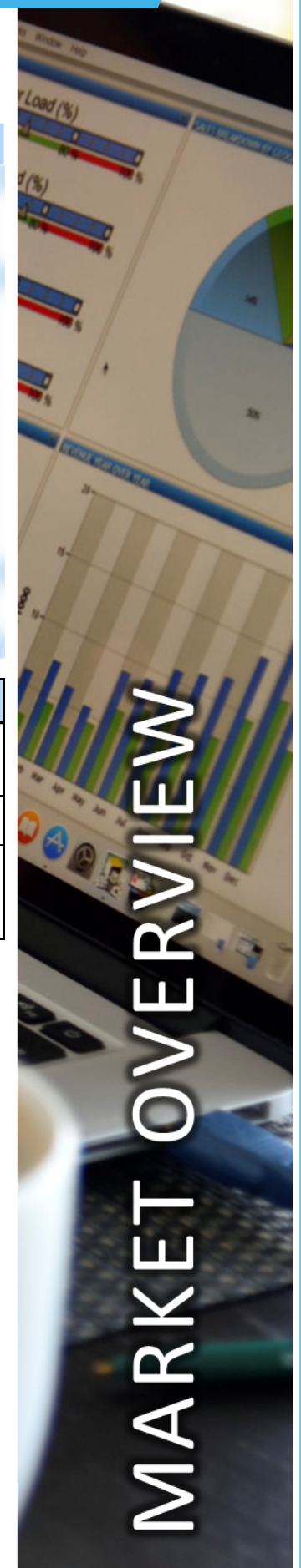
MARKET OVERVIEW

TOTAL MARKET: Subcontracting Info

The following information indicates which of your competitors won contracts within your 1st level targeting criteria which required them to have subcontracting plans in place. This can assist in identify potential allies that you may be able to perform subcontracting work for in the future.

| Contracts Requiring Sub-Contracting Plans | Award | Value |
|---|-------|-------|
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |

| Code | Short Description | Long Description |
|------|--|--|
| C | Plan Required - Incentive Not Included | Includes a Subcontracting Plan, but does not include additional incentives (FAR 19.702(a) and FAR 19.708(c)). This value is end dated as of May 1, 2015. |
| F | Individual Subcontract Plan | Applies to a specific contract with goals that covers the entire contract period, including option periods (FAR 19.701) |
| G | Commercial Subcontract Plan | Commercial plan" means a subcontracting plan (including goals) that covers the offerer's fiscal year and that applies to the entire production of commercial items sold by either the entire company or a portion thereof (e.g. division, plant, or product line) (FAR 19.701) |



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.

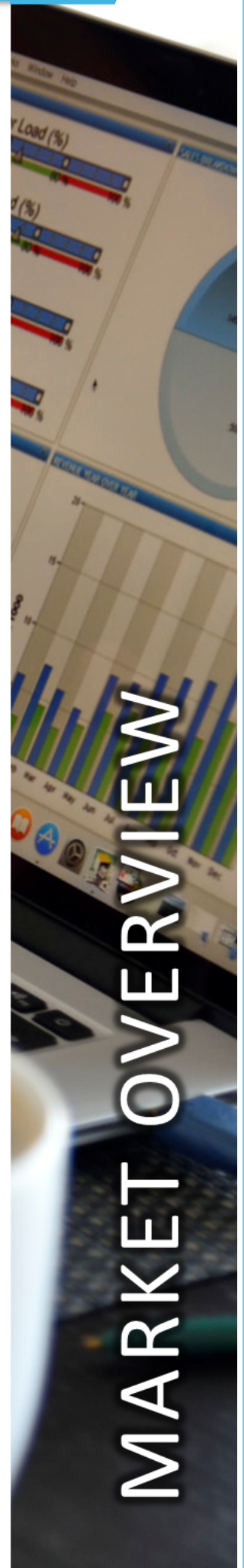
| Was It Posted in SAM? | Award | Value | % |
|-----------------------|-------|-------|---|
| YES | | | |
| NOT APPLICABLE | | | |
| NO | | | |
| (Blank) | | | |
| Grand Total | | | |

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 AVAILABLE FOR COMPETITION | | |
| AUTHORIZED BY STATUTE (FAR 6.302-5(A)(2)(I)) | | |
| INTERNATIONAL AGREEMENT (FAR 6.302-4) | | |
| NOT COMPETED | | |
| ONLY ONE SOURCE-OTHER (FAR 6.302-1 OTHER) | | |
| FOLLOW-ON CONTRACT (FAR 6.302-1(A)(2)(II/III)) | | |
| UNIQUE SOURCE (FAR 6.302-1(B)(1)) | | |
| MOBILIZATION, ESSENTIAL R&D (FAR 6.302-3) | | |
| PATENT OR DATA RIGHTS (FAR 6.302-1(B)(2)) | | |
| UNSOLICITED RESEARCH PROPOSAL (FAR 6.302-1(A)(2)(I)) | | |
| URGENCY (FAR 6.302-2) | | |
| BRAND NAME DESCRIPTION (FAR 6.302-1(C)) | | |
| 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 | | |



TOTAL MARKET: Competition Information

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

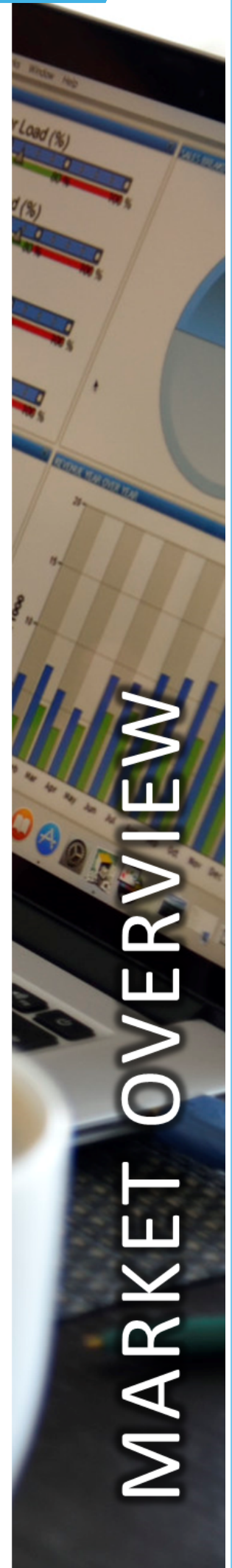
An **Indefinite Delivery Contract (IDC)** is a vehicle that has been awarded to one or more vendors to facilitate the delivery of supply and service orders.

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.

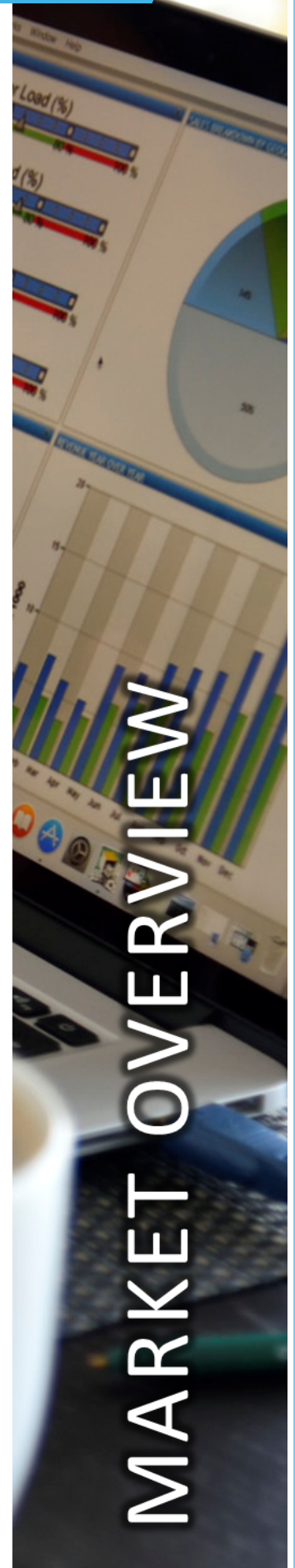


MARKET OVERVIEW

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 |
|------|-----------|-----------|---------|----------|----------|
| | 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

[Blurred]

Filter([Blurred])

[Blurred]

NAICS - ALL SELECTED

PSC - ALL SELECTED

KEYWORD - ALL SELECTED



NAICS Code([Blurred])

All [Dropdown arrow]

Product Service Code([Blurred])

All [Dropdown arrow]

Keywords ([Blurred])

All [Dropdown arrow]

Number of Offers Received

All [Dropdown arrow]

Solicitation Procedures

All [Dropdown arrow]

Not In SAM.gov?

All [Dropdown arrow]

Award or IDV Type

All [Dropdown arrow]

Type Of Set Aside

All [Dropdown arrow]

Type of Contract Vehicle

All [Dropdown arrow]

Contract Expiration Date

11/5/2019 3/30/2027



Department

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Agency

[Blurred table content]

Office

[Blurred table content]

POC For Target Dataset

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