



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



- 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 **W**912K3 for WA W912J2 for WI W912L8 for WV W912L3 for WY

Use the ezSearch tool in FPDS

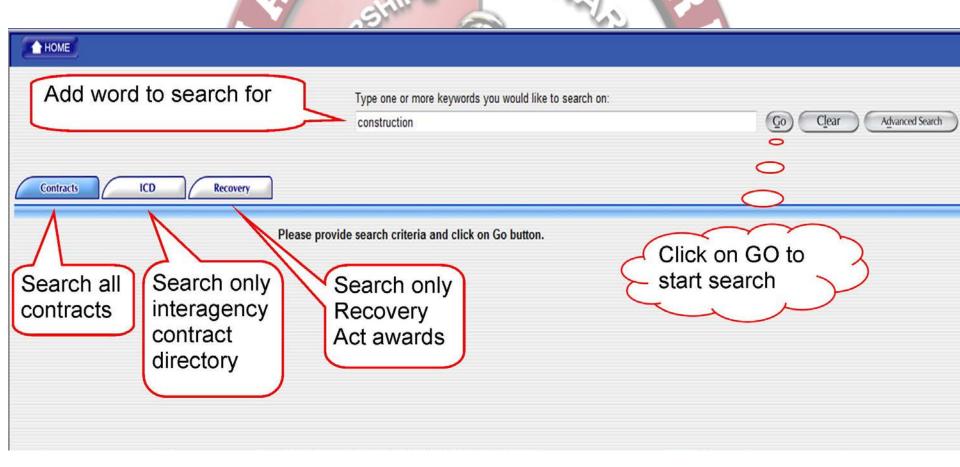




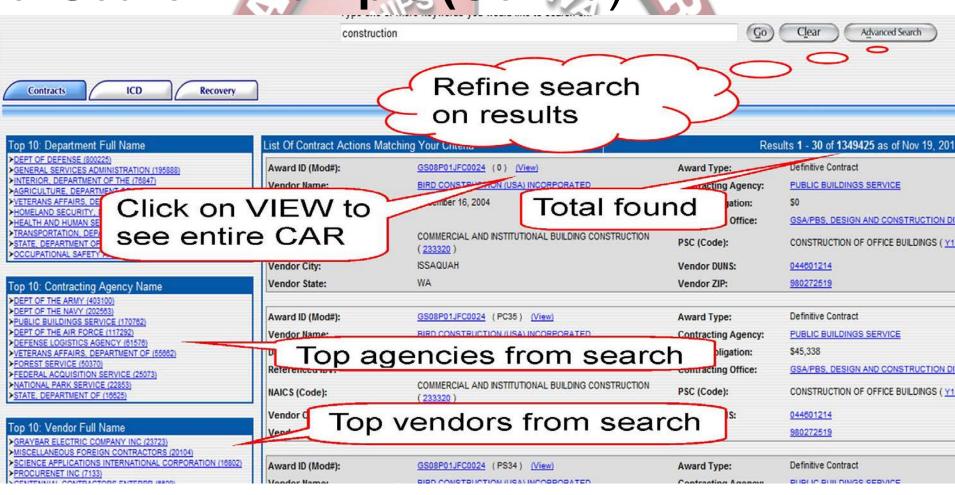
- ezSearch BETA
 - Google-like search
 - Easy to use

- ezSearch BETA
- 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

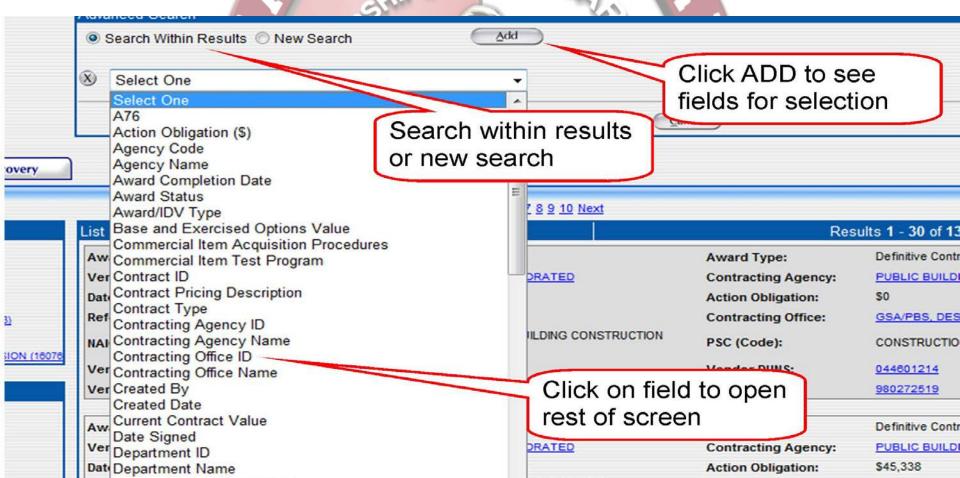




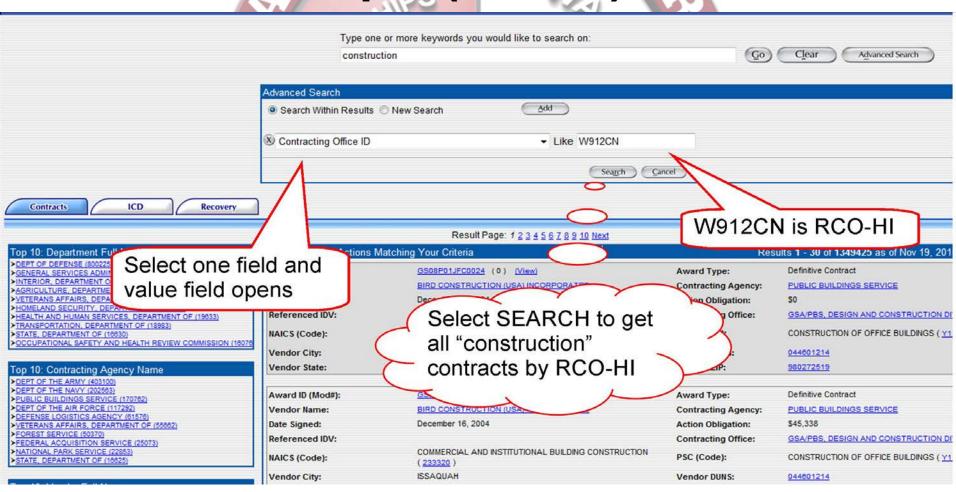




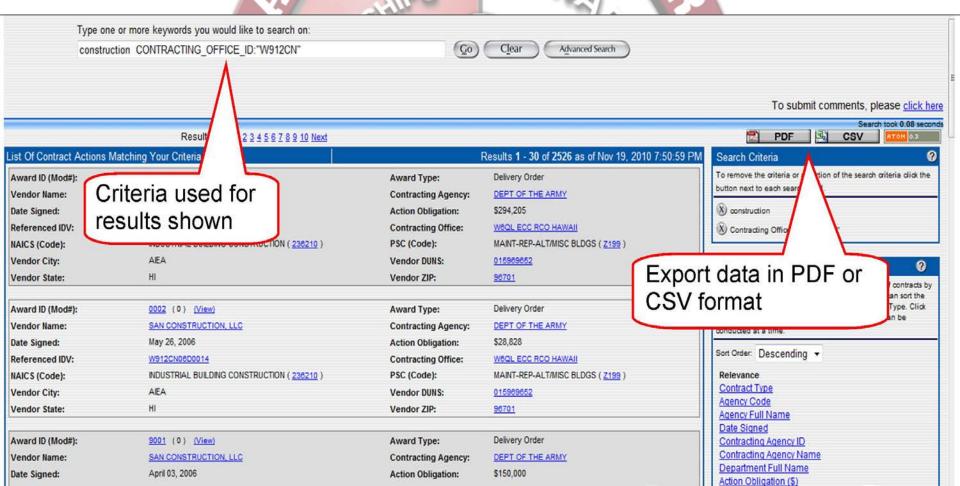




ezSearch Example (Cont'd)







Advertisement of National Guard Opportunities



 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



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 Users Guide (.doc) ASFI Frequently Asked Questions ASFI for Government Personnel 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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