


# Federal Market Analysis Report

**Presented by:** Small Business Development Group



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# Federal Market Analysis

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# DATA EXPLANATION

## Keywords :

General Construction ,Service Company Self-Performing ,FA Systems ,Electrical ,IT Technology Projects ,States ,Structured Cabling ,Data Communication ,Fiber Optic, Telecommunications ,Fire Alarm Systems ,Mass Notification ,Emergency Generator Power, Led Lighting ,Security ,CCTV ,Roofing ,Contracts ,IDIQ ,SATOC ,MATOC



# DATA EXPLANATION

## NAICS Codes :

Primary	NAICS Codes	NAICS Title
✓	238210	Electrical Contractors And Other Wiring Installation Contractors
	519190	All Other Information Services
	238990	All Other Specialty Trade Contractors
	334310	Audio And Video Equipment Manufacturing
	811310	Commercial And Industrial Machinery And Equipment (Except Automotive And Electronic) Repair And Maintenance
	236220	Commercial And Institutional Building Construction
	335122	Commercial, Industrial, And Institutional Electric Lighting Fixture Manufacturing
	423430	Computer And Computer Peripheral Equipment And Software Merchant Wholesalers
	541513	Computer Facilities Management Services
	238310	Drywall And Insulation Contractors
	423610	Electrical Apparatus And Equipment, Wiring Supplies, And Related Equipment Merchant Wholesalers
	443142	Electronics Stores
	561210	Facilities Support Services
	238350	Finish Carpentry Contractors
	922160	Fire Protection
	237310	Highway, Street, And Bridge Construction
	236210	Industrial Building Construction
	238140	Masonry Contractors
	236116	New Multifamily Housing Construction (Except For-Sale Builders)
	236115	New Single-Family Housing Construction (Except For-Sale Builders)
	335932	Noncurrent-Carrying Wiring Device Manufacturing
	238290	Other Building Equipment Contractors
	238190	Other Foundation, Structure, And Building Exterior Contractors
	238320	Painting And Wall Covering Contractors
	238110	Poured Concrete Foundation And Structure Contractors
	237130	Power And Communication Line And Related Structures Construction
	562910	Remediation Services
	238160	Roofing Contractors
	561621	Security Systems Services (Except Locksmiths)
	334413	Semiconductor And Related Device Manufacturing
	238910	Site Preparation Contractors
	238120	Structural Steel And Precast Concrete Contractors
	335313	Switchgear And Switchboard Apparatus Manufacturing
	517911	Telecommunications Resellers



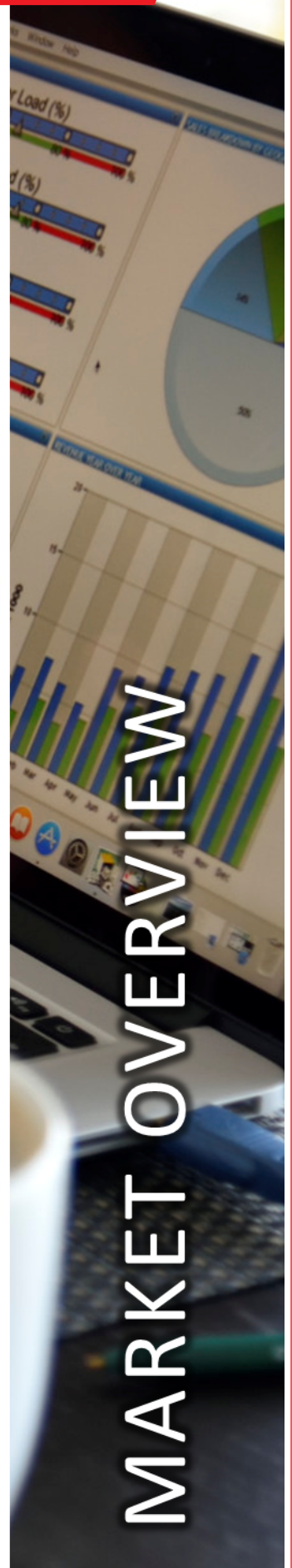
# TOTAL MARKET: Departments & Agencies

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

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



MARKET OVERVIEW







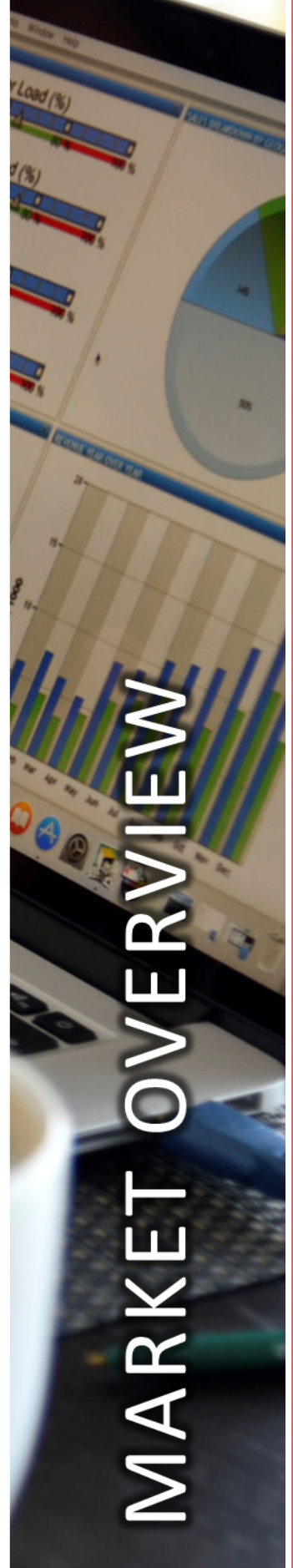
# TOTAL MARKET: Top Competitors

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.

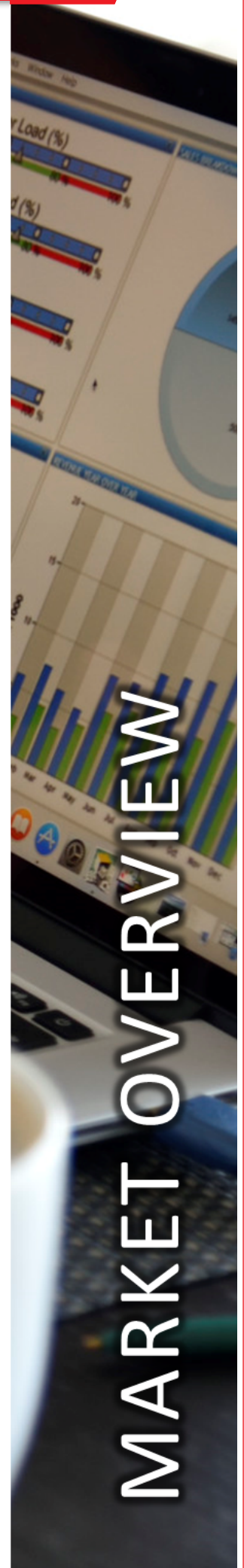
Was It Posted in SAM?	Award	Value	%
YES			
NOT APPLICABLE			
NO			
(Blank)			
<b>Grand Total</b>			

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 AVAILABLE FOR COMPETITION</b>		
AUTHORIZED BY STATUTE (FAR 6.302-5(A)(2)(I))		
INTERNATIONAL AGREEMENT (FAR 6.302-4)		
<b>NOT COMPETED</b>		
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))		
<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>		



# TOTAL MARKET: Competition Information

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

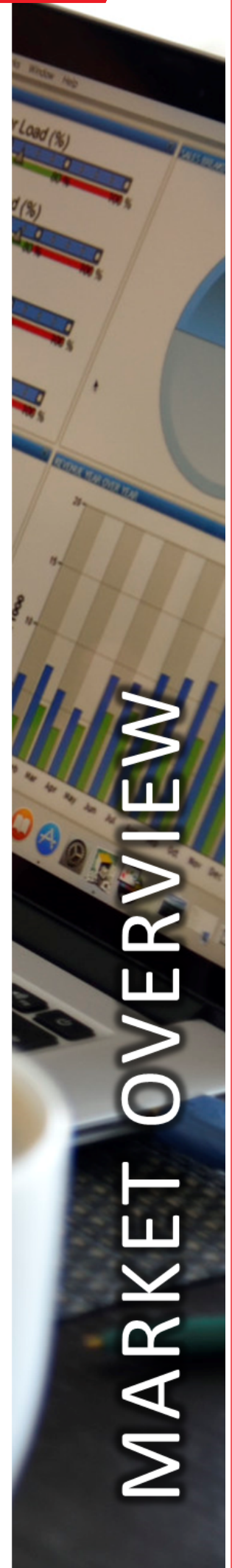
An **Indefinite Delivery Contract (IDC)** is a vehicle that has been awarded to one or more vendors to facilitate the delivery of supply and service orders.

#### 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.



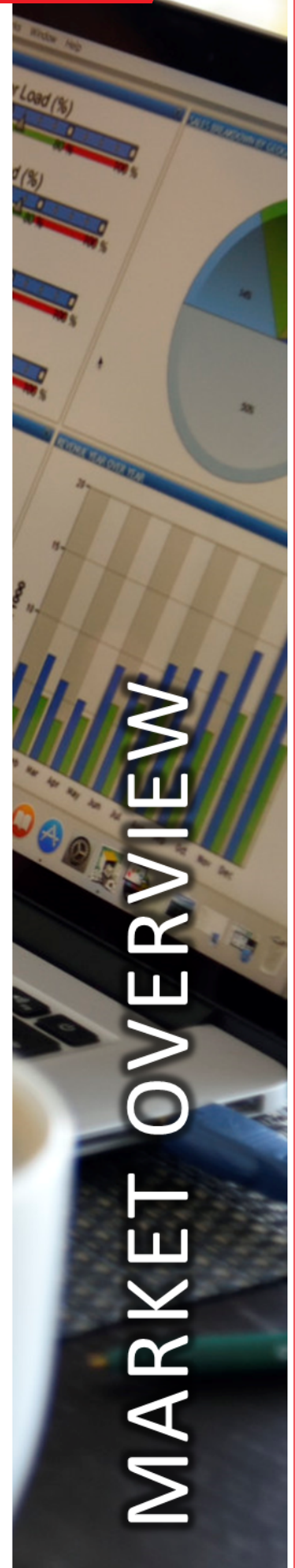
MARKET OVERVIEW



# TOTAL MARKET: Socio-Economic Information

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

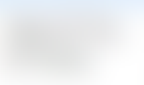
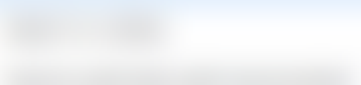
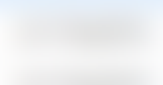
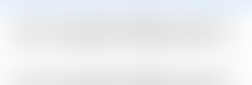
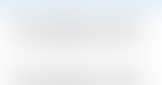

Departments/Agencies	SB	WOSB	SDVOSB	(8a)	HZ
AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)	12%	5%	3%	5%	3%
DEFENSE LOGISTICS AGENCY	30%	5%	2%	5%	2%
DEPARTMENT OF AGRICULTURE (USDA)	53%	5%	3%	5%	3%
DEPARTMENT OF COMMERCE (DOC)	37%	5%	3%	5%	3%
DEPARTMENT OF DEFENSE (DOD)	23%	5%	3%	5%	3%
DEPARTMENT OF EDUCATION (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
	Agency 11	Office 11	Name 11	Email 11	Phone 11
	Agency 12	Office 12	Name 12	Email 12	Phone 12
	Agency 13	Office 13	Name 13	Email 13	Phone 13
	Agency 14	Office 14	Name 14	Email 14	Phone 14
	Agency 15	Office 15	Name 15	Email 15	Phone 15
	Agency 16	Office 16	Name 16	Email 16	Phone 16
	Agency 17	Office 17	Name 17	Email 17	Phone 17
	Agency 18	Office 18	Name 18	Email 18	Phone 18
	Agency 19	Office 19	Name 19	Email 19	Phone 19
	Agency 20	Office 20	Name 20	Email 20	Phone 20

# POINTS OF CONTACT

Logo	Agency	Office	Name	Email	Phone
					
					



Total

[Redacted]

Filter( [Redacted] )

[Redacted]

NAICS - ALL SELECTED

PSC - ALL SELECTED

KEYWORD - ALL SELECTED



NAICS Code( [Redacted] )

All [Redacted]

Product Service Code( [Redacted] )

All [Redacted]

Keywords ( [Redacted] )

All [Redacted]

Number of Offers Received

All [Redacted]

Solicitation Procedures

All [Redacted]

Not In SAM.gov?

All [Redacted]

Award or IDV Type

All [Redacted]

Type Of Set Aside

All [Redacted]

Type of Contract Vehicle

All [Redacted]

Contract Expiration Date

11/5/2019 3/30/2027



Department

[Redacted table content]

Agency

[Redacted table content]

Office

[Redacted table content]

POC For Target Dataset [Redacted]

[Redacted table content]