



Federal Contracting Opportunities

The federal procurement market offers a huge opportunity for local firms to expand their business and increase sales. Government purchases of goods and services were \$534.5 billion in fiscal year 2010, according to the Federal Procurement Data System. During the same period, the total purchase from Oklahoma prime contractors was \$2.9 billion—a significant investment in the state's economy and business growth.

The federal government buys a vast array of products and services from landscaping, construction, janitorial & hospital services to air heat exchangers, and airframe structural components. Department of Defense contracts help support a healthy defense and aerospace industry in the state.

Procurement Checklist

Register your company in databases used by purchasing officers. The Central Contractor Registration (CCR) database at www.ccr.gov, lists vendors doing or seeking to do business with the federal government. A DUNS number is required to identify your business. To market your company to buyers and prime contractors, select codes that describe your company's line of business from the North American Industry Classification System (NAICS) codes, Federal Supply Classification and Product Service Codes. Small businesses will have a profile in the U.S. Small Business Administration (SBA) Dynamic Small Business database which is created when registering at CCR. The database lists small, minority or disadvantaged businesses and is searchable at http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm.

Certify your company with procurement preference programs including SBA 8(a) Business Development Program, Small Disadvantaged Business (SDB) Program and HUBzone Program. Information about these programs is available at <http://www.sba.gov/aboutsba/sbaprograms/index.html> or from SBA's Oklahoma District Office in Oklahoma City.

Find contracting opportunities in FedBizOpps, a federal procurement portal with solicitations and contract awards over \$25,000, at www.fedbizopps.gov. Look for solicitations with set-asides for small businesses. Investigate General Services Administration's Federal Supply Schedules (FSS) contracts. These contracts permit federal buyers to purchase directly from approved suppliers. Search the Schedules e-library site to determine the schedule that fits your product or service, available at <http://www.gsaelibrary.gsa.gov/ElibMain/home.do>

Contact the Oklahoma Bid Assistance Network for marketing & technical help in selling products & services to government, at www.okbid.org.

Research Wizard will help you find ...

- ▶ Procurement market data
- ▶ Prime contract awards
- ▶ Standards and specifications
- ▶ Competitor contractor profiles
- ▶ ISO 9000 certified firms

Oklahoma Federal Contractors Fiscal Year 2010

Total Awards to Oklahoma Contractors \$2,908,029,245

Top 10 Contractors Located in Oklahoma

Civilian Agency Contractors \$ (000)

CNI Information Technology	48,447
Pyramid Real Estate Services, LLC	41,915
Sage Energy Trading	34,565
Robinson Aviation (RVA), Inc	31,662
National Rural Water Association	28,683
Altech Services, Inc.	23,268
World Technical Services Inc	22,506
Flintco, Inc.	13,334
Oklahoma Roofing & Sheet Metal	12,888
Oklahoma City Airport Trust	12,542

Dept. of Defense Contractors \$ (000)

L-3 Communications Aerospace	271,427
Lear Siegler Services, Inc.	190,874
ConocoPhillips Company	175,769
The Ross Group Construction Co	106,654
L-3 Communications Westwood Co	95,393
Boeing Aerospace Operations, Inc.	69,180
Overland Corporation	65,793
Choctaw Archiving Enterprise	43,268
R & D Maintenance Services, Inc	39,395
American Engineering Corporation	36,753

Top 5 Counties for contracts performed in Oklahoma*

County	\$ 000	% Total Dollars
Oklahoma	1,229,866	39%
Comanche	489,312	15%
Tulsa	358,140	11%
Kay	187,139	6%
Garvin	106,280	3%

Source: Federal Procurement Data System, FY 2010. Data retrieved 30 Dec. 2010.

*Data Notes: Figures based on geographic place of performance, rather than the contractor location.

