



Federal Market Analysis Report

Presented by: Small Business Development Group



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Federal Market Analysis

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COMPETITION ANALYSIS

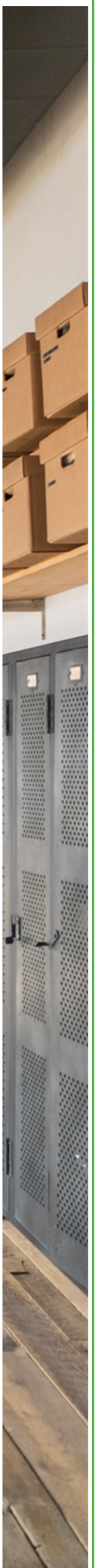
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DATA EXPLANATION

Keywords :

Printers, Office Supplies, Furniture, Office Equipment, Service, Printing, Promotional Products, Embellished Apparel, Printed Collateral, Printed Stationery, Janitorial Supplies



DATA EXPLANATION

NAICS Codes :

Primary	NAICS Codes	NAICS Title
✓	332510	Hardware Manufacturing
	323111	Commercial Printing (Except Screen And Books)
	518210	Data Processing, Hosting, And Related Services
	423610	Electrical Apparatus And Equipment, Wiring Supplies, And Related Equipment Merchant Wholesalers
	423210	Furniture Merchant Wholesalers
	333517	Machine Tool Manufacturing
	423420	Office Equipment Merchant Wholesalers
	339940	Office Supplies (Except Paper) Manufacturing
	453210	Office Supplies And Stationery Stores
	333318	Other Commercial And Service Industry Machinery Manufacturing
	322121	Paper (Except Newsprint) Mills
	325992	Photographic Film, Paper, Plate, And Chemical Manufacturing
	424110	Printing And Writing Paper Merchant Wholesalers
	333244	Printing Machinery And Equipment Manufacturing
	423850	Service Establishment Equipment And Supplies Merchant Wholesalers
	333514	Special Die And Tool, Die Set, Jig, And Fixture Manufacturing
	424120	Stationery And Office Supplies Merchant Wholesalers
	322230	Stationery Product Manufacturing



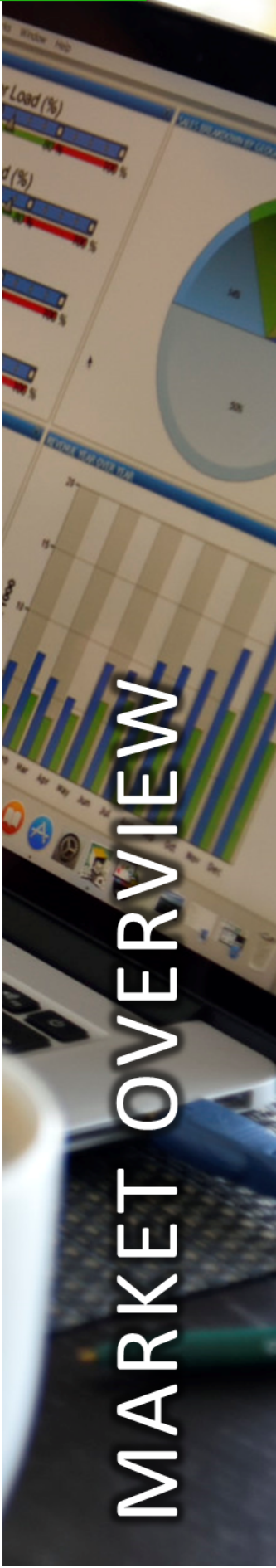
TOTAL MARKET: Departments & Agencies

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



TOTAL MARKET: Agencies & Offices

Logo	Department	Agency	Office Name	Award	Value
	Department of Transportation	California High-Speed Rail	San Francisco to San Jose	2015-2020	\$1.5B
	Department of Transportation	California High-Speed Rail	San Jose to Merced	2020-2025	\$1.2B
	Department of Transportation	California High-Speed Rail	Merced to Fresno	2025-2030	\$1.0B
	Department of Transportation	California High-Speed Rail	Fresno to Bakersfield	2030-2035	\$0.8B
	Department of Transportation	California High-Speed Rail	Bakersfield to Los Angeles	2035-2040	\$0.6B
	Department of Transportation	California High-Speed Rail	Los Angeles to San Diego	2040-2045	\$0.4B
	Department of Transportation	California High-Speed Rail	San Diego to San Francisco	2045-2050	\$0.2B
	Department of Transportation	California High-Speed Rail	San Francisco to San Jose	2050-2055	\$0.1B
	Department of Transportation	California High-Speed Rail	San Jose to Merced	2055-2060	\$0.1B
	Department of Transportation	California High-Speed Rail	Merced to Fresno	2060-2065	\$0.1B
	Department of Transportation	California High-Speed Rail	Fresno to Bakersfield	2065-2070	\$0.1B
	Department of Transportation	California High-Speed Rail	Bakersfield to Los Angeles	2070-2075	\$0.1B
	Department of Transportation	California High-Speed Rail	Los Angeles to San Diego	2075-2080	\$0.1B
	Department of Transportation	California High-Speed Rail	San Diego to San Francisco	2080-2085	\$0.1B
	Department of Transportation	California High-Speed Rail	San Francisco to San Jose	2085-2090	\$0.1B
	Department of Transportation	California High-Speed Rail	San Jose to Merced	2090-2095	\$0.1B
	Department of Transportation	California High-Speed Rail	Merced to Fresno	2095-2100	\$0.1B






MARKET OVERVIEW

TOTAL MARKET: Agencies & Offices

Logo	Department	Agency	Office Name	Award	Value
	Department of Transportation	California High-Speed Rail	San Francisco to San Jose	2015-2016	\$1.2 billion
	Department of Transportation	California High-Speed Rail	San Jose to San Francisco	2016-2017	\$1.2 billion
	Department of Transportation	California High-Speed Rail	San Francisco to San Jose	2017-2018	\$1.2 billion
	Department of Transportation	California High-Speed Rail	San Jose to San Francisco	2018-2019	\$1.2 billion
	Department of Transportation	California High-Speed Rail	San Francisco to San Jose	2019-2020	\$1.2 billion
	Department of Transportation	California High-Speed Rail	San Jose to San Francisco	2020-2021	\$1.2 billion
	Department of Transportation	California High-Speed Rail	San Francisco to San Jose	2021-2022	\$1.2 billion
	Department of Transportation	California High-Speed Rail	San Jose to San Francisco	2022-2023	\$1.2 billion
	Department of Transportation	California High-Speed Rail	San Francisco to San Jose	2023-2024	\$1.2 billion
	Department of Transportation	California High-Speed Rail	San Jose to San Francisco	2024-2025	\$1.2 billion

MARKET OVERVIEW

TOTAL MARKET: Agencies & Offices

Logo	Department	Agency	Office Name	Award	Value
	Department of Transportation	California High-Speed Rail	San Francisco to San Jose	2015	\$1.5B
	Department of Education	California State Office of Education	San Francisco to San Jose	2015	\$1.5B
	Department of Health and Human Services	California State Office of Health and Human Services	San Francisco to San Jose	2015	\$1.5B
	Department of Social Services	California State Office of Social Services	San Francisco to San Jose	2015	\$1.5B
	Department of Public Health	California State Office of Public Health	San Francisco to San Jose	2015	\$1.5B

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: 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.

[illegible]

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)

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		

MARKET OVERVIEW

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 table indicates the Socio-Economic Set-Asides used when a contract was awarded within your 1st level targeting criteria.

[illegible]

The following table reveals the Top Agencies awarding contracts to your specific Socio-Economic Set-Asides. Essentially, your most "Small Business Friendly" Agencies

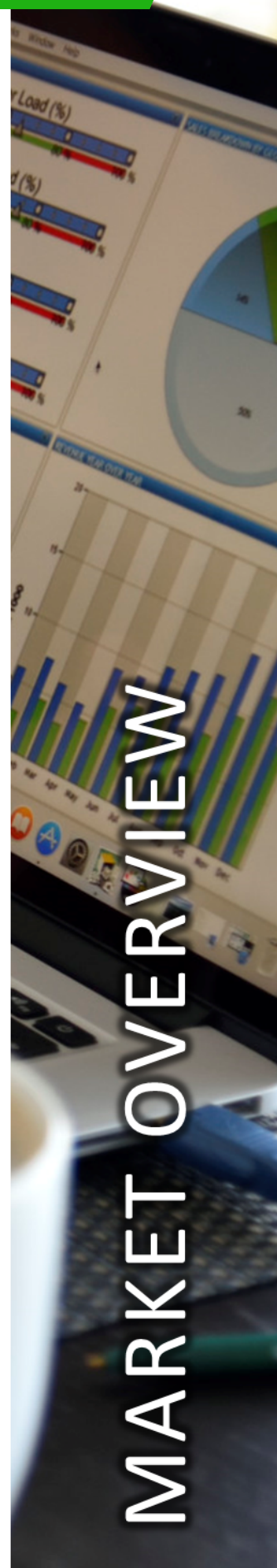
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TOTAL MARKET: Socio-Economic Information

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

[illegible]



Total

Filter()

NAICS - ALL SELECTED
PSC - ALL SELECTED
KEYWORD - ALL SELECTED

NAICS Code()

All

Product Service Code()

All

Keywords ()

All

Number of Offers Received

All

Solicitation Procedures

All

Not In SAM.gov?

All

Award or IDV Type

All

Type Of Set Aside

All

Type of Contract Vehicle

All

Contract Expiration Date

11/5/2019

3/30/2027

Department

Agency

Office

POC For Target Dataset