<https://docs.highergov.com/market-intelligence/find-contracting-and-grant-entry-points>

<https://github.com/highergov/API>

<https://gist.github.com/GovAlpha/>

<https://github.com/philgooch/abbreviation-extraction>

<https://www.highergov.com/pricing/>

A screenshot of a website

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## API Overview

The HigherGov API is the most comprehensive source of U.S. federal government contract and grant opportunity and award data generated from public and proprietary sources. The API is easy to use and is fully supported with email, chat, and phone support. Currently, 300+ of the most popular fields are available through the API out of 5000+ datapoints tracked by HigherGov. HigherGov Business Development users can also access their pursuits via the API. If you require additional data not covered by our API, please do not hesitate to reach out.

| **Endpoint** | **Coverage** |
| --- | --- |
| **Awardees** | 1.5M+ (Including Parent / Child Subsidiary Relationships) |
| **Contract IDVs** | 1M+ |
| **Prime Contract Awards** | 61M+ |
| **Subcontract Awards** | 800K+ |
| **Prime Grant Awards** | 4M+ |
| **Subgrant Awards** | 3M+ |
| **Contract Vehicles** | 4K+ |
| **Federal Contract Opportunities** | 4M+ |
| **DLA Contract Opportunities** | 1M+ |
| **SLED Contract Opportunities** | 1M+ |
| **Pre-RFP Contract Opportunities** | 20K+ |
| **Grant Opportunities** | 60K+ |
| **SBIR Opportunities** | 10K+ |
| **Documents** | 3M+ (Contract and Grant RFPs, Federal Schedules, Protest Decisions) |
| **Agencies** | 3K+ |
| **People** | 130K+ |
| **Defense Programs** | 200+ |
| **Tech Programs** | 1K+ |
| **Grant Programs** | 6K+ |
| **NAICS** | 2.7K+ |
| **PSC** | 3.8K+ |
| **Pursuits** | User specific |

## API Access

Access to the HigherGov API is on an invite-only basis for HigherGov subscribers. Please contact support re

## Quick Search Endpoints

To help enable search and dropdown functions within your applications, we also offer access to the APIs that drive HigherGov's Quick Search capabilities. These API endpoints are avaialable for free to all subscribers.

## Data Freshness

Data is generally updated shortly after the underlying data source. Some examples are shown below.

| **Endpoint** | **Data Update Frequency** |
| --- | --- |
| **Prime Contract Awards** | Daily |
| **Contract Opportunities** | 20 Minutes |
| **Prime Grant Awards** | Daily |
| **Grant Opportunities** | 2 Hours |
| **Pursuits** | Real Time |

## Limits

The HigherGov API has no data limits, though we ask that if users have use cases that require more than 10 requests/second or 100,000 requests/day that they contact us beforehand.

**Find Federal Small Business Contract Opportunities**

How to Find and Compete for Federal Set-Aside Contracts Based on Your Set-Aside or Socioeconomic Status such as 8(a) or SDVOSB

This guide is focused on tips for finding set-aside contract opportunities. To learn more generally how to search for prime contract opportunities including how to save searches, receive daily recommendations, and more, please see the below guide.

Contract Opportunity Search

Issued Solicitations

The most direct way to search for contract opportunities is on the Contract Opportunity Search page, which can be found under *Business Development --> Opportunities --> Contracts* in the sidebar or by clicking

.

To filter for set-aside opportunities you can either select **Has Set Aside** under the Quick search or select the **Set Aside** under Search All and then select the specific categories relevant to your business.

You can further filter contract opportunities by a number of criteria to narrow opportunities to those that are most relevant to your business including **Agency**, **NAICS**, **PSC**, and **Place of Performance, Active Opportunities**, and **Future Vehicles**.

As you find potentially interesting contract opportunities, you can click the opportunity title to open up the Contract Opportunity detail page to see the opportunity description, history, related solicitations, documents, similar opportunities, potential bidders, and other detail. You can also follow the opportunity by clicking the heart button to easily access it later.

Not sure if you qualify as a small business for a particular contract opportunity? You can check the SBA small-business thresho

**Find Federal Opportunities Before RFP Release**

How to Find Contract and Grant Opportunities Before They are Widely Released to the Public

Importance of Finding Opportunities First

Once an opportunity is posted to sam.gov or grants

**Find Federal Opportunities Before RFP Release**

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Importance of Finding Opportunities First

Once an opportunity is posted to sam.gov or grants.gov there has often been a significant amount of preparation and shaping done by incumbent awardees or contractors/grantees with a close relationship with the soliciting agency. In some cases, opportunities are never formally posted at all as they are directed to specific contract vehicles or limited groups of potential bidders.

Identifying opportunities earlier allows you to prepare and position for the eventual solicitation, potentially shape the RFP, and forecast appropriately. HigherGov offers multiple tools to find opportunities before they become widely known to the market.

Contract Opportunities

Forecasted Opportunities

Opportunities that are forecasted by agencies prior to their formal release can be found going to *Opportunities --> Contracts* in the sidebar and selecting the Forecasts tab or by clicking

. Forecasted opportunities can be filtered using most of the same filter criteria that apply to released contract opportunities (such as **NAICS** or **Set-Aside**) by selecting the Filters dropdown. By clicking on the Title, you can go to the Contract Forecast detail page, which includes details including expected award dates, categories, incumbents, and contact information (as available).

Note that many agencies do not reliably provide contract forecasts, provide forecasts at highly irregular intervals (e.g., once every few years), or provide forecasts of extremely low quality. HigherGov incorporates contract forecasts for as many agencies as possible and attempts to standardize and enhance the available data. If you are an annual subscriber and would like data on an agency we do not currently cover, please contact us in the chat to discuss availability.

Sources Sought

Opportunities that have been formally posted to sam.gov but are not yet at the stage of formal solicitation can be found by going to *Opportunities --> Contracts* in the sidebar or by clicking

, selecting **Opportunity Type** from the list of Filters, and selecting Presolicitation and Sources Sought. If you are only looking for active opportunities, you should also select the **Active Opportunity** filter. You can add your own filters such as **Agency**, **NAICS**, **Set Aside** or other filters to further focus on the most relevant contracts for your business.

Recompetes

Existing IDV and Prime contracts that are likely to recompete in the near term can be found by going to *Awards --> Contracts* in the sidebar (or by clicking

) and selecting **Recompete Opportunities** under Quick search. This filters for contracts that based on duration, value, and other factors are likely to recompete within the next 9 months. You can add your own filters such as **Agency**, **NAICS**, **Set Aside** or other filters to further focus on the most relevant contracts for your business.

By clicking the Award ID, you can learn more about the existing contract, including the description and categorizations, awarding/funding agency, incumbent, timing, and more.

Vulnerable Incumbents

You can further limit your search for recompetes to target by looking for contracts where the incumbent contractor may not be able to recompete for the contract. As incumbents typically win recompetes 50-75% of the time, identifying and focusing on recompete opportunities where the incumbent may no longer be eligible for the contract, can greatly increase the likelihood of winning.

There are two Quick filters available to search for vulnerable incumbents on the Contract Award page: **Vulnerable 8(a)**: Contracts where the awardee has or will soon graduate from the 8(a) program

* **Vulnerable Small Business**: Contracts where the awardee has potentially exceeded the NAICS size standard (either due to growth or acquisition)

Grant Opportunities

Forecasted Opportunities

Agencies that award grants will frequently provide forecasts of grant opportunities in advance of a formal posting. To find forecasted grant opportunities, go to *Opportunities --> Grants* in the sidebar (or click

) and select **Posting Type** from the list of filters and choose the Forecasted checkmark.

Recompetes

To find grants that are likely to be re-awarded, go to *Awards --> Grants*

**Research Federal Contractors and Grant Recipients**

How to Analyze the Past Performance, Market Access, Socioeconomic Status, and Partnerships of Federal Contract and Grant Awardees

Finding an Awardee

There are three primary ways to search for an Awardee on HigherGov:

 The Search Bar at the top of every page. Fastest if you already know the Name, UEI, or CAGE Code of the Awardee.

The Awardee search (*Market Intelligence --> Awardees* in the sidebar or

 ). Best if you want to filter by Awardee characteristics such as **Primary NAICS**, **Headquarters**, **Ownership Types**, **Obligations**, etc.

The Awardee Ranking Analysis Tool (*Explore --> Analysis* in the sidebar or

1. (must be signed-in) and then select the Awardee Rankings tab). Best if you want to research which Awardees are most prevalent in any combination of **NAICS**, **PSC**, **Set Aside**, **Agency**, **Contract** / **Grant Type,awards** or any other available search criteria.

Awardee Overview

The Awardee Overview provides high-level summary information on the Awardee.

If the Awardee has had material Contract or Grant awards in the past 3 years, a "Show Quick Stats" sub-section will appear that will give a summary of the Awardee's estimated set-aside percentage, largest agencies, NAICS and PSC codes, and Grant Programs as applicable.

Hierarchy

Within the Overview section, there will be an item either labeled Child Awardee or Parent. If there is a hierarchy icon next to the label value, that means that the Awardee is either a Parent with multiple children awardees aggregated underneath or a child that has a Parent awardee.

Children can represent a subsidiary, an acquired company, or just an additional UEI or Cage Code created by the Parent Awardee (often the case when you see many children with the same or similar names).

Often if you are looking at a Child awardee, it will be more worthwhile to look at the details of the Parent to get a more complete picture of the Awardee and its history and capabilities.

Note that in all of the below sections besides Registration, if the Awardee is a Parent, all of the Parent's child awards will also be included. Accordingly, you may see award or partnerships listed with the names of child awardees in these sections.

Note that awardee hierarchies are inferred from government-reported award data. If you are an annual subscriber and need an Awardee's hierarchy to be manually reviewed for analysis purposes, please

or reach out in the chat.

Funding Analysis

Note that the Funding Analysis and the below sections will only appear if the Awardee has relevant associated data.

The funding analysis section provides additional detail on the Awardee and allows for easy analysis by time period and various other criteria. Five tabs are available:

 **Trends**: Shows the trend in the Awardee's Contract and Grant obligations over the specified period

 **Shares**: Shows a breakdown of obligated awards for each chosen **Category**. Note that totals may differ from the Trends tab due to not all information being available for all categories on each Award

 **Categories**: Shows the top 10 values for the selected Category over the past 10 years

 **Maps**: Maps Place of Performance for Prime Awards by state (**Map**) or zip code (**Heat**)

* **Vehicle Rankings**: Ranks the Awardee's most important Contract Vehicles

**Details on the data that is included in the Funding Analysis:**

**Scope:** Data includes non-classified prime contracts and grants reported by the government and subcontracts and subgrants as reported by prime awardees. Adjustments are made to aggregate related awardees, remove likely erroneous data, and assign classifications. **Timing:** Data is typically available within 30 days of the award except for the Department of Defense, which is typically delayed 90 days. Data is presented as of the date of obligation. **Aggregation:** For acquired subsidiaries, data is presented on a pro forma 'past performance' basis from the date of the acquired awardees' formation. **Years:** GFY ending September 30.

Registration

Registration

Shows details on the Awardee's registration with the federal government including legal and DBA names, UEI, cage code, registration dates, specified NAICS and PSC codes, entity types, and points of contact.

Set Aside Classifications

Includes any size or socio-economic statuses self-reported when registering with the government, any SBA-certified set-aside and socio-economic statuses, and any other self-reported certifications. Note that the statuses here may not fully reflect an Awardee's ability to bid on certain contracts as Awardees do not always report complete information or keep their registrations updated and SBA size standards vary by NAICS code.

Schedules and Vehicles

GSA Schedules

Provides details on GSA Schedules that the Awardee holds (or held in the past). GSA Schedules are long-term multi-agency contracts that provide the government with access to millions of commercial products and services. Recently awarded GSA Schedules will usually have a copy of the Schedule available for download from this page. The Schedule will detail the products and services and the prices at which the Awardee can offer through the Schedule.

Contract Vehicles

Provides details on Master Contract Vehicles that the Awardee holds. Master Contract Vehicles are Indefinite Delivery Vehicles (IDVs) including Indefinite Delivery / Indefinite Quantity (IDIQs), Blanket Purchase Agreement (BPAs), Government-Wide Acquisition Contracts (GWACs), and General Service Administration (GSA) Schedules, held by multiple Awardees. You can click on the Vehicle to learn additional information including other Awardees and Vehicle Share.

HigherGov tracks over 4,000 contract vehicles comprising the vast majority of dollars awarded. If you are an annual subscriber and require an analysis of a contract vehicle we currently do not cover, please

or reach out in the chat.

Contract Awards (IDV, Prime, and Sub)

Details on prime Indefinite Delivery Vehicles (IDVs), Prime Contracts (awarded directly by the government) and Subcontracts (awarded by another Prime Contract recipient) awarded to the Awardee. You can click on any of the IDVs, Prime Contracts, or Subcontracts to learn additional information. You can further filter these sections either by typing whole words into the Search box or by clicking the Explore button to go to the relevant Search page and adding additional filters.

Grant Awards (Prime and Sub)

Details on prime Grants (awarded directly by the government) and Subgrants (awarded by another Prime Grant recipient) awarded to the Awardee. You can click on any of the Grants or Subgrants to learn additional information. You can further filter these sections either by typing whole words into the Search box or by clicking the Explore button to go to the relevant Search page and adding additional filters.

Partners

Teaming

List of teaming partners for which the awardee is either a prime or sub on Subcontracts as well as the total count, value, and most recent associated award date. Note that this table will only include subcontract relationships that have been disclosed by the Prime contractor.

Mentor-Protégé

List of SBA Mentor Protégé teams the Awardee is a member of. The SBA Mentor-Protégé program helps eligible small businesses (protégés) gain capacity and win government contracts through partnerships with more experienced companies (mentors).

Joint Ventures

List of JVs the Awardee has an ownership interest in. Note that HigherGov tracks the ownership of the 500 largest Joint Ventures, which accounts for ~95% of Contracts awarded by dollar value.

**Track Pursuits, Collaborate, and Manage Pipelines**

How to Use Our Business Development Tools to Track Pursuits, Support Team Collaboration, and Manage Pipelines

HigherGov offers a fully integrated CRM designed for government contracting and grants. The CRM integrates the best practices of leading capture professionals and can be set up in minutes. If you are not currently a subscriber you can try out the CRM by for a trail account or scheduling a

.

Creating a Pipeline

The first step in managing pursuits on HigherGov is to create a Pipeline. You can create a pipeline by selecting *Business Development --> Pipelines --> [+]* on the sidebar. On this page, you can enter a Title, Description, set a Pipeline Owner, enter the Types of Contracts you will pursue and set preset or custom Pipeline Stages.

For the Pipeline Stages, you can select one of four available presets, or press the Customize Stage button on any of the presets to customize the number and name of stages as well as set custom p(win) and p(go) options. If you set a customized p(win) or p(go), these values will automatically populate in the pursuit when you change the stage. This can be helpful in encouraging weighting standardization across your pipeline.

If you are an annual subscriber and transitioning from another CRM or tracking method, please

or message us in the chat and we can help bulk migrate your Pursuits into HigherGov.

Finding and Adding Pursuits

Find Opportunities

HigherGov has many tools to help to identify potential opportunities to pursue. See one of the below topics for more details on some of the available tools.

Adding Automatically

You can automatically create new pursuits from Contract Opportunity, Pre-RFP Opportunity, Grant Opportunity, SBIR, IDV Award, Prime Contract Award, and Prime Grant Award pages by selecting the Pipeline dropdown on the upper right of the page and selecting the pipeline you want to add the opportunity to. This will create a new opportunity and autofill any available information from the opportunity or contract.

Once you have created a pursuit automatically you can further edit the pursuit by going to *Business Development --> Pursuits* and selecting the pursuit you created.

Adding Manually

You can manually create a new pursuit by selecting *Business Development --> Pursuits --> [+]* on the sidebar. From here you can enter basic pursuit information, add links to other relevant data in HigherGov, upload documents, talk with your team members, and create activities for yourself and others.

Once you have added some information about the Pursuit and saved, the Bidders and Similar tabs will populate, providing you additional insights about potential bidders as well as similar active opportunities. The more completely the pursuit information is completed, the more accurate and useful the insights these tabs provide will be.

Managing Pursuits

Editing Pursuit Details

Once you have created a pursuit, you can edit it by opening it from the Pursuit search page or Search All page, making any changes, and saving.

Alternatively, you can also filter and edit key pursuit information in bulk by selecting *Business Development --> Pipelines* in the sidebar and clicking on the Pursuit tab. On this tab, you can filter the displayed information by **Pipeline** or **Owner** by using the dropdowns at top and further filter by **Stage** as well as pursuits **Past Due**, **Due Soon**, and **Stale** (not updated recently). Key pursuit information including Proposal Date, Pursuit Stage, p(win), p(go), and Estimated Value can be quickly updated from this page or you can open the pursuit to edit other information.

Managing Activities

You can further manage pursuits by adding Activities, including activities and events, for yourself and others. You can create a new Activity by selecting *Business Development --> Activities --> [+]* from the sidebar anywhere in HigherGov or within a pursuit by going to the Activities tab and selecting the [+New] button.

For each activity, you can add a Title, Activity Type, Due Date, Owner, Description, Tags, and assign the Activity to any Pursuit. You can view all of your team's activities by going to activity search under *Business Development --> Activities* in the sidebar or reviewing the calendars on your Dashboard or on the Pipeline Review page. From these pages you can also edit Activities at any time.

​

Tracking Your Pipeline

You can track your pipelines by selecting *Business Development --> Pipelines* from the sidebar and further filtering for specific Pipelines or by Owner using the bar at the top of the page.

Analysis

The analysis tab shows the key overview statistics of the selected Pipelines / Owners and allows you to further analyze the Current Weighted and Unweighted Pipeline, Projections, Composition, and Win/Loss ratios.

Calendar

The Calendar tab shows all historical and upcoming pursuits and activities for the selected Pipelines / Owners. This calendar is also available from your Dashboard when you sign in.

Bulk Pursuit Editor

Need to make adjustments quickly? The Pursuits tab in the Pipeline Review allows for rapidly changing proposal due date, pursuit stage, p(win), p(go), and estimated value for multiple pursuits quickly. The Pipeline Analysis will be automatically updated after adjustments are made.

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