Federal Procurement Tools and Functionality

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Today's Agenda

"*You need to pay for Government Contracting intelligence*" is one of the biggest lies in our industry.

Commercial systems and consulting firms would have you believe that the information they pull is shrouded in mystery, otherwise unattainable outside their paywall and their expertise.

The Pulse has clocked over 90 free USG .gov websites that federal contractors can use to perform elements of research and connect the dots when it comes to market intelligence.

Today we are going to cover just a few of those popular sources and a few hidden gems.

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Popular Sources

USASpending

Source: USAspending.gov

Why the USG provides it: This is the official source for U.S. federal spending data. Its mission is to show the American public what the federal government spends every year and how it spends the money. You can follow the money from the Congressional appropriations to the federal agencies and down to local communities and businesses.

How to access: Does not require a login or registration.

What we like it: Great visualizations and easy to use tool to search award data.

What we don't like: Data downloads can take forever and the data is only as good as what is put in. This includes gaps in spending sources.

Where $8.7B has gone in FY23 alone?

Grants and fixed charges	$3,279,453,696,436	71.46%
Contractual services and supplies	$568,927,359,340	12.40%
Personnel compensation and benefits	$428,350,806,899	9.33%
Acquisition of assets	$195,763,207,440	4.27%
Other	$163,986,130,986	3.57%
Unknown	$8,714,012,784	0.19%
Unreported Data*	-$55,995,541,247	-1.22%

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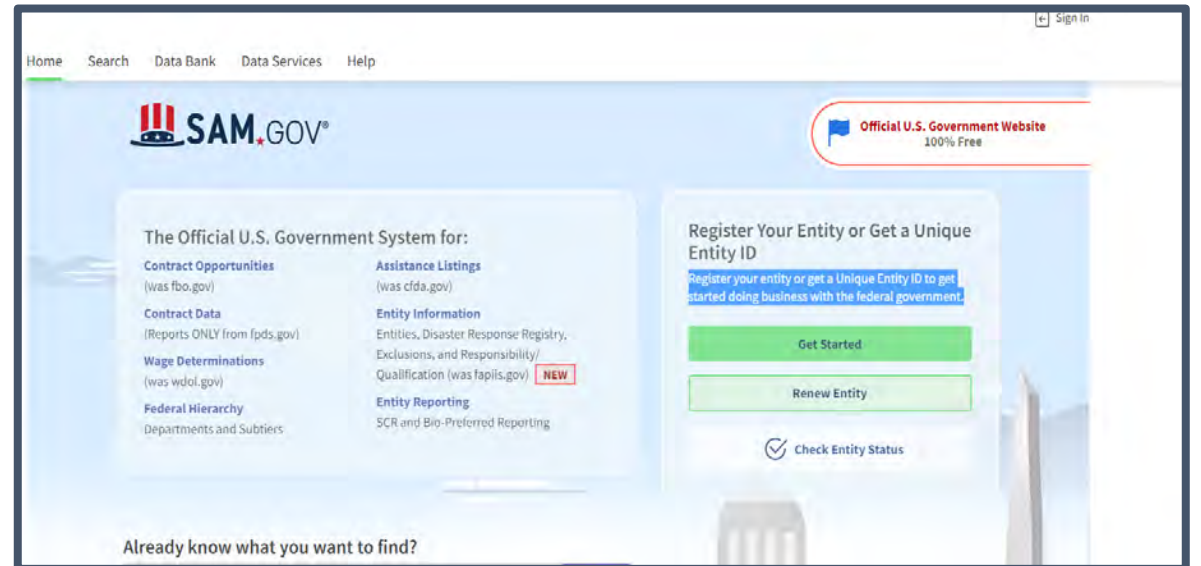# SAM

Source: SAM.gov

Why the USG provides it: The System for Award Management (SAM.gov) is the official USG website used to:

- Register to do business with the USG

- Update, renew, or check the status of your entity registration

- Search for entity registration and exclusion records

- Search for assistance listings (formerly CFDA.gov), wage determinations (formerly WDOL.gov), contract opportunities (formerly FBO.gov), and contract data reports (formerly part of FPDS.gov).

- View and submit BioPreferred and Service Contract Reports

- Access publicly available award data via data extracts and system accounts

How to access: There is no cost to use or register, but you must register your entity and get a UEI to do business with the federal government.

What we like it: Not too much but it's a necessary tool required to find opportunities and do work with the federal government.

What we don't like: Too much to name on this presentation. Be mindful of hierarchy structures and opportunity status (always make sure to mark inactive and active when searching!)

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Acquisition
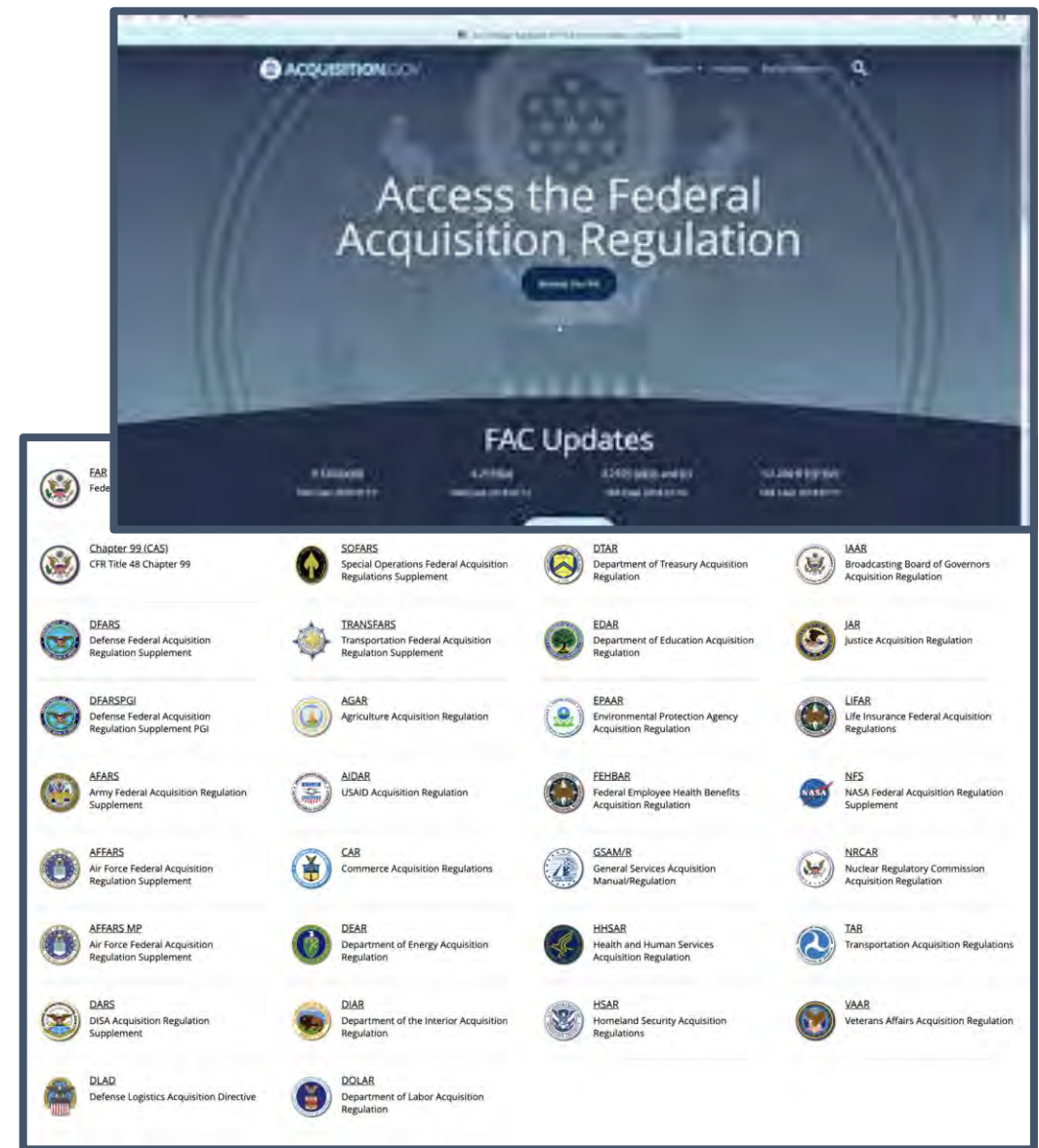
Source: Acquisition.gov

What it is: This is a a comprehensive online platform that serves as a central hub for acquisition-related information, policies, and tools.

How to access: Does not require a login or registration.

What we like it: Provides an easier way to search the FAR, and provides a lot of resource all in one place that might be hard to find otherwise:

- U.S. federal agency procurement forecasts

- Small Business liaison contact information and website link

- Vendor communication plans

- U.S. federal agency industry liaison directory

What we don't like: The links and the data is only as good as what is provided on other USG websites, and it's not vetted for usefulness or if the link is even still working.
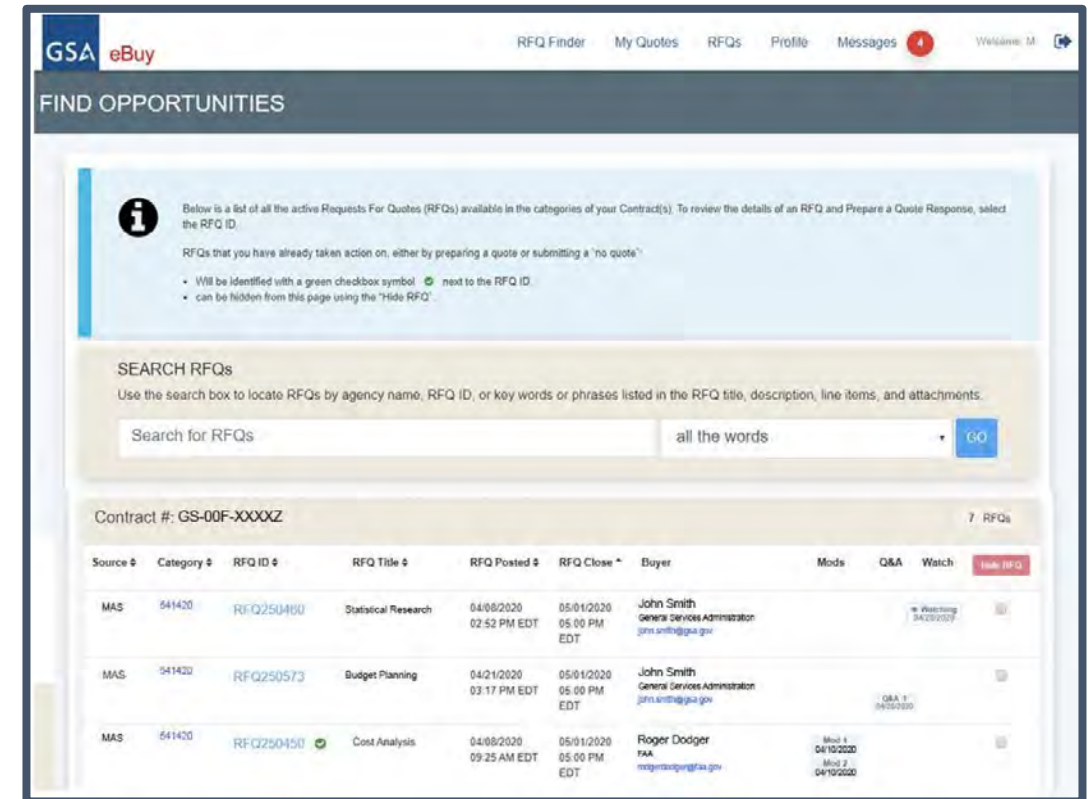
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GSA eBuy

Source: ebay.gsa.gov/ebuy/

What it is: This is a is a website run by GSA that allows federal, state, and local buyers to solicit products and services from verified GSA Contractors.

How to access: Users need to have a GSA Schedule contract. Once you are awarded a GSA Schedule contract, you must register with the Vendor Support Center (VSC).

What we like it: Tried and true way to access real government buyers with real needs and funding.

What we don't like: Lack of transparency. eBuy opportunities are only available to GSA Schedule contractors. This means that a majority of GSA Schedules bids are not available to be viewed by the public.

Looking for more information? The Pulse recently released an article on how to market your GSA Schedule!

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Grants

Source: grants.gov

What it is: This is the official USG system that provides a centralized location for grant seekers to find and apply for federal funding opportunities. Today, the Grants.gov system houses information on over 1,000 grant programs and vets grant applications for federal grant-making agencies.

How to access: There is no cost to use or register, but you must register your entity and get a UEI to do business with the federal government.

What we like it: User friendly, updated information and statues, accurate information.

What we don't like: Finding documents or the federal buyer contact information related to an opportunity is clunky and sometimes unavailable.

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Challenge

Source: Challenge.gov

What it is: This is the the official hub for challenges and prize competitions across the USG. Since 2010, the USG has run over 1,200 prize competitions - engaging public solvers ranging from students and hobbyists to small business owners and academic researchers. Longitude and ship navigation, Lindbergh's transatlantic flight, even initial designs for the U.S. Capitol and White House—all were the result of open prize competitions.

How to access: Accessing this website requires zero registration; but every prize competition is structured differently, and the details for competition registration matters. Some challenges restrict foreign entities from participating due to national security concerns. Some entities are ineligible to receive any of the cash or financial prizes from these challenges as well and those participants are designated as ineligible by the United States Treasury's Office of Foreign Assets Control.

What we like it: Page has events and challenges separated which makes it easy to track what is going on in the community. Also has a newsletter that is pretty helpful!

What we don't like: Very hard to identify when a challenge has been released or was activated. The website lacks in structured data and has no API which makes it hard to standardize.
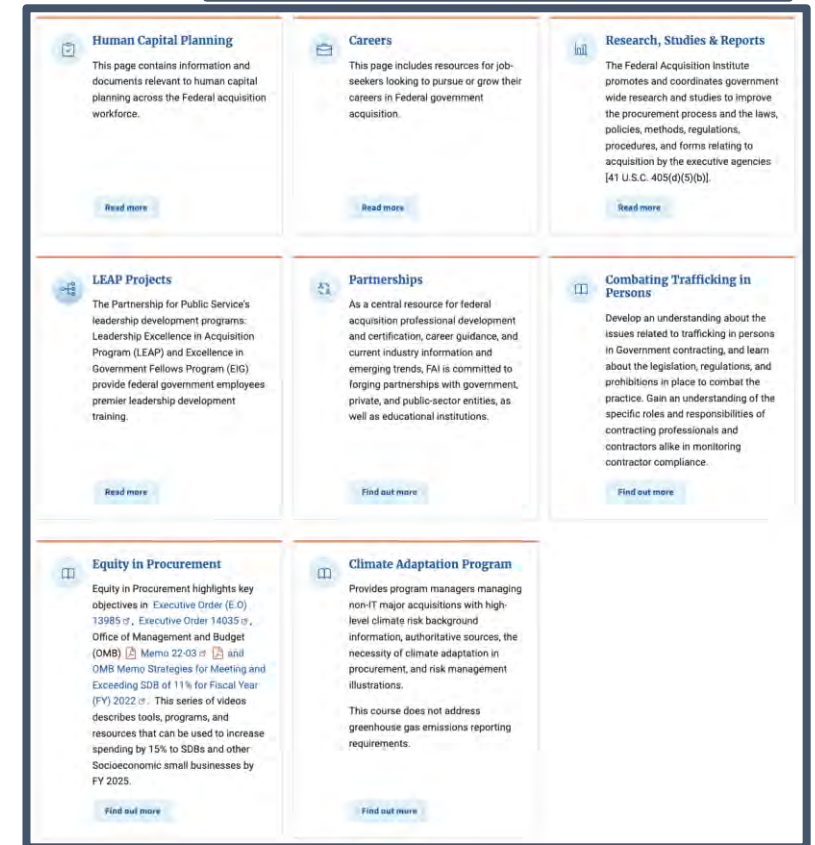
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Hidden Gems

FAI

Source: fai.gov

What it is: Established in 1976 under the Office of Federal Procurement Policy Act, the Federal Acquisition Institute (FAI) supports more than 50 comprehensive training courses for the federal acquisition workforce.

What we use it for: Great tool for understanding how the acquisition workforce is being trained. FAI also provides helpful tools like the Periodic Table of Acquisition Innovations and Playbooks.

Playbooks are very useful as they detail case studies for various acquisition methods and their outcomes. This helps the federal contractor provide substantiation for acquisition strategy recommendations during the market research process.

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DS-1910 Report

Source: state.gov/ds-1910-report/

What it is: DOS OSDBU reviews proposed acquisition strategies to meet DOS requirements in its DS-1910 Report. The report is updated bi-weekly, and reviews are valid for one year from date of issuance.

What we use it for: The opportunities are not yet active (like a typical procurement forecast), but the DS-1910 Report also includes the potential acquisition method or set-asides. The report also provides federal buyer contact information.

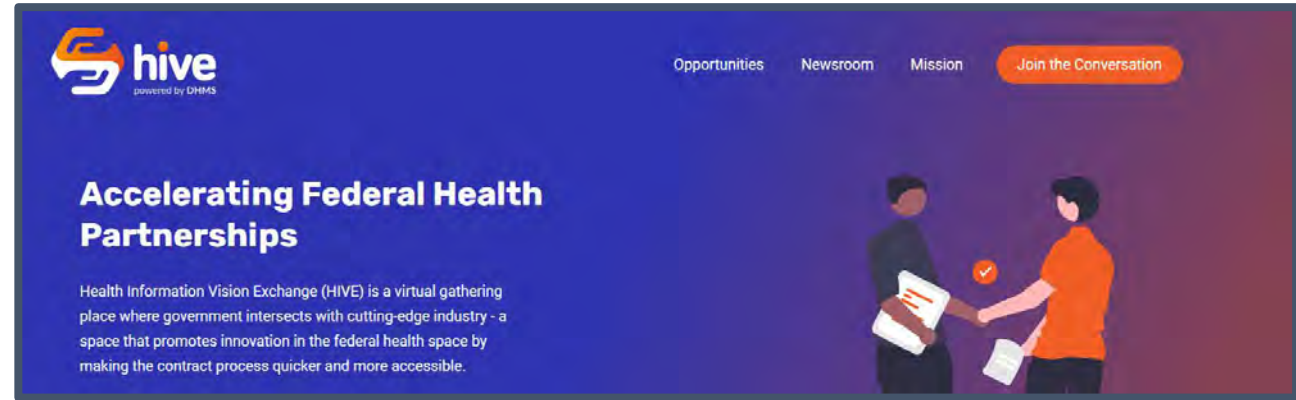| Description of the Procurement	Proposed Acquisition Method	NAICS Code	OSDBU Approval Date	Sponsoring Bureau/ Office	Doc #
Micro-Focus Automated Test software Development tool.	HUBZone set-aside NASA SEWP	541519	2023-02-21	RM/GFS	DS-1910-0002538
AudioVideo and Video Teleconferencing (AV/VTC) maintenance and repair services.	8(a) set-aside GSA – MAS	561210	2023-02-22	CA/PPT	DS-1910-0002539
Installation of Hybrid Generator at the Birendra Peace Operations Training Centre (BPOTC) in Panchkhal, Nepal. https://sam.gov/opp/b2099b8e72614acf806e3e7eda6f8999/view	Unrestricted	236220	2023-03-01	PM/GPI	DS-1910-0002541
US Mission Antananarivo- Local Guard Program. https://sam.gov/opp/0a35b3f2a5f546ad815ab7b0cf0d6072/view	Unrestricted	561612	2023-03-02	DS	DS-1910-0002543
Full Design-Build Construction, Exhibit Design, Content Development, Decommissioning and Removal of a USA Pavilion at Expo 2025 Osaka, Japan. https://sam.gov/opp/c8778bdb08f74dec936df08a34a729ce/view	Unrestricted	236220	2023-02-27	OBO	DS-1910-0002544
The purpose of this acquisition is to obtain classified and unclassified diplomatic pouch and mail services for the U.S Department of State in its role as an interagency service provider.	100% small business set-aside	492110	2023-02-24	A/LM	DS-1910-0002549
Conduct research and analysis on DEAV's standard door armoring procedure, analyze the effectiveness of single vs dual-layer door armor on production armored vehicles. Evaluate the effectiveness of a single layer armor system and compare its performance to the two-layer system. https://sam.gov/opp/5c8bafdb7b8643debb2e7e7f2616aa42/view	Unrestricted	541715	2023-02-27	DS/C/PSP/DEAV	DS-1910-0002551
Renewal of maintenance and support for existing Tanium appliances to ensure continued endpoint security management at the Foreign Affairs Cybersecurity Center (FACC).	Unrestricted- NASA-SEWP	541519	2023-03-02	DS/CTS/CMO	DS-1910-0002557
ICASS Handheld Radios and Batteries.	100% small business set-aside- NASA SEWP	334290	2023-03-02	IRM	DS-1910-0002560
FSI Information Assurance Support Services, helpdesk support and network administration.	8(a) set-aside	541513	2023-03-01	FSI	DS-1910-0002563

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DHMS HIVE (or Bid Scale)

Source: connect.bidscale.com

What it is: Health Information Vision Exchange (HIVE) is a virtual platform in the federal health space that makes the federal contract process quicker and more accessible.

What we use it for: HIVE is extremely active on both the industry and USG side in regards to community. HIVE provides consolidated access to crucial information: updates, events, and announcements.

Similar to GSA Interact, HIVE also provides an open line of communication (similar to reddit) with federal program and contracting officers.
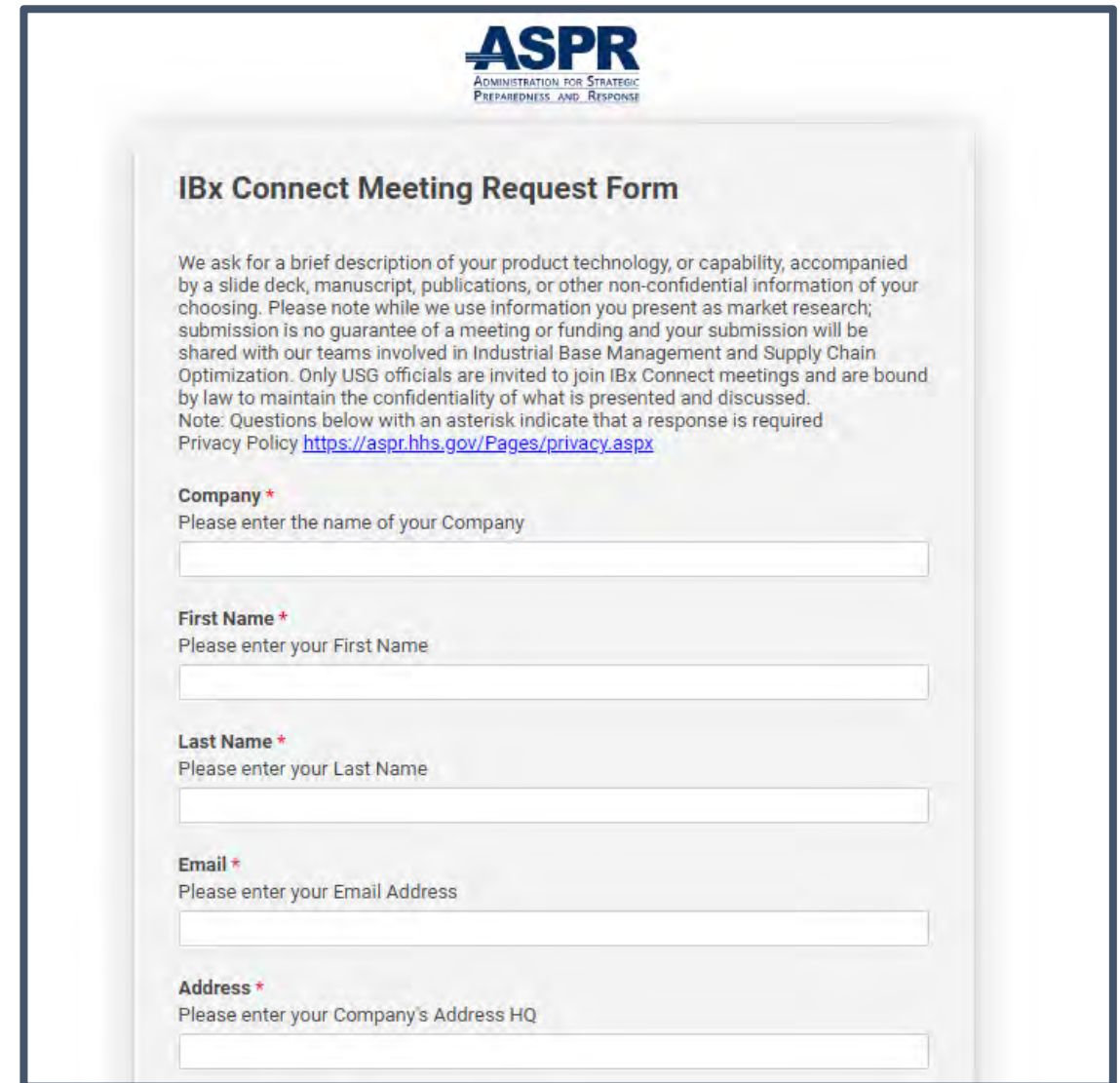

Opportunities   Newsroom   Mission   Join the Conversation

Accelerating Federal Health Partnerships

Health Information Vision Exchange (HIVE) is a virtual gathering place where government intersects with cutting-edge industry - a space that promotes innovation in the federal health space by making the contract process quicker and more accessible.

hive

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IBx Connect

Source: aspr.hhs.gov/ibx

What it is: Industrial Base Expansion (IBx) Connect is an application that is used to coordinate specific strategic innovation and industrial base expansion efforts across HHS ASPR, federal partners, academia, and the private sector.

What we use it for: The IBx Connect portal is the single point of information and entry market research and federal interactions concerning these exact requirements.

If you are in the public health and medical industrial base and supply chain, this is the place to monitor your opportunities!

IBx Connect Meeting Request Form

We ask for a brief description of your product technology, or capability, accompanied by a slide deck, manuscript, publications, or other non-confidential information of your choosing. Please note while we use information you present as market research; submission is no guarantee of a meeting or funding and your submission will be shared with our teams involved in Industrial Base Management and Supply Chain Optimization. Only USG officials are invited to join IBx Connect meetings and are bound by law to maintain the confidentiality of what is presented and discussed.
Note: Questions below with an asterisk indicate that a response is required
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First Name *
Please enter your First Name

Last Name *
Please enter your Last Name

Email *
Please enter your Email Address

Address *
Please enter your Company's Address HQ

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GSA Pricing

Source: buy.gsa.gov

What it is: This is a one-stop location for contract and task order pricing information across GSA vehicles and purchases.

What we use it for: Buy.GSA.gov houses a number of useful tools for contractors. Our favorite is the Contract-Awarded Labor Category (CALC) tool.

CALC is a great pricing tool that helps find awarded prices to use for labor contracts.

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