

The Federal Procurement Data System-Next Generation (FPDS)

How FPDS-NG Can Support Your Business Development Efforts in the Federal Marketplace



Goals for Today

- 1. Provide you with a basic understanding of the Federal Procurement Data System (FPDS).
 - I want you feel comfortable with the terminology to understand how to access information in the system.
- 2. Understand what information can be provided in FPDS to help you conduct market research
- 3. How to access basic information needed to run an Ad-Hoc Report.

Which federal agencies are purchasing my product or service?

How much are they buying? Have they awarded any set-asides?

Steps to Developing Leads in the Federal Market Who are my competitors? Who holds the current contract?

What contracts are set to expire that I can compete for in the future?

The Unknown can cause Frustration & Disappointment



Let the Data Refine Your Overall Strategy!

- Use Data to Develop a Targeted Strategy
- Choose the Right Event to Attend
- Maximize Time at Matchmaking Events
- Know which Agency Forecast Tools to Use
- Become More Efficient
- And much more!



Contract Action Report (CAR)

Transaction Inf	formation									
Award Type: Definitive Contract Prepared Da			ared Date:	Date: 05/29/2002 08:44:00		Prepared User: MIGRATOR				
Award Status: Final		Last	Modified D	late: 12/11/2	009 22:22:59	Last Modified Use	er: FPDSCOMP			
Closed Status: No Clo			Closed Status Date: Closed				I By:			
Document Info	rmation									
	Agency	Procu	rement Identifier	Modifica		Modification No	ation No Trans No			
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Referenced IDV ID:										
Reason For Me	odification:	SUPPLEMEN	TAL AGRE	EMENT FOR WO	ORK WITHIN SC	OPE 🔤	•			
Solicitation ID:	:									
Dates				Amount	s					
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Effective Date		5/2002		obligation: nd Exercised Opti	one Value:	\$6	4,000.00 \$0.00	\$6,972,000.00		
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			Fee Paid for Use of IDV:					\$0.00		
Purchaser Info	rmation									
Contracting Of	fice Agency ID:	8900	Contracting Office Ag			Name: ENERGY, DEPARTMENT OF				
Contracting Office ID:		00001		Contracting Offi	ice Name: HEADQUARTERS PR			REMENT SEF	VICES	
Funding Agency ID:		8900		Funding Agency	Name:	ENER	ENERGY, DEPARTMENT OF			
Funding Office ID:			Funding Office Name:							
Funded By Foreign Entity:				Reason For Inter	on For Inter-Agency Contracting: Select One			W		
Contractor Info	ormation			Socio Eco	onomic Data					
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Country:	UNITED ST				cational Institut	ion 🛛 🔲 Fed	leral Government	Emergi	ng Small	
Phone:					nen Owned	🔲 Min	ority Owned Business			
Fax No:										
DUNS No:	188554448()rganization Typ	e Nu	mber of Employees	Ann	ual Revenue	
Contractor Name From Contract:	PRINCETO					0		\$0		

Items Covered in a CAR:

- Transaction Information
- Document Information
- Dates
- Purchase Information
- Contractor Information
- Contract Data (type, major program)
- Legislative Mandates
- Principal Place of Performance
- Product or Service
 Information
- Competition Information
 - Preference Programs/Other
 Data
- Agencies are required to report on all contract actions using appropriated funds whose estimated value is \$3,500 (raised to \$10,000 for GSA) or more as specified in FAR 4.6 Contract Reporting.
- Every modification to that contract, regardless of dollar value must be reported to FPDS-NG.

GSA

Contract Action Report (CAR)

	Transaction Information		10.00	2002 08:44:00	Prepared User:	MIGRATOR				
Dates				2009 22:22:59	Last Modified User:	FPDSCOMP				
Date Signed (mm/dd/yyyy) : 04			04/15/2002		Closed By:					
Effectiv	Effective Date (<i>mm/dd/yyyy</i>) : Completion Date (<i>mm/dd/yyyy</i>) : Est. Ultimate Completion Date (<i>mm/dd/yyyy</i>) (
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Purchaser I	Information									
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Contracting Office ID: 00001		Contracting Office Name:			HEADQUARTERS PROCUREMENT SERVICES					
Funding Agency ID: 8900			Funding Agency Name:			ENERGY, DEPARTMENT OF				
Funding Of	ffice ID:		Funding	Office Nam	e:					
Funded By Foreign Entity: Reason				For Inter-Ag	ency Contracting:	Select One	Ŧ			
	Funding Agency ID:	8900	Funding Agend	1744 - Contra Co	ENERGY, DEP	ARTMENT OF				
	Funding Office ID: Funding Office Contractor Information			Name: Socio Economic Data						
	Vendor Name: DBAN:	ABC123			Veteran Owned	Asian Pacif	ic (
	Street: Street2:				🕑 8(a) Firm	Service Dis	abled Vet			
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	City: State: Congressional District: Country: Phone:				SDB	And the second s	Minority Institution			
				JWOD (Sheltere Workshop)		American Indian				
					HBCU	State Gove	State Government			
					Educational Inst	ition 🔲 Federal Government 🛛				
					Women Owned	Minority Ov	Minority Owned Business			
	Fax No:									
DUNS No: 00000-0000			Organization		Type Number of	Employees				
	Contractor				Julion					

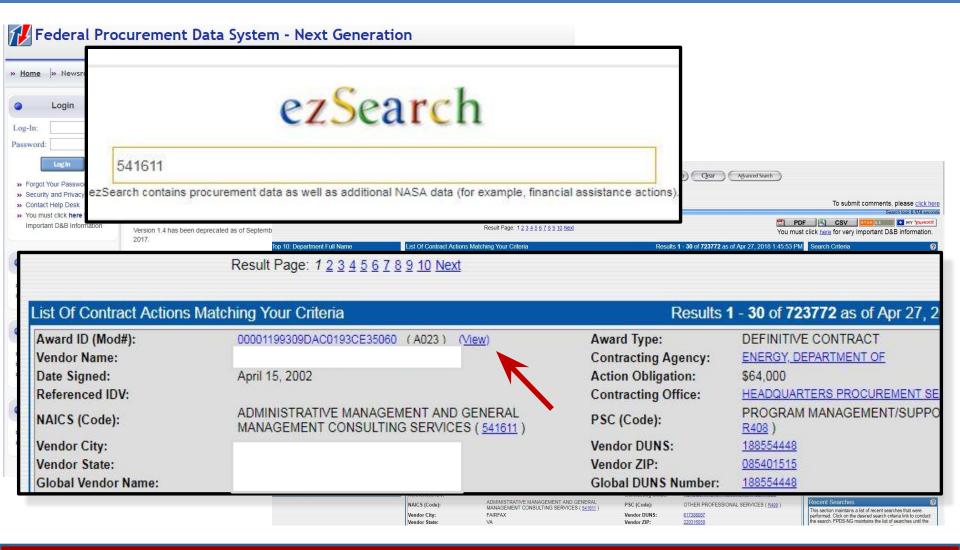


Accessing the Contract Action Report (CAR)



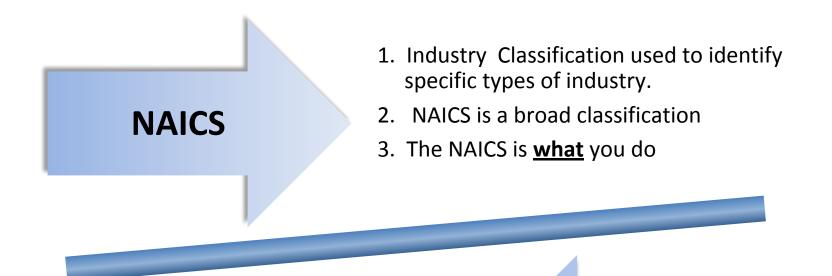


Accessing the Contract Action Report (CAR)



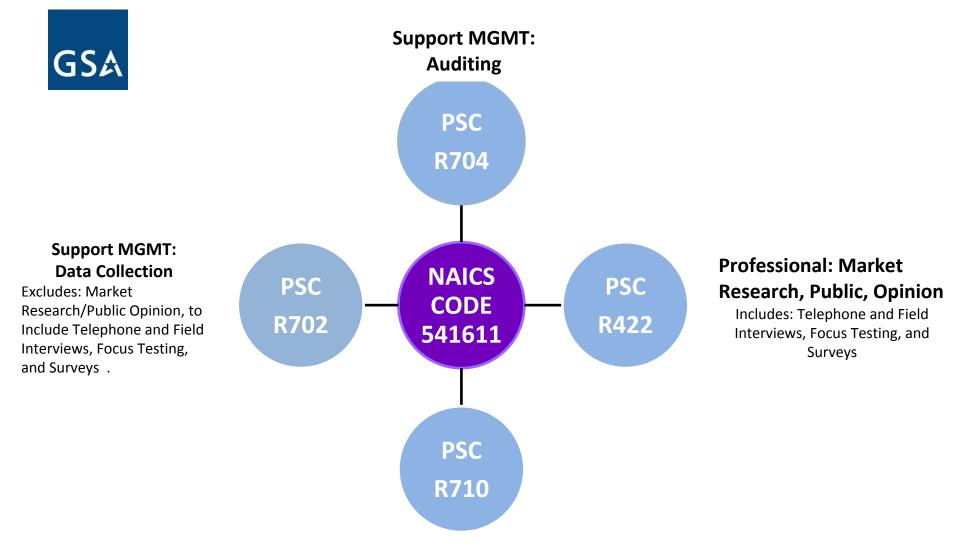


What is needed to use FPDS: Your Product Service Code (PSC)



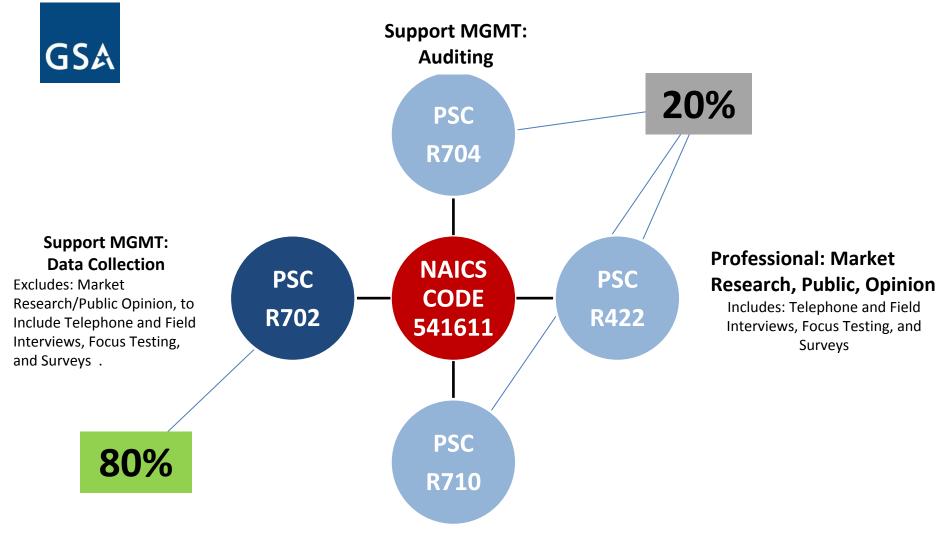
- 1. PSC's can help you narrow down what exactly your business does
- 2. PSC's are specific and can yield better data for market research and analysis
- 3. Your PSC is <u>how</u> you are doing it





Financial (Includes credit Card services)

Administrative Management and General Management Consulting Services



Financial (Includes credit Card services)

Administrative Management and General Management Consulting Services



Company "ABC123 Consulting"

- NAICS #541611, PSC #R422
- New to the federal market
- Women Owned Small Business
- ABC is a Professional Services Company that focuses on:
 - Market Research for federal clients
 - Performs Studies and evaluations, and feasibility studies.
- Look at PSC Code R422 (Professional: Market Research, Public, Opinion)
 - Includes: Telephone and Field Interviews, Focus Testing, and Surveys



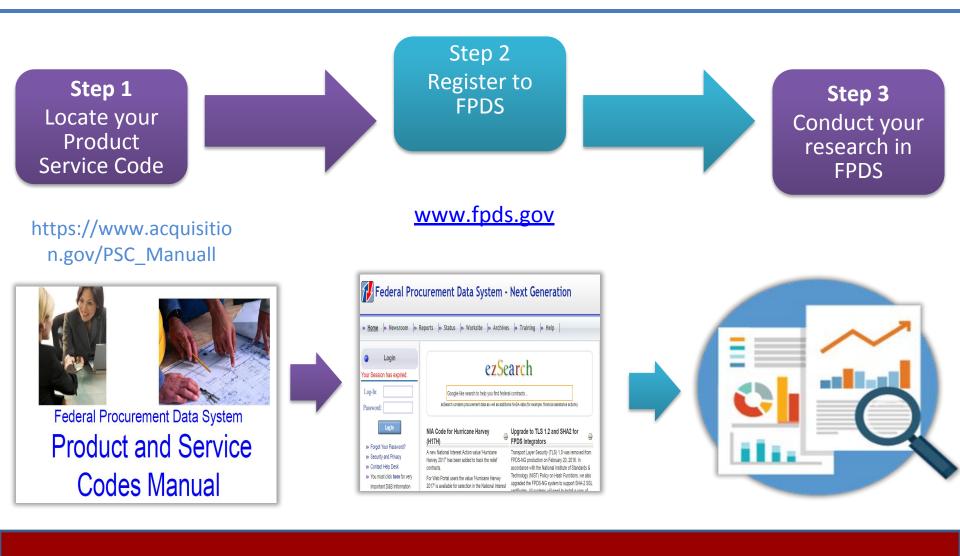








To Start: 3 Steps





Live Demonstration

Which federal agencies are purchasing my product or service?

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Steps to Developing Leads in the Federal Market Who are my competitors? Who holds the current contract?

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Where to find help:

- FPDS-NG Data dictionary From <u>www.fpds.gov</u>, click on *Worksite* submenu, find the *Data Dictionary* from Left Navigation *V1.5 Specifications* section.
- Report Manual of how to use Ad-hoc reports
 From www.fpds.gov, click on Training, find the Report Manual from Right
 Manuals section.
- Help Desk
 - Phone: 866-606-8220
 - Website: www.fsd.gov







JOIN US FOR A FREE WEBINAR

How to Conduct Market Research Using the Federal Procurement Data System (FPDS)



DATES:

August 6, 2019 @ 2:00 PM

August 29, 2019 @ 2:00 PM

September 17, 2019 @ 1:00 PM

September 26, 2019 @1:00

Upcoming Webinars Dates for Using the Federal Procurement Data System





DATES:

August 1, 2019 @1:00 PM

August 13, 2019 @ 2:00 PM

August 27, 2019 @1:00 PM

September 12, 2019 @ 1:00 PM

September 24, 2019 @1:00 PM

Upcoming Webinars Dates for Marketing Your GSA Contract





DATES:

July 30, 2109 @ 1:00 PM

August 8, 2019 @2:00 PM

August 15, 2010 @2:00 PM

August 22, 2019 @2:00 PM

September 3, 2019 @2:00 PM

September 10, 2019 @1:00 PM

September 19, 2019 @1:00 PM

Upcoming Webinars Dates for Getting on Schedule!



Questions?