



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**

List of Contracting Activity Identification Codes



W91ZRU	for	AK	W912JC	for	KS	W912PQ	for	NY
W912JA	for	AL	W912KZ	for	KY	W91364	for	OH
W9133L	for	AQ	W912NR	for	LA	W912L6	for	OK
W912JF	for	AR	W912SV	for	MA	W912JV	for	OR
W912L2	for	AZ	W912K6	for	MD	W912KC	for	PA
W912LA	for	CA	W912JD	for	ME	W912LR	for	PR
W912LC	for	CO	W912JB	for	MI	W912LD	for	RI
W91ZRS	for	CT	W912LM	for	MN	W912QG	for	SC
W912R1	for	DC	W912NS	for	MO	W912MM	for	SD
W912L5	for	DE	W9127Q	for	MS	W912L7	for	TN
W911YN	for	FL	W9124V	for	MT	W912L1	for	TX
W912JM	for	GA	W91242	for	NC	W911YP	for	UT
W911YU	for	GU	W901UZ	for	ND	W912LQ	for	VA
W912J6	for	HI	W91243	for	NE	W9127P	for	VI
W912LP	for	IA	W912TF	for	NH	W912LN	for	VT
W912J7	for	ID	W912KN	for	NJ	W912K3	for	WA
W91SMC	for	IL	W912J3	for	NM	W912J2	for	WI
W912L9	for	IN	W9124X	for	NV	W912L8	for	WV
						W912L3	for	WY

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 17 to 30 Sep 18 for FY18)**
 - **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

HOME

Add word to search for

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

Go Clear Advanced Search

Contracts ICD Recovery

Please provide search criteria and click on Go button.

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)

construction

Go Clear Advanced Search

Contracts ICD Recovery

Refine search on results

- Top 10: Department Full Name
- >DEPT OF DEFENSE (800225)
 - >GENERAL SERVICES ADMINISTRATION (195888)
 - >INTERIOR, DEPARTMENT OF THE (78847)
 - >AGRICULTURE, DEPARTMENT OF (100000)
 - >VETERANS AFFAIRS, DEPARTMENT OF (55882)
 - >HOMELAND SECURITY, DEPARTMENT OF (18825)
 - >HEALTH AND HUMAN SERVICES, DEPARTMENT OF (403100)
 - >TRANSPORTATION, DEPARTMENT OF (202563)
 - >STATE, DEPARTMENT OF (170762)
 - >OCCUPATIONAL SAFETY AND HEALTH, DEPARTMENT OF (117292)

Click on VIEW to see entire CAR

List Of Contract Actions Matching Your Criteria Results 1 - 30 of 1349425 as of Nov 19, 2011

Award ID (Mod#):	GS08P01JFC0024 (0) View	Award Type:	Definitive Contract
Vendor Name:	BIRD CONSTRUCTION (USA) INCORPORATED	Contracting Agency:	PUBLIC BUILDINGS SERVICE
Reference ID:	117292	Contracting Office:	GSA/PBS, DESIGN AND CONSTRUCTION DIVISION
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Vendor City:	ISSAQUAH	Vendor DUNS:	044801214
Vendor State:	WA	Vendor ZIP:	980272519

Total found

- Top 10: Contracting Agency Name
- >DEPT OF THE ARMY (403100)
 - >DEPT OF THE NAVY (202563)
 - >PUBLIC BUILDINGS SERVICE (170762)
 - >DEPT OF THE AIR FORCE (117292)
 - >DEFENSE LOGISTICS AGENCY (61578)
 - >VETERANS AFFAIRS, DEPARTMENT OF (55882)
 - >FOREST SERVICE (50370)
 - >FEDERAL ACQUISITION SERVICE (25073)
 - >NATIONAL PARK SERVICE (22853)
 - >STATE, DEPARTMENT OF (18825)

Award ID (Mod#):	GS08P01JFC0024 (PC35) View	Award Type:	Definitive Contract
Vendor Name:	BIRD CONSTRUCTION (USA) INCORPORATED	Contracting Agency:	PUBLIC BUILDINGS SERVICE
Reference ID:	117292	Contracting Office:	GSA/PBS, DESIGN AND CONSTRUCTION DIVISION
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Vendor City:	ISSAQUAH	Vendor DUNS:	044801214
Vendor State:	WA	Vendor ZIP:	980272519

Top agencies from search

- Top 10: Vendor Full Name
- >GRAYBAR ELECTRIC COMPANY INC (23723)
 - >MISCELLANEOUS FOREIGN CONTRACTORS (20104)
 - >SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (16802)
 - >PROCURENET INC (7133)
 - >CENTRAL CONTRACTORS ENTERPRISES (8800)

Award ID (Mod#):	GS08P01JFC0024 (PS34) View	Award Type:	Definitive Contract
Vendor Name:	BIRD CONSTRUCTION (USA) INCORPORATED	Contracting Agency:	PUBLIC BUILDINGS SERVICE
Reference ID:	117292	Contracting Office:	GSA/PBS, DESIGN AND CONSTRUCTION DIVISION
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Vendor City:	ISSAQUAH	Vendor DUNS:	044801214
Vendor State:	WA	Vendor ZIP:	980272519

Top vendors from search

Conduct Market Research using ezSearch



ezSearch Example (Cont'd)

The screenshot shows the 'Advanced Search' interface. At the top, there are two radio buttons: 'Search Within Results' (selected) and 'New Search'. To the right is an 'Add' button. Below these is a dropdown menu currently showing 'Select One'. A callout points to the 'Add' button with the text 'Click ADD to see fields for selection'. Another callout points to the 'Search Within Results' radio button with the text 'Search within results or new search'. A third callout points to the 'Contracting Office ID' field in the list of search criteria with the text 'Click on field to open rest of screen'. The search criteria list includes: A76, Action Obligation (\$), Agency Code, Agency Name, Award Completion Date, Award Status, Award/IDV Type, Base and Exercised Options Value, Commercial Item Acquisition Procedures, Commercial Item Test Program, Contract ID, Contract Pricing Description, Contract Type, Contracting Agency ID, Contracting Agency Name, Contracting Office ID, Contracting Office Name, Created By, Created Date, Current Contract Value, Date Signed, Department ID, and Department Name. The results section on the right shows 'Results 1 - 30 of 13' and lists details for a contract, including Award Type (Definitive Contr), Contracting Agency (PUBLIC BUILD), Action Obligation (\$0), Contracting Office (GSA/PBS, DES), PSC (Code) (CONSTRUCTION), and Vendor DUNS (044601214 and 980272519).

Conduct Market Research using ezSearch



ezSearch Example (Cont'd)

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

Advanced Search
 Search Within Results New Search

Contracting Office ID

Contracts | ICD | Recovery

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

Conditions Matching Your Criteria Results 1 - 30 of 1349425 as of Nov 19, 201

<p>Top 10: Department Full Name</p> <ul style="list-style-type: none"> > DEPT OF DEFENSE (800225) > GENERAL SERVICES ADMINISTRATION (100000) > INTERIOR, DEPARTMENT OF (180000) > AGRICULTURE, DEPARTMENT OF (160000) > VETERANS AFFAIRS, DEPARTMENT OF (180000) > HOMELAND SECURITY, DEPARTMENT OF (180000) > HEALTH AND HUMAN SERVICES, DEPARTMENT OF (190000) > TRANSPORTATION, DEPARTMENT OF (180000) > STATE, DEPARTMENT OF (180000) > OCCUPATIONAL SAFETY AND HEALTH REVIEW COMMISSION (180000) 	<p>GS08P01JFC0024 (0) [View]</p> <p>BIRD CONSTRUCTION (USA) INCORPORATED</p> <p>Referenced IDV: GS08P01JFC0024</p> <p>IAICS (Code): COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)</p> <p>Vendor City: ISSAQUAH</p>	<p>Award Type: Definitive Contract</p> <p>Contracting Agency: PUBLIC BUILDINGS SERVICE</p> <p>Action Obligation: \$0</p> <p>Contracting Office: GSA/PBS, DESIGN AND CONSTRUCTION DIVISION</p> <p>Contracting Office: GSA/PBS, DESIGN AND CONSTRUCTION DIVISION</p> <p>Contracting Office: GSA/PBS, DESIGN AND CONSTRUCTION DIVISION</p> <p>PSC (Code): CONSTRUCTION OF OFFICE BUILDINGS (Y1</p> <p>Vendor DUNS: 044601214</p>
<p>Top 10: Contracting Agency Name</p> <ul style="list-style-type: none"> > DEPT OF THE ARMY (403100) > DEPT OF THE NAVY (202503) > PUBLIC BUILDINGS SERVICE (117062) > DEPT OF THE AIR FORCE (117292) > DEFENSE LOGISTICS AGENCY (01570) > VETERANS AFFAIRS, DEPARTMENT OF (55002) > FOREST SERVICE (50370) > FEDERAL ACQUISITION SERVICE (25073) > NATIONAL PARK SERVICE (22853) > STATE, DEPARTMENT OF (18025) 	<p>Award ID (Mod#): GS08P01JFC0024</p> <p>Vendor Name: BIRD CONSTRUCTION (USA) INCORPORATED</p> <p>Date Signed: December 16, 2004</p> <p>Referenced IDV: GS08P01JFC0024</p> <p>IAICS (Code): COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)</p> <p>Vendor City: ISSAQUAH</p>	<p>Award Type: Definitive Contract</p> <p>Contracting Agency: PUBLIC BUILDINGS SERVICE</p> <p>Action Obligation: \$45,338</p> <p>Contracting Office: GSA/PBS, DESIGN AND CONSTRUCTION DIVISION</p> <p>PSC (Code): CONSTRUCTION OF OFFICE BUILDINGS (Y1</p> <p>Vendor DUNS: 044601214</p>

Select one field and value field opens

W912CN is RCO-HI

Select SEARCH to get all "construction" contracts by 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"

Go

Clear

Advanced Search

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

Search took 0.08 seconds

Results 2 3 4 5 6 7 8 9 10 Next

PDF

CSV

ATOM 0.3

List Of Contract Actions Matching Your Criteria

Results 1 - 30 of 2526 as of Nov 19, 2010 7:50:59 PM

Search Criteria

?

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

construction

Contracting Office

?

contracts by
can sort the
Type. Click
can be

Export data in PDF or CSV format

Criteria used for results shown

List Of Contract Actions Matching Your Criteria		Results 1 - 30 of 2526 as of Nov 19, 2010 7:50:59 PM	
Award ID (Mod#):		Award Type:	Delivery Order
Vendor Name:		Contracting Agency:	DEPT OF THE ARMY
Date Signed:		Action Obligation:	\$294,205
Referenced IDV:		Contracting Office:	W8QL ECC RCO HAWAII
NAICS (Code):	INDUSTRIAL BUILDING CONSTRUCTION (236210)	PSC (Code):	MAINT-REP-ALT/MISC BLDGS (Z199)
Vendor City:	AIEA	Vendor DUNS:	015989852
Vendor State:	HI	Vendor ZIP:	96701
Award ID (Mod#):	0002 (0) View	Award Type:	Delivery Order
Vendor Name:	SAN CONSTRUCTION, LLC	Contracting Agency:	DEPT OF THE ARMY
Date Signed:	May 26, 2006	Action Obligation:	\$28,828
Referenced IDV:	W912CN08D0014	Contracting Office:	W8QL ECC RCO HAWAII
NAICS (Code):	INDUSTRIAL BUILDING CONSTRUCTION (236210)	PSC (Code):	MAINT-REP-ALT/MISC BLDGS (Z199)
Vendor City:	AIEA	Vendor DUNS:	015989852
Vendor State:	HI	Vendor ZIP:	96701
Award ID (Mod#):	9001 (0) View	Award Type:	Delivery Order
Vendor Name:	SAN CONSTRUCTION, LLC	Contracting Agency:	DEPT OF THE ARMY
Date Signed:	April 03, 2006	Action Obligation:	\$150,000

conducted at a time.

Sort Order: [Descending](#)

Relevance
[Contract Type](#)
[Agency Code](#)
[Agency Full Name](#)
[Date Signed](#)
[Contracting Agency ID](#)
[Contracting Agency Name](#)
[Department Full Name](#)
[Action Obligation \(\\$\)](#)

Advertisement of National Guard Opportunities



Locate National Guard Contracting Requirements

- Federal Business Opportunities (FedBizOpps)
<https://www.fbo.gov/>



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
 - W91ZRUR 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.



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