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

- 1500+ Connected Topics
- Transparency & Access
- Insights, Answers & Expertise
- Perspective on Life’s Biggest Decisions
- Publisher Access & Broad Distribution
- Entity – Attribute – Relationships
- Products & Services
- Companies & People
- Homes & Locations
- 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

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

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

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

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

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

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

**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

<table>
<thead>
<tr>
<th>Agency</th>
<th>Contractor</th>
<th>Product or Service</th>
<th>Signed Date</th>
<th>Time Frame</th>
<th>Obligation Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department of the Army</td>
<td>Kellogg Brown And Root Services Incorporated in Houston, TX</td>
<td>Logistics Support Services</td>
<td>December 14, 2001</td>
<td>High to Low</td>
<td>$38.7 BILLION</td>
</tr>
<tr>
<td>Department of Defense</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Department of Energy</td>
<td>Sandia Corporation in Albuquerque, NM</td>
<td>Operation of Government-Owned Contractor-Operated (Goco) R&amp;D Facilities</td>
<td>October 15, 1999</td>
<td></td>
<td>$33.3 BILLION</td>
</tr>
<tr>
<td>Department of Justice</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Federal Prison System</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Department of Justice</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Department of the Navy</td>
<td>Lockheed Martin Corporation in Fort Worth, TX</td>
<td>Defense Aircraft - Operational Systems Development</td>
<td>October 26, 2001</td>
<td></td>
<td>$29.8 BILLION</td>
</tr>
<tr>
<td>Department of Defense</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Listing pages delve into more detail

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

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

Overview

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 USA Spending.gov

AGREEMENT PARTIES

Agency: National Institutes of Health
Contractor: Mcmaster University in Hamilton

PRICING

<table>
<thead>
<tr>
<th>Contract Pricing</th>
<th>Pricing Glossary</th>
</tr>
</thead>
</table>

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 the median obligation amount ($4,730).
The current value of this contract is $0, which 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 the median ultimate value of all government contracts ($4,858).

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

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

<table>
<thead>
<tr>
<th>Contractor Name</th>
<th>Signed Date</th>
<th>Obligation Amount</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>McMaster University</td>
<td>June 30, 2010</td>
<td>$6,25M</td>
<td>Tas: 75 0835: Tas Population Genetics Analysis Program</td>
</tr>
<tr>
<td>McMaster University</td>
<td>September 17, 2010</td>
<td>$3,75M</td>
<td>Tas: 75 0835: Tas Population Genetics Analysis Program</td>
</tr>
<tr>
<td>McMaster University</td>
<td>November 29, 2011</td>
<td>$0.00</td>
<td>R&amp;D: Medical: Biomedical (Basic Research)</td>
</tr>
<tr>
<td>McMaster University</td>
<td>May 16, 2012</td>
<td>$0.00</td>
<td>“Population Genetics Analysis Program&quot; McMaster University</td>
</tr>
<tr>
<td>McMaster University</td>
<td>November 27, 2013</td>
<td>$0.00</td>
<td>“Population Genetics Analysis Program&quot; McMaster University</td>
</tr>
</tbody>
</table>

**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

[Map showing Texas highlighted]
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

<table>
<thead>
<tr>
<th>Free Government Sites</th>
<th>Paid Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FindTheBest data source</strong></td>
<td></td>
</tr>
<tr>
<td><strong>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</strong></td>
<td></td>
</tr>
<tr>
<td><strong>USASpending data source (therefore our data source as well)</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Publishes Federal Procurement Report, Top 100 Contractors Report, and Small Business Goaling Report every year</strong></td>
<td></td>
</tr>
</tbody>
</table>

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 PID (Procurement Instrument ID) or VIDPID (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

<table>
<thead>
<tr>
<th>$0</th>
<th>$2M</th>
<th>$4M</th>
<th>$6M</th>
<th>$8M</th>
<th>$10M</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0</td>
<td></td>
<td></td>
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<td></td>
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</tr>
</tbody>
</table>

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.

### Sourcing

<table>
<thead>
<tr>
<th>Information</th>
<th>Explanation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extent Competed</td>
<td>Full and Open Competition (after exclusion of sources)</td>
</tr>
<tr>
<td>Number of Offers Received</td>
<td>678</td>
</tr>
<tr>
<td>Price Evaluation Percent Difference</td>
<td>0%</td>
</tr>
<tr>
<td>Reason Not Competed</td>
<td>Unique Source</td>
</tr>
</tbody>
</table>

### 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 non-competitive procedures.
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<table>
<thead>
<tr>
<th>Product or Service</th>
<th>Defense Aircraft - Operational Systems Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Major Product or Service</td>
<td>Research and Development</td>
</tr>
<tr>
<td>Claimant Program Code</td>
<td>Airframes and Spares</td>
</tr>
</tbody>
</table>

### PLACE OF PERFORMANCE

<table>
<thead>
<tr>
<th>Place of Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>State of Texas</td>
</tr>
<tr>
<td>Texas 12th Congressional District Fort Worth, Texas 76108-3630</td>
</tr>
<tr>
<td>Texas 12th Congressional District Fort Worth, Texas 76106-3630</td>
</tr>
</tbody>
</table>

### IDENTIFICATION NUMBERS

<table>
<thead>
<tr>
<th>Procurement Instrument ID</th>
<th>N0001902C3002</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transaction ID</td>
<td>0</td>
</tr>
<tr>
<td>Modification Number</td>
<td>P00020</td>
</tr>
</tbody>
</table>
Although not quite as comprehensive as paid options, our free suite nearly achieves parity

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