

Selected Market Research Resources

Open/Free Resources

Resource	Notes	General Market Trends	Cong/Exec Oversight	Opportunity Identification	Agency/ Client Intel	Competitive Data
USAspending (USAspending.gov)	Consolidated, nicer interface than source systems. Searchable by agency, district, by prime or sub-award (if reported).	✓			✓	✓
Federal Procurement Data System (FPDS.gov)	Official record of Federal spending, with national security exceptions. Data not always timely or clean. Google-like and advanced search capabilities. Small business goals reporting. Debarred firm listings.				✓	✓
Federal Business Opportunities/FedBizOpps (FBO.gov)	Official notices of sources sought, planned and actual contract solicitations, or sole source announcements. Limited award notices.			✓	✓	Limited
Offices of Small Disadvantaged Business Utilizations (http://www.osdbu.gov/members.html)	List of active contracts at agency, more responsive than most government officials to questions, Small business goal reporting by agency or component.			Limited	✓	Limited
Federal Register (www.federalregister.gov)	Proposed studies, proposed regulations.	✓		✓		
System for Award Management (SAM.gov , formerly CCR.gov)	Registry of any firm looking for federal work. Searchable. Used to screen for partners as last resort.					Limited
Grants.gov (grants.gov)	Listing of nearly all Federal grant opportunities. Searchable by topic and agency.			✓		
US Public Health Service ERA Commons (www.era.nih.gov)	Solicitations and guidelines, rosters of NIH review panels, links to AHRQ, VA, FDA, CDC, SAMHSA sister sites.			✓	✓	
NIH Research Portfolio Online Reporting Tools (RePORT – report.nih.gov)	All NIH research extramural grants, searchable by category, keyword, location and awardee. Limited contract data.	✓		Limited	✓	✓

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Foundation Center (foundationcenter.org)	Searchable curated directory of giving by US-based private foundation grant makers. Detail on grant cycles, program officers, topics, and limitations. Based on 990 filings and other data. Online and in person access free. Training and Associates support by subscription.	✓		✓	✓	Limited
Individual Foundation sites (various, including RWJF.org , gatesfoundation.org)	Requirements, announcements/ solicitations, past grant awards.	✓		✓		✓
UN Development Business (devbusiness.com)	Consolidated solicitations from the UN, many development banks, Org. of American States, AusAID, and others.	Limited		✓	Limited	
Congressional Budgets and Reports (whitehouse.gov/omb , agency CBJs, House Appropriations Committee)	OMB Detailed Budget Justifications include year/year comparisons. Agency CBJs include highlights of new spending requests at component levels. Budget in Brief is a high-level agency summary. Committee markups and reports highlight required programs and new requirements.	Good	Good	✓	Good	
Center for Budget Policy and Priorities (CBPP.org)	Good analysis of federal budgets in a wide range of sectors.	Good		✓	✓	
American Association for Budget and Program Analysis (aabpa.org)	Analysis of general spending trends, changes and issues in agency and component level budgeting.	✓	Limited		✓	
Government Accountability Office (gao.gov)	High risk and duplicative projects listed. Recent GAO reports on specific agency components and programs. Bid protests. Subscribe to receive alerts on topics/agencies of interest.		✓	✓	✓	Limited
Senate and House hearings and testimony (senate.gov , house.gov , various agency legislative affairs sites)	Issues facing federal agencies, areas of pain, possible new opportunities and spending.	✓	✓	✓	✓	
Industry Associations, such as: - American Public Health Association (APHA.org) - IEEE (ieee.org) - Consortium of Social Science Associations (cossa.org) - National Defense Industry Association (ndia.org) - AFCEA (afcea.org)	Overall trends, changes in regulations, events and trainings.	Varies	✓	Limited	✓	✓
Agency Contract Forecasts	OSDBU may list SB spending plans; USAID forecasts. Rarely fully accurate but useful.			✓		

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Industry press (free for now), such as: <ul style="list-style-type: none"> - Government Executive (govexec.com) - Federal News Radio (federalnewsradio.com) - Government Computer News (gcn.com) 	Coverage of issues, marketing messages from competition	✓	Limited		Limited	✓
Agency newsletters and administrator blogs	Access via GPO management site (listserv.access.gpo.gov) or via individual agency sign up	Limited	✓	✓	✓	
Agency planning and policy sites (i.e., energy.gov/epsa)	Four to five year strategies with areas of focus, new programming, expected issues	Good		✓	✓	
Competitor websites and SEC filings	Current contracts, structure, GSA rates, new planned/major changes, areas targeted for growth, areas where hiring					✓

Closed/Subscription Resources

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Govini (govini.com)	Cleaned, recompiled data from FPDS and 30 other systems. Roll up and drill down analytics. Intuitive interface.	Good			✓	✓
Bloomberg Government (bgov.com)	News about government effects on industry as well as searchable Federal spending trends. Includes task orders.	✓	Good	Expanding	✓	✓
Deltek GovWin (deltek.com/products/govwin)	Focus on upcoming opportunities from public sources, calls, and review of Ex. 53, 300s, committee reports and testimony. FOIAs.	✓	Limited	Good	✓	✓
DACIS -Defense and Aerospace Competitive Intelligence Service (dacis.com)	Defense and aerospace contracting relational database. IDIQ/MAC and NASA modules in development.	✓		C4ISR	✓	Good
Devex (devex.com)	International development job search, donor pipeline consolidation, news and analysis. Initial search free, subscription required for most access.	✓	✓	✓	✓	✓
PIVOT by Community of Science (pivot.COS.com)	Researcher directory, along with global database of research funding across disciplines. Includes NSF, NIH, and privately funded research. Part of ProQuest.	✓		✓	Limited	✓

FedBid (FedBid.com)	Interface to commodity purchase opportunities.			✓		
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Washington Technology (washingtontechnology.com)	Detailed news and analysis.	Good		✓	✓	✓
Epipeline (epipeline.com)	Repackaged FBO.gov plus history.			✓	Limited	
EZGovOpps (ezgovopps.com)	Repackaged FBO.gov plus history.	Limited		✓	Limited	
FOIA – Freedom of Information Act (foia.gov)	Contract awards, T&Cs, modifications.					✓
Gartner Reports (gartner.com)	Technology ratings, pros/cons.	✓				✓
Onvia (oniva.com)	State and local opportunities.	✓		✓		

Customized Resources

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Advisory Councils and Committees or Technical Working Groups (TWIG) (i.e., NIH Advisory Committees ofacp.od.nih.gov/committees)	Participate as meetings are usually closed; attend if open; review notes if posted.	✓		✓	✓	✓
Custom research	Customer surveys, competitor research by third party (such as Gartner).	✓			✓	✓
Client conversations		✓	✓	✓	✓	✓
Conversations with clients, collaborators, and competitors at industry events and conferences	Govevents.com has a Federal-focused listing, if no other relevant events are known.	✓		✓	✓	✓
Past client/competitor employees, your alumni					✓	✓
Internal databases, CRM, wikis, shared files within your organization		✓	✓	✓	✓	✓

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