

# MARKET ASSESSMENT/RESEARCH

## Federal Government Focused

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Procurement Counselor  
October 23, 2018

Oregon Government Contract Assistance Program

# Agenda

- Purpose
- Market Assessment/Research Websites
  - Federal Procurement Data System (FPDS-NG)
  - USASpending
  - Federal Business Opportunities (FBO)
- Results and Action Items

# Purpose of Market Assessment



Answers the following questions by searching government databases:

1. Does the government buy what I sell?
  - Who are the top 3 agencies buying my product(s)/service(s)?
2. How much does the government spend in my geographic market purchasing my product(s)/service(s)?
3. Who are the top 3-5 prime contractors/awardees in my industry?
4. How does the government buy my product(s)/service(s)?
  - What type of procurement vehicles are used?
    - Single definitive contracts/purchase orders
    - Established multi-year contracts vehicles like indefinite delivery, indefinite quantity (IDIQ) or Blanket Purchase Agreements (BPAs)
  - NAICS code(s) and keywords used for your products/services

# Federal Websites

- **Federal Procurement Data System-Next Generation (FPDS-NG)** is an online central repository of information on Federal contracting.
- **USASpending** is an online portal that reports on how much the Federal Government spends on awards, to include both contracts and grants for each fiscal year. USASpending draws award information from FPDS for contracts.
- **Federal Business Opportunities (FBO)** is an online portal and is defined as the governmentwide point of entry (GPE) in the Federal Acquisition Regulation, where proposed contract actions over \$25,000 have to be posted for public view, unless the requirement meets an exception.

# Tools/Websites

- Federal Procurement Data System-Next Generation (FPDS-NG)
  - [www.fpds.gov](http://www.fpds.gov)
- USAspending
  - [www.usaspending.gov](http://www.usaspending.gov)
- Federal Business Opportunities (FBO)
  - [www.fbo.gov](http://www.fbo.gov)

## Background:

# North American Industrial Classification System (NAICS)



- Federal Government classifies products and services they buy within industries with the use of NAICS codes
  - Six digit code starting with a two digit industry sector
- Used to set small business size standards
- Find them at ([www.census.gov/eos/www/naics/](http://www.census.gov/eos/www/naics/))
- E.g. NAICS 238160 – Roofing Contractors
  - Size Standard \$15 million

# MARKET ASSESSMENT USASPENDING, FPDS-NG, & FBO

# USAspending.gov

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In 2017, the government spent \$3.98 trillion.

USA Spending tracks federal spending to ensure taxpayers can see how their money is being used in communities across America. Learn more on how this money was spent with tools to help you navigate spending from top to bottom.

Hover mouse over the down arrow next to "Award Search" and then click on "Advanced Search"

## FEATURED CONTENT

### Discover the Data Lab

Data visualizations to help you understand government spending. See what our data can do.

### New! - Download Account Data

Download account data at the Federal Account or Treasury Account level, including account data linked to award data.

### New! - Recipient Profiles

Find insights into each recipient with the tools and summaries found in our new Recipient Profile pages.

# USAspending.gov

Advanced Search

DOWNLOAD

Filters

Submit Search

Reset search

Keyword

Time Period

Fiscal Year Date Range

- All Fiscal Years
- FY 2019
- FY 2018
- FY 2017
- FY 2016
- FY 2015
- FY 2014
- FY 2013
- FY 2012
- FY 2011
- FY 2010
- FY 2009
- FY 2008

Award Type

Agency

Location

Recipient

Recipient Type

Award Amount

Award ID

CFDA Program

NAICS Code

TABLE

TIME

MAP

CATEGORIES

Prime Awards Sub-Awards



Choose your filters and submit your search to begin.

Select desired criteria for your report. Then click on "Submit Search."

Recommendation: Select previous 3 to 5 fiscal years and applicable NAICs code(s). Select a location (State) if applicable (e.g. only perform services in Oregon.)

# USAspending.gov

## Advanced Search

DOWNLOAD

### Filters

Submit Search

Reset search

### Keyword

### Time Period

Fiscal Year Date Range

- All Fiscal Years
- FY 2019  FY 2013
- FY 2018  FY 2012
- FY 2017  FY 2011
- FY 2016  FY 2010
- FY 2015  FY 2009
- FY 2014  FY 2008

### Award Type

### Agency

### Location

### Recipient

### Recipient Type

### Award Amount

4 Active Filters:

TIME PERIOD

FY 2018

FY 2017

FY 2016

NAICS

115310 | Support Activities for Forestry



TABLE



TIME



MAP



CATEGORIES

Prime Awards



Sub-Awards

## Spending by Prime Award

Contracts **\$8,376**

Grants 0

Direct Payments 0

Loans 0

Other 0

Award ID	Recipient Name	Start Date	End Date	Award Amount	Awarding Agency
A00248C179002	PERIMETER SOLUTIONS LP	2/26/2017		\$57,996,716	Department of Agriculture
INL13PC00164	FORESTRY, OREGON DEPARTMEN...	6/27/2013	6/30/2018	\$38,015,706	Department of the Interior
A00248C119007	GRAYBACK FORESTRY INC	4/21/2011		\$32,742,206	Department of Agriculture
INL08PC90414	FORESTRY, OREGON DEPARTMEN...	9/16/2008		\$25,602,604	Department of the Interior
A00248C119006	OPP ENTERPRISES, INC.	4/21/2011		\$22,330,748	Department of Agriculture
A00248C119011	PATRICK ENVIRONMENTAL INC	4/21/2011		\$20,415,213	Department of Agriculture
A00248C119005	FIRESTORM WILDLAND FIRE SUPP...	4/21/2011		\$19,197,357	Department of Agriculture
A00248C189023	GRAYBACK FORESTRY INC	6/29/2016		\$14,456,838	Department of Agriculture
12024B18D9025	PERIMETER SOLUTIONS LP	7/1/2018		\$14,045,520	Department of Agriculture
A00248C189020	FIRESTORM WILDLAND FIRE SUPP...	6/29/2016		\$11,717,961	Department of Agriculture

Search criteria:

- Last 3 fiscal years (FY2016 - FY2018) ; &

-NAICS code = 115310 (support activities for forestry)

# USAspending.gov- Download Data

- Step 1- Choose Level of Data
  - Select “Award”
- Step 2- Choose Columns
  - Select “Everything”
- Step 3- Download and Finish
  - Not action needed. Reports are being generated.

# USAspending.gov- Download Data



USAspending.gov | Data Lab

An official website of the U.S. government

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Spending Explorer | Award Search | Profiles | Download Center | Glossary

Advanced Search

DOWNLOAD

Filters

Submit Search

Reset search

Keyword

Time Period

Fiscal Year | Date Range

All Fiscal Years

- FY 2019
- FY 2018
- FY 2017
- FY 2016
- FY 2015
- FY 2014
- FY 2013
- FY 2012
- FY 2011
- FY 2010
- FY 2009
- FY 2008

Award Type

Agency

Location

Recipient

Recipient Type

4 Active Filters:

TIME PERIOD

FY 2018 | FY 2017 | FY 2016

NAICS

115010 | Support Activities for Forestry

TABLE

TIME

MAP

CATEGORIES

Prime Awards  Sub-Awards

## Spending by Prime Award

Contracts **35,378** | Grants | Direct Payments | Loans | Other

Award ID	Recipient Name	Start Date	End Date	Award Amount	Awarding Agency
A00248C179002	PERIMETER SOLUTIONS LP	2/26/2017		\$57,566,716	Department of Agriculture
INL13PC00164	FORESTRY, OREGON DEPARTMEN...	8/27/2013	6/30/2018	\$38,615,706	Department of the Interior
A00248C119007	GRAYBACK FORESTRY INC	4/21/2011		\$32,742,205	Department of Agriculture
INL08PC09414	FORESTRY, OREGON DEPARTMEN...	9/16/2008		\$25,602,804	Department of the Interior
A00248C119006	OPF ENTERPRISES, INC.	4/21/2011		\$22,330,748	Department of Agriculture
A00248C119011	PATRICK ENVIRONMENTAL INC	4/21/2011		\$20,415,213	Department of Agriculture
A00248C119005	FIRESTORM WILDLAND FIRE SUPP...	4/21/2011		\$19,197,357	Department of Agriculture
A00248C169023	GRAYBACK FORESTRY INC	6/28/2016		\$14,468,838	Department of Agriculture
1202481809025	PERIMETER SOLUTIONS LP	7/1/2016		\$14,045,520	Department of Agriculture

What do you want to do with  
all\_prime\_awards\_subawards\_20181018175947.zip (131 MB)?  
From: files.usaspending.gov

Open

Save

^

Cancel

X

# USAspending.gov- Download Data



USAspending.gov | Data Lab An official website of the U.S. government

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**USASPENDING.gov** Spending Explorer Award Search Profiles Download Center Glossary

**Advanced Search** [DOWNLOAD](#)

**Filters**

[Submit Search](#)  
[Reset Search](#)

> Keyword

> Time Period

Fiscal Year  Date Range

All Fiscal Years

FY 2019  FY 2013

FY 2018  FY 2012

FY 2017  FY 2011

FY 2016  FY 2010

FY 2015  FY 2009

FY 2014  FY 2008

> Award Type

> Agency

> Location

> Recipient

> Recipient Type

> Award Amount

4 Active Filters:

TIME PERIOD: FY 2018 FY 2017 FY 2016 115310 | Support Activities for Forestry

NAICS

TABLE TIME MAP CATEGORIES

Prime Awards  Sub-Awards

### Spending by Prime Award

Contracts **15,371** Grants Direct Payments Loans Other

Award ID	Recipient Name	Start Date	End Date	Award Amount	Awarding Agency
AG0248CL19002	PERIMETER SOLUTIONS LP	2/28/2017		\$57,998,718	Department of Agriculture
INL13PC00164	FORESTRY, OREGON DEPARTMENT...	8/27/2013	8/30/2018	\$38,015,708	Department of the Interior
AG0248CL19007	GRAYBACK FORESTRY INC	4/21/2011		\$32,742,205	Department of Agriculture
INL08PC00414	FORESTRY, OREGON DEPARTMENT...	9/18/2008		\$25,802,804	Department of the Interior
AG0248CL19006	OPF ENTERPRISES, INC.	4/21/2011		\$22,330,748	Department of Agriculture
AG0248CL19011	PATRICK ENVIRONMENTAL INC	4/21/2011		\$20,415,213	Department of Agriculture
AG0248CL19005	FIRESTORH WILDLAND FIRE SUPP...	4/21/2011		\$19,197,357	Department of Agriculture
AG0248CL18923	GRAYBACK FORESTRY INC	8/29/2016		\$14,458,838	Department of Agriculture
11014818D9025	PERIMETER SOLUTIONS LP	7/1/2008		\$14,045,520	Department of Agriculture
AG0248CL18920	FIRESTORH WILDLAND FIRE SUPP...	8/29/2016		\$11,717,981	Department of Agriculture

all\_prime\_awards\_subawards\_20181018175947.zip finished downloading. Open **Open folder** View downloads ×

# USAspending.gov Report

> GCAP > Downloads > all\_prime\_awards\_subawards\_20181018175947

Search all\_prime\_awards\_suba...

Name	Type	Compressed size	Password p...	Size	Ratio
 all_assistance_prime_awards_1	Microsoft Excel Comma S...	1 KB	No	2 KB	75%
 all_assistance_subawards_1	Microsoft Excel Comma S...	81,999 KB	No	360,055 KB	78%
 all_contracts_prime_awards_1	Microsoft Excel Comma S...	5,347 KB	No	41,353 KB	88%
 all_contracts_subawards_1	Microsoft Excel Comma S...	46,303 KB	No	206,720 KB	78%

1. Open prime contracts report
2. The report defaults to a CSV format. Before doing anything else, save the document as an excel document (e.g. 115310 FY16-18 Data) to allow for data manipulation.

# USAspending.gov Report

115310 FY16-FY18 Spending Data Report - Excel

File Home Insert Draw Page Layout Formulas Data Review View Tell me what you want to do

Clipboard Font Alignment Number Styles

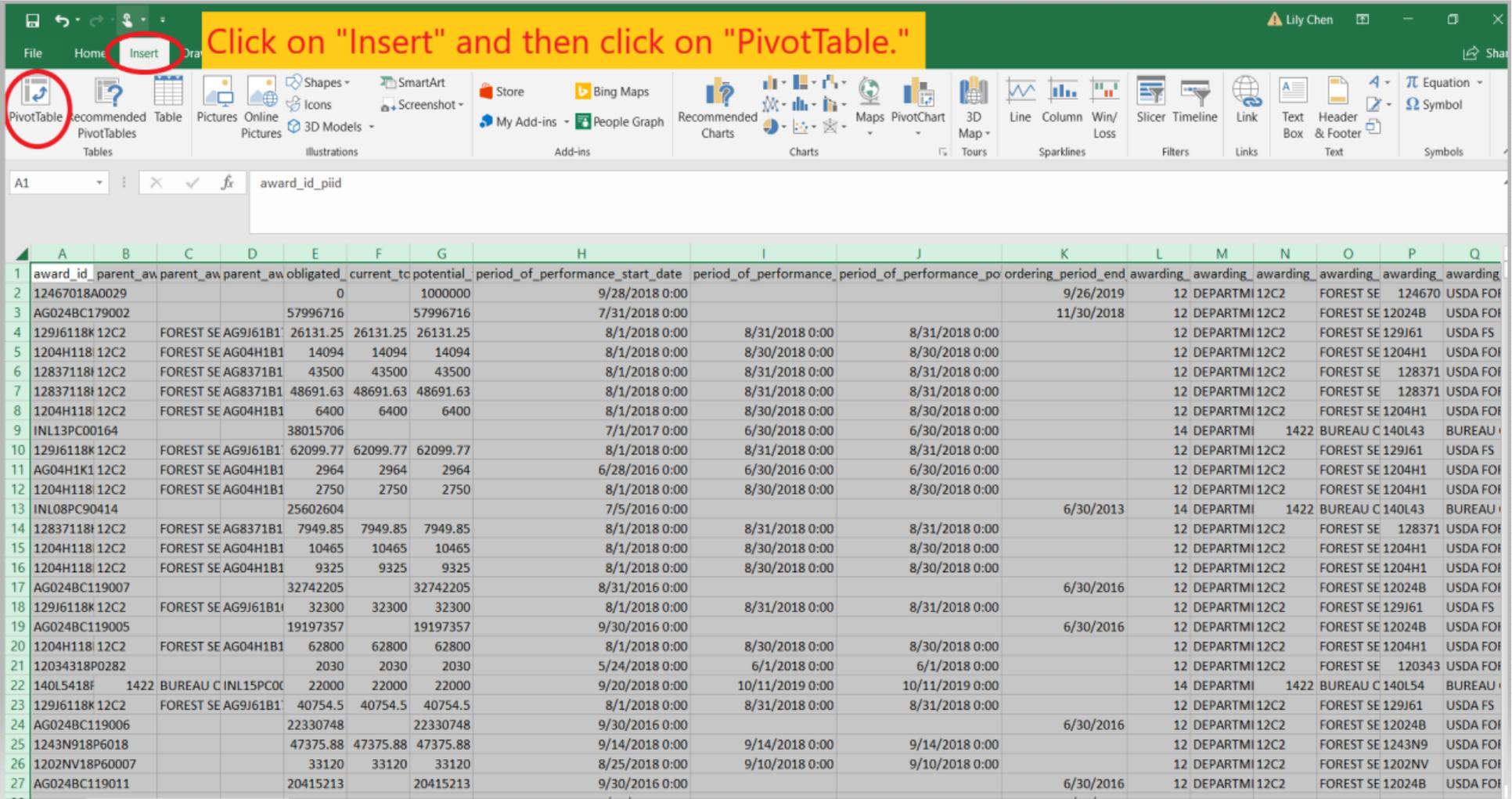
Normal Bad Good Neutral Calculation Check Cell

A1 Click to highlight all data.

	A	B	C	D	E	F	G	H	I	J	K
	award_id	parent_aw	parent_aw	parent_aw	obligated	current_to	potential	period_of_performance_start_date	period_of_performance	period_of_performance_po	ordering_period_end
2	12467018A0029				0		1000000	9/28/2018 0:00			9/26/2019
3	AG024BC179002				57996716		57996716	7/31/2018 0:00			11/30/2018
4	129J6118K 12C2		FOREST SE AG9J61B1		26131.25	26131.25	26131.25	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00	
5	1204H118 12C2		FOREST SE AG04H1B1		14094	14094	14094	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00	
6	12837118 12C2		FOREST SE AG8371B1		43500	43500	43500	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00	
7	12837118 12C2		FOREST SE AG8371B1		48691.63	48691.63	48691.63	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00	
8	1204H118 12C2		FOREST SE AG04H1B1		6400	6400	6400	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00	
9	INL13PC00164				38015706			7/1/2017 0:00	6/30/2018 0:00	6/30/2018 0:00	
10	129J6118K 12C2		FOREST SE AG9J61B1		62099.77	62099.77	62099.77	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00	
11	AG04H1K1 12C2		FOREST SE AG04H1B1		2964	2964	2964	6/28/2016 0:00	6/30/2016 0:00	6/30/2016 0:00	
12	1204H118 12C2		FOREST SE AG04H1B1		2750	2750	2750	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00	
13	INL08PC90414				25602604			7/5/2016 0:00			6/30/2013
14	12837118 12C2		FOREST SE AG8371B1		7949.85	7949.85	7949.85	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00	
15	1204H118 12C2		FOREST SE AG04H1B1		10465	10465	10465	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00	
16	1204H118 12C2		FOREST SE AG04H1B1		9325	9325	9325	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00	
17	AG024BC119007				32742205		32742205	8/31/2016 0:00			6/30/2016
18	129J6118K 12C2		FOREST SE AG9J61B1		32300	32300	32300	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00	
19	AG024BC119005				19197357		19197357	9/30/2016 0:00			6/30/2016
20	1204H118 12C2		FOREST SE AG04H1B1		62800	62800	62800	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00	
21	12034318P0282				2030	2030	2030	5/24/2018 0:00	6/1/2018 0:00	6/1/2018 0:00	
22	140L5418 1422	BUREAU C	INL15PC00		22000	22000	22000	9/20/2018 0:00	10/11/2019 0:00	10/11/2019 0:00	
23	129J6118K 12C2		FOREST SE AG9J61B1		40754.5	40754.5	40754.5	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00	
24	AG024BC119006				22330748		22330748	9/30/2016 0:00			6/30/2016
25	1243N918P6018				47375.88	47375.88	47375.88	9/14/2018 0:00	9/14/2018 0:00	9/14/2018 0:00	
26	1202NV18P60007				33120	33120	33120	8/25/2018 0:00	9/10/2018 0:00	9/10/2018 0:00	
27	AG024BC119011				20415213		20415213	9/30/2016 0:00			6/30/2016

# USAspending.gov Report

Click on "Insert" and then click on "PivotTable."



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q
1	award_id	parent_aw	parent_aw	parent_aw	obligated	current	potential	period_of_performance_start_date	period_of_performance	period_of_performance_po	ordering_period_end	awarding	awarding	awarding	awarding	awarding	awarding
2	12467018A0029				0		1000000	9/28/2018 0:00			9/26/2019	12 DEPARTMI	12C2	FOREST SE	124670	USDA FOI	
3	AG024BC179002				57996716		57996716	7/31/2018 0:00			11/30/2018	12 DEPARTMI	12C2	FOREST SE	12024B	USDA FOI	
4	129J6118K 12C2	FOREST SE	AG9J61B1		26131.25	26131.25	26131.25	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00		12 DEPARTMI	12C2	FOREST SE	129J61	USDA FS	
5	1204H118 12C2	FOREST SE	AG04H1B1		14094	14094	14094	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00		12 DEPARTMI	12C2	FOREST SE	1204H1	USDA FOI	
6	12837118 12C2	FOREST SE	AG8371B1		43500	43500	43500	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00		12 DEPARTMI	12C2	FOREST SE	128371	USDA FOI	
7	12837118 12C2	FOREST SE	AG8371B1		48691.63	48691.63	48691.63	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00		12 DEPARTMI	12C2	FOREST SE	128371	USDA FOI	
8	1204H118 12C2	FOREST SE	AG04H1B1		6400	6400	6400	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00		12 DEPARTMI	12C2	FOREST SE	1204H1	USDA FOI	
9	INL13PC00164				38015706			7/1/2017 0:00	6/30/2018 0:00	6/30/2018 0:00		14 DEPARTMI	1422	BUREAU C	140L43	BUREAU	
10	129J6118K 12C2	FOREST SE	AG9J61B1		62099.77	62099.77	62099.77	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00		12 DEPARTMI	12C2	FOREST SE	129J61	USDA FS	
11	AG04H1K1 12C2	FOREST SE	AG04H1B1		2964	2964	2964	6/28/2016 0:00	6/30/2016 0:00	6/30/2016 0:00		12 DEPARTMI	12C2	FOREST SE	1204H1	USDA FOI	
12	1204H118 12C2	FOREST SE	AG04H1B1		2750	2750	2750	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00		12 DEPARTMI	12C2	FOREST SE	1204H1	USDA FOI	
13	INL08PC90414				25602604			7/5/2016 0:00			6/30/2013	14 DEPARTMI	1422	BUREAU C	140L43	BUREAU	
14	12837118 12C2	FOREST SE	AG8371B1		7949.85	7949.85	7949.85	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00		12 DEPARTMI	12C2	FOREST SE	128371	USDA FOI	
15	1204H118 12C2	FOREST SE	AG04H1B1		10465	10465	10465	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00		12 DEPARTMI	12C2	FOREST SE	1204H1	USDA FOI	
16	1204H118 12C2	FOREST SE	AG04H1B1		9325	9325	9325	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00		12 DEPARTMI	12C2	FOREST SE	1204H1	USDA FOI	
17	AG024BC119007				32742205		32742205	8/31/2016 0:00			6/30/2016	12 DEPARTMI	12C2	FOREST SE	12024B	USDA FOI	
18	129J6118K 12C2	FOREST SE	AG9J61B1		32300	32300	32300	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00		12 DEPARTMI	12C2	FOREST SE	129J61	USDA FS	
19	AG024BC119005				19197357		19197357	9/30/2016 0:00			6/30/2016	12 DEPARTMI	12C2	FOREST SE	12024B	USDA FOI	
20	1204H118 12C2	FOREST SE	AG04H1B1		62800	62800	62800	8/1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00		12 DEPARTMI	12C2	FOREST SE	1204H1	USDA FOI	
21	12034318P0282				2030	2030	2030	5/24/2018 0:00	6/1/2018 0:00	6/1/2018 0:00		12 DEPARTMI	12C2	FOREST SE	120343	USDA FOI	
22	140L5418F	1422	BUREAU C	INL15PC00	22000	22000	22000	9/20/2018 0:00	10/11/2019 0:00	10/11/2019 0:00		14 DEPARTMI	1422	BUREAU C	140L54	BUREAU	
23	129J6118K 12C2	FOREST SE	AG9J61B1		40754.5	40754.5	40754.5	8/1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00		12 DEPARTMI	12C2	FOREST SE	129J61	USDA FS	
24	AG024BC119006				22330748		22330748	9/30/2016 0:00			6/30/2016	12 DEPARTMI	12C2	FOREST SE	12024B	USDA FOI	
25	1243N918P6018				47375.88	47375.88	47375.88	9/14/2018 0:00	9/14/2018 0:00	9/14/2018 0:00		12 DEPARTMI	12C2	FOREST SE	1243N9	USDA FOI	
26	1202NV18P60007				33120	33120	33120	8/25/2018 0:00	9/10/2018 0:00	9/10/2018 0:00		12 DEPARTMI	12C2	FOREST SE	1202NV	USDA FOI	
27	AG024BC119011				20415213		20415213	9/30/2016 0:00			6/30/2016	12 DEPARTMI	12C2	FOREST SE	12024B	USDA FOI	

# USAspending.gov Report

115310 FY16-FY18 Spending Data Report - Excel

File Home **Insert** Draw Page Layout Formulas Data Review View Tell me what you want to do

PivotTable Recommended Table Pictures Online Shapes SmartArt Store Bing Maps Recommended My Add-ins People Graph Charts 3D Map Tours

Tables Illustrations Add-ins Charts Tours

A1 award\_id\_piid

**Create PivotTable**

Choose the data that you want to analyze

Select a table or range  
Table/Range: all\_contracts\_prime\_awards\_1!\$A:\$I

Use an external data source  
Choose Connection...  
Connection name:

Use this workbook's Data Model

Choose where you want the PivotTable report to be placed

New Worksheet  
 Existing Worksheet  
Location:

Choose whether you want to analyze multiple tables

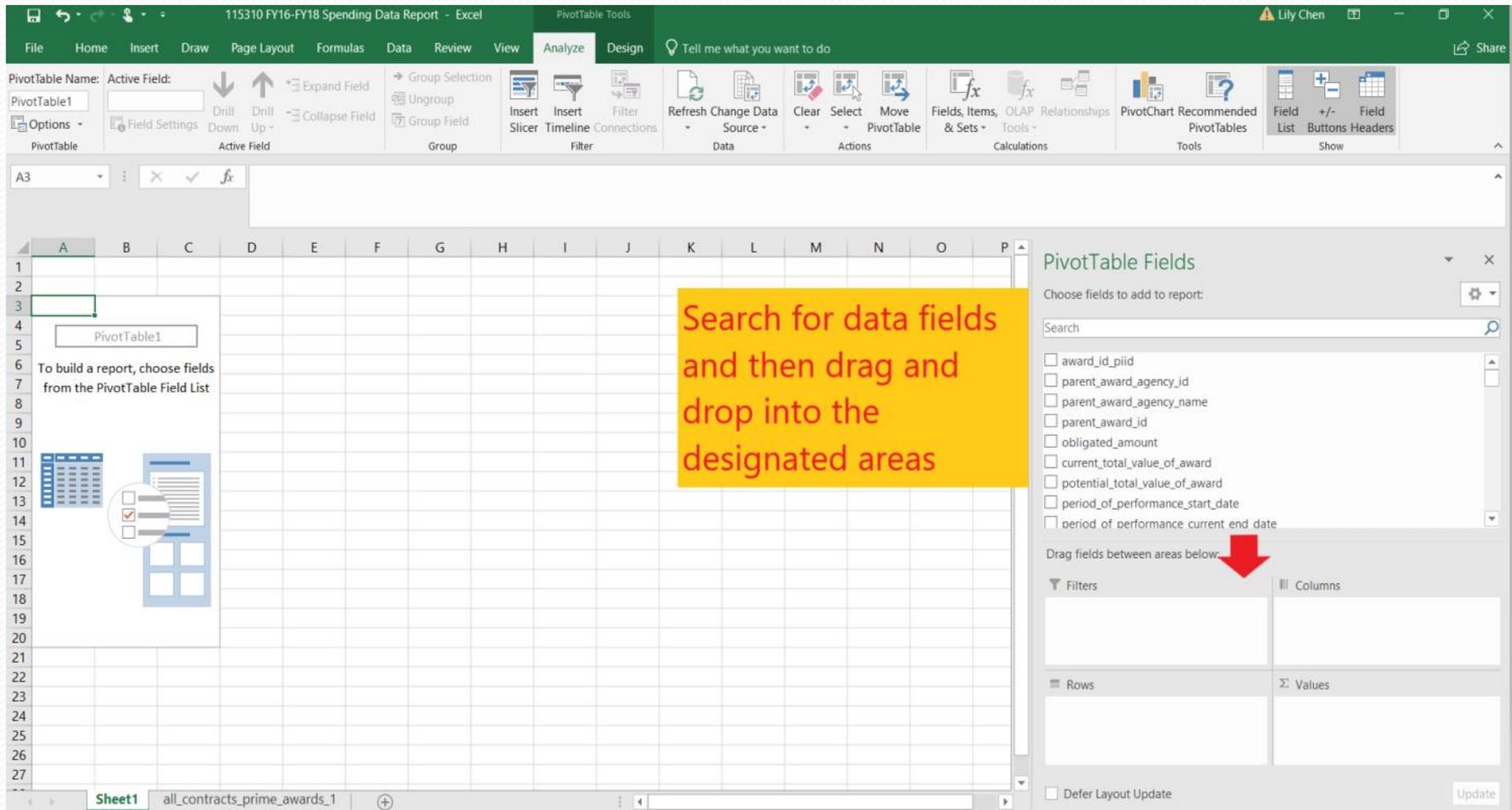
Add this data to the Data Model

OK Cancel

**Click on "Ok" without changing anything.**

award_id	parent_award_id	start_date	period_of_performance_start_date	period_of_performance_end_date
12467018A0029		8/2018 0:00		
AG024BC179002		1/2018 0:00		
129J6118K 12C2	FOR	1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00
1204H118 12C2	FOR	1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00
12837118 12C2	FOR	1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00
12837118 12C2	FOR	1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00
1204H118 12C2	FOR	1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00
INL13PC00164		1/2017 0:00	6/30/2018 0:00	6/30/2018 0:00
129J6118K 12C2	FOR	1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00
AG04H1K1 12C2	FOR	1/2018 0:00	8/31/2018 0:00	8/31/2018 0:00
1204H118 12C2	FOR	8/2016 0:00	6/30/2016 0:00	6/30/2016 0:00
INL08PC90414		1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00
12837118 12C2	FOR	5/2016 0:00	8/31/2018 0:00	8/31/2018 0:00
1204H118 12C2	FOR	1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00
1204H118 12C2	FOR	1/2018 0:00	8/30/2018 0:00	8/30/2018 0:00
AG024BC119007		32742205		
129J6118K 12C2	FOREST SE AG9J61B1	32300	32300	
AG024BC119005		19197357		
1204H118 12C2	FOREST SE AG04H1B1	62800	62800	
12034318P0282		2030	2030	
140L5418F	1422 BUREAU C INL15PC00	22000	22000	
129J6118K 12C2	FOREST SE AG9J61B1	40754.5	40754.5 40754.5	8/1/2018 0:00 8/31/2018 0:00
AG024BC119006		22330748	22330748	9/30/2016 0:00
1243N918P6018		47375.88	47375.88 47375.88	9/14/2018 0:00 9/14/2018 0:00
1202NV18P60007		33120	33120 33120	8/25/2018 0:00 9/10/2018 0:00
AG024BC119011		20415213	20415213	9/30/2016 0:00

# USAspending.gov Report



The screenshot shows the Microsoft Excel interface with the PivotTable Tools ribbon active. The PivotTable Fields task pane is open on the right, displaying a list of data fields from the USAspending.gov database. A yellow callout box with red text is overlaid on the spreadsheet area, providing instructions on how to use the task pane.

**PivotTable Fields**

Choose fields to add to report:

Search

- award\_id\_piid
- parent\_award\_agency\_id
- parent\_award\_agency\_name
- parent\_award\_id
- obligated\_amount
- current\_total\_value\_of\_award
- potential\_total\_value\_of\_award
- period\_of\_performance\_start\_date
- period\_of\_performance\_current\_end\_date

Drag fields between areas below:

- Filters
- Columns
- Rows
- Values

Defer Layout Update Update

**Search for data fields and then drag and drop into the designated areas**

# USAspending.gov Report- Agency Spending



primary\_place\_of\_performance\_state\_name

OREGON

Row Labels

Sum of obligated\_amount

DEPARTMENT OF AGRICULTURE (USDA)	\$	295,100,826
FOREST SERVICE	\$	295,013,926
NATURAL RESOURCES CONSERVATION SERVICE	\$	86,900
DEPARTMENT OF THE INTERIOR (DOI)	\$	99,232,911
BUREAU OF LAND MANAGEMENT	\$	97,632,422
U.S. FISH AND WILDLIFE SERVICE	\$	971,930
NATIONAL PARK SERVICE	\$	422,176
BUREAU OF INDIAN AFFAIRS AND BUREAU OF INDIAN EDUCATION	\$	189,055
US GEOLOGICAL SURVEY	\$	13,203
BUREAU OF INDIAN AFFAIRS	\$	4,124
DEPARTMENTAL OFFICES	\$	-
DEPARTMENT OF DEFENSE (DOD)	\$	231,380
DEPT OF THE ARMY	\$	231,380
<b>Grand Total</b>	\$	<b>394,565,117</b>

# USAspending.gov Report- Agency Spending

- The total amount spent under NAICS code 115310 for work performed in Oregon is \$394,565,117 between FY 2016 through FY2018.
- The top three sub-agencies are
  - Forest Service - \$295,013,926
  - Bureau of Land Management -\$97,632,422
  - U.S. Fish and Wildlife Service -\$971,930

# USAspending.gov Report- Agency Spending



- Report fields selected for tab entitled “Agency Spending”

## Filters

primary\_place\_of\_performance\_state\_name

## Columns

## Rows

awarding\_agency\_name  
awarding\_sub\_agency\_name

## Values

Sum of obligated\_amount

Note: If this doesn't default to “sum” then left click on the words and select “Value Field Settings” to change it to sum.”

# USAspending.gov Report- Office Level Spending



primary_place_of_performance_state_name	OREGON	
Row Labels	Sum of obligated_amount	
[-] DEPARTMENT OF AGRICULTURE (USDA)	\$	295,100,826
[-] FOREST SERVICE	\$	295,013,926
[-] DESCHUTES NATIONAL FOREST	\$	251,132
04GG	\$	251,132
[-] EASTERN REGION REGIONAL OFFICE	\$	70,711
56A1	\$	70,711
[-] FREMONT- WINEMA NATIONAL FORESTS	\$	701,521
04U3	\$	701,521
[-] FREMONT-WINEMA NATIONAL FORESTS	\$	49,697
04P5	\$	49,697
[-] IMAT ACQUISITION TEAM	\$	8,951
02RC	\$	8,951
[-] MALHEUR NATIONAL FOREST	\$	24,411
04KK	\$	24,411
[-] NORTHWEST OREGON CONTRACTING AREA	\$	686,091
046W	\$	686,091
[-] OCHOCO NATIONAL FOREST	\$	95,605
04N0	\$	95,605
[-] OLYMPIC NATIONAL FOREST	\$	139,972
05G2	\$	139,972
[-] PACIFIC NORTHWEST REGIONAL OFFICE	\$	575,488
04H1	\$	575,488
[-] ROGUE RIVER-SISKIYOU NATIONAL FORESTS	\$	1,589,219

# USAspending.gov Report- Office Level Spending

- Identify the top offices buying within the agency (e.g. Forest Service, BLM, etc.)
- The report does not provide contracting office address information and so one has to look up the Activity Address Codes (AAC), formerly called Contract Office IDs.
  - The ACC code is always 6 alphanumeric characters. If a code is not 6 characters then it means it is an old code that is no longer used and you can look up the new code by visiting [www.fpds.gov](http://www.fpds.gov), click on worksite, and then click the AAC Crosswalk link.

# USAspending.gov Report- Office Level Spending



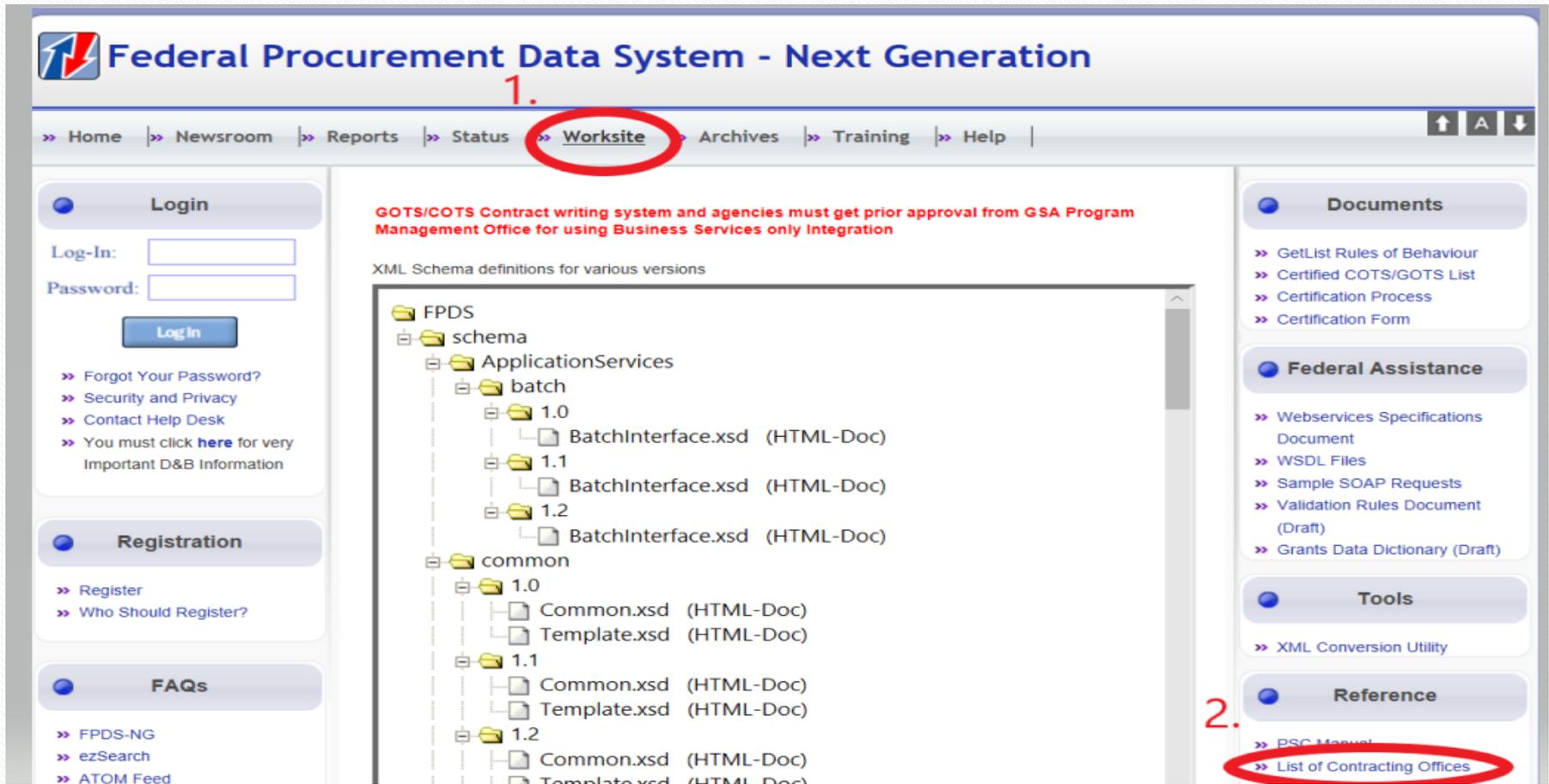
- E.g. BLM's top spending Activity Address Codes (contracting office IDs)

- 140L26
- 140L33
- 140L43

☐ BUREAU OF LAND MANAGEMENT	\$	97,632,422
☐ BUREAU OF LAND MANAGEMENT	\$	87,243,330
140L01	\$	1,884,664
140L09	\$	6,921
140L18	\$	450,076
140L21	\$	241,419
140L26	\$	2,357,702
140L28	\$	57,700
140L33	\$	4,343,928
140L34	\$	45,465
140L39	\$	893,445
140L43	\$	73,591,826
140L45	\$	1,018,812
140L48	\$	2,330,992
140L58	\$	20,379
☐ ELY DISTRICT OFFICE	\$	193,610
140L20	\$	193,610
☐ ID - IDAHO STATE OFFICE	\$	162,413
ID953	\$	162,413
☐ MT-MILES CITY FIELD OFFICE	\$	345,934
MT020	\$	345,934
☐ NATIONAL OPERATIONS CENTER	\$	3,123,394
140L06	\$	3,123,394
☐ NORTHWEST OREGON DISTRICT	\$	1,289,653
140L50	\$	1,289,653
☐ OR-COOS BAY DISTRICT OFFICE	\$	143,803
OR120	\$	143,803
☐ OR-EUGENE DISTRICT OFFICE	\$	127,161
OR090	\$	127,161
☐ OR-LAKEVIEW DISTRICT OFFICE	\$	43,768
OR010	\$	43,768
☐ OR-MEDFORD DISTRICT OFFICE	\$	846,204
OR110	\$	846,204
☐ OR-OREGON STATE OFFICE	\$	2,315,954
OR952	\$	2,315,954

# USAspending.gov Report- Office Level Spending

- Take the office code and look it up in FPDS to figure the location (City, State)



**Federal Procurement Data System - Next Generation**

1. [Worksite](#)

**GOTS/COTS Contract writing system and agencies must get prior approval from GSA Program Management Office for using Business Services only Integration**

XML Schema definitions for various versions

- FPDS
  - schema
    - ApplicationServices
      - batch
        - 1.0
          - BatchInterface.xsd (HTML-Doc)
        - 1.1
          - BatchInterface.xsd (HTML-Doc)
        - 1.2
          - BatchInterface.xsd (HTML-Doc)
      - common
        - 1.0
          - Common.xsd (HTML-Doc)
          - Template.xsd (HTML-Doc)
        - 1.1
          - Common.xsd (HTML-Doc)
          - Template.xsd (HTML-Doc)
        - 1.2
          - Common.xsd (HTML-Doc)
          - Template.xsd (HTML-Doc)

2. [List of Contracting Offices](#)

## Level Spending

- Report fields selected for tab entitled “Office Level Spending”

### Filters

primary\_place\_of\_performance\_state\_name

### Columns

### Rows

awarding\_agency\_name  
awarding\_sub\_agency\_name  
awarding\_office\_name  
awarding\_office\_code

### Values

Sum of obligated\_amount

Note: If this doesn't default to “sum” then left click on the words and select “Value Field Settings” to change it to sum.”

# USAspending.gov Report- Competitors/Potential Primes



Top 5 Contractors under  
NAICS code 115310 for  
FY2016 – FY2018 in  
Oregon:

1. Grayback Forestry  
(showed up twice due  
to spelling of name?)
2. Quicksilver Contracting
3. Franco Reforestation
4. DL Reforestation
5. Imperial Forestry

primary_place_of_performance_state_name	OREGON
Row Labels	Sum of obligated_amount
+ FORESTRY, OREGON DEPARTMENT OF	\$ 38,597,131
+ GRAYBACK FORESTRY INC	\$ 14,203,313
+ QUICKSILVER CONTRACTING COMPANY	\$ 8,729,676
+ GRAYBACK FORESTRY, INC.	\$ 8,325,693
+ FRANCO REFORESTATION INC	\$ 7,470,292
+ DL REFORESTATION INC	\$ 6,870,316
+ IMPERIAL FORESTRY, INCORPORATED	\$ 6,392,157
+ SUMMITT FORESTS INC.	\$ 6,123,964
+ DUST BUSTERS PLUS, LLC	\$ 6,007,436
+ PONDEROSA REFORESTATION, INC.	\$ 5,544,941
+ PATRICK ENVIRONMENTAL INC	\$ 5,452,298
+ LAVA RIVER FORESTRY INC.	\$ 5,378,617
+ GE FORESTRY, INC	\$ 5,071,906
+ PACIFIC OASIS, INC.	\$ 4,831,654
+ PINE WEST REFORESTATION	\$ 4,656,700
+ CORIA CONTRACTING INC.	\$ 4,439,578
+ MILLER TIMBER SERVICES INC	\$ 4,287,402
+ TORRES CONTRACTING, INC.	\$ 4,086,503
+ GPC CONSOLIDATED REPORTING	\$ 3,970,642
+ R & R CONTRACTING INC	\$ 3,947,078
+ PACIFIC COAST CONTRACTING, INC.	\$ 3,893,365
+ NORTH PACIFIC FORESTRY INC	\$ 3,523,642
+ TABLE ROCK FORESTRY, INC.	\$ 3,233,904

# USAspending.gov Report

- Report fields selected for tab entitled “Competitors or Potential Primes.”

<p><b><u>Filters</u></b></p> <p>primary_place_of_performance_state_name award type</p>	<p><b><u>Columns</u></b></p>
<p><b><u>Rows</u></b></p> <p>recipient_name recipient_duns awarding_agency_name awarding_sub_agency_name awarding_office_name awarding_office_code award_id_piid Period_of_performance_potential_end_date</p>	<p><b><u>Values</u></b></p> <p>Sum of obligated_amount</p> <p>Note: If this doesn't default to “sum” then left click on the words and select “Value Field Settings” to change it to sum.”</p>

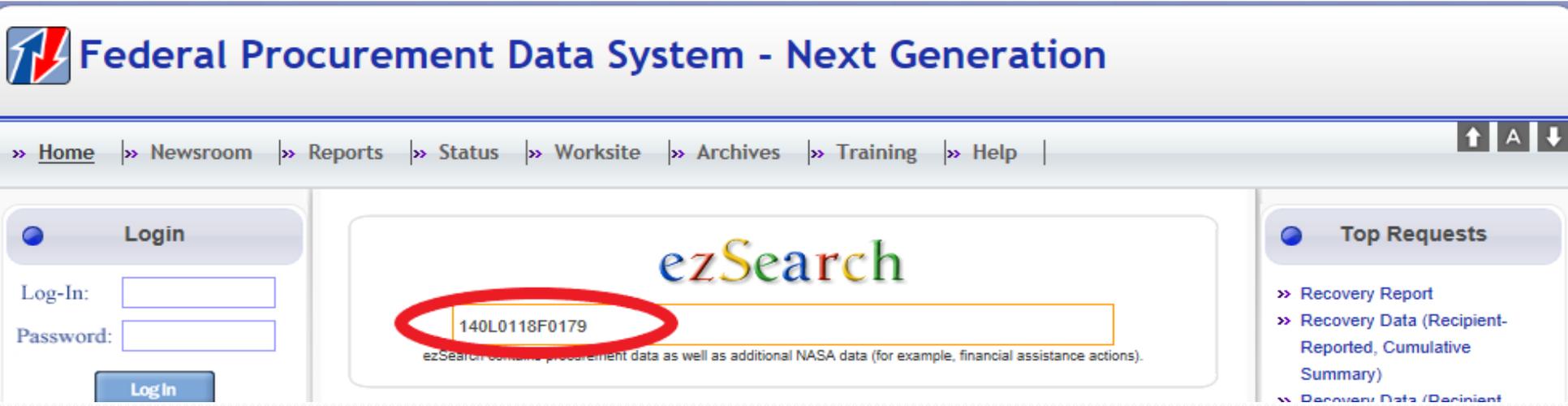
# USAspending.gov – Results and Recap

Use USAspending to generate spending data to answer the following questions:

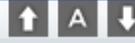
1. Does the government buy what I sell?
  - Who are the top 3 agencies/sub-agencies buying my product(s)/service(s)?
2. How much does the government spend in my geographic market purchasing my product(s)/service(s)?
3. Who are the top 3-5 contractors winning contracts?
4. How does the government buy my product(s)/service(s)?
  - Type of procurement vehicles used?

# www.fpds.gov

- Use FPDS to look into the details of the contract awards (e.g 140L0118F0179) from the USAspending report.



 **Federal Procurement Data System - Next Generation**

» [Home](#) » [Newsroom](#) » [Reports](#) » [Status](#) » [Worksite](#) » [Archives](#) » [Training](#) » [Help](#) | 

**Login**

Log-In:

Password:

**ezSearch**

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

**Top Requests**

- » [Recovery Report](#)
- » [Recovery Data \(Recipient-Reported, Cumulative Summary\)](#)
- » [Recovery Data / Recipient](#)

# www.fpds.gov

- 140L0118F0179 is a delivery order against an established multi-year contract, IDIQ Contract No. INL16PC00134.
- Click “View” to see actual report filled out by the contracting officer

List Of Contract Actions Matching Your Criteria		Results 1 - 1 of 1 as of Oct 19, 2018 7:31:20 PM	
Award ID (Mod#):	<a href="#">140L0118F0179</a> (0) <a href="#">(View)</a>	Award Type:	<a href="#">DELIVERY ORDER</a>
Vendor Name:	<a href="#">QUICKSILVER CONTRACTING COMPANY</a>	Contracting Agency:	<a href="#">BUREAU OF LAND MANAGEMENT</a>
Date Signed:	September 10, 2018	Action Obligation:	\$208,550
Referenced IDV:	<a href="#">INL16PC00134</a>	Contracting Office:	<a href="#">WASHINGTON DC OFFICE</a>
NAICS (Code):	SUPPORT ACTIVITIES FOR FORESTRY ( <a href="#">115310</a> )	PSC (Code):	NATURAL RESOURCES/CONSERVATION- OTHER ( <a href="#">F099</a> )
Vendor City:	KLAMATH FALLS	Vendor DUNS:	<a href="#">195280294</a>
Vendor State:	OR	Vendor ZIP:	<a href="#">976035733</a>
Global Vendor Name:	<a href="#">QUICKSILVER CONTRACTING COMPANY</a>	Global DUNS Number:	<a href="#">195280294</a>

-Contract Type

<b>Transaction Information</b>	
Award Type: Delivery/Task Order	Prepared Date: 09/06/2018 06:50:22
Award Status: Final	Last Modified Date: 09/11/2018 06:22:36
Closed Status: No	Closed Status Date:
Prepared User: MBYRD1	Last Modified User: MBYRD1
Closed By:	



-Award Number  
 -Referenced "IDV" or Indefinite Delivery Vehicle (established contract vehicle)

<b>Document Information</b>				
Agency	Procurement Identifier	Modification No	Trans No	
Award ID: 1422	140L0118F0179	0	0	
Referenced IDV ID: 1422	INL16PC00134	0		
Reason For Modification:				
Solicitation ID:				
Agency Identifier	Main Account	Sub Account	Initiative	
Treasury Account Symbol: 14	1125	011	Select One	

-Award Amount

-Period of performance

<b>Dates</b>		<b>Amounts</b>	
Date Signed (mm/dd/yyyy) :	09/10/2018	Action Obligation:	\$208,550.00
Effective Date (mm/dd/yyyy) :	09/10/2018	Base And Exercised Options Value:	\$208,550.00
Completion Date (mm/dd/yyyy) :	09/22/2019	Base and All Options Value (Total Contract Value):	\$208,550.00
Est. Ultimate Completion Date (mm/dd/yyyy) :	09/22/2019	Fee Paid for Use of IDV:	\$0.00
Solicitation Date (mm/dd/yyyy) :			

-Awardee name and duns number

<b>Purchaser Information</b>			
Contracting Office Agency ID: 1422	Contracting Office Agency Name: BUREAU OF LAND MANAGEMENT		
Contracting Office ID: 140L01	Contracting Office Name: WASHINGTON DC OFFICE		
Funding Agency ID: 1422	Funding Agency Name: BUREAU OF LAND MANAGEMENT		
Funding Office ID: 140L01	Funding Office Name: WASHINGTON DC OFFICE		
Foreign Funding: Not Applicable			

<b>Contractor Information</b>	
SAM Exception: <input type="text"/> <span>Remove Exception</span>	
DUNS No: 195260294	Street: 3121 CROSBY AVE
Vendor Name: QUICKSILVER CONTRACTING COMP	Street2:
DBAN:	City: KLAMATH FALLS
Cage Code: 3B6T0	State: OR Zip: 976035733
	Country: UNITED STATES
	Phone: (541) 330-1930
	Fax No: (541) 317-1465
	Congressional District: OREGON 02

<b>Business Category</b>		<a href="#">Show Details</a>
Organization Type: CORPORATE NOT TA	<b>Business Types</b>	
Number of Employees: 58	✓ Corporate Entity, Not Tax Exempt	
State of Incorporation: OR	Relationship With Federal Government	
Country of Incorporation: USA	✓ All Awards	
Annual Revenue: \$16,674,266	<b>Organization Factors</b>	
	✓ For Profit Organization	
	✓ Subchapter S Corporation	
	<b>Certifications</b>	

# Search IDIQ Contract

## INL16PC00134



Type one or more keywords you would like to search on.

INL16PC00134

Go

Clear

Advanced Search

To submit comments, please [click here](#)

Search took 0.461 seconds



You must click [here](#) for very important D&B information.

### List Of Contract Actions Matching Your Criteria

Results 1 - 23 of 23 as of Oct 19, 2018 7:54:01 PM

IDV ID (Mod#):	<a href="#">INL16PC00134</a> (0) <a href="#">View</a>	IDV Type:	IDC
Vendor Name:	<a href="#">QUICKSILVER CONTRACTING COMPANY</a>	Contracting Agency:	<a href="#">BUREAU OF LAND MANAGEMENT</a>
Date Signed:	September 21, 2016	Action Obligation:	\$0
Referenced IDV:		Contracting Office:	<a href="#">BUREAU OF LAND MANAGEMENT</a>
NAICS (Code):	SUPPORT ACTIVITIES FOR FORESTRY ( <a href="#">115310</a> )	PSC (Code):	NATURAL RESOURCES/CONSERVATION- OTHER ( <a href="#">F099</a> )
Vendor City:	KLAMATH FALLS	Vendor DUNS:	<a href="#">195280294</a>
Vendor State:	OR	Vendor ZIP:	<a href="#">978035733</a>
Global Vendor Name:	<a href="#">QUICKSILVER CONTRACTING COMPANY</a>	Global DUNS Number:	<a href="#">195280294</a>
Award ID (Mod#):	<a href="#">INL16PD01307</a> (0) <a href="#">View</a>	Award Type:	DELIVERY ORDER
Vendor Name:	<a href="#">QUICKSILVER CONTRACTING COMPANY</a>	Contracting Agency:	<a href="#">BUREAU OF LAND MANAGEMENT</a>
Date Signed:	September 21, 2016	Action Obligation:	\$249,646
Referenced IDV:	<a href="#">INL16PC00134</a>	Contracting Office:	<a href="#">BUREAU OF LAND MANAGEMENT</a>
NAICS (Code):	SUPPORT ACTIVITIES FOR FORESTRY ( <a href="#">115310</a> )	PSC (Code):	NATURAL RESOURCES/CONSERVATION- OTHER ( <a href="#">F099</a> )
Vendor City:	KLAMATH FALLS	Vendor DUNS:	<a href="#">195280294</a>
Vendor State:	OR	Vendor ZIP:	<a href="#">978035733</a>
Global Vendor Name:	<a href="#">QUICKSILVER CONTRACTING COMPANY</a>	Global DUNS Number:	<a href="#">195280294</a>
Award ID (Mod#):	<a href="#">INL16PD01305</a> (0) <a href="#">View</a>	Award Type:	DELIVERY ORDER
Vendor Name:	<a href="#">QUICKSILVER CONTRACTING COMPANY</a>	Contracting Agency:	<a href="#">BUREAU OF LAND MANAGEMENT</a>
Date Signed:	September 23, 2016	Action Obligation:	\$1,124,102
Referenced IDV:	<a href="#">INL16PC00134</a>	Contracting Office:	<a href="#">BUREAU OF LAND MANAGEMENT</a>
NAICS (Code):	SUPPORT ACTIVITIES FOR FORESTRY ( <a href="#">115310</a> )	PSC (Code):	NATURAL RESOURCES/CONSERVATION- OTHER ( <a href="#">F099</a> )
Vendor City:	KLAMATH FALLS	Vendor DUNS:	<a href="#">195280294</a>
Vendor State:	OR	Vendor ZIP:	<a href="#">978035733</a>

### Search Criteria

To remove the criteria or a portion of the search criteria click the button next to each search level.

INL16PC00134

### Sort By

This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.

Sort Order:

[Relevance](#)

[Contract Type](#)

[Agency Code](#)

[Agency Full Name](#)

[Date Signed](#)

[Contracting Agency](#)

[Contracting Agency Name](#)

[Department Full Name](#)

[Action Obligation \(\\$\)](#)

[NAICS](#)

[PSC](#)

[Vendor State](#)

[Vendor ZIP Code](#)

[PoP Country Name](#)

[PoP State Name](#)

# Contract No. INL16PC00134



Use solicitation number (L16PS00293) to find the original solicitation in FBO  
*\*\*Note the award date*

New Save Draft Validate Approve Correct\_ Modify Save Tmpl Delete Print  
Close Out Help

This IDV is referenced by '19' awards.

**Transaction Information**

IDV Type:	Other IDC	Prepared Date:	09/10/2016 11:58:30	Prepared User:	BRICYR
IDV Status:	Final	Last Modified Date:	09/21/2016 16:25:57	Last Modified User:	BRICYR
Closed Status:	No	Closed Status Date:		Closed By:	

**Document Information**

IDV ID:	Agency: 1422	Procurement Identifier: INL16PC00134	Modification No: 0
Referenced IDV ID:			
Reason For Modification:			
Solicitation ID:	L16PS00293		
Treasury Account Symbol:	Agency Main Sub Identifier Account Account		Initiative

**Dates**

Date Signed (mm/dd/yyyy):	09/21/2016
Effective Date (mm/dd/yyyy):	09/21/2016
Last Date to Order (mm/dd/yyyy):	09/22/2017

**Amounts**

Action Obligation:	\$0.00
Base and All Options Value (Total Contract Value):	\$45,000,000.00

**Purchaser Information**

Contracting Office Agency ID:	1422	Contracting Office Agency Name:	BUREAU OF LAND MANAGEMENT
Contracting Office ID:	140L43	Contracting Office Name:	BUREAU OF LAND MANAGEMENT
Funding Agency ID:	1422	Funding Agency Name:	BUREAU OF LAND MANAGEMENT
Funding Office ID:	140L43	Funding Office Name:	BUREAU OF LAND MANAGEMENT
Foreign Funding:	Not Applicable		

**Contractor Information**

SAM Exception:

DUNS No:	195260294	Street:	3121 CROSBY AVE
Vendor Name:	QUICKSILVER CONTRACTING COMP	Street2:	
DBAN:		City:	KLAMATH FALLS
		State:	OR Zip: 976035733
		Country:	UNITED STATES
		Phone:	(541) 330-1930
		Fax No:	(541) 317-1465
		Congressional District:	OREGON 02

Business Category 34 Show Details

Filtering Your Criteria Results 1 - 30 of 284 as of Nov 27, 2017 1:35:24 AM

<p><a href="#">47PL0117C0013</a> (0) <a href="#">View</a>  <a href="#">AMCORE CONSTRUCTION, LLC</a>                  August 29, 2017                  COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION ( <a href="#">238220</a> )                  CAMAS                  WA  <a href="#">AMCORE CONSTRUCTION LLC</a></p>	<p>Award Type: <b>DEFINITIVE CONTRACT</b>                  Contracting Agency: <a href="#">PUBLIC BUILDINGS SERVICE</a>                  Action Obligation: <a href="#">36,828.21</a>                  Contracting Office: <a href="#">PBS R10</a>                  PSC (Code): <a href="#">REPAIR OR ALTERATION OF OFFICE BUILDINGS ( Z2AA )</a>                  Vendor DUNS: <a href="#">080123068</a>                  Vendor ZIP: <a href="#">986071556</a>                  Global DUNS Number: <a href="#">080123068</a></p>
<p><a href="#">VA28013D0418</a> (P00004) <a href="#">View</a>  <a href="#">BURTON CONSTRUCTION, INC.</a>                  February 23, 2017  <a href="#">VA28013D0054</a>                  COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION ( <a href="#">238220</a> )                  SPOKANE                  WA  <a href="#">BURTON CONSTRUCTION INC.</a></p>	<p>Award Type: DELIVERY ORDER                  Contracting Agency: <a href="#">VETERANS AFFAIRS, DEPARTMENT OF</a>                  Action Obligation: <a href="#">\$552,737.11</a>                  Contracting Office: <a href="#">280-NETWORK CONTRACT OFFIC20(00260)</a>                  PSC (Code): <a href="#">REPAIR OR ALTERATION OF HOSPITALS AND INFIRMARIES ( Z2DA )</a>                  Vendor DUNS: <a href="#">020284522</a>                  Vendor ZIP: <a href="#">992176841</a>                  Global DUNS Number: <a href="#">020284522</a></p>
<p><a href="#">47PL0117F0020</a> (0) <a href="#">View</a>  <a href="#">PACIFIC TECH CONSTRUCTION, INC.</a>                  August 31, 2017  <a href="#">GS10P14LTD0017</a>                  COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION ( <a href="#">238220</a> )                  KELSO                  WA  <a href="#">PACIFIC TECH CONSTRUCTION INC.</a></p>	<p>Award Type: DELIVERY ORDER                  Contracting Agency: <a href="#">PUBLIC BUILDINGS SERVICE</a>                  Action Obligation: <a href="#">\$24,682</a>                  Contracting Office: <a href="#">PBS R10</a>                  PSC (Code): <a href="#">REPAIR OR ALTERATION OF OFFICE BUILDINGS ( Z2AA )</a>                  Vendor DUNS: <a href="#">928859907</a>                  Vendor ZIP: <a href="#">986262719</a>                  Global DUNS Number: <a href="#">928859907</a></p>
<p><a href="#">INF16PB00408</a> (2) <a href="#">View</a>  <a href="#">ROBERT JOHNSON CONSTRUCTION</a>                  January 18, 2017  <a href="#">INF16PA00011</a>                  COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION ( <a href="#">238220</a> )                  HINES                  OR  <a href="#">ROBERT JOHNSON CONSTRUCTION</a></p>	<p>Award Type: <b>BPA CALL</b>                  Contracting Agency: <a href="#">U.S. FISH AND WILDLIFE SERVICE</a>                  Action Obligation: <a href="#">\$1,450</a>                  Contracting Office: <a href="#">US FISH AND WILDLIFE SERVICE</a>                  PSC (Code): <a href="#">MAINTENANCE OF GOVERNMENT-OWNED GOVERNMENT-OPERATED (GOGO) R&amp;D FACILITIES ( Z1HB )</a>                  Vendor DUNS: <a href="#">135022700</a>                  Vendor ZIP: <a href="#">977380000</a>                  Global DUNS Number: <a href="#">135022700</a></p>

Definitive Contract = single contract

P0000X = modification

Delivery Order = order issued against IDV

BPA Call = "call" against existing BPA<sub>35</sub>

# FPDS-NG – Results and Recap

Use FPDS-NG to do the following:

- Look up AAC (contracting office codes) to help figure out the city and state of buying office, if desired
- Look up detailed contract award information to gather more information:
  - Period of performance (except for contracts with option years, as any single FPDS-NG report may not reflect the unexercised option years) to determine timeframe for re-competition for the work.
  - Solicitation Number

# FBO- Search Past Solicitations



FEDBIZOPPS.GOV

Federal Business Opportunities



Home

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Opportunities

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Search more than **29,400\*** active federal opportunities.

Posted Date: Last 90 Days

Set-Aside Code: Any

Place of Performance: Any State or Territory

Type: Any Keyword / Solicitation #:

Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).  
*\* Notices posted within the last 90 days.*



**SAM.gov REGISTRATION IS FREE:** There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.



**ATTENTION:** Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO.



Locate actions funded by the American Recovery and Reinvestment Act.

SEARCH RECOVERY OPPORTUNITIES

SEARCH RECOVERY AWARDS

FBO RECOVERY REPORTS

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- Click here for [Awards](#)

Learn more [about FBO recovery reports](#).

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Learn more [about the Small Business Central Event Listing search now](#) for events.

SEARCH SMALL BUSINESS EVENTS

VENDOR COLLABORATION

FBO now contains the Vendor Collaboration Central Event Listing. [Learn more](#) or [search](#).

VENDOR COLLABORATION

Select Advance Search Form - If you don't your search is limited to 365 Days

# In Advanced Search select Active & Archived

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#)  [Accessibility](#)

## Search For Opportunities

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**[Advanced Search](#)**

[Search Results](#)

[Archives](#)

### Advanced Search

Enter your search criteria and click search to find opportunities

[Search](#)

[Clear](#)

[Return To Opportunities List](#)

Posted Date:

Place of Performance State:

Hold CTRL to select multiple states

Alabama  
Alaska  
American Samoa  
Arizona  
Arkansas

Place of Performance Zip Code:

Separate multiple zip codes by commas

Documents To Search:

- Active Documents
- Archived Documents
- Both

Set-Aside Code:

[More information about Set-Aside Codes](#)

Competitive 8(a)

Partial HBCU / MI

Total HBCU / MI

# Leave everything else blank, except Keywords

Agency/Office/Location(s)\*:

- All Agency/Office/Locations  Specific Agency/Office/Locations



Recovery and Reinvestment Act Action:

- Yes  No  [ignore]

Keywords or SOL#:

Enter a keyword or solicitation number to search all opportunity data.

L16PS00293



NAICS Code:

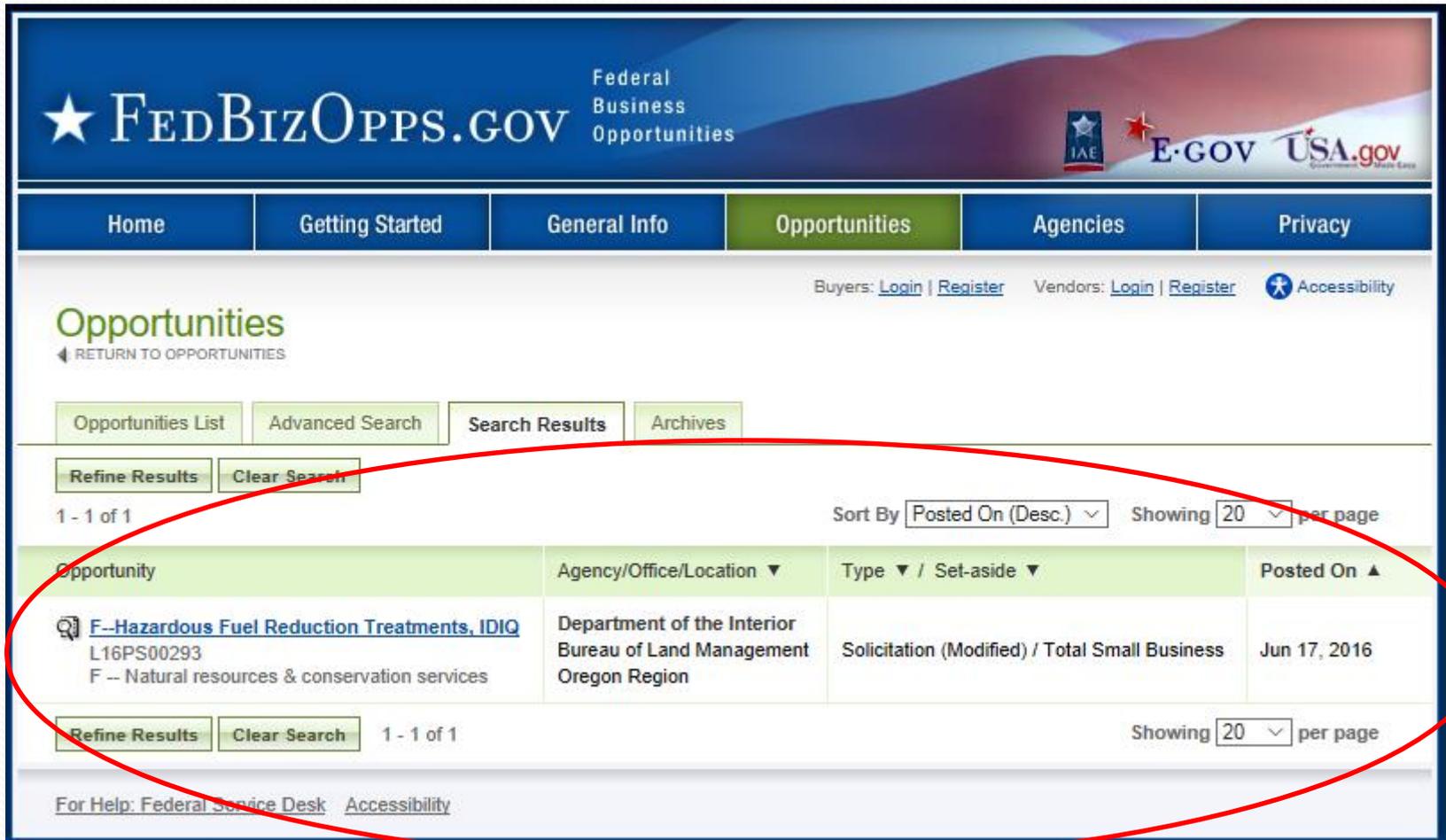
Use the search box to find NAICS Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.

Insert copied solicitation number  
from FPDS

Scroll to the bottom and select  
"Search"

# Example: Solicitation No. L16PS00293



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## Opportunities

RETURN TO OPPORTUNITIES

Opportunities List Advanced Search Search Results Archives

Refine Results Clear Search

1 - 1 of 1

Sort By  Showing  per page

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
 <a href="#">F--Hazardous Fuel Reduction Treatments, IDIQ</a> L16PS00293 F -- Natural resources & conservation services	Department of the Interior Bureau of Land Management Oregon Region	Solicitation (Modified) / Total Small Business	Jun 17, 2016

Refine Results Clear Search 1 - 1 of 1 Showing  per page

For Help: [Federal Service Desk](#) [Accessibility](#)



# F--Hazardous Fuel Reduction Treatments, IDIQ

Solicitation Number: L16PS00293  
Agency: Department of the Interior  
Office: Bureau of Land Management  
Location: Oregon Region



**Notice Details**

**Packages**

**Interested Vendors List**

Print Link

## Complete View

[Return To Opportunities List](#)

### Original Synopsis

*Presolicitation*  
Mar 04, 2016  
6:25 pm

**Solicitation Number:**  
L16PS00293

**Notice Type:**  
Solicitation

### Changed

Apr 29, 2016  
7:56 pm

**Synopsis:**  
Added: Mar 04, 2016 6:25 pm Modified: May 13, 2016 6:10 pm [Track](#)

### Changed

May 13, 2016  
6:10 pm

**Hazardous Fuel Reduction Treatments, IDIQ**  
Added: Mar 04, 2016 6:25 pm Modified: Jun 17, 2016 3:01 pm [Track](#)

### Changed

May 13, 2016  
6:10 pm  
*Solicitation*

**Hazardous Fuel Reduction Treatments, IDIQ**

Please consult the list of [document viewers](#) if you cannot open a file.

### Changed

May 26, 2016  
12:35 pm

### Solicitation 1

Type: Solicitation  
Posted Date: May 13, 2016

### Changed

Jun 09, 2016  
7:04 pm

<https://www.fedconnect.net/FedConnect/>

Description: Click here to see more information about this opportunity on FedConnect

### Changed

Jun 15, 2016  
1:07 pm

### Changed

Jun 15, 2016  
6:22 pm

### Changed

Jun 17, 2016  
9:53 am

**Additional Info:**  
[Click here to see more information about this opportunity on FedConnect](#)

### Changed

Jun 17, 2016  
3:01 pm

**Contracting Office Address:**  
BLM OR-ST OFC PROC MGMT BR(OR952)  
1220 SW 3rd Avenue, 12th Floor  
PORTLAND  
OR  
97204

## ALL FILES

[Solicitation 1](#)   
May 13, 2016  
 [Click here to see mo...](#)

## GENERAL INFORMATION

**Notice Type:**  
Solicitation

**Original Posted Date:**  
March 4, 2016

**Posted Date:**  
June 17, 2016

**Response Date:**  
June 21, 2016

**Original Response Date:**  
June 13, 2016

**Archiving Policy:**  
Automatic, on specified date

**Archive Date:**  
July 6, 2016

**Original Set Aside:**  
N/A

**Set Aside:**  
Total Small Business

**Classification Code:**  
F -- Natural resources & conservation services

**NAICS Code:**  
115 -- Support Activities for Agriculture and Forestry/115310 -- Support Activities for Forestry

# FedConnect.net



## Do you want the US federal government to buy your products or services? Or, are you seeking grants or assistance funding?

FedConnect can help. Every day, FedConnect helps over 100,000 vendors and grant applicants, find, respond to and win opportunities for contracts, grants, and other types of assistance funding. To learn more about how FedConnect works, click here to review the tutorial.

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- Sign In - Full Access →
- Search Public Opportunities Only →**
- Register for Free Account →

**Internet Explorer Compatibility Notice:** If you are using Internet Explorer 9 (IE9) or above, Compatibility View must be on. Contact support with additional questions.

### Need help?

- FedConnect: Ready, Set, Go! Tutorial
- Updated!** Reverse Auction Vendor Tip Sheet

Watch as "Roz" tries to keep up with all the demands for contract data and compliance information



# FedConnect.net

## FedConnect.

### Public Opportunities

This page lists all public opportunities. To view a particular opportunity, click the hyperlink under the title. For more details on using this page, click Help.

Advanced Options  
 PSC / FSC  
 NAICS  
 Reference Number L16PS00293

Title	Type	Agency	Issuing Office	Iss
<a href="#">REFUSE SERVICE</a>	Solicitation	DOI - BIA	BIA NAVAJO 00009	10
<a href="#">Willow Beach Outfall Structure and all other items</a>	Solicitation	DOI - FWS	FWS, DIVISION OF CONTRACTING AND GE	10
<a href="#">Roof Replacement on the Black Rock Visitor Center</a>	Sources Sought	DOI - NPS	NPS, PWR - LAKE MABO	10
<a href="#">HORIZONTAL ACOUSTIC SEDIMENT &amp; CURRENT PROFILING S</a>	Solicitation	DOI - USGS	USGS OAG RESTON ACQUISITION BRANCH	10
<a href="#">Roof Replacement: Shenandoah National Park, VA</a>	Solicitation	DOI - NPS	DOI, NPS, NERO & NER SOUTH MABO	10
<a href="#">Metalworks - Folsom Dam SOD Improvements</a>	Solicitation	DOI - BOR	Bureau of Reclamation	10
<a href="#">SNOW CAT AND WINTER SURVIVAL TRAINING</a>	Solicitation	DOE - DOE	WAPA (UGP)	10
<a href="#">Wayside Exhibit Installation - Chistiansted Nation</a>	Pre-solicitation Notice	DOI - NPS	NPS, HFC - Acquisition Management	10
<a href="#">LED LIGHTING PROJECT FOR BALTIMORE WSC 2</a>	Solicitation	DOI - USGS	USGS OAG RESTON ACQUISITION BRANCH	10
<a href="#">Submersible Pumps</a>	Solicitation	EPA - R2	Region 2	10

1 2 3 4 5 6 7 8 9 10 ...

[Return Home](#)

## Opportunity: Hazardous Fuel Reduction Treatments, IDIQ

### Description

Hazardous Fuel Reduction Treatments, IDIQ

### Overview

Reference number: L16PS00293  
Issue date: 06/17/2016  
Response due: 06/21/2016 02:00 PM US/Eastern

Set Aside: Total Small Business  
NAICS: 115310  
PSC / FSC: F099-NATURAL RESOURCES/CONSERVATION- OTHER

Agency: DOI

#### Contracting office:

BLM OR-ST OFC PROC MGMT BR(OR952)  
1220 SW 3rd Avenue, 12th Floor  
PORTLAND, OR 97204

#### Place of Performance:

Contact: Todd Stackhouse  
Phone:  
Fax:  
Email: tstackhouse@blm.gov

#### Vendors conference:

#### Location:

#### Details:

### What do I do now?

This is the opportunity summary page. To the left you will see a description and an overview of this opportunity. To the right you will see a list of the attached documentation. To view any of the attachments, simply click the attachment name.

#### Registered Users

To register interest in this opportunity or to electronically respond, you must first sign in. Click the Sign In button below.

[Sign In](#)

#### Non Registered Users

You can view this or any other public opportunity. However, registered users have numerous added benefits including the ability to submit questions to the agency, receive emails concerning updates and amendments, create and manage a response team and submit responses directly through this site.

Becoming a registered user is fast, free and takes only a few minutes. To get started, click the Register Now button below.

[Register Now](#)

[Return to Public Opportunity List](#)

### Documentation

- [-] L16PS00293
  - [-] Pre-solicitation Notice
    - [-] Overview
  - [-] Modification 1
    - [-] Overview
  - [-] Solicitation
    - [-] Overview
    - [-] L16PS00293
    - [-] L16PS00293 - Hazardous Fuel Reduction Treatments
    - [-] Amendment 1
      - [-] Overview
      - [-] L16PS00293
      - [-] L16PS00293 Amendment 1 Attachment 1
      - [-] L16PS00293 Amendment 1 Attachment 2
    - [-] Amendment 2
      - [-] Overview
      - [-] L16PS00293
      - [-] RFI Amendment 2
    - [-] Amendment 3
      - [-] Overview
      - [-] L16PS00293
      - [-] L16PS00293
      - [-] L16PS00293 Hazardous Fuel Reduction Treatments
      - [-] RFI Amendment 3
    - [-] Amendment 4
      - [-] Overview
      - [-] L16PS00293
      - [-] Pre-Proposal Conference Attendance
      - [-] L16PS00293
    - [-] Amendment 5
      - [-] Overview
      - [-] L16PS00293
      - [-] L16PS00293 Section B
      - [-] L16PS00293 Section L
    - [-] Amendment 6
      - [-] Overview
      - [-] L16PS00293
      - [-] Section C
      - [-] Section E



Awarded on 9/21/2016 and therefore will end on 9/20/2021 if all option years are exercised)

Hazardous Fuel Reduction Treatments, IDIQ, All District Offices in Oregon  
BLM OREGON STATE OFFICE  
**SECTION B – SUPPLIES OR SERVICES AND PRICES/COSTS**

SOLICITATION NO. L16PS00293  
Page 3 of 155

This is for multiple awards of Multi- Single Agency Indefinite Delivery, Indefinite Quantity (IDIQ) Firm Fixed Price Services Contract for the hazardous fuel reduction treatments and the Greater Sage Grouse conservation, enhancement and restoration treatments and services in Oregon and California. The IDIQ contract contains a one-year Base plus four (4) additional one-year options. 

The cumulative and maximum value of the contract(s) is \$45,000,000.00, (including options) and if multiple awards are made.

The minimum guarantee quantity is \$500,000.00 that will satisfy the minimum guaranteed quantity to be ordered on this contract, including options. The minimum guarantee may be satisfied by one task order or the cumulative value of multiple task orders and/or modifications. If multiple awards are made, the minimum guarantee quantity will be the quotient divided by the number of awards made, rounded to the nearest dollar.

This contract is open to agencies within the Department of the Interior, Bureau of Land Management, California State Office, U.S. Fish and Wildlife Service, Region 1; and U.S. Department of Agriculture, Forest Service, Region 6 and Natural Resources Conservation Service, USDA. Section G addresses ordering authority and procedures for issuance and administration of task orders.

See Section L for Evaluation Factors and Instructions

solicitation closing.

- L1.4 Pre-Proposal Conference: A Pre-Proposal Conference will be determined at a later date. The information regarding the conference will be issued via an amendment to the solicitation.
- L.2.0 PROPOSAL INSTRUCTIONS. The proposal shall be submitted in two individually separated parts consisting of (1) a technical proposal and (2) a business and price proposal.
- L.2.1 FORMAT AND CONTENT OF TECHNICAL PROPOSAL. There are two (2) non-price/cost evaluation factors. The technical proposal shall be organized by evaluation factor and sequenced in the order in paragraph L.2.0 and shall not contain any price information. The Offeror shall address the following factors in sufficient narrative and qualitative detail to be evaluated.

Evaluation Factor 1 – Past Performance  
Evaluation Factor 2 – Organization

L.2.1.1 Evaluation Factor 1 - Past Performance

- a. Describe offeror's past performance in fuels treatment projects, including wildland fire for those offeror's for prescribed fire modules/ fuels treatment modules. Include number of fuels treatment projects. Describe the size and duration of projects completed. Describe performance in meeting short timeline high profile projects. Describe performance in fuels projects in the wildland urban interface. Include past performance ratings and wildland fire evaluations.
- b. Describe offeror's historical record in performance (up to the past 10 years) in Oregon and California. Include past performance evaluations, letters, recognitions, and any other documents of performance. Provide a list of previous host unit (agency and/or private) performance references (including names, phone numbers and addresses).

## See Section M- Basis of Award

### **SECTION M – EVALUATION FACTORS FOR AWARD**

#### **M.1.0 BASIS OF AWARD**

This solicitation will result in the award of single Indefinite Delivery Indefinite Quantity Firm Fixed-Price Service Contract(s). Multiple awards may be made in whole or by geographic region. Award will be made on a best-value, trade-off process pursuant to FAR subpart 15.101-1. This process permits tradeoffs among cost or price and non-cost factors and allows the Government to accept other than the lowest priced proposal. The Government may consider award to other than the lowest priced offeror or other than the highest technically rated offeror when it is in the best interest of the Government. Technical (non-cost) evaluation factors, when combined, are significantly more important than price. The Government intends to award, without discussions, to the responsible Offeror whose proposal complies with the solicitation requirements and is determined to be the best value to the Government.

#### **M.2.0 EVALUATION FACTORS FOR AWARD**

##### **M.2.1 Evaluation Factor No. 1, Past Performance**

- a. Past performance will be evaluated based on the historical performance of relevant complex projects, size and duration of projects and the ability to meet short time lines.
- b. Past performance will be evaluated based on schedule adherence, and acceptability of the end products.

NOTE: An offeror without a record of relevant past performance or for whom information on past performance will be rated neutral. The offeror may not be evaluated favorably or unfavorably on past performance.

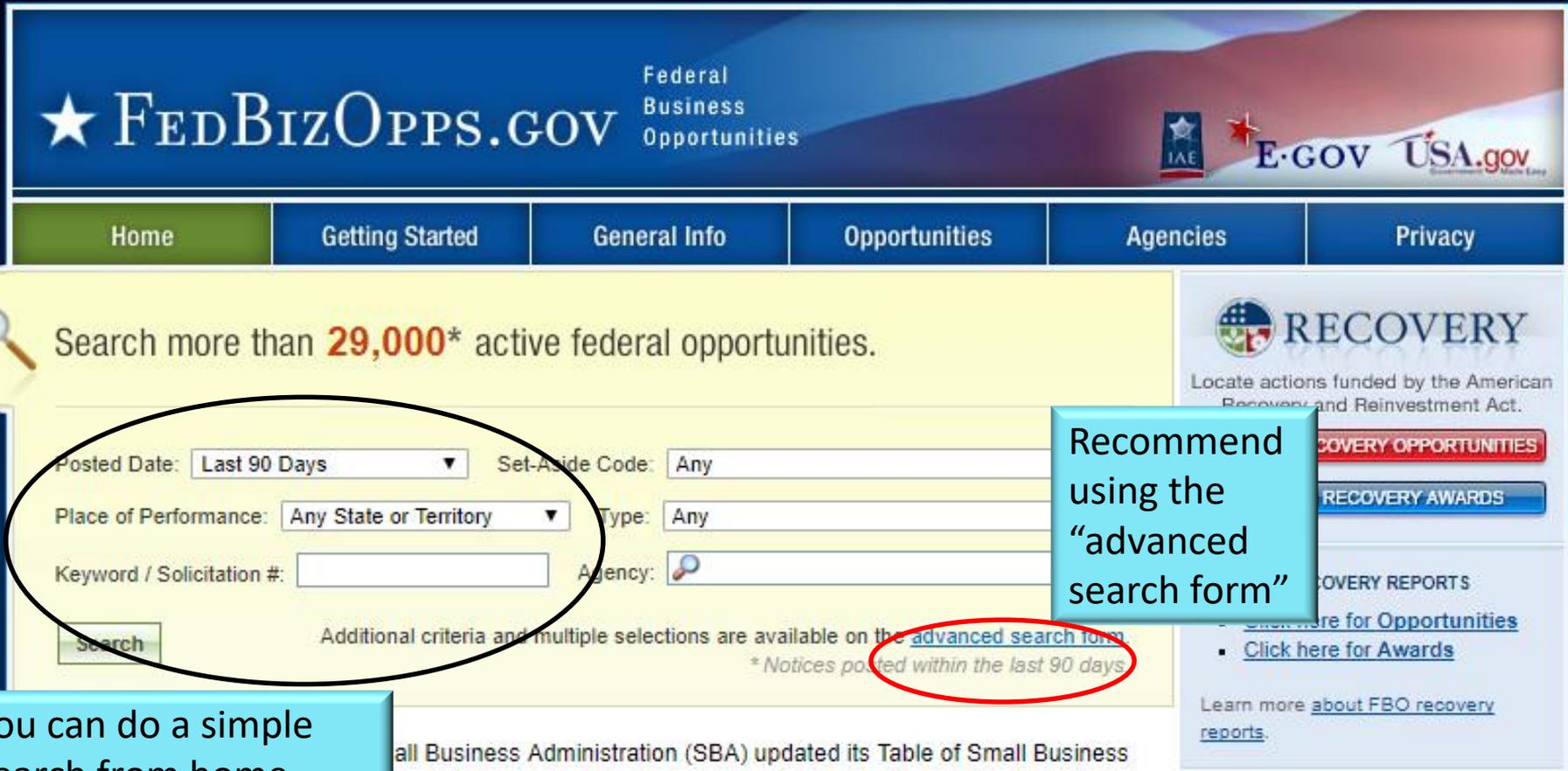
##### **M.2.2 Evaluation Factor 2, Organization and Capabilities**

- a. Offeror's organization and managerial structure provides details reflecting the contractor's capability to conduct fuels treatments efficiently and effectively manage multiple projects simultaneously on three or more projects. Structure provides organized approach, including full time/permanent staff and subcontractors intended, to complete services on multiple task orders concurrently. Timeline and work schedule demonstrates a streamlined, successful approach for completing a high capacity of varied services.
- b. Staffing plan demonstrates effective seasonal workload changes influenced by budget and/or environmental constraints, for example fire season restrictions and threatened and endangered species restrictions. Rapid response prescribed fire modules reflect an efficient process.

##### **M.2.3 Evaluation Factor No. 3, Price.**

Price will be evaluated for fair and reasonableness but not rated.

# Don't know your NAICS code(s) or need keywords for your GCOM Profile?



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Search more than **29,000\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).  
\* Notices posted within the last 90 days

RECOVERY  
Locate actions funded by the American Recovery and Reinvestment Act.

RECOVERY OPPORTUNITIES  
RECOVERY AWARDS  
RECOVERY REPORTS

Click here for Opportunities  
Click here for Awards

Learn more about FBO recovery reports.

Recommend using the "advanced search form"

You can do a simple search from home screen but it is limited to the last year

# Advanced Search Page

EDDIZOPFS.GOV Opportunities

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## Search For Opportunities

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### Advanced Search

Enter your search criteria and click search to find opportunities

[Opportunities List](#)

Posted Date:

Place of Performance State:

Hold CTRL to select multiple states

Arizona  
Arkansas  
California  
Colorado  
Connecticut

Place of Performance Zip Code:

Separate multiple zip codes by commas

Documents To Search:

- Active Documents
- Archived Documents
- Both

At first, search both Active & Archived Documents (default setting is Active)

If you only do business in the local area, you can limit by state or zip code

# FBO Search Filters

Colorado  
Connecticut

**Set-Aside Code:**

[More information about Set-Aside Codes](#)

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> Competitive 8(a)           | <input type="checkbox"/> Partial HBCU / MI                                     | <input type="checkbox"/> Total HBCU / MI              |
| <input type="checkbox"/> Emerging Small Business    | <input type="checkbox"/> Partial Small Business                                | <input type="checkbox"/> Total Small Business         |
| <input type="checkbox"/> HUBZone                    | <input type="checkbox"/> Service-Disabled Veteran-Owned Small Business         | <input type="checkbox"/> Veteran-Owned Small Business |
| <input type="checkbox"/> Woman Owned Small Business | <input type="checkbox"/> Economically Disadvantaged Woman Owned Small Business | <input type="checkbox"/> Very Small Business          |

**Opportunity/Procurement Type:**

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> Presolicitation                            | <input type="checkbox"/> Combined Synopsis/Solicitation                   | <input type="checkbox"/> Sources Sought                   |
| <input type="checkbox"/> Modification/Amendment/Cancel              | <input type="checkbox"/> Sale of Surplus Property                         | <input type="checkbox"/> Special Notice                   |
| <input type="checkbox"/> Foreign Government Standard                | <input type="checkbox"/> Award Notice                                     | <input type="checkbox"/> Justification and Approval (J&A) |
| <input type="checkbox"/> Intent to Bundle Requirements (DoD-Funded) | <input type="checkbox"/> Fair Opportunity / Limited Sources Justification |   |

**Agency/Office/Location(s)\*:**

- All Agency/Office/Locations  Specific Agency/Office/Locations

Don't narrow your search yet.  
Goal is to find out who buys what you are selling

You can check these boxes later when looking for open opportunities

# FBO Search Filters- Using Keywords to Look for NAICS Codes



Agency/Office/Location(s)\*:

All Agency/Office/Locations  Specific Agency/Office/Locations



Recovery and Reinvestment Act Action:

Yes  No  [ignore]

Keywords or SOL#:

Enter a keyword or solicitation number to search all opportunity data.

 [TIP!](#)

NAICS Code:

Use the search box to find NAICS Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.

Type in keywords, scroll down and hit search

# FBO Search Filters- Using NAICS to Look for Keywords



## Keywords or SOL#:

Enter a keyword or solicitation number to search all opportunity data.



## NAICS Code:

Use the search box to find NAICS Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.

<input type="checkbox"/>	115 -- Support Activities for Agriculture and Forestry: 115113 -- Crop Harvesting, Primarily by Machine
<input type="checkbox"/>	115 -- Support Activities for Agriculture and Forestry: 115114 -- Postharvest Crop Activities (except Cotton Ginning)
<input type="checkbox"/>	115 -- Support Activities for Agriculture and Forestry: 115115 -- Farm Labor Contractors and Crew Leaders
<input type="checkbox"/>	115 -- Support Activities for Agriculture and Forestry: 115116 -- Farm Management Services
<input type="checkbox"/>	115 -- Support Activities for Agriculture and Forestry: 115210 -- Support Activities for Animal Production
<input checked="" type="checkbox"/>	115 -- Support Activities for Agriculture and Forestry: 115310 -- Support Activities for Forestry
<input type="checkbox"/>	211 -- Oil and Gas Extraction
<input type="checkbox"/>	211 -- Oil and Gas Extraction: 211111 -- Crude Petroleum and Natural Gas Extraction

1 of 1377 selected [ show selected ] [ show all ]

## Classification Code:

Use the search box to find Classification Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.

Select NAICS code, scroll down and hit search

# Register in FBO

 **Important Password Update** - Mandatory reset of passwords is required every 90 days. Registered users will receive an email notification to remind them of this requirement.  
If your account has been disabled, contact the Federal Service Desk at 866-606-8220 (Monday - Friday 8 a.m. to 8 p.m. ET)

## Buyers / Engineers

Government users may post, manage, and award opportunities.

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Password  [Register Now](#)  
[Password Reminder](#)  
[Recovery FAQs](#)

## Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username  [Find Opportunities](#)  
No login is required to view opportunities.

Password  [Register Now](#)  
[Password Reminder](#)  
[Recovery FAQs](#)

FBO now contains the Vendor Collaboration Central Event Listing. [Learn more](#) or [search](#).

VENDOR COLLABORATION

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- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.

### DEMONSTRATION VIDEOS

Learn about FBO features and functionality in on-line videos.

[Watch the Videos](#)

Register to express interest on solicitations and create watchlists, etc.

# FBO –Results and Recap:

- Use FBO and other required websites like FedConnect to look up the original solicitation to understand:
  - When contract is up for re-competition for IDIQ contracts with options
  - Look at the evaluation criteria in the solicitation to prepare for future solicitations
- Use keywords to look for applicable NAICS in FBO for your GCOM profile or use NAICS to find keywords in FBO for your GCOM profile

# Action Items

# Post Market Assessment Action Items

1. Learn about your target government customers
  - Google “Doing business with [agency name]”
  - Get to know their mission, small business goals, small business liaison, contracting officers (CO), and the end users (Program Managers, Facilities Managers, etc.)
  - The agency’s evaluation criteria for past solicitations
2. Research top contractors
  - Are they large or small / Point of Contacts? (look up in SAM)
  - What type of certifications do they hold? (look up in SAM)
  - Do they have sub-contracting goals or diversity supplier program?
  - What can you learn from them? Can they be a potential partner?

# Action Items ( cont'd)

## 3. Position for and drive for success

- Get registered
  - SAM, FBO, and any other required agency websites
- Set up GCOM profile using NAICS codes and keywords
- Draft or update your capability statement
- Target customers including primes (distribute capability statement)
- Contact GCAP for help – market research, marketing strategy, RFQ/IFB/RFP assistance, etc.

START MARKETING & PURSUING FEDERAL OPPORTUNITIES

# Questions???

