



NASPO Market Research Tools Fact Sheet

As a member of the National Association of State Procurement Officials (NASPO), the Division of Procurement Services has a single subscription to two prominent market research tools: GovWin IQ and ProcurementIQ. These tools provide access to data about state, local and education-related (SLED) bid opportunities and other market reporting that can be helpful for State of Maine agencies and departments.

To access data from these tools, agencies should submit a research request to Chief Procurement Officer Jaime C. Schorr. The Division of Procurement Services will then run a search on the databases and return relevant results to your agency.

Please review the information below for more details. You can also check out the webinars and best practice resources posted on this page: <https://community.naspo.org/resources/market-research-analysis-subscription>

	<p>GovWin IQ is a government contracting intelligence platform that provides data on SLED bid opportunities from early stage through award—all compiled in one place. GovWin IQ helps businesses discover bid opportunities, but it also provides vital intel and resources for states in the procurement process.</p> <p>For example, if your agency is planning an RFP for a specific product or service, GovWin IQ can identify similar solicitations used by other states and provide access to the original solicitation documents—which may be helpful in drafting your agency’s own solicitation. GovWin IQ also includes vendor company profiles and access to historical data about awarded contracts.</p>
	<p>ProcurementIQ provides a library of over 1,000 reports covering 47 different market sectors. The reports help public procurement officials comply with transparency and diversity regulations, save time on research, and support purchasing decisions.</p> <p>As a central source of unbiased information, ProcurementIQ identifies high- and low-risk issues for buyers, top vendors, price drivers, and other key procurement data. The reports include market-specific negotiation questions to help guide talks with potential vendors, and a buyer power score to give buyers an idea of where they stand in a market prior to entering into negotiations.</p>

How to Submit a Research Request to the Division of Procurement Services:

1. Send an email to [Jaime C. Schorr](mailto:Jaime.C.Schorr) with the subject line: “Market Research Request”
2. Briefly describe the purpose of your search request and include key words pertaining to the product or service (example: “IT consulting”).
3. For a GovWin IQ search, provide other details to help narrow the search results, including:
 - Whether the search should include all states or just select states;
 - Whether the search should include Any Active opportunity or only specific statuses, such as Pre-RFP, Awarded, etc. (see table next page for a complete list of statuses);
 - If you want the search filtered by solicitation date range or dollar values, include those details.

GovWin IQ – Status Filters

STATUS	DESCRIPTION
Any Active	Includes Forecast Pre-RFP, Pre-RFP, Post RFP, Source Selection, Partial Award, Protest, and Umbrella Programs
Forecast Pre-RFP	A researched opportunity that GovWin believed may result in procurement, but the Government had not yet confirmed.
Pre-RFP	A Government-confirmed future requirement, but the solicitation has not yet been released.
Post RFP	RFP has been released but the solicitation/proposal due date hasn't passed.
Source Selection	Proposals have been submitted for evaluation, but award has not been made yet.
Open Enrollment	Time period in which the Government opens a program or initiative to all for additional vendors to register or compete on the program. This usually is for Task Order Vehicles or S&L Term Contracts or certain GWAC/DIQ vehicles
On Hold	Government has confirmed that project/opportunity is on hold but that there is intention to still move forward with the requirement in the future.
Protest	Opportunity (or Award) has been protested by industry and protest remains open. Once the protest has been resolved, the opportunity will change out of this status.
Awarded	Opportunity has been awarded to one (or more) vendors.
Partial Award	A portion of the opportunity (usually a certain track) has been awarded but all awards haven't been made yet. Once all awards are made, this status is moved to Awarded.
Deleted/Cancelled	An opportunity that is no longer being tracked by GovWin IQ either due to cancellation from the Government or being merged into another opportunity.
Umbrella Program	An overall initiative or acquisition strategy that typically includes several related acquisitions. Umbrella Programs aren't opportunities themselves, but will be linked to multiple individual opportunities that have an overarching initiative or different set-aside tracks (i.e., Full & Open, 8A, Set-asides, etc.).
Expired	Valid contract the Government chose not to re-compete and whose contract expiration date has passed.