

U.S ARMY CORPS OF ENGINEERS NORFOLK DISTRICT

INFORMATION DAY: HOW TO DO BUSINESS WITH THE CORPS



US Army Corps
of Engineers®



U.S. ARMY CORPS OF ENGINEERS NORFOLK DISTRICT

Information Day How to do Business with the Corps

Meeting Agenda – October 9, 2019

11:00 a.m. – 11:45 a.m.	Registration/Check In/ Networking	
11:45 a.m. – 12:00 p.m.	Welcome/Sponsor Recognition	
12:00 p.m. – 1:00 p.m.	Corps Overview	Major Alex Samms <i>Deputy District Commander U.S. Army Corps of Engineers</i>
	Programmatic Overview	Mr. Mike Darrow <i>Deputy District Engineer for Programs and Project Management U.S. Army Corps of Engineers</i>
	Small Business Overview	Ms. Cherie Kunze <i>Deputy for Small Business Programs U.S. Army Corps of Engineers</i>
	Contracting Overview	Ms. Dianne Grimes <i>Chief, Military Branch Contracting Officer U.S. Army Corps of Engineers</i>



CORPS OVERVIEW

Major Alexander Samms
Deputy District Commander
U.S. Army Corps of Engineers



DIVERSE SUPPORT TO THE COMMONWEALTH AND THE NATION



U.S. ARMY CORPS OF ENGINEERS

NORFOLK DISTRICT

EMBRACING the Revolution

- Process improvement
- Innovation—seven areas
- Strengthen the base

FOCUSING the Revolution

- North Atlantic Division creating momentum to focus the revolution within the Region
- 7 focus areas for the Region

Revolution in ACTION

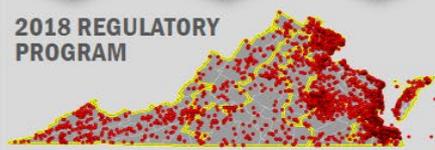
Framing Delivery Decisions around Risk

- Pathways
- Quarterly municipality meetings
- Outreach Road Show
- Innovative implementation strategy for oyster reef construction
- Permitting in less time (one Federal decision)
- Job Order Contract at Defense Supply Center Richmond
- Streamlined Contracting initiatives
- Advancing four 3x3x3 Feasibility Studies focused on Nationally Significant Infrastructure

THE TEAM
378
CIVILIAN EMPLOYEES AND 6 MILITARY OFFICERS

IN FY 2019
District is executing approximately \$425M in Military, Cemetery, Reimbursable and Civil Works projects

\$301 MILLION
Awarded by Norfolk District USACE to small businesses throughout the Nation in FY19



Delivering the Regulatory Program: 4,766 Regulatory Actions in the Commonwealth of Virginia in 2018

As of 24 Jan 2019

NATIONAL ECONOMY PORT OF VIRGINIA



- Norfolk Harbor Navigation Improvements
- Elizabeth River Southern Branch Navigation Improvements
- North Landing Bridge Study

VIRGINIA COASTAL RESILIENCE/COASTAL STORM RISK MANAGEMENT

- Norfolk Coastal
- America's Water Infrastructure Act of 2018, SEC. 1201
- Virginia Beach/Southside
- Virginia Peninsula
- Eastern Shore
- Tangier
- Others?



GATHRIGHT DAM ALLEGHANY COUNTY, VA

- Protects the Jackson River from flood damages
- Contributed to the creation of 1,000 jobs and \$1 billion investments in Covington, VA

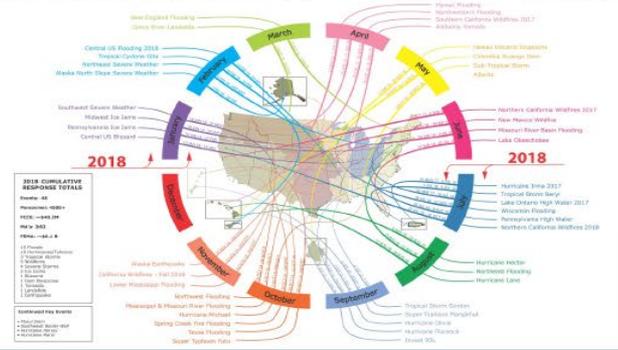
NATIONAL DEFENSE MILITARY AND INTERAGENCY CONSTRUCTION

Program Summary:

	FY17	FY18	FY19
MILITARY:	\$150M	\$134M	\$118M
IIES:	\$20M	\$16M	\$33M
CIVIL:	\$56M	\$82M	\$96M
ANC:	\$30M	\$24M	\$45M
DoDA:	\$24M	\$24M	\$22M
	\$280M	\$280M	\$304M



EMERGENCY RESPONSE



NATIONAL HERITAGE CHESAPEAKE BAY RESTORATION



LYNNHAVEN ENVIRONMENTAL RESTORATION PROJECT



FEDERALLY RECOGNIZED TRIBES IN VIRGINIA

Pamunkey Indian Tribe	Upper Mattaponi Tribe
Chickahominy Tribe	Rappahannock Tribe
Chickahominy Tribe Eastern Division	Nansemond Indian Tribe
Monacan Indian Nation	

COL Patrick Kinsman, P.E.
Commander
Norfolk District USACE
Patrick.V.Kinsman@usace.army.mil

Mr. Mike Darrow, P.E., MPM
Deputy District Engineer for Programs and Project Management
Norfolk District USACE
Michael.R.Darrow@usace.army.mil

Mr. Greg Steele, P.E.
Chief, Water Resources Division
Norfolk District USACE
Gregory.C.Steele@usace.army.mil

Ms. Susan Conner
Chief, Planning and Policy Branch
Norfolk District USACE
Susan.L.Conner@usace.army.mil





FISCAL YEAR 2019



234 Contracting actions

\$88 million
of work within the district's civil works mission

Ongoing Projects

- Arlington National Cemetery Southern Expansion Project
- Virginia Beach Hurricane and Storm Damage Reduction Project
- Sandbridge Beach Renourishment Project
- James River Navigation
- Virginia Beach Hurricane and Storm Damage Reduction Project
- Tangier Island Jetty Project
- Norfolk Coastal Storm Risk Management
- Norfolk Harbor Navigation Improvement Project
- Lynnhaven River Ecosystem Restoration
- Langley Hospital
- Fort Lee Training Support Facility
- Defense Logistics Agency—Aviation Operations Center

6 Dredging Projects Initiated in FY 2019

Regulatory



In FY 2019, environmental scientists performed approximately 4,500 regulatory actions, including issuing around 2,200 permits. The Regulatory Branch also approved 10 new commercial mitigation banks.

Regulatory Branch also approved 10 new commercial mitigation banks.



The Norfolk District team tackled some complex challenges – from coastal resiliency and sea level change, to modernizing infrastructure for our military customers based in Virginia, to working closely with the Virginia Port Authority on our harbor deepening project, to working at Arlington National Cemetery, and to our many other projects that are making a difference in how people live and work...it truly has been an incredible year.



Colonel Patrick V. Kinsman,
Norfolk District commander

Warfighter support



The military construction program at Norfolk District topped \$317 million in FY 2019, and work on multiple facilities is occurring at most installations within its operational area.

installations within its operational area.



\$213 million
invested in the infrastructure around the commonwealth of Virginia on both military installations and in local communities

4 studies outside district footprint

\$1.4 billion recommended for City of Norfolk Coastal Storm Risk

A boost for schools



Norfolk district executed a \$4 million contract in FY 2019 to administer a Facility Asset Management program for DODEA schools across the United States.



CORPS OVERVIEW



QUESTIONS?



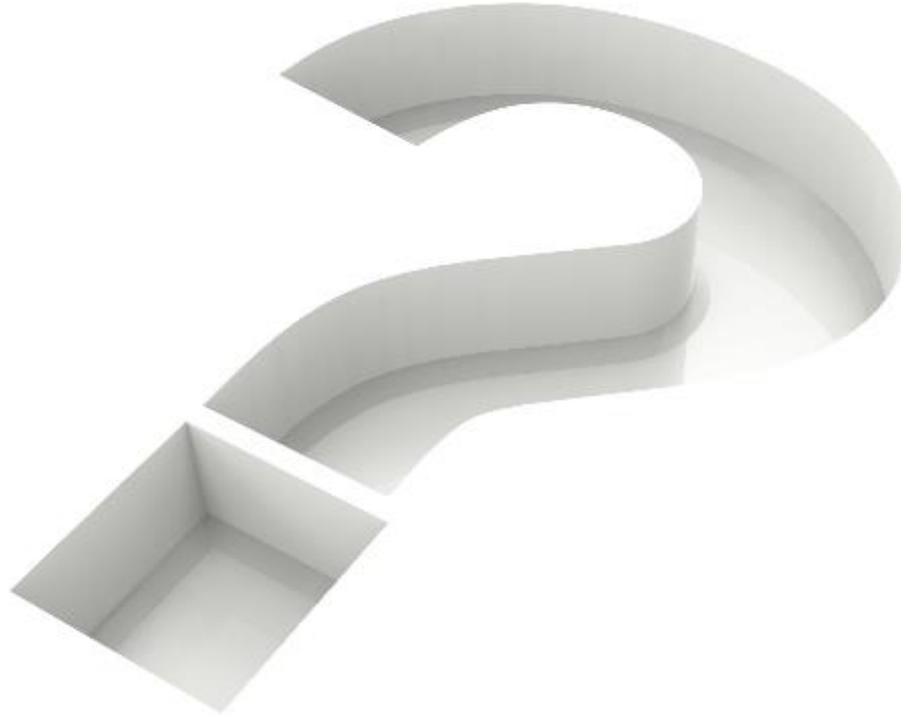
PROGRAMMATIC OVERVIEW

Mr. Mike Darrow

*Deputy District Engineer for Programs and Project Management
U.S. Army Corps of Engineers*



PROGRAMMATIC OVERVIEW



QUESTIONS?



SMALL BUSINESS – FY19



Type	NAO FY19 Goal %	Actual%	Total \$ Awarded
Small Business	33%	41.3%	\$105,284,797
Small Disadvantaged Business	19%	32.0%	\$84,330,502
Service Disabled Veteran owned SB	4%	6.5%	\$15,944,142
Women Owned SB	5%	15.3%	\$34,092,451
HUBZone	3%	10.6%	\$24,684,719



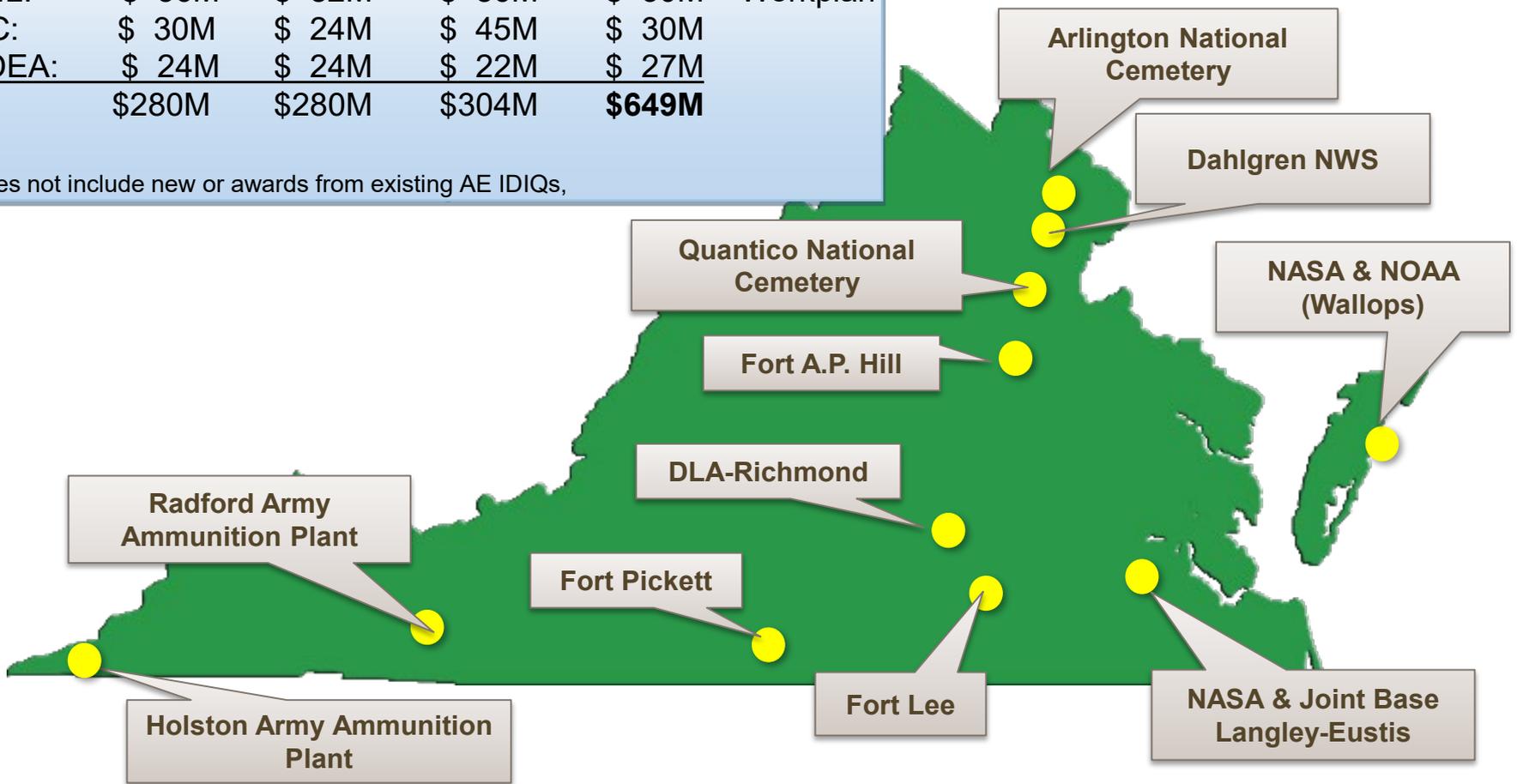
Norfolk District Program and Stakeholders



Program Summary :

	<u>FY17</u>	<u>FY18</u>	<u>FY19</u>	<u>FY20</u>
MILITARY:	\$150M	\$134M	\$118M	\$477M
IIES:	\$ 20M	\$ 16M	\$ 33M	\$ 85M
CIVIL:	\$ 56M	\$ 82M	\$ 86M	\$ 30M + Workplan
ANC:	\$ 30M	\$ 24M	\$ 45M	\$ 30M
DoDEA:	\$ 24M	\$ 24M	\$ 22M	\$ 27M
	\$280M	\$280M	\$304M	\$649M

* Does not include new or awards from existing AE IDIQs,





TRENDS/HIGHLIGHTS

- New Program (AE & Construction) at Radford AAP + Holston AAP
 - AE and CMS Contracts to be awarded in FY20
 - Considering a Construction MATOC – FY21
 - Construct Energetic Waste Incinerator (Radford) – FY20/21
 - \$1B+ Program - over 5+ years

- DoDEA
 - No new acquisition tools this year – AE Design; Preventive Maintenance/Demand Maintenance ;SRM
 - Planning 40-80 SRM Task orders against existing SRM IDIQs

- Arlington National Cemetery - \$20-30M in SRM like work - continues through 2025+
 - Southern Expansion - \$350M – June 2022 award
 - FY20: SRM SATOC
 - FY21: Roads MATOC; Boundary Wall SATOC

- Solid Civil Works Program
 - Norfolk Harbor - \$15M to \$35M O+M/Year – Dredging and Craney Island work – Dike Raising, Spillways
 - Studies
 - Norfolk Harbor - **Report Done** - Starting \$250M + in deepening work – Jan 2020
 - Norfolk Coastal Storm Risk Management – \$1.4B in project for the City – Chiefs **Report Done**– Feb 19.
 - » Design Agreement signed - starting design of 1st Segment - Harbor Park to Downtown
 - Several other areas for new Coastal Storm Risk Studies
 - » Peninsula, Virginia Beach, Eastern Shore, Tangier

- Typical MILCON program- 3-5/year - \$100-\$150M
 - 2020 – 8 Projects - \$414M Programmed Amount
 - 2021* – 1 Project - \$19M Programmed Amount
 - 2022 – 1 Project - \$46M
 - * Note 4 potential MILCONs at Langley AFB - F-22 Related - \$220M



**Our Civil Works Program - Leading the Country on SLR and Resiliency
Focus on National Economy – National Security – National Heritage**



ACQUISITION STRATEGIES



- Most work is **competed** - limited Sole Source awards
 - Use sole source in many cases to get new contractors doing work for the Norfolk District
 - **10** Brand new contractors added to the pool in FY19... FY 20: Goal is **10**

- Currently no pool of MATOCS to support SRM like work
 - FY20 efforts to build more tools - SATOC for ANC
 - JOC in place to support Defense Supply Center Richmond - \$25M

- IFB most used - stand alone C-Contracts

- Increased use of IFB with Definitive Responsibility Criteria – DRC
 - Bridge between IFB and BVTO – quicker, provides assurance we are awarding to capable firms
 - Contractors asked to provide evidence that they can do the work – after bid opening
 - Generally asking for specific relevant past experience; narrative that explains they understand the project and key technical challenges, etc.
 - “...the Contracting Officer will also examine whether the low bidder can meet the requirements of the solicitation by demonstrating that the prime contractor or subcontractor responsible for dredging has dredged by mechanical means or hopper a minimum of 80,000 cubic yards in a consecutive 30-day period in a cold-weather month (October through January) with disposal/placement onto a beach. This will be considered a definitive responsibility criterion”
 - Use the RFI process with all questions on either Pre-Solicitation or Solicitation
 - Ask for clarity on the DRC if it is ambiguous
 - Respond that you can do the work - **determines acquisition** strategy and informs set aside decisions



INDUSTRY FEEDBACK



We will continue to proactively engage Industry

- 23 July 19 - AE Industry Day at District HQ
- 29 July 19 - Cost Roundtable at District HQ
- FY20 - will continue the internal sessions + The Summit ;ODU CEEVC;SAME SBC; Hampton Roads Post SAME SBC,...

AE INDUSTRY DAY FEEDBACK

- Innovation – often first thing to go in VE Study – Need to do better at programming this in the 1391 – VE doesn't gain value – it just cuts costs up front
- Compressed design schedules - not desired, but if needed - eliminate the 65%
- On-Board Reviews - effective if done right - need to get everyone in the room
- Cyber Criteria is a concern- not well defined - we are **all** learning
- Pre-proposal meetings are extremely helpful - we will continue to do them
- BIM Models – not always shared with the construction contractor - we **will share** moving forward

COST ROUNDTABLE FEEDBACK

- Use Draft RFPs – helps contractors in bid proposals – an area where we continue to focus – **more coming**
- Share the bid data with the AEs – they need feedback on their estimates – we weren't sharing
- Government needs to better developing PA's and 1391's – everyone needs to be involved up front in the charrette's - current market conditions are resulting in lots of **Above the Threshold Reprogramming – (lower of \$2M or 25% of PA)**
- AEs would like 2 weeks after design submittal to provide the cost estimate – will get a better number
- Why do we require CD's on BID Day? Hard to produce at last minute – computers don't have CD's – **eliminating this requirement**
- Need to do better in award process - shouldn't take months to award after BIDs are in –results in increased costs from subs
- Government needs to better communicate ATRs and timelines – **Can we inform all of apparent winner at start of ATR Process?** Frees up others to pursue other work, helps winner keep subs on board – looking into a path forward to meet the intent
- Schedule isn't a good factor for evaluation in a BVTO procurement
- Options costs are inflated to account for risk - award in 120 days or do a post award mod
- Procurement strategy is a key component in a contractors go/no go decision to bid on a project



HELPFUL HINTS

- **Respond to Market Research Efforts/Sources Sought:**

Let us know what you think are important evaluation criteria, technical considerations, high-risk concerns.

- **Stay Engaged!** Reach out to the Contract Specialist, Contracting Officer and/or Small Business Specialist with questions and concerns.
- **Share your best Practices and insights** – we want to know how to be better business partners!
- **Ensure your proposals answer the information requested** in the solicitation and are readable.



- Information contained is in accordance with FAR 5.404. Magnitude, NAICS, and projected award dates are based on best information available at time of publication. Information is subject to change
- Requests for market research or solicitations may be found at www.FBO.gov
- Visit our website www.nao.usace.army.mil for periodic updates to our program



**Further Small Business socio-economic set-aside may be determined pending results of market research*



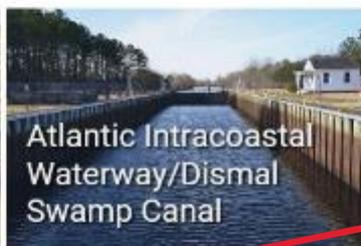
CURRENT DETAILED PROGRAM BRIEF: WWW.NAO.USACE.ARMY.MIL



Work For Us



Permits, Wetlands, Regulatory



Atlantic Intracoastal Waterway/Dismal Swamp Canal



Gathright Dam and Lake Moomaw



Workload Forecast



Hydrographic Surveys



Flood-plain management

Updated about every 6 weeks



News



Photos



Visit Fort Norfolk

Public notices
Monroe Development Owner, LLC proposes modification to dredged-material permit
Norfolk District issues regional permit



Mike Darrow

Deputy District Engineer

Michael.R.Darrow@usace.army.mil

757-201-7112

Katya Oxley

Contracting Chief

Ekaterina.Oxley@usace.army.mil

757-201-7026

John Flint

Chief, Military Branch

John.D.Flint@usace.army.mil

757-201-7328

Richard Klein

Chief, Civil Works Branch

Richard.L.Klein@usace.army.mil

757-201-7243

Craig Jones

Chief, Env/IIS Branch

Craig.S.Jones@usace.army.mil

757-201-7682

Keith Lockwood

Chief, Operations Branch

Keith.B.Lockwood@usace.army.mil

757-201-7004

Rick Davis

Arlington National Cemetery Program Manager

xxxxx@usace.army.mil

757-201-7016

Cherie Kunze

Deputy for Small Business Programs

Cherie.A.Kunze@usace.army.mil

757-201-7077

Sarah Taylor

Chief, Design Management Section

Sarah.M.Taylor@usace.army.mil

757-201-7478



FY20 & PY MILCON PROGRAM

2808 Deferral

#	PY	Fund Type	Code	Project Name	P2 - Project Number	ARLOC	PA (\$M)	ML115 Final Design Release Date	ML115 Sch/Act	ML180 Ready to Advertise (RTA) Date	ML180 Sch/Act	CC800 Award Date	CC800 Sch/Act	Comments
NAO														
1	2017	20 - MCAF	A	MUHJ133000 AF Targeting Center Facility, JBLE, VA	453298	Langley Air Force Base	\$45.0	06-Jan-2017	A	21-Jan-2019	A	30 May 2020	S	Busted Bids; ATR Required.
2	2017	20 - MCAF	A	MUHJ073013R1 Fuel System Maintenance Dock, JBLE	455619	Langley Air Force Base	\$14.2	06-Mar-2017	A	03-Jul-2019	A	30 Jun 2020	S	Busted Bids, ATR Required.
3	2019	25 - MANG	A	MUHJ179000 FY19 Cyber Operations Facility JBLE	469583	Joint Base Langley-Eustis	\$10.0	21-Feb-2018	A	15-Aug-2019	A	27 Jun 2020	S	Code 4 (On-Hold) received 20 Sep 19; project Ready to Advertise when funding is available.
4	2019	4S - SOF	6	Battalion Complex, Phase 2	459848	Classified	\$49.2	08-Aug-2017	A	17-Jan-2020	S	14 Aug 2020	S	P2 date was wrong; On Schedule for FY20 Award.
5	2020	10-MCA	6	CAP 073391 Adv Individual Training Barracks Cplx, Ph4	455783	Joint Base Langley-Eustis	\$55.0	13-Sep-2018	A	20-Dec-2019	S	30-Jun-2020	S	On Schedule for FY20 Award
6	2020	10-MCA	6	Rivanna Station Secure Admin/OPS Facility Addition	469108	Rivanna Station	\$60.0	30-Jul-2018	A	08-Nov-2019	S	02-Jul-2020	S	On Schedule for FY20 Award
7	2020	54-DLA	6	FY20 DLA DSCR1901 Operations Center Phase II	457827	Defense Supply Center Richmond	\$98.8	28-Aug-2018	A	10-Jan-2020	S	21-Aug-2020	S	On Schedule for FY20 Award
8	2020	4S-SOF	6	Battalion Complex Phase 3	460035	Classified	\$82.2	30-Apr-2018	A	17-Jan-2020	S	14 Aug 2020	S	P2 date was wrong; On Schedule for FY20 Award
9	2020	10 - MMCA	2	Seaport Embarkation Training Fac, (86215), UMMC	481232	Ft. Lee	\$2.15	3 May 2019	A	31 Jul 2020	S	21 Sep 2020	S	Army Unspecified Minor MILCON project; AE Design award scheduled for 18 Oct 19; Need Code 6, but planning on an FY20 Construction Award.
10	2020	4S - SOF	6	SOF Assmt & Selection Fac (P1800) UMMC		Ft. A.P. Hill	\$4.95	24 Sep 2019	A	29 May 2020	S	31 Jul 2020	S	MARSOC Unspecified Minor MILCON project; 65% designed for FY20 Award.



SMALL BUSINESS OVERVIEW

Ms. Cherie Kunze
Deputy for Small Business Programs
U.S. Army Corps of Engineers



SMALL BUSINESS OVERVIEW





SMALL BUSINESS – 1 OCTOBER 2019



FY 19 Socio Economic Contracting

Type	NAO FY19 Goal %	Current %
Small Business	33%	(\$105,284,797) 41.28%
Small Disadvantaged Business	19%	(\$84,330,502) 32.02%
Service Disabled Veteran owned SB	4%	(\$15,944,142) 6.48%
Women Owned SB	5%	(\$34,092,451) 15.28%
HUBZone	3%	(\$24,684,719) 10.61%

Outreach Events

“How to Do Business with the Corps”	October 9, 2019 Norfolk, VA
WEDA Conference	October 16-18, 2019 Wilmington, DE
FEDCON/The Summit	October 23-24, 2019 Wilmington, NC
Small Business Conference/SAME	November 19-22, 2019 Dallas, TX

First Time Awards With Norfolk District

10 awards





SMALL BUSINESS OVERVIEW



What does the Deputy do?

- Advocate for Small Businesses
- Member of the PDT making acquisition strategy decisions based on market research results
- Review Acquisitions Strategy Documents and other Contracting documents
- Assist Contracting Officials with Market Research
- Review Small Business Participation Plans (as part of the Technical Evaluation Team)
- Set up meetings with Program Managers, Contract Specialist, Contracting Officers and contractors to discuss their capabilities
- Set up Industry Days and Outreach Events





SMALL BUSINESS OVERVIEW



How can the Deputy assist you?

- Arrange a capability briefing with key decision makers in the District
- Be your advocate when a Sole Source Decision is considered
- Keep you informed of changes in our workload or schedules
- Assist with questions about the process or policies





SMALL BUSINESS OVERVIEW



What can you do to be successful?

- Check FedBizOps frequently
- Respond to Sources Sought and answer the questions asked
- Respond to RFPs and IFBs
- Ask questions and provide feedback to Government
- Keep your SBA profile current – FREE advertising
- Market your firm to those agencies who buy your product and services





SMALL BUSINESS REVIEW



Key takeaways:

- Schedule a Capability briefing
- Respond to market research – answer the questions asked
- Stay engaged – reach out to Contract Specialist, Contracting Officer or Deputy for Small Business
- Attend outreach events like this one
- Ensure your proposal or bid answers the information requested and give us your best pricing



SMALL BUSINESS OVERVIEW



Some Additional POCs you may find helpful:

Ms. Monique McWhite

ODU Procurement Technical Assistance Center

112 Bank Street

Norfolk, Virginia 23510

757-683-5542 PTAC | 757-683-3729 IIE | 757-683-7074 Front Desk

Ms. Cherie Kunze

Deputy for Small Business Programs, Norfolk District

803 Front Street

Norfolk, VA 23510-1096

757-201-7077

Cherie.a.Kunze@usace.army.mil



SMALL BUSINESS OVERVIEW



QUESTIONS?



CONTRACTING OVERVIEW

Ms. Dianne Grimes
Chief, Military Branch
U.S. Army Corps of Engineers



SYSTEM FOR AWARD MANAGEMENT (SAM)

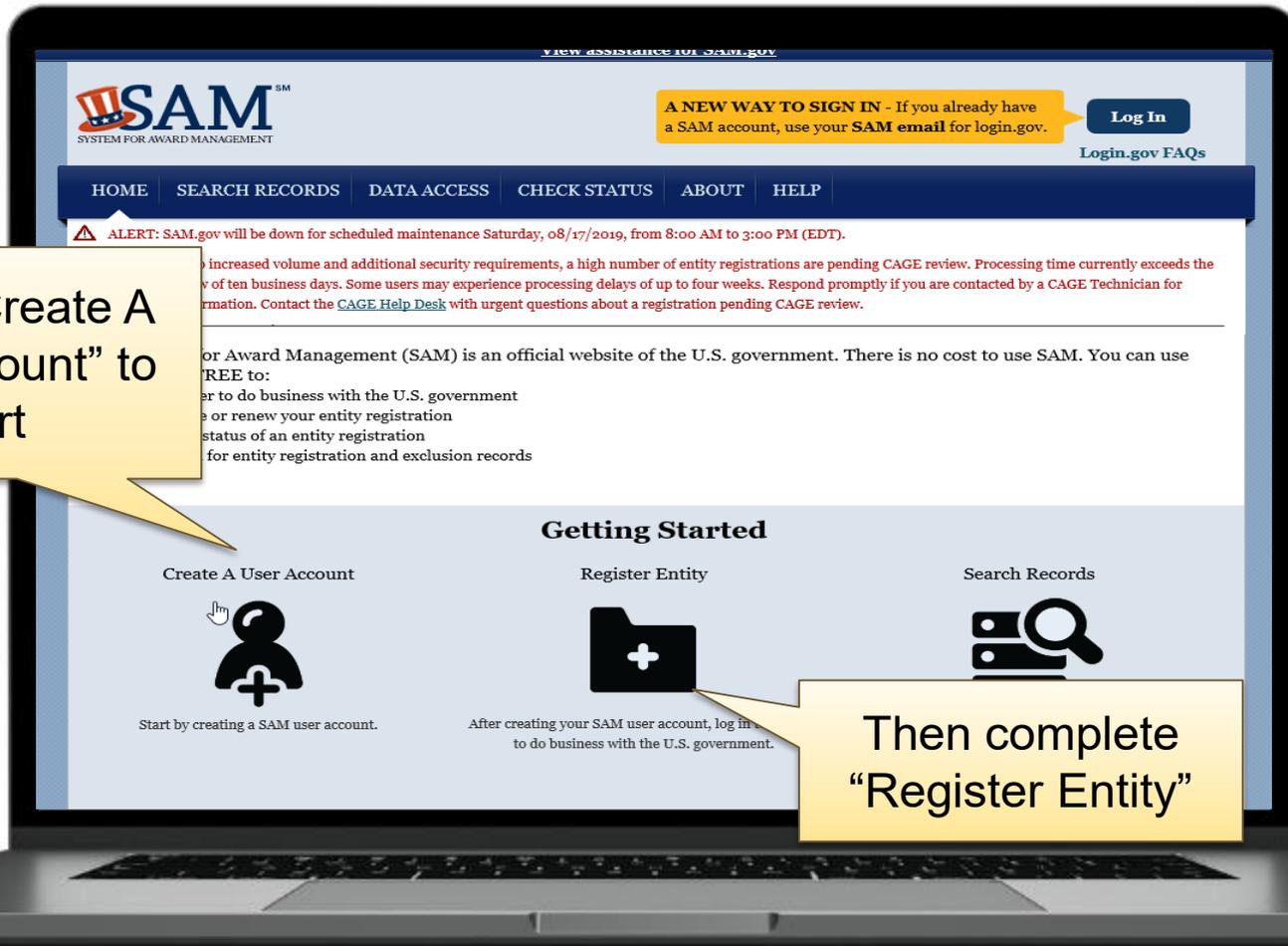


Website: <https://sam.gov/SAM/>

FAR 4.1102 Offerors and quoters are required to be registered in SAM at the time an offer or quotation is submitted in order to comply with the annual representations and certifications.

FAR 9.404 FAR 9.405 Agencies shall not solicit offers from, award contracts to, or consent to subcontracts with contracts who are excluded (debarred, suspended or proposed for debarment) from Government Contracts.





A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov. [Log In](#)

[Login.gov FAQs](#)

- [HOME](#)
- [SEARCH RECORDS](#)
- [DATA ACCESS](#)
- [CHECK STATUS](#)
- [ABOUT](#)
- [HELP](#)

ALERT: SAM.gov will be down for scheduled maintenance Saturday, 08/17/2019, from 8:00 AM to 3:00 PM (EDT).

Due to increased volume and additional security requirements, a high number of entity registrations are pending CAGE review. Processing time currently exceeds the average of ten business days. Some users may experience processing delays of up to four weeks. Respond promptly if you are contacted by a CAGE Technician for more information. Contact the [CAGE Help Desk](#) with urgent questions about a registration pending CAGE review.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use SAM for FREE to:

- Register to do business with the U.S. government
- Search for or renew your entity registration
- Check the status of an entity registration
- View the history for entity registration and exclusion records

Getting Started

Create A User Account



Start by creating a SAM user account.

Register Entity



After creating your SAM user account, log in to register to do business with the U.S. government.

Search Records



Select "Create A User Account" to start

Then complete "Register Entity"



For help, you can use the View Assistance for SAM



SAM ASSISTANT



This is the SAM Assistant information (top of SAM home page)

<u>Hide SAM Assistant</u>		
Enabling Assistant Enable SAM Assistant: <input checked="" type="checkbox"/>	Page Overview Welcome to the System for Award Management (SAM) assistant. I will give you guidance and tips for registering to do business with the U.S. Federal government. You can read a quick overview if you select "View assistance for..." on each page. I will also display field level instructions as you move throughout the system. Uncheck the Enable SAM Assistant box to turn off this extra help at any time. Now, select the Hide SAM Assistant link to continue.	Help Options Still need help? Contact our Service Desk to search for answers on-line or request additional help.

- If you need assistance use the Help Options and it will take you to the Federal Service Help Desk.
- The help desk is very responsive via chat or web assistance.
- You can also click HELP at the top of the home page. The following slides show you some of the PDF help you can view.



[HOME](#) | [SEARCH RECORDS](#) | [DATA ACCESS](#) | [CHECK STATUS](#) | [ABOUT](#) | [HELP](#)

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Help

User Guides

Quick User Guides

Full User Guides

Helpful Hints

International Registrants

Demonstration Videos

Exclusions Information

External Resources

User Guides

Quick User Guides

Helpful Hints for Entity Registrations

Description: Guidance for registrants on understanding your entity's registration status.

[VIEW](#) Understanding Your Entity's Registration Status

Description: Using SAM with the help of a Screen Reader.

[DOWNLOAD PDF](#) Best practice tips for using Screen Readers to navigate the SAM website

Quick Start Guide for Service Contract Reporting (SCR)

Description: A short reference guide to help you report on your Service Contracts for the previous Government fiscal year.



FEDBIZOPPS.GOV

FAR 5.101 mandates that all requirements over \$25,000 are posted to the Government Point of Entry (GPE) via internet at <https://www.fbo.gov>

FAR 5.203(a) Pre-solicitation synopsis is posted for 15 days

FAR 5.203(c) Solicitation is posted for minimum of 30 days



FEDBIZOPPS.GOV Federal Business Opportunities USA.gov

Home Getting Started General Info Opportunities Agencies Privacy

ATTENTION: FBO is moving to beta.SAM.gov starting on November 8, 2019. Until then, FBO Business Opportunities. Once FBO has fully transitioned, you will be directed to beta.SAM.gov today to preview new features like saved searches and the ability to save searches. Visit beta.SAM.gov [learning center](#) or read our [fact sheet](#).

Search more than **35,700*** active federal opportunities

Posted Date: Set-Aside:

Place of Performance: Type:

Keyword / Solicitation #: Agency:

Additional criteria and multiple selections are available on the [advanced search form](#).
* Notices posted within the last 90 days.

ATTENTION: BuyAmerican.gov serves as the public access point for use of waivers and exceptions to the Buy American Act in the United States of America's Federal procurement system. The Federal government refreshes this data monthly and the [report](#) is available on the FBO gov website.

Use the Keyword/Solicitation field to search for opportunities

Download Excel file

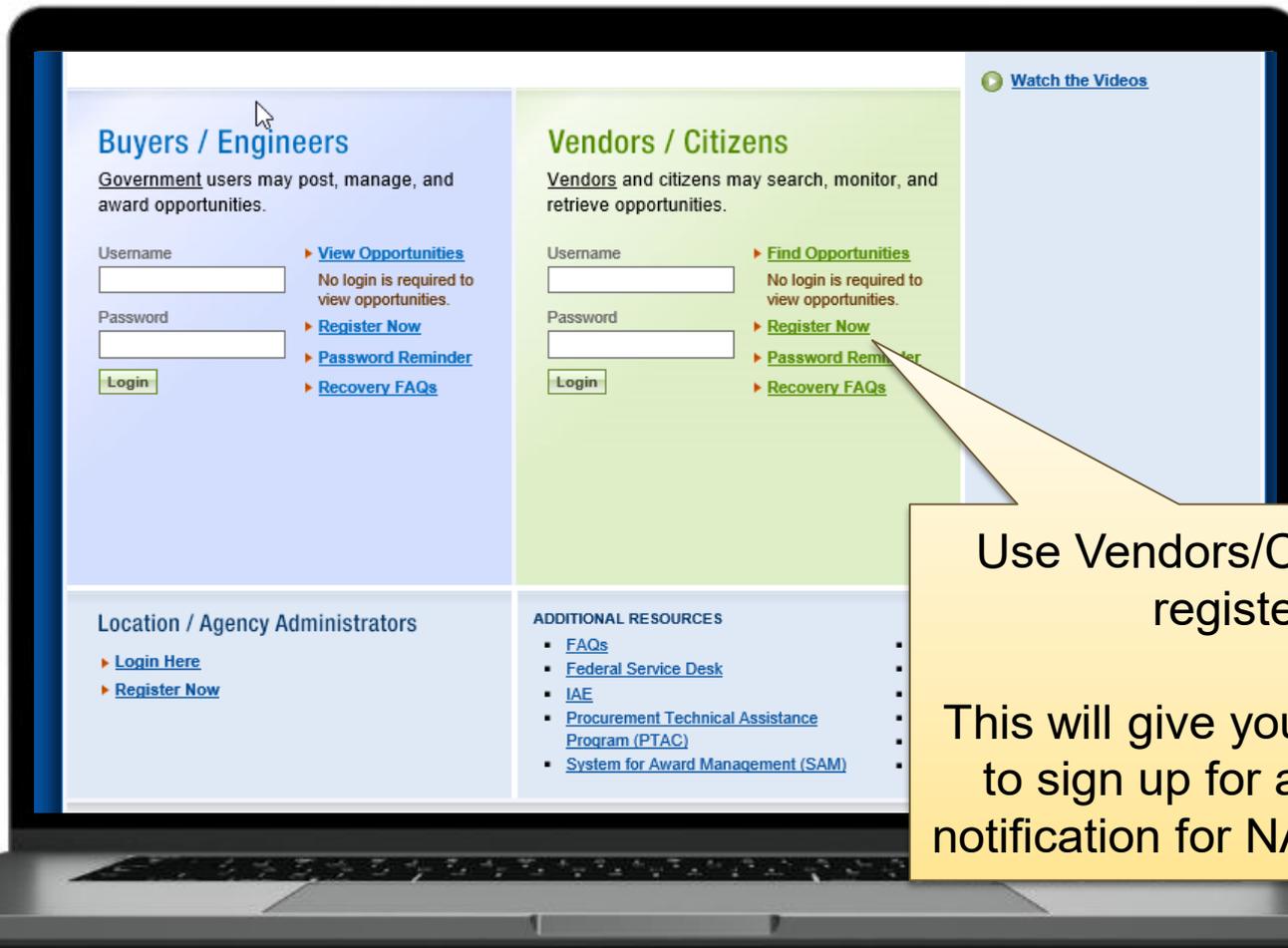
FBO RECOVERY REPORTS

- Click here for Opportunities
- Click here for Awards

Learn more [about FBO recovery reports](#).

SMALL BUSINESS EVENTS

Learn more about the Small



Use Vendors/Citizens to register

This will give you the ability to sign up for automatic notification for NAICS codes



FEDERAL SERVICE HELP DESK

866-606-9220

Or

<https://www.fsd.gov/fsd-gov/home.do>



SOURCES SOUGHT



- Used as a market research tool to develop the acquisition strategy (small business set aside or full and open competition)
- Your responses are encouraged
- Capability statement should reflect work previously completed or in process that should be the same or similar work in terms of dollar value and scope



DEFINITIVE RESPONSIBILITY CRITERIA



- Is a specific and objective standard, qualitative or quantitative, that is established by a contracting agency in a solicitation to measure an offeror's ability to perform a contract
- Located in the solicitation under responsibility
- Read and submit only what is required. Number of pages and what is being asked



EVALUATION CRITERIA



- Read the technical requirement
- Read the evaluation requirements
- Read the submittals requirement
 - Print out and check off as you complete the items



SUBCONTRACTING OVERVIEW



Key Takeaways

- Contractor who receives the award will need help to complete all the requirements.
- Subcontracting Plan Requirements allow for a lot of small businesses to be involved in the project.
- Awardee of contract picks their subcontractors, Government **does not**.





CONTRACTING OVERVIEW



QUESTIONS?