



## epipeline's Eye on Engineering Services, NAICS 541330

As the Business Development Manager responsible for creating the business plan for your company, it can be very challenging to gain a perspective of opportunities over the several years; and from that, determine the specific opportunities to pursue. This week we are going to look at the opportunities for **Engineering Services** (NAICS 541330):

1. Who issues the contracts?
2. Who wins the contracts?
3. Where are these contracts?

NAICS 541330 is used when the requirements of the contract applies physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, structures, processes, and systems. It may include the application of these principles for provision of advice, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services.

### ***Who issues the contracts?***

The United States Navy is the largest buyer of services under NAICS 541330. According to Federal Procurement Data System (FPDS - source, epipeline's strategic partner, Eagle Eye), over fiscal years 2001-2003, the Navy had over a 42% market share under this code. That is more than double the next highest buyers, the US Air Force, and US Army, which had 19% and 18% of the market share, respectively. Contracts for Guided Missiles have the highest values, and SPAWAR is the biggest Navy spender under this code.

### ***Who wins the contracts?***

Several companies hold a significant market share of federal spending under NAICS 541330. Notably, Lockheed Martin Corporation has a market share of 14.5%, over four percent more than its closest competitor, Northrop Grumman Corporation, which is over 10%. They're almost 10% higher than the third company, Raytheon, which holds slightly more than 5% of the market. Each of these companies' contracts were valued at over \$1B in fiscal year 2003 alone.

### ***Where are these contracts?***

These contracts are being performed across the continental United States. The table and map below illustrates the distribution of the top twenty locations, by FY03 spending,

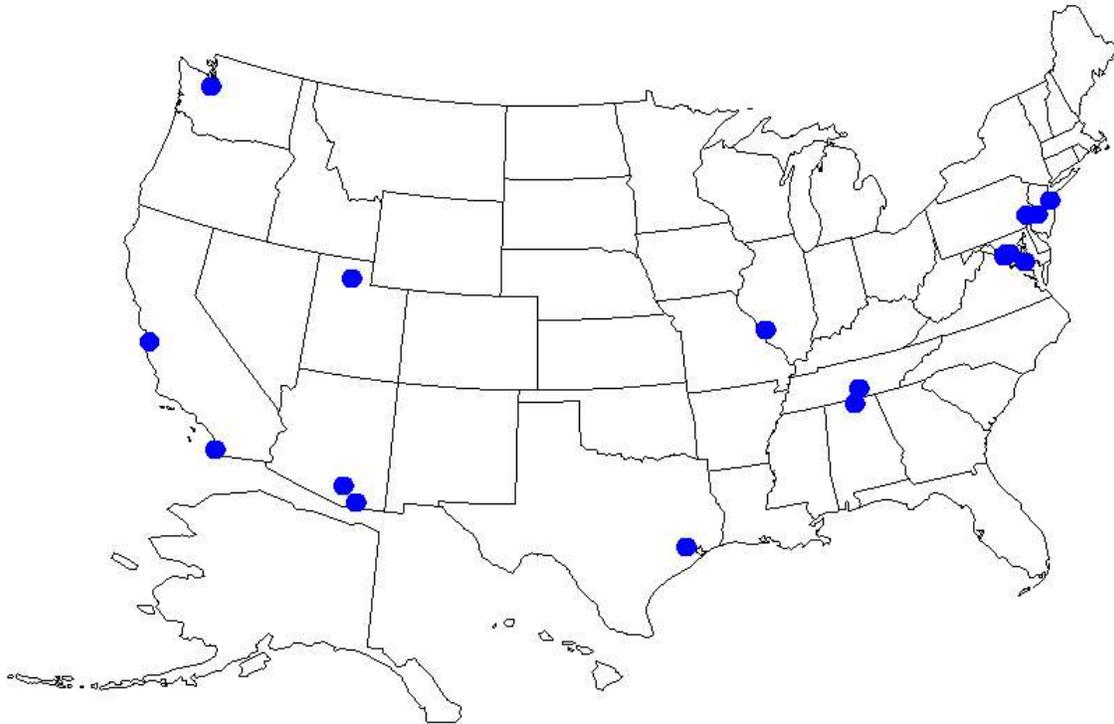
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where work is being performed under NAICS 541330. Easily identifiable is the strong concentration in the Mid-Atlantic, especially in the Metro Washington, DC area. In fact, four of the top ten locations and six of the top twenty are located in the Capitol Region. This represents **almost \$2.4B in FY03 spending** and **10.89% of the market share (FY01-03)**.

**Contract Place of Performance: NAICS 541330/FY03**



Location	FY03 Spending (\$)	Market Share (FY01-FY03)(%)
Clearfield, UT	872,445,538	3.68%
Houston, TX	716,989,655	3.39%
Sunnyvale, CA	713,197,815	2.79%
San Diego, CA	710,063,943	3.39%
Washington, DC	584,368,081	2.37%
Arlington, VA	485,720,443	2.16%
Moorestown, NJ	474,397,131	2.76%
Mclean, VA	453,513,258	2.36%
Seattle, WA	431,540,712	2.06%
Fairfax, VA	397,485,832	1.82%
<i>Not Identified</i>	<i>344,299,326</i>	<i>0.97%</i>
Tucson, AZ	326,264,124	1.03%
Huntsville, AL	314,084,291	1.11%
Philadelphia, PA	299,638,007	0.81%
Falls Church, VA	254,974,360	1.35%
St. Louis, MO	254,050,099	1.09%
Fort Monmouth, NJ	246,515,413	1.20%

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Fort Huachuca, AZ	244,327,419	0.81%
Arnold Air Force Station, TN	239,052,950	1.28%
Patuxent River Naval Air, MD	220,311,352	0.83%

Source: FPDS information from epipeline's strategic partner, Eagle Eye.

epipeline's Information Technology (IT) and Architecture, Engineering, Construction/ Environmental (AEC) verticals contain a significant number of opportunities which are identified by this NAICS code. In fact, almost 33% of IT's Pre-RFP opportunities use NAICS 541330 and over 21% of AEC.

To learn more about the NAICS 541330 opportunities or other opportunities that epipeline is tracking today; try the following search in the epipeline application:

**Find FY05 "NAICS 541330, Engineering Services" Opportunities**

1. Status - Select **Pre-RFP**;
2. Dates, RFP After - Type **10/01/2004**;
3. Dates, RFP Before - Type **09/30/2005**;
4. NAICS Code(s) - Type **54133** (for best results, drop the last number off a 6-digit code. Ex: 541330 becomes 54133);
5. Click the **Search** Button (or hit the enter key on your keyboard).

**What NAICS Code Do YOU Want To See  
in future epipeline newsletters?  
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