

# Primary Competition and Contact Intelligence



Created Exclusively for  
ABC Armored Carrier Company

January 7, 2009

NAICS Code: 561613 – Armored Car Services

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

Total Contracts Awarded: 710

Total Contract Values: \$51,569,990.40

Top 10 Competitors:

Rank	Company	Total Awards	Percent of total
1	TRIPLE CANOPY INC	\$5,604,695.65	10.9%
2	LOOMIS (combination of several operating companies)	\$2,061,301.12	4.0%
3	BRINKS INCORPORATED	\$689,938.69	1.3%
	Totals	\$8,355,935.46	16.2%
4	ORGANIZACION DE CONGRESOS EVENTOS Y MERCADEOS S.A.	\$534,705.33	1.0%
5	ABC ARMORED INCORPORATED	\$526,319.68	1.0%
6	OCE & ARRENDAMIENTOS DE VEHICULOS BLINDADOS LTDA	\$270,732.68	0.5%
7	USE INCORPORATED	\$229,546.30	0.4%
8	IRON MOUNTAIN INFORMATION MANAGEMENT INCORPORATED	\$193,734.00	0.4%
9	MAJESTIC METAL FABRICATING COMPANY	\$189,623.07	0.4%
10	GREEN UNITED GROUP INC	\$136,032.00	0.3%
	Totals	\$10,436,628.52	20.2%

IMPORTANT NOTE: These amounts are BASE contract obligations only and do not include extensions or exercised options.

Contracting Offices of Interest:

DEPT OF THE ARMY  
Primary competitor: TRIPLE CANOPY INC  
W91GY0 - XR W6EV JUSTICE SECURITY SECTOR – JCCIAADMIN  
DFAS Rome  
325 Brooks Road  
Rome NY 13441-4527  
(315) 709-6005

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[CHAVARRJ.W913FT@BOGOTA.MG.SOUTHCOM.MIL](mailto:CHAVARRJ.W913FT@BOGOTA.MG.SOUTHCOM.MIL)

DEFENSE COMMISSARY AGENCY

1300 E Ave.

Fort Lee, VA 23801-1800

<http://www.commissaries.com/business/services.cfm>

Primary competitor: BRINKS INCORPORATED/LOOMIS (several divisions)

HDEC05 - DEFENSE COMMISSARY AGENCY (DECA)

Contact:

[MELISSA.RIOS.HDEC05@xxx.xxx](mailto:MELISSA.RIOS.HDEC05@xxx.xxx)

[CYNTHIA.STARR@xxx.xxx](mailto:CYNTHIA.STARR@xxx.xxx)

[LUZ.RAYEL.HDEC05@xxx.xxx](mailto:LUZ.RAYEL.HDEC05@xxx.xxx)

INTERNAL REVENUE SERVICE

<http://www.irs.gov/opportunities/procurement/>

RS001 - DEPT OF TREAS/INTERNAL REVENUE SERVICE

Oxon Hill, MD

(202) 283-1200

Contact:

[CAMPBELP@xxx.xxx](mailto:CAMPBELP@xxx.xxx)

[WOOLBRKT@xxx.xxx](mailto:WOOLBRKT@xxx.xxx)

[SOLOVEY@xxx.xxx](mailto:SOLOVEY@xxx.xxx)

OFFICE OF PERSONNEL MANAGEMENT

<http://www.opm.gov/procure/>

1900 E Street NW

Washington, DC 20415

(202) 606-1800

Primary competitor: IRON MOUNTAIN INFORMATION MANAGEMENT INCORPORATED (8590)

29000 - OFFICE OF PERSONNEL MANAGEMENT

Contact: [JCHRISTIE@xxx.xxx](mailto:JCHRISTIE@xxx.xxx)

NATIONAL PARK SERVICE – Multiple Locations

<http://www.nps.gov/legacy/business.html>

Primary Competitor: VARIOUS

12000 - INTERMOUNTAIN REGION

12795 W. Alameda Parkway

P. O. Box 25287-0287

Denver, CO 80225-0287

(303) 969-2272

(505) 969-2992 FAX

Contact:

John Norway

[john\\_norway@nps.gov](mailto:john_norway@nps.gov) also J.L. ALLEN and T.L. HANEY

80000 - PACIFIC WEST REGION

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Golden Gate National Recreation Area  
Fort Mason - Bldg. 201  
San Francisco, CA 94123  
(415) 561-4791  
(415) 561-4795 FAX

60000 - MIDWEST REGION  
601 Riverfront Drive  
Omaha, NE 68102  
(402) 661-1606  
(402) 661-1607 FAX  
Debra Imhoff  
[debra\\_imhoff@xxx.xxx](mailto:debra_imhoff@xxx.xxx)  
also RJ KESTER

30000 - NATIONAL CAPITAL REGION  
1100 Ohio Drive  
Washington, DC 20242  
(202) 619-6366  
(202) 485-9720 FAX  
Contact:  
Tom McConnell  
[tom\\_mcconnell@xxx.xxx](mailto:tom_mcconnell@xxx.xxx)  
also D.L. DURHAM

NATIONAL ARCHIVES AND RECORDS ADMINISTRATION  
8601 Adelphi Road  
College Park, MD 20740-6001  
Phone: 301-837-3250  
Fax: 301-837-3199  
Primary Competitor: BRINKS INCORPORATED  
NL- PRESIDENTIAL LIBRARIES  
[KIMBERLY.SAMFOR@xxx.xxx](mailto:KIMBERLY.SAMFOR@xxx.xxx)

PATENT AND TRADEMARK OFFICE  
<http://www.uspto.gov/about/offices/cfo/procurement.jsp>  
OOOPA - DEPT OF COMM/PATENT AND TRADEMARK OFFICE  
Contact:  
[Kate Kudrewicz](#) is the Director of the Office of Procurement.  
[Larry McLaury](#) is the Director of the Systems and Services Acquisition Division.  
Also PTOKP1, PTOMDR, PTOSOP

DEPARTMENT OF VETERANS AFFAIRS (multiple offices)

<http://www4.va.gov/partners/buspart/> and <http://www1.va.gov/oamm/oa/dbwva/index.cfm>

Primary Competitor: VARIOUS

00243 - DEPARTMENT OF VETERANS AFFAIRS

Contact:

[KATHY.ALLEN.402@xxx.xxx](mailto:KATHY.ALLEN.402@xxx.xxx)

[MEHMET.BAGRIYANIK.243@xxx.xxx](mailto:MEHMET.BAGRIYANIK.243@xxx.xxx)

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[ANTHONY.PALMA.243@xxx.xxx](mailto:ANTHONY.PALMA.243@xxx.xxx)

00674 - DEPARTMENT OF VETERANS AFFAIRS

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[JENNIFER.SALERNO.674@xxx.xxx](mailto:JENNIFER.SALERNO.674@xxx.xxx)

[MARILYN.WEBB.674@xxx.xxx](mailto:MARILYN.WEBB.674@xxx.xxx)

00261 - SIERRA PACIFIC NETWORK (VISN 21)

Contact:

[ROBWEBER261@xxx.xxx](mailto:ROBWEBER261@xxx.xxx)

00541 - DEPT OF VETERANS AFFAIRS

Contact:

[EDELMAGALARZA541@xxx.xxx](mailto:EDELMAGALARZA541@xxx.xxx)

#### Additional Information:

Triple Canopy is incorporated in IL and has offices based Herndon, VA. Annual revenues are \$104M and are classified as Small Veteran Owned. Member GSA advantage Contract [GS-07F-5499R](#) (click for pricing). Recently awarded (effective date of 9/22/09) with base and all options totaling \$11,100,128.47 with the department of the Army. (See attached information for in-depth review.)

Loomis Armored is based and incorporated in TX and operates under several corporate entities including Loomis, Loomis Armored US, INC. and Loomis Fargo and Co.. Annual revenues are \$400M excluding them from set asides. Loomis obtains its contracts primarily through local area offices. However, they have had a concerted effort with several agencies with its largest award with IRS effective 8/28/09 with base and all options totaling \$7,597,775.39. All seven of IRS awards for armored service in this time frame were awarded to a division of Loomis.

Brinks Inc. is based and incorporated in FL. Annual revenues are \$3.6B excluding them from set asides. They currently have direct contract vehicles with various agencies throughout the US in addition to multiple GSA schedules for security divisions.

There are substantial awards for “MISCELLANEOUS FOREIGN CONTRACTORS” within the Department of the Army totaling more than \$40.5 million. This suggests significant opportunity within this particular agency for opportunities that are not publically announced.

The Department of Veterans Affairs is using all the competitors but prefers and works hard to utilize Service Disabled Veteran Owned Business and Veteran Owned Business set asides. If your company can meet these criteria, it would be beneficial to target this agency. If not, it may be beneficial to develop a relationship with a company who maintains this criteria so you can take advantage of these set asides.

National Park Service lets contracts in small amounts to various vendors. This indicates a non-centralized buying tree empowering local contracting officers with the decision for this type of offering. If you are interested in regional awards with smaller contracts, we recommend an in-depth review of this agency and its purchasing agents to gain more traction within this agency.

Other than the Department of Veteran Affairs, agencies are not able to fulfill set asides for small or disadvantaged business. If your business meets the criteria for small or disadvantaged business, you may have a better opportunity in winning new business with these agencies.

Neither Brinks nor Loomis have government centric websites. This provides an advantage to Triple Canopy because they are actively pursuing government contracts and purchasing agents can tell that they know how to work with the government. ABC Armored can develop a competitive edge over name brand companies by simply developing clear, government centric marketing materials.

After you create a relationship with your purchasing agency, explore establishing an IDIQ (indefinite delivery, indefinite quantity). This may speed up the purchasing process and seems to be advantageous in your service offering.

#### Recommended Actions Steps:

1. Review electronic file for contacts
2. Contact contracting officers
3. Identify Decision makers within agencies
4. Develop a government centric website and marketing material
5. Send introduction materials to all contacts
6. Leverage current relationships to get referrals into target agencies/sub-agencies
7. Monitor current bids by NAICS code
8. Choose top 20 targets
9. Schedule meetings with targets
10. Incorporate follow-up routine for all contacts
11. Monitor IRS bids carefully to gain competitive insight on Loomis

Thank you again for your business, we hope this report is of value to your federal strategy and look forward to serving you in your future needs. Please feel free to contact me with any questions or suggestions regarding how isiFederal can help your company succeed in the federal arena.

For more information please feel free to contact:

David Moyer  
isiFederal  
dmoyer@isiFederal.com

## Attachments

Triple Canopy In-Depth Report

Top 3 competitive Comparison and Analysis

90 Day Action Plan

## Electronic Attachments:

Complete Contract Officer List