



What is a Prime? Why are they important?

You may often hear the terms “Prime Vendor”, “Top Prime” or “Prime Contractor” in relation to procurement and acquisitions with the government, but what does that mean? Simply put, a “Prime” is the main company chosen to perform the work or provide the product/service required in a government contract. A subcontractor is a company that works with/under a prime contractor to perform the work offered in a government solicitation.

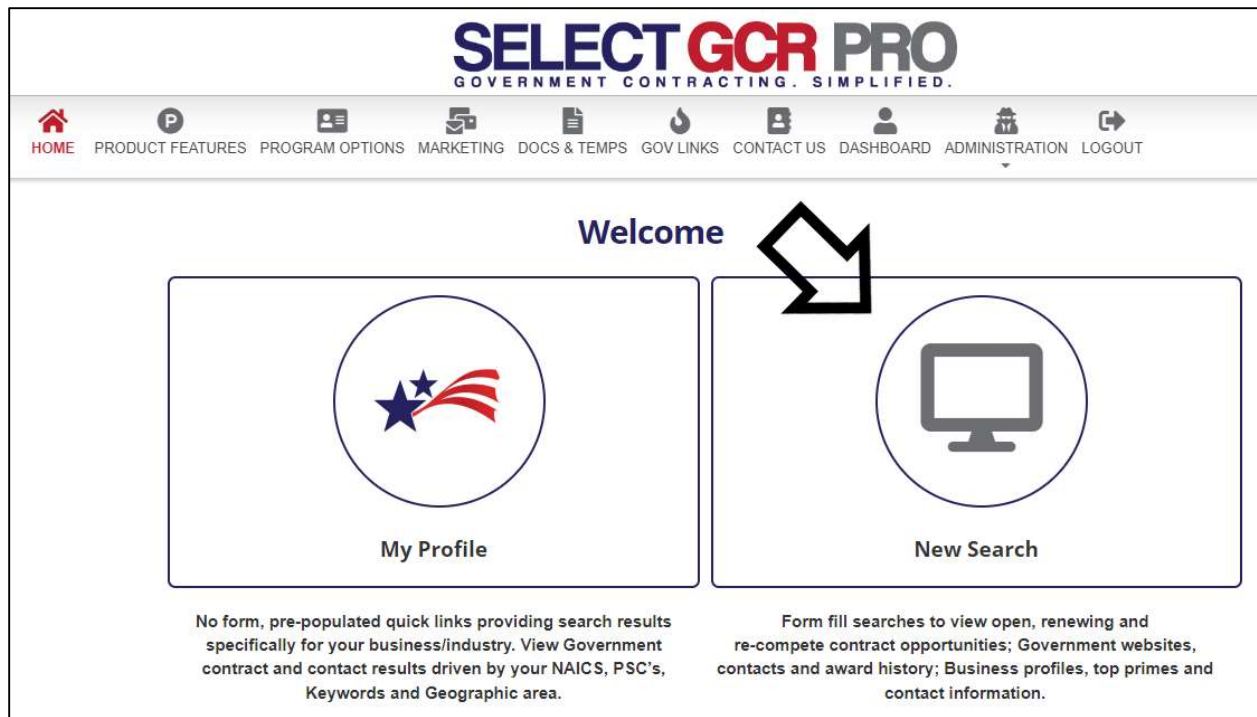
Generally, a prime contractor is a larger business that has a relationship with the government. Common names like Raytheon, Lockheed Martin, Booz Allen Hamilton, CACI, IBM, and Leidos are examples of large prime contractors. These are companies that have a long-standing procurement relationship with the government and are at times given preferential treatment with contracts.

Prime Contractors are important because many of their contracts have requirements to set aside portions of their work to give to small businesses, either because the large company can’t provide the service or because they are mandated to set aside a certain percentage for subcontractors. Many of these large prime contractors have registration portals where you can go and register your business as a potential subcontractor on their large government contracts. This is a way for you to introduce your business and begin to market your services/products to these large prime contractors.

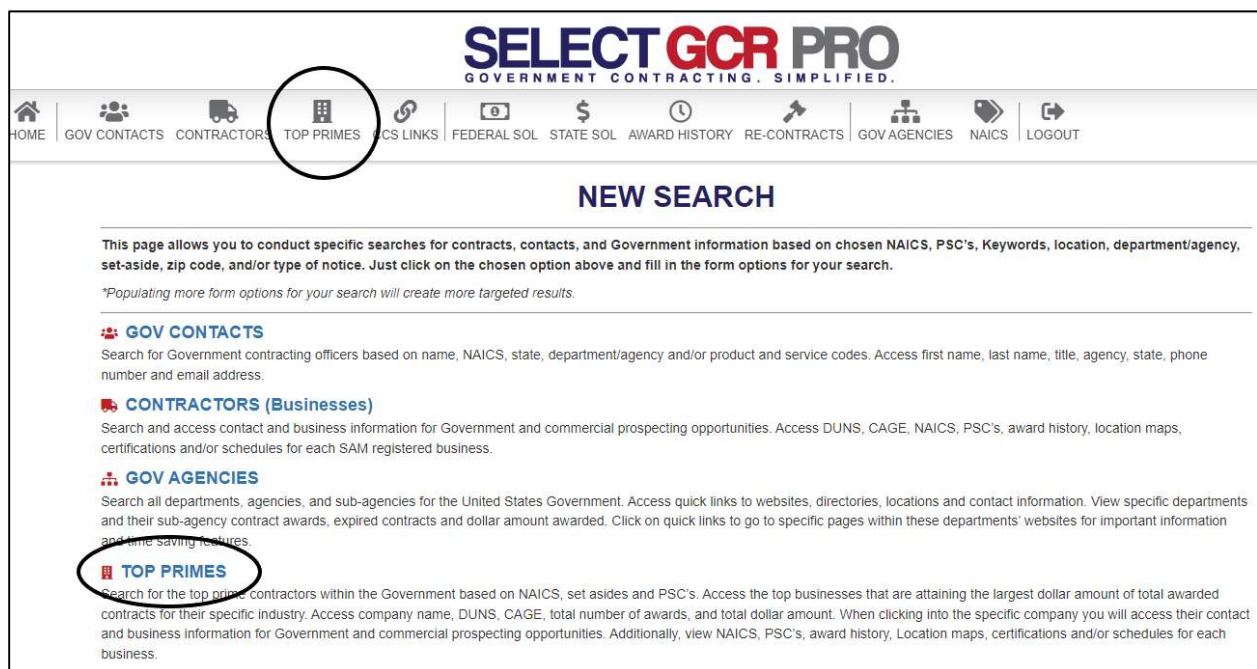
Our marketing packages include Select GCR registering your company with top primes, and we recommend that continue to register your business with as many as you can! Many small businesses struggle with getting started in government contracting and often being a subcontractor is a great way to get started and begin to build a past performance portfolio that could help get you noticed for priming your own contracts!

How can I find Top Primes in Select GCR Pro?

Select GCR makes it easy to find new top primes in our proprietary database. Here are the steps to follow if you would like to research top primes to register with. Once you log into Select GCR Pro, click on the “New Search” button.



Next, click on “Top Primes” either in the top bar or on the list of links in the body of the page.






























This is the page where we can search for the top primes, begin by typing your NAICS code in the search bar and clicking search, we will use NAICS 541611 as an example here. You can also use PSC codes if you would like. As you can see, you will be given a list of the top 200 primes in the NAICS/PSC code entered.

Search

NAICS Codes

541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES x

Let's take a closer look at the search results. As you can see, you're provided a clickable link and most of the relevant information of the prime in the list of results.

Search Results (200 matches found)					
Action	Contractor / Entity Name	Duns	Cage Code	Total Awarded Amount	
  	TRIWEST HEALTHCARE ALL...	945580587	07TQ3	\$4,177,896,723	
  	BOOZ ALLEN HAMILTON INC.	006928857	17038	\$3,136,815,850	
  	TOTE SERVICES, LLC	021964036	0B1X4	\$1,427,063,236	
  	PHILIPS NORTH AMERICA L...	153882816	0ZBJ4	\$1,337,539,758	
  	SCIENCE APPLICATIONS IN...	078883327	6XWA8	\$1,326,831,532	
  	THE MITRE CORPORATION	040540304	7L030	\$1,239,002,628	
  	DELOITTE CONSULTING LLP	019121586	1TTG5	\$1,110,101,745	
  	ACCENTURE FEDERAL SER...	139727148	1ZD18	\$910,265,389	
  	RER SOLUTIONS, INC.	609890819	1XR22	\$813,110,249	

What do I do with this information on primes?

Each search result provides a clickable link, which will allow you to get more information about the prime contractor. When clicking on Accenture Federal Service as an example you will see the following:

Properties

NAICS Codes (45)

PSC Codes (0)

ACCENTURE FEDERAL SERVICES LLC

www.accenture.com

Type:For Profit Organization

Cage Code:1ZD18

DUNS:139727148

GSA Number:47QTCK18D0036

Primary Naics:541511

Started:03-Jun-2002

Congressional District:Virginia 08

800 North Glebe Rd #300
Arlington, Virginia, 22203
Usa

Quick Links

[View NAICS Solicitations](#)

[View NAICS Information](#)

[View Award History for Contractor](#)

[View Contractor's Website](#)

[Map Contractor Address](#)

[View Contractor's Record on SAM.gov](#)

[View Contractor's SBA Record](#)

[HUBZone](#)

[GSA e-Library](#)

Mandatory POC

POC Type:Government Business POC

Name:TIMOTHY MURPHY

Email:timothy.j.murphy@accenturefederal.com

Phone:[\(571\) 414-2442](tel:(571)414-2442)

POC Type:Electronic Business POC

Name:ROBERT CAREY

Email:Robert.J.Carey@accenturefederal.com

Phone:[\(571\) 414-5590](tel:(571)414-5590)

FAX:[\(571\) 414-5590](tel:(571)414-5590)

800 North Glebe Road
Suite 300
Arlington, Virginia, 22203
Usa800 North Glebe Road
Arlington, Virginia, 22203
Usa

All relevant data is provided about this prime - their NAICS, PSC's, codes, GSA #, and address

Properties

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On the right side of their profile view their NAICS solicitations, Award History, SAM profile, SBA and GSA links.

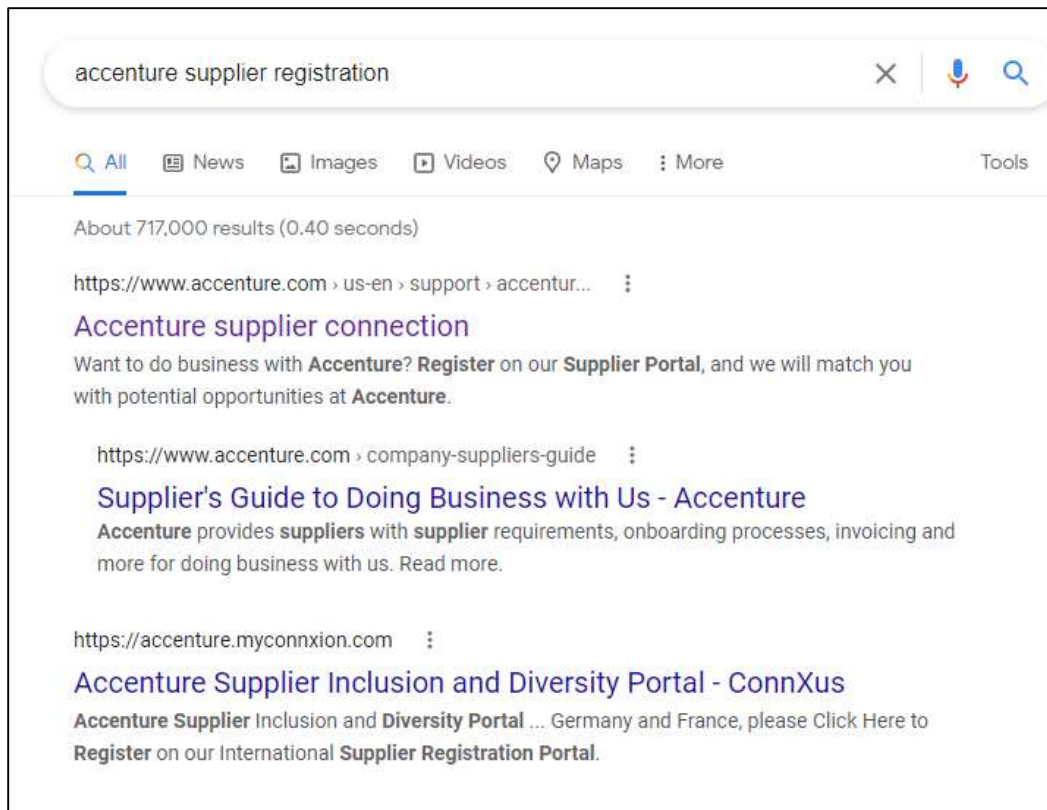


Additionally, view their POC (Point of Contacts) section where you can get the direct email and names of the people responsible for government contracting at that prime business.

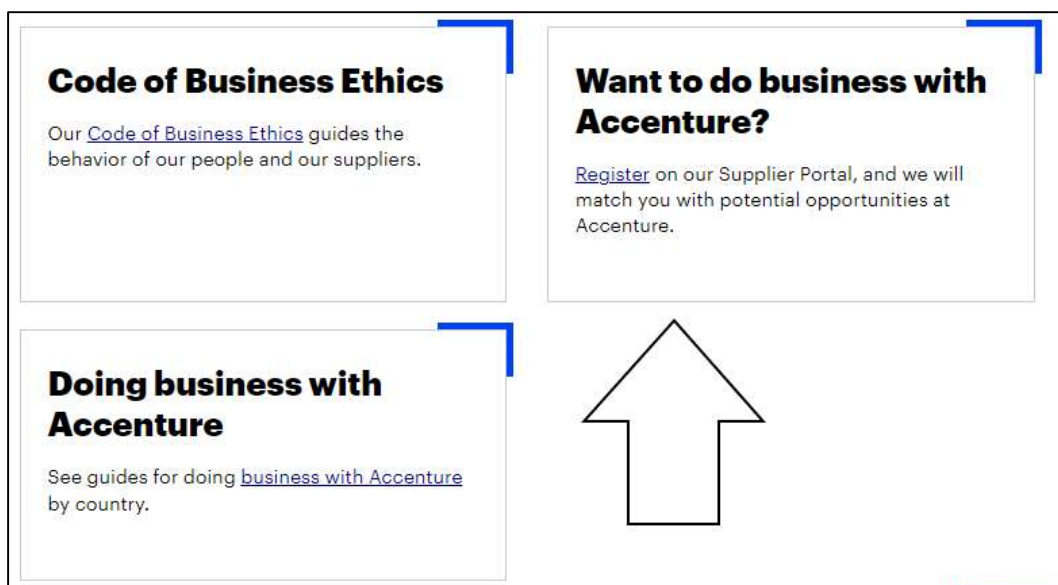
Mandatory POC			
POC Type:	Government Business POC	POC Type:	Electronic Business POC
Name:	TIMOTHY MURPHY	Name:	ROBERT CAREY
Email:	Timothy.j.murphy@accenturefederal.com	Email:	Robert.J.Carey@accenturefederal.com
Phone:	(571) 414-2442	Phone:	(571) 414-5590
		FAX:	(571) 414-5590
800 North Glebe Road Suite 300 Arlington, Virginia, 22203 Usa		800 North Glebe Road Arlington, Virginia, 22203 Usa	

How do I register once I've found a good prime?

Let's say we want to register our business with Accenture. The next step is figuring out where their registration portal is. For this, we need to do a simple google search of (name of company) + supplier registration



As you can see, the portal comes right up, most often it will be the top result but lookout for terms like “supplier portal” and “register” or “vendor management” and you will be in the right place. If it doesn’t, you might need to look on the prime’s website for a “Working with us” or “Partnership” section to find the area to register as a subcontractor. It’s also possible that the prime does not offer a registration portal or website and you need to contact the POC of the prime to inquire about registering your business. For instance, in the Accenture website, once we click the link at the top we have to scroll down and find this section.



Make sure to read the site and see what documents are needed to register. Often you will need your capabilities statement and the information found on that document. UEI, EIN, Address, Point of Contact information, NAICS, NIGP/commodity codes, a signed w9, number of employees, revenue estimates and ACH information are common requirements for these types of registrations. Here are the requirements for Accenture, for example.

Register as a Supplier

Please click **Register now** to begin the "registration" process. You will need the following information to complete your registration.

- Company name, Doing Business As (DBA name), Federal Tax ID, Dun and Bradstreet number
- Year established, revenue for the last 3 years, legal structure
- NAICS/SIC codes, commodity/category codes, product/service description
- Company address, Primary and Secondary Point of Contacts
- Upload valid supplier documents such as current Diversity certificates issued by National, State, City and Local Councils/Agencies, ethnicity, gender, ownership

Once you have gone through the steps and registered, you will usually be provided with the ability to create a username and password and have a portal where you can build a profile and check on opportunities with that top prime.

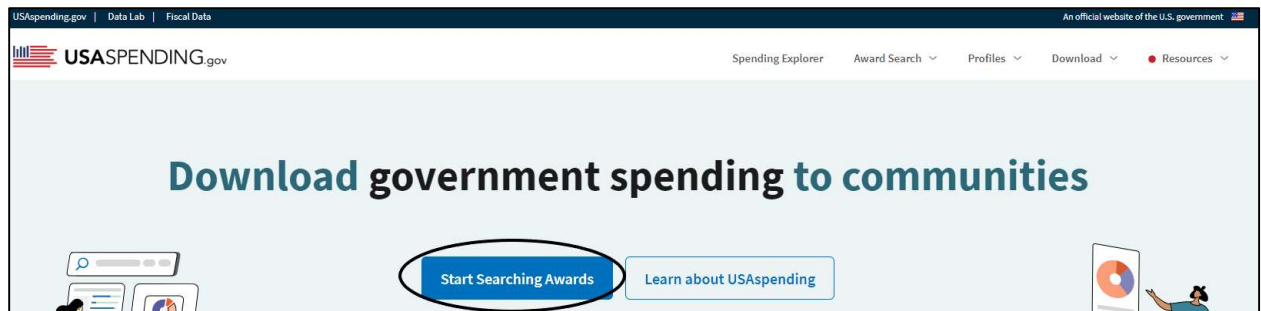
Where can I find more primes?

There are other areas to find more primes if you are interested and have exhausted the top 200 primes in Select GCR Pro. Here are a few great places to get more primes.

<https://www.sba.gov/document/support-directory-federal-government-prime-contractors-subcontracting-plans> - This website has a yearly list of over 60,000 prime contractors, and their NAICS and prior award amounts. You can find some other smaller primes this way and use google like we did above to find their registration portals by searching (company name) + supplier registration.

www.usaspending.gov – this powerful website can also find your local primes that are currently getting work from the government. Here is a guide for using USASpending.gov to find primes.

- 1) Navigate to www.usaspending.gov and click on "Start Searching Awards"



- 2) The menu on the left-hand side is a powerful tool you can use to narrow down the search results.

> Keyword ⓘ	> Award ID
> Time Period	> CFDA Program
> Award Type	> Disaster Emergency Fund Code (DEFC)
> Agency	> North American Industry Classification System (NAICS)
> Treasury Account Symbol (TAS)	> Product or Service Code (PSC)
> Location	> Type of Contract Pricing
> Recipient	> Type of Set Aside
> Recipient Type	> Extent Completed
> Award Amount	

Let's use a keyword of "computer", the year 2022, and the state of Colorado as our example. Once you've set what parameters you would like, hit submit search. The output is a list of awarded contracts with the parameters you requested with names and amounts.

3 Active Filters:

KEYWORD: computer TIME PERIOD: FY 2022 PLACE OF PERFORMANCE: STATE | Colorado

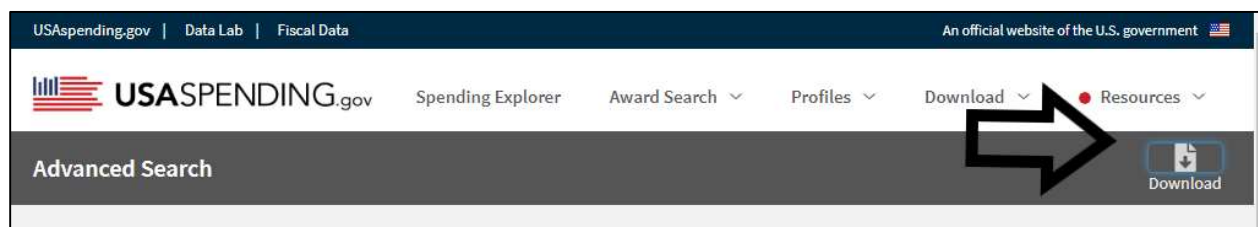
TABLE TIME MAP CATEGORIES Prime Awards Sub-Awards

Spending by Prime Award

Contracts 2,589 Contract IDs 0 Grants 74 Direct Payments 307 Loans 4 Other 0

Award ID	Recipient Name	Start Date (Period of Performance)	End Date (Period of Performance)	Award Amount (Total Award Obligations to Date)	Bas
HQ014719F0038	LOCKHEED MARTIN CORPORATION	3/15/2019	12/31/2022	\$482,167,730	Th
36C10B19F0460	V3GATE, LLC	9/25/2019	6/25/2023	\$414,057,917	Sf
GSQ08178P0032	DELL FEDERAL SYSTEMS L.P.	6/22/2017	6/21/2022	\$369,385,922	IG
HQ085220F0002	LOCKHEED MARTIN CORPORATION	11/15/2019	12/31/2022	\$269,934,824	AV
HQ014718F7002	LOCKHEED MARTIN CORPORATION	12/15/2017	11/15/2019	\$168,070,840	IG
12314420F0778	ASRC FEDERAL HIGHLAND TECHN...	9/29/2020	1/16/2023	\$110,838,352	EL
IND12PD01319	VALDEZ INTERNATIONAL CORPOR...	6/26/2012	12/25/2021	\$108,401,610	IG
0017	LOCKHEED MARTIN CORPORATION	11/1/2016	5/10/2019	\$105,312,137	IG
12314420F0777	ALETHIX, LLC	9/29/2020	1/16/2023	\$77,112,502	EL
HQ079618F8700	JACOBS TECHNOLOGY INC.	12/8/2017	7/31/2022	\$75,868,030	IG
HQ085221F0006	LOCKHEED MARTIN CORPORATION	4/9/2021	12/31/2024	\$74,380,781	Sf
HQ085721F8700	JACOBS TECHNOLOGY INC.	1/21/2021	1/4/2023	\$58,306,884	Pf

After seeing the results Click on “Download” on the top right, then “Award”, then “Everything” to download the file.



Download Data

3 Active Filters:

KEYWORD

TIME PERIOD

PLACE OF PERFORMANCE

computer

FY 2022

STATE | Colorado

STEP 1

Choose Level of Data

STEP 2

Choose Columns

STEP 3

Download and Finish

Which level of data do you need?

Award

Transaction

Collects and combines all transactions into high-level summaries of each award.

Includes all details of each award (known as modifications or amendments).

Download Data

3 Active Filters:

KEYWORD

TIME PERIOD

PLACE OF PERFORMANCE

computer

FY 2022

STATE | Colorado

STEP 1

Choose Level of Data

STEP 2

Choose Columns

STEP 3

Download and Finish

Which data columns would you like to include?

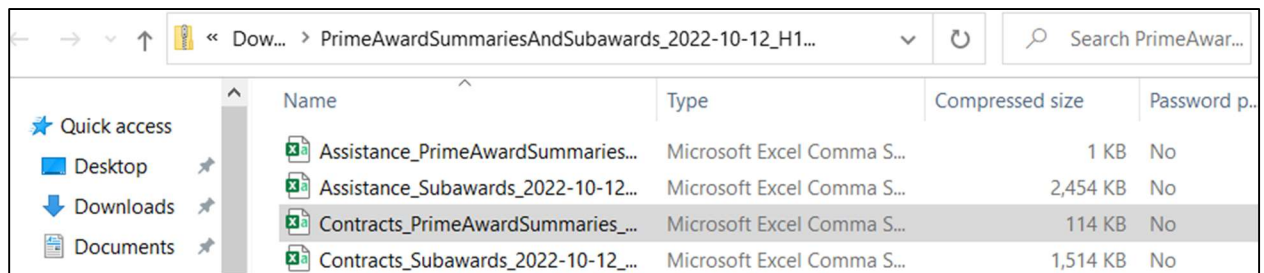
Everything

Let me choose (coming soon)

Includes all available data columns in your download.

Select the specific columns to include in your download.

You will receive multiple files of the instate and out of state contractors.



Open “contracts_PrimeAwardSummaries” to view the Recipient Name & Recipient UEI. Additional valuable information that will be viewed and discussed at a later part of our training is the Award ID & Solicitation Identifier.

B	AO	AQ	CC
award_id_piid	recipient_uei	recipient_name	solicitation_identifier
15UCOC22P00000006	NZM9ECFET2C3	PICARELLI, GINA M	
1305M220NFNN0122	LU7GZQJBMLM8	INTERNATIONAL BUSINESS SALES & SERVICES CORPORATION	1305M2-20-Q-NFFM-02312
15BNAS22P00000102	YW39XCJ3Q9M3	WALKER & ASSOCIATES LLC	
1305M320FNCNR0116	CWVXTKM91XJ6	JAMISON PROFESSIONAL SERVICES INC.	
15M10421FA4700227	CCPLCA3MAV44	PROJECT SUPPORT SERVICES, INC.	
H9240021F0062	L5LMQSN59YE5	YORKTOWN SYSTEMS GROUP, INC.	H9222214R0021
15M10421FA4700207	CCPLCA3MAV44	PROJECT SUPPORT SERVICES, INC.	
47QFSA21C0003	CNCTMKPZ3796	ADVANCED DECISION VECTORS LLC	47QFSA21Q0100
H9240022F0045	Y9YVJMRNLNML6	METIS SOLUTIONS, LLC	H9222214R0021
80KSC020F0095	JR1YQYY6FDN1	PROCON CONSULTING LLC	

Next Step: Copy the prime UEI and search their details in Select GCR Pro. Following the same steps mentioned previously by going into the “New Search” section, and now click on “Contractors”. In this section you will paste the UEI and view the prime details.

HOME

GOV CONTACTS

CONTRACTORS

TOP PRIMES

CCS LINKS

FEDERAL SOL

STATE SOL

AWARD HISTORY

RE-CONTRACTS

GOV AGENCIES

NAICS

LOGOUT

Contractors

Search businesses/Contractors based on search options below. View contact info, Gov details and award history for each. Click the Guidance button for full details

Search

Contractor / Entity Name

Search by contractor/recipient

Location - State

All States

NAICS Codes

NAICS Codes

Name

Search by Name

Business Type

All

☐ Contractors with Award History

DUNS

Duns

Cage Code

Search by Cage Code

Product & Service Codes

Search by Product & Service Codes

Set Aside Status

Search by Set Aside Status

UEI Code

UEI Code

☐ Contractors with a GSA Schedule

Properties

NAICS Codes (45)

PSC Codes (0)

ACCENTURE FEDERAL SERVICES LLC

www.accenture.com

Type: For Profit Organization

Cage Code: 12D18

DUNS: 139727148

GSA Number: 47QTCCK18D0036

Primary Naics: 541511

Started: 03-Jun-2002

Congressional District: Virginia 08

800 North Glebe Rd #300

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This information can help you find even more primes that are doing business in your area for you to potentially network with.

Conclusion

In summary, it's beneficial to your company to learn who the primes are in your NAICS codes and introduce yourself to them, either on a federal or statewide level. We've gone through a few ways to find primes, how to register with them, and why registering with them is important to your business.

We wish you the best of luck in your contracting goals and hope that by gaining this prime knowledge you will be able to introduce your firm to more primes for sub to prime opportunities.