How to Research Business Opportunity with the National Guard

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How to Do Business with the National Guard

Conduct Market Research

- What did the National Guard buy in the past?
- Who did the National Guard buy from?

Locate National Guard contracting opportunities

- What is the National Guard buying today?
- What will National buy in the near future?
Conduct Market Research on What We Buy

• Federal Procurement Data System (https://www.fpds.gov/)
  • Database for all federal procurements except NAF
  • Anyone can register to retrieve data
    • Delay of 90 days for non-DoD users
• Use the Contracting Office ID to locate National Guard requirements in each State
• The next slide provides a list of all States and the corresponding Contracting Office ID to locate National Guard business opportunities
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List of Contracting Activity Identification Codes
Use the ezSearch tool in FPDS

- ezSearch BETA
  - Google-like search
  - Easy to use
  - Search for criteria anywhere from Contract Action Report (CAR); for example:
    - Contract office ID (e.g., W9133L for NGB-AQ)
    - Date signed (e.g., 1 Oct 14 to 30 Sep 13 for FY15)
    - Product Service Code (e.g., Y111 for Construct/office buildings)
    - NAICS (e.g., 236210 for Industrial Building Construction)
    - POP (Place of Performance) State Name
Conduct Market Research using ezSearch

ezSearch Example

Add word to search for

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

construction

Search all contracts

Search only interagency contract directory

Search only Recovery Act awards

Click on GO to start search
Conduct Market Research using ezSearch

ezSearch Example (Cont’d)

- Click on VIEW to see entire CAR
- Refine search on results
- Top agencies from search
- Top vendors from search
- Total found

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

Go | Clear | Advanced Search

Results 1 - 30 of 1349425 as of Nov 19, 2011

Award ID (Mod#): GS08P01JFC0024 (0) (View)
Vendor Name: BIRD CONSTRUCTION (USA) INCORPORATED
Vendor City: ISSAQUAH
Vendor DUNS: 890449251
Vendor ZIP: 980272519
Conduct Market Research using ezSearch

ezSearch Example (Cont’d)

Click ADD to see fields for selection

Search within results or new search

Click on field to open rest of screen
Conduct Market Research using ezSearch

ezSearch Example (Cont’d)

Select one field and value field opens

Select SEARCH to get all “construction” contracts by RCO-HI

W912CN is RCO-HI
Conduct Market Research using ezSearch

ezSearch Example (Cont’d)

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

construction CONTRACTING_OFFICE_ID:'W912CN'

Criteria used for results shown

Export data in PDF or CSV format
Advertisement of National Guard Opportunities

Locate National Guard Contracting Requirements

- Army Single Face to Industry (ASFI)
  https://acquisition.army.mil/asfi/

- Federal Business Opportunities (FedBizOpps)
  https://www.fbo.gov/
Army Single Face to Industry (ASFI)

- Used by all National Guard contracting offices except Army Non-Appropriate Funds
- Sends data to Federal Business Opportunities (FedBizOpps.gov)
- Important information about ASFI
  - Keeps solicitation information for only 5 days after closing
  - Must go to FedBizOpps for combined synopsis/solicitation
Small Business Programs

Contracting Opportunities Search

Army Single Face to Industry (ASFI)
Acquisition Business Web Site

"Serving the U.S. Army Acquisition Community"

Please visit What's New (last updated September 10, 2010) to learn about recent additions to our website.

- Privacy & Security Notice (E)
- Accessibility Information Notice (E)
- Freedom of Information Act (FOIA) Notice (E)

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<th>ASFI Business Opportunities</th>
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| Contracting Opportunities Search
| Combined Synopsis/Solicitation Search
| ASFI Frequently Asked Questions
| ASFI for Government Personnel |
| Web Browser Plugins/Certificates
| ASFI Users Guide (.doc) |
| Vendor Notification Service
| Vendor Bid History
| Procurement Notifications
| Online Representations and Certifications Application (ORCA) (E) |

Related Links: Select a site from the list below and press GO!
Contracting Opportunities Search (cont’d)

Generic Searches
- Most recently posted solicitations
- Solicitations that close today
- Solicitation Number
  - No dashes, e.g., W9133L15T0001
  - Use % as wild card
    - W9133L% for NGB HQ
    - W91ZRU for AK
    - W912JA for AL
    - W9133L for NGB AQ
    - W912JF for AR
    - W912L2 for AZ, etc etc...
Contracting Opportunities Search (cont’d)

• Specific Searches
  – Use “and” and “or” to limit or expand search, respectively
    • Contract Offices (pull down menu)
    • Noun phrase
    • NAICS Code
    • FSC Code
Federal Business Opportunities

Specific Searches

- Use “and” and “or” to limit or expand search, respectively
  - Contract Offices (pull down menu)
  - Noun phrase
  - NAICS Code
  - FSC Code
- Go to http://www.fbo.gov
- Click on Advanced Search Form, then scroll to middle of page
- Click radial button “Specific Agency/Office/Locations”
  - Type in “National Guard” and click
  - Click on “Show/Update Office Locations for Selected Agencies” and select the activity you are interested in.
- Narrow down search by selecting NAICS, Classification Code, etc.
Office of Small Business Programs

Point of Contact

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