



Industry Forum

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Question: What is the purpose of the U.S. Army Corps of Engineers Industry Forum?

Answer: The purpose of the Industry Forum is to help businesses learn how to work with the government. Large and small business owners can learn ways to get government contracts by finding out the best ways to frame their bid and estimate costs.

Question: What are the benefits of Industry Forums?

Answer: In addition to the benefit the Industry Forum provides to businesses, the forum also benefits the Corps and the government. It is in the best interest of the government to maximize competition. With a competitive pool of bidders, the government can get the best quality of work at the best value.

Question: What is the total amount of contracts awarded by the Corps?

Answer: The Corps will award approximately \$5 billion in contracts. After a disaster or event, the Corps works to rebuild the local economy by awarding contracts to local and regional contractors. For example, 90 percent of 59 contracts awarded for levee repair and restoration went to local contractors.

Question: What other benefits can small businesses gain from industry forums?

Answer: Small businesses can benefit from Industry Forums by networking with prime vendors. Many small business owners will be awarded subcontracts by larger companies.

The forum provides a venue for Corps representatives and business owners to go face to face. Business persons may ask questions and all parties can have a chance to interact beyond the written word and formalities typical of contract work.

Question: What online resources for contracting does the U.S. Army Corps of Engineers provide?

Answer: The Corps posts contract information and opportunities at:

www.mvn.usace.army.mil/ebs