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BIDDERS MAILING LISTS USER BEWARE!

In my opinion, use of "Bidder Mailing Lists" or Standard Form 129, Solicitation Mailing List Application, is one of the most misunderstood processes in government procurement.

More times than not, a procuring office has more interested parties looking for their office than they have resources to solicit from every interested party. That is to say it is not unusual to have a100 or more firm names come up on a mailing list. The procuring office will usually send out say a fourth of them at one time, and will use another portion of the list on the next solicitation.

In my opinion, it is wrong to assume that when you are on a procuring office's bidders list, you will get every solicitation. Then the obvious question is: How can I know what a procuring office is doing?

The best strategy depends on the anticipated dollar value of the contract. Solicitations with an anticipated dollar value less than \$100,000, are in a category called "Simplified Acquisition Procedure (SAP)" and require special effort to stay on top of. For SAP purchases, you need to get to know the Contract Specialists in each procuring office and understand how their solicitation mailing lists are compiled and how you can know of every solicitation. In most cases you will probably have to go by their bid board on a regular basis.

For solicitations with an anticipated dollar value greater than the SAP threshold, the process is much simpler. Federal regulations require all solicitations in this category be published in the Government-wide Point of Entry, (www.fedbizopps.gov), regardless of the procuring office. This includes every federal agency. FedBizOpps is a daily list of U. S. Government procurement invitations, contract awards, subcontracting leads, sales of surplus property and foreign business opportunities. It is published 5 days a week by the Department of Commerce and is the single most valuable tool anyone can have if they are interested in procurements from any federal agency estimated to exceed \$25,000.

This command does not have a bidders mailing list. We publish virtually everything in the FedBizOpps and NAVFAC's electronic solicitation website, www.esol.navy.mil. Once a solicitation from this command is issued, a list of all those who have requested a copy of the plans and specifications can be provided to any potential supplier or subcontractor.

So it boils down to this:

1. Under the SAP threshold - Find out from each procuring office how you can be assured of knowing about all of their solicitations. This may require you going by their office on a regular basis to look at their bid board.
2. Over the SAP threshold - Watch the FedBizOpps and NAVFAC's electronic solicitation website.

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