

TOOLS & RESOURCES FOR BUSINESS DEVELOPMENT

Getting to Know Your Target Agency



Federal Procurement Data System (FPDS) Next Generation – Searchable database of unclassified, prime contracts issued by Federal Government agencies.

<https://www.fpds.gov>



Performance.gov – A window into Federal agencies' efforts to deliver a smarter, leaner, and more effective government. The site informs the public of the progress underway to cut waste, streamline government, and improve performance. Find agency Strategic Plans and progress documents on this site.

<https://www.performance.gov/>



Oversight.gov – Search all Inspector General Reports in one place – very helpful for Capturing new business or finding the “problems” your target agency needs to resolve!

<https://www.oversight.gov/>

Contact Us To Obtain A Complete List Of Free, Online Resources To Find And Win New Business With The Federal Government!

ABOUT FEDINFORM™

FedInform™'s network of Business Development Analysts are engaged in one mission: to help client companies find and win new business with the Federal government. As a result of working with our team, companies pursue and win more work at less cost, contributing not only to top-line revenue but increasing market value. FedInform™'s Business Development Analysts have coached over 50 small business executives to achieve and surpass their expectations for top line business growth in Government Contracting by empowering Business Development leaders with critical and actionable information and insights to support informed decision making and successful execution of business development strategy. Our client firms have won over \$300 million in federal contracts. FedInform™ is unique in the market because we train and coach Business Development Analysts to apply proven, repeatable methodologies to the Business Development process. For a career field which has no formal training, no industry benchmarks, and no certifications, we seek to professionalize and standardize this role to provide our clients with reliable, expert Business Development Support.

Finding Opportunities



sam.gov – The official U.S. government website for people who make, receive, and manage federal awards. Use it to find contract opportunities, company information, and award data. In some cases, the Government is required to post opportunities on this site.

<https://www.sam.gov>



Acquisition.gov – Agency recurring procurement forecasts (not all forecasts, but shows several forecasts by Department)

<https://www.acquisition.gov/procurement-forecasts>



Government Accountability Office Reports – Reports published by the Government Accountability Office, which is the Federal agency that provides auditing, evaluation, and investigative services for the United States Congress.

<https://www.gao.gov>

Market Research and Other ETHICAL Stalkery



LinkedIn – Professional social network
<https://www.linkedin.com/>



Federal IT Dashboard – Access the same tools and analysis the Government uses to oversee the performance of Federal IT investments – including Exhibit 300's

<https://itdashboard.gov/>

Industry News, Resources, and Events



Defense Acquisition University – Join various communities within the Defense Acquisition University to expand your knowledge base, such as Acquisition Law, Small Business, or by Capability (Systems Engineering, Logistics, Data Management, etc.)

https://www.dau.edu/community-hub#All|title_asc



GovEvents – “Where Government Gathers” This central repository of events impacting the Federal contracting community allows you to plan your Business Development activity months in advance!

<https://www.govevents.com/>

Contact us for more information or to work with us: info@fedinform.us or 202-810-3158