

The Public Sector Technology Exchange Presents
Primer for Researching and Winning Federal Contracts

Tuesday October 16, 2012



Today's event will begin shortly

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Today's Speakers



James J. Baker (Jimmy): Author of “How to Win Business From the Federal Government”, consultant, and strategist on the public sector technology marketplace



Ed Saltzberg, Ph.D.: President ERS Advisors & former SAIC and SRA senior officer



Sean Campbell: Senior Government Consultant
E Pipeline

Today's Agenda

- Overview
- About the Speakers
- Focus for Webinar
 - How to Follow the Federal Money
 - How to Find Winnable Opportunities
 - How to Win More Than Your Competitors
- Next Webinar
- Working with your Company

The Public Sector Technology Exchange Presents Primer for Researching and winning federal contracts

Overview

How to Follow the Money

The Budget

- www.whitehouse.gov/omb/e-gov/docs
- Scroll down to documents (archive) and click on **Federal IT Spending for Budget Year 2013**
- \$74.5B for IT
- Make a short list of what your company does
- Command and Find
- DME is where you want to focus
- SS funding what to look for



Jimmy

How to Find Opportunities



**Identify, Qualify & Win
More Government Business**

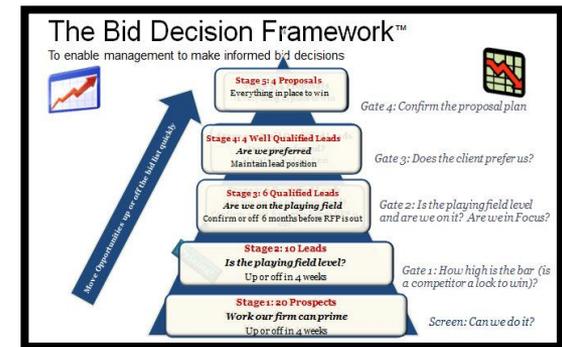
- Researched Federal Contracting Opportunities
- State & Local Opportunities
- Agency Market Intelligence
- FPDS PLUS
- Company Market Intelligence
- 350,000 Government Contacts

Our Solution

Agency Market Intelligence	Company Market Intelligence
Researched Opportunities	
Custom Reports	FPDS Contract History

Sean

How to Win



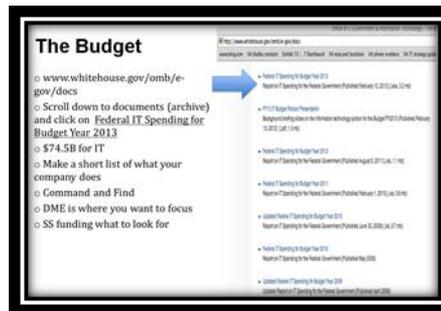
Ed

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How to Follow the Federal Money



Jimmy Baker

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Primer for Researching and Winning Federal Contracts

How to Follow the Federal Money

\$74.5B for Technology Budget in 2013 of which \$19.8 is DME

James Baker, Author & Strategist / www.jamesjbaker.com

Report on Information Technology (IT) Spending for the Federal Government

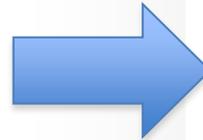
Federal Agency	PY 2011 Total IT		CY 2012 Total IT		BY 2013 Total IT		DME BY	O&M PY	O&M CY	O&M BY
	BY Count	Spending	Spending	Spending	DME PY	DME CY				
Department of Agriculture	296	2,459	2,493	2,572	397	513	543	2,062	1,980	2,029
Department of Commerce	137	2,360	2,555	2,444	844	958	839	1,516	1,596	1,604
Department of Defense	2,216	34,888	33,770	32,846	11,952	11,790	10,439	22,936	21,980	22,407
Department of Education	178	534	523	578	48	75	96	486	448	483
Department of Energy	844	2,046	2,137	2,033	266	308	175	1,780	1,829	1,858
Department of Health and Human Services	718	6,595	6,960	7,139	1,431	1,313	1,321	5,164	5,648	5,819
Department of Homeland Security	365	5,580	5,792	5,755	1,454	1,597	1,181	4,126	4,195	4,575
Department of Housing and Urban Development	48	318	489	392	45	136	142	274	354	250
Department of the Interior	239	1,012	994	965	137	123	96	876	871	869
Department of Justice	310	2,952	2,757	2,655	1,021	781	589	1,931	1,976	2,066
Department of Labor	133	614	607	611	104	91	89	509	517	522
Department of State	73	1,402	1,413	1,345	262	269	204	1,140	1,144	1,142
U.S. Agency for International Development	21	106	90	112	17	2	28	90	88	85
Department of Transportation	356	2,989	3,019	3,100	1,664	1,657	1,707	1,326	1,362	1,393
Department of the Treasury	293	3,508	3,217	3,576	655	598	838	2,853	2,619	2,738
Department of Veterans Affairs	33	3,036	3,111	3,327	931	661	640	2,105	2,450	2,688
U.S. Army Corps of Engineers	31	550	582	566	38	37	33	513	546	533
Environmental Protection Agency	128	467	455	465	76	68	81	391	387	384
General Services Administration	88	622	617	631	91	114	135	532	504	496
National Aeronautics and Space Administration	66	1,687	1,462	1,462	142	66	71	1,544	1,396	1,391
National Archives and Records Administration	30	165	106	100	74	16	10	91	90	89
National Science Foundation	13	99	99	97	12	19	19	86	80	78
Nuclear Regulatory Commission	32	165	156	151	18	19	11	147	137	141
Office of Personnel Management	43	79	72	65	10	10	5	68	62	60
Small Business Administration	35	114	102	112	15	28	29	100	74	83
Smithsonian Institution	22	65	65	68	4	3	3	61	62	64
Social Security Administration	80	1,568	1,370	1,380	693	611	571	875	759	809
Federal Grand Total	6,828	75,981	75,013	74,548	22,401	21,862	19,892	53,580	53,151	54,657

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Office of E-Government & Information Technology | The W

The Budget

- www.whitehouse.gov/omb/e-gov/docs
- Scroll down to documents (archive) and click on Federal IT Spending for Budget Year 2013
- \$74.5B for IT
- Make a short list of what your company does
- Command and Find
- DME means new funding in an existing program



<http://www.whitehouse.gov/omb/e-gov/docs>

[www.bing.com](#) [VA Osdbu contacts](#) [Exhibit 53 |...T Dashboard](#) [VA map and locations](#) [VA phone numbers](#) [VA IT strategy guide](#)

- [Federal IT Spending for Budget Year 2013](#)
Report on IT Spending for the Federal Government (Published February 13, 2012) (.xlsx, 3.2 mb)
- [FY13 IT Budget Rollout Presentation](#)
Background briefing slides on the information technology portion for the Budget FY2013 (Published February 13, 2012) (.pdf, 1.3 mb)
- [Federal IT Spending for Budget Year 2012](#)
Report on IT Spending for the Federal Government (Published August 5, 2011) (.xls, 1.1 mb)
- [Federal IT Spending for Budget Year 2011](#)
Report on IT Spending for the Federal Government (Published February 1, 2010) (.xls, 3.8 mb)
- [Updated Federal IT Spending for Budget Year 2010](#)
Report on IT Spending for the Federal Government (Published June 30, 2009) (.xls, 5.7 mb)
- [Federal IT Spending for Budget Year 2010](#)
Report on IT Spending for the Federal Government (Published May 2009)
- [Updated Federal IT Spending for Budget Year 2009](#)
Updated Report on IT Spending for the Federal Government (Published April 2008)

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Example HHS

- 724 line items for the technology budget for 2013
- \$7.1B total budget for technology in 2013
- \$1.3B in new money

Federal Agency	PY 2011 Total IT		CY 2012 Total IT		BY 2013 Total IT		DME PY	DME CY	DME BY	O&M PY	O&M CY	O&M BY
	BY Count	Spending	Spending	Spending	Spending							
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Department of Homeland Security	365	5,580	5,792	5,755	1,454	1,597	1,181	4,126	4,195	4,575		

Tactic for Locating Deals

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Sheets Charts SmartArt Graphics WordArt

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
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1	Agency	Code	UII	Investment Title	Description	PY	CY	BY	DME PY	DME CY	DME BY	Agency BY	BY	Investment Category	Part of Exhibit
---	--------	------	-----	------------------	-------------	----	----	----	--------	--------	--------	-----------	----	---------------------	-----------------

2	Department of Health and Human Services		009-15 00000706	HRSA - OIT Electronic Handbooks (EHBs)	The EHBs supports HRSA with program administration, grants administration and monitoring, management reporting, and performance measurement and analysis.										
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3	Department of Health and Human Services		009-15 00000708	HRSA - OIT Core Business Support System	Includes investments in network support contractors, data center operations, and network hardware and services required to ensure a secure, reliable technical infrastructure and maintain the General Support System (GSS).										
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4	Department of Health and Human Services		009-15 00000710	HRSA - BHPR HEAL The Health Education Assistance Loan/HEAL On-line Processing System	This investment is a unique web based system with an Oracle database that tracks current payment status on outstanding HEAL loans and enables the HEAL Program to project the government's potential liability for future claim payments.	0.415	0.432	0.432	-	-	-	7,139,383		0.01%	00
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5	Department of Health and Human Services		009-15 000001360	HRSA - HSB National Organ Procurement and Transplantation Network (OPTN)	Maintaining the National Organ Transplant waiting list; Maintaining the national allocation system for deceased donor organs; Operating a 24/7, 365 days/year Organ Center to facilitate the placement of deceased donor organs with transplant programs.	1.270	1.480	1.590	-	-	-	7,139,383		0.02%	00
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6	Department of Health and Human Services		009-15 000001361	HRSA - BHPR National Practitioner Data Bank (NPDB)/Healthcare Integrity and Protection Data Bank (HIPDB)	NPDB and HIPDB were designed to protect public health and reduce healthcare fraud & abuse by restricting incompetent health care practitioners from moving State to State without discovery of previous substandard performance or unprofessional conduct.	23.508	22.000	21.000	5.548	5.598	5.598	7,139,383		0.29%	00
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Find

Find what:

Find Next

Close

Replace...

Within: Match case

Search: Find entire cells only

Look in:

Places to gain insight

- 300's or Business Cases
- Federal CIO council-cio.gov
- CIO's home page
- IT Dashboard- itdashboard.gov
- USA Spending.gov
- GAO AND OMB
- Performance.gov
- Blogs, Trade Magazines, and Political Mandates & Directives

The Federal Government has spent over \$600 billion on IT over the past decade, yet it has achieved little of the productivity improvements that private industry has realized from IT. Too often, Federal IT projects and programs are behind schedule, over budget, or fail to deliver results at all, wasting taxpayer dollars.

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The 300 or Business Case

Each agency will post them in different places. Tactics to find them:

1. Simply do a Google search with the department and the key phrase “exhibit 300” and/ or “CPIC” capital planning

2. <http://www.whitehouse.gov/omb/e-gov/docs>

3. The CIO’s home page will generally have a link to the Exhibit 300s

4. HHS puts many of the business cases on

<http://www.itdashboard.gov/portfolios/agency=009>

5. Looking for key programs that you can impact. 300 will tell you how the program is doing and who to call.

ACA Consolidated IT Investment (formerly CMS CCIIO Healthcare Insurance Exchange IT Investment (HIX))

Investment Description	This Exhibit 300 represents a summary of the current IT investments undertaken by HHS and Treasury to implement the provisions of the Patient Protection and Affordable Care Act (ACA). It includes the CMS Center for Consumer Information and Insurance More..	FY2012 (CY) Spending \$56.9 M	Status Continued Major
		Time frame of Investment 2011 - 2020	

[> Projects](#) [> Current Exhibit 300](#) [> FY12 Exhibit 300](#) [> Contracts](#) [> Baseline Change History](#) [> Evaluation History](#)

CIO Information



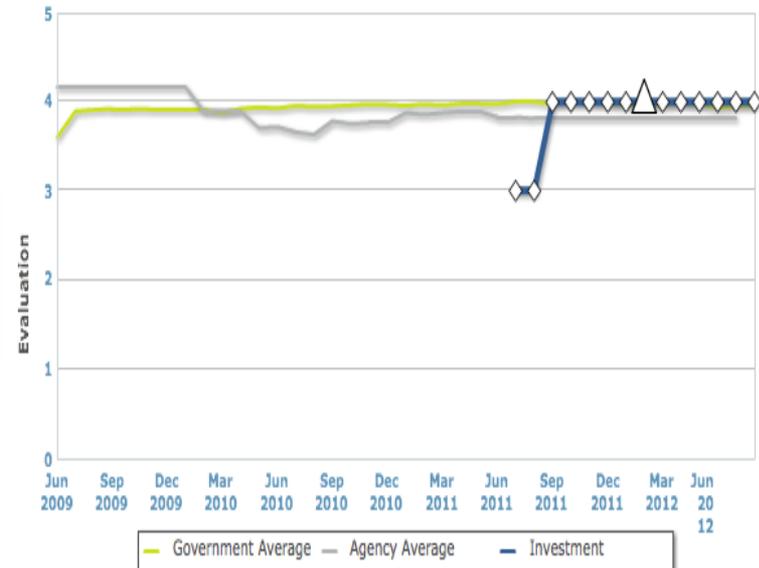
Frank Baitman

Agency Head
Kathleen Sebelius

Agency
HHS

Bureau
Centers for Medicare and
Medicaid Services

Evaluation by Agency CIO



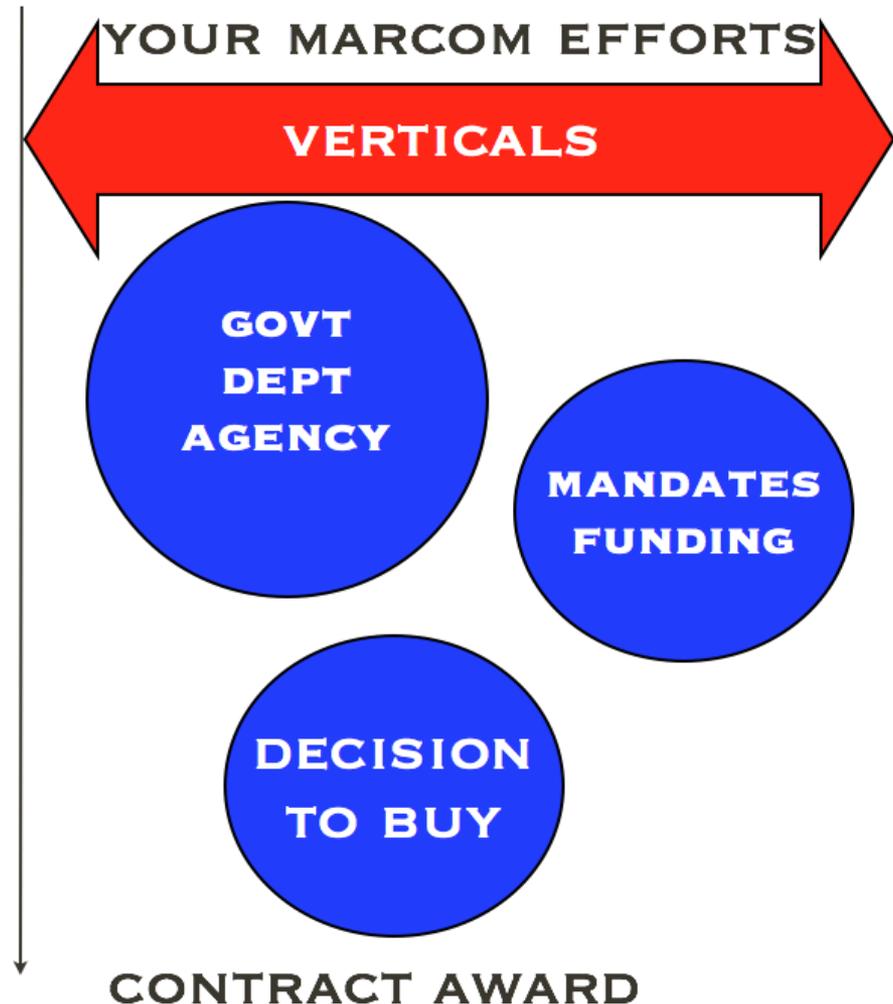
△ Baseline Change Occurrence

○ 1 year ○ 2 Year ● All Time

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The ROI of Marketing

- How to deal with the biggest problem between sales and marketing groups?
- Is your branding verticalized and does it track with the budget, mandates, and funding?
- Do you know the lines of business / verticals the agency you are tracking has?
- Has your company actually validated your USP?
- How do you qualify and take a lead into a sales pipeline?



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How to Find Winnable Opportunities

**Identify, Qualify & Win
More Government Business**

- Researched Federal Contracting Opportunities
- State & Local Opportunities
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Our Solution

Agency Market Intelligence | Company Market Intelligence

Researched Opportunities

Custom Reports | FPDS Contract History

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Connecting Your Business To Government Business

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epipeline delivers targeted sales leads, government market intelligence and a suite of fed bid information management tools to help companies minimize their business development costs and maximize their government-based revenues in the following vertical markets:

- **Information Technology,**
- **Command, Control, Communications,**
- **Computers and Intelligence (C4I)**
- **Architecture/Engineering & Construction (AEC)**
- **Operations & Maintenance (O&M) / Facilities Management**
- **Environment & Energy**

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Recent Searches

12:07 EST
11:36 EST
March 11:36 EST
11:26 EST
11:25 EST
11:24 EST
11:24 EST
11:05 EST
10:22 EST
10:22 EST
March 14:22 EST
10:02 EST
10:01 EST
10:01 EST
10:13:48 EST

Standard Reports

Comprehensive

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Snapshots

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DM AEC

te

Strategy
Contact

My Reports

d

Opportunity Search Results - epipeline

182 out of 182 returned Total Value: **\$10,617,900** Average Value: **\$58,340** (in thousands)



Save As Profile



Save Search



Download

Opportunity Details								Refine Search
Title & Opportunity ID	Program Code	Department / Agency Status	Vertical	Value (k)	Projected RFP	Period of Performance	Manage ?	
1 Outcomes Evaluation of the NCI Cancer Prevention Fellowship Program FOSRCUSA25249	OutcomsEvINCICPPF	HHS - Department of Health and Human Services HHS - Department of Health and Human Services	IT	\$ 1,000	10/17/2012	02/01/2013 - 01/31/2015	Track Interested No Bid	
2 Medical Expenditure Panel Survey - Medical Provider Component (MEPS-MPC) for the Agency for Healthcare Research and Quality (AHRQ) FOSRCUSA15287	AHRQ MEPS MPC	HHS - Department of Health and Human Services HHS - Department of Health and Human Services	IT	\$ 65,000	10/17/2012	06/15/2013 - 06/14/2018	Track Interested No Bid	
3 Chief Information Officer - NEW (CIO-NEW), Formerly Titled the Electronic Commodity Store-III (ECS3) FOSRCUSA23382	CIO-NEW (ECS3)	HHS - Department of Health and Human Services HHS - Department of Health and Human Services	IT	\$ 6,000,000	10/19/2012	04/01/2013 - 03/31/2023	Track Interested No Bid	
4 Support for the NIAID Learning and Development Programs FOSRCUSA14205	Spt NIAID Learn	HHS - Department of Health and Human Services HHS - Department of Health and Human Services	IT	\$ 10,000	10/19/2012	03/31/2013 - 03/30/2018	Track Interested No Bid	
5 DESPR Analysis and Statistical Programming Support FOSRCUSA14588	DESPR Alys St	HHS - Department of Health and Human Services HHS - Department of Health and Human Services	IT	\$ 7,000	10/19/2012	04/01/2013 - 03/31/2018	Track Interested No Bid	

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Research Results Custom View - Report: Short Report

Sorted By: Proj. RFP Date

Search Criteria:

Status Pre-RFP
 Type of Program PMSETA,COTSSF,NTHARD,PROFSV,Health,DTSERV,SYSDVI,OURSRC,TLASRV,CMPUTR,FACILM,INFSRD,R&D,MODELS,LOGIST,WSHPPC,OPRMT
 Department/Agency 47
 RFP Date 10/16/2012 - 10/16/2014



182 out of 182 returned

Department	Opportunity Name	Value \$K	Proj. RFP Date	Controls
Department of Health and Human Services	Medical Expenditure Panel Survey - Medical Provider Component (MEPS-MPC) for the Agency for Healthcare Research and Quality (AHRQ)	65000	10/17/2012	View Track Interested No Bi
Department of Health and Human Services	Outcomes Evaluation of the NCI Cancer Prevention Fellowship Program	1000	10/17/2012	View Track Interested No Bi
Department of Health and Human Services	Assisted Reproductive Technology Data Collection for the Centers for Disease Control and Prevention (CDC)	110000	10/19/2012	View Track Interested No Bi
Department of Health and Human Services	Support for the NIAID Learning and Development Programs	10000	10/19/2012	View Track Interested No Bi
Department of Health and Human Services	Chief Information Officer - NEW (CIO-NEW), Formerly Titled the Electronic Commodity Store-III (ECS3)	6000000	10/19/2012	View Track Interested No Bi
Department of Health and Human Services	DESPR Analysis and Statistical Programming Support	7000	10/19/2012	View Track Interested No Bi
Department of Health and Human Services	Medicinal Chemical Facility for The Eunice Kennedy Shriver National Institute of Child Health and Human Development (NICHD)	25000	10/22/2012	View Track Interested No Bi
Department of Health and Human Services	National Health Service Corps Recruitment, Training and Support Center Contract	10000	10/24/2012	View Track Interested No Bi
Department of Health and Human Services	Technical and Research Support for NIDA International Program	10000	10/24/2012	View Track Interested No Bi
Department of Health and Human Services	Operation of the Organ Procurement and Transplantation Network (OPTN) for Health Resources and Services Administration (HRSA)	200000	10/25/2012	View Track Interested No Bi
Department of Health and Human Services	HRSA Pharmacy Services Support Center	1500	10/25/2012	View Track Interested No Bi

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History - Contract Search Plus Results



Summarize & Rank my Results by: [Agency](#) [Departments](#) [PSC](#) [NAICS](#) [State](#) [Contractor](#) [Set-Aside](#) [Contracting Agency](#)

Total dollar amount - **\$90,314,766,704.64** Total amount this year - **\$18,205,691,485.53**

Current Search Criteria: Summarized by: AGENCY Dept : 7500

Contract Summary & Ranking										Refine Search
Ranked Attribute	Total Rank	Total Amount	% of Total	Rank 2012	2012	% of 2012	2011	2010	2009	2008
Center for Disease Control and Prevention	1	\$ 24,964,759,215	28%	1	\$ 5,328,608,268	29%	\$ 5,078,956,025	\$ 5,436,412,833	\$ 5,298,336,491	\$ 3,822,043,910
National Institutes Of Health	2	\$ 23,455,164,712	26%	3	\$ 4,077,115,091	22%	\$ 4,287,727,955	\$ 4,999,553,419	\$ 5,171,691,301	\$ 4,917,950,467
Centers For Medicare And Medicaid Services	3	\$ 18,020,302,556	20%	2	\$ 4,476,809,104	25%	\$ 4,482,831,348	\$ 3,203,990,654	\$ 3,339,153,206	\$ 2,518,950,803
Office Of Assistant Secretary For Management And Budget	4	\$ 7,060,202,525	8%	5	\$ 902,262,500	5%	\$ 1,493,421,271	\$ 513,950,733	\$ 4,060,391,679	\$ 90,176,342
Office Of Asst Secretary For Health Except National Centers	5	\$ 6,659,634,423	7%	4	\$ 1,411,096,529	8%	\$ 1,340,083,881	\$ 1,575,774,856	\$ 1,305,002,128	\$ 1,027,749,771
Food And Drug Administration	6	\$ 3,341,538,021	4%	6	\$ 752,841,126	4%	\$ 725,346,449	\$ 716,063,388	\$ 665,379,589	\$ 481,907,469
Indian Health Service	7	\$ 2,074,980,662	2%	7	\$ 480,872,022	3%	\$ 361,544,497	\$ 464,809,081	\$ 467,172,851	\$ 300,585,187
Alcohol, Drug Abuse And Mental Health Administration	8	\$ 1,629,128,058	2%	8	\$ 290,663,409	2%	\$ 348,091,688	\$ 334,064,936	\$ 336,439,850	\$ 319,868,175
Health Resources And Services Administration	9	\$ 1,124,832,209	1%	9	\$ 249,424,727	1%	\$ 229,261,085	\$ 234,625,256	\$ 236,807,170	\$ 174,713,971
Agency for Healthcare Research and Quality	10	\$ 1,119,500,332	1%	10	\$ 181,204,600	1%	\$ 163,293,579	\$ 371,395,679	\$ 212,022,830	\$ 191,583,644
HHS - Department of Health and Human	11	\$ 509,523,017	1%	11	\$ 54,794,402	0%	\$ 25,493,032	\$ 35,644,076	\$ 122,165,922	\$ 271,425,585

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Total dollar amount - **\$35,852,477,420.08** Total amount this year - **\$6,786,584,895.84**

Current Search Criteria: Summarized by: AGENCY NAICS : 541512

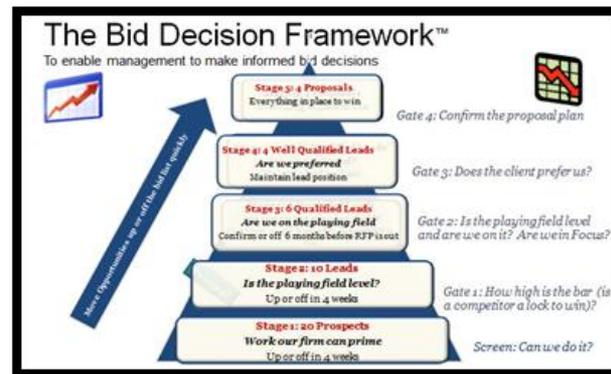
Contract Summary & Ranking											Refine Search
Ranked Attribute	Total Rank	Total Amount	% of Total	Rank 2012	2012	% of 2012	2011	2010	2009	2008	
DOD - Department of Defense	1	\$ 7,595,053,788	21%	15	\$ 118,913,982	2%	\$ 449,476,635	\$ 1,076,387,104	\$ 2,366,762,454	\$ 3,583,513,615	
FTS - Federal Technology Service	2	\$ 4,072,362,093	11%	2	\$ 770,322,929	11%	\$ 900,617,977	\$ 946,874,208	\$ 885,688,079	\$ 563,161,944	
Centers For Medicare And Medicaid Services	3	\$ 2,935,114,256	8%	1	\$ 1,011,281,157	15%	\$ 832,065,320	\$ 495,522,200	\$ 381,559,357	\$ 216,118,781	
IRS - Internal Revenue Service	4	\$ 2,373,146,662	7%	4	\$ 427,136,979	6%	\$ 374,812,077	\$ 477,096,857	\$ 602,197,157	\$ 491,903,592	
VA - Department of Veterans Affairs	5	\$ 1,716,223,118	5%	3	\$ 702,628,372	10%	\$ 363,367,194	\$ 240,027,141	\$ 193,639,089	\$ 91,769,599	
U. S. Census Bureau	6	\$ 1,666,853,225	5%	37	\$ 25,006,059	0%	\$ 34,229,072	\$ 663,289,557	\$ 593,278,217	\$ 351,050,320	
National Institutes Of Health	7	\$ 1,607,325,776	4%	10	\$ 223,143,956	3%	\$ 254,703,936	\$ 308,124,174	\$ 391,516,487	\$ 429,837,224	
NASA - National Aeronautics and Space Administration	8	\$ 1,170,123,100	3%	5	\$ 363,890,987	5%	\$ 149,735,122	\$ 186,980,375	\$ 221,497,392	\$ 247,934,419	
Federal Bureau Of Investigation	9	\$ 1,011,948,682	3%	9	\$ 223,857,836	3%	\$ 239,990,924	\$ 197,513,897	\$ 240,060,359	\$ 110,525,666	
STATE - Department of State	10	\$ 903,271,503	3%	6	\$ 291,024,828	4%	\$ 204,219,742	\$ 157,604,479	\$ 113,245,460	\$ 137,176,742	
NOAA - National Oceanic And Atmospheric Administration	11	\$ 777,829,458	2%	7	\$ 250,234,173	4%	\$ 129,806,362	\$ 228,782,414	\$ 94,224,590	\$ 15,913,537	
Offices, Boards And Divisions	12	\$ 690,241,941	2%	24	\$ 63,419,010	1%	\$ 113,002,755	\$ 120,640,952	\$ 203,498,688	\$ 189,584,537	
Office Of Policy, Budget And Administration	13	\$ 643,752,617	2%	11	\$ 159,619,164	2%	\$ 130,102,290	\$ 154,188,919	\$ 145,570,660	\$ 54,271,585	
FAA - Federal Aviation Administration	14	\$ 639,081,767	2%	14	\$ 133,956,378	2%	\$ 112,146,163	\$ 127,686,376	\$ 141,170,578	\$ 124,122,272	
Customs and Border Protection	15	\$ 592,241,653	2%	13	\$ 135,836,770	2%	\$ 14,740,892	\$ 120,542,087	\$ 177,487,291	\$ 143,634,614	

From Sean

1. 30 Minute Consultation
2. Seven Day Free Trial of epipeline
3. Discount of 20%

The Public Sector Technology Exchange Presents Primer for Researching and Winning Federal Contracts

How to Win More Than Your Competitors



Edward Saltzberg

The Number 1 Reason Most Contractors Lose

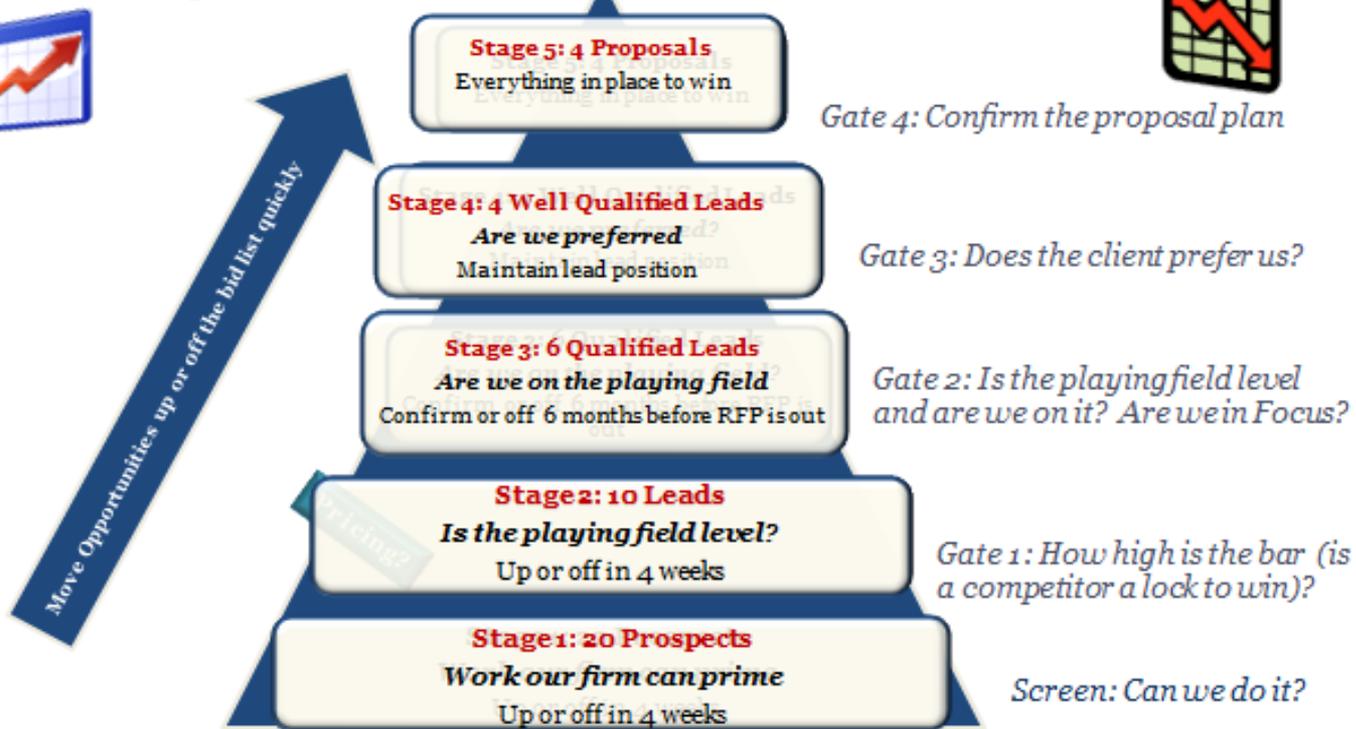


Not Getting the Right Competitive Information in Time to Make
an Informed Bid Decision

How to Make it Easier Make Informed Bid Decisions

The Bid Decision Framework™

To enable management to make informed bid decisions



Discipline = Informed Decisions = Winning

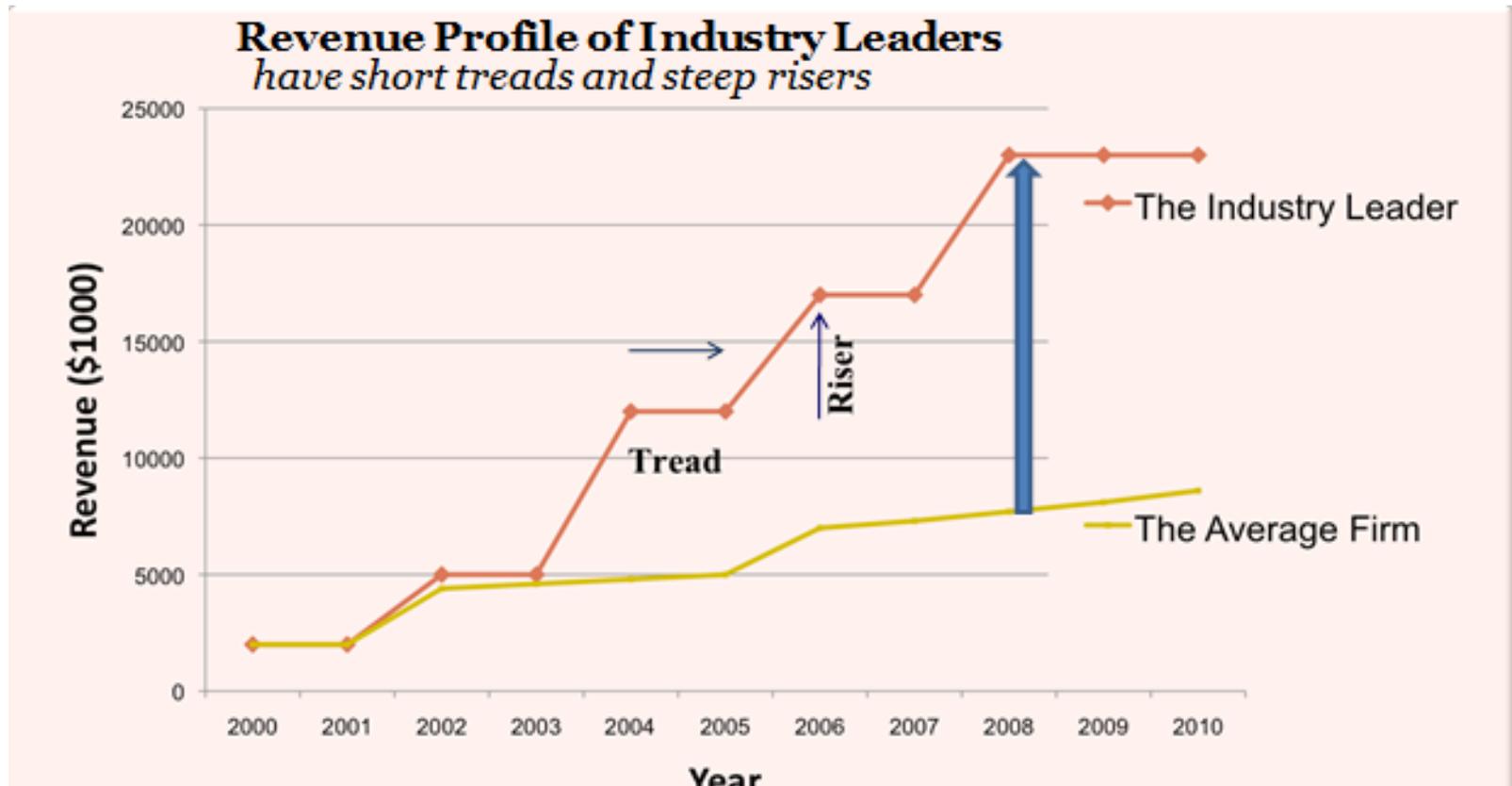
The Number 2 Reason Most Contractor Don't Grow

Bid Pipeline Analytics

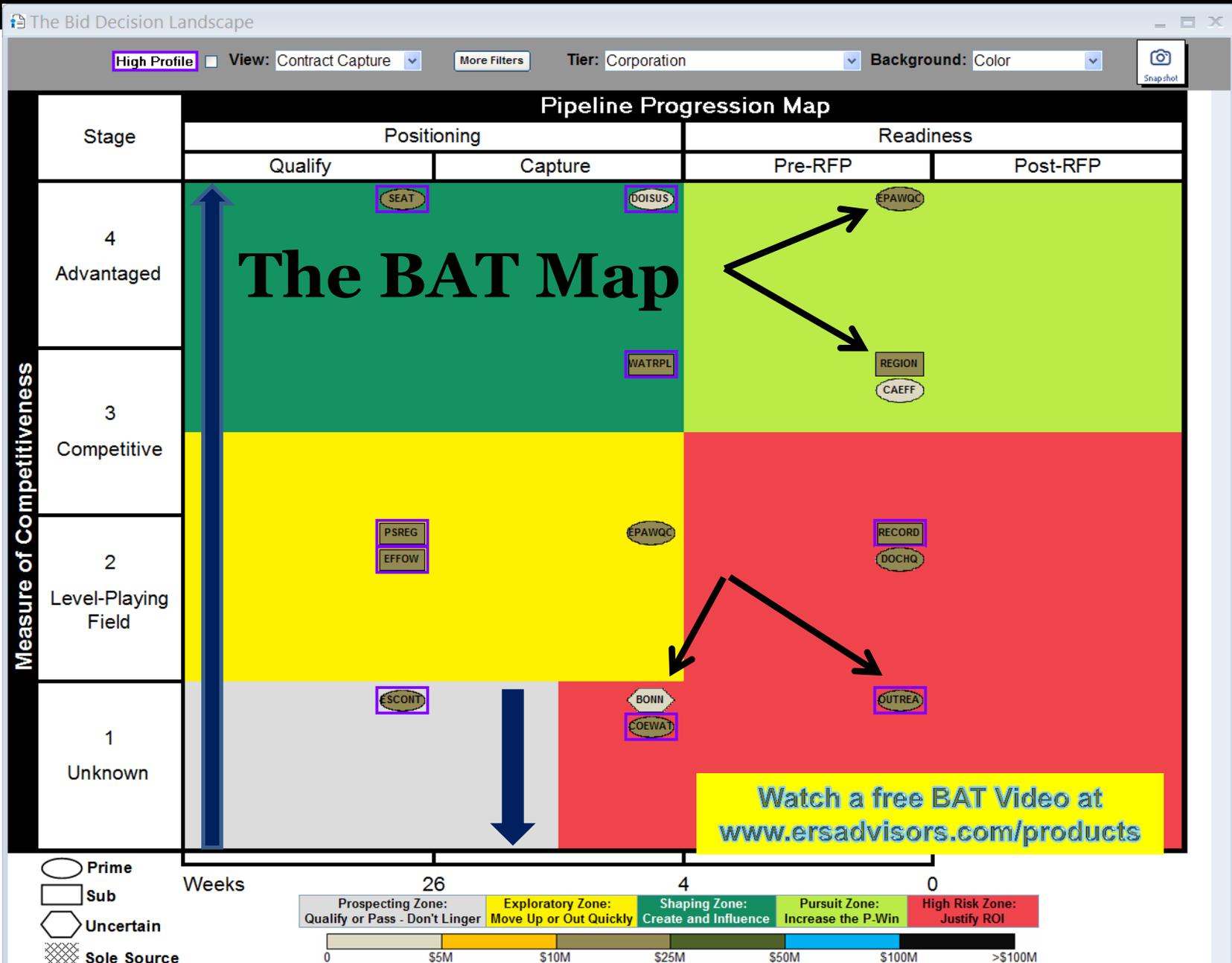


If You Can't Measure It, You Don't Know Much About It!

Industry Leaders Bid and Win More Often

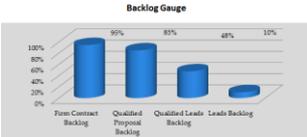


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ERS Advisors Offers

1.  Free 30 Minute Remote Consultation
Addressing any issue you are facing

2.  Free Pipeline Manager Spreadsheet

Contact Info
esaltzberg@ersadvisors.com
703 992 3848

1.  Business Acquisition Training
Course @ 75% off (\$99)

More information about offers

<http://www.ersadvisors.com/business-acquisition-course/>

The Public Sector Technology Exchange Presents
Primer for Researching and Winning Federal Contracts

Points to Remember

1. Follow the Money

- a. Identify DME Funding for your company in 2013 President's IT Budget
- b. Understand Critical places you must research to brand your companies sales, marketing, and social media messaging
- c. Know what the 300 is for your key customers as well as target market

2. Find the Opportunities

- a. Point 1
- b. Point 2
- c. Point 3

3. Win More Than Your Competitors

- a. Learn the competitive landscape
- b. Make early no bid decisions
- c. Bid only well-qualified opportunities
- d. Use analytics to manage your pipeline



The Public Sector Technology Exchange Presents Primer for Researching and Winning Federal Contracts

Contacts

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- Edward Saltzberg

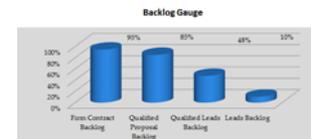
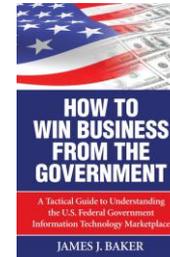
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678 461 0299

A screenshot of a web application showing "Opportunity Search Results - epipeline". The table has columns for Opportunity ID, Title, Location, and various dates. The results are filtered by "All" and "All".

Opportunity ID	Title	Location	Start Date	End Date	Estimate
1
2
3
4
5

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The Public Sector Technology Exchange Presents Primer for Researching and Winning Federal Contracts

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