

U.S. ARMY CORPS OF ENGINEERS FORT WORTH DISTRICT



HELPING THE DEPUTY WORK FOR YOU

Presented by: Carolyn L. Staten Deputy for Small Business Programs



HELPING THE DEPUTY WORK FOR YOU



Here are a few suggestions you might want to consider when seeking procurement opportunities with the U.S. Army Corps of Engineers, Fort Worth District:

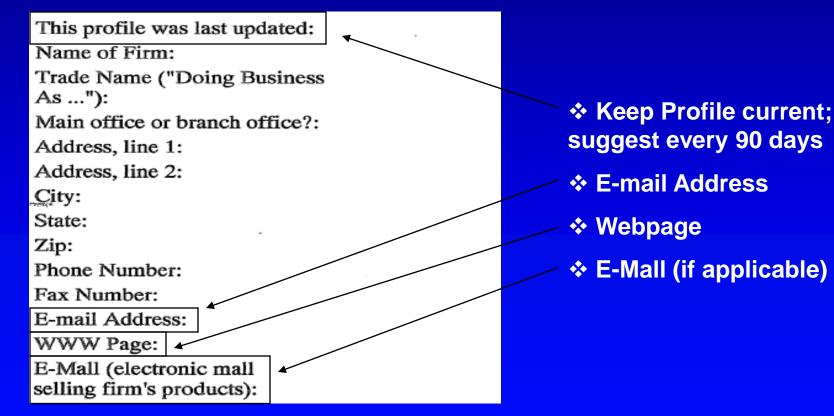
- Keep Your SBA Profile Current
- Monitor Procurement Websites
- Marketing Your Firm



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Keeping Your Profile Current Identification, Location, & Contacts

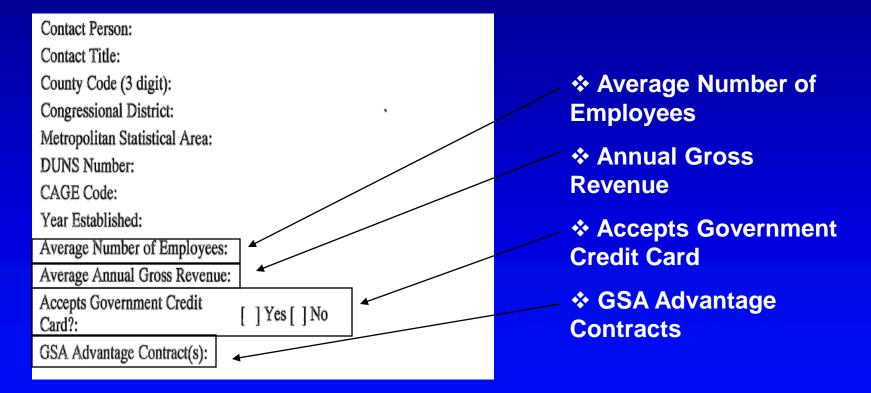




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Keeping Your Profile Current Identification, Location, & Contacts



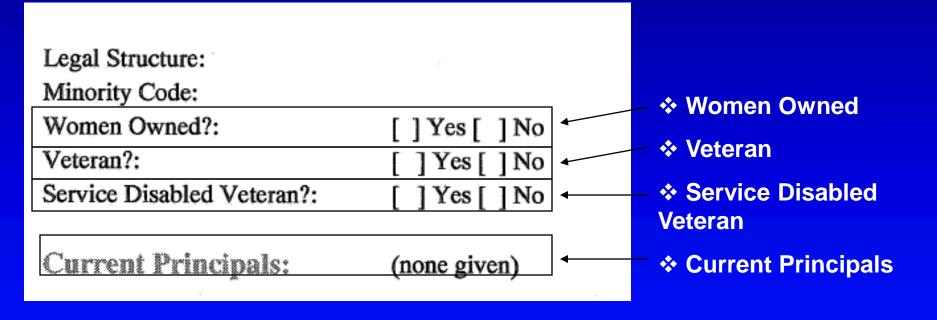
ALWAYS FILL OUT "YES" AND "NO" BLOCKS



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Keeping Your Profile Current Organization, Ownership & Certifications



ALWAYS FILL OUT "YES" AND "NO" BLOCKS



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Keeping Your Profile Current Organization, Ownership & Certifications

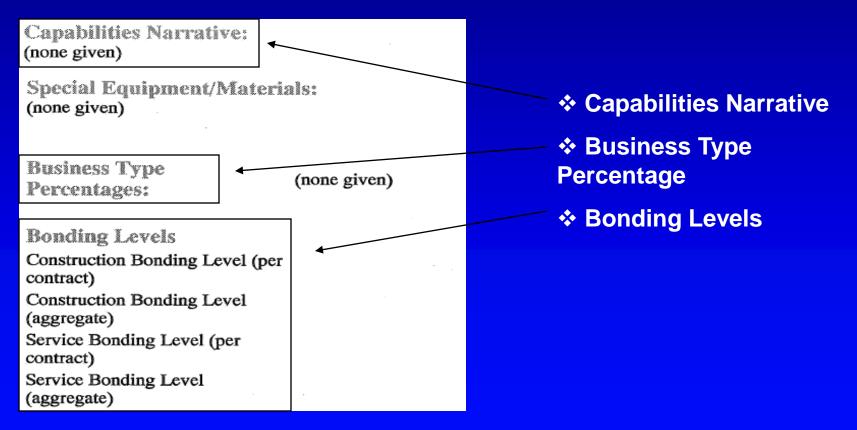
"Business Development Servicing Office" (for certifications): SAN ANTONIO DISTRICT OFFICE (SBA office code 0681)	
8(a) Certification: SBA 8(a) Case Number: SBA 8(a) Entrance Date: SBA 8(a) Exit Date:	
Small Disadvantaged Business Certification: SDB Entrance Date: SDB Exit Date: HUBZone Certification: HUBZone Certified?: []Yes[]No HUBZone Certification Date: N/A DBE Certifications (and State): (none)	 DBE Certification Non-Federal Government Certification
Non-Federal-Government Certifications:	



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Keeping Your Profile Current Products and Services





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Keeping Your Profile Current Products and Services

NAICS Codes and Keywords:							
Primary?	Code	NAICS Code's Description	"Buy Green"? (1)	Small? ⁽²⁾	Emerging? ⁽³⁾		
Yes		,) 					
	4						
 By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code. If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard. If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard. If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard. If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard. If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard. 							
Keywords:							

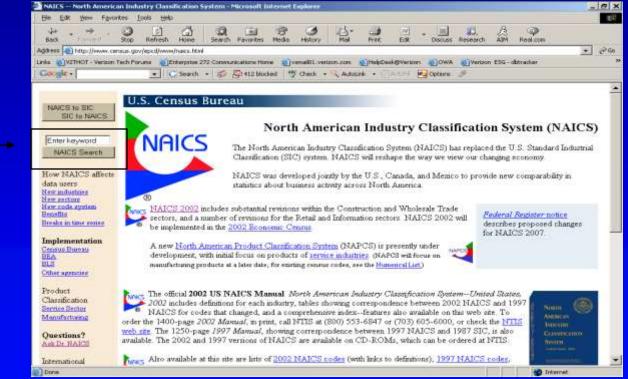
NAICS CodesKeywords



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http://www.census.gov/epcd/www/naics.html

One Corps Serving The Army and the Nation

Search options:

- Number
- Keyword



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Keeping Your Profile Current Performance History (References)

Federal Government References (includes prime contractors to the Federal Government to which the firm subcontracted)	Federal Government References
(none given)	References ——
Other References	References
(none given)	



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Seeking Assistance with Central Contractor Registration (CCR)

>CCR - http://www.ccr.gov/

Review CCR Handbook - <u>http://www.ccr.gov/handbook.asp</u>

>U.S. Small Business Administration - <u>http://www.sba.gov/</u>

D/FW District Office - <u>http://www.sba.gov/tx/dallas/index.html</u>

Procurement Technical Assistance Centers – http://www.dla.mil/db/procurem.htm#Texas - http://www.dla.mil/db/procurem.htm#Texas - http://www.dla.mil/db/procurem.htm



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Monitoring Procurement Websites

>Monitor the following websites:

>FEDBIZOPPS - http://www.fbo.gov/

>RESPOND TO "SOURCES SOUGHT" ANNOUNCEMENTS

>Answer all questions correctly in the announcement

>ARMY SINGLE FACE TO INDUSTRY -

https://acquisition.army.mil/asfi/solicitation_search_form.cfm

FEDERAL TECHNICAL DATA SOLUTIONS (FedTeDs)

https://www.fedteds.gov/

Request solicitations - Registration required



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Monitoring Procurement Websites

>Monitor the following websites:

>USACE, FORT WORTH DISTRICT CONTRACTING DIVISION – https://ebs.swf.usace.army.mil/

>USACE, FORT WORTH DISTRICT – PROJECTED PROJECTS – http://www.swf.usace.army.mil/pubdata/SBO/Projected.asp

>USACE, FORT WORTH DISTRICT – SMALL BUSINESS – http://www.swf.usace.army.mil/pubdata/SBO/index.asp



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Marketing Your Firm Helpful Hints to Briefings

Requesting a Capabilities Brief:

The Facilitator: Small Business Specialist

> Audience:

Technical Staff Contracting Officer/Specialist Small Business Advocate

** The Facilitator should ALWAYS be the Small Business Specialist **



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Marketing Your Firm Helpful Hints to Briefings

Who Should Brief: YOU!!! (Who knows you best?)

Who Should not brief ---A professional "briefer" not otherwise associated with your firm

* They don't know you as well as you know yourself

* Gives impression you are not well prepared



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Marketing Your Firm Helpful Hints to Briefings

What Should You Brief:
 Your Capabilities
 Your Talents
 Your Past Performance
 Your Strengths

** Certifications should be the last thing mentioned **



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Marketing Your Firm Helpful Hints to Briefings

> What you Should *NOT* brief:

•The FAR (KOs already know the regs)

•Things you CAN'T do (this is not an *incapability* briefing)

•Some *other* firms' talents and capabilities (let them do their own work!)

•Negative information (your opinion of Government personnel, etc.)



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Marketing Your Firm Helpful Hints to Briefings

When and Where Should You Brief:
 •BEFORE the prime buying season (this is NOT the 4th Quarter)
 •Briefing should be portable
 •Ready to present as a tabletop or on-screen
 •Bring your own equipment including projector



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Marketing Your Firm Helpful Hints to Briefings

Making a Good Impression

- •Make an appointment & be on time
- •Allow ample time for clearing security (military or Federal Bldgs)
- A picture is worth 1000 words
- Completed projects that showcase your efforts
- Work in progress that highlights special crews
- Delivered commodities
- Practice, Practice, Practice
- Be comfortable in all possible settings

Polish your presentation---if you don't sound good, you won't look good



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Marketing Your Firm Ft Worth District Personnel

- Visit with the Deputy (see webpage for instructions)
 - Carolyn L. Staten
 - 819 Taylor Street, 3A28
 - Fort Worth, TX 76102
 - 817-886-1382
 - http://www.swf.usace.army.mil/pubdata/SBO/working.asp
- Contracts Personnel
 - List of Contracts Personnel http://ebs.swf.usace.army.mil/PHONELIST.pdf
 - One Corps Serving The Army and the Nation



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Marketing Your Firm Ft Worth District Personnel

- Technical Personnel
 - **Civil Works Branch:**

http://www.swf.usace.army.mil/pubdata/ppmd/civilbranch.asp

Military Branch:

http://www.swf.usace.army.mil/pubdata/ppmd/militarybranch.asp

Medical Support Team:

http://www.swf.usace.army.mil/pubdata/MED/index.htm



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Marketing Your Firm Ft Worth District Personnel

- Technical Personnel
 - **Emergency Management Branch:**

http://www.swf.usace.army.mil/pubdata/ppmd/EmerMgt/index.asp

Support for Others Program:

http://www.swf.usace.army.mil/pubdata/ppmd/sfo.asp



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Marketing Your Firm Ft Worth District Personnel

- Visit Lake Managers
 - >Mid-Brazos Project Office
 - 285 CR 3602, Clifton, TX 76634 Ph. 254-622-3332
 - Somerville Lake Office
 - Whitney/Aquilla Lake Office
 - Hords Creek Lake Office
 - **Proctor Lake Office**

- Waco Lake Office
- West Texas Lake Office
- **O.C. Fisher Lake Office**



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Marketing Your Firm Ft Worth District Personnel

Visit Lake Managers

Little River Project Office

3110 FM 2271, Belton, TX 76513-6522 Ph. 254-939-1829

Belton Lake Office

Canyon Lake Office

Georgetown Lake Office

Granger Lake Office

Stillhouse Hollow Lake Office



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Marketing Your Firm Ft Worth District Personnel

- Visit Lake Managers
 - >Elm Fork Project Office
 - 1801 N. Mill St., Lewisville, TX 75057-1821 Ph. 972-434-1666
 - **Grapevine Lake Office**
 - Lewisville/Ray Roberts Lake Office
 - Sam Rayburn/Town Bluff Project Office Rt. 3, Box 486, Jasper, TX 75951-9598 Ph. 409-384-5716



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Marketing Your Firm Ft Worth District Personnel

- Visit Lake Managers
 - ➢ Piney Woods Project Office

2669 FM 726, Jefferson, TX 75657 ph. 903-665-3911

Cooper Dam/Jim Chapman Lake Office

Lake O'The Pines Office

Wright Patman Lake Office



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Marketing Your Firm Ft Worth District Personnel

- Visit Lake Managers
 - Trinity Project Office
 - 4000 Observation Drive, Ennis, TX 75119-9563 ph. 972-875-5711
 - **Bardwell Lake Office**
 - Joe Pool Lake Office
 - **Navarro Mills Lake Office**

- **Benbrook Lake Office**
- Lavon Lake Office



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Marketing Your Firm Facility "Gatekeepers"

Visit Department of Defense Installations

>A listing of all Small Business Specialists

Selling to the Army – <u>http://sellingtoarmy.com/User/Misc/SearchASBS.aspx</u>

Selling to the Air Force – <u>http://selltoairforce.org/Locator/locator_map.asp</u>

Selling to the Navy – <u>http://www.hq.navy.mil/sadbu/HCA.htm</u>



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Marketing Your Firm Facilities

> Army Installations We Service

Fort Polk - http://www.jrtc-polk.army.mil/

Army Contracting Agency, Directorate of Contracting, Fort Polk SFCA-SR-PO

> Mr. Clay Cole PO Drawer 3918 Fort Polk Louisiana 71459-5000

Phone: 337-531-2353 clay.cole@polk.army.mil



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Marketing Your Firm Facilities

>Army Installations We Service

Fort Bliss - https://www.bliss.army.mil/Services/dpwl/Default.htm

Army Contracting Agency, Directorate of Contracting, Fort Bliss SFCA-SR-BL

> Mr. Brian Foulkes 1733 Pleasonton Rd. Fort Bliss, Texas 79916-6816

> Phone: 915-568-7354 brian.foulkes@bliss.army.mil



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Marketing Your Firm Facilities

Army Installations We Service

White Sands Missile Range - http://www.wsmr.army.mil/

Army Contracting Agency, Directorate of Contracting,

White Sands Missile Range

SFCA-SR-WS

Mr. Ron Taft Crozier Street, Bldg 143 White Sands Missile Range New Mexico 88002-5201

Phone: 505-678-1401 <u>taftr@wsmr.army.mil</u> One Corps Serving The Army and the Nation



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Marketing Your Firm Facilities

>Army Installations We Service

Red River Army Depot - https://www.redriver.army.mil/pwd.htm

Red River Army Depot AMSTA-RR-P

Mr. James P. Tidwell 100 Main Drive, Bldg 110 Texarkana, Texas 75507-5000

Phone: 903-334-3989 james.patton.tidwell@us.army.mil



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Marketing Your Firm Facilities

>Army Installations We Service

Fort Hood - http://ccmd.hood.army.mil

Army Contracting Agency, Directorate of Contracting, Fort Hood SFCA-SR-HO

> Ms. Nancy Brown 3rd Corps & Ft. Hood Fort Hood, Texas 76544-5059

Phone: 254-287-6453 nancy.brown@us.army.mil



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Marketing Your Firm Facilities

>Army Installations We Service

Fort Sam Houston - http://www.samhouston.army.mil/sites/local/

Army Contracting Agency, Directorate of Contracting, Fort Sam Houston SFCA-SR-SH

> Ms. Deanna Ochoa 2107 17th St., Suite 70 Fort Sam Houston, Texas 78234-5015

Phone: 210-221-5083 deanna.ochoa@samhouston.army.mil



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Marketing Your Firm Facilities

>Army Installations We Service

Lone Star Army Ammunition Plant SOSLS-TD

Ms. Maggie Ashlin Highway 82 West, Blg I-5, Rm 405 Texarkana, Texas 7505-9101

Phone: 903-334-1312 ashlinm@lonestar.app.com



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Marketing Your Firm Facilities

>Army Installations We Service

Corpus Christi Army Depot - http://www.ccad.army.mil/

Corpus Christi Army Depot AMSAM-CC-FA

Mr. Lino Vera 308 Crecy Street Corpus Christi, Texas 78419-5260

> Phone: 361-961-3913 lino.vera@ccad.army.mil



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Marketing Your Firm Facilities

>Army Installations We Service

U. S. Army Medical Command - http://www.cs.amedd.army.mil/

U. S. Army Medical Command MCAA

Mr. Dan E. Shackelford 2107 17th Street, Suite 70 Fort Sam Houston, Texas 78234-5070

Phone: 210-221-4267 Dan.Shackelford@amedd.army.mil



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Marketing Your Firm Facilities

>Air Force Installations We Service

Dyess Air Force Base - https://wwwmil.dyess.af.mil/7ces/

Air Combat Command 7 CONS/CC

Mr. William (Doug) Banks 381 Third St Dyess AFB, Texas 79607-1581

Phone: 915-696-2285 william.banks@dyess.af.mil SB Home Page: http://www.dyess.af.mil/cons/index.htm



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>Air Force Installations We Service

Lackland Air Force Base - http://www.lackland.af.mil/Home/

Air Education and Training Command 37 CONS/CC - Air Education and Training Command

> Ms. Arthur Dinwiddie 1655 Selfridge Ave Lackland AFB, Texas 78236-5253

> > Phone: 210-671-1723

arthur.dinwiddie@lackland.af.mil



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Marketing Your Firm Facilities

>Air Force Installations We Service

Laughlin Air Force Base - http://www.laughlin.af.mil/index.htm

Air Education and Training Command 47 CONS/LGCD

Mr. Jesus N. Martinez

171 Alabama Avenue Laughlin AFB, Texas 78843-5102

Phone: 830-298-5641

jesus.martinez@laughlin.af.mil



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Marketing Your Firm Facilities

>Air Force Installations We Service

Randolph Air Force Base - http://www.randolph.af.mil/default.htm

Air Education and Training Command 12 CONS/CC - Air Education and Training Command

> Ms. Estella Calvillo 395 B St West, Ste 02 Randolph AFB, Texas 78150-4525

> > Phone: 210-652-5460

estella.calvillo@randolph.af.mil



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Marketing Your Firm Facilities

>Air Force Installations We Service

Brooks City-base - http://www.brooks.af.mil/

Air Force Materiel Command HQ AFCEE - AF Center for Environmental Excellence

> Ms. Mary Urey Mail Stop 311 HSW/BC 8046 Crouch Rd Brooks City Base, Texas 78235-5146

Phone: 210-536-4348 <u>Mary.Urey@brooks.af.mil</u> SB Home Page: <u>http://www.afcee.brooks.af.mil/</u>



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Marketing Your Firm Facilities

>Air Force Installations We Service

Goodfellow Air Force Base - http://www.goodfellow.af.mil/index.php

Air Education and Training Command 17 CONS/CC - Air Education and Training Command

> Mr. Philip Kirby 210 Schertz Blvd Goodfellow AFB, Texas 76908-4705

> > Phone: 915-654-3821

philip.kirby@goodfellow.af.mil



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QUESTIONS????