

Government Contracting 101

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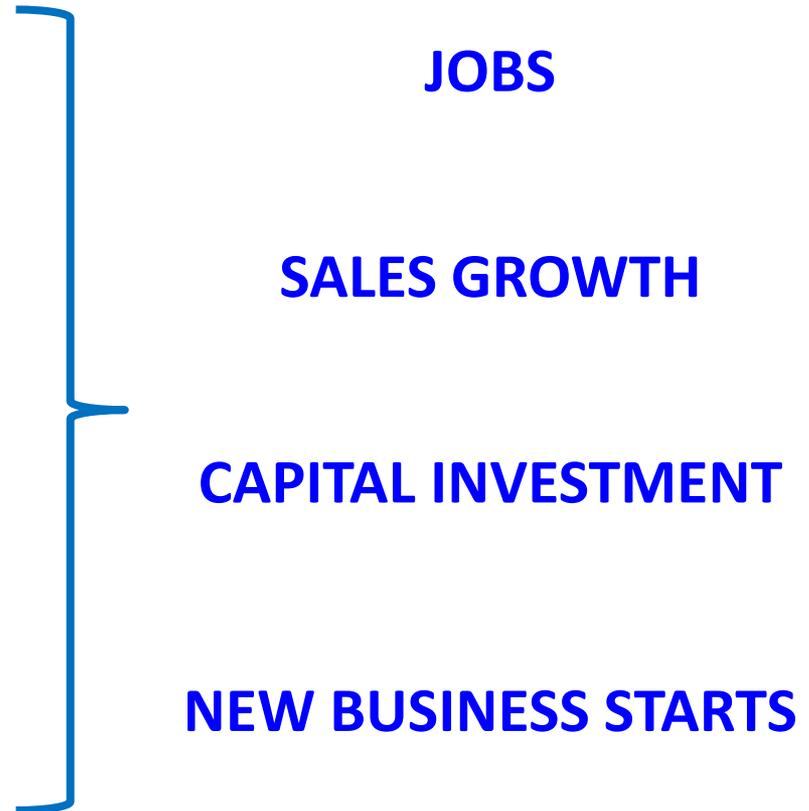
U.S. Small Business
Administration



- About the SBDC
 - Government Readiness
 - Target Customer
 - Business Growth

SBDC Services and Results

- One-on-one confidential business counseling
- Small group training seminars
- Conferences, workshops, seminar series
- Resource referral to local, state, federal and private sources



Upcoming Workshops

Live Webinars

01/15/2026	Preparing your Pitch – your Business Brief
01/21/2026	Start A Business (Legal & Administrative Steps)
01/28/2026	Financing Your Small Business
02/04/2026	Marketing 101
02/19/2026	Building your Value Proposition Design (VPD)
02/24/2026	Building your Performance Dashboard
03/04/2026	Start A Business (Legal & Administrative Steps)
03/11/2026	SEO And Social Selling

Register at Mason SBDC <https://masonsbdc.org/workshop/>
or at the Virginia SBDC Website <https://clients.virginiasbdc.org/events.aspx>

AGENDA

- About the SBDC
- Government Readiness
- Target Customer
- Business Growth

The Government Customer

- Federal
 - Department of Defense (DoD)/Military
 - Federal Civilian Agencies
 - Intelligence Community
 - Prime Contractors
- State
- Local

<https://www.opm.gov/about-us/open-government/Data/Apps/Agencies/>

https://en.wikipedia.org/wiki/List_of_federal_agencies_in_the_United_States

Procurement Process

- New work or Re-compete
 - Program Office – Statement of Work
 - Contracting Office
 - Sources Sought, RFIs
 - Request for Proposals (RFP)
 - Contract types – Firm Fixed Price, Time & Materials, Cost Reimbursement
-

First Ask Yourself

Business Readiness

- Have you setup a company?
- Do you have a business checking account?

Must not

- Owe back taxes
- Have a pending legal judgement with the Government
- Be on the Government excluded parties list
- Be in default on student loans

Past Performance

Does your company have:

- Public or private sector experience?
- Revenue and years in business?
- At least two year of successful past performance?
- References?

Or

Do you or your team have:

- Personal work experience relevant to the area of interest?

Strong Financials

Existing business:

- Positive cash flow
- Access to capital
- year-over-year of growth in revenue

Or

New business:

- Access to capital
 - Potential for success – people, processes, technology
-

Strategic Partnerships

Strong relationships forged with like-minded businesses that may offer the same or complementary products and/or services in order to support government contracts either as **Teaming or Joint Venture partners**

- *Participate in outreach and networking events*
- *Build a professional network with person-to-person contacts*

Business Infrastructure

- Administrative staff
- Organized filing system (Government docs, financial statement, receipts, employee records, entity formation)
- Government designed accounting system (DCAA compliant)
- Standard operating procedures (written)
- Disaster Recovery Plan (written)
- QA/QC plan (written)
- Cybersecurity plan (CMMC levels as per RFIs and RFPs)

<https://www.dcaa.mil/>

<https://www.projectspectrum.io/#/>

Government Language

- Acronyms (know what they mean)
- Industry Codes (know your unique codes - NAICS & PSC)
- Databases (research all applicable)
- Regulations (know your FAR & DFARS)
- Thresholds (know your limitations)
- Small Business Programs (See if you qualify)
- Procurement Instruments (GSA Schedule, IDIQ, BPA, GWAC)
- Websites (Every Agency and Prime has one)

<https://www.acquisition.gov/browse/index/far>

Getting Started – Federal

- Setup a company and get:
 - Create an LLC (State) and get EIN from the IRS
 - Unique Entity ID Number - <https://www.gsa.gov/about-us/organization/federal-acquisition-service/office-of-systems-management/integrated-award-environment-iae/iae-systems-information-kit/unique-entity-identifier-update>
 - Register in SAM <https://sam.gov/content/home>
 - ✓ <https://sam.gov/content/help>
 - ✓ Federal Service Desk (FSD)
 - Complete the Dynamic Small Business Search
 - ✓ Capability Narrative, Keywords, Past Performance
 - ✓ Search competitor profiles here https://dsbs.sba.gov/search/dsp_dsbs.cfm
 - CAGE Code issued once full identity is verified
-

UEI – Unique Entity ID

Get Started with Registration and the Unique Entity ID

Submitting a registration and getting a Unique Entity ID are FREE.

Before You Get Started

Review these steps to choose which option is right for you. You can register to bid and apply for federal awards or you can request a Unique Entity ID only without having to complete a registration.



1 About Registration

If you want to apply for federal awards as a prime awardee, you need a **registration**.

A registration allows you to bid on government contracts and apply for federal assistance. As part of registration, we will assign you a Unique Entity ID.

To see comprehensive instructions and checklist for entity registration, download our [Entity Registration Checklist](#).

If you do not want to apply directly for awards, then you do not need a registration. If you only conduct certain types of transactions, such as reporting as a sub-awardee, you may not need to complete a registration. You may only need a **Unique Entity ID**.

[What does it mean to get only a Unique Entity ID and not register?](#)



Entity Registration Checklist



All Awards Registration Questionnaires and Checklists

You need to enter the following information for an All Awards entity registration:

ID Unique Entity ID

After you select your purpose of the registration (All Awards) and your entity type, you will enter the following information to get a Unique Entity ID:

- Legal Business Name
- Physical Address (A post office box may not be used as your physical address)
- Date of Incorporation
- State of Incorporation (Entities outside the U.S. may need to provide alternate information)
- National Provider Identifier (NPI) (Non-U.S. entities only)

Core Data

Core data includes the following information:

Business Information

- Organization start date
- Date on which your company's fiscal year ends
- Organization's division name and number (optional)
- Organization's website URL (optional)
- Marketing Partner Identification Number (MPIN) (You will create this when you register.)
- Physical address (auto-filled from [Unique Entity ID section](#))
- Mailing address (You can copy your physical address or enter a different address.)
- Taxpayer Identification Number (TIN) (U.S. entities only)

IRS Consent

- IRS Consent Form (taxpayer name and address) (U.S. entities only)

Federal Government Small Business Goals

Type of Firm	Goal	Measure of Contract Awards
Small Businesses	23%	Dollar value of prime contract awards
Small Disadvantaged Businesses (SDBs)	5%	Dollar value of prime and subcontract awards
Women-Owned Small Businesses (WOSBs)	5%	Dollar value of prime and subcontract awards
Service-Disabled Veteran-Owned Small Businesses (SDVOSBs)	5%	Dollar value of prime and subcontract awards
HUB (Historically Underutilized Business) Zone Small Businesses	3%	Dollar value of prime and subcontract awards

Certification Programs

- Women-Owned Small Business (WOSB)
- Economically Disadvantaged Women-Owned Small Business (EDWOSB)
- Minority Disadvantaged Small Business 8(a)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Historically Underutilized Business Zones (HUBZone) Program

<https://certifications.sba.gov/>

- 8(a) – 2 years in business, financial verification, social disadvantage narrative
- Documented 51% ownership for all certifications
- HUBZone – Primary business location in the Hubzone AND 35% of employees live in a Hubzone
<https://maps.certify.sba.gov/hubzone/map#center=44.722800,-103.249700&zoom=4>
- Certification process – 6 months or more

Points to Ponder

- The Government Buys Everything
- Not every Government Agency or Prime Contractor buys everything
- Know who buys what you sell
- The government fiscal year is 1st October to 30th September



<https://www.usaspending.gov/explorer>

New on USAspending: Unique Entity Identifiers
Beginning in March, UEs will be added to USAspending displays alongside DUNS numbers. [Learn more and find out what changes you'll see on the site.](#)

Advanced Search Download

Filters

[Submit Search](#)
[Reset search](#)

Keyword

Time Period

All Fiscal Years

<input type="checkbox"/> FY 2022	<input type="checkbox"/> FY 2014
<input type="checkbox"/> FY 2021	<input type="checkbox"/> FY 2013
<input type="checkbox"/> FY 2020	<input type="checkbox"/> FY 2012
<input type="checkbox"/> FY 2019	<input type="checkbox"/> FY 2011
<input type="checkbox"/> FY 2018	<input type="checkbox"/> FY 2010
<input type="checkbox"/> FY 2017	<input type="checkbox"/> FY 2009
<input type="checkbox"/> FY 2016	<input type="checkbox"/> FY 2008
<input type="checkbox"/> FY 2015	

TABLE | **TIME** | **MAP** | **CATEGORIES**

Prime Awards Sub-Awards



Choose your filters and submit your search to begin.

- <https://www.usaspending.gov/search>
 Useful Filter Criteria

▼ Award Type

- > Contracts
- > Contract IDVs
- > Grants
- > Direct Payments
- > Loans
- > Other

▼ Agency

Awarding Agency

Department of Energy (DOE) ✕

Funding Agency

▼ Location

COUNTRY

STATE (US ONLY)

COUNTY (US ONLY)

CITY

CONGRESSIONAL DISTRICT (US ONLY)

> North American Industry Classification System (NAICS) ☰

> Product or Service Code (PSC) ☰

> Type of Contract Pricing

▼ Type of Set Aside

- 8(a) Sole Source
- 8(a) with HUBZone Preference
- 8A Competed
- Buy Indian
- Combination HUBZone and 8(a)

See 19 more ▼

4 Active Filters: [Learn how active filters work](#)

TIME PERIOD: FY 2024, FY 2023
 FUNDING AGENCY: Department of Energy (DOE)
 AWARD AMOUNTS: \$1,000,000.00 & Under

Submit Search
Reset search

Keyword
Time Period

Fiscal Year | Date Range

All Fiscal Years
 FY 2024
 FY 2023
 FY 2022
 FY 2021
 FY 2020
 FY 2019
 FY 2018
 FY 2017
 FY 2016
 FY 2015
 FY 2014
 FY 2013
 FY 2012
 FY 2011
 FY 2010
 FY 2009
 FY 2008
 Show New Awards Only

Award Type
Agency
Awarding Agency

TABLE | TIME | MAP | CATEGORIES

Prime Awards Sub-Awards

Spending by Prime Award

What's included in this view of the data?
View a list of award summaries based on your selected filters. Click the Award ID, Recipient Name, or Awarding Agency to find more detailed information on individual awards including transaction history, subawards, and more.
[read more](#)

Contracts 4,352 | Contract IDs 290 | Grants 4,169 | Direct Payments 1 | Loans 0 | Other 2

Award ID	Recipient Name	Start Date (Period of Performance)	End Date (Period of Performance)	Total Obligations to Date	Total Outlays to Date
89303023CIE000003	TEKPRO SUPPORT SERVICES, LLC	6/22/2023	6/21/2024	\$1,000,000	--
89303323FEM400366	HANFORD TANK WASTE OPERATIO...	6/2/2023	9/30/2033	\$1,000,000	--
89303323FEM400349	CATAWBA-TEA, LLC	4/15/2023	4/16/2024	\$1,000,000	\$44,404
89303323FEM400345	CATAWBA-TEA, LLC	4/6/2023	4/5/2024	\$1,000,000	\$142,205
89305023FIG000028	COHNREZNICK LLP	4/19/2023	8/23/2024	\$999,928	\$17,459
89233118CNA000046	STELLARRAY INC	10/1/2018	10/31/2023	\$998,098	\$483,394
89305018FFE000003	CYBORG INC	12/15/2017	6/15/2023	\$997,667	\$337,213
89305022CTT000002	THE FILA GROUP LLC	9/30/2022	9/30/2024	\$996,159	\$371,882

AWARD PROFILE

Contract Summary

Delivery Order (DO)  PIID 89243421FEE400179

Awarding Agency

Department of Energy (DOE)

Recipient

NORTHBOUND SOLUTIONS LLC

111 F MARKET ST

Related Awards 

Parent Award Unique Key

CONT_IDV_DEEE0008101_8900

 Competition Details

Solicitation ID	DE-SOL-0009111
Solicitation Procedures	NP: NEGOTIATED PROPOSAL/QUOTE
Number of Offers Received	--
Extent Competed	D: FULL AND OPEN COMPETITION AFTER EXCLUSION OF SOURCES
Other Than Full and Open Competition	--

Opportunity: Business Administration Support Services (BASS)

Description

PURPOSE OF AMENDMENT 000003 The purpose of Amendment 000003 is to provide answers to questions submitted by interested parties, update the response to Q38 within Amendment 000002, and to extend the offer due date. Please see FedConnect for

Overview

Reference number: DE-SOL-0009111
 Issue date: 03/29/2017
 Response due: 04/04/2017 03:00 PM US/Eastern

Set Aside: Competitive 8(a)
 NAICS: 541611-Administrative Management and General Management Consulting Services
 PSC / FSC: R699-SUPPORT-

What do I do now?

This is the opportunity summary page. To the left you will see a description and an overview of this opportunity. To the right you will see a list of the attached documentation. To view any of the attachments, simply click the attachment name.

Registered Users

To register interest in this opportunity or to electronically respond, you must first sign in. Click the Sign In button below.

[Sign In](#)

Non Registered Users

You can view this or any other public opportunity. However, registered users have numerous added benefits including the ability to submit questions to the agency, receive emails concerning updates and amendments, create and manage a response team and submit responses directly through this

Documentation

- DE-SOL-0009111
 - Sources Sought
 - Overview
 - Modification 1
 - Overview
 - Pre-solicitation Notice
 - Overview
 - Draft PWS
 - Draft Position Descriptions
 - Solicitation
 - Overview
 - DE-SOL-0009111
 - Attachment 1 - Performance Work Statement (PWS)
 - Attachment 8 - Ordering Procedures
 - Attachment 9 - Past Performance Reference Information
 - Attachment 10 - Past Performance Information Questionnaire
 - Attachment 2 - Labor Rate Pricing Sheet

Documentation

- [-]  DE-SOL-0009111
 - [-]  Sources Sought
 -  Overview
 - [-]  Modification 1
 -  Overview
 - [-]  Pre-solicitation Notice
 -  Overview
 -  Draft PWS
 -  Draft Position Descriptions
 - [-]  Solicitation
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 -  Attachment 10 - Past Performance Information Questionnaire
 -  Attachment 2 - Labor Rate Pricing Sheet

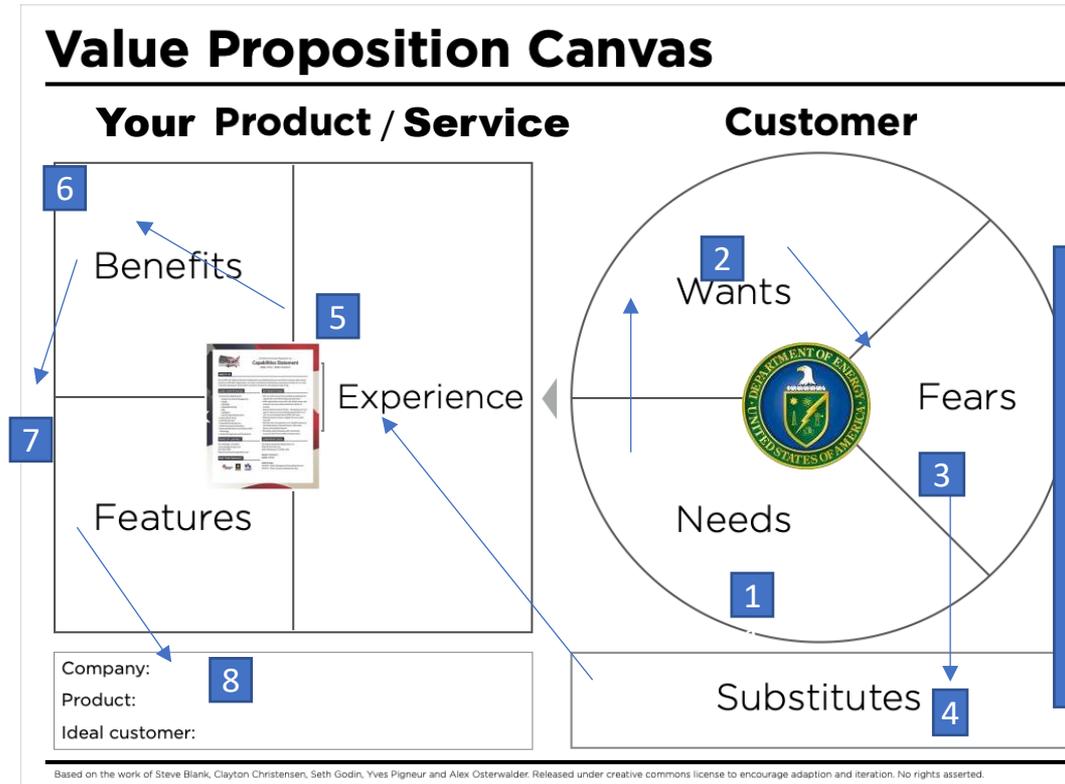
Performance Work Statement

- Administrative Support
- Mailroom
- Human Resources (HR)
- Facility Logistics
- Business Administration Briefings and Presentations
- Budget, Cost Reporting, and Price/Cost Analysis Support
- Performance Management
- Information and Business Management

AGENDA

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- Government Readiness
- Target Customer
- Business Growth

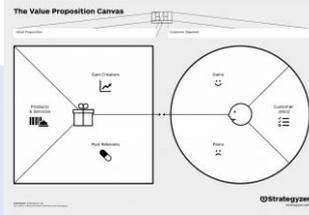
VPD Relevance



Informs strategy and tactics

- Competitive Incumbent strengths & gaps
- Subtle differences in what the customer wants and needs
- A very strong, aligned Capabilities Statement
- Your Business Briefing / pitch; your services
- Your Marketing Strategy Brand Positioning
- Web Site Elements
- Organic Search Tags
- ...and much more

Value Proposition Design Importance



and tactics
Inform strategy

- **Competitive Incumbent strengths & gaps**
- **Subtle differences in what the customer wants and needs**
- **A very strong, aligned Capabilities Statement**
- **Your Business Briefing / pitch; your services**
- **Your Marketing Strategy Brand Positioning**
- **Web Site Elements**
- **Organic Search Tags**

• ...and more

Source: strategyzer.com

Market Intelligence

- Know your competitors
 - Who is buying from them
 - What are their strengths, weaknesses
 - Review their brochures, websites, DSBS profiles

 - GSA Schedule to see pricing <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedule>
 - GSA CALC to see Labor Categories (LCATS) for competitors who have a GSA Schedule <https://calc.gsa.gov/>
 - Contract data is in the Federal Procurement Database (FPDS) <https://sam.gov/content/contract-data>
-

Target the Right Customer

- Develop a Business and Marketing Plan Unique to Government Contracting
- Who are your potential customers
- Which Agencies/Activities
- What are their needs, challenges
- Review websites
- Know your limits/capabilities
- Know your customers regulations/procedures

- Contract Opportunities
- Marketing research tool
- Shows contracts greater than \$25,000
- Used for set-aside opportunities
- Used to gather information
- Sources Sought, RFI, RFP
- <https://sam.gov/content/opportunities>
- Create and manage an acquisition pipeline

- <https://www.fedconnect.net/FedConnect/Default.htm> -



The Official U.S. Government System for:

Contract Opportunities

(was fbo.gov)

Contract Data

(Reports ONLY from fpds.gov)

Wage Determinations

(was wdol.gov)

Federal Hierarchy

Departments and Subtiers

Assistance Listings

(was cfda.gov)

Entity Registration

Including Disaster Response
Registry

Entity Reporting

SCR and Bio-Preferred
Reporting

Exclusions

Register Your Entity

Register your entity to get started
doing business with the federal
government.



Get Started



Renew Entity



**Check Registration
Status**

Market Research

- Basic research on agencies - support their mission
- Choose the top agencies that match your core competencies and their mission
- RESOURCES:
 - <https://sam.gov/content/opportunities> to look at contracting opportunities and contacts
 - <https://www.usaspending.gov/#/> to get situational awareness of what federal agencies are buying
 - <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules> GSA Schedules and pricing tools
 - <https://itdashboard.gov/> to see IT investments and CIO report cards

Acquisition Forecasts

Acquisition Forecasts (>\$25,000)

- When they plan to purchase
- Points of contact / Type of contracts / Small business preference
- All Agencies <https://www.acquisition.gov/procurement-forecasts>
- DoD <https://business.defense.gov/Small-Businesses/Acquisition-Forecasts/>

Office of Small & Disadvantaged Business Utilization (OSDBU) can be your advocate

All Agencies

<https://hallways.cap.gsa.gov/app/#/gateway/federal-osdbu-directors-interagency-council/10172/members>

DoD

<https://business.defense.gov/Small-Businesses/DoD-Small-Business-Offices/>

Filter By:

AGENCY PROCUREMENT FORECAST

SMALL BUSINESS

BUSINESS OPPORTUNITIES

VENDOR COMMUNICATION PLAN

AGENCY INDUSTRY LIAISON DIRECTORY

Agency Home

Agency Procurement Forecasts

[Agency for International Development](#) 

[Agency Procurement Forecast](#) 

[Department of Agriculture](#) 

[Agency Procurement Forecast](#) 

[Department of Commerce](#) 

[Agency Procurement Forecast](#) 

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[Agency Procurement Forecast](#) 

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[Department of Health and Human Services](#) 

[Agency Procurement Forecast](#) 

[Department of Homeland Security](#) 

[Agency Procurement Forecast](#) 



DHS Forecast

** denotes an updated record ×

[CSV](#)
[Excel](#)
[PDF](#)
[Print](#)

Quick Search:

View	APFS Number	Component	Title	NAICS	Contract Status	Place of Performance City	Place of Performance State	Dollar Range	Estimated Solicitation Release	Forecast Publish
View 	*F2020051866	USCG/SFLC	Vulkan USA Couplings and Elements	333612 - Speed Changer, Industrial High-Speed Drive, and Gear Manufacturing	New Requirement, No Contract	Winter Haven	FL	\$5M to \$10M	10/22/2025	09/15/202
View 	F2020052049	USCG/CG-C5I	Procurement of new Biometrics at Sea System	541519 - Other Computer Related Services	New Requirement, No Contract	Existing DOD R3 Contact Vehicle	DC	\$2M to \$5M	03/01/2021	08/31/202
View 	F2021052728	CBP	Firing Range Service	713990 - All Other Amusement and Recreation Industries	Follow-on to Existing Contract	Miami	FL	\$500K to \$1M	10/28/2025	07/01/202

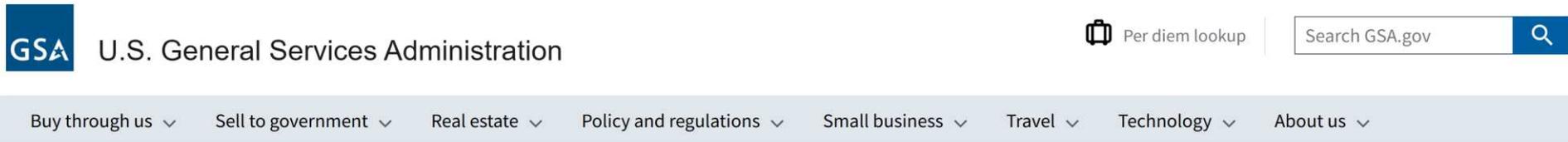


DHS Forecast

APFS Number	NAICS	Title	Contract Type	Contract Vehicle	Dollar Range	Small Business Set-Aside	Small Business Pr	
F2024067917	221114	- Solar Electric Power Generation	UESC at USCG Base Kodiak	Firm Fixed Price	GSA Schedule	\$20M to \$50M	N/A	TBD
*F2023064010	236116	- New Multifamily Housing Construction (except For-Sale B	Rebuild Family Housing Fort Wadsworth (Phase I), Staten Island, NY	Firm Fixed Price	Design/Build & Construction Services III (National) (NMACC III)	\$50M to \$100M	N/A	None
F2025069646	236210	- Industrial Building Construction	Indoor sUAS multi-use Training Facility	Firm Fixed Price	Definitive Contract	\$500K to \$1M	N/A	None
F2025069116	236210	- Industrial Building Construction	AA AMO NMC Install Upgraded Overhead Doors	Firm Fixed Price	Definitive Contract	\$250K to \$500K	N/A	8(a)
F2024067430	236210	- Industrial Building Construction	PSN 14861277 Install Wave Attenuation System at SEC Bufalo, NY	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$2M to \$5M	N/A	SB
F2024067418	236210	- Industrial Building Construction	PSN 26067169 Replace Hot Water Heater UPH at SFO Eastern Shore	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$250K to \$500K	N/A	SDVOSB
F2024067431	236210	- Industrial Building Construction	PSN 13918821_ Replace Fire Alarm System Multiple Buildings at STA	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$250K to \$500K	N/A	SB
*F2022059364	236210	- Industrial Building Construction	15656069 Dredge Station NOLA at CG STA NEW ORLEANS in New O	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$1M to \$2M	N/A	SB
*F2023063736	236210	- Industrial Building Construction	24406219 M&R Station Grand Isle Site - Divestiture Plan at CG Stati	Firm Fixed Price	IDIQ TO/DO (Non Strategic Sourcing Vehicle Multiple Award Contr	\$1M to \$2M	N/A	HUBZone
F2024067500	236210	- Industrial Building Construction	PSN 26063555 - Replace Windows Sta Rochester at STA Rochester,	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$250K to \$500K	N/A	SB
F2024067502	236210	- Industrial Building Construction	PSN 9988199 - CPOP FY25 Repair Airfield Pavement at AIRSTA Detrc	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$500K to \$1M	N/A	SB
F2024067385	236210	- Industrial Building Construction	PSN 3228073 - Rebuild Timber Pier at STA Inigoes, MD	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$500K to \$1M	N/A	SDVOSB
F2024067389	236210	- Industrial Building Construction	PSN 10590425 Repair Bulkhead at STA Sturgeon Bay	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$1M to \$2M	N/A	SB
F2024067400	236210	- Industrial Building Construction	PSN 8630762 - CPOP FY25_Major M&R Waterfront at BASE Portsmc	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$2M to \$5M	N/A	SDVOSB
F2024067423	236210	- Industrial Building Construction	PSN 18817503 Replace HVAC in UPH and Admin Bldgs at SFO Easter	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$2M to \$5M	N/A	SDVOSB
*F2022059327	236210	- Industrial Building Construction	15938427 Correct Corrosion Control Deficiencies Air Station (FY23	Firm Fixed Price	IDIQ TO/DO (Non Strategic Sourcing Vehicle Multiple Award Contr	\$2M to \$5M	N/A	SB
*F2023063721	236210	- Industrial Building Construction	12336039 Repair Culvert COMMSTA NOLA at Base New Orleans in	Firm Fixed Price	IDIQ TO/DO (Non Strategic Sourcing Vehicle Multiple Award Contr	\$250K to \$500K	N/A	HUBZone
*F2023063737	236210	- Industrial Building Construction	5866091 Construction - Reconfigure Emergency Power Base NOLA I	Firm Fixed Price	IDIQ TO/DO (Non Strategic Sourcing Vehicle Multiple Award Contr	\$500K to \$1M	N/A	HUBZone
F2025069096	236220	- Commercial and Institutional Building Construction	Removal and Replacement of facility fire suppression water tower	Firm Fixed Price	Definitive Contract	\$1M to \$2M	N/A	8(a)
*F2022059782	236220	- Commercial and Institutional Building Construction	LogHOUSE II	Firm Fixed Price	Indefinite Delivery Contract	Over \$100M	N/A	None
F2025069522	236220	- Commercial and Institutional Building Construction	PN 25363483 Repair Grease Traps Galley and POY	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$250K to \$500K	N/A	SDVOSB
*F2024066556	236220	- Commercial and Institutional Building Construction	9460028 Construct Savannah Entrance Channel Offshore Range Lig	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$2M to \$5M	N/A	8(a)
F2025069372	236220	- Commercial and Institutional Building Construction	27899170 Replace Cooling Towers - Services Building at Base Galve	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$1M to \$2M	N/A	HUBZone
F2025069612	236220	- Commercial and Institutional Building Construction	28150922 Repair UPH Room (R-POP) at CG STA Grand Isle in Grand	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$250K to \$500K	N/A	HUBZone
F2025068524	236220	- Commercial and Institutional Building Construction	USCG REGIONAL MULTIPLE AWARD CONSTRUCTION CONTRACT (R	Firm Fixed Price	IDIQ TO/DO (Non Strategic Sourcing Vehicle Multiple Award Contr	Over \$100M	N/A	SB
F2025069187	236220	- Commercial and Institutional Building Construction	FLETC Hurricane Roof Repair	Firm Fixed Price	Design/Build & Construction Services III (National) (NMACC III)	\$10M to \$20M	Full	SB
F2025069410	236220	- Commercial and Institutional Building Construction	Charleston Construction IDIQ Contract	Firm Fixed Price	IDIQ TO/DO (Non Strategic Sourcing Vehicle Multiple Award Contr	\$20M to \$50M	Full	SB
*F2023063700	236220	- Commercial and Institutional Building Construction	17190285 Repair Rio Bayamon Housing Roofs Phase 1 (FY24 CPOP)	Firm Fixed Price	Definitive Contract	\$1M to \$2M	N/A	8(a)
F2024067458	236220	- Commercial and Institutional Building Construction	6120519 Major M&R of Waterfront at Sector Northern Great Lakes;	Firm Fixed Price	Design/Build Construction Services II (Regional) (RMACC II)	\$2M to \$5M	N/A	SB
F2025069261	236220	- Commercial and Institutional Building Construction	Replace Wastewater Treatment Plant Emergency Generator (PN 99	Firm Fixed Price	Definitive Contract	\$250K to \$500K	N/A	TBD
F2025069263	236220	- Commercial and Institutional Building Construction	Repair and Alteration of Real Property in Support of Deferred Main	Firm Fixed Price	IDIQ TO/DO (Non Strategic Sourcing Vehicle Multiple Award Contr	Over \$100M	N/A	8(a)
F2025069097	236220	- Commercial and Institutional Building Construction	RGV 2 ,4 & 10 Barrier Gaps Design Build Construction Project	Firm Fixed Price	IDIQ TO/DO (Non Strategic Sourcing Vehicle Multiple Award Contr	\$50M to \$100M	N/A	None
*F2023064201	236220	- Commercial and Institutional Building Construction	Base Seattle Slip 36 CERCLA Clean Up and Waterfront Recapitalizati	Firm Fixed Price	Design/Build & Construction Services III (National) (NMACC III)	Over \$100M	N/A	None
F2025069400	236220	- Commercial and Institutional Building Construction	27901265 24H_H.Helene - Demolish Windjammer Building and Rep	Firm Fixed Price	IDIQ TO/DO (Non Strategic Sourcing Vehicle Multiple Award Contr	\$500K to \$1M	N/A	SB
F2025068973	236220	- Commercial and Institutional Building Construction	Sitka FRC Homeport & WLB Pier Recap	Firm Fixed Price	Design/Build & Construction Services III (National) (NMACC III)	\$20M to \$50M	N/A	None

GSA Forecasting Tool

<https://www.gsa.gov/small-business/forecast-of-contracting-opportunities>



GSA U.S. General Services Administration

Per diem lookup | Search GSA.gov

Buy through us ▾ Sell to government ▾ Real estate ▾ Policy and regulations ▾ Small business ▾ Travel ▾ Technology ▾ About us ▾

Home > Small business > Forecast of contracting opportunities

Forecast of contracting opportunities

It's easy to find [small business](#) contracting opportunities thanks to the Forecast of Contracting Opportunities tool.

The [Forecast Tool](#) provides information on expected federal contracting opportunities. The tool assists with acquisition planning by helping vendors learn about potential prime contracting opportunities early in the process. Users can easily filter the data by agency, location (place of performance), NAICS Code, contract type, and more.

The [Forecast Tool fact sheet \[PDF - 1023 KB\]](#) provides tips on how to use the tool and take advantage of its features.

<https://acquisitiongateway.gov/forecast>

GSA Forecasting Tool

Forecast Tool

Share 

Export CSV 

Filter

Keyword(s) 

Narrow Down by Keywords(s)

Reset 

Agency

Add a filter

Organization

Add a filter

Showing **1 - 25** of **9899** items

Results per page: 25 

Reader Services

Reader Services

Agency: Department of Veterans Affairs

Organization/Contracting: VBA - Veterans Benefits Administration

Office:

Listing ID: 36C10D_25_AP_0192

Contract Type: Firm Fixed Price

Estimated Contract Value: \$150K - \$250K

Region:

Type of Awardee:

Place of Performance: Cleveland, OH United States

Acquisition Phase: Drafting Solicitation

Estimated Award FY: 2025

NAICS Code: 541930 Translation and Interpretation Services

Acquisition Strategy/Type: Set-aside - Service Disabled Veteran Owned Small

of Set-Aside: Business

Period of Performance: 09/19/2025

2024 HHS OSDBU National Small Business Training Conference (SBNTC)

We are pleased to announce that **REGISTRATION IS NOW OPEN** for the **2024 HHS OSDBU Small Business National Training Conference (SBNTC)**! [Click here to reserve your spot NOW!](https://bit.ly/HHSOSDBU2024SBNTC)
bit.ly/HHSOSDBU2024SBNTC.

This event is **HYBRID**.

April 4, 2024, is reserved exclusively for **virtual 15-minute one-on-one matchmaking sessions**.

OSDBU Communications and Events

2024 HHS OSDBU National Small Business Training Conference Register at: bit.ly/HHSOSDBU2024SBNTC

HHS Events Schedule [Small Business Calendar of Events at HHS.gov](#)

HHS [Vendor Engagement Sessions \(VES\)](#)

More Information for [Industry](#) or [Government Professionals](#).

HHS Directory Search

OSDBU Communications and Events

2024 HHS OSDBU National Small Business Training Conference Register at: bit.ly/HHSOSDBU2024SBNTC

HHS Events Schedule [Small Business Calendar of Events at HHS.gov](#)

HHS [Vendor Engagement Sessions](#) (VES)

More Information for [Industry](#) or [Government Professionals](#).

Event Name	Date
OSDBU Office Hours w/National Institutes of Health (NIH)	Thursday, March 21, 2024

[See all OSDBU Events...](#)

Search Small Business Directory

Locate small businesses for procurement opportunities.



Small Business Directory



Small Business Search Results

Page 1. Displaying records 1 through 25 of 442 total record(s) for "medical writing"

Organization	UEI	Primary NAICS	Small Business Type
10Novate, Inc.	ELHDQLWTSNB7	541511	SDB EDWOSB WOSB
1Prospect Technologies, LLC	GX2WMLVX8JH9	541512	SDB TOF NAO 8(a)
21ST CENTURY BUSINESS SOLUTIONS, LLC	VJN8XUPAMY46	541611	SDB EDWOSB WOSB
2M Research Services LLC	LT42VRTKZGS9	541611	SDB HUBZ 8(a)



Industry Information

Grow your business and learn how to do business with HHS through our Small Business Programs, Events and Outreach Sessions, HHS Forecast Opportunities, and much more.

[Small Business Directory](#)

[HHS Forecast Opportunities](#)

[Small Business Programs](#)

[Small Business FAQs](#)

[Small Business Tools](#)

[Doing Business with the Government](#)

[Target Marketing](#)

[OSDBU Events](#)

SBA Dynamic Small Business Search

- Competitor Capability Narrative from SAM Profile
- Search Competitor based on previous search
- Lists of other competitors
- Filter on NAICS, Location and Certification
- Download list to CSV format
- Your Profile – NAICS Codes Narrative and Past Performance

- Be Patient – the site is a little slow

Small Business Search Notifications

- **The only legitimate SBA phone number related to Certifications is 1-866-443-4110.** “Certify.us” is not affiliated with SBA. SBA will not demand documents or information by email related to this Small Business Search (SBS) website, including capability statements. SBA will not charge a cost for Small Business Search (SBS) content or profile management.
- Effective August 1, 2025, **VOSB and SDVOSB joint venture designations will no longer be reflected in SBS.** [Click here to learn more.](#)

 Type to search for businesses by name, UEI, or CAGE code

 Location: VA - Virginia

 SBA certifications

 NAICS: 541611

 Keywords

 Business type

 Last updated: Anytime

 More filters

[Clear filters](#)

There are **9,363** small businesses
in **VA**, and designated small in NAICS code(s) **541611**.

 [Edit table](#)

 [Export](#)

Small business name	Capabilities narrative	Active SBA certifications	Contact person	Address
MNK CONSULTANT INC		No active SBA certifications	KASHIF IQBAL kigbal@mnkconsultant.com	15040 HOLLY TRACE LN, MANASSAS, VIRGINIA 20112 ↗
CLT SOLUTIONS 2 LLC	CLT Solution's mission has been to help organizations throughout American government and industry not only survive, but positively thrive amid the unr...	8(a) JV	ERIC THOMPSON eric.thompson@longevityconsulting.com	12209 WINDSOR HALL WAY, HERNDON, VIRGINIA 20170 ↗
DOVETAIL LEADERSHIP GROUP LLC	Dovetail Leadership Group is an industry leader in providing executive, leadership development, group and team coaching services. All coaches are cert...	No active SBA certifications	JUDITH DIAZ MYERS Dovetailleadershipgroup@gmail.com	11900 E GRETNA RD, GRETNA, VIRGINIA 24557 ↗
CV PRO USA LLC	Proposal development, budgeting, pricing, cost proposal, contract administration, contract management, contract negotiation, new business development,...	No active SBA certifications	CRISTIAN VIDRASCU cvprousa@gmail.com	6219 CHERYL DR, FALLS CHURCH, VIRGINIA 22044 ↗
YASH CONSULTING INC.		No active SBA certifications	YASHE JHAVERII yashepatel@gmail.com	10005 OAKTON CROSSING CT, OAKTON, VIRGINIA 22124 ↗
PREEM LLC		No active SBA certifications	NUREDIN MEKASS mekassnuredin@gmail.com	6328 LOCUST TREE LN, ALEXANDRIA, VIRGINIA 22312 ↗
GUYDO CONSULTING, INC.	Guydo Consulting is an innovative IT and consulting firm assisting government agencies in solving their most difficult challenges. Our staff are our m...	No active SBA certifications	GREGORY GUYDO info@guydo.com	13794 EAGLE VIEW LN, SPOTSYLVANIA, VIRGINIA 22551 ↗

September 29, 2025 5:37 PM EDT

UEI: SPFGY8GEKDC3

CAGE code: 8Z3H6

Current SBA certifications: **8(a) JV**

On this page

Profile overview

Organization & ownership

Certifications

NAICS codes

Service information

Performance history

Export information

Profile overview

This profile was last updated: 06/10/2025

SAM.gov registration status: Active

Capabilities narrative

CLT Solution's mission has been to help organizations throughout American government and industry not only survive, but positively thrive amid the unrelenting technological, economic, and cultural change of the modern era. And we bring you every possible advantage to do it: leading edge technologies, tools, and services; Unparalleled domain expertise from across the consulting sphere; A friendlier price point than you'll find at bigger firms; And most of all, a passionate and enduring commitment to the lasting success of our clients. That's how we keep your organization alive and kicking, no matter what the future has in store.

Capabilities statement link

Not Provided



Contact person

ERIC THOMPSON



Email address

eric.thompson@longevityconsulting.com



Phone number

703-969-2046



Fax number

Not Provided



Address

12209 WINDSOR HALL WAY, HERNDON,
VIRGINIA 20170



Website

Trade name ("Doing business as...")

Not Provided

Year established

2020

County code (3 digits)

059

Congressional district

11

Metropolitan statistical area

47900

U.S. Small Business Administration Subcontracting Network(SubNet)

Skip Navigation > Accessibility Options >

[Help](#)

SubNet

[Advanced Search](#)

[SubNet Home](#)

[Post-Modify](#)

[Disclaimers](#)

[Resources](#)

SubContracting Network(SubNet) - Public Search - (Version 1.0)

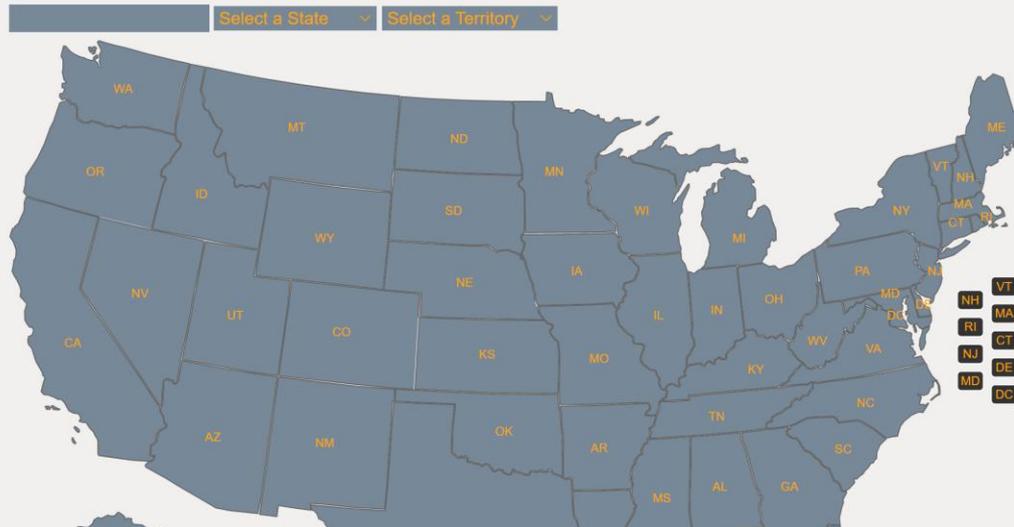
Welcome to the U.S. Small Business Administration Subcontracting Network(SubNet)

SubNet: The Small Business Administration's (SBA) Subcontracting Network System that bridges the gap between businesses seeking small businesses and small business seeking contracting opportunities.

To search for Solicitations (Sol), Notices of Sources Sought (NSS) and Outreach Events (Evt) click the category radio button.

Solicitations/NSS Directory Business Directory

Select the location you would like to view SB Subcontracting Opportunities from the map or the appropriate drop-down list.



AGENDA

- About the SBDC
- Government Readiness
- Target Customer
- Business Growth

What the Buyer Wants to Know

- Whether you can meet their needs
- Can you solve their problems
- Are you ***Responsive and Responsible***
- Company name, contact info, and capabilities-who you are and what you do
- Past performance and previous customers
- Your Socio-Economic status (last...)

<https://www.cpars.gov/>

<https://americassbdc.org/responsive-vs-responsible/>

Capability Statement

Drivers

1. Products & Services
2. Value Proposition
3. Differentiation

Components

- Core Competencies
- Differentiators
- Past Performance
- Relevant Company data
- Just the facts
- One or two pages

Capability Statement

Core Competencies

Tailor your Capability Statement to reflect your audience. An example first sentence is, "[Your Company] is able to help the [Target Agency or Prime Contractor] in their requirement for [specific requirements]."

Short introduction statement relating the company's core competencies to the agency's specific needs followed by keyword heavy bullet points.

TargetGov Tips:

- No long paragraphs
- Use short sentences followed by keyword heavy bullet points
- Create a new document for each agency mission or specific opportunity
- Call this document a Capability Statement
- Preferably, this Capability Statement is one page, one side
- Go to two sides only if absolutely necessary
- Save and distribute as a PDF, not a Word, PowerPoint, or other format

Differentiators

Identify what makes you different from your competitors and how this benefits the targeted agency.

TargetGov Tip: Relate your key differentiators to the needs of the agency, prime, or teaming partner.

Sample Differentiator Questions

- Why did your biggest customer want you?
- How and why is your company the best choice for the needs of this opportunity or agency?
- What is it about your services/products that make you stand out from the rest?

Past Performance

List past customers for whom you have done similar work. Prioritize by related agency, to all federal to all other government to commercial contracts. If the past projects do not relate to the targeted agency's needs, do not list.

Formatting:

Name of the Agency, Department, or Company. Contract # (if applicable), Value, Timeframe, Brief description of the work done. *Include metrics or customer benefits.* End with Contact: Name, Position/Title, Email, Phone

TargetGov Tip: Ideally, include specific contact information for immediate references. Include name, title, email, and phone.

Your Logo Here

TargetGovTip: This is a content & design template. Show your logo and contact information, with a specific person's name, phone, and email.

Company Data

Company History
One very brief paragraph of company description detailing pertinent facts.

TargetGovTip: Readers will visit your website for additional information. Make sure your website is constantly updated and government-focused.

List Specific Codes:

- DUNS
- Socio-economic certifications: 8(a), HUB Zone, SDVOB, etc.
- NAICS (all)
- CAGE Code
- Accept Credit and Purchase Cards
- GSA Schedule Contract Number(s)
- Other federal contract vehicles
- BPAs and other federal contract numbers
- State contract Numbers

Your address, phone numbers (voice, mobile, and fax), email, website, and other related contact information

Capability Statement Do's and Don'ts

- Do – Visually Appealing, add color, use headers and Bullets to break up text
- Don't write long paragraphs – you have 5 seconds to catch someone's eye
- Do reference you client's mission statement, strategies or key experience needs
- Don't use generic jargon or high level broad descriptive terms
- Do only include "differentiators" if the really are differentiators
- Don't use aspirational verbs/adjectives like "working towards" or "strive to"
- Do customize it for your audience
- Don't use the same boilerplate regardless of customer

Marketing Avenues

- Key - Network, Network, Network
- Communicate with your buyers - if possible
 - ✓ need to establish a relationship with buyer
- Attend Conferences/Workshops/ Industry Days/Matchmakers
- Trade Associations
- Check out Calendar Events
- Participate in Government Contracting Training

Local Networking Events

- GovEvents – Public calendar for agency and partner events across the country - <https://www.govevents.com/find-events.php>
 - Visit the Virginia APEX Accelerator events page for upcoming matchmaker and training events:
<https://virginiaapex.ecenterdirect.com/events>
 - Federal Government Contractors Winter Soiree - Networking Event - 2026 <https://www.eventbrite.com/e/federal-government-contractors-winter-soiree-networking-event-2026-tickets-1899061216219?aff=oddtcreator>
 - GovCon Chamber of Commerce - <https://www.govconchamber.com/>
-

Website Basics

- Keep website updated and relevant with past performance
- **Government Tab for B2B companies**
- Capability Statement(s) PDF (link for printing)
- White Papers – Show expertise. Use Case Studies
- Easy Navigation
- Bullet Format
- Past Performance/History
- Meta Tags for each page - Title, Description, H1, H2, Image
- Google Business Profile and LinkedIn Company profile

Teaming and Joint Ventures

- Help get contracts quicker
- Bonding
- Same Philosophies
- In Writing
- Able to win larger more complex projects
- Mentor Protégé
- Must use your own attorney
- Purpose and Duration
- Division on Labor/Work Scope
- Payment
- Exclusivity
- Proposal Costs
- Confidentiality
- Choice of Law/Dispute Resolution
- Regulatory/Compliance Issues
- Insurance and Indemnification
- Limitations of Liability
- Taxes
- Assignments

Teaming Failures

- Cultural differences (business/personal)
- Unclear leadership
- Clash of management styles
- Imbalance of expertise or investment
- Unclear distribution of work
- Payments

State Procurement (Virginia)

- Not as complex as Federal
- Register in eVA – Use all the research, tracking & connection tools
- Get certified by Virginia Department of Small Business & Supplier Diversity (VA SBSD)
 - SWaM - Small, Women-owned and Minority-owned
 - DBE - Disadvantaged Business Enterprise
 - SDV - Service Disabled Veterans
 - Micro - Micro Business

<https://www.eva.virginia.gov/index.html>

<https://www.sbsd.virginia.gov/>



My Leads

My Business

All Opportunities

B2B Connect

VIBE

Transparency



All Opportunities

Search :



Advanced Search

Clear All

STATUS

- Open
- Awarded
- Closed
- Bids Opened 3425
- Intent Posted
- No Award
- Cancelled
- Contact Buyer

BUYING ENTITY

OPPORTUNITY TYPE

CATEGORY

SET-ASIDE

- Micro Priority 121
- Small Priority 264

DATE POSTED

DATE CLOSED

Found 3425 results

★ View Favorites

Bids Opened

IFB 2025-3230-05 Office Training & Facility Buildo...

Status: **Bids Opened**

IFB 89270-1

Page County -Page County Virginia

Closed On: 4/1/25 2:00 PM

The County of Page is requesting sealed bids from qualified Bidders to provide construction services for the Emergency Medical Services Administrative Offices and Training Facility project. The project includes the buildout of 5,800 square feet of space within an existing 9,000 square foot one story building. The space will include offices, a gym, training center, conference room, a lounge, bunk rooms and storage areas. The work will include but is not limited to demolition, building walls, painting, plumbing and electrical work, and installing cabinetry, countertops, insulation, doors and frames, hardware, ceiling, toilets, shower, and appliances.

[View Opportunity](#)

★ [Add to Favorites](#)

IFB Construction

Remodel G Building (Houff) Cafeteria Vending Area ...

Status: **Bids Opened**

DBB 89449-2

Virginia Community College System - System Office -Blue Ridge Community College, Weyers Cave, Virginia

Closed On: 3/25/25 2:00 PM

Sealed bids are invited for the construction of the G Building (Houff) Cafeteria Vending Area project at Blue Ridge Community College, Project Code # L24BR682 located in Weyers Cave, Virginia. The project is generally described as making the former cafeteria serving area into a vending machine area, remove existing serving counters, build a partition with a door, relocate a return grille, and

[View Opportunity](#)

//mvendor.cgieva.com/Vendor/public/AllOpportunities.jsp

Local Government

- Not all use eVA (or State equivalent)
- Determine how they procure
- Where and how they post opportunities
- Local preference

Prince William County Procurement

Prince William County - Procurement
 Welcome to Prince William County Government Procurement Portal, which provides access to solicitation and contract information.

[Vendor Registration/Login >](#)

Open Solicitations
 Current procurement opportunities for goods or services.
[View Open Solicitations >](#)

County Contracts
 Current active contracts. Contracts are subject to change.
[View County Contracts >](#)

Bid Results
 Bid results received by Prince William County in response to invitations for bids.
[View Bid Results >](#)

Cooperative Contracts
 Contracts being utilized by the county that were awarded by other public entities.
[View Cooperative Contracts >](#)

Instructions for Bidders
 Supplier program provides vendors an opportunity to submit bids and quotes online.
[View Instructions >](#)

Upcoming Opportunities
 Anticipated Procurement Opportunities
[View Opportunities >](#)

Resources
 Reverse Trade Show
 Local Cooperation
 Internet Auction Services for County Surplus, Seized, and Unclaimed Property
 Procurement Services Staff
 ePayables Information for Suppliers

PWC Procurement Regulations
 PWC Procurement Regulations

Public Notices

- Planholders Lists
- Shortlists
- Debarred Vendors
- Intent To Award
- Sole Source Purchases
- Emergency Purchases
- Notices Of Award
- PPTA/PPEA
- Other Public Notices

© 2023 - Prince William County Procurement Services
 Phone: 703-793-6770
 Email: procurement@pwcgov.org

Solicitation Abstracts

Time Zone Eastern Standard Time

Prince William County Solicitations

Bids and proposals must be submitted online [through the Supplier portal](#). Hard copy bids and proposals are not accepted unless specifically noted in the solicitation.

Please click on **Details** button to view the **Solicitation Attachments**.

Note: ,1 or ,2 etc. in the solicitation number indicates the amendment number of the solicitation. -2 or -3 etc. in the solicitation number indicates the round number of the solicitation.

Search

Filters View ▼

Search
 Saved Search

** At least one is required

** Status

** Posted on or After

Solicitation	Details	Title	Solicitation Type	Status	Close Date
700434-25		Employee Assistance Program	Request for Proposal	Active	8/14/25 3:00 PM
700468-25		Tourism Master Plan	Request for Quotation	Active	8/11/25 3:00 PM
700449-25,2		Medical and Psychiatric Services	Request for Proposal	Active	7/31/25 3:00 PM
700467-25,1		DEVLIN ROAD WIDENING	Invitation for Bid	Active	7/29/25 3:00 PM



Schools • Translations

- Families
- Staff
- Community
- Work For PWCS
- About
- Contact

Procurement

Home / [Departments](#) / Procurement

PROCUREMENT

- Procurement Information
- Vendor Information
- Solicitation Information
- Fundraising Information
- Contact Information

Procurement Services

Prince William County Public School (PWCS) Procurement is the centralized purchasing agency for all PWCS schools and departments. Procurement staff determine the best method of procurement, issue solicitations (Information for Bid and Request for Proposals), award contracts, and maintain contract files. Procurement partners with all stakeholders and directs the purchase of essential goods, services, insurance, and construction requirements to support [PWCS' Vision, Mission, and Values](#).

Doing Business With PWCS

Procurement Information

[Learn about the procurement process, vendor contracts, and purchasing thresholds.](#)

Vendor Information

[Learn how to become a vendor with PWCS and view vendor resources.](#)

In Summary

- Make sure you are eligible
- Know who buys what you provide
- Build a relevant Digital Footprint
- Have a Capability Statement
- Network
- Stay on top of market forecasts
- Stay focused!

Contact

Mason SBDC
10306 Eaton Pl. Suite 180
Fairfax, VA 22030

(703) 261-4105

help@masonsbdc.org

<https://www.masonsbdc.org/>