



epipeline's Eye on Facility Support Services, NAICS 561210

As the Business Development Manager responsible for creating the long- and short-range business plan for your company, it can be very challenging to gain a perspective of opportunities over the next 4, 5, or even 10 years; and from that, determine the specific opportunities to pursue over the next two years. Fortunately, epipeline's research of long- and short-range opportunities and the tools to enable you to identify and qualify this information.

This week we are going to look at the opportunities for Facility Support Services (NAICS 561210):

1. Who is buying
2. Who is buying in FY05 (*based on RFP Release Date*)
3. Acquisition strategy for opportunities with FY05 RFP Release Date

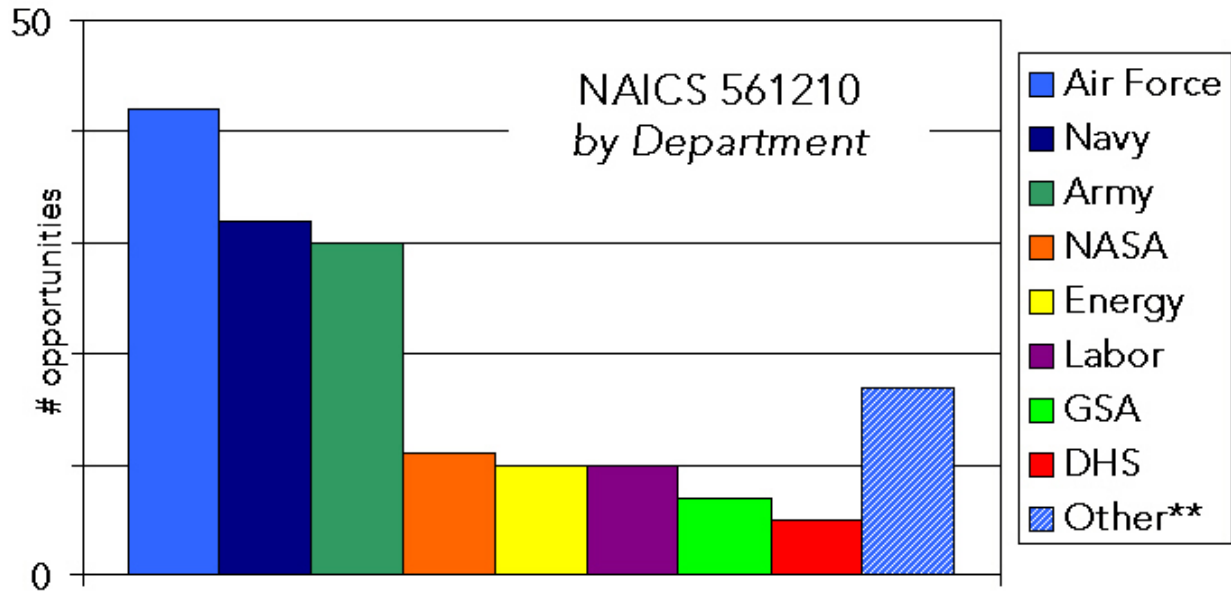
Long-Range Perspective: (FY2005 and beyond)

The following chart illustrates the agencies issuing opportunities under NAICS 561210 over the next 5+ years, according to epipeline's O&M vertical. Part of identifying long-range opportunities is knowing where you are now, and where you need to go. Are you only focusing on one agency? Did you realize that the Navy may have similar opportunities to the Air Force, or NASA?

Note:

1. Eight agencies represent 90% of the opportunities
2. Total contract values for these eight agencies exceeds \$42 Billion
3. Over the next 5 years, the Air Force, Navy and Army are the largest buyers

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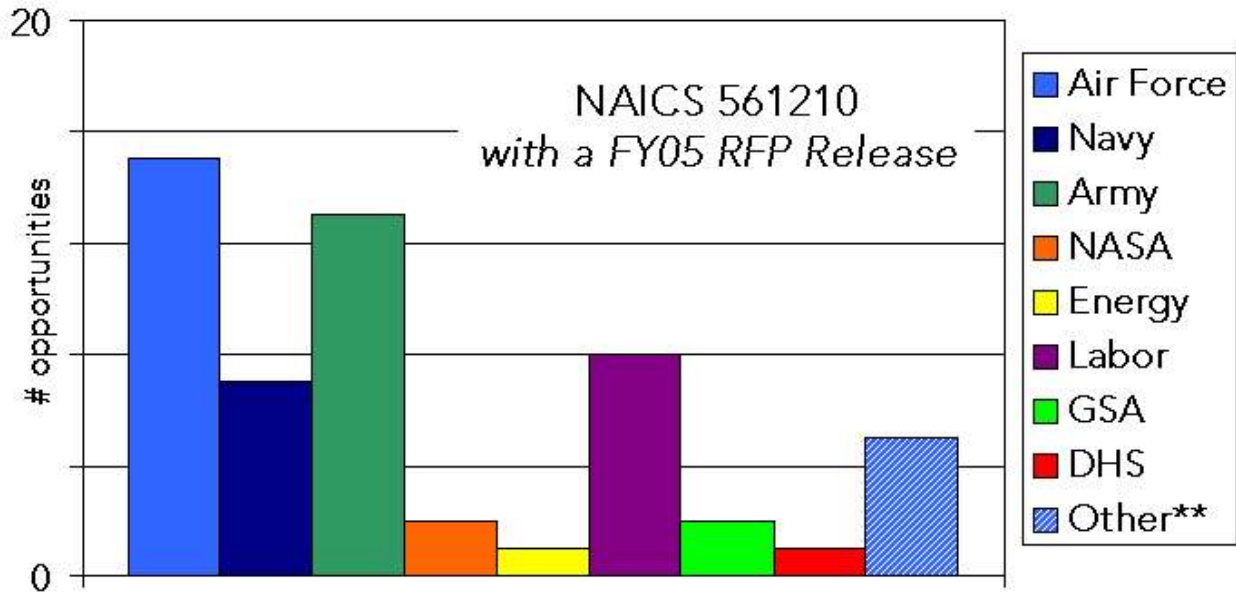


**This information ONLY reflects opportunities within our O&M vertical. It does not include our IT or AEC verticals.*

***Other Departments include the following: The Departments of Defense, Agriculture, Commerce, Transportation, Health and Human Services, Treasury, as well as the Environmental Protection Agency, National Science Foundation, Armed Forces Retirement Home, Social Security Administration, and United States Marine Corps. Source of information current as of August 31, 2004.*

Short-Range Perspective: (FY2005 RFP Release Date)

Whereas all NAICS 561210 opportunities that epipeline tracks have a combined total contract value of almost \$45 Billion, those with a RFP release projected in FY05 have a combined total contract value estimated at almost \$4.5 Billion. As illustrated below, there are significant numbers of opportunities expected to be issued in FY05 from the Air Force and the Army, but fewer out of NASA and GSA.

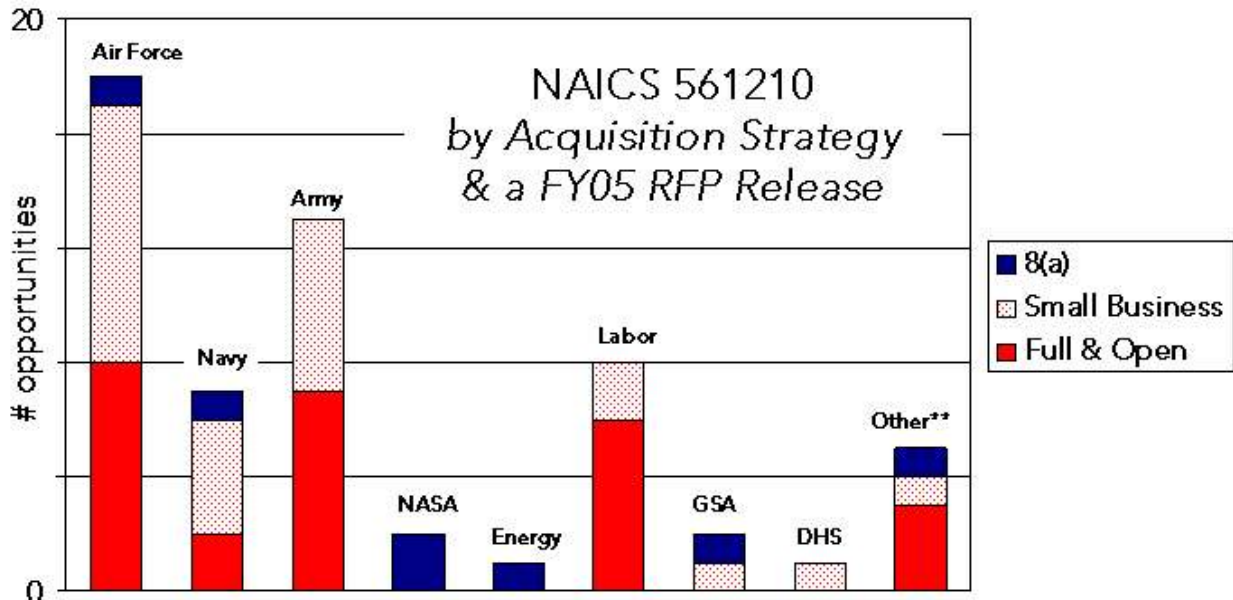


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Source information current as of August 31, 2004. FY05 RFP release (October 1, 2004 through September 30, 2005).

This same information can be viewed another way, by acquisition strategy. The stacked bar chart below identifies the distribution of Full and Open, Small Business set-aside (includes HUBZone), and 8(a) set-aside competitions for these FY05 projections. Qualifying short-range opportunities can be easy, by identifying whether you are even allowed to submit a proposal. Is your company a large business? You may want to look to the Air Force or Army for your prime opportunities. You may want to think of partnering as a subcontractor on GSA or NASA projects.



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Source information current as of August 31, 2004.*

To learn more about the NAICS 561210 or other opportunities that epipeline is tracking today; try the following search in the epipeline application:

Find FY05 "NAICS 56121, Facility Support Services" O&M Opportunities

1. Status - Select **Pre-RFP**;
2. Types of Work - Select '**All of O&M**', then click **Add**;
3. Dates, RFP After - Type **10/01/2004**;
4. Dates, RFP Before - Type **09/30/2005**;
5. NAICS Code(s) - Type **56121** (for best results, drop the last number off a 6-digit code. Ex: 561210 becomes 56121);
6. Click the **Search** Button (or hit the enter key on your keyboard).

The NAICS in Step 5 can be replaced with other NAICS codes, or see what NAICS 56121 opportunities we have in our IT or AEC verticals by changing Step 2.

**What NAICS Code Do YOU Want To See
in future epipeline newsletters?
Contact us at
<http://www.epipeline.com/contact.asp>**

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