

## ***Information Technology: Selling to the U.S. Federal Government***

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### **Open Bidding Service (OBS)**

Canada's Open Bidding Service (OBS), an electronic bulletin board system (BBS) and World Wide Web (WWW) site, provides a number of valuable services to Canadian firms that are interested in doing business with the Canadian, American, or Mexican governments. For firms that wish to contract with the U.S. federal government the OBS provide the following services:

- electronic access to all of the contracting opportunities that are listed in the Commerce Business Daily (the CBD is published by the Department of Commerce and lists a synopsis of all U.S. federal government proposed procurement, sales, and contract awards above US\$25,000) excluding those not covered by NAFTA; and
- the Bid Matching Service; it matches contracting opportunities to the specific capabilities of individual firms.

For more information or to subscribe to the OBS, contact:

Open Bidding Service  
P.O. Box 22011  
Ottawa, ON K1V 0W2  
(800) 361-4637

## **Publications**

### **Commerce Business Daily (CBD)**

The Commerce Business Daily (CBD) is issued Monday to Friday by the Department of Commerce and lists a synopsis of all U.S. federal government proposed procurement, sales, and contract awards above US\$25,000. This publication is a must-have. Be sure to note, however, that if the first time you hear of a contracting opportunity is through the CBD, then it is probably too late to successfully fulfil all the requirements that are listed in the solicitation document or to set-up a teaming arrangement with another firm. Effective marketing to government end-users will ensure that you identify contracting opportunities far in advance of their publication in the CBD. To order a one or two year subscription of the CBD, contact:

Superintendent of Documents  
PO Box 371954  
Pittsburgh, PA 15250  
Tel: (202) 512-1800 Fax: (202) 512-2250

The Commerce Business Daily can also be obtained in electronic form from many companies, including Canada's Open Bidding System, providing on-line and fax services. Appendix D lists point of contact information for thirteen such companies.

### **EIA Five Year Forecast of Federal Information Systems Opportunities**

The Electronic Industries Association holds an annual conference and publishes an annual report called "EIA Five-Year Forecast of Federal Information Systems Opportunities." Both the conference and the report provide in-depth analysis of the IT market size, federal agency IT budgets, current trends, and hot technologies. The report costs US\$280. For more information, contact:

Electronic Industries Association  
2500 Wilson Blvd.  
Arlington, VA 22201  
Tel: (703) 907-7500 Fax: (703) 907-7501