FindTheBest

Unlocking Government Spending Data

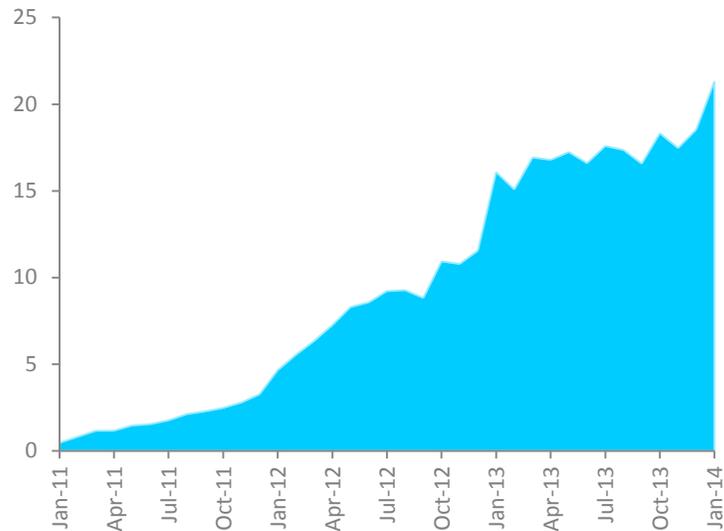Data Transparency Town Hall Meeting | September 2014

FindTheBest provides millions of people each month with perspective and expertise on important topics

Kevin O'Connor

CEO/Founder (Former CEO of DoubleClick)

25M+

visits/month run rate
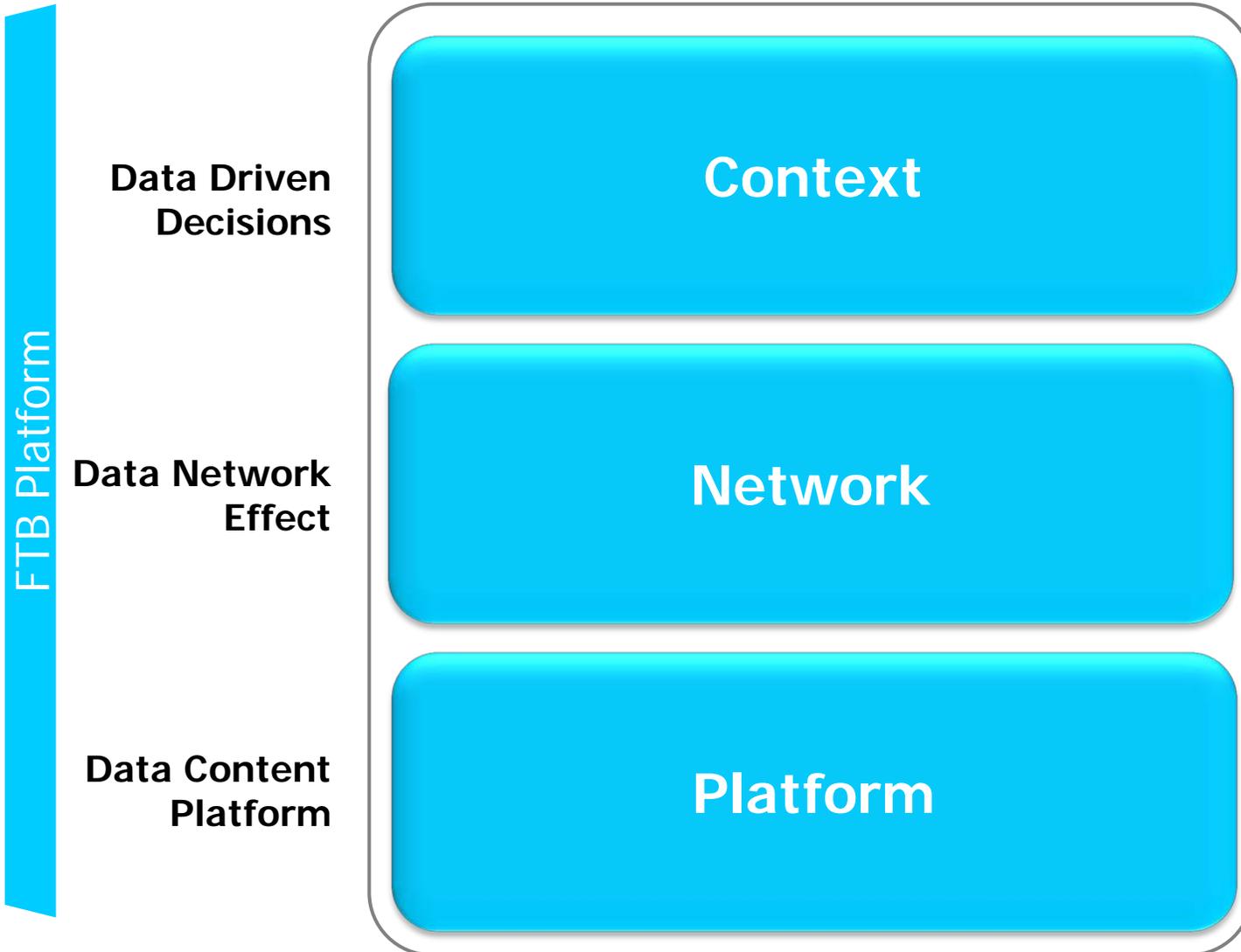

August 2010

launched

$17M

in funding from KPCB and Pritzker Group

2000+

datasets across 15+ categories

Our platform and network brings context and understanding to users for complicated datasets

FTB Platform

Data Driven Decisions

Context

- 1500+ Connected Topics
- Transparency & Access
- Insights, Answers & Expertise
- Perspective on Life's Biggest Decisions
- Publisher Access & Broad Distribution

Data Network Effect

Network

- Entity – Attribute – Relationships
- Products & Services
- Companies & People
- Homes & Locations

Data Content Platform

Platform

- Data ingestion and manipulation
- Complete entity collections
- Visualizations, Q&A and Narratives
- Smart Rating, Expert & User Reviews
- Responsive Design & Widgets

FindTheBest already utilizes government data to help bring perspective to millions of people each month

Government datasets are transformed into useful research tools

6M+
visits/month from government datasets

100+ topics
Death Records & Grave Sites
Financial Advisors & Banking
Section 8 Housing & LIHTC
Business Complaints & Public Records
Education & Test Scores
And many more...

Large amounts of data
100s of FOIA requests
Data.gov
SEC / XBRL
Federal and State Agency websites
3rd Party providers of data

New Government category creates one-stop shop for information

1.4M+
visits/month to Government category

60+ topics
Government Contracts & Spending
US Presidents & Vice Presidents
Members of Congress
Voter Registration
State Employees
And many more...

5 initial categories
Federal Government
State Government
Campaign Finance and Elections
Government Spending
Reference

Federal spending transparency can close the circle between public sector appropriations and private sector financing

Congressional Committees

Members of Congress

U.S. Campaign Committees

Historical Federal Budget

United States Foreign Aid - Grants and Loans

Agency Spending

Government Contracts

Government Contractors

Companies and Organizations

- Shed more light on congressional relationships with the private sector
- See with clarity where federal budget spending is going beyond just the programs being funded
- Identify the companies and organizations that benefit from government funding

Empower users to explore the lifecycle of federal spending from beginning to end

The topics included currently exist on FindTheBest

Where does FTB find federal spending data?

- Historical and current contracts data source
  - 38M contracts in database
- Rely on bulk monthly downloads from site

- Contract opportunities data source
- Rely on daily download from FTP

- Grant opportunities data source
- Rely on daily download from XML extract on site

- Used to cross-reference spending data found on USASpending.gov

1. Select the Data Source

Type of Data

○ Prime Award ○ Sub-award

2. Select the Data Spending Type

Type of Spending

○ Contracts ○ Grants ○ Loans ○ Direct Payments ○ Insurance ○ Other

Level of Detail

○ Basic ○ Complete
○ Everything ○ Recovery Act Only

3. Filter the Data

Agency: All

Fiscal Year: 2014

Recipient State: All

Place of Performance State: All

You may limit the search below by choosing only newly created, updated or deleted records submitted to the site since a certain date:

Records submitted since:

4. Select Format

Type of File

○ CSV ○ TSV ○ XML ○ Atom

SUBMIT

The Government Spending suite groups contracts data into Contracts, Contractors, and Agencies

Contracts	Contractors	Agencies

- Find all contracts from 2000-present. Research what the government bought, who they bought it from, and how much they paid for it.

- Profiles include:
  - Pricing
  - Time frame
  - Products and services purchased
  - Congressional district
  - Congressional district member of congress

- Compare 600,000 contractors to see who is winning the most contracts and what they're procuring.

- Profiles include:
  - Largest and recent contracts
  - Top departments and agencies they do business with
  - Top congressional districts and states
  - Total obligation amount

- Research spending by government agency. See aggregate data on spending over the years and learn which agencies spend the most money.

- Profiles include:
  - Which contractors they've been buying from
  - What they're buying
  - How much money they're spending (current and over time)
  - Which congressional districts and states they're awarding contracts to

The topic page allows users to filter and sort the data

Listing pages delve into more detail

Mcmaster University $10 Million Contract Issued by National Institutes of Health

💬 Leave a Comment   ✏ Edit

Contract Type: Indefinite Delivery Contract
Signed Date: June 30, 2010
Product or Service: Biomedical - Basic Research

⚙

| Overview | Contract Info | Agency Details | Contractor Details | Related Contracts |

Overview   ✏ Edit

The **National Institutes of Health** awarded this **$9,999,992** contract to **Mcmaster University** for Biomedical - Basic Research.

The contract was signed on June 30, 2010.

Below you will find more detailed information on this contract, Mcmaster University, and the National Institutes of Health.

All data is from **USASpending.gov**.

AGREEMENT PARTIES

| Agency ⓘ | National Institutes of Health | Contractor | **Mcmaster University in Hamilton** |

PRICING

| Contract Pricing | Pricing Glossary |

Obligation Amount	Current Contract Value	Ultimate Contract Value
$10 MILLION	$0	$0

The **obligation amount** of this contract is **$9,999,992**. This is **much higher** than than the median obligation amount ($4,730).

The **current value** of this contract, **$0**, is **much lower** than the median for all federal contracts ($4,858).

The **ultimate value** of this contract is **$0**, which is **much lower** than than the median ultimate value of all government contracts ($4,856).

SOURCING

| Information | Explanation |

Extent Competed ⓘ	Full and Open Competition (after exclusion of sources)ⓘ
Number of Offers Received ⓘ	678
Price Evaluation Percent Difference ⓘ	0%
Reason Not Competed ⓘ	Unique Sourceⓘ

SOURCING

| Information | Explanation |

The information below should help explain sourcing details related to this Department of the Navy contract.

Competition

- The Competition in Contracting Act of 1984 (CICA) mandates **competition in government contracting**. The act governs that contracts be competed as full and open unless circumstances exist that would allow agencies to use noncompetitive procedures.
- There was **full and open competition after some sources were excluded** for this contract.
- **678 offers were received** for this contract, making it much more competitive than the average government contract.
- This contract was awarded to Lockheed Martin Corporation, a qualified HUBZone firm. According to Price Evaluation Preference, as long as the HUBZone firm's offer is less than 10% higher than the otherwise lowest responsive and responsible offer, it will win the award. The price offered by Lockheed Martin Corporation was **0% higher than the lowest offer** from a qualified large business or non-small business.

For more information, refer to the **Government Contracts Guide**.

Listing pages delve into more detail

TRANSACTIONS
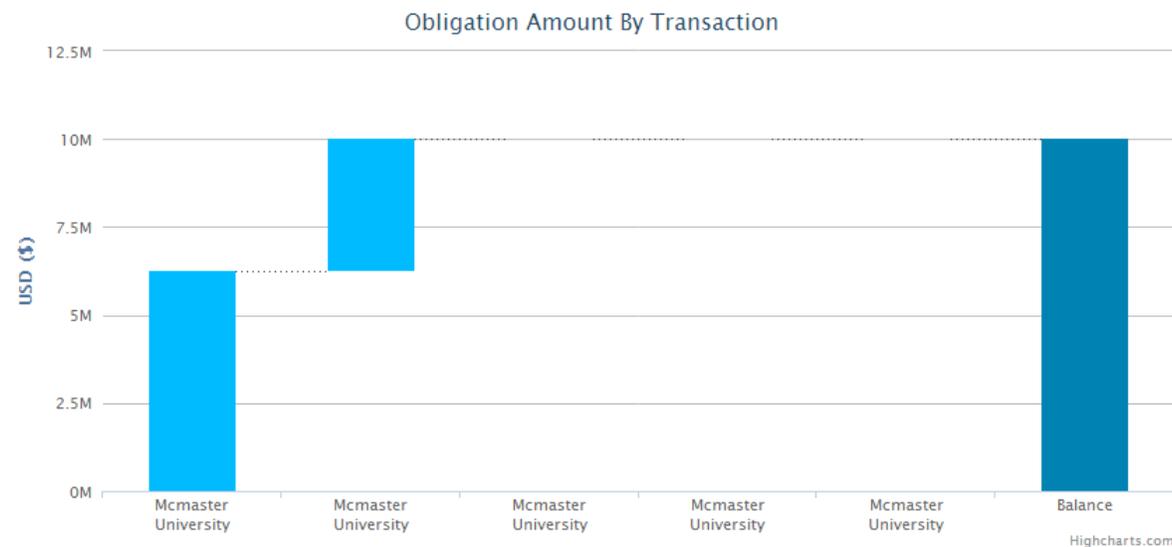
Obligation Amount By Transaction

Chart Explanation

This contract is made up of 5 transactions. Mcmaster University won all 5 transactions.

The sum of the obligation amount of each transaction is represented by the "Balance" column. The total obligation amount for this contract is $9,999,992.

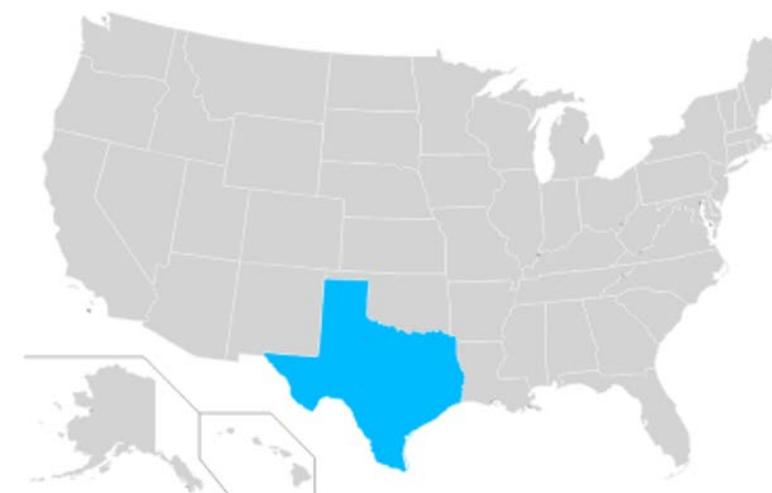| Contractor Name	Signed Date	Obligation Amount	Description
Mcmaster University	June 30, 2010	$6.25M	Tas::75 0885::Tas Population Genetics Analysis Program
Mcmaster University	September 17, 2010	$3.75M	Tas::75 0885::Tas Population Genetics Analysis Program
Mcmaster University	November 29, 2011	$.00	R&D- Medical: Biomedical (Basic Research)
Mcmaster University	May 16, 2012	$.00	"Population Genetics Analysis Program" Mcmaster University
Mcmaster University	November 27, 2013	$.00	"Population Genetics Analysis Program" Mcmaster University

PLACE OF PERFORMANCE

Place of Performance

State of Texas

Texas 12th Congressional District
Fort Worth, Texas 76108-3630

Texas 12th Congressional District
Fort Worth, Texas 76106-3630

Performance State

The Government Spending suite serves two audiences: everyday people and in-market researchers

Everyday Users

- Tax payers interested in:
  - Where their money is being spent
  - What their money is being spent on
  - Which companies are getting the contracts
  - Which agencies are spending the most
  - Which contracts are being performed in their congressional district
  - The biggest and most recent contracts

- Journalists wanting contract, contractor, and agency information and trends

In-Market Researchers

- Deep contextual information:
  - Contracts and contractor profiles will be incorporated into our Company research site (4M unique visits/month)
  - Transparency surrounding government expenditures by agency, location, congressional district, company & more

- Contractors can use the site to research competition and agencies

The suite promotes government transparency and acts as a research tool

1. The suite opens up government spending data to all individuals, tax payers and journalists **without requiring them to pay** for subscription services to understand government expenditures

2. The topics make the data **more digestible** for everyday users
   - Field help text provides definitions of the data fields and cues users in on important info
   - Guide to understanding government spending and navigating the topics
   - Narratives, call-outs and visuals help put numbers in context
   - Fully integrated with complete FindTheBest network for increased exposure

3. Contractors will be able to **research competitors and potential partners** to ensure a fair bid process and bring additional competition to government procurement

4. Contractors can use the Agency Spending topic to **learn about the products and services the government agencies are buying** and how much money they have spent over time

5. Our platform means we can create relationships between data and **expose new insights** from existing data while efficiently distributing this data across the internet

The additional information required by the DATA Act would reveal new information and enable more linkages between data points

- **Common data elements** and standard reporting periods would improve ability to sort, filter, and compare spending data on key metrics

- **Consolidation of federal spending reports and compilations** will expand accuracy, quality, and breadth of data available for analyses

- **Machine readable formats** would allow data intake and manipulation to be quicker and more efficient

- **Providing additional funding data** – from appropriation to account to expenditure – helps close gaps in the lifecycle of federal spending from public sector to private sector

- **Unique identifiers** across awards and recipients would improve the ability to connect the dots between government agencies, the payments they make, and the organizations that receive these payments

What should Treasury's priorities be?

1. **Outlay data** provides the most important data points in the spending lifecycle. Would allow FTB to compare and identify discrepancies between the obligated amount of an award and the actual paid amount

2. **Comprehensive reporting of grant and loan data** will improve usefulness of government spending suite and fill large data gaps that currently exist (e.g. $619B in missing data for fiscal 2012)

3. **Appropriations data** would help tie Members of Congress and their campaign committees to the spending measures they support

4. **More powerful API** that can handle larger and more customized requests and allow daily data updates

5. **Unique identifiers** for shared elements can be harnessed by FTB's Data Network Effect to reveal insights across the entire spending lifecycle

Appendix

Existing options are limited -- free government sites and restricted, paid subscription services

| Free Government Sites | Paid Services |

Free Government Sites

- FindTheBest data source
- Government site that was built because the U.S. was mandated to create a website that included all procurement data from 2000-present available for download for free

- USASpending data source (therefore our data source as well)
- Publishes Federal Procurement Report, Top 100 Contractors Report, and Small Business Goaling Report every year

Paid Services

⚖ FIND   ✦ RESEARCH GUIDE   f y g+ ✉

How to Research Government Contracts

Overview

The United States Government is the largest procurer of goods and services in the world. A government contract is an agreement between the government and contractor(s)—the company or companies that provide the goods or services. This government spending database contains information on all government contracts since 2000. You can use the database to research government spending in a few ways:

- If you're looking for a specific contract, visit the **Find Tab** and use our PIID (Procurement Instrument ID) or IDVPIID (Indefinite Delivery Vehicle Procurement Instrument ID) filter (the bottom filter).

- Just browsing? Consider filtering by agency, contractor name, or congressional district to see the biggest contracts in each category.

- Click on the bold name of the contractor to see information on the contract, including issuing agency, contractor(s), pricing details, time frame, sourcing, and competition data.

Where does this information come from?

The records in this database come from USASpending.gov, which provides data on all federal government contracts since 2000. The website was launched in December 2007 in response to the Federal Funding Accountability and Transparency Act (FFATA) of 2006, which required that the Office of Management and Budget (OMB) create a website with free and searchable information on every Federal award. The USASpending.gov data is provided by Federal Agencies through the Federal Procurement Data System, Federal Assistance Award Data System, SmartPay, and the Census Bureau.

How often is this information updated?

USASpending.gov refreshes the data archive every month with contracts received through the end of the previous month. We will update this database with the newest data as it is made available.

OBLIGATION AMOUNT VS. CURRENT VS. ULTIMATE VALUE

$10M

$8M

$6M

$4M

$2M

$0

2010

■ Ultimate Contract Value   ■ Current Contract Value
■ Obligation Amount

The reason the obligation amount is $9,999,992 and the ultimate and current contract values are $0 is most likely because USASpending.gov has not been diligent about updating the values when new task orders are added. In this case, it's helpful to assume that the values are the same as obligation amount.

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PRODUCT OR SERVICE INFORMATION

Product or Service ⓘ — Defense Aircraft - Operational Systems Development

Major Product or Service ⓘ — Research and Development

Claimant Program Code ⓘ — Airframes and Spares

IDENTIFICATION NUMBERS

Procurement Instrument ID ⓘ — N0001902C3002

Transaction ID ⓘ — 0

Modification Number ⓘ — P00020

PLACE OF PERFORMANCE
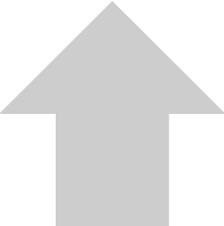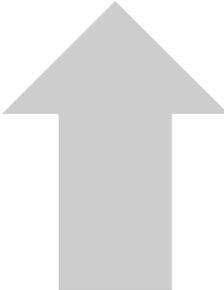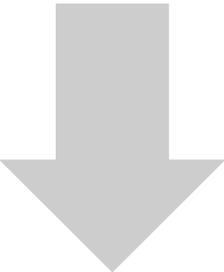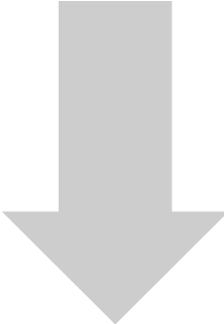
Place of Performance — State of Texas

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■ Performance State

Although not quite as comprehensive as paid options, our free suite nearly achieves parity

	Offerings and Information	Services we will offer	Services we won't offer (yet)
Onvia	▪ Current government opportunities (delivered every morning), agency intelligence (contact information, agency profiles), vendor intelligence (competitors, potential partners), future spending plans ▪ Experts share advice on how to win contracts through articles, webinars, and white papers		
GovTribe	▪ Real-time iPhone app that helps business evaluate opportunities and win more contracts ▪ Free 30 day trial then $59.99/year	Contractor Profiles Competitor Intelligence Potential Partners Agency Profiles Historical contracts Break spending up by agency, contractor, location, congressional district	Real-time open contract opportunities and contact info Future spending analysis Expert advice on how to win contracts
Govini	▪ Industry analysis, opportunity analysis, customer analysis, competitor analysis ▪ Sends clients customized, real-time alerts so they don't miss out on opportunities and can evaluate competitive position		
FEDMINE	▪ Tools for contractors (contracts with contact info posted daily, analyze competitors and markets) and tools for government agencies (find small contractors, first time contractors, track spending by congressional district) ▪ Subscriptions run from $4,350/year for small businesses to $139,523 for a large agency		

http://fedmine.us/fedmine/Home.html, http://www.onvia.com/, http://govtribe.com/, http://www.govini.com/