FEDERAL PROCUREMENT DATA REPORTS, INC.

THE FEDBUY WORKBOOK™

My Personal, Step-by-Step Guide to Help You Find, Target, and Win Federal Contracts

PREPARED FOR

Company Name: _____

Date: _____

Prepared For You, Personally, By

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About Your Guide



This is the kind of conversation I want to have with you, one-on-one, about your company, not a canned pitch.

Hi, I'm Gregory M. James, CEO of Federal Procurement Data Reports, Inc.

With over 30 years in the industry, I've helped small businesses like yours find the federal agencies already buying what they sell, reach the right decision-makers, and turn that into awarded contracts. My time running a procurement technical assistance center funded in part by the Department of Defense and my work with the U.S. Department of Commerce are why I can help you navigate the process with confidence.

Learn more at myfpdr.com.

Here's What This Means for You

- I'll show you exactly which federal agencies and sub-agencies already buy what you sell, not a generic list, your list.
- I'll help you build a prioritized target list of contracting offices and the real decision-makers behind them.
- I'll work with you directly on your capability statement so it actually gets read instead of ignored.
- I'll give you a realistic, milestone-based roadmap for moving from registered vendor to awarded contractor.

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- I'll be honest with you about the barriers: the sales cycle, the regulations, the paperwork, because I've helped companies work through many of them.

Let's Talk About Your Company

Every federal market looks different up close, and the fastest way for me to get you clarity on yours is a direct conversation. Connect with me on LinkedIn to ask me specific questions about your company's federal opportunity, or visit myfpdr.com and let's schedule a one-on-one consultation.

→ Connect & Schedule a Consultation ←

linkedin.com/in/gregorymjames

myfpdr.com

Gregory M. James | CEO | Federal Procurement Data Reports, Inc.

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Introduction: Why I Built This For You

I built The FEDBUY Workbook™ to help you capture more federal contracts by focusing your company's resources on the exact government contracting and program offices that are the best fit for what you sell. This isn't a generic template. It's the same process I've used for over 30 years to help businesses like yours find their footing in the largest market in the world.



This is you, six weeks from now, reviewing your own procurement data with a clear plan in hand.

By the time you finish this workbook, you and I will have worked through the answers to these questions together:

1. Does the federal government buy my company's products/services?
2. Who makes the buying decision?
3. How do we market our products/services?

The Barriers I Already Know You're Facing

There are more than 90,000 federal, state, and local government entities in the U.S., the largest procurement market in the world. In my 30+ years doing this work, I've watched good companies get stuck on the same barriers, over and over:

- A sales cycle that can easily run 12 months to 2 years, long enough to sink your cash flow if you go in unprepared.

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- Federal Acquisition Regulations (FAR) that run more than 2,000 pages, most of which don't even apply to you, but you have to know which parts do.
- Bidding processes that are built for people who already know the system.
- Past performance requirements that feel like a catch-22 when you're trying to win your first contract.
- Cash flow strain while you wait on a long procurement timeline.
- Dense reading comprehension demands: solicitations and regulations aren't written for a quick skim.

I walk you through every one of these in this workbook, and I'm available to walk through them with you directly. That's exactly what this guide, and I, are here for.

Instructions

a. Complete the Procurement Data Report on your company's primary NAICS codes.

b. Complete the Contracting Offices Leads list.

c. Develop a timetable to accomplish your sales goals.

When you're ready, I'll provide you with a procurement transaction report and a list of contractors who purchased goods/services using your primary NAICS. Just ask.

You'll find additional contracting office contacts at the bottom of each contract notice page in SAM.gov. Insert your NAICS code in Contracting | SAM.gov and capture the contact information on each contract notice. I've set up Section 1.6 for exactly that.

And if you need extra hands, I can provide Technical Assistants to help you move through this faster.

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1. Your Procurement Data Report

This is where we get specific about your company. Complete this section using the data from the NAICS procurement transactions report on page 5, the one I'll prepare for you.



This is the kind of working session I want us to have around your data, turning numbers into a plan.

1.1 Spending

Company NAICS	Dollar Amount
	$
	$
	$

1.2 Top Five Agencies

Agency Name	Sub-Agency	FY2025 Spending

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Agency Name	Sub-Agency	FY2025 Spending

1.3 Award Types

Award Type	FY 2025
Delivery Order	
Definitive Contract	
Purchase Order	
BPA Call	
Other	

1.4 Top Competitors

Competitor Name	Notes

1.5 Target Agency

Select the agency you want to do business with.

Agency Name	Contact	Email	Phone Number

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1.6 Contracting Offices Contacts

Office Name	Contact	Email	Phone Number

Procurement Data Report Prepared by Me, Personally, at FPDR

NAICS 611430 — Professional and Management Development Training

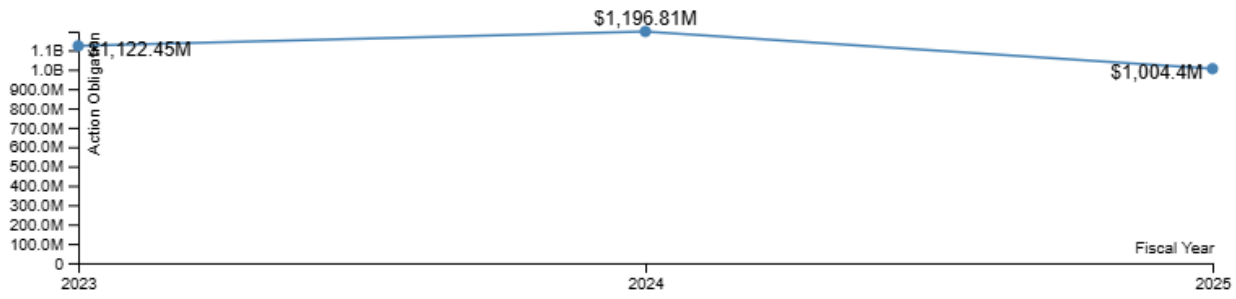
Contracting History Fiscal Years 2023-2025

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Federal Contracting Trend (2023–2025) Total: $3,857.96M

The data in this report comes straight from usaspending.gov. I've broken down what each chart means for your company below. This is the same lens I use with every client.

Federal Contracting Trend (2023-2025) Total: $3,323.66M



> **What I want you to see here:** *This is the year-over-year obligation trend for this market: a two-year climb followed by a pullback in 2025. That trajectory tells you whether demand in your market is growing or cooling off, which should directly shape how aggressively you invest in business development right now.*

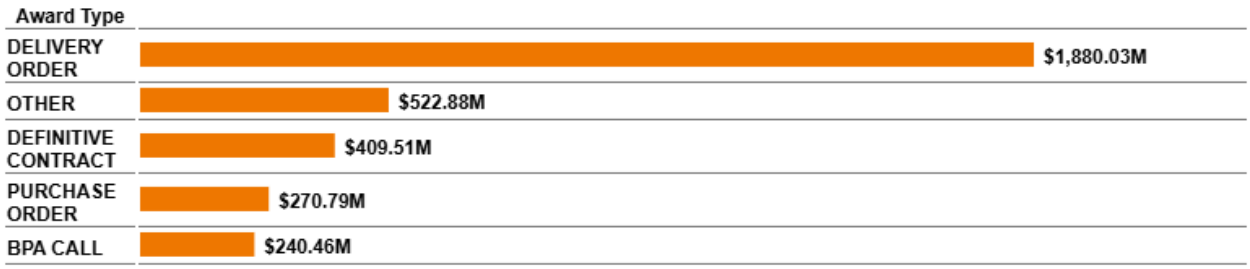
Top Contracting Agencies (2023-2025)

Agency Name	Sub-Agency Name	
DEPARTMENT OF TRANSPORTATION	FEDERAL AVIATION ADMINISTRATION	$555.84M
DEPARTMENT OF DEFENSE	DEPARTMENT OF THE ARMY	$543.88M
DEPARTMENT OF THE INTERIOR	DEPARTMENTAL OFFICES	$293.66M
DEPARTMENT OF DEFENSE	DEPARTMENT OF THE AIR FORCE	$276.37M
DEPARTMENT OF DEFENSE	DEPARTMENT OF THE NAVY	$270.3M
DEPARTMENT OF HOMELAND SECURITY	TRANSPORTATION SECURITY ADMINISTRATION	$129.97M
DEPARTMENT OF HOMELAND SECURITY	FEDERAL EMERGENCY MANAGEMENT AGENCY	$114.65M
DEPARTMENT OF VETERANS AFFAIRS	DEPARTMENT OF VETERANS AFFAIRS	$106.61M
DEPARTMENT OF DEFENSE	WASHINGTON HEADQUARTERS SERVICES	$99.03M
GENERAL SERVICES ADMINISTRATION	FEDERAL ACQUISITION SERVICE	$95.02M

> **What I want you to see here:** *This shows exactly which agencies and sub-agencies are spending the money. In this sample, the FAA and the Department of the Army each account for well over $500M. I want you to see this because it's the difference between chasing every opportunity and putting your limited time where the real budget is.*

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Award Types (2023-2025)



> **What I want you to see here:** *This breaks spending down by award type. When Delivery Orders dominate the total, as they do here, it tells you that winning usually means getting a seat on an existing IDIQ or teaming with a prime, not just answering open-market solicitations. That single insight can save you months of chasing the wrong kind of opportunity.*

Top PSC (2023-2025)

PSC	Total Contracts	
U008	5016	$808.3M
R499	2498	$770.14M
AF15	42	$353.68M
U009	3399	$302.1M
U099	3655	$235.33M
U006	2264	$166.83M
R431	144	$129.12M
R408	1089	$110.51M
R425	153	$67.31M
U001	816	$39.69M

> **What I want you to see here:** *This ranks spending by Product Service Code (PSC), the codes that describe exactly what's being bought. I use this chart with clients to confirm their PSC and NAICS codes actually match where the money is moving, because a mismatch here is one of the most common, and most fixable, reasons a good company gets overlooked.*

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Top Vendors (2023-2025)

Company	Total Contracts	
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	67	$483.52M
DEEP MILE NETWORKS LLC	35	$282.87M
DELOITTE CONSULTING LLP	47	$136.38M
JACOBS TECHNOLOGY INC.	81	$126.37M
THE BOEING COMPANY	27	$96.79M
JANUS RESEARCH GROUP, LLC	85	$78.85M
AMENTUM TECHNOLOGY, INC.	40	$77.24M
REDHORSE CORPORATION	139	$70.87M
MASS VIRTUAL, INC.	121	$59.33M
LEIDOS, INC.	62	$52.8M

What I want you to see here: *These are the top prime vendors already winning in this space. I don't show you this to intimidate you. I show it to you because every one of these primes needs subcontractors and teaming partners, and this list is your starting point for those conversations.*

Social Economic Status (2023-2025)

Status	
Self-Certified small disadvantaged business	$881.85M
Minority owned small business	$640.52M
C8(a) Program Participant	$577.2M
Women Owned Small Business	$517.61M
Veteran Owned Business	$406.93M
Veteran owned small business	$391.47M
Service Disabled Veteran Owned Business	$349.39M
Service disabled veteren owned small business	$335.09M
Historically Underutilized Business Zone HUBZone Firm	$73.96M
Small disadvantaged business	$11.86M

What I want you to see here: *This shows how much of the total spend went to businesses with specific socio-economic designations: small disadvantaged, women-owned, veteran-owned, HUBZone, and more. If your company qualifies for any of these, this chart is proof that certifications aren't just a badge. They're a real, dollar-backed competitive edge I can help you put to work.*

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Your Selected Leads List

Here's a sample of the kind of contracting office leads I generate from a procurement data report like yours:

Contact Details	Reference Number	Agency
Gregory Cooke – gregory.cooke@us.af.mil – 8508846004 / Mallory Cary – mallory.cary@us.af.mil – 8038955344	8508846004	DEPT OF THE AIR FORCE
Ian Zaur – zaurim@state.gov – 27791111816 / Johann Baasden – baasdenjw@state.gov – 27648163185	27791111816	STATE, DEPARTMENT OF
Johann Baasden – baasdenjw@state.gov – 27648163185 / Jenny Kriek – kriekjx@state.gov – 27791114327	27648163185	STATE, DEPARTMENT OF
John Wright – john.wright@uscg.mil / Cheryl Berry – Cheryl.A.Berry@uscg.mil	N/A	US COAST GUARD
Jones, Taylor – Taylor_A_Jones@nps.gov – 5207809294	5207809294	NATIONAL PARK SERVICE
Leah Caldwell – leah.m.caldwell2@usace.army.mil – 114961197442029	114961197442029	DEPT OF THE ARMY
Leitch, Sally – sally_leitch@ios.doi.gov – 7204505172	7204505172	NATIONAL PARK SERVICE
Lindsay Jaime – lindsay.r.jaime@usace.army.mil – 3145702217	3145702217	DEPT OF THE ARMY
Myong Hui Hong – myonghui.hong.ln@army.mil – 011-82-5033-55-3348	011-82-5033-55-3348	DEPT OF THE ARMY
Su Kyong Choe – sukyong.choe.ln@army.mil – 315-755-0638	315-755-0638	DEPT OF THE ARMY
Tremble, Donald – donald_tremble@nps.gov – 7204501198	7204501198	NATIONAL PARK SERVICE
Yi, Hye Ok – hyeok.yi.ln@mail.mil – 3157248638 / Joshua J. Medley – joshua.j.medley2.civ@army.mil – 05033550648	3157248638	DEPT OF THE ARMY
Yong Suk Kim – yongsuk.kim5.ln@army.mil – 0503-355-0650	0503-355-0650	DEPT OF THE ARMY
Yun Chae, Yi – yunchae.yi.ln@army.mil – 011-82-0503-355-3398	011-82-0503-355-3398	DEPT OF THE ARMY

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2. Key Resource Websites (09/2026)

These are the tools and websites I personally point every client to. Bookmark this page.

1. Registrations

1.1 SAM registration: sam.gov

1.2 Primary NAICS: census.gov/naics

1.3 Primary Federal Supply Classification Code (FSC) or Product Service Code (PSC): support.outreachsystems.com/resources/tables/pscs

1.4 NIGP Codes: NIGP Commodity Codes

1.5 SBA Profile: search.certifications.sba.gov

1.6 Renew/Update Your SAM Registration: How To, When, and Why

1.7 Renew/Update SBA Profile: Use secure.login.gov

2. Socio-economic Status

2.1 Local governments: TBD, “How to do Business With” websites

2.2 State of Texas: HUB Vets only.

2.3 Federal/State Government DBE programs: transportation.gov/civil-rights/disadvantaged-business-enterprise

2.4 Private sector: wbenc.org/certification | DFW Business Council

2.6 SBA: MySBA Certifications (WOSB, HUBZone, SDVOSB, 8(a))

3. Federal Procurement Research

3.1 Federal Contract History

3.2 Targeted Capability Statements: Sample Capability Statement Template

3.3 Solicitation notification websites: sam.gov | nctrca.org/member-bid-opportunities

3.4 Federal Contract History: fpds.gov | usaspending.gov | sam.gov/reports/awards/standard

3.5 Government Spending Open Data | USAspending

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Why Working With a Guide Can Help You Move Faster

You could do all of this alone. Plenty of companies try. Here's what I've seen, after 30+ years, actually separates the ones who win quickly from the ones who burn a year spinning their wheels:

- I've seen the common mistakes up close, so you don't have to learn them the hard way. Three decades of experience means I can often tell you in one conversation whether your market fit looks strong or where the gap may be.
- I know which parts of a 2,000-page FAR tend to apply to a company your size, so you can focus your time on the sections that matter most.
- I can help you identify which contracting officers are most relevant to what you sell, so you spend less time chasing the wrong ones, and with a 12-month-to-2-year sales cycle, every wrong turn is expensive.
- I help you build past performance strategically, through teaming agreements and subcontracting, instead of waiting years for it to happen on its own.
- I keep you accountable to a timetable. A plan on paper doesn't win contracts. Consistent, guided action does.
- I bring professional relationships built over many years through the Cross Timbers Procurement Center, the MBDA network, and my own client base, which can help shorten your learning curve.

None of this replaces your product or your team's expertise. It is designed to help you reach the right buyer sooner and avoid common detours, although results are never guaranteed.

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Ready to Win More Federal Contracts?



This is the moment I want you and your team to work toward.

Let Me Help You Turn This Data Into a Win

You've done the work of gathering the data. Now let's turn it into a targeted federal sales plan for your company.

I'm Gregory M. James, CEO of Federal Procurement Data Reports, Inc., and I built my business around one goal: helping companies like yours pinpoint exactly which agencies are buying, who the decision-makers are, and how to position your capability statement to win.

- Have specific questions about your company's federal opportunity? Ask me directly.
- Ready to move forward? Let's schedule a one-on-one consultation.
- Need a second look at your NAICS codes, target agencies, or capability statement? Bring it to our call.

Next Step: Connect With Me

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Reach out to me directly on LinkedIn or visit myfpdr.com to ask specific questions about your company's federal contracting opportunity and to set up a consultation. I read and respond to every message myself.

Gregory M. James | CEO

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myfpdr.com

Thank you for trusting me with your federal growth strategy.

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