



Proposal Resources Intl.

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Generating effective Bid Opportunities from
FedBizOpps, Other Web Resources, and
Commercial Data Sources.

Conducted For

XXX Systems

Fort Walton Beach, FL



1. PURPOSE:

The purpose of this preliminary study is to examine the XXX business opportunity list, compare it to the information and web sites actually accessible, prepare an updated list, and offer recommendations.

2. DISCUSSION:

As of October 1, 2001, Federal agencies were to begin posting their procurement actions on the Federal Business Opportunities website instead of the CBD as was stated in the Information Notice posted on the CBD (attachment 1). The transition period ended on January 4, 2002. The FBO is now the official website for agencies to post their procurement activities. Of the nine (9) posting templates listed in the Overview of the FBO postings (Attachment 2) taken from the FBO site, the following are of immediate interest.

Presolicitation Notice: It is used for the publication of notices for proposed acquisitions. FAR, Section 5.2 requires the submission of this document prior to the publication of any further actions. FBO will reject any other documents that refer to a specific solicitation without previous publication of the Presolicitation Notice for that solicitation.

Modification to a Previous Presolicitation Notice: This notice is used for the publication of modifications or corrections to a previously announced (posted) procurement action. This would include such activity as announcing the availability of an RFP after a draft has been available, reviewed, and commented on.

Award Notice: This notice is used for the publication of the synopsis of contract awards. Its publication is required by FAR, Section 5.3.

Sources Sought Notice: This notice is used when determining the availability of commercial sources under the procedures prescribed in FAR, Subpart 7.3 and OMB Circular A-76. Two examples of potential long-range business opportunities are at attachment 3.

Special Notice: This notice is used for the announcement of procurement matters such as business fairs, long-range procurement estimates, pre-bid/pre-proposal conferences, meetings, and the availability of draft solicitations or draft specifications for review. Note that this notice does not quote a FAR. In practice, the impact has been that some contracting offices have been more forthcoming with this bid building information than has others.



3. ANALYSIS:

The result of this new way of doing business is that the services have been diligent in posting the required Notices. However, information beyond the strict disclosure requirements of the FAR is sometimes less available. The difficulties include the accessibility of sites listed as sources in the Notices, the friendliness of the sites when they are accessible, and the number of links that must be navigated from those sites to get to bid information such as site visit schedules, industry day briefings, and program schedules. And, there's no guarantee that this bid information is even on the web.

Another aspect of the problem is that the Services are transitioning to a web form of business at the same time as their organizations are restructuring. Some Headquarters groups and operating commands have disappeared or have been absorbed, while others have come into being. Links have likewise disappeared, or now consist of nothing more than a forwarding point. Others are now portals that link to dozens of other sites, some of which are active, and some of which are not.

About 300 sites were accessed or noted during this preliminary study. They did not include groupings such as US Procurement Facility Offices (USPFO), National Guard, and overseas contracting offices. Adding those to the mix will approximately double the number of candidate sites. Searching for business opportunities among other Federal Agencies such as the FCC, FAA, Census Bureau (planning a massive upgrade to their census information management system), and State Department (planning a planet-wide upgrade of installation security systems) will double the number of sites once more.

Of the ten pages of web sites that were provided for analysis, the Army, Navy, Air Force and NASA pages, and selected sites such as the commercial bid engine sites were considered applicable for the immediate purpose of identifying bid opportunities as distinct from gathering policy and organizational information as the other pages focus on. Unfortunately, the bulk of the sites listed on those pages are of limited value under the new FBO structure. Some that are still valid offer no more information than is available on the FBO site. Others are nothing more than links to yet other sites. Still others expand on information available on the FBO site. None of those sampled identify business opportunities that are not identified on the FBO site. The analyzed and annotated list is at Attachment 4.

3.1 Army

The Army lists 24 organizations at <http://acqnet.saalt.army.mil/yellowbk/DataBookIndexPage.htm>, about 140 web sites or pages, and about 190 offices or locations with contracting authority. They include Headquarters U.S. Army Materiel Command, AMC subordinate commands, Forces Command and its components, Training and Doctrine Command and components,