



# 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  
**W912JA** for AL  
**W9133L** for NGB AQ  
**W912JF** for AR  
**W912L2** for AZ  
**W912LA** for CA  
**W912LC** for CO  
**W91ZRS** for CT  
**W912R1** for DC  
**W912L5** for DE  
**W911YN** for FL  
**W912JM** for GA  
**W911YU** for GU  
**W912J6** for HI  
**W912LP** for IA  
**W912J7** for ID  
**W91SMC** for IL  
**W912L9** for IN  
**W912JC** for KS

**W912KZ** for KY  
**W912NR** for LA  
**W912SV** for MA  
**W912K6** for MD  
**W912JD** for ME  
**W912JB** for MI  
**W912LM** for MN  
**W912NS** for MO  
**W9127Q** for MS  
**W9124V** for MT  
**W91242** for NC  
**W901UZ** for ND  
**W91243** for NE  
**W912TF** for NH  
**W912KN** for NJ  
**W912J3** for NM  
**W9124X** for U NV  
**W912PQ** for NY  
**W91364** for OH

**W912L6** for OK  
**W912JV** for OR  
**W912KC** for PA  
**W90FYQ** for NGB PARC-S  
**W912LR** for PR  
**W912LD** for RI  
**W912QG** for SC  
**W912MM** for SD  
**W912L7** for TN  
**W912L1** for TX  
**W911YP** for UT  
**W912LQ** for VA  
**W9127P** for VI  
**W912LN** for VT  
**W912K3** for WA  
**W912J2** for WI  
**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 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

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

Click on VIEW to see entire CAR

Total found

Top agencies from search

Top vendors from search

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

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 (55862)
- >HOMELAND SECURITY, DEPARTMENT OF (100000)
- >HEALTH AND HUMAN SERVICES, DEPARTMENT OF (100000)
- >TRANSPORTATION, DEPARTMENT OF (100000)
- >STATE, DEPARTMENT OF (100000)
- >OCCUPATIONAL SAFETY AND HEALTH, DEPARTMENT OF (100000)

Top 10: Contracting Agency Name

- >DEPT OF THE ARMY (403100)
- >DEPT OF THE NAVY (202563)
- >PUBLIC BUILDINGS SERVICE (117082)
- >DEPT OF THE AIR FORCE (117292)
- >DEFENSE LOGISTICS AGENCY (61578)
- >VETERANS AFFAIRS, DEPARTMENT OF (55862)
- >FOREST SERVICE (50370)
- >FEDERAL ACQUISITION SERVICE (25073)
- >NATIONAL PARK SERVICE (22853)
- >STATE, DEPARTMENT OF (18825)

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)

List Of Contract Actions Matching Your Criteria

Award ID (Mod#):	<a href="#">GS08P01JFC0024</a> (0) <a href="#">View</a>	Award Type:	Definitive Contract
Vendor Name:	<a href="#">BIRD CONSTRUCTION (USA) INCORPORATED</a>	Contracting Agency:	<a href="#">PUBLIC BUILDINGS SERVICE</a>
Reference Date:	November 16, 2004	Location:	\$0
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	Contracting Office:	<a href="#">GSA/PBS, DESIGN AND CONSTRUCTION DI</a>
Vendor City:	ISSAQUAH	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1
Vendor State:	WA	Vendor DUNS:	<a href="#">044801214</a>
		Vendor ZIP:	<a href="#">980272519</a>
Award ID (Mod#):	<a href="#">GS08P01JFC0024</a> (PC35) <a href="#">View</a>	Award Type:	Definitive Contract
Vendor Name:	<a href="#">BIRD CONSTRUCTION (USA) INCORPORATED</a>	Contracting Agency:	<a href="#">PUBLIC BUILDINGS SERVICE</a>
Reference Date:		Obligation:	\$45,338
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	Contracting Office:	<a href="#">GSA/PBS, DESIGN AND CONSTRUCTION DI</a>
Vendor City:		PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1
Vendor State:		Vendor DUNS:	<a href="#">044801214</a>
		Vendor ZIP:	<a href="#">980272519</a>
Award ID (Mod#):	<a href="#">GS08P01JFC0024</a> (PS34) <a href="#">View</a>	Award Type:	Definitive Contract
Vendor Name:	<a href="#">BIRD CONSTRUCTION (USA) INCORPORATED</a>	Contracting Agency:	<a href="#">PUBLIC BUILDINGS SERVICE</a>

# Conduct Market Research using ezSearch



## ezSearch Example (Cont'd)

Advanced Search

Search Within Results  New Search Add

Select One

- Select One
- 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
- Department Name

Click ADD to see fields for selection

Search within results or new search

Click on field to open rest of screen

Results 1 - 30 of 13

Award Type:	Definitive Contr
Contracting Agency:	<a href="#">PUBLIC BUILD</a>
Action Obligation:	\$0
Contracting Office:	<a href="#">GSA/PBS, DES</a>
PSC (Code):	CONSTRUCTION
Vendor DUNS:	<a href="#">044601214</a> <a href="#">980272519</a>
Contracting Agency:	<a href="#">PUBLIC BUILD</a>
Action Obligation:	\$45,338



# Conduct Market Research using ezSearch



## ezSearch Example (Cont'd)

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

**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

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

**Top 10: Department Full Name**

- > DEPT OF DEFENSE (800225)
- > GENERAL SERVICES ADMINISTRATION (100000)
- > INTERIOR, DEPARTMENT OF (100000)
- > AGRICULTURE, DEPARTMENT OF (100000)
- > VETERANS AFFAIRS, DEPARTMENT OF (100000)
- > HOMELAND SECURITY, DEPARTMENT OF (100000)
- > HEALTH AND HUMAN SERVICES, DEPARTMENT OF (19033)
- > TRANSPORTATION, DEPARTMENT OF (18983)
- > STATE, DEPARTMENT OF (18030)
- > OCCUPATIONAL SAFETY AND HEALTH REVIEW COMMISSION (18076)

**Top 10: Contracting Agency Name**

- > DEPT OF THE ARMY (403100)
- > DEPT OF THE NAVY (202503)
- > PUBLIC BUILDINGS SERVICE (117052)
- > DEPT OF THE AIR FORCE (117292)
- > DEFENSE LOGISTICS AGENCY (81578)
- > VETERANS AFFAIRS, DEPARTMENT OF (55002)
- > FOREST SERVICE (50370)
- > FEDERAL ACQUISITION SERVICE (25073)
- > NATIONAL PARK SERVICE (22853)
- > STATE, DEPARTMENT OF (18025)

**Contract Details:**

GS08P01JFC0024 (0) <a href="#">View</a>	Award Type:	Definitive Contract
BIRD CONSTRUCTION (USA) INCORPORATED	Contracting Agency:	<a href="#">PUBLIC BUILDINGS SERVICE</a>
Decision Date:	Action Obligation:	\$0
Contracting Office:	Contracting Office:	<a href="#">GSA/PBS, DESIGN AND CONSTRUCTION DIVISION</a>
Contract ID:	Contract ID:	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Contract PIP:	Contract PIP:	044601214
Contract PIP:	Contract PIP:	980272519
Award ID (Mod#):	Award Type:	Definitive Contract
Vendor Name:	Contracting Agency:	<a href="#">PUBLIC BUILDINGS SERVICE</a>
Date Signed:	Action Obligation:	\$45,338
Referenced IDV:	Contracting Office:	<a href="#">GSA/PBS, DESIGN AND CONSTRUCTION DIVISION</a>
IAICS (Code):	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Vendor City:	Vendor DUNS:	044601214
Vendor State:		
Award ID (Mod#):		
Vendor Name:		
Date Signed:		
Referenced IDV:		
IAICS (Code):		
Vendor City:		

**Annotations:**

- 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

Criteria used for results shown

Export data in PDF or CSV format

Award ID (Mod#):		Award Type:	Delivery Order
Vendor Name:		Contracting Agency:	<a href="#">DEPT OF THE ARMY</a>
Date Signed:		Action Obligation:	\$294,205
Referenced IDV:		Contracting Office:	<a href="#">W6QL ECC RCO HAWAII</a>
NAICS (Code):	INDUSTRIAL BUILDING CONSTRUCTION ( <a href="#">236210</a> )	PSC (Code):	MAINT-REP-ALT/MISC BLDGS ( <a href="#">Z199</a> )
Vendor City:	AIEA	Vendor DUNS:	<a href="#">015989852</a>
Vendor State:	HI	Vendor ZIP:	<a href="#">96701</a>

Award ID (Mod#):	<a href="#">0002</a> ( 0 ) <a href="#">View</a>	Award Type:	Delivery Order
Vendor Name:	<a href="#">SAN CONSTRUCTION, LLC</a>	Contracting Agency:	<a href="#">DEPT OF THE ARMY</a>
Date Signed:	May 26, 2006	Action Obligation:	\$28,828
Referenced IDV:	<a href="#">W912CN08D0014</a>	Contracting Office:	<a href="#">W6QL ECC RCO HAWAII</a>
NAICS (Code):	INDUSTRIAL BUILDING CONSTRUCTION ( <a href="#">236210</a> )	PSC (Code):	MAINT-REP-ALT/MISC BLDGS ( <a href="#">Z199</a> )
Vendor City:	AIEA	Vendor DUNS:	<a href="#">015989852</a>
Vendor State:	HI	Vendor ZIP:	<a href="#">96701</a>

Award ID (Mod#):	<a href="#">9001</a> ( 0 ) <a href="#">View</a>	Award Type:	Delivery Order
Vendor Name:	<a href="#">SAN CONSTRUCTION, LLC</a>	Contracting Agency:	<a href="#">DEPT OF THE ARMY</a>
Date Signed:	April 03, 2006	Action Obligation:	\$150,000

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

- 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 \(.doc\)](#) (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 \(E\)](#)

#### ASFI Business Opportunities

- [Contracting Opportunities Search](#)
- [Combined Synopsis/Solicitation Search](#)
- [ASFI Frequently Asked Questions](#)
- [ASFI for Government Personnel](#)

#### Acquisition Tool Set

- [Web Browser Plugins/Certificates](#)
- [ASFI Users Guide \(.doc\)](#)

#### ASFI for Industry

- [Vendor Notification Service](#)
- [Vendor Bid History](#)
- [Procurement Notifications](#)
- [Online Representations and Certifications Application \(ORCA\) \(E\)](#)

Related Links:





## 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 54
    - 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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