



[www.fedbidspeed.com](http://www.fedbidspeed.com)

877.663.9043

# Opportunity Management



# Step One – What's Out There?

- FBO (FedBizOpps) – Open to Everyone
  - Open Procurements > \$25K
- DIBBS – Open to Everyone
  - DLA Quote System
- GSA – GSA Contract Holders
- Task Orders (BPA)
  - Seaport-E, EAGLE
  - Initial Procurement announced on FBO



# Step Two – Finding Leads

- Active Solicitations
  - FBO (FedBizOpps) – [www.fbo.gov](http://www.fbo.gov)
  - DIBBS – [www.dibbs.bsm.dla.mil](http://www.dibbs.bsm.dla.mil)
  - Bidspeed – [www.fedbidspeed.com](http://www.fedbidspeed.com)
- Forecasts
  - [www.acquisition.gov](http://www.acquisition.gov)



# Step Three – Manage

- FBO
  - Sources Sought
    - Single best business development vehicle
    - Influence Procurement Strategy
  - Combined Synopsis/Solicitation
    - Bid / No Bid
- DIBBS
  - FSC / NSN
  - Pay attention to purchasing patterns (watch NSNs, competitors, approved sources)



# Step Three – Respond

- FBO
  - Sources Sought
    - Every. Single. Time.
  - Combined Synopsis/Solicitation
    - Make good decisions
- DIBBS
  - Must respond electronically (via DIBBS).
  - Keep track of your responses



# Step Four – Business Development

- Follow Up
  - Every response should be verified
- Sources Sought
  - Follow up regularly, ask for set-aside status
- Marketing to other vendors
  - Interested Vendors
  - Teams / Partners / Customers
- Marketing to Buyers
  - Contracting Officers / Small Business Specialists



# Quick Facts About The DLA

- Largest U.S. Department of Defense agency
- Manages 4.8 Million Items in Eight Supply Chains
- ~85% of all Military Services' repair parts
- ~8,000 contract actions per day
- Fiscal Year 2010 revenues: > \$40 billion
- ~3,000 RFQs posted per day



# What the DLA Buys

- Class I: Subsistence (food, rations)
- Class II: Clothing & Textile (recruit clothing)
- Class III: Fuel/Energy (bulk petroleum, electricity, coal, gas, aerospace)
- Class IV/VII: Construction & Equipment (wood, safety & rescue equipment)
- Class VIII: Medical (pharmaceutical, equipment)
- Class IX: Aviation (parts, engines, maps)
- Class IX: Maritime (parts for ships and subs)
- Class IX: Land (parts for vehicles)



# About Bidspeed

- Launched October, 2009
- Web-based, SaaS, Subscription services
- Introductory trial (30 days)
- Users: 5,000+ (March 2011)
  - 50% Services
  - 50% Products



# Why Bidspeed?

- Save Time
  - Search, Filters, Search Agents
  - Tasks, Reminders, Calendars
- Keep Track
  - Documents, Time, Priorities
- Respond Fast
  - Response Wizard, Simple Workflow
- Develop Your Business
  - Research, Market, Connect



# About The Data

- FedBizOpps – Federal Opportunities > \$25K
- DIBBS – DLA (~3,500 RFQs / day)
- New Solicitations updated daily
- Changes updated real-time
  - Documents
  - Interested Vendors
  - Setaside
  - Response Date
  - Awards



# Bidspeed DIBBS Support

- RFQs only (RFPs > \$25,000 on FBO)
- Award Data is occasionally misleading, use common sense
- Search Agents, Filters, Opportunities, Links, Reminders
- Direct link to DIBBS for quoting – mark the solicitation as responded



# Getting Help

- Call Bidspeed (877.663.9043)
  - If we can't answer your question, we'll find someone who can.
- PTACs - <http://www.dla.mil/db/ptap.asp>
- DLA Office of Small Business Programs  
<http://www.dla.mil/db>
- Get professional assistance





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