

Montgomery County Department of Economic Development

Stimulus Opportunity Workshop

Norm Berthaut

Business Development Specialist

Marketing & Business Development

Norman.berthaut@montgomerycountymd.gov

Gateway to the Region's Robust Federal & High-Tech Marketplace

- Home to world-class federal research & regulatory agencies including:



- Home to dynamic industry leaders:



Montgomery County

The Center of Federal Contracting

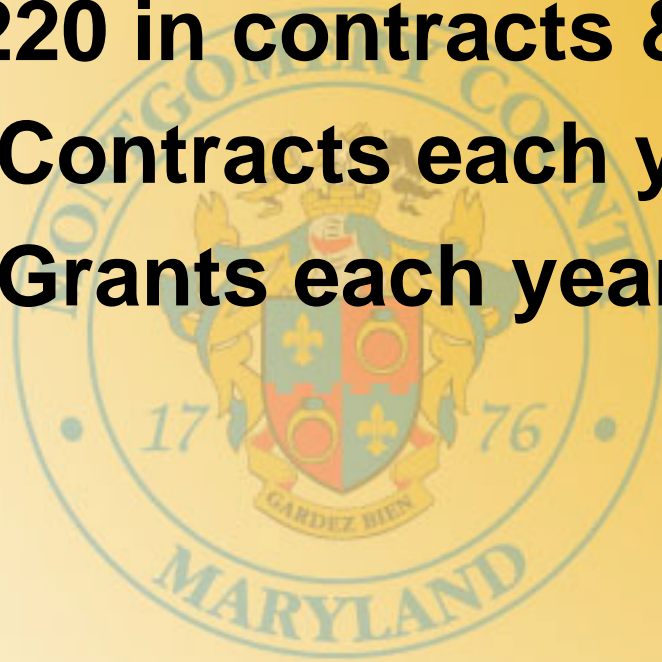
MC was 44.8% of all MD federal contracts in FY08
MD \$30.8B ; MC \$13.8B

- **1st in MD; 5th in U.S. govt. market among all counties**
- **5,590+ federal contractors –28.5% of all MD federal contractors**
- **20-25%+ of all fed contracts occur in Wash regional area**

Source: Fed Procurement Data Center; FedXcel

Where is the real Stimulus \$

- **\$787B ~ \$220 in contracts & grants**
- **\$530+B in Contracts each year!**
- **\$400+B in Grants each year!**

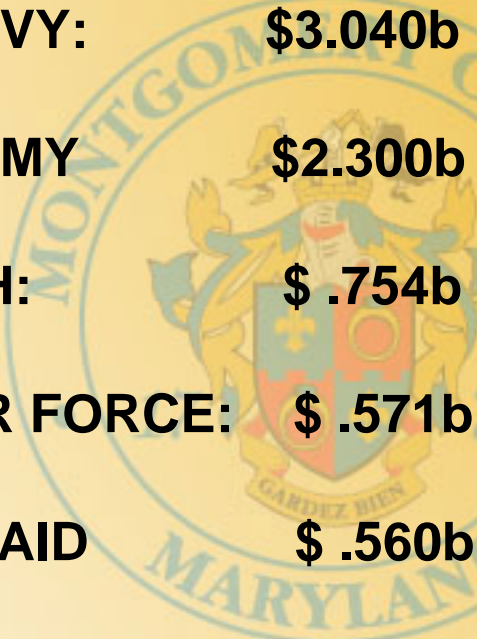


Top 5 Federal Agencies Purchasing from MD Contractors FY 2000-2009

The seal of Montgomery County, Maryland, is faintly visible in the background. It features a central shield with a red and white design, flanked by two figures holding a banner that reads "GARDIET BIEN". The shield is surrounded by a circular border with the text "MONTGOMERY COUNTY" at the top and "MARYLAND" at the bottom. The years "17" and "76" are also present on the seal.

ARMY:	\$29.1b
NAVY:	\$28.9b
NIH:	\$17.0b
NASA:	\$12.1b
AIR FORCE:	\$ 9.3b
All Others	\$69.6b
Grand total	\$166.1b

Top Federal Agencies Purchasing from MC Contractors FY 2008

The seal of Montgomery County, Maryland, is centered in the background. It features a central shield with a red and white design, topped by a crest with a figure holding a staff. The shield is surrounded by a circular border with the text "MONTGOMERY COUNTY" at the top and "MARYLAND" at the bottom. Below the shield is a banner with the motto "GARDEZ BIEN".

NAVY:	\$3.040b
ARMY	\$2.300b
NIH:	\$.754b
AIR FORCE:	\$.571b
USAID	\$.560b
All Others	\$6.6b
Grand total	\$13.8b

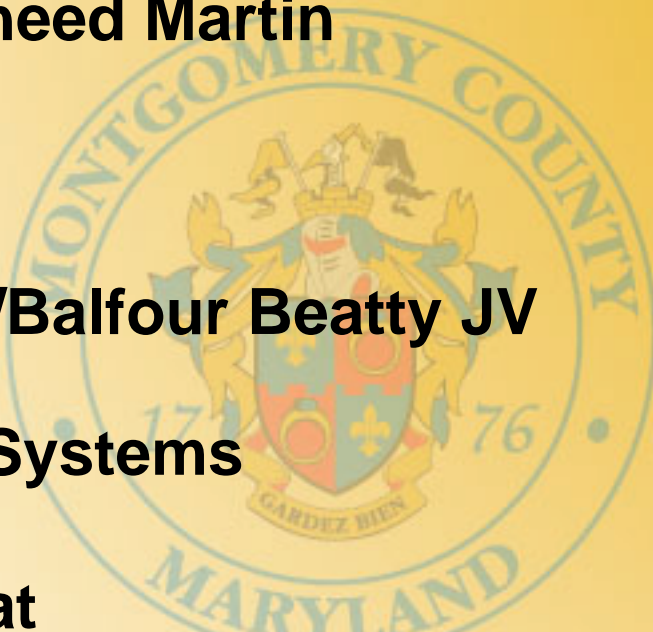
Top 5 Products & Services Purchased from MC Contractors FY 2008



Prof, admin, & mgt services	\$3.3b
ADP & Telecom Svcs.	\$2.8b
Research & Develop.	\$1.5b
Construction	\$1.3b
ADP HW, SW & support svcs.	\$.660b

*Top 10 PSCs account for 85% of total

Top 5 Large Prime MC Contractors FY 2008



Lockheed Martin	\$2.2b
IBM	\$1.4b
Clark/Balfour Beatty JV	\$.728b
BAE Systems	\$.592b
Westat	\$.372b

*Top 10 account for 35% of total

Welcome to the Stimulus Opportunity System*

- **Allows early opportunity identification for both stimulus contracts/grants and**
- **All other contracts/grants procured by the federal government**
- **Enhances the ability of Montgomery County companies to compete and win both Stimulus and other contracts and grants**
- **SOS data base is refreshed with new opportunities for contracts/grants extracted & uploaded weekly to the DED SOS website**
- **Each opportunity is linked to federal agency procurement information**
- **Provides a list of prime contractors & their small business contacts to potentially create teaming arrangements**
- **SOS allows a continuous review process of all new major opportunities;**
- **Continuous cycle where old information is deleted and new information added on a weekly basis**

*developed by netXcel, a Montgomery County Incubator company

SOS Database System

