

# FAIRFAX COUNTY, VIRGINIA

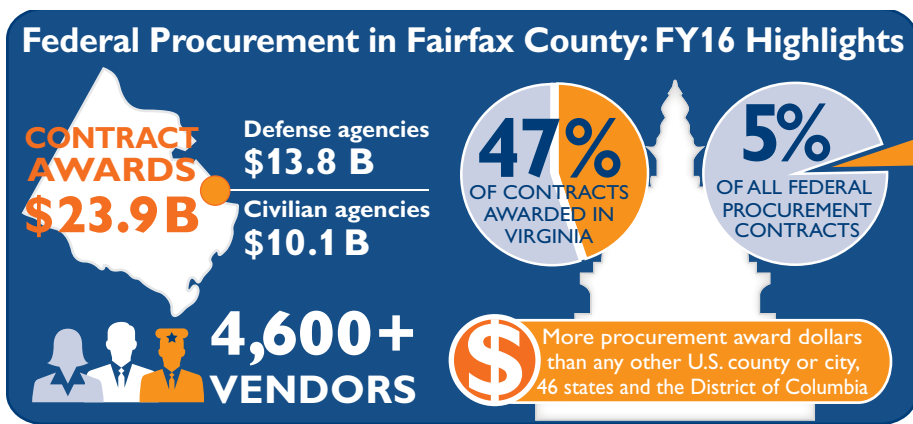
## Federal Procurement



The U.S. federal government is the world's largest buyer of goods and services, and more federal procurement awards go to companies located in Fairfax County than any other county or city in the United States.

### Fairfax County: The Setting for Your Federal Procurement Success Story

Proximity to key clients and business partners is a powerful competitive advantage in the federal market. 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.



#### TOP FEDERAL CONTRACTORS, FY2016 (\$ Billions)\*

	Total Contracts
General Dynamics	\$14.4
Northrop Grumman	12.0
Booz Allen Hamilton	3.7
SAIC	3.2
Leidos	2.9
MITRE	1.4

\*Contracts awarded nationally

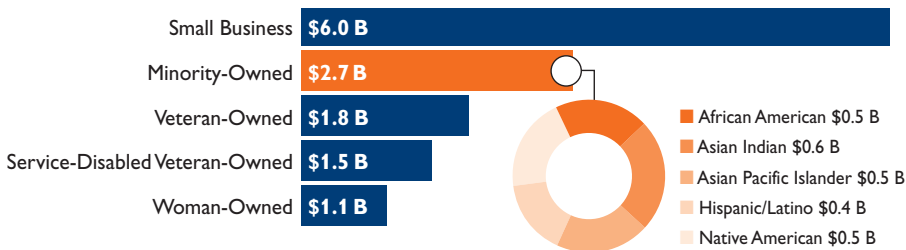
#### TOP FEDERAL DEPARTMENTS, FY2016 (\$ Billions)

Department	Contract Awards in Fairfax County
Defense	\$13.8
Homeland Security	1.9
Health and Human Services	1.4
Veterans Affairs	1.3
General Services Administration	1.0
Transportation	0.7
Justice	0.7
State	0.6
Treasury	0.5
Interior	0.4

#### CONTRACT AWARDS BY INDUSTRY TOP SUB-SECTORS, FY2016 (\$ Billions)

Industry Sub-sector	Contract Awards
Computer Systems Design and Related Services	\$6.5
Scientific Research and Development Services	2.3
Architectural, Engineering, and Related Services	2.1
Management, Scientific, and Technical Consulting Services	1.7
Other Professional, Scientific, and Technical Services	0.8

#### CONTRACT AWARDS BY SET-ASIDE PROGRAM, FY2016 (\$ Billions/\$ Millions)



Sources: Federal Procurement Data System, USASpending.gov

#### TOP AGENCIES WITHIN DEPARTMENTS, FY2016 (\$ Billions)

Agency	Contract Awards in Fairfax County
Army	\$5.3
Air Force	2.8
Navy	2.3
Defense Information Systems Agency	1.4
Veterans Affairs	1.3
Federal Acquisition Service	1.0
U.S. Customs and Border Protection	0.8
Centers for Medicare and Medicaid	0.8
Defense Logistics Agency	0.7
Federal Aviation Administration	0.6

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## FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

## Key Steps to Success

### UNDERSTAND THE FEDERAL MARKET

- Learn basic rules and mechanics of the procurement process.
- Helpful resources include: primers, books, e-Books, free online guides, government business portals and contractor databases. (See *Reference and Market Research* sections.)

### GET PRACTICAL HELP

- Consider getting help or advice.
- Government agencies, companies and nonprofits can help companies navigate unfamiliar terrain in the federal contracting market. (See *Educational and Technical Assistance* sections.)

### IDENTIFY YOUR NICHE

- Identify industry and product codes for your business:
  - NAICS codes
  - Product Service Codes (PSC)
- Conduct research to learn who buys your product/service.
  - Review agency procurement forecasts and solicitations. (See *Market Research* section.)
  - Stay up-to-date with industry news. (See *Industry News* section.)
- Learn about small, minority-, veteran- and woman-owned business certifications.

### REGISTER YOUR BUSINESS

- Obtain a DUNS number from Dun & Bradstreet (<http://fedgov.dnb.com/webform>).
- Register with the System for Award Management (SAM) database ([www.sam.gov](http://www.sam.gov)).
- Register with Dynamic Small Business Search (DSBS) database.
- Register for applicable procurement set-aside programs.

### MARKET YOUR BUSINESS

- Get to know your prospects.
  - Research agency budgets and procurement forecasts.
  - Identify agency prime contractors. (See *Market Research* section.)
- Attend networking events.
- Meet industry and agency staff and gather information. (See *Industry News and Events* sections.)

## Reference

### RULES AND REGULATIONS

#### Federal Acquisition Regulation

<https://www.acquisition.gov/?q=browsefar>

### PRIMER

#### Small Business Administration Office of Government

#### Contracting

<https://www.sba.gov/offices/headquarters/ogc>

### GLOSSARY

#### 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

#### Government Contracting for Dummies

By Deltek

<http://more.deltek.com/forms/Government-Contracting-for-Dummies?sid=DeltekHPBanner>

## Market Research

### KEY INDUSTRY/PRODUCT IDENTIFICATION WEB SITES

#### Dun and Bradstreet (D-U-N-S Numbers)

<http://fedgov.dnb.com/webform>

#### PSC/FSC Codes

<http://support.outreachsystems.com/resources/tables/pscs/>

#### U.S. Bureau of the Census (NAICS Codes)

[www.census.gov/eos/www/naics](http://www.census.gov/eos/www/naics)

### KEY GOVERNMENT PORTALS FOR BUSINESS

#### Acquisition Central

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

#### 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)

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## CONTRACT AWARDS/CONTRACTOR/ VENDOR DATABASES

**Dynamic Small Business Search (part of CCR)**  
[http://dsbs.sba.gov/dsbs/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm)

**Federal IT Dashboard**  
<https://itdashboard.gov>

**Federal Procurement Data System-NG**  
[https://www.fpds.gov/fpdsng\\_cms/index.php/en](https://www.fpds.gov/fpdsng_cms/index.php/en)

**Fedspending.org**  
[www.fedspending.org](http://www.fedspending.org)

**GovWin (Deltek) (\$ fee based)**  
<http://www.deltek.com/products/govwin>

**SUB-Net (Small Business Administration)**  
<http://web.sba.gov/subnet>

**System for Award Management (SAM) Search**  
[www.sam.gov](http://www.sam.gov)

**USASpending**  
[www.usaspending.gov](http://www.usaspending.gov)

## 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 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/media-center/e-bird-daily-news-brief](http://www.fairfaxcountyeda.org/media-center/e-bird-daily-news-brief)

**Fedmarket Federal Sales Newsletter**  
[www.fedmarket.com](http://www.fedmarket.com)

**GovConWire.com**  
[www.govconwire.com](http://www.govconwire.com)

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

**Potomac Tech Wire**  
[www.potomactechwire.com](http://www.potomactechwire.com)

**Washington Business Journal**  
[www.bizjournals.com/washington](http://www.bizjournals.com/washington)

## 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)**  
<http://community.aiim.org/nationalcapitolchapter/home>

**National Contract Management Association (NCMA)**  
[www.ncmahq.org/ncma-home](http://www.ncmahq.org/ncma-home)

**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)

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# FAIRFAX COUNTY

ECONOMIC DEVELOPMENT AUTHORITY

## 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)

## Educational and Technical Assistance

### **Center for Innovative Technology**

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

### **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)

### **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**

<https://www.sba.gov/offices/headquarters/ogc>

### **Technical Assistance & Training Contract Management Institute**

[www.ncmahq.org/learn-and-advance/certification](http://www.ncmahq.org/learn-and-advance/certification)

### **U.S. Small Business Administration – Government Contracting Classroom**

<https://www.sba.gov/gcclassroom>

## Events

Visit the websites of business forums, associations and consultants listed on this fact sheet for calendars of major events, showcases, conferences, symposia and seminars held year-round. Major annual federal market events include AFCEA's Homeland Security Conference and OSDDBU Government Procurement Conference ([www.fbcinc.com/e/procurement](http://www.fbcinc.com/e/procurement)).

February 2017