

# the BidMatch Program

## What Can the Bid Match Program Do for Your Clients?

Bringing relevant bid opportunities right to your clients' desktops, the Bid Match Program is an essential tool for any program that provides procurement assistance.

An add-on component for WebCATS, the Bid Match Program is so much more than a bundle of software code. It's an entire service, backed by OutreachSystems' dedicated bid match team, that is devoted to helping you find, filter, and deliver bid opportunities to your clients.

*"Without your bid matching capabilities, most of our small businesses would not be successful in obtaining bid leads and contract awards. Your skilled service staff do an above-and-beyond job. Thank you all so much for your time, efforts, and cooperation."*

*-Dianne Chelton  
NW PA Regional Planning  
and Development Commission*

# Extensive Bid Opportunity Database

OutreachSystems' Bid Match Program monitors a wide variety of government bid opportunities. Our database is made up of bids from hundreds of sources, broken into several broad categories. On a client-by-client basis, you choose the types of bids your clients are exposed to.

## State & Local Bids

OutreachSystems' USABID database consists of bid opportunities from city, county, and state agencies across the United States. To populate this proprietary database, our Internet Research Team monitors hundreds of procurement Web sites daily.

Find out which agency Web sites are monitored by USABID.



## FedBizOpps

FedBizOpps is the Internet entry point for all federal bids over \$25,000. OutreachSystems has access to all bids published in the FedBizOpps.

## DLA (Defense Logistics Agency) Bids

Considered small purchases, OutreachSystems' DLA database contains T-, Q-, R-, and X-bid opportunities that are retrieved daily from DIBBS-BSM (the DLA Internet Bid Board System).

## Other Federal Purchases

This database contains federal contract opportunities that aren't included in the other OutreachSystems databases. Key sources for this database include electronic bulletin boards and Web sites hosted by federal agencies such as TACOM, NASA, and the FAA.

## Blue Tops

Blue Tops are DoD press releases issued for contract awards valued at \$5,000,000 or more. These press releases help you keep on top of potential subcontracting opportunities.

## International Bids

OutreachSystems' international database includes international agricultural leads, bids from our Foreign Trade Opportunities (FTO) database, as well as opportunities from embassies and consulates around the world. In addition, it contains bid opportunities from MERX, the Canadian equivalent of the FedBizOpps database.

Search our extensive bid opportunity database for FREE using OutreachSystems' online iSearch utility.



### Silk Screening Services

restrict categories (FSG's) 72,73,75,76,78,82,83,84,85,99,s,t,r  
select advertising (garment bags or aprons or umbrellas or magnetic signs)  
select advertising (lapel pins or calendars or sports bottles or totes)  
select advertising (pens or pencils or mugs or hats or keyrings)  
select advertising (stationery or pocket planners or promotional items)  
select advertising products  
select apparel (screenprinting or silkscreening)  
select apparel (screenprinting or silkscreening)  
select category r,t and promotional (items or products)  
select category t and imprinting  
select category t and screen printing  
select category t and silk screening  
select category t,84 and embellished  
select clothes (screenprinting or silkscreening)  
select clothing (screenprinting or silkscreening)  
select garments (screenprinting or silkscreening)  
select imprinting (garment bags or aprons or umbrellas or magnetic signs)  
select imprinting (lapel pins or calendars or sports bottles or totes)  
select imprinting (pens or pencils or mugs or hats or keyrings)  
select imprinting (stationery or pocket planners or promotional items)  
select logos (calendars or sports bottles or totes or garment bags or aprons)  
select logos (pens or pencils or mugs or hats or keyrings or lapel pins)  
select logos (promotional products)  
select logos (umbrellas or magnetic signs or stationery or pocket planners)  
select screen printing (garment bags or aprons or umbrellas or magnetic signs)  
select screen printing (lapel pins or calendars or sports bottles or totes)  
select screen printing (pens or pencils or mugs or hats or keyrings)  
select screen printing (stationery or pocket planners or promotional items)  
select screen printing services  
select silk screening (garment bags or aprons or umbrellas or magnetic signs)  
select silk screening (lapel pins or calendars or sports bottles or totes)  
select silk screening (pens or pencils or mugs or hats or keyrings)  
select silk screening (stationery or pocket planners or promotional items)  
select silk screening services  
select sports wears (screenprinting or silkscreening)  
select sublimation printing  
select sweat pants (screenprinting or silkscreening)  
select sweat shirts (screenprinting or silkscreening)  
select t-shirts (screenprinting or silkscreening)  
select textiles (screenprinting or silkscreening)

Sample Search Profile for Silk Screening

## Precise Filtering of Bid Opportunities

To ensure that your clients receive only those bid opportunities they are interested in, OutreachSystems plays a very active role in writing search profiles. When you submit the keywords, phrases, and product codes (e.g. PSCs, FSCs, NSNs, SICs, NAICS) that best describe your client's business, they are thoroughly reviewed and fine tuned (by people, not computers!) based on our 20 years of experience. Common keyword misspellings and pluralizations, wildcards, proximity statements, exclude statements, and many other Boolean logic operators are added to your search profiles to produce the most accurate results possible.

OutreachSystems has composed more than 50 sample profiles representing common industries. These sample search profiles are intended to help you choose keywords for creating and maintaining a search profile. (Boolean logic is not included in these samples because our profiling experts add this logic for you.)

Want to see more? We have 50 other sample profiles for you to peruse!



# Profile Search Logic

OutreachSystems' search profiles take advantage of full Boolean logic, wildcards, and proximity statements, letting you pinpoint government bid opportunities that are relevant to a business while eliminating those that aren't. The following table displays some of the most commonly used logic statements in search profiles, but don't worry if it seems like a lot to remember—our profiling experts assist with every profile, helping you add and refine search logic.

Statement	Description	Sample Statement	Sample Results
Restrict	Restrict statements are commonly used to narrow the search parameters. You can restrict a profile to certain databases, FSGs, or geographic locations (states).	restrict sec:fedbiz	Only those bids found in the FedBizOpps database
		restrict cat:12,42	Only those bids found in Federal Supply Groups 12 and 42
		restrict state!ca	Only those bids whose place of performance is California
Restrict Not	Restrict not statements exclude any bid opportunities containing a specified phrase or word, FSG category, agency name, etc., even if that bid also contains one or more of the key-terms listed in the profile's select statements.	restrict not retardant	Only those bids that don't contain the word "retardant"
Ignore	Ignore statements exclude any bids containing a specified phrase or word, agency name, FSG, etc., but only if the bid doesn't reference any other terms in the profile's select statements. For example, if you want to search for the term "uniform," but don't want "Uniformed Fire Fighters Association" to be the only cause for a match, you can ignore this phrase when found without any accompanying matching terms.	ignore uniformed<> fire<>fighters<> association	Those bids that either (1) don't contain the phrase "uniformed fire fighters association" at all or (2) those bids that, if the ignored phrase is present, have at least one or more of the select statement key-terms present as well
Select	Select statements indicate the keywords, phrases, and codes that you are searching for. Each select statement is a search all by itself, independent of other select statements in the profile. However, select statements are governed by the parameters established in the restrict statements.	select hydrant	Any bid containing the word "hydrant," assuming the bid meets the parameters set forth by the restrict statement(s)
Wildcard	Description	Sample Statement	Sample Matches On
*	The asterisk wildcard character substitutes for any additional number and combination of characters in your keyword strings, letting you search for wide variations of a particular word without searching for each variation separately	select extinguish*	extinguish, extinguished, extinguishers, extinguishing...
?	The question mark wildcard character substitutes for one additional character	select hose?	hose, hoses, hosed...
Operator	Description	Sample Statement	Sample Matches On
and	"and" between two search terms requires bids to contain both terms	select fire and hydrant	Any bid containing the word "fire" and the word "hydrant"
or	"or" between two search terms requires bids to include at least one of the terms	select hydrant or extinguisher	Any bid containing one or both of these words
not	"not" can be combined with the "and" operator to exclude bids that contain a particular word	select hydrant and not red	Any bid containing the word "hydrant" as long as it does not also contain the word "red"
!	An exclamation mark in front of a keyword makes it case sensitive	select !HyDro	"HyDro," but not "Hydro" or "hydro"
< >	The greater than and less than signs indicate a required proximity of two keywords	select fire<>hydrant	Any bid containing the phrase "fire hydrant"
		select fire<1>hydrant	Any bid containing the words "fire" and "hydrant," in the order listed, with no more than one word separating them
		select fire<2u>hydrant	Any bid containing the words "fire and "hydrant," in any order, with no more than two words separating them

Search Profiles

Search Logic

# Web Delivery of Bid Opportunities

Your clients receive notification e-mails from your program whenever new bid matches are available. These e-mails link the client to their own personal page on OutreachSystems' proprietary mybidmatch.com Web site, where they can view the newly posted bid matches as well as all bid matches posted in the last 30 days. You too have access to this bid match directory so that you can track the bids your clients are matching on.

## A Client's Personal mybidmatch.com Web Page

A client simply clicks the link provided in the e-mail notification to go directly to their personal mybidmatch.com page, which displays 30 days worth of bid matches. By bookmarking this page, the client can come back any time, regardless of whether the e-mail notification reaches them.

mybidmatch.com
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**Welcome to the mybidmatch.com for search profile: RR0511**

The procurement opportunities that matched your search profile are listed below by date, along with the total number of articles found for each date. You will receive an e-mail when new articles are posted here. If your e-mail address changes, please notify us as soon as possible. Alternatively you can update your email address on our [eCenter Direct Web site](#). eCenter Direct is the client Web portal where you will be able to find a variety of online resources available to you. You may also bookmark this page and check back as often as you'd like for new postings and please visit our [help](#) file for assistance on interpreting the bid leads. Articles will remain on the mybidmatch.com Web site for 30 days.

<a href="#">Mar 12, 2011</a>	18 articles	Read on Mar 13 2011 11:13AM
<a href="#">Mar 11, 2011</a>	10 articles	Read on Mar 13 2011 11:12AM
<a href="#">Mar 10, 2011</a>	13 articles	Read on Mar 11 2011 8:42AM
<a href="#">Mar 09, 2011</a>	6 articles	Read on Mar 11 2011 8:42AM
<a href="#">Mar 08, 2011</a>	0 articles	Read on Mar 11 2011 8:42AM
<a href="#">Mar 07, 2011</a>	19 articles	Read on Mar 11 2011 8:41AM
<a href="#">Mar 06, 2011</a>	16 articles	Read on Mar 11 2011 8:41AM
<a href="#">Mar 05, 2011</a>	22 articles	Read on Mar 11 2011 8:39AM
<a href="#">Mar 04, 2011</a>	23 articles	Read on Mar 11 2011 8:37AM
<a href="#">Mar 03, 2011</a>	10 articles	Read on Mar 11 2011 8:36AM
<a href="#">Mar 02, 2011</a>	0 articles	Read on Mar 11 2011 8:36AM
<a href="#">Mar 01, 2011</a>	1 articles	Read on Mar 11 2011 8:35AM
<a href="#">Feb 28, 2011</a>	8 articles	Read on Mar 11 2011 8:33AM
<a href="#">Feb 27, 2011</a>	13 articles	Read on Mar 3 2011 1:35AM
<a href="#">Feb 26, 2011</a>	10 articles	Read on Mar 3 2011 1:34AM
<a href="#">Feb 25, 2011</a>	10 articles	Read on Mar 3 2011 1:34AM
<a href="#">Feb 24, 2011</a>	14 articles	Read on Mar 3 2011 11:33AM
<a href="#">Feb 23, 2011</a>	3 articles	Read on Feb 24 2011 11:37AM
<a href="#">Feb 22, 2011</a>	0 articles	Read on Feb 24 2011 11:38AM
<a href="#">Feb 21, 2011</a>	16 articles	Read on Feb 24 2011 11:38AM
<a href="#">Feb 20, 2011</a>	15 articles	Read on Feb 21 2011 8:39AM
<a href="#">Feb 19, 2011</a>	11 articles	Read on Feb 21 2011 8:38AM
<a href="#">Feb 18, 2011</a>	8 articles	Read on Feb 21 2011 8:37AM
<a href="#">Feb 17, 2011</a>	9 articles	Read on Feb 21 2011 8:32AM
<a href="#">Feb 16, 2011</a>	0 articles	Read on Feb 17 2011 6:35AM
<a href="#">Feb 15, 2011</a>	0 articles	Read on Feb 17 2011 6:35AM
<a href="#">Feb 14, 2011</a>	9 articles	Read on Feb 17 2011 6:33AM
<a href="#">Feb 13, 2011</a>	8 articles	Read on Feb 17 2011 6:32AM
<a href="#">Feb 12, 2011</a>	15 articles	Read on Feb 17 2011 6:32AM

## Your Program's Master mybidmatch.com Web Page

Your center has a master mybidmatch.com page where all of your web delivery clients are listed. You can click on any client ID to see that client's bid matches. In addition, you can view the client's search profile, the number of bids available for viewing, the e-mail address(es) that the notifications go to, and the date in which the client last accessed their bid matches.

mybidmatch.com
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**Welcome to the mybidmatch.com's master index: 2498—George PAC**

All of your Web Mail clients are listed below, along with the total number of articles available for their (and your) access. Click on any client ID to see the same page that your client sees. From there, you can view your client's actual bid matches on a day-by-day basis. Your clients will receive a reminder e-mail each day when new bids are posted to the Web site. If a client is unable to receive this e-mail reminder due to spam filters and virus checkers, then you can provide the client with their own personal URL to bookmark for future access, by clicking on the client's link and providing them with the URL that appears in your browser. Articles will remain on the mybidmatch.com Web site for 30 days.

Client ID	Client	E-Mail Address	Counselor	Articles	Last Access
<a href="#">A0045</a> <a href="#">[Profile]</a>	Barabara Construct	janice@barabara.com	Jorge Villasenor	13	(Never)
<a href="#">A0055</a> <a href="#">[Profile]</a>	Kin Associates Inc.	rpka@rpka.net	Randy Morales	328	(Never)
<a href="#">A0069</a> <a href="#">[Profile]</a>	Analytica	er@analytica.com kgeorge@analytica.com	Randy Morales	147	(Never)
<a href="#">A0110</a> <a href="#">[Profile]</a>	Saltwater, Inc.	kat@saltwater.biz	Jorge Villasenor	23	
<a href="#">A0124</a> <a href="#">[Profile]</a>	Trail Enterprises	mwinkels@trailb.biz	Jorge Villasenor	106	
<a href="#">A0132</a> <a href="#">[Profile]</a>	E&S Diverse	bvans@gci.net	Jorge Villasenor	674	
<a href="#">A0139</a> <a href="#">[Profile]</a>	Kik Plumbing	fkapelari@acsalaska.net	Randy Morales	42	
<a href="#">A0180</a> <a href="#">[Profile]</a>	Bristol Engineering	alowe@bristol.com	Jorge Villasenor	6907	
<a href="#">A0184</a> <a href="#">[Profile]</a>	Grayco Inc	grayco@gci.net	Joseph Vanderbilt	131	
<a href="#">A0188</a> <a href="#">[Profile]</a>	Little Company	little@ak.net	Jorge Villasenor	252	
<a href="#">A0190</a> <a href="#">[Profile]</a>	AA Business	mark.leaf@aaonline.com info@aaonline.com	Randy Morales	1	
<a href="#">A0197</a> <a href="#">[Profile]</a>	Northwest Handling	mike@nwh.com	Randy Morales	3	3/4/2011
<a href="#">A0212</a> <a href="#">[Profile]</a>	AV Data Supply	avdata@mtaonline.net	Randy Morales	0	3/5/2011
<a href="#">A0228</a> <a href="#">[Profile]</a>	Camp's Janitorial	bgcamp@gci.net	Randy Morales	2	3/5/2011
<a href="#">A0230</a> <a href="#">[Profile]</a>	Contracting Co.	americanco@gmail.com	Randy Morales	48	3/6/2011
<a href="#">A0238</a> <a href="#">[Profile]</a>	Biazy	kelly@biazy.com	Jorge Villasenor	71	3/7/2011
<a href="#">A0240</a> <a href="#">[Profile]</a>	RIM Arch	lhoule@rimarch.com	Jorge Villasenor	27	3/7/2011
<a href="#">A0248</a> <a href="#">[Profile]</a>	Tut, LLC	crystal@tut.com	Jorge Villasenor	29	3/7/2011
<a href="#">A0310</a> <a href="#">[Profile]</a>	Found Inc.	hgry@found.com	Randy Morales	69	3/7/2011
<a href="#">A0315</a> <a href="#">[Profile]</a>	Accessible, Inc.	ai@gci.net	Jorge Villasenor	50	3/7/2011
<a href="#">A0332</a> <a href="#">[Profile]</a>	NITE SHIFT	sun247@mtaonline.net	Joseph Vanderbilt	3	3/7/2011
<a href="#">A0341</a> <a href="#">[Profile]</a>	Larsen Group	hol@lars.com	Jorge Villasenor	61	3/7/2011
<a href="#">A0372</a> <a href="#">[Profile]</a>	WillCo	wilc1@al.com	Randy Morales	48	3/7/2011
<a href="#">A0391</a> <a href="#">[Profile]</a>	Logics LLC	toni@logics.com	Joseph Vanderbilt	2	3/7/2011
<a href="#">A0416</a> <a href="#">[Profile]</a>	Chill Equipment Supply	chillout@aka.com	Jorge Villasenor	1	3/7/2011
<a href="#">A0428</a> <a href="#">[Profile]</a>	Equipment Corporation	ed@equipment.com	Randy Morales	100	3/7/2011

As shown here, you can sort your master index by the "Last Access" date. This allows you to quickly identify and follow up with clients who aren't viewing their bid matches.

# iSearch: Online Bid Opportunity Database

You and your clients have unlimited FREE access to iSearch, the online version of OutreachSystems' bid opportunity database. From this Web utility, anyone can perform real-time searches across our various government bid sources. In addition, iSearch is tightly integrated with WebCATS so that you can take advantage of this online utility when writing and testing client search profiles.

iSearch
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**Data Restrictions**

Database:

State:

Start Date:

End Date:

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**Search**

Please enter information in one or more fields below. Each field with

Keywords:

Agency:

Solicitation#:

FSGs:  (A-Z for services or 10

SICs:

NAICS:

Total hits: 11  
Page: 1 of 1

Date	Source	Title
090314	procure	<a href="#">S--Pest Control Services at the VA Medical Center Birmingham, AL</a>
090313	procure	<a href="#">M-- Consolidated Facilities Management Services at the Mid-Atlantic Social Security Center, Philadelphia, PA</a>
090313	usabid	<a href="#">S - Contract for Pest Control Services Bid/Proposal No: 7000086217 Bids are due 04/03/09 at 2:00 p.m.</a>
090313	usabid	<a href="#">S - INVITATION FOR BID Pest Control INVITATION FOR BID Pest Control Services For The Housing Authority of the City of Allentown</a>
090312	procure	<a href="#">S -- PEST CONTROL SERVICES</a>
090311	small	<a href="#">S -- Solicitation - Administrative Information (09SQ110026) Document Title: SNAKE RIVER WEED CONTROL</a>
090310	ftx	<a href="#">PEST CONTROL MAINTENANCE SERVICE, MARRIED MILITARY QUARTERS, 8 WING TRENTON, ONTARIO</a>
090309	usabid	<a href="#">R - Pest Control Services 03/13/2009 This notice is provided by Softshare (www.softshare.com/wincats/usabid/)</a>
090309	usabid	<a href="#">R - 2232257 PEST CONTROL CENTRAL LA STATE HOSPITAL RECOMMENDED JOBSITE VISIT 3/6/2009 4/7/2009 10:00 A.M. CT</a>
090309	usabid	<a href="#">99 - PEST CONTROL MATERIALS - Competitive Sealed Bids - PIN# 6374 RS - DUE 3-19-2009 AT 10:30 AM Due Date 3/19/2009</a>
090309	usabid	<a href="#">S - Landscape Maintenance Services, Specification Number 90897 90897 RFP/RFQ Name: Landscape Maintenance Services</a>

iSearch search results can be viewed on the spot or e-mailed to any valid e-mail address.

Start using iSearch today!

▶

## Welcome to BidCenter

You can use BidCenter to create new bid opportunities to be included in the daily Bid Match search results for your clients. BidCenter is specifically designed for Procurement Technical Assistance Centers to enter bids from government agencies within your local community that do not otherwise advertise their contracts on a publicly accessible Web site, and whose opportunities are not otherwise included in our [USABID database](#). Bid opportunities entered in the BidCenter system will be included in the next Bid Match search and matched against your active clients' search profiles.

**Bold = required field**

Template:	<input type="text" value="Santa Barbara Downtown"/>	<input type="button" value="New"/>	<input type="button" value="Edit"/>
Section:	<input type="text" value="usabid - state and local"/>		
Agency name:	<input type="text" value="Santa Barbara City Downtown Organization"/>	Agency state:	<input type="text" value="CA"/>
Agency address:	<input type="text" value="1800 Anapamu, Santa Barbara, Ca 93101"/>		
Contact information:	<input type="text" value="Georgette Friedman, Administrations, georgette_friedman@sb_city_downtown.org, 805-891-6555 x23."/>		
FSG:	<input type="text" value="84 - Clothing, Individual Equipment, and Insignia"/>		
NAICS:	<input type="text"/>	SIC:	<input type="text"/>
FSC:	<input type="text"/>		
Title:	<input type="text" value="Silkscreened navy t-shirts"/>		
Solicitation number:	<input type="text" value="SBCDO-93829-29"/>	Due date:	<input type="text" value="07/15/09"/>
Text:	<input type="text" value="Seeking 500 navy polo shirts, with SBCDO logo silkscreened on left pocket. Shirt sizes and design can be obtained from stated contact."/>		
Performance state:	<input type="text" value="CA"/>		
<input type="button" value="Cancel"/> <input type="button" value="Submit"/>			

## BidCenter: Post Your Own Bids

BidCenter is an online utility that allows you to publish bid opportunities on behalf of any government agency. It's intended as a tool for you to use to advertise bid opportunities that otherwise have no online forum (such as a Web site) for OutreachSystems to monitor. The opportunities that you enter into BidCenter are searched and distributed to your clients like any other bid opportunity that resides in OutreachSystems' database.

Any Bid Match Program participant can post bids via BidCenter! All that's required to access the BidCenter utility is an OutreachSystems account number and password:

