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# United States Senate

COMMITTEE ON  
HOMELAND SECURITY AND GOVERNMENTAL AFFAIRS

WASHINGTON, DC 20510-6250

May 14, 2013

The Honorable Gene Dodaro  
Comptroller General of the United States  
United States Government Accountability Office  
441 G Street, NW  
Washington, DC 20548

Dear Mr. Dodaro:

As part of the Subcommittee's oversight of government contracting, I am writing to request that the Government Accountability Office (GAO) review federal agencies' use of market research.

Market research plays a key role in acquisition planning. When executed effectively, market research can help agencies determine the availability of sources to satisfy requirements. Solid knowledge of marketplace suppliers and prices can be critical to the government's ability to negotiate a good deal and to achieve effective competition in procurements. On the other hand, poor market research techniques may contribute to ineffective competition and result in less favorable pricing for the government.

I request that you assess how federal agencies are conducting market research and using the results, including what guidance, policies, or practices are in place related to market research procedures and who is responsible for conducting market research. I also request that you review selected procurements across federal agencies to determine how market research was conducted, the results of the market research, and how, if at all, those results informed or determined the agency's requirement or acquisition strategy.

Please have your staff contact Margaret Daum with the Subcommittee staff at (202) 224-7155 with any questions. Please send any official correspondence related to this request to [Lauren\\_Corcoran@hsgac.senate.gov](mailto:Lauren_Corcoran@hsgac.senate.gov).



Claire McCaskill  
Chairman  
Subcommittee on Financial and  
Contracting Oversight

Sincerely,



Ron Johnson  
Ranking Member  
Subcommittee on Financial and  
Contracting Oversight