

# FAIRFAX COUNTY, VIRGINIA

## Federal Procurement



This fact sheet provides key information for companies interested in selling to the U.S. federal government—the world's largest buyer of goods and services. It offers essential tips, keys to success and links to valuable resources for identifying federal market opportunities.

### Why Fairfax County?

Proximity to key clients and business partners is a powerful competitive advantage in the federal market. Online transactions and arms-length communications are no substitute for close working ties with agency buyers and business partners. With next-door access to Washington, D.C., Fairfax County hosts a vibrant business-to-government sector, including nearly every major prime contractor and

a diverse array of entrepreneurial firms. Area businesses also take advantage of an unparalleled base of business networks and service providers with deep federal market experience, plus a workforce rich in government sales and engineering expertise.

According to the Federal Procurement Data System, federal government contracts performed in Fairfax County reached \$26.5 billion (\$18.5 billion in defense agency work, \$8.0 billion in civilian agency work) in fiscal year 2011—the most recent year available. That's up from \$24.3 billion awarded in fiscal year 2010.

### FEDERAL CONTRACT AWARDS PERFORMED IN FAIRFAX COUNTY, FY2011



■ Department of Defense 70%  
■ Civilian federal agencies 30%

Source: Federal Procurement Data System

### Key Steps to Success

#### UNDERSTAND THE FEDERAL MARKET

Companies new to the federal contracting environment must learn the basic rules and mechanics of the procurement process. Begin with the primers and other free online guides in the *Reference* section of this fact sheet. Become familiar with the tools and resources in government business portals and contractor databases found in the *Market Research* section.

#### GET PRACTICAL HELP

To accelerate entry into the federal market, consider getting help. See *Consultants* for a list of government agencies, companies and nonprofits that specialize in helping companies find opportunities, market effectively and navigate unfamiliar terrain. See the *Consultants* and *Training* sections for a list of groups that host networking and educational events or training in government sales and contract management.

#### IDENTIFY YOUR NICHE

Learn which federal agencies buy the products or services you offer by reviewing agency procurement forecasts and solicitations at the sites listed in the *Market Research* section. Browse the online magazines and newsletters listed under *Industry News* for detailed coverage of all federal market segments.

#### COVER THE BASICS

Gather all information required to get in the Central Contractor Registration (CCR) database. This will include a DUNS number from Dun & Bradstreet, industry and product classification codes, detailed corporate information and more. Refer to the CCR Handbook at [www.ccr.gov](http://www.ccr.gov).

Register with the CCR and all other relevant vendor databases (such as the U.S. Small Business Administration's SUB-Net for subcontracting opportunities). See the *Market Research* section.

#### MARKET YOUR BUSINESS

Get to know your prospects. Research targeted agency budgets and buying plans to identify general opportunities. Understand their needs and offer only those solutions that help them achieve their goals. See the *Market Research* section for useful resources.

Cultivate personal relationships. Your industry and agency contacts can help you spot new opportunities before they are made public, and give invaluable advice on how to take advantage of them. Build ties and gather information by attending networking events with contracting agencies and businesses. See the *Events* section for links to calendars of technology showcases, conferences and other events hosted by contracting agencies and associations.

### TOP 10 FEDERAL CONTRACTORS BASED IN FAIRFAX COUNTY, VIRGINIA (2011)

Company	Total Contracts
Northrop Grumman	\$10.8 billion
General Dynamics	\$5.5 billion
Science Applications International Corp. (SAIC)	\$5.2 billion
Booz Allen Hamilton	\$3.7 billion
CSC	\$3.5 billion
DynCorp International, Inc.	\$3.0 billion
ITT Corp.	\$2.0 billion
ManTech International Corp.	\$1.5 billion
Serco, Inc.	\$992.2 million
SRA International, Inc.	\$936.8 million

Note: Not all contracts performed in Fairfax County  
Source: Washington Technology, 2011

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## FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

## Reference

### RULES AND REGULATIONS

#### Federal Acquisition Regulation

<http://acquisition.gov/comp/far/index.html>

### PRIMERS

#### Central Contractor Registration Users Guide

[www.bpn.gov/ccr/doc/ccrusersguide.pdf](http://www.bpn.gov/ccr/doc/ccrusersguide.pdf)

#### Fedmarket Federal Contracting eBook

[www.fedmarket.com/articles](http://www.fedmarket.com/articles)

#### Small Business Administration Office of Government Contracting

[www.sba.gov/about-offices-content/1/2986](http://www.sba.gov/about-offices-content/1/2986)

### GLOSSARIES

#### Defense Acquisition Acronyms and Terms

[www.dau.mil/pubs/glossary/12th\\_Glossary\\_2005.pdf](http://www.dau.mil/pubs/glossary/12th_Glossary_2005.pdf)

#### Glossary of Acquisition Terms

[www.fai.gov/pdfs/glossary.pdf](http://www.fai.gov/pdfs/glossary.pdf)

### BOOKS

#### Contracting with the Federal Government

by Margaret M. Worthington and Louis P. Goldsman

#### Federal Accounting Handbook: Policies, Standards, Procedures, Practices

by Cornelius E. Tierney et al.

#### Federal Contracting Answer Book

by Terrence M. O'Connor and Mary Ann P. Wangemann

#### Federal Contracting Made Easy

by Scott A. Stanberry

#### Getting Started in Federal Contracting: A Guide Through the Federal Procurement Maze

by Barry L. McVay

## Market Research

### KEY GOVERNMENT PORTALS FOR BUSINESS

#### FedBizOpps (Federal Business Opportunities)

[www.fedbizopps.gov](http://www.fedbizopps.gov)

#### General Services Administration

[www.GSA.gov](http://www.GSA.gov)

#### Small Business Administration (SBA)

[www.sba.gov](http://www.sba.gov)

### CONTRACTOR/VENDOR DATABASES

#### Business Partner Network

[www.bpn.gov](http://www.bpn.gov)

#### Central Contractor Registration (CCR) Search

[www.bpn.gov/CCRsearch/Search.aspx](http://www.bpn.gov/CCRsearch/Search.aspx)

#### Dynamic Small Business Search (part of CCR)

[http://dsbs.sba.gov/dsbs/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm)

#### Federal Procurement Data System-NG

[www.fpds.gov/fpdsng\\_cms](http://www.fpds.gov/fpdsng_cms)

#### SUB-Net (Small Business Administration)

<http://web.sba.gov/subnet>

### AGENCY PROCUREMENT FORECASTS

#### Acquisition Central

<http://acquisition.gov>

### CURRENT OPPORTUNITIES

#### FedBizOpps (Federal Business Opportunities)

[www.fedbizopps.gov](http://www.fedbizopps.gov)

#### GSA Advantage

[www.gsaadvantage.gov](http://www.gsaadvantage.gov)

## Industry News

### BUSINESS PUBLICATIONS

#### Defense Acquisition Review Journal

[www.dau.mil](http://www.dau.mil)

#### Defense Systems

[www.defensesystems.com](http://www.defensesystems.com)

#### Federal Computer Week

[www.fcw.com](http://www.fcw.com)

#### Government Computer News

[www.gcn.com](http://www.gcn.com)

#### Government Executive

[www.govexec.com](http://www.govexec.com)

#### Government Technology

[www.govtech.com](http://www.govtech.com)

#### Signal Magazine

[www.afcea.org](http://www.afcea.org)

#### Washington Business Journal

[www.bizjournals.com/washington](http://www.bizjournals.com/washington)

#### Washington Technology

[www.washingtontechnology.com](http://www.washingtontechnology.com)

### ELECTRONIC NEWSLETTERS

#### CapITal Reps Federal e-Newsletter

[www.capitalreps.com](http://www.capitalreps.com)

#### ExecutiveBiz

[www.executivebiz.com](http://www.executivebiz.com)

#### Fairfax County E-Bird

[www.fairfaxcountyeda.org/ebird.htm](http://www.fairfaxcountyeda.org/ebird.htm)

#### Fedmarket Federal Sales Newsletter

[www.fedmarket.com](http://www.fedmarket.com)

#### FS Intelligence

[www.fedsources.com](http://www.fedsources.com)

#### GovernmentExpress.com

[www.governmentexpress.com](http://www.governmentexpress.com)

#### Government VAR

[www.crn.com/government](http://www.crn.com/government)

#### Internet.com

[www.internetnews.com](http://www.internetnews.com)

#### Potomac Tech Wire

[www.potomactechwire.com](http://www.potomactechwire.com)

#### Public Sector Blog

[www.input.com/blogs/public](http://www.input.com/blogs/public)

#### Washington Business Journal

[www.bizjournals.com/washington/](http://www.bizjournals.com/washington/)

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# FAIRFAX COUNTY

ECONOMIC DEVELOPMENT AUTHORITY

## Associations

### American Council for Technology (ACT) / Industry Advisory Council (IAC)

[www.actgov.org](http://www.actgov.org)

### American Small Business Coalition (ASBC)

[www.theasbc.org](http://www.theasbc.org)

### Armed Forces Communications and Electronics Association (AFCEA)

[www.afcea.org](http://www.afcea.org)

### Association for Federal Information Resources Management (AFFIRM)

[www.affirm.org](http://www.affirm.org)

### Association of Proposal Management Professionals

[www.apmp.org](http://www.apmp.org)

### Coalition for Government Procurement

[www.thecgp.org](http://www.thecgp.org)

### Federal Managers Association

[www.fedmanagers.org](http://www.fedmanagers.org)

### Government Information Technology Executive Council (GITEC)

[www.gitec.org](http://www.gitec.org)

### International Society of Logistics

[www.sole.org](http://www.sole.org)

### National Capitol Chapter, Association for Information and Image Management (NCC-AIIM)

[www.nccaiim.org](http://www.nccaiim.org)

### National Contract Management Association (NCMA)

[www.ncmahq.org](http://www.ncmahq.org)

### National Defense Industrial Association

[www.ndia.org](http://www.ndia.org)

### Professional Services Council

[www.pscouncil.org](http://www.pscouncil.org)

### Small and Emerging Contractors Advisory Forum (SECAF)

[www.secaf.org](http://www.secaf.org)

## Business Forums

### Northern Virginia Government Contractors Council (GovCon)

[www.fairfaxchamber.org](http://www.fairfaxchamber.org)

### Northern Virginia Technology Council (NVTC)

[www.nvtc.org](http://www.nvtc.org)

## Consultants

### PRIVATE / FOR-PROFIT

#### Advantage Consulting, Inc.

[www.acibiz.com](http://www.acibiz.com)

#### AOC Key Solutions, Inc.

[www.aockeysolutions.com](http://www.aockeysolutions.com)

#### CapITal Reps

[www.capitalreps.com](http://www.capitalreps.com)

#### CMA

[www.cmai.com](http://www.cmai.com)

#### epipeline

[www.epipeline.com](http://www.epipeline.com)

#### ezGSA.com

[www.ezgsa.com](http://www.ezgsa.com)

### Federal Schedules, Inc.

<http://gsa.federalschedules.com>

### Fedmarket.com

[www.fedmarket.com](http://www.fedmarket.com)

### FedPros

[www.fedpros.com](http://www.fedpros.com)

### FedResults

[www.fedresults.com](http://www.fedresults.com)

### FSI (FedSources)

[www.fedsources.com](http://www.fedsources.com)

### govWIN (Delttek)

[www.govwin.com](http://www.govwin.com)

### ImmixGroup, Inc.

[www.immixgroup.com](http://www.immixgroup.com)

### Washington Management Group (WMG)

[www.washmg.com](http://www.washmg.com)

## GOVERNMENT AND NONPROFIT

### Center for Innovative Technology

[www.cit.org](http://www.cit.org)

### Procurement Technical Assistance Centers (PTAC)

[www.aptac-us.org](http://www.aptac-us.org)

### Procurement Technical Assistance Program (PTAP) (George Mason University's Procurement Technical Assistance Center)

[www.vaptap.org](http://www.vaptap.org)

### SCORE

<http://washingtondc.score.org>

### Small Business Administration Office of Government Contracting

[www.sba.gov/about-offices-content/1/2986](http://www.sba.gov/about-offices-content/1/2986)

### Small Business Administration Office of Entrepreneurial Development

[www.sba.gov/ed/](http://www.sba.gov/ed/)

## Training

### Contract Management Institute

[www.ncmahq.org/learn/](http://www.ncmahq.org/learn/)

### Defense Acquisition University

[www.dau.mil](http://www.dau.mil)

### Federal Acquisition Institute

[www.fai.gov](http://www.fai.gov)

### Institute for Defense and Government Advancement

[www.idga.org](http://www.idga.org)

### Institute for Supply Management

[www.ism.ws](http://www.ism.ws)

### National Institute of Governmental Purchasing (NIGP)

[www.nigp.org](http://www.nigp.org)

## Events

Visit the Web sites of the business forums, associations and consultant listed on this fact sheet for calendars of major events, plus showcases, conferences, symposia and seminars held year-round. Major annual federal market events include PostNewsweek Tech Media's FOSE conference ([www.FOSE.com](http://www.FOSE.com)) and AFCEA's Homeland Security Conference and TechNet International ([www.afcea.org/events](http://www.afcea.org/events)).

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