

The 2013 Federal Procurement Forecast — Opportunity Awaits!

Last month we addressed "Fed Spending in an Election Year". We made the point that regardless of which party wins in November the federal budget marches on. One way or the other the government infrastructure needs to be supplied. It is clear that the need for supplies & services continues regardless of administrations agendas or politicians pet projects.

Taking a comprehensive look at the 2013 Federal Budget it is clear to see that very few agencies are planning to tighten their belts significantly, on the contrary, many agencies show a slight increase in spending. The fact is that the overall dollars each federal agency spends in the next fiscal year, & in the future, will not change very much. What will change is how those dollars will be allocated, what initiatives will receive those coveted budget dollars. That's where new opportunity awaits for any company willing to participate in government contracting!



Federal initiatives are now & will be in the future aimed at improving the skills of our workforce, better educating our children, creating more jobs, stimulating small business growth, modernizing infrastructure, becoming more energy efficient, self reliant & green, all while attempting to reduce the enormous deficit through GDP growth.

So, where does the opportunity lie? It's crystal clear, regardless who wins the election. Our Government plans to employ more private sector contractors to create jobs & stimulate our economy while meeting it's mission objectives. There is a significant focus in IT Infrastructure Improvement, Facility Modernization & Maintenance, Green Products, Energy Alternatives, Research & Development, Training & Management Consulting, Mission Implementation, New Federal Program Support, Engineering & Environmental Services, Supply Chain Management & Logistic Support, Medical Supplies & Services, Staffing & Recruiting, the list goes on.

Companies that are poised to take advantage of these opportunities will reap the reward if they are ready to supply the various government agencies on these projects.

[Fiscal Year 2013 Budget of the U.S. Government](#)

Hot Topics for the month

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- NCI now provides it's clients with choices by providing a variety of GSA application preparation services... [read more](#)
- This years 2nd Open Enrollment window for SeaPort-e is around the corner, don't miss out!... [read more](#)
- Want to get more out of your existing GSA Contract. NCI seeks Strategic Partners for mutual success!... [read more](#)



This Months Contractor Tips!

Tip # 1— Is your business at least 51% Women Owned? Consider an 8m (WOSB/EDWOSB) - a 5%, Underutilized, Set Aside... [read more](#)

Tip # 2— Medical & Dental Suppliers look into VA Distribution & Pricing Agreements (DAPA Contracts)?... [read more](#)

Tip # 3— Write Winning Bids - Learn how the government customer selects a winning bid proposal... [read more](#)

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