

Initial Intelligence

Created Exclusively for
ABC Armored Carrier Company



January 4, 2010

Thank you for your inquiry and purchasing your Initial Competitive Intelligence. This information is designed to help you understand if there is a market for your products and services so you can decide if it makes sense to develop a federal strategy. Please verify that the information meets your expectations for the companies that you requested to research. We found some additional information that you may find of interest and have included that in this report.

Date Range: January 1, 2009 – December 31, 2009

NAICS Code: 561613 – Armored Car Services
Total Contracts Awarded under PSC code: 710
Total Contract Values: \$51,569,990.40

ABC Armored Competitors:

Rank	Company	Total Awards	Percent of total
1	BRINKS INCORPORATED	\$689,938.69	1.3%
2	DUNBAR ARMORED INCORPORATED	\$526,319.68	1.0%
3	GREEN UNITED GROUP INC	\$136,032.00	0.3%
Totals		\$1,352,290.37	2.6%

Additional Information:

Research indicates TRIPLE CANOPY INC is the top company providing Armored Car Services under NAICS code 561613. No one on our staff is familiar with this company. Their contract wins represents over 10% of market share.

Your competitive analysis reflects 2.62% of total awards. There is significant opportunity available for your company. It appears that some of the contracts are significant (over \$5Million) while many opportunities exist for contracts less than \$100,000 and can be made available through set-asides to Small Businesses.

Recommended action steps:

Take the [isiFederal survey](#) to determine if you are really ready to pursue a federal strategy. It's free and we will review your results with you if you like.

Consider s more in depth review of your competitors, especially TRIPLE CANOPY INC. to provide insight on opportunities coming available for ABC Armored.

Additional Resources:

About 1/3 of all federal opportunities are published. Fed Biz Ops <http://fbo.gov/> provides you access to published opportunities so your company can have a shot.

Government buyers like to buy from people who know how to do business with government. You may want to explore establishing a GSA contract so you can gain access to more federal opportunities and make it easy for contracting officers to do business with you. Visit www.gsa.gov for more information.

If you are a small business, you can get some help from the Office of Small Disadvantaged Business Utilization (OSDBU). Every agency has a dedicated team so Visit www.osdbu.gov for more information.

isiFederal provides services to assist your company in all aspects of your federal strategy including researching the people who are awarding the contracts listed above. Simply click [here](#) or call 888-9-GET-isi for more information.

Thank you again for your business, we hope this report is of value to you in determining your federal strategy. The federal government is full of great opportunities for companies like ABC Armored and we look forward to serving your future federal business development needs.

Please feel free to contact me with any questions or suggestions regarding how isiFederal can help your company succeed in the federal arena.

Have a rewarding day...

Sally Kindle
isiFederal