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Contracting Command**



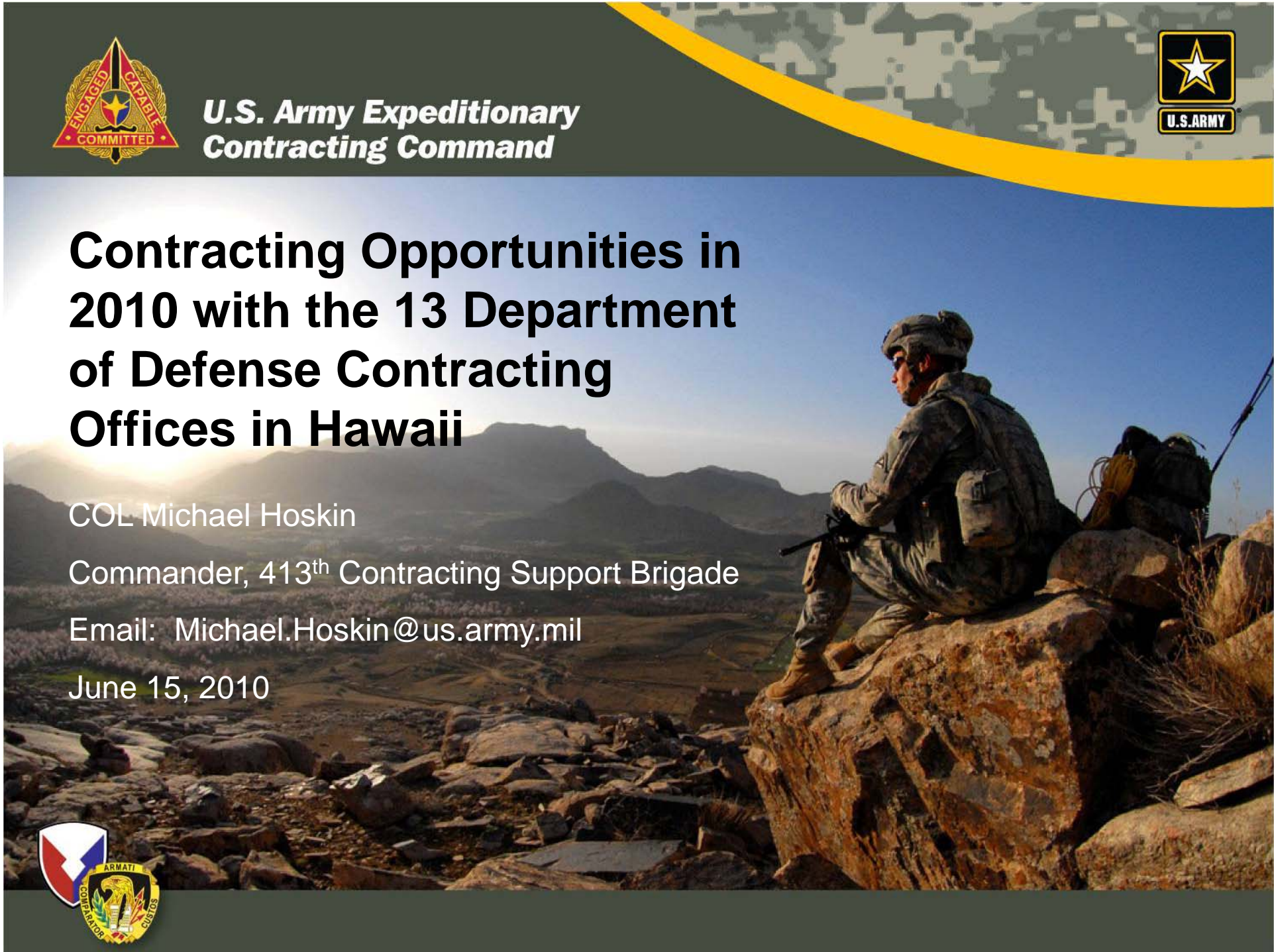
# Contracting Opportunities in 2010 with the 13 Department of Defense Contracting Offices in Hawaii

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# How Much Did We Spend? \$369,931,000

## • Our 7 biggest expenditures are in the following NAICS

- 236210 Inland Building Construction 567,000 - 318
- 334111 Computer Manufacturing 468,000 - 287
- 423610 Wholesale Trade 331,000 - 69
- 517110 Information 215,000 - 148
- 541519 Computer Related Services 1408,000 - 172
- 561210 Food Support Services 1,263,000 - 66
- 722310 Food Contractors 1,039,000 - 48





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## There are 13 DOD contracting offices in Hawaii

1. Air Force - 15<sup>th</sup> Contracting Squadron
2. Army - Corp of Engineers
3. Army - Hawaii Army National Guard
4. Army - Regional Contracting Office – Hawaii
5. Army - Tripler Army Medical Center
6. Coast Guard
7. DISA – DITCO – Pacific
8. Marines – MCBH Regional Contracting Office
9. Navy – FISC Pearl Harbor
10. Navy – NAVFAC Far East
11. Navy – NAVFAC Hawaii
12. Navy – NAVFAC Marianas
13. Navy – NAVFAC Pacific



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**The 13 DoD contracting offices in Hawaii  
Issued 19, 484 contract actions  
Valued at \$2,692,710,479.81  
Details on all of these actions are  
contained in “THE REPORT”**

**What Report?**

**“THE REPORT” lists all the FY09 Awards by  
all 13 Hawaii DOD Contracting Offices**



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## What Kind of Information Does “THE REPORT” Contain?

- Information on every contract awarded by the 13 DOD Contracting Offices in Hawaii in 2009
- Information on the number of contracts awarded by each DOD Contracting Office by NAICS
- Information on the dollar value of every contract awarded by all 13 DOD Contracting Offices
- Information on the Contractor
- Information on the Type of SB Set-Aside used/not used



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## Steps to Search For Contracting Opportunities For Remediation Services

1. We know Remediation Services is NAICS 562910
2. Our report is already sorted by NAICS and Contracting Office
3. Our first step is to go down the NAICS column until we find the NAICS code 562910 and then do a range select so that we can color the cell background. This makes it easier to work with the many rows and columns.
4. The next step is to run the formula “Sum” using the column titled “Dollars Obligated”. This produces the following information: 7 contracting offices spent \$98,349,766 for remediation services in 2009.



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## What Else Did We Find During Our Search?

- Of the seven contracting offices, the Coast Guard spent the least, only \$682,543 on 6 contracts
- NAVFAC Hawaii spent the most money, obligating \$44,015,343 with just 48 contracts, mods and delivery orders
- NAVFAC Pacific issued the most contract actions, a total of 101 contracts, mods and delivery orders valued at \$23,549,274
- Based on our search we know that Tripler, National Guard, DITCO-Pacific, Marines, FISC and NAVFAC Marianas did not award anything under NAICS 562910



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## Summary Of Our Quick Search For Contracting Opportunities in Remediation Services

- We know DoD spent \$98,349,766 for remediation services in Hawaii in 2009.
- We know that only 7 contracting offices issued contracts under this NAIC, so we don't have to waste our time at the other 6 contracting offices.
- We know the Coast Guard issued only 6 contracts worth \$682,543, so it may not be worth our time to solicit opportunities from them. But NAVFAC Hawaii spent \$44,015,343, perhaps this is where our best opportunity lies!



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# What Results Can We Expect to Find?

- **With a proper search and analysis, you could**
  - Identify 8(a) contracting opportunities
  - Identify SDVOSB contracting opportunities
  - Identify HUBZone contracting opportunities
  - Identify Subcontracting opportunities
  - Identify Sole Source Set-aside opportunities
  - Identify Mentor/Protégé opportunities
  - Identify Partnering opportunities



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**The information in the report was pulled from Federal Procurement Data System – Next Generation (FPDS-NG). Anyone can access this website**

**<https://www.fpds.gov/>**

**and create their own custom report if you so desire.**

**As I mentioned earlier, this report and instructions on how to use the report will be provided at no cost to you. Simply give your business card and email address to Duane or Jon.**

**I want to reiterate that this report is just one way to find contracting opportunities.**



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# Mahalo !



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