Key Elements of an Effective Government Contracting Marketing Strategy

NYS ESD MWBE Business Development Webinar
December 20, 2016

Judy Wolf, NY SBDC Government Contracting Coordinator

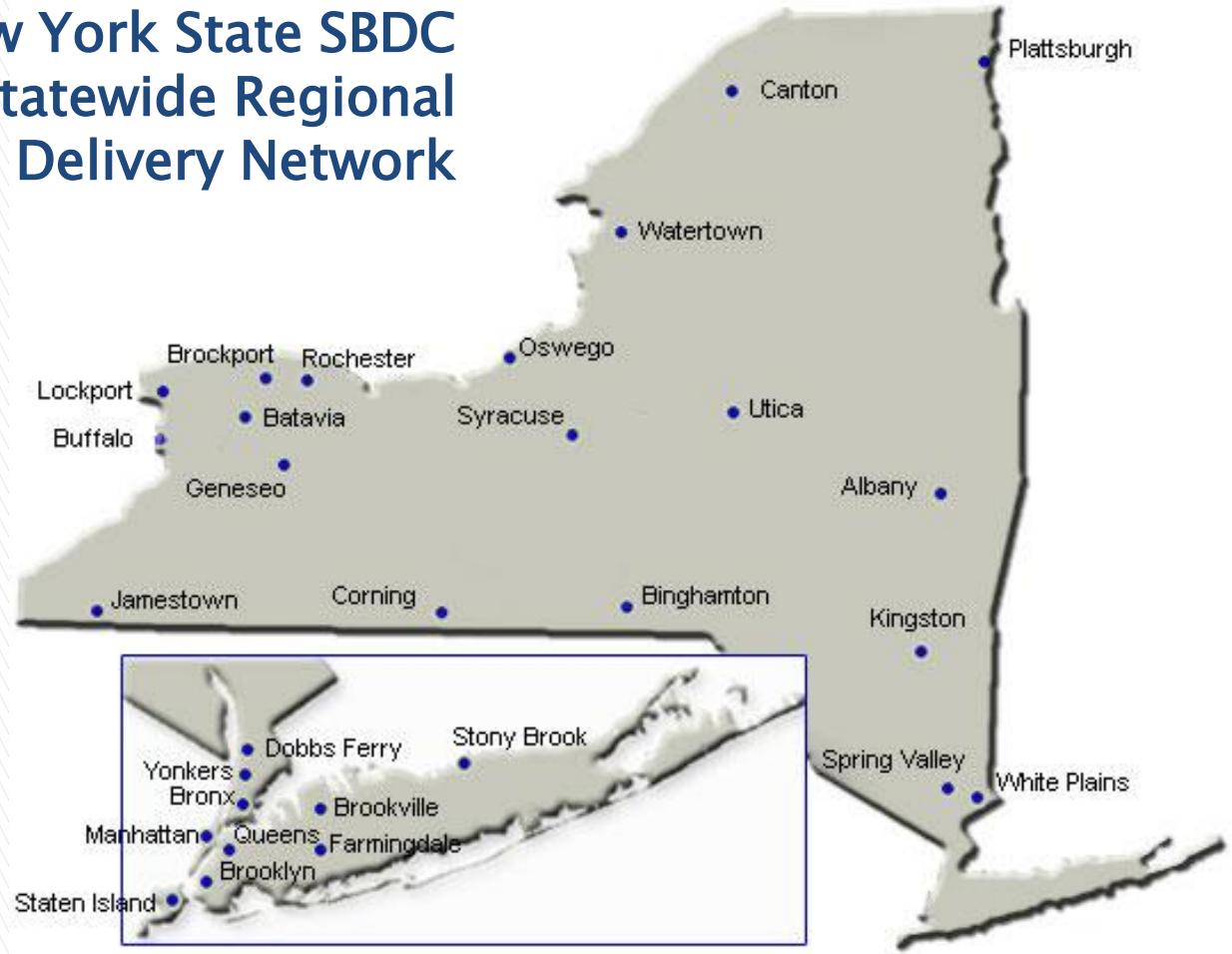
SUNY POLYTECHNIC INSTITUTE

What we'll cover today

- SBDC Services: Quick Overview
- How Governments Buy Things: Quick Review
- #1 Mistake of New Government Contractors
- RFP Timelines
- Business Development Lifecycle
- How to Implement a Capture Plan as a Small Business
  - Tools & Resources for Finding & Connecting with Your Audience
- Discretionary Spending
- Considerations for When – and When NOT – to respond to an RFP
- Tips for Improving Your Proposals

Supporting Small Business Statewide

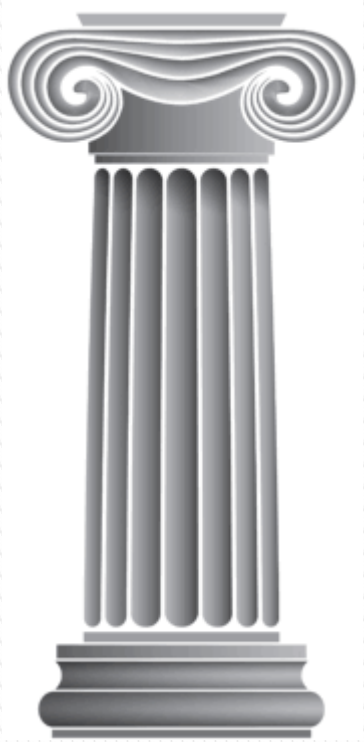
New York State SBDC Statewide Regional Center Delivery Network



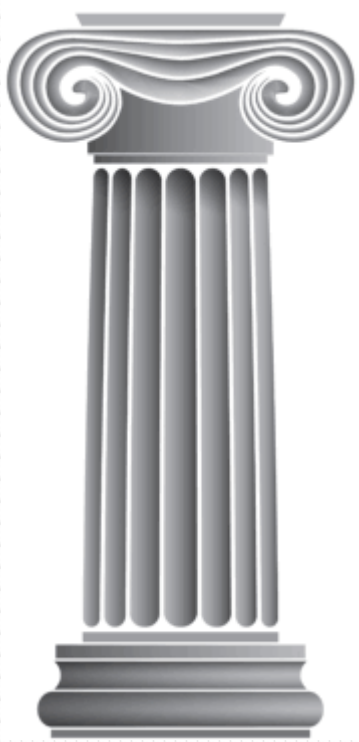
Small Business Development Center
Procurement Assistance

AMERICA'S SBDC NEW YORK

Four Key Pillars of SBDC Service



1. FREE, confidential business advisement
2. Training workshops and seminars
3. Research network access
4. Procurement Assistance Center & other statewide special programs



How Governments Buy Things

- Great presentation done for ESD by Lauren Linakis of the LaGuardia PTAC
  - What is an RFP?
  - How RFPs are created
  - General acquisition process
  - How to dissect an RFP
  - How to respond to an RFP

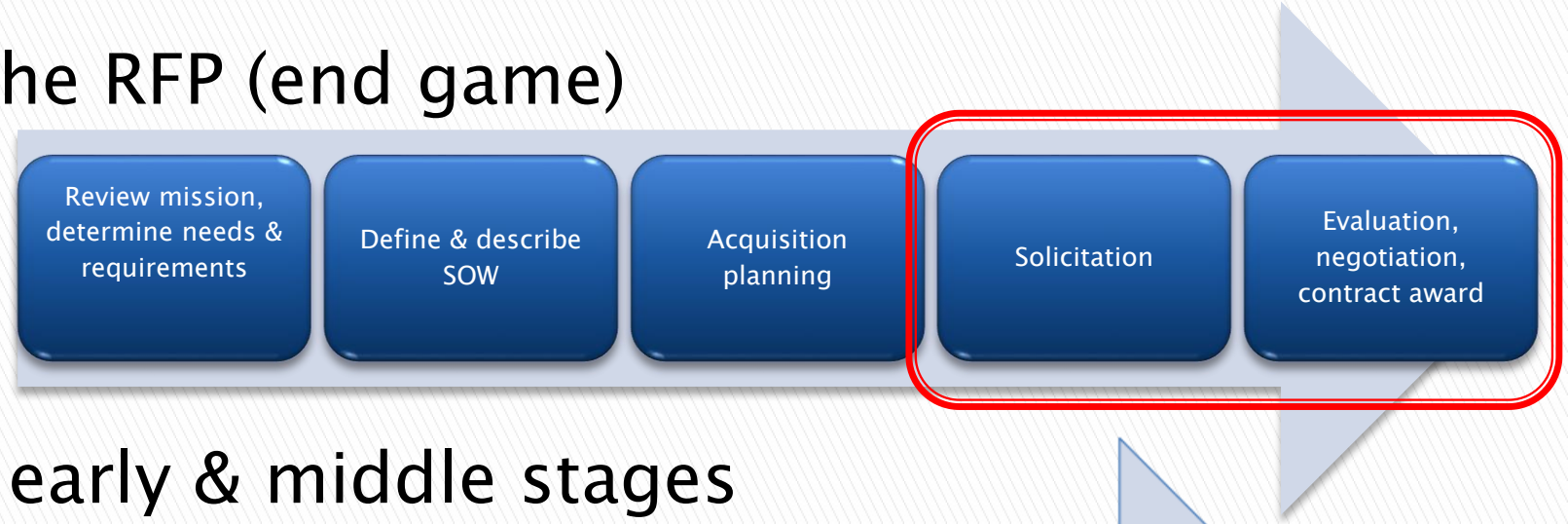
Highly Recommended!

How Government Buys Things

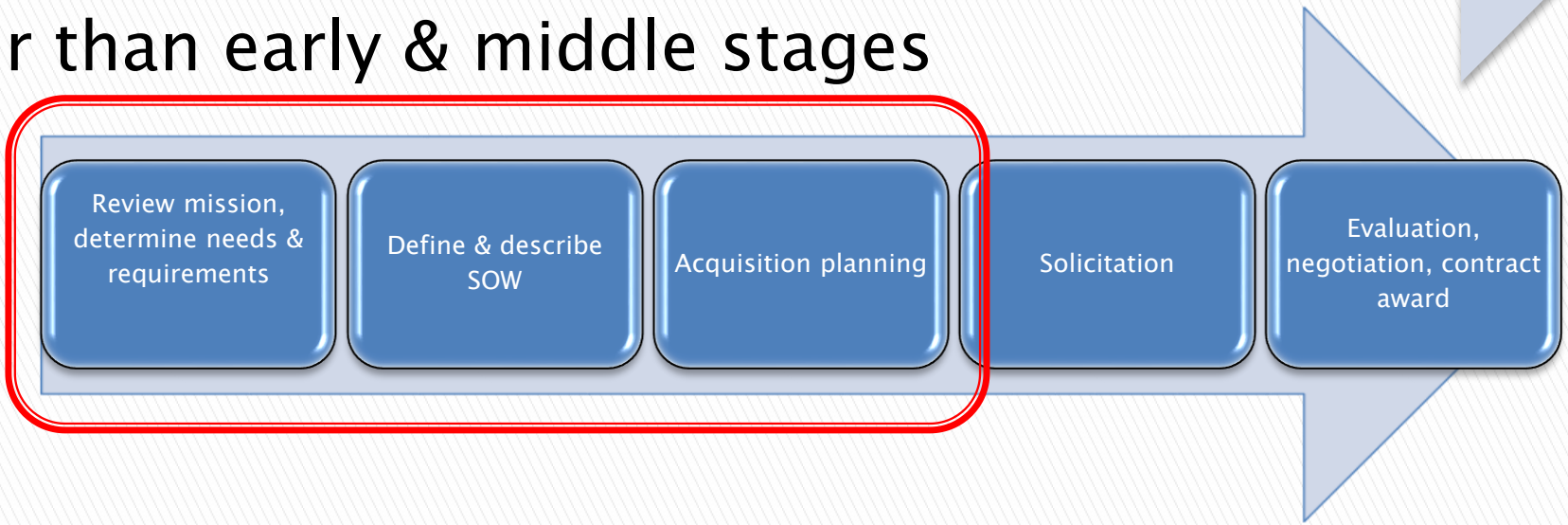
- What Lauren outlines about how RFPs are created:
  - Phase 1: Review mission, determine needs and requirements, define and describe the scope of work requirements
  - Phase 2: Acquisition planning, solicitation, evaluation, negotiation, contract award

#1 Mistake of New Gov't Contractors

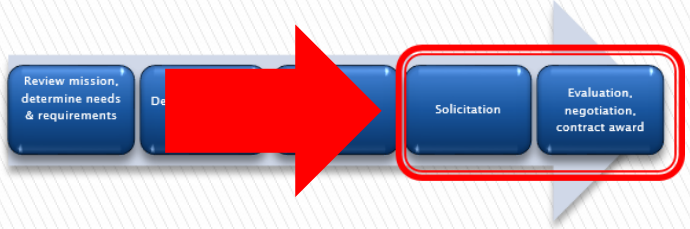
- Focusing on the RFP (end game)



- …rather than early & middle stages



RFP Timeline – Typical Vendor



RFP comes out (surprise!)

Review the RFP

Try to figure out what exactly they're looking for

Scramble around looking for context and positioning clues

Maybe do some research on the entity

Try to locate influencers

Look for partners to fill any capability gaps

Maybe check out the competition

Decide whether to respond

If yes, start writing – quickly! You don't have much time!

RFP Timeline – How the Pros See It

2+ years before RFP

- Identify prime targets & align with marketing plan
- Analyze potential opportunities
- Establish criteria to prioritize prospects for relationship building

1–2 years before RFP

- Sales ("capture") team builds strategy to determine * model customer needs & requirements
- Collaborate with customer on potential solutions
- Analyze competition
- Select subcontractors and partners

6 months before RFP

- Expand customer contacts
- Continue collaboration with customer on crafting SOW
- Start preparing draft proposal outline, tasks, budget, schedule
- Coordinate with subcontractors on teaming details, pricing, cost, proposal tasks

RFP release

- Review RFP, attend pre-proposal conference
- Finalize team
- Create compliance checklist and proposal management plan
- Hold proposal kickoff meeting, assign writers and SMEs
- Coordinate with finance/estimators
- Build in reviews & final compliance check
- Build in time to publish and submit

ShipleyAssociates

Business Development Lifecycle

Customer Milestones		Identify Need	Define Requirements	Release Draft RFP	Release Final RFP	Receive Proposal	Hear oral Presentation / Make Award
Lifecycle Phases	Phase 0. Market Segmentation	Phase 1. Long-Term Positioning	Phase 2. Opportunity Assessment	Phase 3. Capture	Phase 4. Proposal Planning	Phase 5. Proposal Preparation	Phase 6. Post-Submittal Activities
Milestones	Strategic Plan	Marketing/Campaign Decision	Identify Opportunity	Make Pursuit Decision	Make Preliminary Bid Decision	Validate Bid Decision	Submit Proposal
	Target strategic markets Analyze strategic relationships Define/make marketing and campaign decisions Assess market viability	Establish pursuit criteria Establish sales discipline Develop sales support capability Pre-strategize by market and competitor Target prospects and prepare account plans Build customer relationships	Gather intelligence about opportunity Determine probable competitors Assess business fit Evaluate ROI	Assign capture core team Draft capture/opportunity plan Approve capture plan Implement capture/opportunity plan Collaborate with customer on problem, analysis, vision, and requirements Collaborate on value proposition Identify and initiate teaming relationships Update capture/opportunity plan Mock up executive summary Prepare preliminary business case	Confirm/assign proposal core team Review lessons learned Define baseline solution and price to win Extend capture strategy into proposal strategy Prepare proposal management plan • Prepare compliance checklist • Outline proposal • Prepare proposal schedule • Select proposal team • Determine proposal style • Identify potential boilerplate Prepare writers' packages Draft executive summary Plan kickoff meeting	Hold kickoff meeting Plan responses • Review with proposal team • Outline answers or complete storyboards and mockups • Draft headings, themes, visuals, and action captions Initiate detailed cost estimates Update executive summary Hold Pink Team review Freeze design/offering Draft and revise text Finalize business case Hold Red Team review Respond to Red Team Complete detailed edit Gain final management approval Produce proposal	Archive materials Update closure strategy Respond to questions Make oral presentation Update offer and resubmit Receive award notice Attend debrief Document lessons learned

ShipleyAssociates

Business Development Lifecycle

Customer Milestones	Identify Need	Define Requirements	Release Draft RFP	Release Final RFP	Receive Proposal	Hear oral Presentation / Make Award
Lifecycle Phases	Phase 0. Market Segmentation / Phase 1. Long-Term Positioning	Phase 2. Opportunity Assessment	Phase 3. Capture	Phase 4. Proposal Planning	Phase 5. Proposal Preparation	Phase 6. Post-Submittal Activities
Milestones	Strategic Plan / Marketing/Campaign Decision	Identify Opportunity	Make Pursuit Decision	Make Preliminary Bid Decision	Validate Bid Decision / Submit Proposal	

Phase 0. Market Segmentation
- Target strategic markets
- Analyze strategic relationships
- Define/make marketing and campaign decisions
- Assess market viability

Phase 1. Long-Term Positioning
- Establish pursuit criteria
- Establish sales discipline
- Develop sales support capability
- Pre-strategize by market and competitor
- Target prospects and prepare account plans
- Build customer relationships

Phase 2. Opportunity Assessment
- Gather intelligence about opportunity
- Determine probable competitors
- Assess business fit
- Evaluate ROI

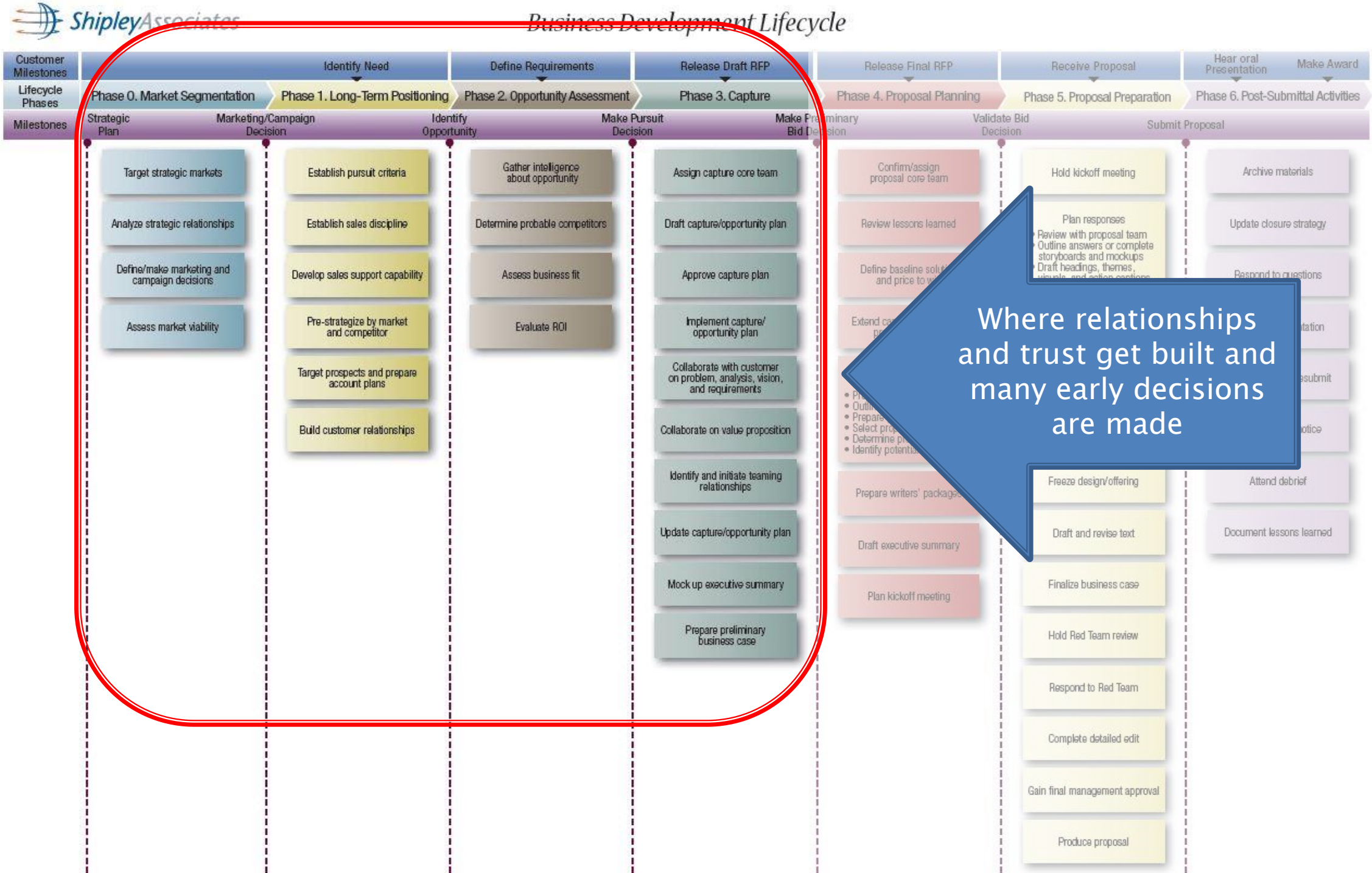
Phase 3. Capture
- Assign capture core team
- Draft capture/opportunity plan
- Approve capture plan
- Implement capture/opportunity plan
- Collaborate with customer on problem, analysis, vision, and requirements
- Collaborate on value proposition
- Identify and initiate teaming relationships
- Update capture/opportunity plan

Phase 4. Proposal Planning
- Confirm/assign proposal core team
- Review lessons learned
- Define baseline solution and price to win
- Extend capture strategy into proposal strategy
- Prepare proposal management plan
  - Prepare compliance checklist
  - Outline proposal
  - Prepare proposal schedule
  - Select proposal team
  - Determine proposal style
  - Identify potential boilerplate
- Prepare writers' packages
- executive summary
- eting

Phase 5. Proposal Preparation
- Hold kickoff meeting
- Plan responses
  - Review with proposal team
  - Outline answers or complete storyboards and mockups
  - Draft headings, themes, visuals, and action captions
- Initiate detailed cost estimates
- Update executive summary
- Hold Pink Team review
- Freeze design/offering
- Draft and revise text
- Finalize business case
- Hold Red Team review
- Respond to Red Team
- Complete detailed edit
- Gain final management approval
- Produce proposal

Phase 6. Post-Submittal Activities
- Archive materials
- Update closure strategy
- Respond to questions
- Make oral presentation
- Update offer and resubmit
- Receive award notice
- Attend debrief
- Document lessons learned

Where most vendors focus


ShipleyAssociates
Business Development Lifecycle
Customer Milestones
Lifecycle Phases
Milestones
Identify Need
Define Requirements
Release Draft RFP
Release Final RFP
Receive Proposal
Hear oral Presentation
Make Award
Phase 0. Market Segmentation
Phase 1. Long-Term Positioning
Phase 2. Opportunity Assessment
Phase 3. Capture
Phase 4. Proposal Planning
Phase 5. Proposal Preparation
Phase 6. Post-Submittal Activities
Strategic Plan
Marketing/Campaign Decision
Identify Opportunity
Make Pursuit Decision
Validate Bid Decision
Submit Proposal
Target strategic markets
Analyze strategic relationships
Define/make marketing and campaign decisions
Assess market viability
Establish pursuit criteria
Establish sales discipline
Develop sales support capability
Pre-strategize by market and competitor
Target prospects and prepare account plans
Build customer relationships
Gather intelligence about opportunity
Determine probable competitors
Assess business fit
Evaluate ROI
Assign capture core team
Draft capture/opportunity plan
Approve capture plan
Implement capture/ opportunity plan
Collaborate with customer on problem, analysis, vision, and requirements
Collaborate on value proposition
Identify and initiate teaming relationships
Update capture/opportunity plan
Mock up executive summary
Prepare preliminary business case
Confirm/assign proposal core team
Review lessons learned
Prepare writers' packages
Draft executive summary
Plan kickoff meeting
Hold kickoff meeting
Plan responses
Review with proposal team
Outline answers or complete storyboards and mockups
Draft headings, themes,
Freeze design/offering
Draft and revise text
Finalize business case
Hold Red Team review
Respond to Red Team
Complete detailed edit
Gain final management approval
Produce proposal
Archive materials
Update closure strategy
Respond to questions
Attend debrief
Document lessons learned
Where relationships and trust get built and many early decisions are made

Reality Check

The authors of *Powerful Proposals: How to Give Your Business the Winning Edge* estimate that responding blindly to RFPs after they come out (the end game) gives you a

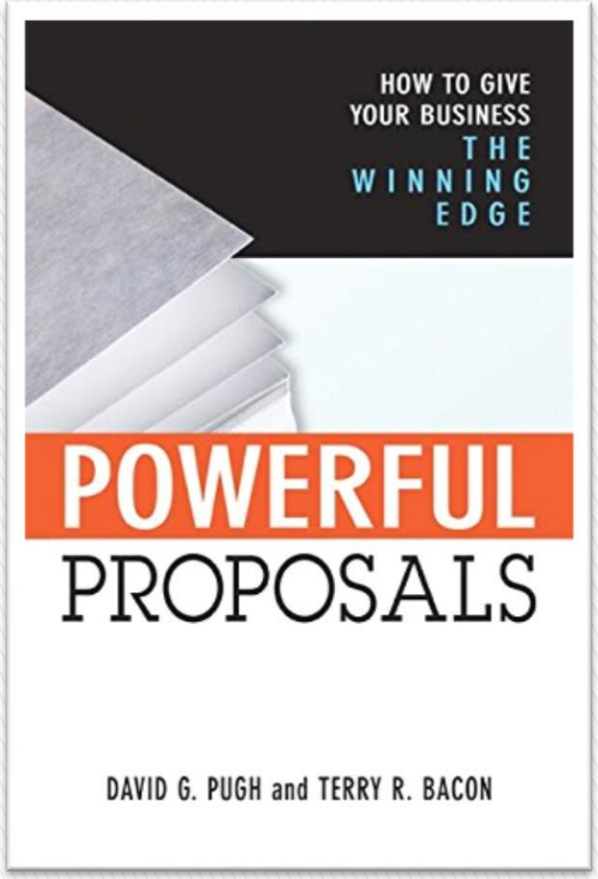
10% chance of winning

vs.

companies that cultivate relationships in the early and middle stages of the game and enjoy a

60 to 70% chance of winning.

Wow!

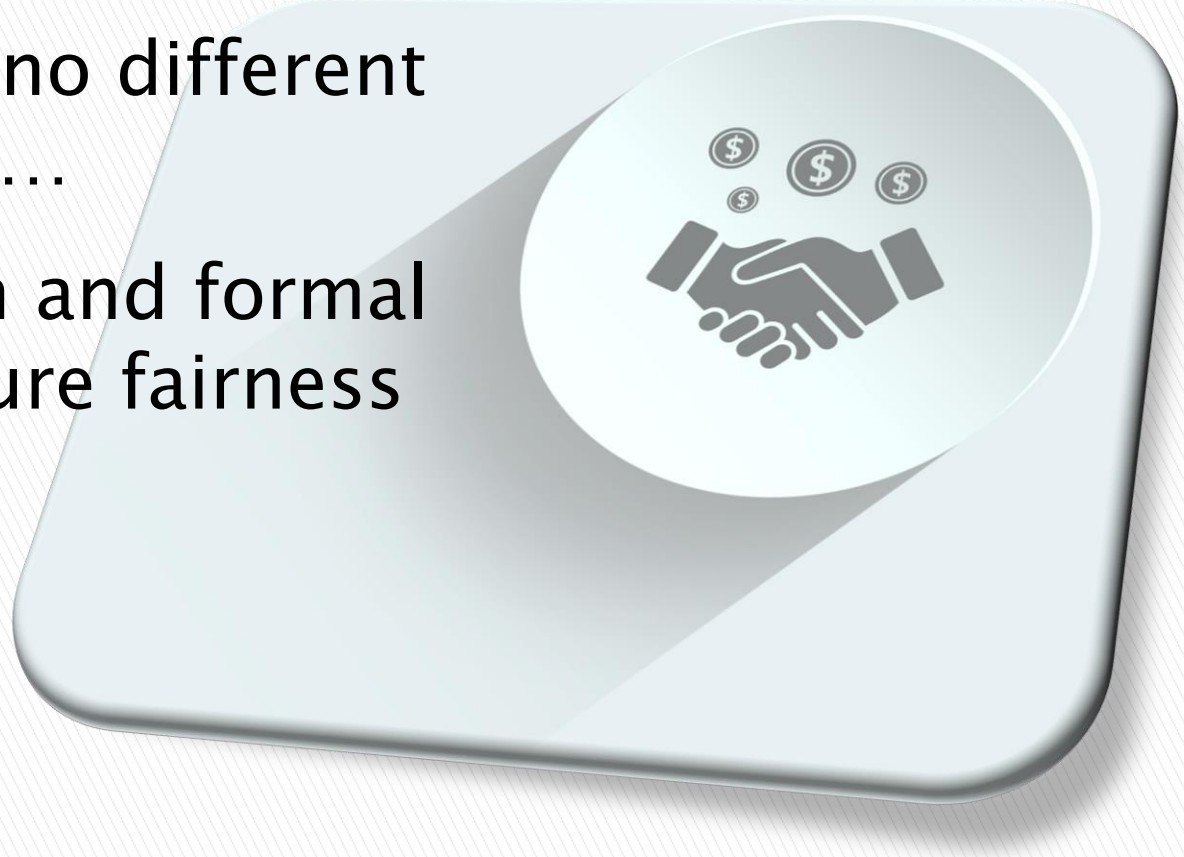


Small Business Owner Reality Check

How Are You Supposed to Do All This?!

- **The good news: You already do some!**
- Government procurement is no different than any other sales process…

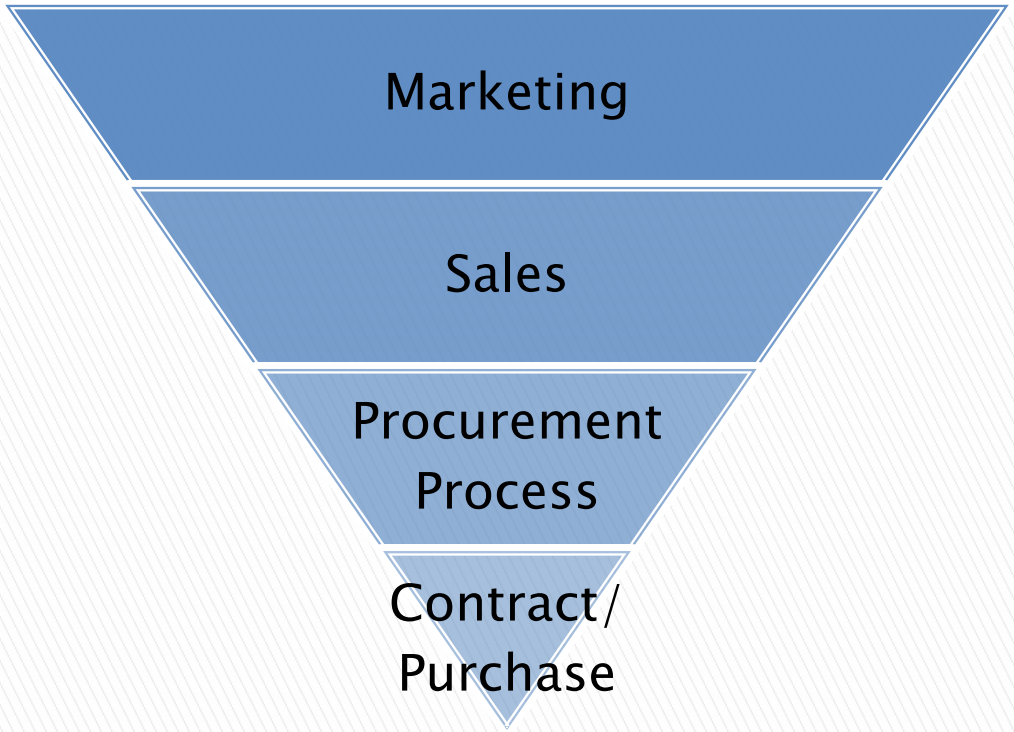
…it just includes a more open and formal procurement process to ensure fairness and cost effectiveness
(this is a good thing!)



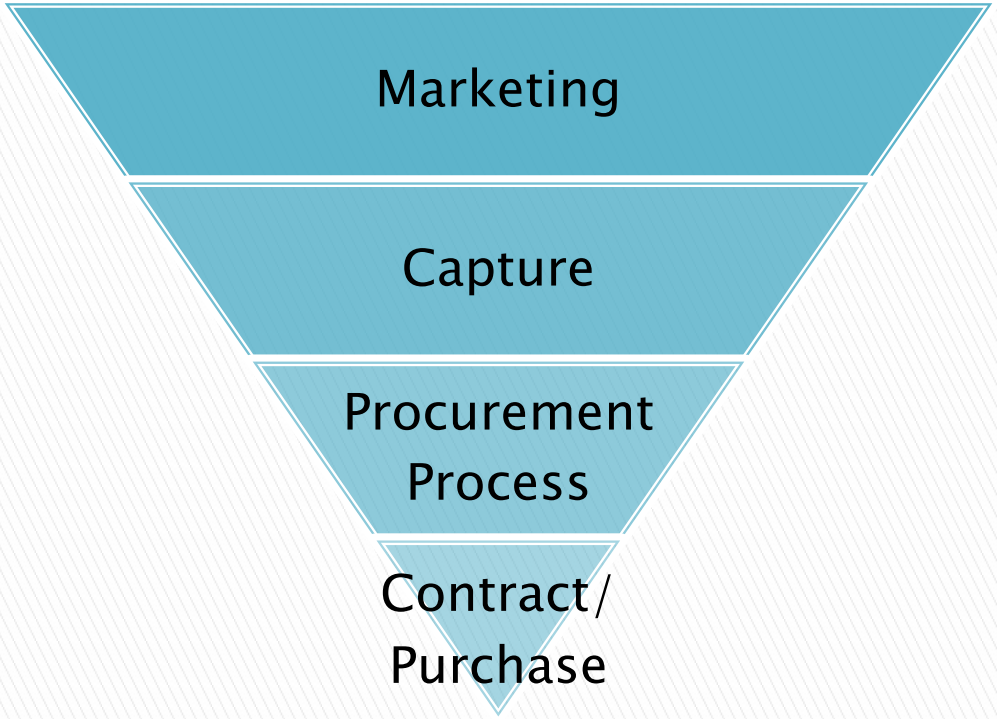
How Do You Develop Those Relationships?

Your Business Development Strategy

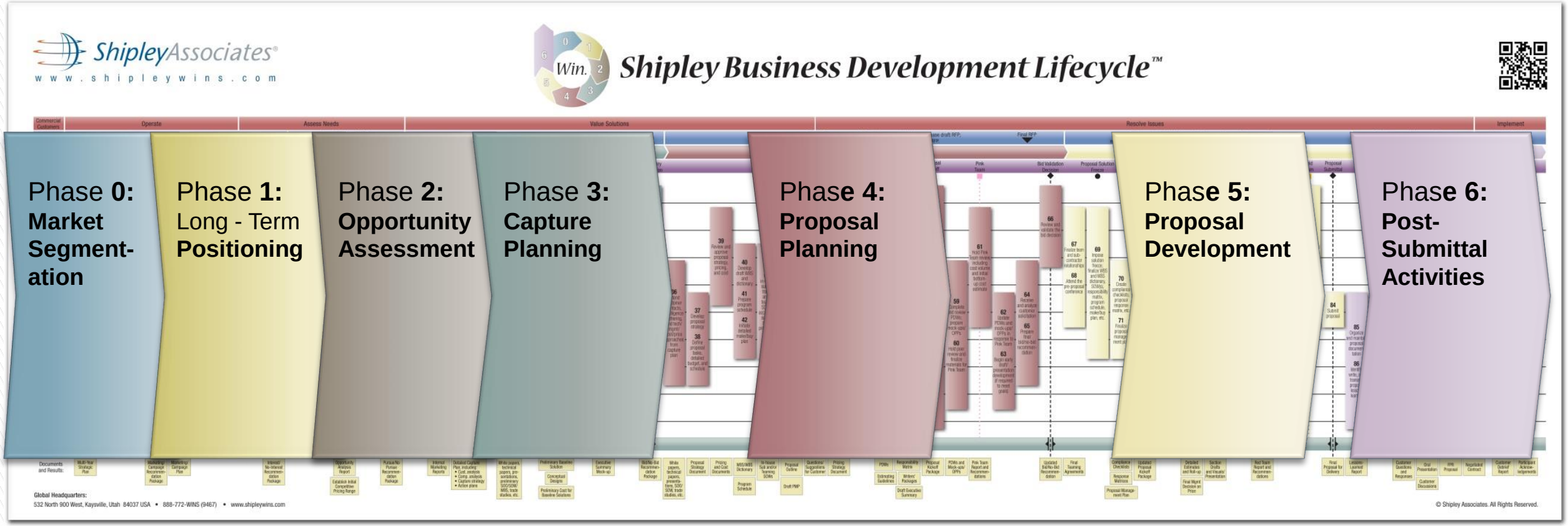
Private Sector



Public Sector



Business Development Lifecycle



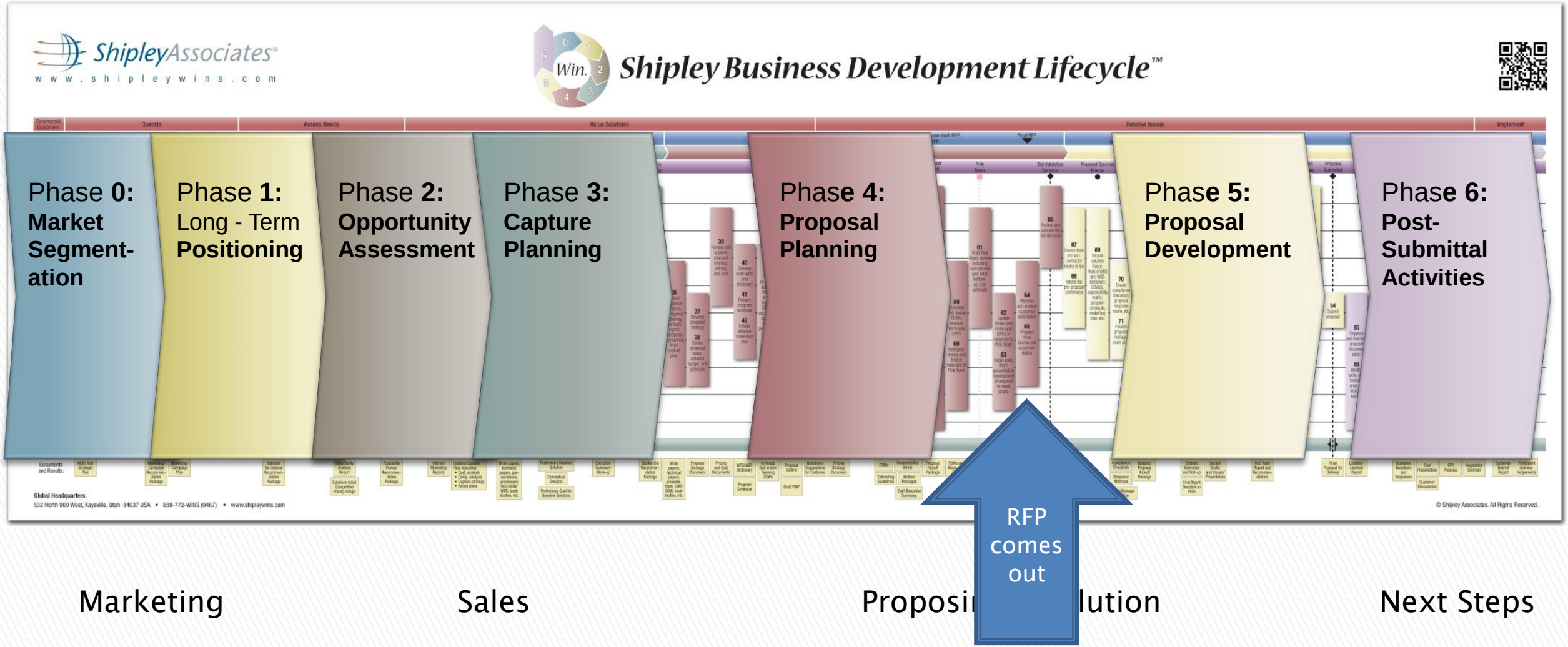
Marketing

Sales

Proposing a Solution

Next Steps

The Only Difference in the Public Sector?



Marketing Sales Proposi lution Next Steps

How Do You Develop Those Relationships?

Don't overcomplicate it!

Your strategy as a small business may be as simple as having a cohesive marketing – sales – proposal strategy

Business Development Strategy

- Understand your audience and their operating environment
  - Their **goals**, purchasing parameters / **procurement regulations**; and the **purchasing vehicles** they have available
    - What do they want?
    - What rules do they have to follow to get it?
    - How and where do they find and buy what they need?

- **Goals:**
  - Fair and open competition
  - Best value for taxpayers/public
  - Special programs to level the playing field (e.g., small business set asides, MWBE utilization goals, etc.), increase competition, and rectify historical imbalances

Business Development Strategy

- **Procurement regulations**
  - **State**
    - NYS Procurement Guidelines http://ogs.ny.gov/bu/pc/Docs/Guidelines.pdf
    - Discretionary Purchasing Guidelines http://www.ogs.ny.gov/procurecounc/pdfdoc/DiscretionaryPurchasingGuidelines.pdf
    - Discretionary Thresholds http://www.ogs.ny.gov/Bu/PC/docs/PnpDiscretionaryThresholds.pdf
    - Using Discretionary Spending https://purchasingforum.ogs.ny.gov/course/using-discretionary-spending
  - **Federal**
    - Federal Acquisition Regulations (FAR)
      - https://www.sba.gov/contracting/contracting-officials/federal-acquisition-regulations-far
      - https://www.acquisition.gov/?q=browsefar

Business Development Strategy

- **Purchasing vehicles**
  - **State**
    - Preferred sources
    - Centralized contracts
    - Agency contracts
    - Discretionary spending
    - https://nyspro.ogs.ny.gov/sites/default/files/uploaded/DoingBusinessWithNYS.pdf

Business Development Strategy

- **Purchasing vehicles**
  - **Federal**
    - FedBizOpps (FBO) (https://www.fbo.gov)
    - GSA schedules (https://www.gsa.gov)
    - Micro purchases (<$3,500) (http://www.acq.osd.mil/dpap/pdi/pc/faq.html#q1)
    - Reverse auctions (http://www.fedbid.com)
    - Set aside and sole source contracts
    - Federal Acquisition Regulations (FAR) https://www.acquisition.gov/?q=browsefar
    - Trainings:
      - https://www.sba.gov/contracting
      - http://www.gsa.gov/portal/content/105344
      - Give Me 5 webinars (http://www.giveme5.com)

Your Audience

- To whom are you selling?
  - Agency procurement / purchasing / contracting officers
  - Technical end user within the agency
  - Prime contractors
    - Procurement managers
    - Project managers
    - Sales & marketing team members
    - Leadership / decision makers
  - Potential teaming partners, especially ones with existing relationships with agencies & prime contractors
  - Referral sources / influencers / decision makers

Where Do They Hang Out?

- At their office/work location
  - Ask for a meeting!
- Professional associations
  - Profession / area of expertise
  - Business (e.g., chambers of commerce)
- Conferences & Expos
- Industry events
- Networking events
- Continuing education seminars
- On site at projects
- Government council & committee meetings

Hint for Finding Agencies to Contact

- Who's buying what you sell?
  - State
    - Directory of Frequently Purchased Commodities & Services
      - http://www.osc.state.ny.us/reports/fiscal/directorycommodities.pdf
    - Open Book New York
      - http://www.openbooknewyork.com
    - Agency forecasts
      - https://www.nyscr.ny.gov
    - State budget
      - https://www.budget.ny.gov

Frequently Purchased Commodities & Services

Section 1 – Expenditures for Commodities and Services

Professional Services - 1

Category	Spending by Category	Subcategory	Spending by Subcategory
Building/Property	$ 296,423,570	Asbestos Abatement	$ 65,534
		Boilers	$ 1,329,751
		Cleaning – Non-State Facilities	$ 1,498,207
		Cooling/Refrigeration Services	$ 9,105
		Custodial	$ 185,314,778
		Electrical	$ 8,525,247
		Elevators	$ 2,091,369
		Fire Alarm/Suppression	$ 5,750,095
		Generators	$ 713,039
		HVAC/Chiller	$ 7,507,432
		Industrial Services	$ 5,491,327
		Industrial Truck/Tractor Operators	$ 20,093
		Lawn Services	$ 2,795,534
		Management of State Facilities	$ 20,745,968
		Medical Waste Removal	$ 778,435
		Movers	$ 1,023,800
		Pest Control	$ 1,725,445

http://www.osc.state.ny.us/reports/fiscal/directorycommodities.pdf

Agency	Administrative/ Clerical	Advertising/ Marketing	Architect/ Engineering/ Environmental	Building/ Property	Client	Conferences/ Training	Financial
Adirondack Park Agency	<$100,000		<$100,000	<$25,000		<$25,000	<$25,000
Board of Elections	<$100,000	<$1.0 M			<$25,000	<$25,000	
City University Construction Fund	<$100,000			<$250,000	<$100,000		<$25,000
City University of New York	<$10.0 M	<$10.0 M	<$50.0 M	<$5.0 M	<$50.0 M	<$5.0 M	<$50.0 M
Commission on Quality of Care & Advocacy for Persons with Disabilities						<$25,000	
Commission on Judicial Conduct	<$25,000	<$25,000		<$25,000		<$25,000	
Commission on National & Community Service		<$25,000	<$250,000		<$25,000	<$100,000	
Corcraft	<$250,000	<$25,000	<$250,000	<$1.0 M	<$25,000	<$100,000	<$100,000
Council on the Arts	<$100,000			<$25,000	<$25,000		
Department of Agriculture and Markets	<$10.0 M	<$5.0 M	<$50.0 M	<$5.0 M	<$50.0 M	<$25,000	<$250,000
Department of Civil Service	<$5.0 M	<$250,000			<$25,000	<$25,000	<$1.0 M
Department of Correctional Services and Community Supervision	<$5.0 M	<$250,000	<$250,000	<$5.0 M	<$50.0 M	<$100,000	<$250,000
Department of Economic Development	<$5.0 M	<$5.0 M		<$25,000	<$1.0 M	<$250,000	<$25,000
Department of Environmental Conservation	<$50.0 M	<$100,000	<$50.0 M	<$5.0 M	<$1.0 M	<$250,000	<$1.0 M
Department of Environmental Conservation - Oil Spill			<$50.0 M				
Department of Financial Services	<$5.0 M	<$25,000		<$1.0 M	<$100,000	<$250,000	<$5.0 M
Department of Health	<$100.0 M	<$50.0 M	<$1.0 M	<$5.0 M	>$100.0 M	<$1.0 M	<$50.0 M
Department of Labor	<$50.0 M	<$100,000	<$10.0 M	<$5.0 M	<$100,000	<$100,000	<$5.0 M
Department of Law	<$5.0 M	<$25,000	<$100,000	<$5.0 M	<$1.0 M	<$250,000	<$25,000
Department of Motor Vehicles	<$50.0 M	<$50.0 M	<$25,000	<$5.0 M	<$5.0 M	<$25,000	<$5.0 M

NYS Contract Opportunities e-Book

New York State Office of Mental Health

The New York State Office of Mental Health (OMH) operates 23 Psychiatric Centers, including two (2) Research Institutes that serve over 700,000 individuals each year throughout New York State. The OMH also regulates, certifies, and oversees more than 4,500 programs that are operated by local governments and non-profit agencies. These programs include inpatient and outpatient programs, emergency services, community support, residential, and family care programs. There are also programs within the Office of Mental Health that support critical research, which allows them to offer the most current and cutting-edge treatment(s) that aid in the prevention, treatment and recovery of those living with mental illness.

What We Do

The New York State Office of Mental Health promotes the mental health and well-being of all New Yorkers. Our mission is to facilitate recovery for youth to aged adults receiving treatment for serious mental illness, to support children and families in their social and emotional development, as well as, early identification and treatment of serious emotional disturbances, and to improve the capacity of communities across New York to achieve these goals.

What We Buy

The OMH procures a variety goods and services that support the daily operations and the needs of our patient population and staff at each of our Psychiatric Centers. Additionally, we procure a range of preventative maintenance contracts that support the structures located on each of our campuses. As a mental health agency we also procure behavioral health services including, peer and family advocates, a variety of therapy types, and staff training on therapeutic techniques.

How We Bid Our Work

When cost is the only determining factor in purchasing, the Office of Mental Health uses the "Invitation for Bid" procurement vehicle (IFB). IFBs are used to secure preventative maintenance services (HVAC, boilers and generators), beautician/barber services, snow removal, and Counseling services, to name a few.

Where cost is not the only factor in purchasing, the Office of Mental Health uses a "Request for Proposal" procurement vehicle (RFP). A RFP is primarily submitted as the means to identifying the solution to, and securing specialized services and specialized IT consulting needs.
The Office of Mental Health follows New York State Finance Law, Article 11 and works to support the growing initiatives associated with the Empire State Development's (ESDs) Minority and Women owned Business Enterprise Program (MWBE) and the Office of General Services (OGS) Service Disabled Veteran Owned Business (SDVOB) Program as they are outlined in Articles 15-A and 17-B of NYS Executive Law.

New Office of Mental Health contracting opportunities are posted on the New York State Contract Reporter website, available at:
https://www.nyscr.ny.gov/contracts.cfm

For more information on doing business with the Office of Mental Health, please see:
http://www.omh.ny.gov/omhweb/doing_business/

To contact us, please visit:
http://www.omh.ny.gov/omhweb/email/compose_mail.asp?fid=CBO

New York State omh Office of Mental Health

How to Connect With Us

Lee VanApeldorn
M/WBE Program Coordinator
New York State office of Mental Health

MWBE@omh.ny.gov
Tel. 518-549-5200
75 New Scotland Avenue
Albany, NY 12208

Paul J. Murray
M/WBE Program Coordinator
New York State office of Mental Health

MWBE@omh.ny.gov
Tel. 518-549-5200
75 New Scotland Avenue
Albany, NY 12208
www.omh.ny.gov

OPPORTUNITIES

VIEW OR DOWNLOAD

New York State Office of Parks, Recreation & Historic Preservation

The New York State Office of Parks, Recreation & Historic Preservation (OPRHP) is responsible for maintaining and promoting New York's 180 state parks and many historical sites.

What We Do

The mission of the Office of Parks, Recreation and Historic Preservation integrates the following objectives: to provide safe and enjoyable recreational and interpretive opportunities for all New York State residents and visitors and to be responsible stewards of our valuable natural, historic and cultural resources. The agency is responsible for conserving, protecting and enhancing these resources for public enjoyment today and into the future. With more than 225 diverse properties across the state, the agency offers visitors a variety of campgrounds, swimming beaches, golf courses, swimming pools, nature centers and more than 1,400 miles of trails. Our properties are also home to a variety of plant and animal life that occur naturally in these areas and help to clean and protect our environment.

What We Buy

The range of items which Parks buys is extensive—from unique curatorial supplies and materials needed for our Historic Preservation function, to the everyday nuts-and-bolts type materials required by our park maintenance staff to keep our Parks operating. Many purchases are actually for amounts which total less than $2500 and are made from firms that are local to our regional facilities. Each of Parks' regions also contract for a variety of services. The top categories of goods and services purchased by Parks are as follows: (i) building repair and maintenance, (ii) fuel for vehicle and equipment, (iii) clothing for patrons and staff, (iv) equipment and vehicle repair.

Parks, Recreation and Historic Preservation

How to Connect With Us

Ashley Arnold
Minority Business Specialist II

MWBE @parks.ny.gov
Tel. 518-486-2636
New York State Office of Parks, Recreation & Historic Preservation
Albany, NY 12238
www.nysparks.com

http://www.nysmwbeforum.org/opportunities/

New York State Office of Mental Health

The New York State Office of Mental Health (OMH) operates 23 Psychiatric Centers, including two (2) Research Institutes that serve over 700,000 individuals each year throughout New York State. The OMH also regulates, certifies, and oversees more than 4,500 programs that are operated by local governments and non-profit agencies. These programs include inpatient and outpatient programs, emergency services, community support, residential, and family care programs. There are also programs within the Office of Mental Health that support critical research, which allows them to offer the most current and cutting-edged treatment(s) that aid in the prevention, treatment and recovery of those living with mental illness.

What We Do

The New York State Office of Mental Health promotes the mental health and well-being of all New Yorkers. Our mission is to facilitate recovery for youth to aged adults receiving treatment for serious mental illness, to support children and families in their social and emotional development, as well as, early identification and treatment of serious emotional disturbances, and to improve the capacity of communities across New York to achieve these goals.

What We Buy

The OMH procures a variety goods and services that support the daily operations and the needs of our patient population and staff at each of our Psychiatric Centers. Additionally, we procure a range of preventative maintenance contracts that support the structures located on each of our campuses. As a mental health agency we also procure behavioral health services including, peer and family advocates, a variety of therapy types, and staff training on therapeutic techniques.

How We Bid Our Work

When cost is the only determining factor in purchasing, the Office of Mental Health uses the "Invitation for Bid" procurement vehicle (IFB). IFBs are used to secure preventative maintenance services (HVAC, boilers and generators), beautician/barber services, snow removal, and Counseling services, to name a few.

Where cost is not the only factor in purchasing, the Office of Mental Health uses a "Request for Proposal" procurement vehicle (RFP). A RFP is primarily submitted as the means to identifying the

New York State omh Office of Mental Health

How to Connect With Us

Lee VanApeldorn
M/WBE Program Coordinator
New York State office of
Mental Health

MWBE@omh.ny.gov
Tel. 518-549-5200
75 New Scotland Avenue
Albany, NY 12208

Paul J. Murray
M/WBE Program Coordinator
New York State office of
Mental Health

MWBE@omh.ny.gov
Tel. 518-549-5200
75 New Scotland Avenue
Albany, NY 12208
www.omh.ny.gov

OPPORTUNITIES

VIEW OR DOWNLOAD

NYS Agency Directory

ALL
Agencies

FILTER

- Administration
- Business
- Education
- Health and Human Services
- Local and Regional Authorities
- Public Safety
- Recreation and Environment
- Statewide Elected Officials
- Transportation and Utilities

REFINE

Keyword(s)

100 Agencies

Transportation and Utilities

511 Traffic, Travel and Transit Info

511NY

511 New York is the free, official one-stop, all-encompassing telephone and Web service offering information on transportation services and conditions throughout New York State. This information is available 24 h...

Website: http://511ny.org/

FOLLOW

Local and Regional Authorities

Adirondack Park Agency

Adirondack Park Agency

The Adirondack Park Agency (APA) was created in 1971 by the New York State Legislature to develop long-range land use plans for both public and private lands within the boundary of the Park. The APA is a New York...

Website: http://apa.ny.gov/

FOLLOW

Local and Regional Authorities

https://www.ny.gov/agencies

Agency Forecasts

Opportunities posted today 39
Opportunities posted in the last 7 days 146
Total available opportunities 657

The New York State Contract Reporter
NYSCR.ny.gov
NYS' official source of contracting opportunities
Bringing business and government together

Log Out
Contact Us
Help
Welcome back:
Judy Wolf

My Home | Business Registry | Site Resources | Procurement Resources | Notices and Reports
Events
Bulletins
Procurement Reports

Notices and Reports
Events
Bulletins
Procurement Reports

Quarterly and Semi-annual Projected Procurement Reports

State Agencies, SUNY & CUNY Campuses, NYS Public Authorities and Benefit Corporations are required to submit projected procurement reports classified by NYS Contract Reporter contracting categories. The reports displayed below forecast procurements between $5,000 and $50,000 quarterly and over $200,000 semi-annually.

Quarterly Projected Procurement Reports

State Agencies must submit for projected procurements between $5,000 and $50,000.
SUNY/CUNY must submit for projected procurements between $10,000 and $50,000.

- Oct 2016 - Dec 2016
- Jul 2016 - Sep 2016
- Apr 2016 - Jun 2016
- Jan 2016 - Mar 2016
- Oct 2015 - Dec 2015
- Jul 2015 - Sep 2015
- Apr 2015 - Jun 2015
- Jan 2015 - Mar 2015

Semi-annual Projected Procurement Reports

The following reports contain projected procurements over $200,000 by State Agencies, SUNY and CUNY campuses and NYS Public Authorities and Benefit Corporations.

- Jul 2016 - Dec 2016
- Jan 2016 - Jun 2016
- Jul 2015 - Dec 2015
- Jan 2015 - Jun 2015

Events
Read More
NYSDOT WorkSmart NY Orientation - Region 5
WorkSmart NY is an orientation program designed to provide firms a guide to working with the NYS Department of Transportation ...
Read More
See all events

Bulletins
QUALIFIED PRODUCT LIST (QPL)
Proprietary on Premises Software List by Vendor 2016-17 revised 11/28/16
NY START Region 5 RFA Questions and Answers
See all bulletins

Notices and Reports
- Events
- Bulletins
- Procurement Reports

Projected Procurement Report:

Quarterly Projected Procurement Report for Oct 2016 - Dec 2016

View Printer Friendly

State Agencies and SUNY & CUNY Campuses are required to submit reports of projected procurements, the value of which is estimated to be between $5,000 and $50,000 for state agencies, and between $10,000 and $50,000 for SUNY & CUNY campuses.

Search:

Show 10 entries

Agency	Division	Contact	Contract Categories
Aging, NYS Office of	Budget Services Unit 2 Empire State Plaza Albany, NY 12223	barbara allison 518-549-8983	• Administrative & Technical - *Consulting & Other Services*
Arts, NYS Council on the	Operations 300 Park Avenue South, 10th Floor New York, NY 10010	Brenda Brown 212-459-8827	• Administrative & Technical - *Consulting & Other Services* • Advertising, Graphic Arts, & Marketing - *Commodities* • Miscellaneous - *Commodities* • Miscellaneous - *Consulting & Other Services*
Children & Family Services, NYS Office of	Bureau of Contract Management 52 Washington Street South Bldg., Rm. 202 Rensselaer, NY 12144	Joseph Walsh 518-473-9351	• Miscellaneous - *Consulting & Other Services*
City University of New York (CUNY)	Brooklyn College 2900 Bedford Ave. Brooklyn, NY 11210-2889	Madonna Charles 718-951-5133	• Advertising, Graphic Arts, & Marketing - *Commodities* • Advertising, Graphic Arts, & Marketing - *Consulting & Other Services* • Agriculture, Forestry, Gardening, Landscaping, Lawn Maintenance & Snow Removal - *Commodities* • Facilities, Maintenance, Repair & Building Operations - *Commodities* • Freight, Moving & Warehousing - *Commodities* • Information Technology - *Commodities*

Showing 1 to 10 of 94 entries

First Previous 1 2 3 4 5 Next Last

Hint for Finding Agencies to Contact

- Who's buying what you sell?
  - Federal
    - USASpending.gov
    - Federal Procurement Data System
      - https://www.fpds.gov
    - Agency Recurring Procurement Forecasts
      - https://www.acquisition.gov/?q=procurement-forecasts
    - FedBizOpps (FBO)
      - http://fbo.gov

USASpending.gov

USA SPENDING.GOV
An official website of the U.S. Government

Search Data by Keyword | Search Site
Enter Keyword | Go
Advanced Data Search

HOME | ABOUT | WHERE IS THE MONEY GOING | REFERENCES | DOWNLOAD CENTER | CONTACT US

WHAT IS USASPENDING.GOV?

USAspending.gov is the publicly accessible, searchable website mandated by the Federal Funding Accountability and Transparency Act of 2006 to give the American public access to information on how their tax dollars are spent. Learn More...

OVERVIEW OF AWARDS - FY 2017

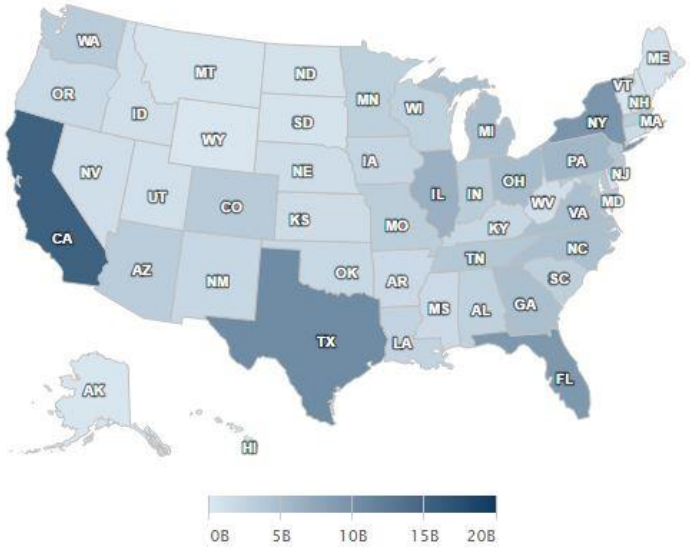
The federal agencies distribute funding through federal contracts, grants, loans, and other financial assistance. See the Overview of Awards by Fiscal Year trend graph for spending by all Fiscal Years.

*See explanation in Glossary

Text View of Overview of Awards

AWARDS BY STATE - FY 2017

Roll over map to see data. Click on state for more details



Text View of Awards by State

Small Business Development Center
Procurement Assistance

AMERICA'S SBDC NEW YORK

AGENCY PROFILE:DEPARTMENT OF LABOR

Department of Labor | Fiscal Year 2017 | Go

Total Funds Awarded - FY 2017
$2,450,771,049

Total Number of Transactions - FY 2017
1,881

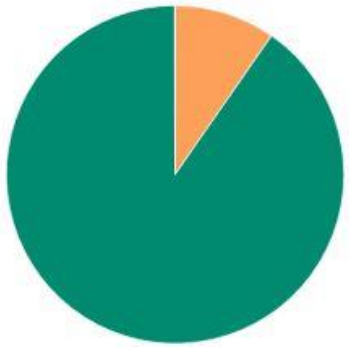
Total SubAward Funds - FY 2017
$92,466,857

Total SubAward Transactions - FY 2017
193

MORE DATA FOR DEPARTMENT OF LABOR

- Assistance Awards
- Contracts Awards

TOTAL FUNDS AWARDED BY TYPE



Contracts | Grants | Loans

Text View of Total Funds Awarded by Type

TOP PRIME RECIPIENTS

Contracts | Grants | Loans

1. ADAMS AND ASSOCIATES INC.	$32,391,318
2. RES-CARE INC.	$16,040,557
3. MANAGEMENT & TRAINING CORPORATION	$15,746,797
4. ODLE MANAGEMENT GROUP L.L.C.	$13,927,390
5. MINACT INC	$11,339,546
6. YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF GREATER LOS ANGELES	$9,383,348
7. AFOGNAK NATIVE CORPORATION	$8,684,911
8. Chugach Alaska Corporation	$7,246,948
9. PRUDENTIAL FINANCIAL INC.	$6,900,000
10. OWL COMPANIES	$5,742,159

Text View and More Details on All Contracts

AWARDS BY STATES

TOP AWARDING BUREAUS

1. Employment and Training Administration	$2,309,185,949
2. Pension Benefit Guaranty Corporation	$43,367,790
3. Occupational Safety and Health Administration	$30,273,371
4. Office of the Assistant Secretary for Administration and Management	$26,271,174
5. Veterans Employment and Training Services	$17,319,455

Text View and More Details on All Bureaus

Federal Procurement Data System

Federal Procurement Data System - Next Generation

» Home | » Newsroom | » Reports | » Status | » Worksite | » Archives | » Training | » Help |

Login

Log-In:

Password:

Log In

- » Forgot Your Password?
- » Security and Privacy
- » Contact Help Desk
- » You must click **here** for very Important D&B Information

Registration

- » Register
- » Who Should Register?

FAQs

- » FPDS-NG
- » ezSearch
- » ATOM Feed

Links

ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

NIA Extension for Hurricane Sandy

The expiration date for National Interest Action value 'Hurricane Sandy 2013' has been extended to 12/31/2017 on the FPDS-NG Production system. National Interest Action value **'Hurricane Sandy 2013'** (code H13S) is valid from **10/28/2012** to **12/31/2017**.

FY 2015 Small Business Goaling Report

FY 2015 Small Business Goaling Report is now available on the 'Reports' page of FPDS-NG.

Click here for the report.

The Small Business Goaling Report is a department level report that displays Small Business data for a specified date range by Funding/Contracting Agency.

Upgrade to TLS 1.2 and SHA2 for FPDS Integrators

Transport Layer Security (TLS) 1.0 was removed from FPDS-NG production on February 20, 2016. In accordance with the National Institute of Standards & Technology (NIST) Policy on Hash Functions, we also upgraded the FPDS-NG system to support SHA-2 SSL certificates. All systems will need to install a copy of the

NIA Expiration Date Extended to 2017

1. National Interest Action value 'Operation Freedom's Sentinel (OFS)' expiration date has been extended from 12/31/2015 to 12/31/2017 on the FPDS-NG Production System. National Interest Action value **'Operation Freedom's Sentinel (OFS)'** is valid from **01/01/2015** to **12/31/2017**.
2. National Interest Action value 'Operations in Iraq and Syria' expiration date has been extended from 09/30/2015 to 09/30/2017 on the FPDS-NG Production System. National Interest Action value **'Operations in Iraq and Syria'** is valid from **09/14/2015** to **09/30/2017**.

NIA Extensions for Hurricane Sandy and Operation United Assistance

1. National Interest Action value '**Hurricane Sandy**' expiration date has been extended from 09/30/2015 to 09/30/2016 on the FPDS-NG Production System.

National Interest Action value '**Hurricane Sandy**' is valid from **10/28/2012** to **09/30/2016**.

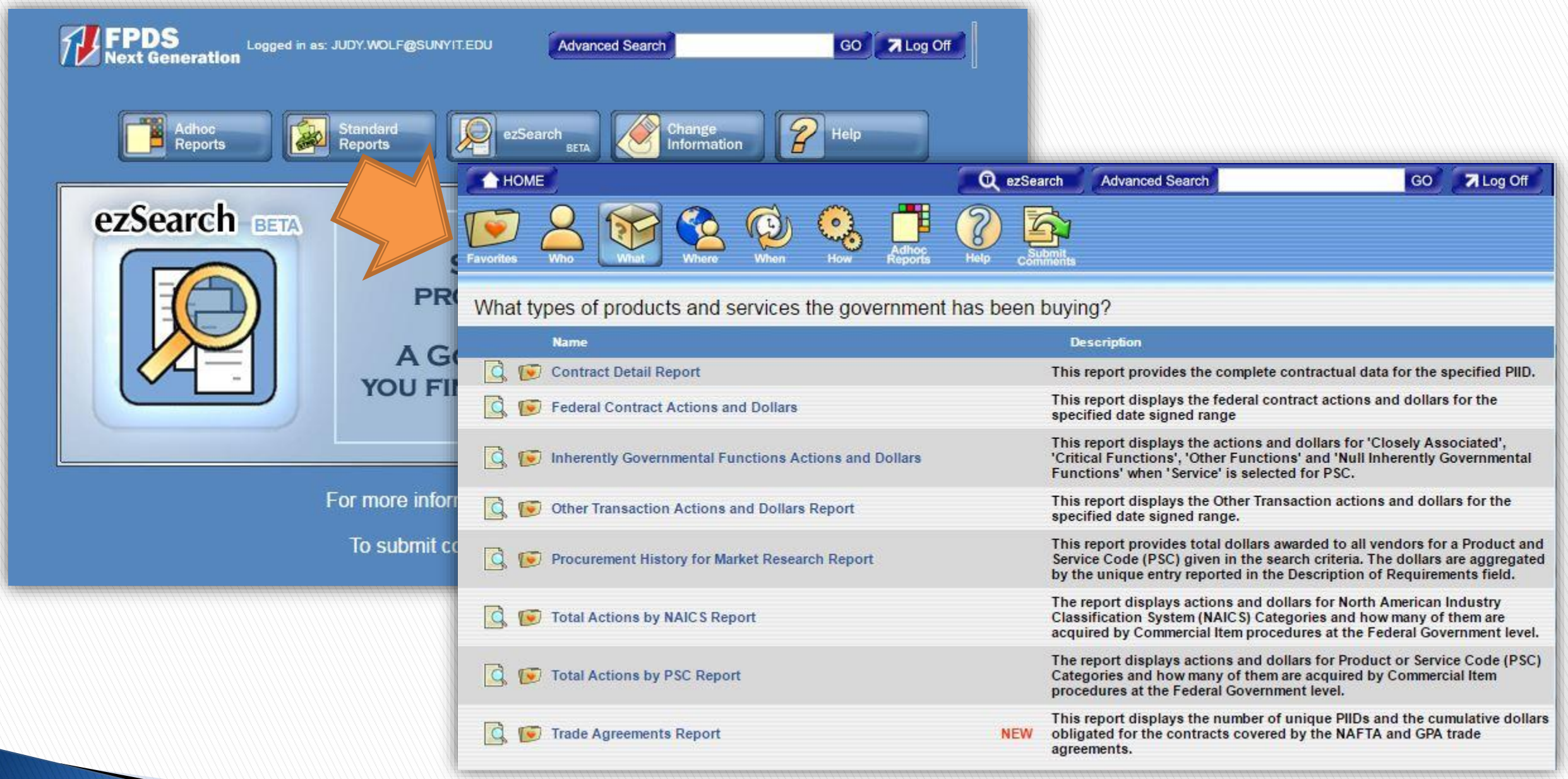
2. National Interest Action value 'Operation United

Top Requests

- » Recovery Report
- » Recovery Data (Recipient-Reported, Cumulative Summary)
- » Recovery Data (Recipient-Reported, FY2013Q4)
- » Hurricane Sandy Report
- » Hurricane Irene Report
- » Pacific Earthquake/Tsunami
- » Hurricane Earl Report
- » Gulf Oil Spill Report
- » Haiti Earthquake Report
- » Hurricane Katrina Report
- » Hurricane Rita Report
- » Other Hurricane/Disaster Relief
- » Oklahoma Tornado 2013 Report

Latest News

- » NIA Extension for Hurricane Sandy
- » Software Releases
- » Upcoming Releases
- » Data Management Fixes
- » Data Archives
- » Top 100 Contractors Report
- » FY 2015 Small Business Goaling Report


FPDS Next Generation
Logged in as: JUDY.WOLF@SUNYIT.EDU
Advanced Search
GO
Log Off
Adhoc Reports
Standard Reports
ezSearch BETA
Change Information
Help
ezSearch BETA
For more infor
To submit c
HOME
ezSearch
Advanced Search
GO
Log Off
Favorites
Who
What
Where
When
How
Adhoc Reports
Help
Submit Comments
What types of products and services the government has been buying?
Name
Description
Contract Detail Report
This report provides the complete contractual data for the specified PIID.
Federal Contract Actions and Dollars
This report displays the federal contract actions and dollars for the specified date signed range
Inherently Governmental Functions Actions and Dollars
This report displays the actions and dollars for 'Closely Associated', 'Critical Functions', 'Other Functions' and 'Null Inherently Governmental Functions' when 'Service' is selected for PSC.
Other Transaction Actions and Dollars Report
This report displays the Other Transaction actions and dollars for the specified date signed range.
Procurement History for Market Research Report
This report provides total dollars awarded to all vendors for a Product and Service Code (PSC) given in the search criteria. The dollars are aggregated by the unique entry reported in the Description of Requirements field.
Total Actions by NAICS Report
The report displays actions and dollars for North American Industry Classification System (NAICS) Categories and how many of them are acquired by Commercial Item procedures at the Federal Government level.
Total Actions by PSC Report
The report displays actions and dollars for Product or Service Code (PSC) Categories and how many of them are acquired by Commercial Item procedures at the Federal Government level.
Trade Agreements Report
NEW
This report displays the number of unique PIIDs and the cumulative dollars obligated for the contracts covered by the NAFTA and GPA trade agreements.

Agency Procurement Forecasts

FedBizOpps (FBO)

FBO Getting Started

FEDBIZOPPS.GOV Federal Business Opportunities

E·GOV USA.gov

Home | Getting Started | General Info | Opportunities | Agencies | Privacy

Buyers: Login | Register Vendors: Login | Register Accessibility

Getting Started

RETURN

- FBO Demonstration Videos
- Small Business Training Videos
- User Guides
- Frequently Asked Questions

ABOUT SSL CERTIFICATES

Small Business Training Videos

The following videos will help familiarize you with the features and functionality of the new FBO.
The Adobe Flash plugin is required to watch the following videos.

- Creating an Effective Search Agent
- Using the Watch List
- Searching for Small Business Events
- Opportunities for Pre-RFP Collaboration
- How to Download Notice Details and Attachments

For Help: Federal Service Desk Accessibility

FedBizOpps (FBO)

Opportunities

RETURN TO HOME

Opportunities List | Advanced Search | **Search Results** | Archives

Search Tip: Use the Advanced Search Form for a wide array of search fields. To view opportunities by agency, go to the Agencies section. A quick search can be conducted using the fields below.

Refine Results | Clear Search

1 - 20 of 21

Sort By Posted On (Desc.) ▼ Showing 20 ▼ per page 1 | 2 »

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
Vendor Collaboration - Next Generation Information Technology Services (NGITS) Industry Day HHS-ID-NGITS D -- Information technology services, including telecommunications services	Department of Health and Human Services Program Support Center Division of Acquisition Management	Special Notice	Nov 15, 2016
VENDOR COLLABORATION DHA HEALTH IT SMALL BUSINESS FORUM HT0015 D -- Information technology services, including telecommunications services	Other Defense Agencies Defense Health Agency Contract Operations Division - Falls Church	Special Notice (Modified)	Sep 09, 2016
Vendor Collaboration - NIDDK Porphyria Consortium NIDDK2016-0002 A -- Research & Development	Department of Health and Human Services National Institutes of Health National Institute of Child Health and Human Development	Special Notice	Jun 02, 2016
Vendor Collaboration - NIDDK Drug Induced Liver Network	Department of Health and Human Services		

National Assessment Governing Board Social Media Market Research Industry Day

Solicitation Number: EDNAGB16SOCIALMEDIA
Agency: Department of Education
Office: National Assessment Governing Board
Location: Executive Office

Notice Details | Packages | Print | Link

Complete View
- Original Synopsis
  Special Notice
  Jan 21, 2016
  1:57 pm
- Changed
  Feb 02, 2016
  5:04 pm
- Changed
  Feb 11, 2016
  12:40 pm

Return To Opportunities List | Watch This Opportunity | Add Me To Interested Vendors

Solicitation Number: EDNAGB16SOCIALMEDIA

Notice Type: Special Notice

Synopsis:
Added: Jan 21, 2016 1:57 pm

The Department of Education is issuing this Special Notice in order to complete Market Research and in order to engage in vendor collaboration. Please note there is no solicitation number at this time. EDNAGB16SOCIALMEDIA is the place holder tracking number until such time that a solicitation number is available.

Please see the attached document for additional details regarding the planned event and how to attend.

Introduction

The National Assessment Governing Board (hereafter referred to as the Governing Board) at the U.S. Department of Education (hereafter referred to as Department) is an independent, bipartisan board established under Public Law 107-279 to set policy for the National Assessment of Educational Progress (NAEP), also known as "The Nation's Report Card." The Board was created by

ALL FILES
- NAGB Industry Day Notice
  Jan 21, 2016
  - NAGB_Industry_Day_No...
- Industry Day Follow Up Materials - Q&A, Slides, Audio
  Feb 11, 2016
  - NAGB_Social_Media_In...
  - NAGB_Social_Media_In...
  - NAGB_Social_Media_In...
  - NAGB_Social_Media_In...

GENERAL INFORMATION

Notice Type:
Special Notice

Original Posted Date:
January 21, 2016

Posted Date:
February 11, 2016

Response Date:
Feb 25, 2016 5:00 pm Eastern

Original Response Date:

activities, including daily posts, campaigns, and chats. Although the Governing Board uses Facebook and Twitter in various communications activities, the Governing Board seeks assistance developing a comprehensive social media strategy to increase its audiences, refine content to better capture viewer attention, explore new channels and platforms that would be appropriate and relevant to exploit, improve its influence and presence in social media conversations, and more effectively identify and partner with organizations that can boost its social media profile.

Purpose

The Governing Board seeks a firm, identified as a small business, to provide comprehensive and cost-effective research, strategies, and services in support of its social media outreach efforts in promoting NAEP and related activities. In order to ensure that the resulting acquisition is of best value and satisfies Governing Board requirements, aligns with commercial services to the maximum extent practicable, and represents government and industry best practices, the Governing Board will be conducting market research that will rely on information exchanges with industry.

Who's Got Their Ear?

- Where do they look for trends, guidance, and advice?
  - Professional colleagues
  - Industry experts
  - Professional & industry publications print and e-pubs/web sites)
  - Agency or company leadership
  - Social media – including industry platforms & interest groups
  - Trainings & seminar

Positioning

- How do you become one of those resources?
  - **NOTE: The answer to this question forms the basis of your marketing plan!**
  - Meet with them and LISTEN to their needs, then offer solutions that truly fit – whether that's you right now or not
  - Position yourself as an expert
    - Provide white papers analyzing industry/agency issues and offering solutions
    - Become a speaker at events; provide trainings that fit your audience's needs/interests
    - Articles by and about you
      - Don't forget your online presence, including social media (YouTube, LinkedIn)!
      - ProfNet & ProfNet Connect by PRNewswire (http://www.prnewswire.com/profnet/)

Marketing Yourself as a Subcontractor

- What do prime contractors care about?
  - Competence & capabilities
    - Quality – fill a legitimate need and do it well
    - Past performance pedigree – help the team win the contract
    - Insurance requirements
    - Have all required certifications, licenses, permits, registrations
  - Resumes – have SMEs who can fill gaps for them
  - Price – help them position the team to win
  - Integrity – do what you say you're going to do
  - Communication & responsiveness – meet deadlines!
  - Certifications that help them meet utilization goals

Where to Find Opportunities

- Federal
  - FedBizOpps (FBO)
  - USASpending.gov
  - Federal Procurement Data System
  - Office of Small & Disadvantaged Business Utilization (OSDBU)
  - Dynamic Small Business Search
  - GSA Schedules
  - BidLinx – NY SBDC's free bid-matching service

Where to Find Opportunities

- State and local
  - NYS Contract Reporter
  - BidLinx – NY SBDC's free bid-matching service
  - Empire State Purchasing Group (www.bidnetdirect.com/new-york)
  - Individual agency procurement web sites & approved vendor lists
  - OGS centralized contracts – contract holders
  - Discretionary spending
    - Open Book New York
    - NYS budget

NYS Contract Reporter

Create your free account

Small Business Development Center
Procurement Assistance

AMERICA'S SBDC NEW YORK

Opportunities posted today **33**

Opportunities posted in the last 7 days **171**

Total available opportunities **780**

NYSCR.ny.gov

The
New York State Contract Reporter

NYS' official source of contracting opportunities
Bringing business and government together

Log In

Sign up and register for your free account!

Click here to get started

I want to find contracts to bid on | I want to advertise opportunities | Learn about the New York State Business Registry

Get started by creating your FREE Account Today!

Business Entity Account:

Sign up now to access contracting opportunities from NYS agencies, public authorities, public benefit corporations, and list your company in the NYS Business Registry.

Not sure if this is the right account for you?
Click here to learn more

Create my account

Government Entity Account:

Request your FREE account today to advertise your New York State government procurement opportunities to thousands of businesses.

Not sure if this is the right account for you?
Click here to learn more

Request an account

Opportunities posted today **34**

Opportunities posted in the last 7 days **172**

Total available opportunities **754**

NYSCR.ny.gov

The New York State Contract Reporter

NYS' official source of contracting opportunities
Bringing business and government together

Log Out

Contact Us
Help

Welcome back:
Judy Wolf

Business Registry | Procurement Resources | Notices and Reports

Search open NYSCR ads

Enter search term

- Advanced Search
- Search the Archives
- My Opportunities
- My Bookmarked Ads
- Open Opportunities
- Recently Closed Ads

Filter your results by:

- Show todays ads only

Classifications

- Consulting & Other Services

My Opportunities 62 | Bookmarked Opportunities 0 | Open Opportunities 754

Showing results for: My Opportunities: (62) edit my opportunities profile.

Sort by: Issue Date (latest first) Display: 25

1 2 3 Next »

1

Title: Consolidated Office Automation (OA) Maintenance

Agency: Education, NYS Dept. of
Bureau of Fiscal Management

Issue Date: 10/04/2016
Due Date: 11/08/2016
Category: Information Technology - *Consulting & Other Services*
Ad Type: General

View this ad
Share this ad
Bookmark this ad
Send me notification updates on this

2

Title: Predictive Analytics

Agency: State University of New York (SUNY)
SUNY System Administration

Issue Date: 10/03/2016

View this ad
Share this ad
Bookmark this ad

Get leads.
Get an inside track.
Get noticed.

First you have to get registered

Join the Business Registry

Events

Opening Doors to Government Contracting
Not sure how to sell your products or services to the government? Minority and women entrepreneurs are invited to the ...

Read More

NYSDOT WorkSmart NY Orientation - Region 10

Small Business Development Center
Procurement Assistance

AMERICA'S SBDC NEW YORK

Where to Find Opportunities

- Subcontracting
  - Current & past awards
    - BidLinx
    - NYS Contract Reporter
    - Federal Procurement Data System (FPDS)
  - Interested vendors lists
  - Pre-bid meeting attendance lists
  - OGS centralized contracts – contract holders
  - OGS previous design & construction awards (http://www.ogs.ny.gov/BU/DC/)
  - Federal agency subcontracting directories
  - SUB-Net (contracts >$650,000; $1.5m for construction)
  - MWBE, SDVOB, DSBS (and other) directories

Where to Find Opportunities

- More subcontracting…
  - Preferred sources
  - Supplier Connection
  - Matchmaker events
  - USASpending.gov
  - Open Book New York
  - Third-party certification providers
    - Women's Business Enterprise National Council (WBENC)
    - NY & NJ Minority Supplier Development Council

Building Fuel	$ 88,897,214	Coal	$ 668,786
		Heat and Cooling Transmission	$ 9,647,650
		Low Sulfur	$ 8,804
		Oil #2/Diesel	$ 35,311,564
		Oil #4 or #6	$ 12,188,734
		Other Fuels & Additives	$ 1,420,543
		Steam	$ 23,140,546
		Unclassified Fuel	$ 3,727,507
		Wood	$ 260,565
Clothing/Footwear	$ 19,063,656	Employee Expense - Clothing & Footwear	$ 8,685,166
		Non-Employee Clothing & Footwear	$ 10,378,490
Food/Beverage	$ 157,443,806	Food & Related Consumer Supplies	$ 157,443,806
Manufacturing Materials	$ 25,031,501	Manufacturing Materials Inventory	$ 24,182,585
		Manufacturing Material Non-Inventory	$ 848,916
Prescription & Over-the-Counter Drugs	$ 273,486,120	Drugs	$ 273,486,120
Road Salt/Sand	$ 76,960,247	Road Salt/Sand/De-ice	$ 76,960,247
Tools	$ 31,780,287	Tools/Hardware & Parts	$ 31,780,287
Vehicle Fuel	$ 72,133,902	Diesel	$ 23,833,856
		Compressed Natural Gas (CNG)	$ 669,788
		Gasoline	$ 47,525,430
		Hydrogen	$ 6,339
		Motor Vehicle Propane	$ 98,489

Agency	Books/ Magazines Subscriptions	Building Fuel	Clothing/ Footwear	Food/ Beverage	Manufacturing Materials	Prescription & Over-the-Counter Drugs	Road Salt/ Sand	Tools	Vehicle Fuel
Department of Taxation and Finance	<$100,000								<$250,000
Department of Transportation	<$1.0M	<$5.0M	<$5.0M	<$25,000	<$250,000		<$100.0M	<$10.0M	<$50.0M
Developmental Disabilities Planning Council	<$25,000								
Division of Alcohol & Beverage Control	<$25,000								<$100,000
Division of Criminal Justice Services	<$25,000		<$100,000	<$25,000					<$25,000
Division of Homeland Security	<$25,000	<$100,000	<$250,000	<$25,000	<$25,000			<$5.0M	<$1.0M
Division of Housing & Community Renewal	<$100,000								<$25,000
Division of Human Rights	<$100,000								
Division of Military & Naval Affairs		<$250,000		<$25,000		<$25,000	<$25,000	<$25,000	<$250,000
Division of State Police	<$100,000	<$5.0M	<$100,000	<$100,000	<$100,000	<$25,000	<$25,000	<$25,000	<$50.0M
Division of Veterans' Affairs	<$25,000								<$25,000
Division of the Budget	<$100,000								<$25,000
Executive Chamber	<$1.0M			<$25,000					
Gaming Commission	<$25,000								<$250,000
Governor's Office of Employee Relations	<$25,000		<$25,000	<$25,000					
Higher Education Services Corporation	<$100,000				<$25,000				<$25,000
Joint Commission on Public Ethics	<$25,000								<$25,000
Joint Operations - Legislature	<$25,000								<$25,000

OGS Centralized Contract Holders

http://www.ogs.ny.gov/purchase/searchbrowse.asp

NEW YORK STATE

Home | Contact Us | NYSPro Search | Site Map

Procurement Services Home Page | Search | Commodities | Information Technology | Services | Telecommunications

State Contract Award Notices-Commodities

Group	Description
000	_General Information
302	Athletic Equipment
388	Audio-Visual & Photographic Equipment & Supplies
303	Automotive Equipment & Supplies
057	Automotive, Oil, Automatic Transmission Fluid, etc.
306	Automotive, Tires & Tubes
350	Automotive, Vehicle Lifts & Gasoline Dispensing Pumps
404	Automotive, Vehicles, Automobiles, Cars
405	Automotive, Vehicles, Trucks, Vans, Carryalls, Scho
200	Books, Magazines, Periodicals, Publications
231	Bulletin Boards, Chalk Boards, Directories
206	Carpets, Carpet Tiles, & Rugs
321	Chemicals, Calcium Chloride
400	Clothing Apparel
102	Drugs & Pharmaceuticals
054	Electrical, Light Bulbs (Lamps)
053	Electricity
382	Electronic Equipment & Supplies
390	Equipment, Industrial & Commercial Su
361	Food Service Equipment, Kitchen & C
024	Food, Groceries, Food, Household Su
016	Food, Milk & Dairy Products
055	Fuel Oil, Heating, Burner
056	Fuel, Gasoline & Diesel Engine
058	Fuel, Liquefied Propane Gas (LPG)

State Contract Award Notices - Commodities

Fuel, Gasoline & Diesel Engine (Group 056)

Group-Award	Description
05600-22782	Gasoline and E-85
05600-22951	Gasoline and E-85
05602-22781	Diesel Fuel, Ultra-Low Sulfur, Bio-Diesel

Diesel Fuel, Ultra-Low Sulfur, and Bio-Diesel (On-Road Use Only) (Statewide)

Award Document {Updated / Revised}	Contract Period: November 15, 2014 - August 30, 2018
Contract Updates	Group: 05602 Award: 22781 (Replaces 22684)
Pricing Information	Use of Contracts: All State Agencies and Political Subdivisions
Executed Contract	Contact Person: Elizabeth Gocs Telephone: (518) 486-1821 Fax: (518) 486-6867
Delivery Schedule	Contract Issued: November 14, 2014 Contract Updated: October 18, 2016
Historical Details	
Customer Service	

Description:
The purpose of this Award is to provide Authorized Users with a means of acquiring various types of Ultra Low Sulfur Diesel Fuel (ULSD) for on-road use only. The product shall be Contractor furnished, delivered and unloaded as specified herein.

Install Free Adobe Acrobat Reader for PDF Documents

The above PDF files are available in text by calling Customer Services at (518) 474-6717.

GROUP 05602 Diesel Fuel, Ultra-low Sulfur & Biodiesel (On-Road Use Only) (Statewide) AWARD PAGE 2

For links to the current Prices, Contractor Contact information and Contract Terms, please see the Contractor Information page located at: http://www.ogs.ny.gov/purchase/spg/awards/0560222781CAN.HTM

OGS CONTRACT NUMBER	CONTRACTOR & ADDRESS	CONTACT INFORMATION
PC 66700 SB	ADIRONDACK ENERGY PRODUCTS, INC. 17 JUNCTION ROAD MALONE, NY 12953-0355 Fed ID #: 141719550 NYS Vendor ID #: 1000007084	Sean Burke 518-483-3835 FAX No.: 518-483-2005 E-mail: sean@adirondackenergy.com Web Site: www.adirondackenergy.com
PC66701 SB	GOETZ ENERGY CORP. 78 Sawyer Avenue Tonawanda, NY 14150 Fed ID #: 16-0450990 NYS Vendor ID #: 1000007438	Barbara C. Jackson 716-824-1298 Fax No.: 716-824-1278 E-Mail: BJackson@goetzenergy.com
PC 66702	GLOBAL MONTELLO GROUP CORP. 800 SOUTH STREET WALTHAM, MA 02454 Fed ID #: 043443028 NYS Vendor ID #: 1100005467 Guarantee Delivery – 2 days A/R/O Emergency Delivery – Same Day	Bids Group (Christina Fortin, Katie Doherty, Mike Smith) 781-398-4003 FAX No.: 781-398-9213 E-mail: BIDS@GLOBALP.com Web Site: www.globalp.com
PC66703 SB	HERITAGENERGY INC. PO BOX 797 LAKE KATRINE, NY 12449 Fed ID #: 141463572 NYS Vendor ID #: 1000051453 Guarantee Delivery – 48 hrs.	Anne Larkin-Ede 800-451-3835 845-336-2000 Ext. 3306 FAX No.: 845-336-7410 E-mail: aede@heritagenergy.com

Open Book New York

http://www.openbooknewyork.com/

Contract Search Results

Printer Friendly (PDF)
Download to an Excel Spreadsheet

10 Contracts Found - Displaying page 1 of 1
Approval Date between 1/1/2013 and 12/31/2016, Authority = Albany Convention Center Authority

Vendor Name	Department/Facility	Contract Number	Current Contract Amount	Spending to Date	Contract Start Date	Contract End Date	Contract Description	Contract Type	Original Contract Approved/Filed Date
AUDIO-VIDEO CORPORATION	Albany Convention Center Authority	DBP18AV	$653,789.00	$0.00	08/19/2016	01/30/2017	PA Filed Contract-Albany Center-BP-18 Audio Visual Equipment and Monitors	Contracts Not Subject to OSC Pre-Audit	09/02/2016
AUGUST BOHL CONTRACTING CO INC	Albany Convention Center Authority	DBP04SU	$1,037,500.00	$0.00	05/16/2016	01/31/2017	PA Filed Contract-Albany Center-BP-04 Site Utilities	Contracts Not Subject to OSC Pre-Audit	05/24/2016
CLARK FOOD SERVICE EQUIPMENT	Albany Convention Center Authority	DBP19FS	$1,052,500.00	$0.00	08/22/2016	03/01/2017	PA Filed Contract-Albany Center-BP-19 Food Service Equipment	Contracts Not Subject to OSC Pre-Audit	10/03/2016
CONDOR FIRE SPRINKLER LLC	Albany Convention Center Authority	DBP10FP	$686,800.00	$0.00	12/14/2015	01/30/2017	PA Filed Contract- Albany Capital Center - Fire Protection Systems Complete	Contracts Not Subject to OSC Pre-Audit	12/28/2015
ECKERT MECHANICAL LLC	Albany Convention Center Authority	DBP11PL	$1,891,890.00	$0.00	12/07/2015	01/30/2017	PA Filed Contract- Albany Capital Center BP-11 Plumbing	Contracts Not Subject to OSC Pre-Audit	12/31/2015
JOHN W DANFORTH COMPANY	Albany Convention Center Authority	DBP12HV	$6,103,500.00	$0.00	12/14/2015	01/30/2017	PA Filed Contract- Albany Capital Center BP-12 HVAC & Controls	Contracts Not Subject to OSC Pre-Audit	12/29/2015
KASSELMAN ELECTRIC CO INC	Albany Convention Center Authority	DBP13EL	$6,811,221.00	$0.00	12/21/2015	01/30/2017	PA Filed Contract- Albany Capital Center - BP-13 Electrical	Contracts Not Subject to OSC Pre-Audit	12/29/2015
OTIS ELEVATOR COMPANY	Albany Convention Center Authority	DBP09VT	$1,955,000.00	$0.00	06/01/2016	01/31/2017	PA Filed Contract-Albany Center-BP-09 Vertical Transportation	Contracts Not Subject to OSC Pre-Audit	06/20/2016
SANO-RUBIN CONSTRUCTION SERVICES LLC	Albany Convention Center Authority	DBP16WW	$3,572,442.00	$0.00	05/19/2016	01/31/2017	PA Filed Contract-Albany Center-BP-16 Empire State Plaza Walkway General Trades	Contracts Not Subject to OSC Pre-Audit	05/24/2016
SANO-RUBIN CONSTRUCTION SERVICES LLC	Albany Convention Center Authority	DBP08GC	$12,040,000.00	$0.00	12/07/2015	01/30/2017	PA Filed Contract-Albany Capital Center BP-08 General Trades	Contracts Not Subject to OSC Pre-Audit	12/29/2015

10 Contracts Found - Displaying page 1 of 1

Printer Friendly (PDF)

Download to an Excel Spreadsheet

Displaying all Active Contracts for ECKERT MECHANICAL LLC

9 Contracts Found - Displaying page 1 of 1

Department/Facility	Contract Number	Current Contract Amount	Spending to Date	Contract Start Date	Contract End Date	Contract Description	Contract Type	Original Contract Approved/Filed Date
Office For People with Developmental Disabilities	C0SCD0004	$74,663.44	$26,090.59	04/15/2016	04/14/2021	Central AC start-ups, inspection	Service	06/16/2016
Office of Parks Recreation & Historic Preservation	D004809	$86,918.00	$38,741.95	07/22/2016	04/18/2017	COMFORT STATION REPLACEMENT, CHERRY PLAIN SP 4 TRADE (PLUMBING), Rensselaer Co.	Construction	07/22/2016
Office of General Services - Design & Construction	D45384H	$950,000.00	$477,173.75	02/05/2016	10/15/2016	VARIOUS SECURITY IMPROVEMENTS, BLDG 62, HVAC, HUDSON CF RAISE THE AGE INITIATIVE	Construction	02/05/2016
Office of General Services - Design & Construction	DED311H	$300,000.00	$0.00	10/04/2016	03/03/2017	Repair/Replace Smoke & Fire Dampers, Bldg#71 @ Coxsackie CF, Greene County	Construction	11/01/2016
Albany Convention Center Authority	DBP11PL	$1,891,890.00	$0.00	12/07/2015	01/30/2017	PA Filed Contract- Albany Capital Center BP-11 Plumbing	Contracts Not Subject to OSC Pre-Audit	12/31/2015
Office of General Services - Design & Construction	D45384P	$1,250,000.00	$931,216.35	02/05/2016	10/15/2016	VARIOUS SECURITY IMPROVEMENTS, BLDG 62, PLUMBING, HUDSON CF RAISE THE AGE INITIATIVE	Construction	02/05/2016
Office of General Services - Design & Construction	D45079P	$1,223,853.00	$49,907.96	07/20/2016	07/30/2018	Replace Storm & Sanitary Piping P1 88' Level, Empire State Plaza Albany County	Construction	07/20/2016
Office of General Services - Design & Construction	D45097P	$1,003,036.00	$957,298.00	07/17/2015	11/08/2016	PROVIDE DAYCARE CENTER, BUILDING 3, STATE OFFICE BULDING CAMPUS, ALBANY	Construction	07/17/2015
Office of General Services - Design & Construction	D45097H	$2,163,907.00	$2,160,828.00	07/17/2015	11/08/2016	PROVIDE DAYCARE CENTER, BUILDING 3, STATE OFFICE BUILDING CAMPUS, ALBANY	Construction	07/17/2015

Discretionary Spending

Definition from *Doing Business with New York State*:

Discretionary purchases are procurements made below statutorily established monetary levels and at the discretion of the agencies.

While discretionary purchases may not require a formal competitive procurement process, agencies must document and justify the selection and responsibility of the vendor, including:

- reasonableness of price;
- compliance with the internal agency policies and procedures; and
- assurance that purchases meet form, function, and utility requirements

Discretionary Spending

Category	State Agencies	OGS Finance	SUNY
General Purchases (includes printing)	Discretion up to $50,000	Discretion up to $85,000	Discretion up to $125,000
Purchases from Small, Certified Minority or Women Owned Businesses, or for Recycled or Remanufactured commodities or technology	**Discretion up to $200,000**	**Discretion up to $200,000**	**Discretion up to $200,000**
Commodity Purchases that are food, including milk and milk products, grown, produced or harvested in NYS	Discretion up to $200,000	Discretion up to $200,000	Discretion up to $200,000

NOTE: Applies only to those purchases made under §163 of the State Finance Law. Does not apply purchases governed under other sections of law including, but not limited to construction, architecture, engineering and surveying services

Discretionary Spending

- Discretionary Spending: How It Works (2015 Purchasing Forum Presentation)
  - https://purchasingforum.ogs.ny.gov/sites/default/files/2015%20PF%26TS_OSCDiscretSpend.pdf
- New York State Procurement Guidelines
  - http://ogs.ny.gov/bu/pc/Docs/Guidelines.pdf
- Discretionary Purchasing Guidelines
  - http://www.ogs.ny.gov/procurecounc/pdfdoc/DiscretionaryPurchasingGuidelines.pdf
- Discretionary Thresholds
  - http://www.ogs.ny.gov/Bu/PC/docs/PnpDiscretionaryThresholds.pdf

When to Respond to an RFP

- Suggestions for determining when developing a proposal is worth the investment:
  - The RFx was written for you
  - It is firmly in your wheelhouse
  - It's an organization you would love to work with, and you want them to know who you are
  - You want to hone your skills in submitting proposals

Mark Mullaly article: https://creativeclass.io/navigating-rfps/

When NOT to Respond to an RFP

Here are some factors to consider before you jump into developing a proposal:

- Do you have a relationship with the agency or organization?
- Are the organization and project a good fit with your company?
- Do you meet (or ideally exceed) their experience and qualification requirements?
- Have you won similar RFPs and performed similar work previously?
- Do they provide enough detail in the RFP and/or sufficiently respond to questions during the Q&A to allow you to craft a good response?
- Do you have sufficient time and resources available to respond?
- What is the cost of responding (including opportunity costs)?
- Will you be able to make a reasonable profit?
- Does the RFP appear to be written for someone specific (that's not you)?

How to Improve Your Proposals

- Gather intelligence:
  - Attend industry events
  - Listen during sessions for the problems your audience is looking to solve
  - Track industry trends & new ideas (is there an opportunity to position yourself as an expert?)
- Tap into the NY Small Business Development Center's Research Network for industry and/or competitive research you don't have time to do
- Submit Freedom of Information Act requests for proposals, pricing, evaluator comments, and final contract on awards you find relevant
  - Review your competitors' proposals
  - Do an honest side-by-side assessment of strengths and weaknesses
  - Find ways to constantly improve
- Always ask for debriefs!

Resources

- Empire State Development MWBE Business Development Unit
  - https://esd.ny.gov/mwbe/businessdevelopment.html
- SBA Government Contracting
  - https://www.sba.gov/contracting
- Small Business – GSA
  - http:// www.gsa.gov/smallbusiness
- Office of Small & Disadvantaged Business Utilization
  - http://www.osdbu.gov
- Department of Defense
  - Doing Business with the DoD http://www.acq.osd.mil/osbp/sb/dod.shtml
- National Association of State Procurement Officials
  - http://www.naspo.org
- National Contract Management Association
  - http://www.ncmahq.org

Resources

- Association of Proposal Management Professionals (APMP)
  - http://www.apmp.org
- Shipley Associates
  - http://www.shipleywins.com
  - Includes free webinars and other resources
  - Online interactive business development lifecycle http://sbdl.shipleywins.com
  - Proposal Process & Proposal Review Checklists http://www.shipleywins.com/PDFs/webinar/ProposalReviewChecklist.pdf
- OST Global Solutions
  - http://www.ostglobalsolutions.com
  - Includes free webinars and tools
- Lohfeld Consulting Group
  - http://www.lohfeldconsulting.com

Questions?

Judy Wolf, Government Contracting Coordinator
NY SBDC Procurement Assistance Center
Judy.Wolf@sunyit.edu
http://nysbdc.com
http://americassbdc.org

Small Business Development Center
Procurement Assistance

AMERICA'S SBDC NEW YORK