



How to Do Business with USACE Albuquerque District (SPA)

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Albuquerque District

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US Army Corps of Engineers
BUILDING STRONG®
and Taking Care of People!



How We Buy

Micro Purchases – Purchases less than \$3,000.

Simplified Acquisition Procedures (SAP) – Purchases estimated between \$3,000 and \$150,000 (set aside to SBs). Advertised over \$25K. RFQs.

Actions greater than \$150,000. Request for Proposals (RFP - negotiated) or Invitations for Bids (IFB - sealed bid). Awards are typically firm-fixed price stand-alone contracts or firm-fixed price indefinite delivery contracts for a base year and option periods. Set Aside to SBs or UNR.

Federal Government Opportunities: <http://www.fedbizopps.gov>

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Contracting Vehicles

SB Set Asides:

8(a), HUBzone, SDVOSB, WOSB/EDWOSB, total SB. FAR Part 19

Full & Open Competition/Unrestricted:

Open to both SB and other than SBs.

Task Orders:

IDIQs, Multiple Award Task Order Contracts(MATOCs), GSA, ...

Purchase Orders:

Below SAT of \$150K (Request for Quotes)



Subcontracting

- **Subcontracting Plans** (required from “Other than Small Businesses” Only).
Required over \$1.5 M for construction and over \$700K for services –
FAR 19.7/52.219-9

Finding Subcontracting Opportunities:

- SBA Sub-Net Database <http://web.sba.gov/subnet/search/index.cfm>

- Search FedBizOpps for Prime Contractor Awards

- Attend Construction Projects Site Visits

- Existing USACE contracts (Large construction & A-E firms)



Tips & Advice

- Start with the SB Specialist/Advocate – **we will open doors for you!**
- Do your homework before marketing with agencies
- **Register in SAM (www.sam.gov)** and be ready to market
- Respond to Sources Sought Notices posted on FedBizOpps – set asides driven by responses received. **Help us set it aside to SBs!**
- Enter and update your information on the **SBA Dynamic Profile (<http://dsbs.sba.gov>)**
- Set up e-mail notifiers in FBO– our **DODACC is W912PP**



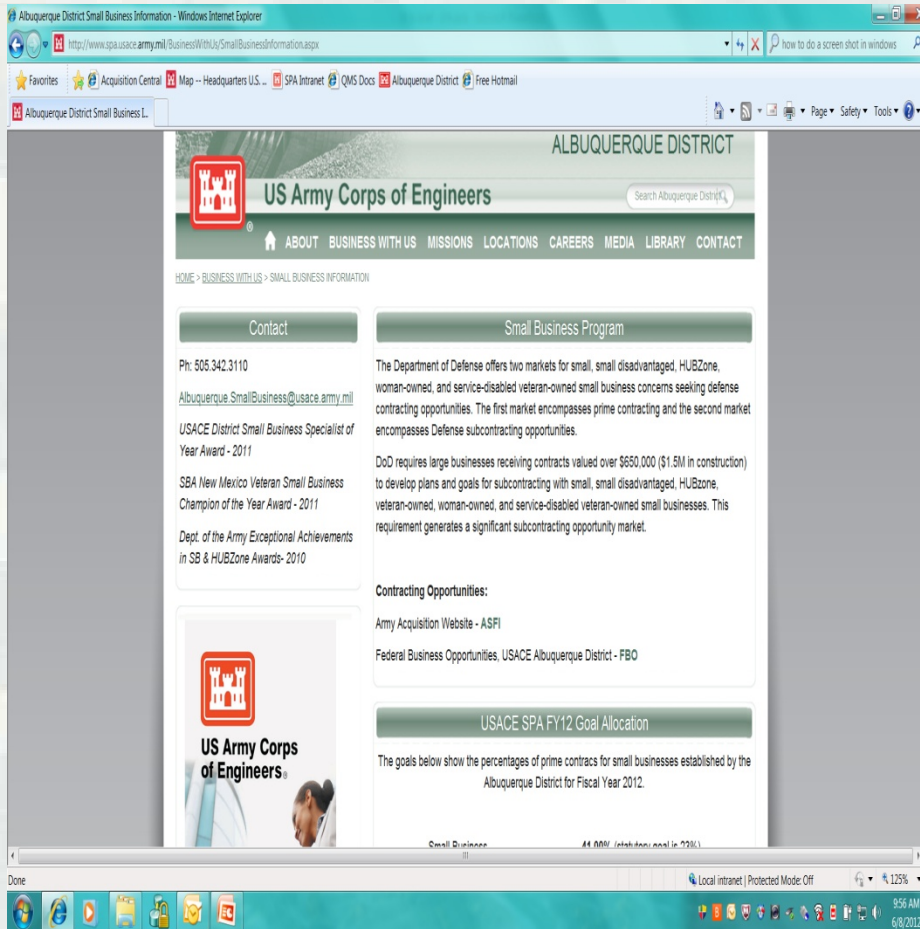


Tips & Advice- Cntd.

- Forward your capabilities to the Procuring Agency
- Attend conferences, training, etc
- Propose/bid. Request a debrief if unsuccessful offeror
- Start out with the smaller projects first and then build from there. Become a subcontractor....learn the process, the paperwork, network, build relationships and alliances and then bid or propose when you have your team together
- Complete the project on time and within budget
- Seek assistance from your local resource partners. SBA, Procurement Technical Centers, and Small Business Development Centers, etc



SPA Small Business Website



One-Stop Shop for Industry

Provides:

- *Points of contact
- *Direct Link to Opportunities
- *Upcoming events
- *Resources to SBs
- *Existing IDIQs, and much more!!...

Created to guide firms in understanding the small business program and acts as a “virtual” small business specialist

<http://www.spa.usace.army.mil/BusinessWithUs/SmallBusinessInformation.aspx>

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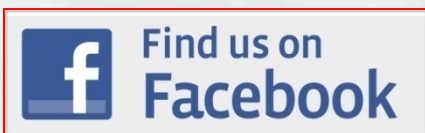
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