

Hidden In Plain Sight: Top Federal Market Intelligence Tactics



11th National Small Business Conference

Presented by

Judy Bradt, CEO



What We'll Cover

- The Federal Market Intelligence Cycle
- Search Tools and Techniques
- How to:
 - Help buyers find you
 - Find leads before FedBizOpps
 - Get ahead of forecasts



Help Buyers Find You

More than
just
registration!



www.SAM.gov

The Power of NAICS Codes:
When they search for your competition,
do they see you, too?

Search by (e.g.)

Keyword, NAICS or Competitor Name



USER NAME

[Forgot Username?](#)

PASSWORD

[Forgot Password?](#)

LOG IN

[Create an Account](#)

HOME

SEARCH RECORDS

DATA ACCESS

GENERAL INFO

HELP

Search Records

You can enter a DUNS number, CAGE code or Business Name to search for the entities that you are interested in reviewing. You can also enter exclusion search terms to search for exclusion records. Once a search has returned results, use the filters provided to narrow results.

Government employees must create a SAM user account with their government email address. Log in before searching in order to see FOUO information and those registrants who selected to opt out of the public search.

“Spectrum Health”

SEARCH

Many Names Are Alike!

Pinpoint A Specific Competitor

Get Competitor's
Unique DUNS number

- Entity Management
- Performance Information

Apply Filters

Note: Filters are case sensitive

DUNS: 078202546

CAGE Code: 6LEM1

View Details

No

DoDAAC:

04/2015

Delinquent Federal Debt? No

Entity

Distinctive Spectrum Military Healthcare

Status: Active +

Joint Venture, LLC

DUNS: 078805813

CAGE Code: 6XAY6

View Details

Has Active Exclusion?: No

DoDAAC:

Expiration Date: 05/20/2015

Delinquent Federal Debt? No

Entity

SPECTRUM HEALTH UNITED

Status: Active +

DUNS: 060182888

CAGE Code: 6KAJ9

View Details

Has Active Exclusion?: No

DoDAAC:

Expiration Date: 04/29/2015

Delinquent Federal Debt? No

Entity

SPECTRUM HEALTHCARE RESOURCES,

Status: Active +

INC.

DUNS: 048441815

CAGE Code: 061To

View Details

Has Active Exclusion?: No

DoDAAC:

Expiration Date: 04/17/2015

Delinquent Federal Debt? No

How your competitors help you

SAM
SYSTEM FOR AWARD MANAGEMENT

USER NAME: PASSWORD: [LOG IN](#)
[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)

HOME SEARCH RECORDS DATA ACCESS GENERAL INFO HELP

Entity Dashboard

SPECTRUM HEALTHCARE RESOURCES, INC. 12647 OLIVE BLVD STE 600
DUNS: 048441815 CAGE Code: 061To SAINT LOUIS, MO, 63141-6346,
Status: Active UNITED STATES

Entity Record

Entity Record

Please see below for the entire Entity Registration record. If you would like have a copy of this list please use the **Print** button.

[PRINT](#)

Current Record [VIEW HISTORICAL RECORD](#)

Scroll Down

DUNS Number: 048441815
D&B Legal Business Name: SPECTRUM HEALTHCARE RESOURCES, INC.
Doing Business As: (none)

Core Data [\[Expand All\]](#) [\[Collapse All\]](#)

Business & TIN Information:

Business Information:

- Business Start Date: 11/04/1994
- Fiscal Year End Close Date: 12/31

[RETURN TO SEARCH](#)

Get Competitors' NAICS Listings. How Do Yours Compare?

Goods & Services:

NAICS Codes Selected:

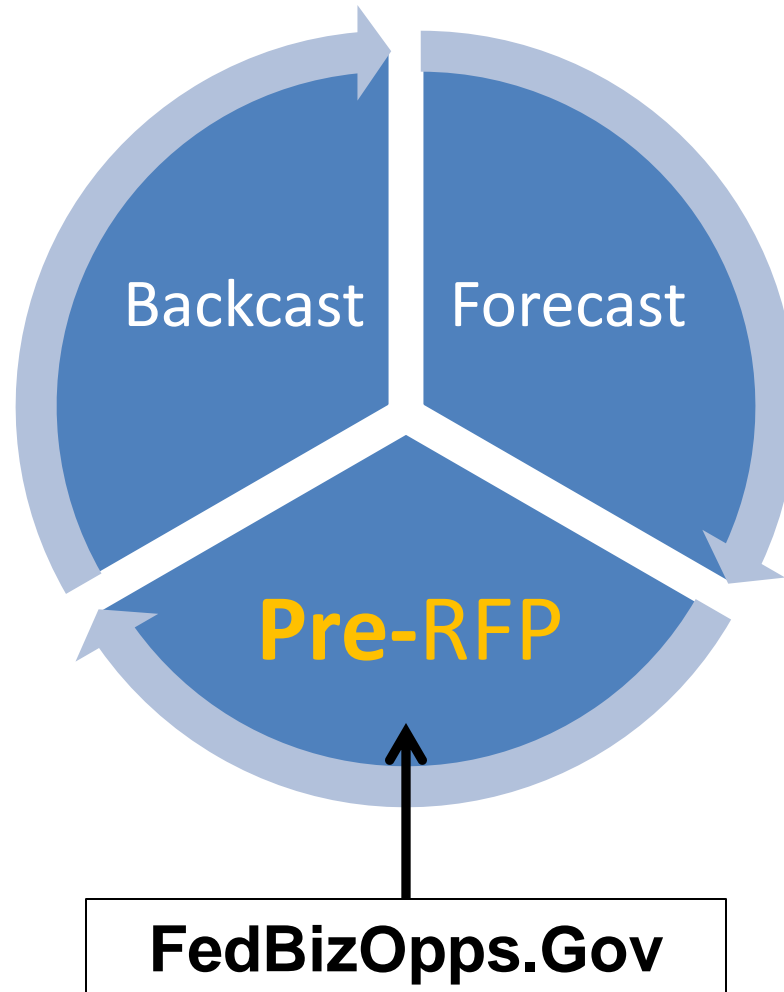
Primary	NAICS Code	Description
	541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
	541612	HUMAN RESOURCES CONSULTING SERVICES
	541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)
	541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
	561330	PROFESSIONAL EMPLOYER ORGANIZATIONS
Yes	621111	OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS)
	621112	OFFICES OF PHYSICIANS, MENTAL HEALTH SPECIALISTS
	621210	OFFICES OF DENTISTS
	621310	OFFICES OF CHIROPRACTORS
	621320	OFFICES OF OPTOMETRISTS
	621330	OFFICES OF MENTAL HEALTH PRACTITIONERS (EXCEPT PHYSICIANS)
	621391	OFFICES OF PODIATRISTS
	621399	OFFICES OF ALL OTHER MISCELLANEOUS HEALTH PRACTITIONERS



***HOMework CHALLENGE:
FIND YOUR MISSING NAICS CODES
HOW ARE YOUR COMPETITORS TAGGED?***

3 Insider Secrets:

The Market Intelligence Cycle



The screenshot shows the FedBizOpps.gov website. At the top, the logo reads "FEDBIZOPPS.GOV Federal Business Opportunities". Navigation tabs include Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. A search bar highlights "Search more than 23,400* active federal opportunities." Below this are filters for Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), Type (Any), Keyword / Solicitation #, and Agency. A dropdown menu for "Type" is open, listing various opportunity categories. A red arrow points from a blue callout box to the "Sources Sought" option in the dropdown. On the right, there are sections for "RECOVERY" (with search buttons for opportunities and awards), "FBO RECOVERY REPORTS" (with links for opportunities and awards), "USER GUIDES" (with links for Buyer, Vendor, Engineer, and Location/Agency Admin), and "DEMONSTRATION VIDEOS".

BEFORE YOU BID...
Look for:
RFI's
Sources Sought
Draft RFP's...

RECOVERY
FBO now contains Recovery and Reinvestment Act actions.
SEARCH RECOVERY OPPORTUNITIES
SEARCH RECOVERY AWARDS

FBO RECOVERY REPORTS
▪ [Click here for Opportunities](#)
▪ [Click here for Awards](#)

Click [here](#) to learn more.

USER GUIDES
▪ [Buyer](#)
▪ [Vendor](#)
▪ [Engineer](#)
▪ [Location / Agency Admin](#)

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

DEMONSTRATION VIDEOS
Watch demonstration videos designed to familiarize you with the

FedBizOpps www.fbo.gov

The screenshot shows the FedBizOpps website interface. At the top, the logo "FEDBIZOPPS.GOV" is displayed with the tagline "Federal Business Opportunities". To the right, there are logos for "IAE", "E-GOV", and "USA.gov". Below the header is a navigation menu with tabs for "Home", "Getting Started", "General Info", "Opportunities", "Agencies", and "Privacy". The main content area features a search bar with a magnifying glass icon and the text "Search more than 26,300* active federal opportunities." Below this are several filter dropdowns: "Posted Date: Last 90 Days", "Set-Aside Code: Any", "Place of Performance: Any State or Territory", and "Type: Any". There are also input fields for "Keyword / Solicitation #" and "Agency:". A "Search" button is located at the bottom left of the search area. To the right of the search area, there is a "RECOVERY" section with the text "Locate actions funded by the American Recovery and Reinvestment Act." and two buttons: "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS". Below this is an "FBO RECOVERY REPORTS" section with two links: "Click here for Opportunities" and "Click here for Awards". A small note at the bottom right of the search area states "* Notices posted within the last 90 days."

“It’s all on FedBizOpps”.

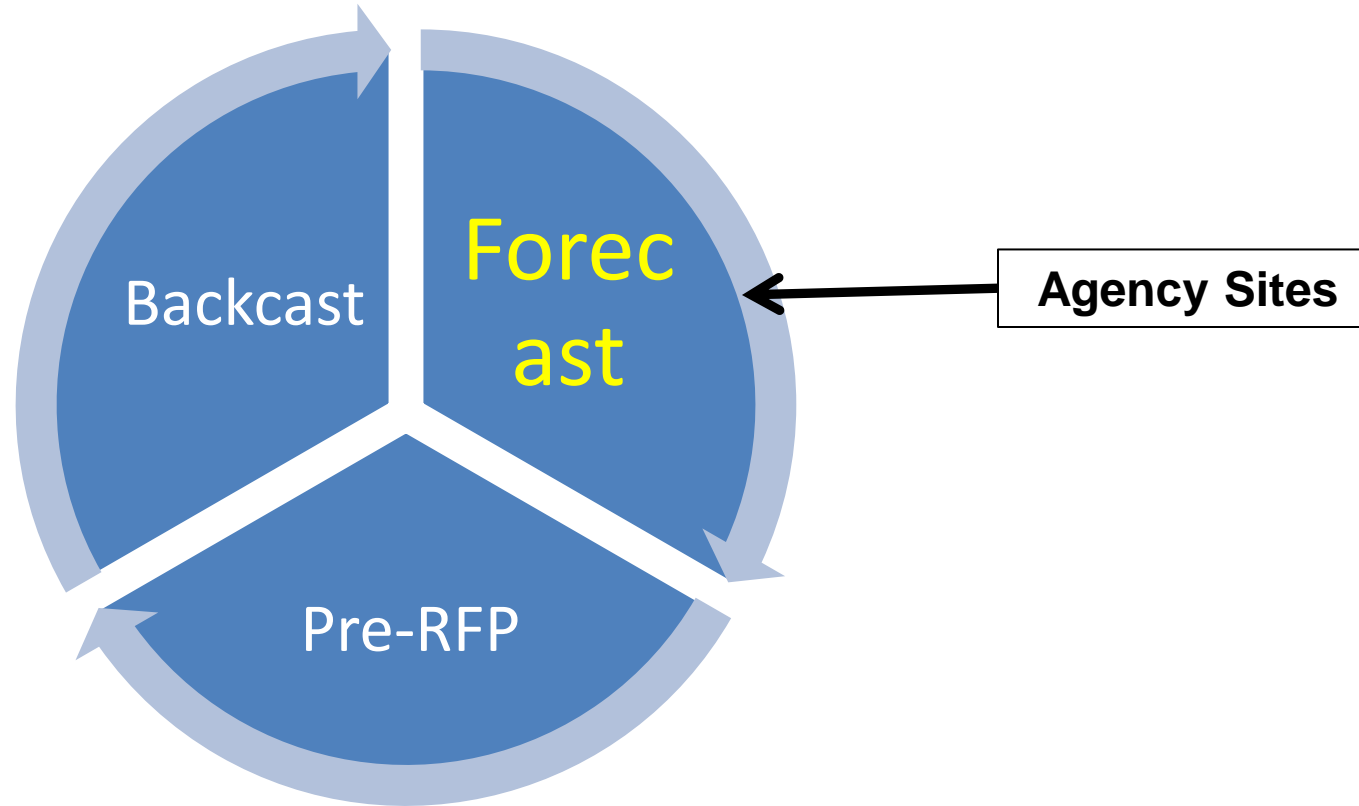
NOT

**Find
Leads
Before
FedBizOpps**



3 Insider Secrets:

The Market Intelligence Cycle



**BEFORE YOU EVER
BID:**

**AGENCY
FORECASTS**

Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **26,300*** 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.

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.

Buyers / Engineers
Government users may post, manage, and retrieve opportunities.
Username: Password: [View Opportunities](#)
No login is required to view opportunities.
[Register Now](#) [Password Reminder](#)
[FAQs](#) [Login](#)

Vendors / Citizens
Vendors and citizens may search, monitor, and retrieve opportunities.
Username: Password: [Find Opportunities](#)
No login is required to view opportunities.
[Register Now](#) [Password Reminder](#)
[Recovery FAQs](#) [Login](#)

RECOVERY
Locate actions funded by the American Recovery and Reinvestment Act.
[SEARCH RECOVERY OPPORTUNITIES](#)
[SEARCH RECOVERY AWARDS](#)

FBO RECOVERY REPORTS
[Click here for Opportunities](#)
[Click here for Awards](#)
Click [here](#) to learn more.

SMALL BUSINESS EVENTS
Learn more about the Small Business Central Event Listing or [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](#)

USER GUIDES
[Buyer](#)
[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.
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Location / Agency Administrators
[Login Here](#)
[Register Now](#)

ADDITIONAL RESOURCES
[FAQs](#)
[Federal Service Desk](#)
[Recovery.gov](#)
[Federal Agency Business Forecasts](#)
[Regional Agency Sites](#)
[Federal Grants](#)

Federal Agency Business Forecasts

ACQUISITION CENTRAL

www.acquisition.gov

Acquisition Systems

Acquisition Workforce

For Buyers

For Citizens

For Sellers

Policy & Regulations

Federal Acquisition Regulation (FAR)

General Services Acquisition Manual (GSAM)

Office of Federal Procurement Policy (OFPP)

AbilityOne

Code of Federal Regulations

Agency Supplemental Regs

Federal Register

Regulations.gov

Acquisition Center of Excellence (ACE) for Services

Civilian Agency Acquisition Council (CAAC)

Home > Federal Agency Procurement Forecasts

 Share | 

Agency Recurring Procurement Forecasts:

Home Page

Select an Agency

Small Business Information

Select an Agency

Business Opportunities

Select an Agency

Procurement Forecast

Select an Agency

Link To Agency Forecasts via OSDBU Council

www.osdbu.gov/members.html

Military Services Listed Separately



Today: 10/25/2011 | This page last updated: 10/19/2011 15:22:07



Federal OSDBU Directors Interagency Council

Google Custom Search

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LIST OF FEDERAL OSDBU MEMBERS

- Defense Contract Management Agency (DCMA)
- Defense Information Systems Agency (DISA)
- Defense Logistics Agency (DLA)
- Department of the Air Force
- Department of the Army
- Department of Defense
- Department of Defense Education Activity (DoDEA)
- Department of the Navy
- Federal Deposit Insurance Corporation
- General Services Administration
- National Aeronautics and Space Administration
- National Science Foundation
- Nuclear Regulatory Commission
- Office of Management and Budget (Executive Office of the President)
- Smithsonian Institution

Council Procedures

Please, click the link below to open a PDF version of the Council Operating Procedures

[Document](#)



FEDBIZOPPS.GOV

Agency Recurring Procurement Forecasts

To The DHS Forecast

Official website of the Department of Homeland Security



Homeland Security

Subscribe | Contact Us | Site Map

Home | Topics | **How Do I?** | Get Involved | News | About DHS

INFO | Disaster Assistance Available for Those Affected by Hurricane Sandy >> Learn More

Home > How Do I?

How Do I?

A B C D E F G H I J K L M N O P Q R T U V W X Y Z A-Z How Do I?

By Component

- [\(CBP\) U.S. Customs and Border Protection](#)
- [\(DHS-HQ\) Department of Homeland Security - HQ](#)
- [\(FEMA\) Federal Emergency Management Agency](#)
- [\(FLETC\) Federal Law Enforcement Training Center](#)
- [\(ICE\) U.S. Immigration and Customs Enforcement](#)
- [\(TSA\) Transportation Security Administration](#)

At DHS

- [Find DHS Forms](#)
- [Find Training Opportunities](#)
- [Find Web Tools and Apps](#)
- [Learn About Law Enforcement Training Opportunities](#)
- [Provide Feedback to DHS](#)
- [Report Fraud, Waste or Abuse within DHS](#)
- [Subscribe to Updates from DHS](#)

For Businesses

- [Check Immigration Case Status](#)
- [Do Business with DHS](#)
- [Find and Apply for Grants](#)
- [Find Import/Export Forms](#)
- [Prepare My Business for an Emergency](#)
- [Verify Employment Eligibility \(E-Verify\)](#)

For the Public

- [Adopt a Child Internationally](#)
- [Become a Citizen](#)

For Travelers

- [Apply for a U.S. Passport](#)
- [Check Wait Times](#)

What Do DHS Primes Want?

Official website of the Department of Homeland Security



Homeland Security

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Home | Topics | How Do I? | Get Involved | News | About DHS

INFO Disaster Assistance Available for Those Affected by Hurricane Sandy >> Learn More

[Home](#) > [About DHS](#) > [Doing Business with DHS](#) > [Prime Contractors](#)

About DHS

- [The Secretary](#)
- [Budget & Performance](#)
- [Careers](#)
- [Contact Us](#)

Do Business with DHS

- [Acquisition Policies & Regulations](#)
- [Business Contacts](#)
- [Business Initiatives](#)
- [Contract Opportunities](#)
- [Get Started](#)
- [Grant Funding](#)
- [Small Business Assistance](#)
- [The Recovery Act](#)
- [History](#)
- [Laws & Regulations](#)
- [Mission](#)
- [Organization](#)

Prime Contractors

Office of Small and Disadvantaged Business Utilization (OSDBU)

The list below provides information on large business Prime Contractors who are interested in subcontracting with small, minority, women-owned, HUBZone-certified, 8(a), veteran-owned, and service-disabled, veteran-owned businesses.

To determine if opportunities exist for your company, we recommend you prepare yourself as follows:

1. Research the company by reviewing the column "In Search Of" to determine if there might be a match;
2. Visit each prime contractors' Web site to learn more about the company;
3. If the company requires businesses to register in their Supplier Registration database, do so (it is very likely that the Prime will ask if you've been to their site and registered in their supplier database);
4. Send an email to the contact listed for each Prime informing them of your interest in being considered for subcontracting opportunities. Briefly explain how you believe you can assist the Prime (be specific and tie your experience/capabilities to their needs).
5. If you have the opportunity to meet with a Prime, be prepared, and most important, be on time.
6. If they ask you to follow-up with additional information, do so.

Good luck in your efforts to do business with DHS Prime Contractors.

The Department of Homeland Security has established department-wide contracts for Information Technology (IT) services and commodities. These procurements were being conducted by the Office of Procurement Operations (OPO) in cooperation with the Chief Information Officer (CIO) and the Component IT and procurement communities. For information on the companies that were awarded contracts and their teaming coordinators please access the [ITAC Web site](#).

DHS Prime Contractor	In Search Of:
ACCENTURE Small Business Liaison:	<ul style="list-style-type: none">• Solving Complex Challenges with predictable results• Agile Systems Development• Financials as a service (and traditional ERP)• Big data and analytics• Identity management and credentialing



Acquisition Forecast

No results to display.

[Back »](#)

<http://bit.ly/DHSForecast>

Hide -

Fields are optional.

Fields for search terms
spaces. Records will be
whether they contain all

Marine

W

Opportunity forecasts related to

Results

CSV file

PDF file

Print friendly view

Search on:

Text

Component

Contract Status

Contract Vehicle

Dollar Range

NAICS Code

Small Business Program

APFS Number

Results

CSV file  PDF file  Print friendly view 

Word file viewer  PDF file viewer 

APFS Number

F201065155

NAICS Code

339112

Component

CBP

Sub-component

OIT

Contract Vehicle

BPA

Dollar Range

\$2,000,000 to \$5,000,000

Small Business Program

SB

Contract Status

New Requirement

Estimated Release

Sept. 30, 2010

Anticipated Award Quarter

Q4 2015

POC Name

Mr. Bobby Lewis

POC Phone (202) 344-2013**POC Email**

bobby.lewis@dhs.gov

Description

The U.S. Customs and Border Protection plans to purchase fiberscops with flexible fuel-tank guides and window-wedge guides in this 5 year Blanket Purchase Agreement (BPA).

APFS Number

F201303265

NAICS Code

541511

Component

CBP

Sub-component

OIT

Contract Vehicle

Other

Dollar Range

\$10,000,000 to \$20,000,000

Small Business Program

None

Contract Status

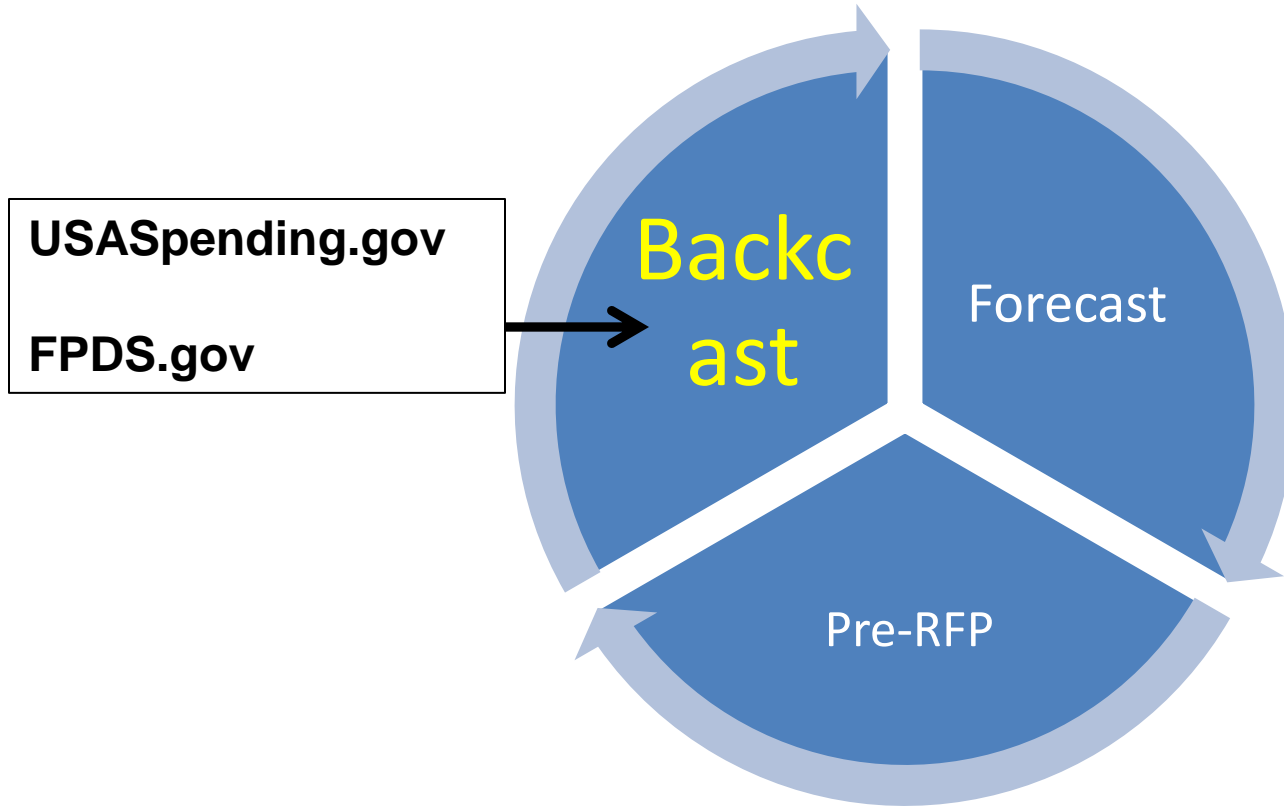
New Requirement

**Get
Ahead
Of
Forecasts**



3 Insider Secrets:

The Market Intelligence Cycle



Two Key Competitive Market Intelligence Tools



Federal Procurement Data System

<https://www.fpds.gov>

Database Features



Federal Procurement Data System

- *Search Features*
 - Drill Down
 - Sort
 - Graph
 - **Export**
- *Data Includes*
 - Winner
 - Contract Description
 - Start / Expiry
 - Purchase Method
 - Set Aside Type
 - # Offerors
 - Value

Query Tips

“Contracts”

Single recent
full fiscal year

Home News Summaries Trends Data Feeds Opportunities Sub-award Documents FAQs Feedback Help [SHARE](#)

USASPENDING
Government spending at your fingertips

Prime Award Advanced Search Sub-award Advanced Search
NOTE: You must click [here](#) for very important D&B information.

Prime Award Spending Data

Map Timeline **Advanced Search**

Fill out any or all of the options below to create a custom search. For any free text fields marked with (†), please use double quotes (" ") around your search terms if you would like to conduct an exact search and only return transactions that match the entire phrase.

Search Term:

Basic Criteria

Spending Type: **Contracts** Direct Payments Grants Insurance Loans Other

Recipient †:

Recipient DUNS Number †:

Contract/Project Description:

Department / Agency (Code - Name): 0000 - THE LEGISLATIVE BRANCH
 0010 - SENATE, THE
 0050 - HOUSE OF REPRESENTATIVES, THE
 0100 - ARCHITECT OF THE CAPITOL

Federal Spending/Original Subsidy Cost (\$): to

Fiscal Year: **2013** 2012

Business Fund Indicator: ALL

Place of Performance Location

ZIP Code †:

State: ALL

Congressional District: ALL

Country: ALL

Recipient Location

Define Market / Niche With Multiple

Top Codes and Keywords



PSC	NAICS	Keywords
R701: SUPPORT- MANAGEMENT: ADVERTISING	541810: ADVERTISING AGENCIES	marketing writing (technical or copywriting)
R426: SUPPORT- PROFESSIONAL: COMMUNICATIONS	541512: COMPUTER SYSTEMS DESIGN SERVICES	editing
D399: IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS	541613: MARKETING CONSULTING SERVICES	graphic design website development
R422: SUPPORT- PROFESSIONAL: MARKET RESEARCH/PUBLIC OPINION	541820: PUBLIC RELATIONS AGENCIES	
R499: SUPPORT- PROFESSIONAL: OTHER	541511: CUSTOM COMPUTER PROGRAMMING SERVICES	

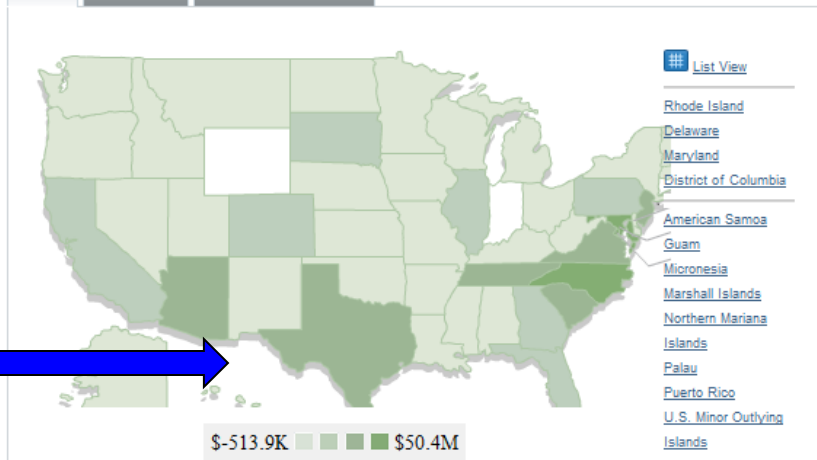


Prime Award Spending Data

[View Sub-award Data](#)

Filters: Search Term: **Medical staffing** Spending Category: **Contracts** Fiscal Year: **2013** [Clear All](#)

Map Timeline **Advanced Search**



Sort by: **Dollars Obligated** Transactions/page: 25 [Go](#) [Export](#) [Summary View](#)

1 2 3 4 5 6 7 8 9 [Next](#) [Last](#)

Total Dollars:
\$301,328,536

Transactions:
1 to 25 of 3073

Transaction # 1 (Delivery Order)
IDVPIID/PIID/MOD: V797P4530A / HHSP233201100041G / 6

Recipient: **SPECTRUM HEALTHCARE RESOURCES INCORPORATED**
12647 OLIVE BLVD, CREVE COEUR, Missouri

Reason for Modification: EXERCISE AN OPTION

Program Source: 75-4552

Department/Agency: **Department of Health and Human Services: Office of Asst Secretary for Health Except National Centers**

Product/Service: **Q999: MEDICAL- OTHER**

Description: **CRITICAL FUNCTION REGION D PROFESSIONAL MEDICAL ST ... (More)**

Signed Date: 11-27-2012

Obligation Amount: **\$21,334,333**

By Type of Spending

- Contracts 3,073
- Loans 4

[More/Fewer By Type of Spending](#)

By Agency

- Health and Human Ser.. 1,297
- Veterans Affairs, De.. 805
- Department of Defense.. 748
- Justice, Department.. 158
- Treasury, Department.. 28

[More/Fewer By Agency](#)

By Extent Completed

- Full and Open Compet.. 1,798
- Full and Open Compet.. 626
- Completed Under Sap.. 221
- Not Completed.. 171
- Not Available for Co.. 131

[More/Fewer By Extent Completed](#)

By Recipient

- Anderson and Bates S.. 612
- Vista Staffing Solut.. 398
- Federal Staffing Res.. 257
- Medical Staffing Net.. 180
- Ingeneisis Arora Staf.. 140

[More/Fewer By Recipient](#)

By Product/Service Code

- Medical- Other.. 793
- Medical- General Hea.. 716
- Medical- Nursing.. 640
- Medical- Internal Me.. 174
- Medical- Pharmacolo.. 122

Keyword Search Example: "Medical Staffing"








Search Summary Results

Filters: Search Term: **Medical staffing** Spending Category: **Contracts** Fiscal Year: **2013** [Clear All](#)

Total Dollars: \$301,328,536	Number of Transactions: 3,073	Total Sub-Award Dollars: \$0	Number of Sub-Award Reports: 0
--	---	--	--

All Spending Data






Top 5 Prime Award Recipient Locations (States)

1. Georgia	\$51,508,228	
2. Texas	\$49,128,929	
3. Maryland	\$48,753,495	
4. Arizona	\$28,577,875	
5. Hawaii	\$22,106,249	



Top 5 Prime Award Major Agencies

1. Department of Veterans Affairs	\$99,228,479	
2. Department of Defense	\$89,828,907	
3. Department of Health and Human Services	\$64,105,267	
4. Department of Homeland Security	\$43,046,770	
5. Department of Justice	\$3,638,397	

Top 5 Prime Award Sub Agencies

1. Department of Veterans Affairs	\$99,228,479	
2. Department of the Army	\$46,523,466	
3. Office of Asst Secretary for Health Except National Centers	\$37,171,802	
4. Department of the Navy	\$33,770,731	
5. U.S. Immigration and Customs Enforcement	\$30,165,578	

Top 10 Prime Awards in FY2014

1. Contract: Department of Health and Human Services HHSP233201100041G Medical- Other	\$21,334,333	
2. Contract: Department of Homeland Security HSFE8013J0007 Architect and Engineering- General: Other	\$13,070,337	
3. Contract: Department of Homeland Security HSCECR12F00048 Medical- General Health Care	\$9,322,263	
4. Contract: Department of Health and Human Services HHSP23320100004DC Medical- Other	\$9,065,779	
5. Contract: Department of Health and Human Services HHSP23320095300DC Medical- General Health Care	\$6,690,272	
6. Contract: Department of Defense YY03 Medical- Pharmacology	\$3,639,345	
7. Contract: Department of Homeland Security HSCECR12F00048 Medical- General Health Care	\$3,470,000	
8. Contract: Department of Homeland Security HSCECR12F00048 Medical- General Health Care	\$3,470,000	
9. Contract: Department of Homeland Security HSCECR12F00048 Medical- General Health Care	\$3,470,000	
10. Contract: Department of Homeland Security HSCECR12F00048 Medical- General Health Care	\$3,400,000	

Summary
View:

Top Buyers
and Contracts



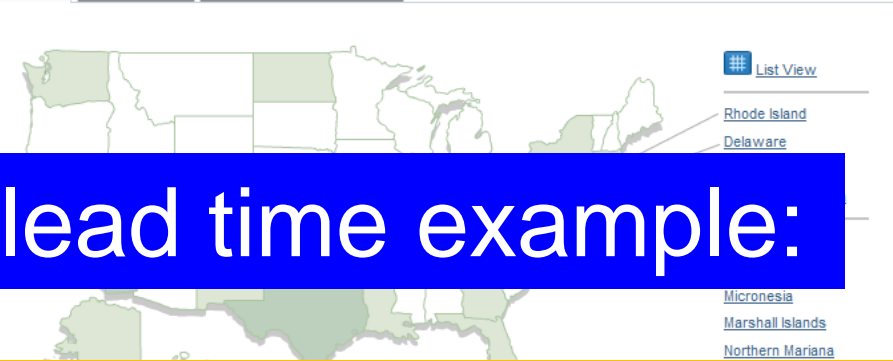
**PLAN MARKETING CALLS
TO POSITION
FOR RECOMPETE**

Prime Award Spending Data

[View Sub-award Data](#)

Filters: Search Term: **Spectrum Healthcare Resources Incorporated** Spending Category: **Contracts** Fiscal Year: **2013** Clear All

Map Timeline **Advanced Search**



By Type of Spending

Contracts 144

[More/Fewer By Type of Spending](#)

By Agency

Department of Defense.. 118
 Veterans Affairs, De.. 19
 Health and Human Ser.. 4
 Social Security Admi.. 3

[More/Fewer By Agency](#)

Advance lead time example:

Know when to position for recompetition!

Sort by: Dollars Obligated Transactions/page: 25 Go Export Summary View

1 2 3 4 5 6 Next Last

Total Dollars:
\$32,836,446

Transactions:
1 to 25 of 144

Transaction # 1 (Delivery Order)
IDVPIID/PIID/MOD: V797P4530A / HHSP233201100041G / 6

Recipient: **SPECTRUM HEALTHCARE RESOURCES INCORPORATED**
12647 OLIVE BLVD, CREVE COEUR, Missouri

Reason for Modification: EXERCISE AN OPTION

Program Source: 75-4552

Department/Agency: Department of Health and Human Services: Office of Asst Secretary for Health Except National Centers

Signed Date:
11-27-2012

Obligation Amount:
\$21,334,333

By Recipient

Spectrum Healthcare .. 144

[More/Fewer By Recipient](#)

By Product/Service Code

Medical- Other.. 23
 Medical- Internal Me.. 15
 Medical- Psychiatry.. 15
 Medical- Pediatric.. 13
 Medical- Nursing.. 11

[More/Fewer By Product/Service Code](#)

By Principal NAICS Description

Offices of Physician.. 144

[More/Fewer By Principal NAICS Description](#)

Prime Award Spending Data

[View Sub-award Data](#)

All

Filters: IDVPIID: PIID: [Clear All](#) [Back to search results](#)

By Agency

By Prime Awardee

By Location

View: [Go](#)

Jump to: [All Spending Data](#) | [Contracts Data Only](#) | [Assistance Data](#)

**Contract Expiry Date
= Lead Time For
Marketing!**

First Prev Transaction 1 of 11 Next Last Go to Transaction:

Amounts

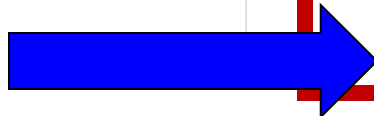
Amounts Obligated	\$4,600,751
Current Contract Value	\$4,600,751
Link to top	

Purchaser Information

Major Agency	Department of Health and Human Services
Major Funding Agency	Department of Health and Human Services

Contract Information

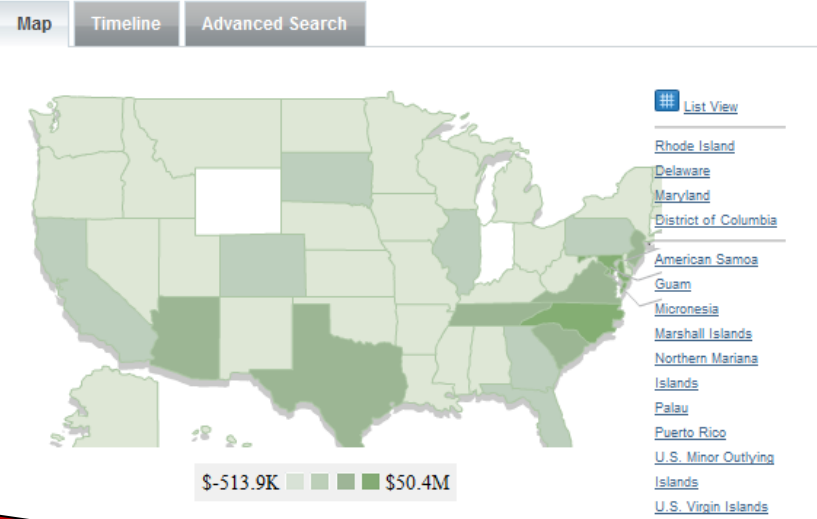
Signed Date	12-06-2010
Effective Date	12-06-2010
Current Completion Date	02-28-2011
Ultimate Completion Date	12-05-2015



Prime Award Spending Data

[View Sub-award Data](#)

Filters: Search Term: **Medical staffing** Spending Category: **Contracts** Fiscal Year: **2013** [Clear All](#)



Sort by: **Dollars Obligated** Transactions/page: 25 [Export](#) [Summary View](#)

1 2 3 4 5 6 7 8 9 Next Last

Total Dollars: **\$301,328,536** Transactions: **1 to 25 of 3073**

Transaction # 1 (Delivery Order)
 IDV/PIID/MOD: V797P4530A / HHSP233201100041G / 6

Recipient: **SPECTRUM HEALTHCARE RESOURCES INCORPORATED**
 12647 OLIVE BLVD, CREVE COEUR, Missouri

Reason for Modification: EXERCISE AN OPTION Signed Date: 11-27-2012

Program Source: 75-4552 **Obligation Amount: \$21,334,333**

Department/Agency: **Department of Health and Human Services: Office of Asst Secretary for Health Except National Centers**

Product/Service: **Q999: MEDICAL- OTHER**

Description: **CRITICAL FUNCTION REGION D PROFESSIONAL MEDICAL ST ...**
 (More)

By Type of Spending

<input checked="" type="checkbox"/> Contracts	3,073
<input type="checkbox"/> Loans	4

[More/Fewer By Type of Spending](#)

By Agency

<input type="checkbox"/> Health and Human Ser..	1,297
<input type="checkbox"/> Veterans Affairs, De..	805
<input type="checkbox"/> Department of Defense..	748
<input type="checkbox"/> Justice, Department ..	158
<input type="checkbox"/> Treasury, Department..	28

[More/Fewer By Agency](#)

By Extent Completed

<input type="checkbox"/> Full and Open Compet..	1,798
<input type="checkbox"/> Full and Open Compet..	626
<input type="checkbox"/> Completed Under Sap..	221
<input type="checkbox"/> Not Completed..	171
<input type="checkbox"/> Not Available for Co..	131

[More/Fewer By Extent Completed](#)

By Recipient

<input type="checkbox"/> Anderson and Bates S..	612
<input type="checkbox"/> Vista Staffing Solut..	398
<input type="checkbox"/> Federal Staffing Res..	257
<input type="checkbox"/> Medical Staffing Net..	180
<input type="checkbox"/> Ingensis Arora Staf..	140

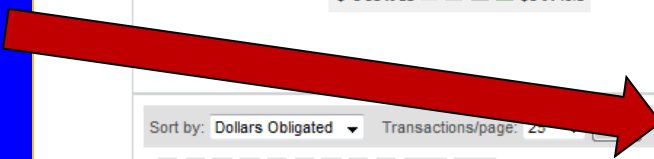
[More/Fewer By Recipient](#)

By Product/Service Code

<input type="checkbox"/> Medical- Other..	793
<input type="checkbox"/> Medical- General Hea..	716
<input type="checkbox"/> Medical- Nursing..	640
<input type="checkbox"/> Medical- Internal Me..	174
<input type="checkbox"/> Medical- Pharmacolo	122

Search Example: "Medical Staffing"

Data Export



How To Find Your ADVANCE Pipeline: Data Column Q

	J	K	L	M	N	O	P	Q	
1	contractingofficeid	fundingrequestingagencyid	fundingrequestingofficeid	fundedbyforeignentity	signeddate	effectivedate	currentcompletiondate	ultimatecompletiondate	la:
24	00200: DEPT OF HHS/C	7523: CENTERS FOR DISEASE C	00200: DEPT OF HHS/CENTER	Not Applicable	8/23/2013	8/15/2013	9/28/2014	9/28/2014	
27	00200: DEPT OF HHS/C	7523: CENTERS FOR DISEASE C	00200: DEPT OF HHS/CENTER	Not Applicable	6/27/2013	6/25/2013	6/28/2014	6/28/2014	
31	00200: DEPT OF HHS/C	7523: CENTERS FOR DISEASE C	00200: DEPT OF HHS/CENTER	Not Applicable	3/1/2013	2/21/2013	8/27/2014	8/27/2014	
33	00200: DEPT OF HHS/C	7523: CENTERS FOR DISEASE C	00200: DEPT OF HHS/CENTER	Not Applicable	8/15/2013	8/15/2013	8/27/2014	8/27/2014	
36	00200: DEPT OF HHS/C	7523: CENTERS FOR DISEASE C	00200: DEPT OF HHS/CENTER	Not Applicable	9/19/2013	9/19/2013	9/18/2014	9/18/2015	
62	00233: DEPT OF HHS/C	7555: OFFICE OF ASST SECRET	00233: DEPT OF HHS/OFF AST	Not Applicable	2/5/2013	12/31/2013	6/30/2013	6/30/2013	
69	00200: DEPT OF HHS/C	7523: CENTERS FOR DISEASE C	00200: DEPT OF HHS/CENTER	Not Applicable	5/10/2013	5/8/2013	5/14/2014	5/14/2014	
70	00200: DEPT OF HHS/C	7523: CENTERS FOR DISEASE C	00200: DEPT OF HHS/CENTER	Not Applicable	9/19/2013	9/20/2013	9/27/2014	9/27/2014	
73	00200: DEPT OF HHS/C	7523: CENTERS FOR DISEASE C	00200: DEPT OF HHS/CENTER	Not Applicable	8/29/2013	8/29/2013	9/11/2014	9/11/2014	

1. Select Column Q
2. Sort Z-A
3. “Expand selection” when prompted
4. Longest recompute lead time is on top.

What You Learned

The Federal Market Intelligence Cycle Search Tools and Techniques

How to:

- Help buyers find you
- Find leads before FedBizOpps
- Get ahead of forecasts



What's Next?

Success Secrets & Action Steps You Can Take Today

- ✓ **SAM.gov: Competitive NAICS Check**
- ✓ **Target Agency Forecast Review**
 - ✓ **Assess fit**
 - ✓ **Research key contacts**
 - ✓ **Plan your calls**
- ✓ **Past Contract Data: Spend & Trend**
 - ✓ **Competitors (or partners!)**
 - ✓ **Expiring contracts**
 - ✓ **Contract vehicles**
 - ✓ **Extent of competition**



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Judy.Bradt@SummitInsight.com

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