# Dossier: PUBLIC SPEND FORUM LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,246,876.00

**Award Date:** 2024-08-29

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Public Spend Forum LLC is a market intelligence and management consulting firm focused on optimizing public sector procurement. Its primary business is to provide data, analytics, and advisory services to government agencies and contractors seeking to improve their purchasing processes and outcomes. Their core mission is to increase transparency, efficiency, and innovation in public procurement by leveraging data-driven insights and fostering collaboration. The company aims to solve problems such as wasted taxpayer dollars, inefficient contracting practices, and lack of access to innovative solutions for government needs. Their unique value proposition lies in combining deep public sector domain expertise with data analytics and market intelligence to deliver actionable insights that drive better procurement decisions. They aim to be the go-to resource for public sector procurement professionals and the companies that serve them.

**Technology Focus:**

* GovShop Platform:\*\* A comprehensive market intelligence platform providing detailed profiles of suppliers serving the public sector, including small businesses, innovative startups, and established players. The platform includes features like supplier search, market analysis, and spend analysis tools. The database reportedly includes information on 2 million+ suppliers.
* Consulting Services:\*\* Data-driven market intelligence and management consulting focusing on public sector acquisition and procurement effectiveness including category management, strategic sourcing, market research, and supplier relationship management, all geared towards optimizing public sector spending.

**Recent Developments & Traction:**

* Partnership with GovExec:\*\* In June 2022, Public Spend Forum partnered with GovExec to enhance its market research capabilities and insights for government contractors. This partnership increased visibility and access to government decision-makers.
* Development of Market Intelligence Tools:\*\* Continuously enhancing the GovShop platform with new data sources and analytical tools to provide deeper insights into public sector spending trends and supplier performance. Public Spend Forum focuses on providing insights related to small business utilization in government contracting.
* Federal contracting market research:\*\* Conducted and publicized numerous reports analyzing trends and challenges in federal contracting across various sectors.

**Leadership & Team:**

* Raj Sharma:\*\* Founder and CEO. Raj has a background in management consulting and public sector procurement.
* (Information on other key leaders requires subscription or more in-depth investigation and isn't publicly available in a concise format via quick web search. Information about the team is generally high-level.)

**Competitive Landscape:**

* Deltek:\*\* Offers software and information solutions for project-based businesses and government contractors, including procurement solutions. Public Spend Forum differentiates itself through its specific focus on data analytics and market intelligence tailored to the public sector, rather than software solutions.
* GovWin IQ by Deloitte:\*\* Provides market intelligence and business development tools for government contractors. Public Spend Forum’s GovShop platform is differentiated by being free to use and offering tools designed to support both buyers and sellers.

**Sources:**

1. [https://publicspendforum.net/](https://publicspendforum.net/)

2. [https://govshop.com/](https://govshop.com/)

3. [https://www.linkedin.com/company/public-spend-forum](https://www.linkedin.com/company/public-spend-forum)

4. [https://www.govexec.com/management/2022/06/govexec-partners-public-spend-forum-expand-market-research-capabilities/368009/](https://www.govexec.com/management/2022/06/govexec-partners-public-spend-forum-expand-market-research-capabilities/368009/)