

GSA Office of Small and Disadvantaged Business Utilization (OSDBU)

Forecast of Contracting Opportunities

FORECAST

FORECAST OF CONTRACTING OPPORTUNITIES

AcquisitionGateway.gov/forecast

- Strengthening Procurement Forecasting
- Understanding the Forecast of Opportunities Tool
- Leveraging Forecast Data for Success
- Navigating the Forecast at [Acquisition Gateway](https://AcquisitionGateway.gov/forecast)
- Best Practices and Suggestions



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Forecast Tool Introduction

FORECAST

FORECAST OF CONTRACTING OPPORTUNITIES

acquisitiongateway.gov/forecast

fbf.gov



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Did You Know?

- Public Law (Pub. L.) 100-656, the Business Opportunity Development Reform Act of 1988, requires Federal executive agencies to provide a forecast of *expected contract opportunities
- Multi-agency forecast tool at acquisitiongateway.gov/forecast
 - U.S. General Services Administration
 - U.S. Department of the Interior
 - U.S. Department of Labor
 - U.S. Small Business Administration
 - U.S. Office of Personnel Management
 - U.S. Department of Veterans Affairs
 - U.S. Department of Commerce
 - U.S. Social Security Administration
 - U.S. Department of Health and Human Services

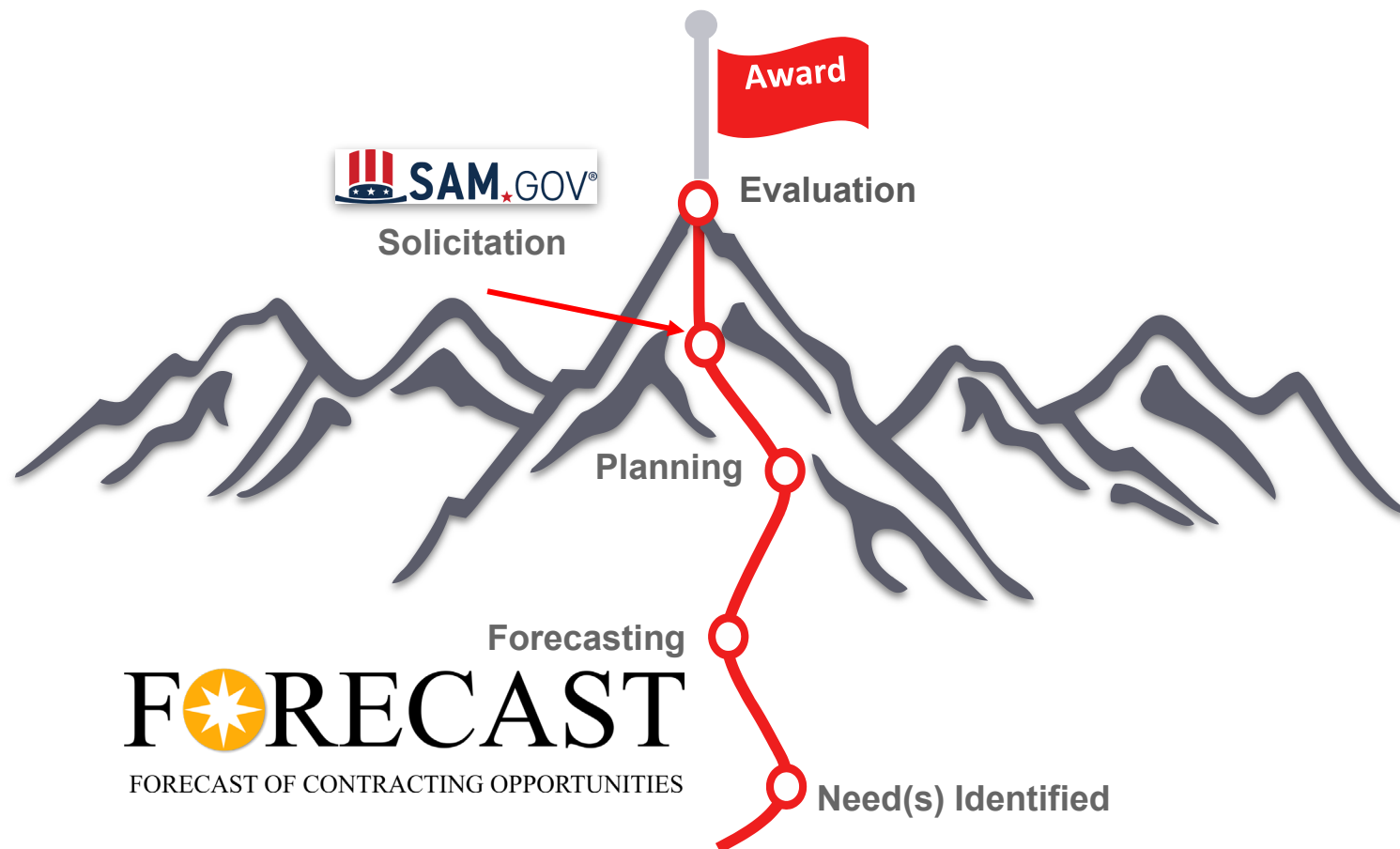
** All forecasted procurements are subject to revision or cancellation*

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What if you knew in Advance?



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Leveraging Forecasting Data

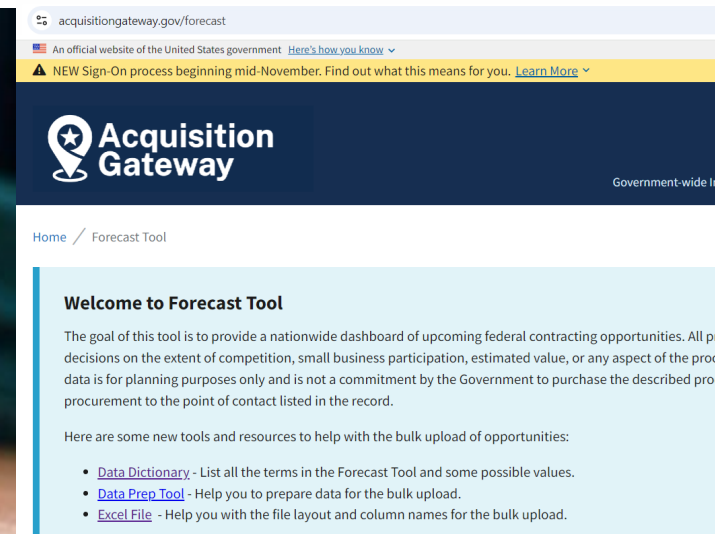
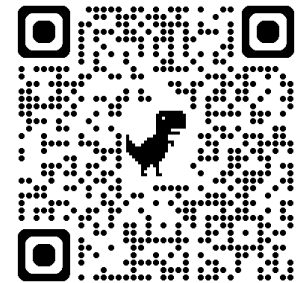
- Learn about potential contracting opportunities early in the acquisition process.
- Plan your marketing strategies before opportunities post in the System for Award Management (SAM).
- Be more effective in business development & planning.
- Use the lead time to prepare for the nature and scope of potential procurement opportunities.
- Export the data to *.csv or .xlsx for Analysis



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How to Access the Forecast Tool

- Available to the public at fbf.gov or acquisitiongateway.gov/forecast
- Access a direct link at gsa.gov/smallbusiness under Small Business Resources
- No username or password required for viewing most opportunities.



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Three Basic Search Methods

- Filters
- Keyword Search (introducing **NEW** Global Search functionality)
- Combination Filter / Keyword Search

Forecast Tool

Filter

Narrow Down by Keywords(s)

Agency

Organization

Place of Performance

NAICS Code

Showing 1 - 25 of 10846 items

Home / Global Search Result

Global Search Result

Filter

Narrow Down by Keywords(s)

NETWORK: VOICE & DATA RADIO / SATELLITES

Commercial Data Communications Services - 1GB

Agency: Department of the Interior

Place of Performance: To Be Determined
Acquisition Phase: Acquisition Planning
Estimated Award FY: 2025
NAICS Code: 423430
Acquisition Strategy/Type: To Be Determined
of Set-Aside:
Period of Performance: 09/30/2024 - 09/29/2025

TECHNICAL SUPPORT SERVICES

Information Technology & Telecom Professional Services - IT Services Contractor labor to support the migration of supporting applications to the HIF SAP system

Agency: Department of the Interior Organization/Contracting: USGS - U. S. Geological Survey
Office:
Listing ID: USGS25_0637_0639
Contract Type: To Be Determined



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Search Method #1 Using Filters

Forecast Tool

Filter

Keyword(s)

Narrow Down by Keywords(s)

Agency

Add a filter

Organization

Add a filter

Place of Performance

Add a filter

NAICS Code

Add a filter

Estimated Award FY-QTR

Add a filter

Estimated Award FY

Add a filter

Acquisition Strategy

Add a filter

Contract Type

Add a filter

Award Status

Add a filter

Home / Forecast Tool

Forecast Tool

Share

Showing 1 - 6 of 6 items

Results per page: 25

Records Management Assessment and Strategic Plan

Records Management Assessment and Strategic Plan

Agency: Small Business Administration

Place of Performance: United States

Acquisition Phase: Acquisition Planning

Estimated Award FY: 2024

NAICS Code: 541519

Acquisition Strategy/Type of Set-Aside: Small Business Set Aside - Total

Period of Performance:

Organization/Contracting Office: Small Business Administration

Listing ID: AG13491

Contract Type: To Be Determined

Estimated Contract Value: \$5.1M - \$10M

Region:

Type of Awardee: Small Business

Public Affairs and Communications Products Support

See Body

Agency: Small Business Administration

Place of Performance: United States

Acquisition Phase: Drafting Solicitation

Estimated Award FY: 2024

NAICS Code: 541810

Organization/Contracting Office: Small Business Administration

Listing ID: AG20934

Contract Type: Firm Fixed Price

Estimated Contract Value: \$2.1M - \$5M

Region:

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Search Method #2 Using Keyword(s)

[Sign In](#)[Government-wide Initiatives](#)[Tools & Resources](#)[Training](#)[External Resources](#)

[Home](#) / [Forecast Tool](#)
Forecast Tool

[Share](#)[Export CSV](#)**Filter**

Narrow Down by Keywords(s)

[Reset](#)**Agency****Organization**

Showing **1-1** of **1** items

Results per page: 25

GSA IT Operations and Maintenance and Development Support Services

GSA IT Operations and Maintenance and Development Support Services

Agency: General Services Administration

Organization/Contracting Office: Office of Internal Acquisition

Place of Performance: WASHINGTON, DC United States

Acquisition Phase: Awarded

Estimated Award FY: 2025

NAICS Code: 541511

Acquisition Strategy/Type: 8(a) Competitive

Listing ID: C10102024

Contract Type: Other

Estimated Contract Value:

Region: CO-Central Office

Type of Awardee:

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Search Method #3 Combination

Forecast Tool

Showing **1-1** of **1** items

Results per page: **25**

Filter
42346
Narrow Down by Keyword(s)

Reset

Agency
Add a filter

Organization
Add a filter

Place of Performance
West Virginia x
Add a filter

NAICS Code
541519

Estimated Award FY-QTR
Add a filter

Estimated Award FY
Add a filter

Acquisition Strategy
Small Business x
Add a filter

Contract Type
Add a filter

Award Status
Acquisition Planning x
Add a filter

HAFC - Cisco Switches Support

Maintenance on Current Switches (Contingent on State of Network Refresh)

Agency: Department of the Interior

Organization/Contracting: National Park Service

Office:

Listing ID: 42346

Contract Type: Firm Fixed Price

Estimated Contract Value: Below \$150K

Region: 01-New England Region

Type of Awardee: Small Business

Place of Performance: Harpers Ferry, WV United States

Acquisition Phase: Acquisition Planning

Estimated Award FY: 2024

NAICS Code: 541519

Acquisition Strategy/Type: Small Business

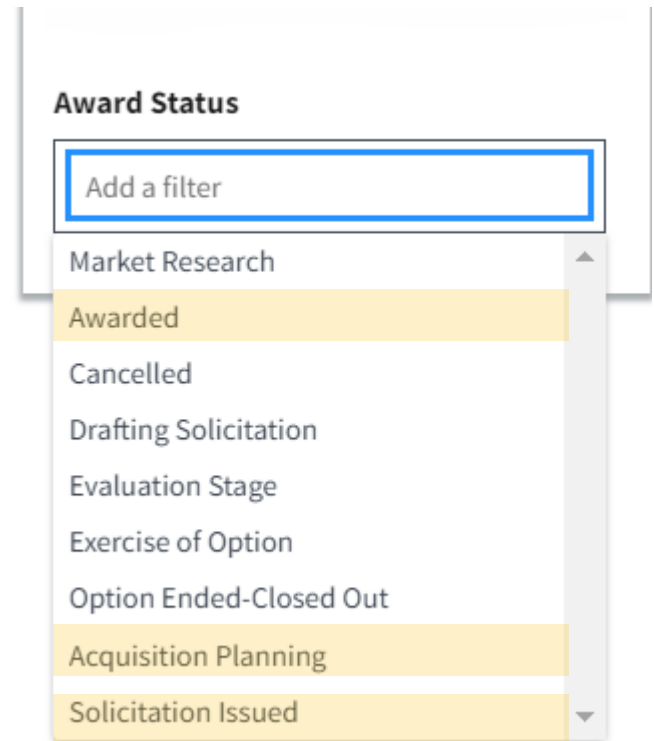
of Set-Aside:

Period of Performance:

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NOTE Identifying Active Opportunities

- It is advised to filter by an “Active” award status.
- Current FY awards continue to display after award for informational purposes *unless they are excluded by a filter*.
- You can also export to a *.csv file and sort by the [award status] field in Microsoft Excel, Google Sheets, etc.



A screenshot of a web application's filter interface. At the top, the text "Award Status" is displayed. Below it is a search box containing the placeholder text "Add a filter". A dropdown menu is open, showing a list of award statuses. The statuses are: "Market Research", "Awarded", "Cancelled", "Drafting Solicitation", "Evaluation Stage", "Exercise of Option", "Option Ended-Closed Out", "Acquisition Planning", and "Solicitation Issued". The "Awarded" status is highlighted with a yellow background. The "Acquisition Planning" and "Solicitation Issued" statuses are also highlighted with a yellow background. The dropdown menu has a scroll bar on the right side.

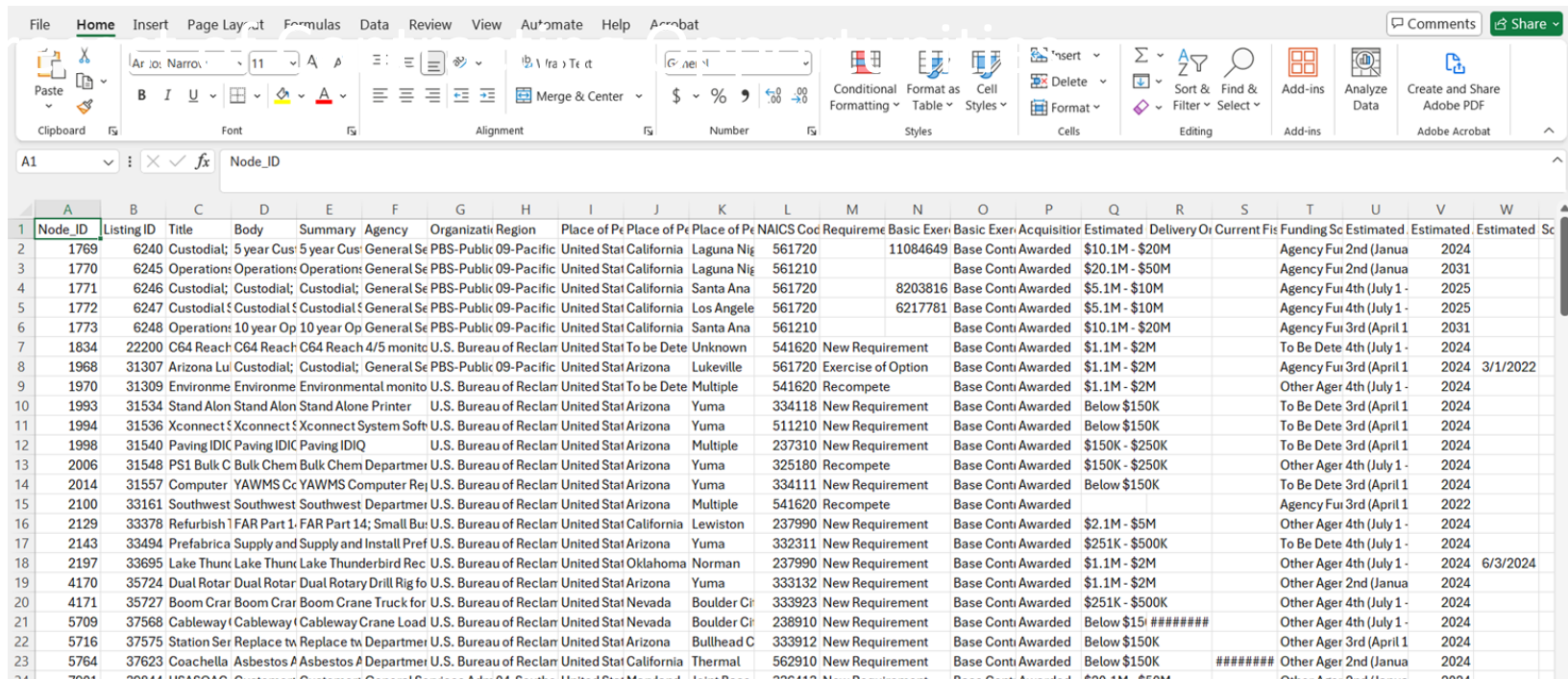
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Exporting Data in *.csv

AcquisitionGateway.gov/forecast

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Select  button at top of screen to export a *.csv file for analysis in Microsoft Excel, Google Sheets, etc.



Node_ID	Listing ID	Title	Body	Summary	Agency	Organization	Region	Place of Performance	Place of Performance	Place of Performance	NAICS Code	Requirement	Basic Exercise	Basic Exercise	Acquisition	Estimated Value	Delivery Order	Current Fiscal Year	Funding Source	Estimated Start Date	Estimated End Date	Estimated Start Date	Estimated End Date
1769	6240	Custodial; 5 year	Custodial; 5 year	General Se	PBS-Public	09-Pacific	United Stat	California	Laguna Ni	561720	11084649	Base Conti	Awarded	\$10.1M - \$20M				Agency Fui	2nd (Janua	2024			
1770	6245	Operation; 10 year	Operation; 10 year	General Se	PBS-Public	09-Pacific	United Stat	California	Laguna Ni	561210		Base Conti	Awarded	\$20.1M - \$50M				Agency Fui	2nd (Janua	2031			
1771	6246	Custodial; 5 year	Custodial; 5 year	General Se	PBS-Public	09-Pacific	United Stat	California	Santa Ana	561720	8203816	Base Conti	Awarded	\$5.1M - \$10M				Agency Fui	4th (July 1 -	2025			
1772	6247	Custodial; 5 year	Custodial; 5 year	General Se	PBS-Public	09-Pacific	United Stat	California	Los Angele	561720	6217781	Base Conti	Awarded	\$5.1M - \$10M				Agency Fui	4th (July 1 -	2025			
1773	6248	Operation; 10 year	Operation; 10 year	General Se	PBS-Public	09-Pacific	United Stat	California	Santa Ana	561210		Base Conti	Awarded	\$10.1M - \$20M				Agency Fui	3rd (April 1 -	2031			
1834	22200	C64 Reach C64 Reach C64 Reach 4/5 months	U.S. Bureau of Reclam	United Stat	To be Dete	Unknown				541620	New Requirement	Base Conti	Awarded	\$1.1M - \$2M				To Be Dete	4th (July 1 -	2024			
1968	31307	Arizona Lu Custodial; Custodial; General Se	PBS-Public	09-Pacific	United Stat	Arizona	Lukeville			561720	Exercise of Option	Base Conti	Awarded	\$1.1M - \$2M				Agency Fui	3rd (April 1 -	2024	3/1/2022		
1970	31309	Environme Environme Environmental monito	U.S. Bureau of Reclam	United Stat	To be Dete	Multiple				541620	Recompete	Base Conti	Awarded	\$1.1M - \$2M				Other Ager	4th (July 1 -	2024			
1993	31534	Stand Alon Stand Alon Stand Alone Printer	U.S. Bureau of Reclam	United Stat	Arizona	Yuma				334118	New Requirement	Base Conti	Awarded	Below \$150K				To Be Dete	3rd (April 1 -	2024			
1994	31536	Xconnect Xconnect Xconnect System Soft	U.S. Bureau of Reclam	United Stat	Arizona	Yuma				511210	New Requirement	Base Conti	Awarded	Below \$150K				To Be Dete	3rd (April 1 -	2024			
1998	31540	Paving IDIC Paving IDIC Paving IDIC	U.S. Bureau of Reclam	United Stat	Arizona	Multiple				237310	New Requirement	Base Conti	Awarded	\$150K - \$250K				To Be Dete	3rd (April 1 -	2024			
2006	31548	PS1 Bulk C Bulk Chem Bulk Chem Departme	U.S. Bureau of Reclam	United Stat	Arizona	Yuma				325180	Recompete	Base Conti	Awarded	\$150K - \$250K				Other Ager	4th (July 1 -	2024			
2014	31557	Computer YAWMS Cc YAWMS Computer Rej	U.S. Bureau of Reclam	United Stat	Arizona	Yuma				334111	New Requirement	Base Conti	Awarded	Below \$150K				To Be Dete	3rd (April 1 -	2024			
2100	33161	Southwest Southwest Southwest Departme	U.S. Bureau of Reclam	United Stat	Arizona	Multiple				541620	Recompete	Base Conti	Awarded					Agency Fui	3rd (April 1 -	2022			
2129	33378	Refurbish FAR Part 1 FAR Part 14; Small Bu	U.S. Bureau of Reclam	United Stat	California	Lewiston				237990	New Requirement	Base Conti	Awarded	\$2.1M - \$5M				Other Ager	4th (July 1 -	2024			
2143	33494	Prefabrica Supply and Supply and Install Pref	U.S. Bureau of Reclam	United Stat	Arizona	Yuma				332311	New Requirement	Base Conti	Awarded	\$251K - \$500K				To Be Dete	4th (July 1 -	2024			
2197	33695	Lake Thun Lake Thun Lake Thunderbird Rec	U.S. Bureau of Reclam	United Stat	Oklahoma	Norman				237990	New Requirement	Base Conti	Awarded	\$1.1M - \$2M				Other Ager	4th (July 1 -	2024	6/3/2024		
4170	35724	Dual Rotar Dual Rotar Dual Rotary Drill Rig fo	U.S. Bureau of Reclam	United Stat	Arizona	Yuma				333132	New Requirement	Base Conti	Awarded	\$1.1M - \$2M				Other Ager	2nd (Janua	2024			
4171	35727	Boom Crar Boom Crar Boom Crane Truck for	U.S. Bureau of Reclam	United Stat	Nevada	Boulder Cr				333923	New Requirement	Base Conti	Awarded	\$251K - \$500K				Other Ager	4th (July 1 -	2024			
5709	37568	Cableway Cableway Cableway Crane Load	U.S. Bureau of Reclam	United Stat	Nevada	Boulder Cr				238910	New Requirement	Base Conti	Awarded	Below \$151 #####				Other Ager	4th (July 1 -	2024			
5716	37575	Station Ser Replace to Replace to Departme	U.S. Bureau of Reclam	United Stat	Arizona	Bullhead C				333912	New Requirement	Base Conti	Awarded	Below \$150K				Other Ager	3rd (April 1 -	2024			
5764	37623	Coachella Asbestos Asbestos Asbestos A	U.S. Bureau of Reclam	United Stat	California	Thermal				562910	New Requirement	Base Conti	Awarded	Below \$150K			#####	Other Ager	2nd (Janua	2024			

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Best Practices

Acquisition Strategy/Type of Set-Aside

- Identify **Award Status** to determine if the opportunity is a new, recurring, or already awarded requirement
- Determine if the opportunity is planned for award to an “Other than small business” or if it will be **set aside** for a small business or socioeconomic small business.
- Final decisions on the extent of competition or small business participation will not be made until a solicitation is posted to the <https://sam.gov/content/opportunities>



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Best Practices

Correspondence with Listed POC's

- Note the Award Status before contacting POC's. Generally the active statuses are the best time to reach out
- Include the listed Small Business Technical Advisor (SBTA) or Small Business Specialist (SBS) in your correspondence with the POC when listed in the forecast



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References

- **Forecast of Contracting Opportunities**
acquisitiongateway.gov/forecast
- **Forecast Tool Fact Sheet**
<https://www.gsa.gov/cdnstatic/Forecast%20Tools%20-%20508%20-%2008262021.pdf>
- **Access More Resources at**
<https://buy.gsa.gov/interact/community/9/activity-feed>



Ready

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References

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