

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

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Eagle Eye Publishers, Inc.

Eagle Eye Publishers produces *Federal Prime Contracts*; a historical database that tracks and details awarded federal prime contracts. A one-year subscription to the database costs US\$2,495. It is useful for:

- early re-compete contract identification;
- generating long-term agency buying patterns;
- generating competitor profiles;
- market-share analysis;
- 8(a) and SDB teaming partner reports; and
- purchase office mailing lists.

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Offices of Small and Disadvantaged Business Utilisation (OSDBUs)

Every federal agency is required by law to maintain an Office of Small and Disadvantaged Business Utilisation (OSDBU - pronounced Oss-De-Boo). OSDBUs were established to ensure the participation of small and disadvantaged American businesses in federal procurement. OSDBUs are essentially information centres, providing a wide variety of useful information to firms interested in winning federal contracts. Although they are only required to help U.S. small and disadvantaged businesses, in practice they will provide information to any company that requests it, including Canadians. OSDBUs provide the following free information:

- a "Doing Business with..." handbook that explains the specific procurement procedures of the agency and lists the products and services that the agency buys;
- a "Forecast of Contracting Opportunities" handbook that lists *anticipated* upcoming contracting opportunities within the agency for the forthcoming three to five years;
- a "Subcontracting Directory" that lists the agency's top prime contractors by product or service that may be interested in finding subcontractors;
- a "List of 8(a) Firms, Small Disadvantaged Businesses, and Women-Owned Businesses" that identifies firms that may be interested in teaming with other companies to compete for agency contracts that are specifically set-aside for U.S. small and disadvantaged firms or women-owned businesses;
- an electronic bulletin board system (BBS) or World Wide Web (WWW) site providing electronic access to the most up-to-date versions of the publications listed above; and
- key points of contact within the agency for government users and purchasers of your company's products and services.

To obtain any or all of the above information, contact the OSDBUs of the agencies you have targeted as potential federal customers. The point of contact information for all agency OSDBUs is listed in Appendix B.