

# **MARKET RESEARCH AND MARKETING FOR STATE AND LOCAL GOVERNMENT CONTRACTS**

**NEW HAMPSHIRE GOVERNMENT CONTRACTING ASSISTANCE CENTER  
LAKES REGION COMMUNITY COLLEGE  
JULY 15, 2016**



**Government  
Contracting**

**NH Economic Development**

# DOING BUSINESS WITH THE STATE OF NEW HAMPSHIRE

## Department of Administrative Services

- Bureau of Purchase and Property (BPP) is the lead buying agency for most State of NH departments
- <https://das.nh.gov/purchasing/vendorresources.asp>
- Bureau of Public Works/ Department of Transportation
  - Road and bridge and public works construction projects
  - <http://www.nh.gov/dot/org/administration/finance/bids/invitations/index.htm>

# STEPS FOR PROSPECTIVE VENDORS

- **Market Research**

- Does the State buy what you're selling?
  - Check Current State Contracts
  - Check Current Bidding Opportunities
  - Commodity assignments
- How much & from whom?
  - Transparent NH -
  - <http://www.nh.gov/transparentnh/>
  - “Where the Money Goes”
  - State Expenditure Register
  - Search Applications ☹ Existing Contracts ☺

# STANDING CONTRACTS

- **You can see the contract documents**
  - Should include all bids
  - Check out the contract term (duration)
  - <https://das.nh.gov/purchasing/vendorresources.asp>
- **Plan to compete next time –**
  - start planning 3-6 months before expiration date
  - Identify key point(s) of contact
  - Communicate your interest
- **Contracts can be extended without competition if incumbent offers to hold prices unchanged.**

# PREQUALIFICATION

**Bureau of Public Works**

**“Consultant Short List”**

**“Requests for Interest and Qualifications”**

**<http://das.nh.gov/PublicWorks/PWcurrentrequests.asp>**

**A – Architectural**

**FPE – Fire Protection Engineering**

**CE – Civil Engineering**

**G – Geotechnical**

**CM – Construction Mgmt**

**ME – Mechanical Engineering**

**E – Environmental**

**S – Survey**

**EE – Electrical Engineering**

**SE – Structural Engineering**

# BID OPPORTUNITIES

- **NH State Government**
  - DAS & DOT
  - Others

## **Regional State & Local Governments**

**Compiled on NH GovCon webpages:**

**<https://www.nheconomy.com/sell-to-the-government/selling-to-state-governments.aspx>**

**Active tools - iSearch & BidMatch**

**<http://isearch.outreachsystems.com/isearch/>**

**<https://www.outreachsystems.com/index.php/products-en/bid-match>**

# GOVCON SUPPORT – OTHER STATES

In addition to the resources we have already discussed, NH GovCon offers assistance with other states and territories:

- **Direct support with other states**
  - Identifying bid opportunities
  - Determining points of contact
  - Interpreting processes and rules
  - Assistance with bid documents
- **Indirect assistance through APTAC's national network of 97 PTACs, covering 50 states, Puerto Rico, Guam and the District of Columbia.**
- **[www.aptac-us.org](http://www.aptac-us.org)**

# NH GovCon

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