


Federal Market Analysis Report

Presented by: Small Business Development Group



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Federal Market Analysis

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DATA EXPLANATION

Keywords :

Healthcare ,Program Management ,Project Management ,Patient Centered Medical Home, Strategic Planning Quality Improvement ,Performance Improvement ,Quality Plans ,Patient Engagement ,Population Health ,Clinical Leadership ,Coaching ,Care Coordination ,Value-Based Care ,Professional Development Training ,Management Development Training, Emergency Center ,Health Care Service ,Medical Center ,Management Consulting Service



DATA EXPLANATION

NAICS Codes :

| Primary | NAICS Codes | NAICS Title |
|---------|-------------|--|
| ✓ | 541611 | Administrative Management And General Management Consulting Services |
| | 621999 | All Other Miscellaneous Ambulatory Health Care Services |
| | 621498 | All Other Outpatient Care Centers |
| | 611310 | Colleges, Universities, And Professional Schools |
| | 621493 | Freestanding Ambulatory Surgical And Emergency Centers |
| | 621491 | Hmo Medical Centers |
| | 621399 | Offices Of All Other Miscellaneous Health Practitioners |
| | 624190 | Other Individual And Family Services |
| | 541618 | Other Management Consulting Services |
| | 611430 | Professional And Management Development Training |



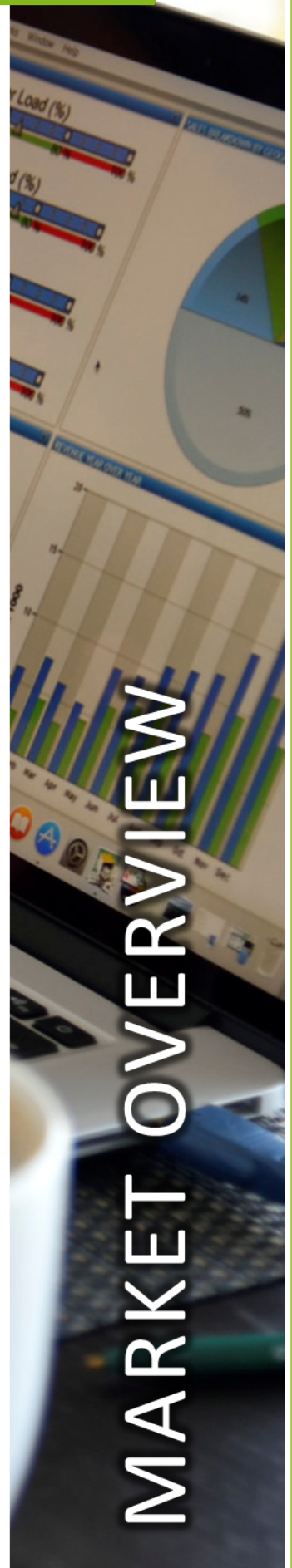
TOTAL MARKET: Departments & Agencies

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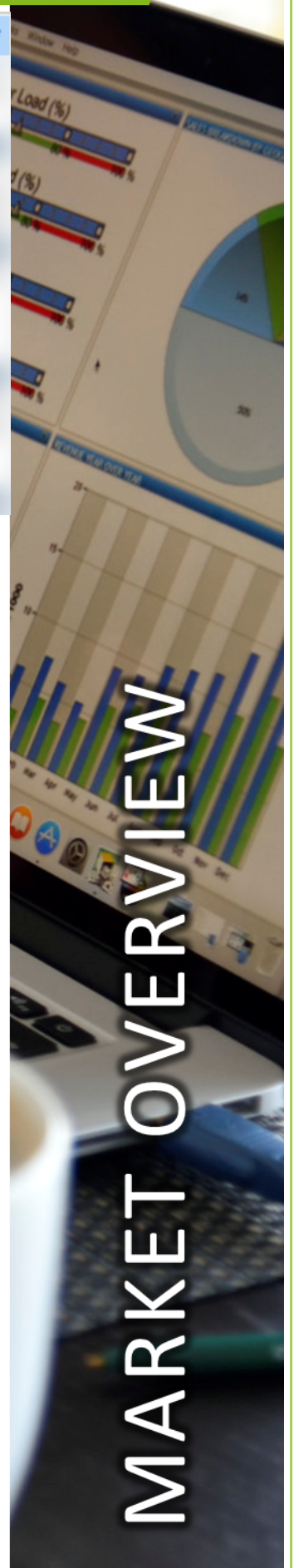
The following are the top 20 Agencies by spending that fall within your 1st level targeting criteria (Primary Codes + Keywords).

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

| Logo | Department | Agency | Office Name | Award | Value |
|------|------------|--------|-------------|-------|-------|
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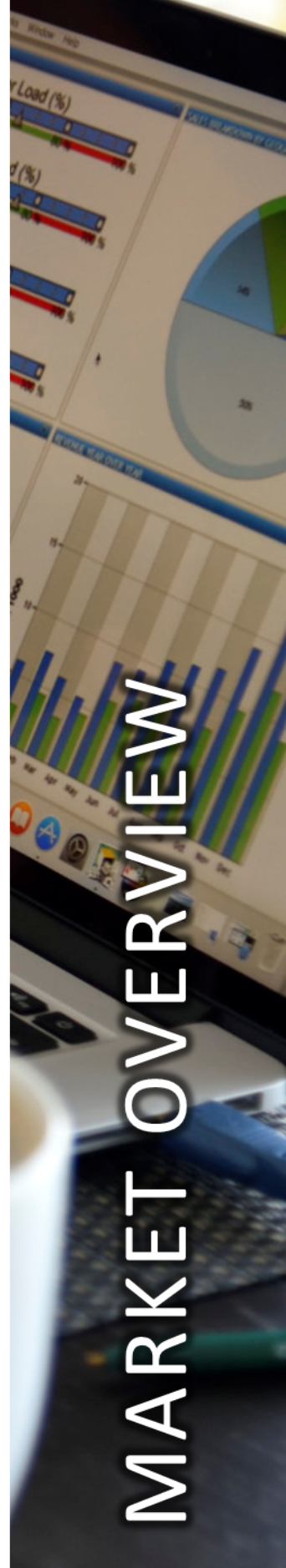
TOTAL MARKET: Top Competitors

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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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.

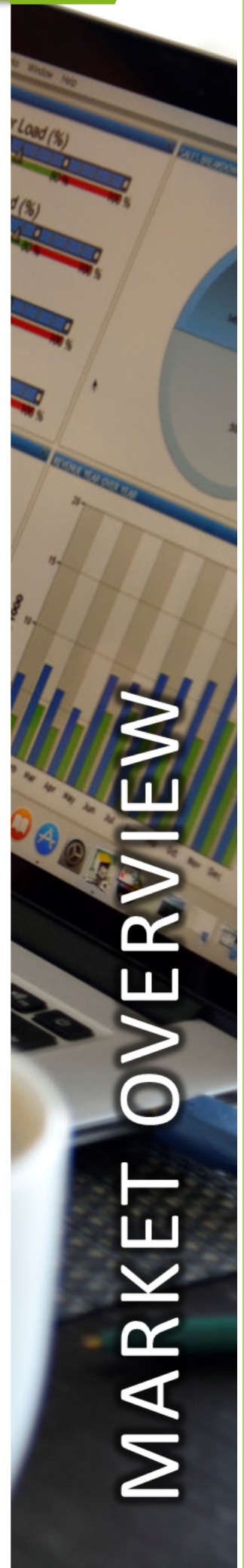
| Was It Posted in SAM? | Award | Value | % |
|-----------------------|-------|-------|---|
| YES | | | |
| NOT APPLICABLE | | | |
| NO | | | |
| (Blank) | | | |
| Grand Total | | | |

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.

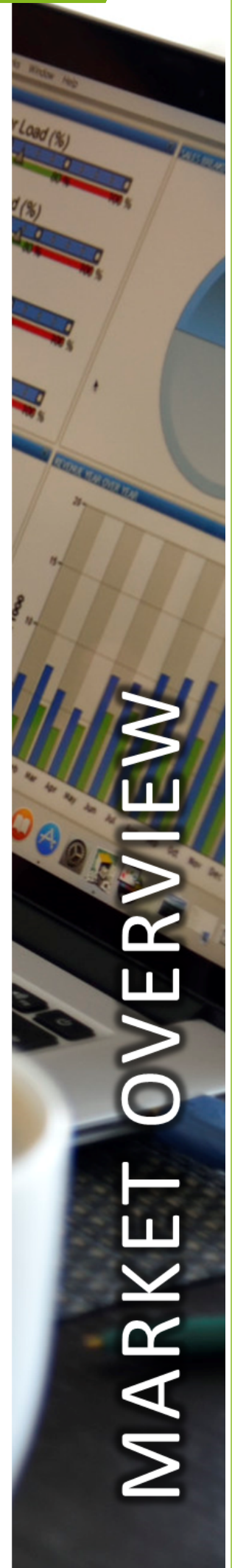
An **Indefinite Delivery Contract (IDC)** is a vehicle that has been awarded to one or more vendors to facilitate the delivery of supply and service orders.

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.

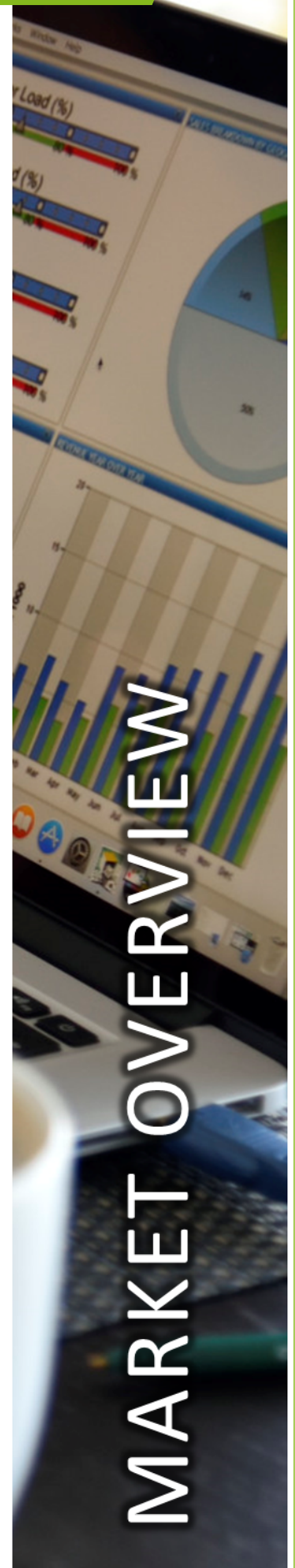
- A **Task Order Contract** means a contract for services that does not procure or specify a firm quantity of services (other than a minimum or maximum quantity) and that provides for issuance of orders for the performance of tasks during the period of the contract.
- A **Delivery Order Contract** means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



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

Filter()

NAICS - ALL SELECTED



PSC - ALL SELECTED

KEYWORD - ALL SELECTED

NAICS Code()

Product Service Code()

Keywords ()

Number of Offers Received

Solicitation Procedures

Not In SAM.gov?

Award or IDV Type

Type Of Set Aside

Type of Contract Vehicle

Contract Expiration Date

11/5/2019

3/30/2027

Department

Agency

Office

POC For Target Dataset