



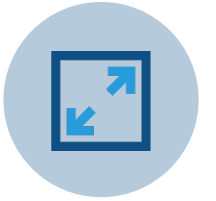
FEDERAL ACQUISITION SERVICE  
**INDUSTRY  
PARTNER**  
SYMPOSIUM  

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**2023**

Growing a Diverse, Resilient Government Marketplace

# Session 2.1: How to Easily Access & Apply Market Intelligence



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Customer & Stakeholder Engagement (CASE)  
U.S. General Services Administration

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New Contract Holders | Track 2

# Market Intelligence

- Assess market size
- Identify key customers
- Understand customer trends
- Streamline your research
- Create action plans



Federal Procurement Data System



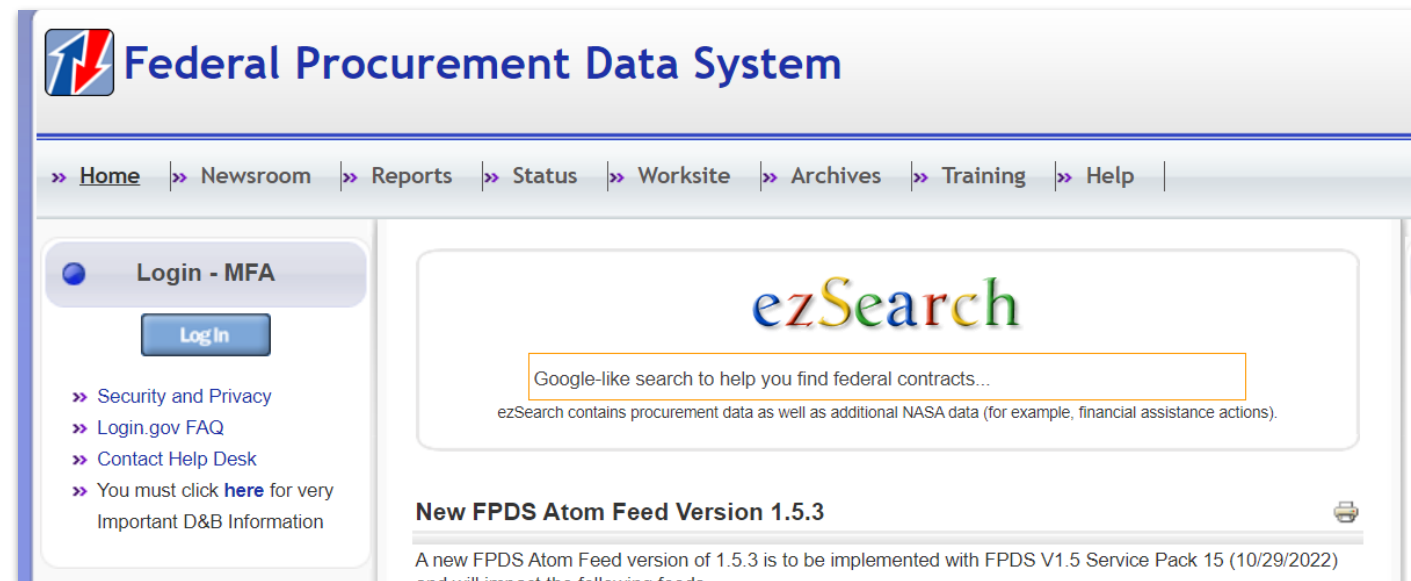
ACQUISITION GATEWAY

**FORECAST OF**  
CONTRACTING OPPORTUNITIES



# FPDS- Understand the Market

- FREE
- Contract actions over \$10k (Micropurchase threshold)
- Searchable
- Feeds other systems
- Understand agency buying
- Identify potential partners
- Assess overall size of the market for your niche
- Export to .csv



# Search Results

Click "Advanced Search" to add search terms that will help you refine your search.

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

temporary staffing CONTRACT\_FISCAL\_YEAR:"2022"

Go Clear Advanced Search

Download search results here.

To submit

Search took 0.123 seconds

See which Departments have the highest # of contract actions

Result Page: 1 2 3 4 5 6 7 8 9 10 Next

PDF CSV RTOH 0.3

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

## Top 10: Department Full Name

- > HEALTH AND HUMAN SERVICES, DEPARTMENT OF (1036)
- > VETERANS AFFAIRS, DEPARTMENT OF (599)
- > JUSTICE, DEPARTMENT OF (315)
- > GENERAL SERVICES ADMINISTRATION (89)
- > DEPT OF DEFENSE (53)
- > EQUAL EMPLOYMENT OPPORTUNITY COMMISSION (31)
- > TREASURY, DEPARTMENT OF THE (29)
- > COMMERCE, DEPARTMENT OF (23)
- > AGRICULTURE, DEPARTMENT OF (20)
- > INTERIOR, DEPARTMENT OF THE (14)

## Top 10: Contracting Agency Name

- > INDIAN HEALTH SERVICE (947)
- > VETERANS AFFAIRS, DEPARTMENT OF (599)
- > FEDERAL PRISON SYSTEM / BUREAU OF PRISONS (255)
- > FEDERAL ACQUISITION SERVICE (89)
- > NATIONAL INSTITUTES OF HEALTH (85)
- > OFFICES, BOARDS AND DIVISIONS (58)
- > DEPT OF THE AIR FORCE (33)
- > EQUAL EMPLOYMENT OPPORTUNITY COMMISSION (31)
- > OFFICE OF THE SECRETARY (29)
- > BUREAU OF THE FISCAL SERVICE (20)

## Top 10: Full Legal Business Name

- > AB STAFFING SOLUTIONS, LLC (645)

## List Of Contract Actions Matching Your Criteria Results 1 - 30 of 2290 as of Jun 29, 2023 4:50:39 PM

<b>Award ID (Mod#):</b>	<a href="#">33301119FSS1759MD</a> (P00006) (View)	<b>Award Type:</b>	DELIVERY ORDER
<b>Legal Business Name:</b>	<a href="#">HIRE ONE PERSONNEL SERVICES OF</a>	<b>Contracting Agency:</b>	<a href="#">NATIONAL GALLERY OF ART</a>
<b>Date Signed:</b>	September 30, 2022	<b>Action Obligation:</b>	\$14,500
<b>Referenced IDV:</b>	<a href="#">GS07F0603N</a>	<b>Contracting Office:</b>	<a href="#">NGA PROCUREMENT CONTRACTS</a>
<b>NAICS (Code):</b>	TEMPORARY HELP SERVICES ( <a href="#">561320</a> )	<b>PSC (Code):</b>	SUPPORT- PROFESSIONAL: OTHER ( <a href="#">R499</a> )
<b>Entity City:</b>	WASHINGTON	<b>Unique Entity ID:</b>	<a href="#">K7YPJCJ34JS6</a>
<b>Entity State:</b>	DC	<b>Ultimate Parent Unique Entity ID:</b>	<a href="#">K7YPJCJ34JS6</a>
<b>Entity ZIP:</b>	<a href="#">200365517</a>	<b>Ultimate Parent Legal Business Name:</b>	<a href="#">HIRE ONE PERSONNEL SERVICES OF WASHINGTON DC LLC</a>
<b>Cage Code:</b>	<a href="#">3CRT4</a>		
<b>Award ID (Mod#):</b>	<a href="#">45640622P2299</a> (P00001) (View)	<b>Award Type:</b>	PURCHASE ORDER
<b>Legal Business Name:</b>	<a href="#">ROTH STAFFING COMPANIES LP</a>	<b>Contracting Agency:</b>	<a href="#">EQUAL EMPLOYMENT OPPORTUNITY COMMISSION</a>
<b>Date Signed:</b>	September 30, 2022	<b>Action Obligation:</b>	\$10,000
<b>Referenced IDV:</b>		<b>Contracting Office:</b>	<a href="#">EQUAL EMPLOYMENET OPPORTUNITY COMM</a>
<b>NAICS (Code):</b>	TEMPORARY HELP SERVICES ( <a href="#">561320</a> )	<b>PSC (Code):</b>	SUPPORT- PROFESSIONAL: OTHER ( <a href="#">R499</a> )
<b>Entity City:</b>	ORANGE	<b>Unique Entity ID:</b>	<a href="#">VL8FPLAXM7E1</a>
<b>Entity State:</b>	CA	<b>Ultimate Parent Unique Entity ID:</b>	<a href="#">GHGXTHK8HMC4</a>

Easily modify your search terms.

- To remove the criteria portion of the search criteria click the button next to each search level.
- temporary
  - staffing
  - Contract Fiscal Year: "2022"

For the most recent contract actions, we'll sort by "Date Signed"

Sort Order:

- Relevance
- Contract Type
- Agency Code
- Agency Full Name
- Date Signed**
- Contracting Agency ID
- Contracting Agency Name

# SAM.gov

Home Search Data Bank Data Services Help

**SAM.GOV®**

Official U.S. Government Website  
100% Free

**The Official U.S. Government System for:**

- Contract Opportunities**
- Contract Data**  
(Reports ONLY from fpds.gov)
- Wage Determinations**
- Federal Hierarchy**  
Departments and Subtiers
- Assistance Listings**
- Entity Information**  
Entities, Disaster Response Registry, Exclusions, and Responsibility/Qualification (was fapiis.gov) **NEW**
- Entity Reporting**  
SCR and Bio-Preferred Reporting

**Register Your Entity or Get a Unique Entity ID**

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

**Get Started**









**Renew Entity**

**Check Entity Status**

- FREE
- See current open opportunities
- Set search alerts
- Read prior solicitations
- Respond to RFIs, RFPs, Sources Sought Notices
- Learn more about other partners
- Learn how your customers buy

# SAM.gov (continued)

## Help


-  [Frequently Asked Questions](#) 
-  [Glossary Terms](#) 
-  [Videos](#) 
-  [Get started with login.gov](#) 

## Video: Advanced Search of Contract Opportunities

VIDEO TRAINING:  
Advanced Search of Contract Opportunities

TOPIC

Overview (00:00)	What will be covered in this video?
SEARCH FROM THE LANDING PAGE (00:41)	You will learn how to perform advanced searches for contract opportunities. In this video, we will show you how filters can help you build an advanced search.
EXPLORE THE ADVANCED FILTERS (01:54)	
HOW SEARCH WORKS WITH KEYWORDS & FILTERS (05:48)	This video assumes that you already know the basics of searching on SAM.gov and you want to learn about contract opportunities specifically.



The screenshot shows the SAM.gov homepage with a search bar at the top. A magnifying glass icon is positioned over the search bar. Below the search bar, there are several filters and options, including 'Contract Opportunities', 'Assistance Listings', 'Entity Registration', 'Wage Determinations', 'Federal Hierarchy', and 'Exclusions'. The search bar contains the text 'e.g. 2000GZ0Q02, asphalt pav'.



# Forecast of Contracting Opportunities



ACQUISITION GATEWAY

## FORECAST OF CONTRACTING OPPORTUNITIES

Keyword Search



Clear All

- FREE
- Nationwide dashboard of upcoming federal contracting opportunities.
- Search Agency, NAICS, Place of Performance, Est. Contract Value, Acquisition Strategy, Estimated Award date
- Points of Contact!



# Forecast of Contracting Opportunities

## Coachella Canal Illegal Dumpsite Asbestos Abatement

Asbestos Abatement at Illegal Dump Site along the Coachella Canal (YAO)

**Listing ID:** 37623

**Organization:** U.S. Bureau of Reclamation

**Place of Performance:** Thermal , CA

**Award Status:** Drafting Solicitation

**Estimated Contract Value (Max.):** 150K to 250K

**Period of Performance:**

**Contract Type:** To Be Determined

**Agency:** Department of the Interior

**Region:** Interior Region 8: Lower Colorado Basin (LCB)

**NAICS Code:** 562910

**Estimated Contract Value (Min.):** 150K to 250K

**Estimated Award Date (FY-QTR):** 2023

**Acquisition Strategy/Type of Set-Aside:** Small Business

**Type of Awardee:** To Be Determined

[View Details](#)

# Additional Resources

- GSA's Forecast Tool
  - <https://www.gsa.gov/small-business/forecast-of-contracting-opportunities>
  - <https://www.gsa.gov/system/files/Forecast%20Tools%20-%20508%20-%2008262021.pdf>
- How to Search SAM.gov (GSA's Youtube Channel)
  - [https://www.youtube.com/watch?v=i0XE\\_rvP\\_RM&themeRefresh=1](https://www.youtube.com/watch?v=i0XE_rvP_RM&themeRefresh=1)
- Featuring the Federal Procurement Data System FPDS (Alaska PTAC)
  - <https://www.youtube.com/watch?v=D4yAVopyfRQ>
- Market Research As a Service (MRAS)
  - <https://www.gsa.gov/about-us/organization/federal-acquisition-service/customer-and-stakeholder-engagement/market-research-as-a-service-mras>

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2023



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