

How to Find Opportunities with the US Army Corps of Engineers

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Industry Days – USACE Walla Walla District

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Overview

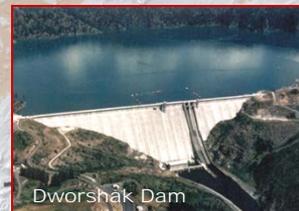
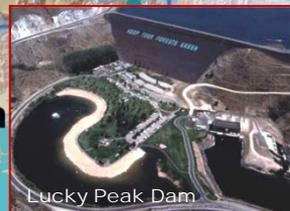
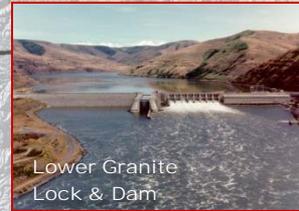
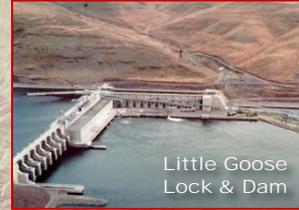
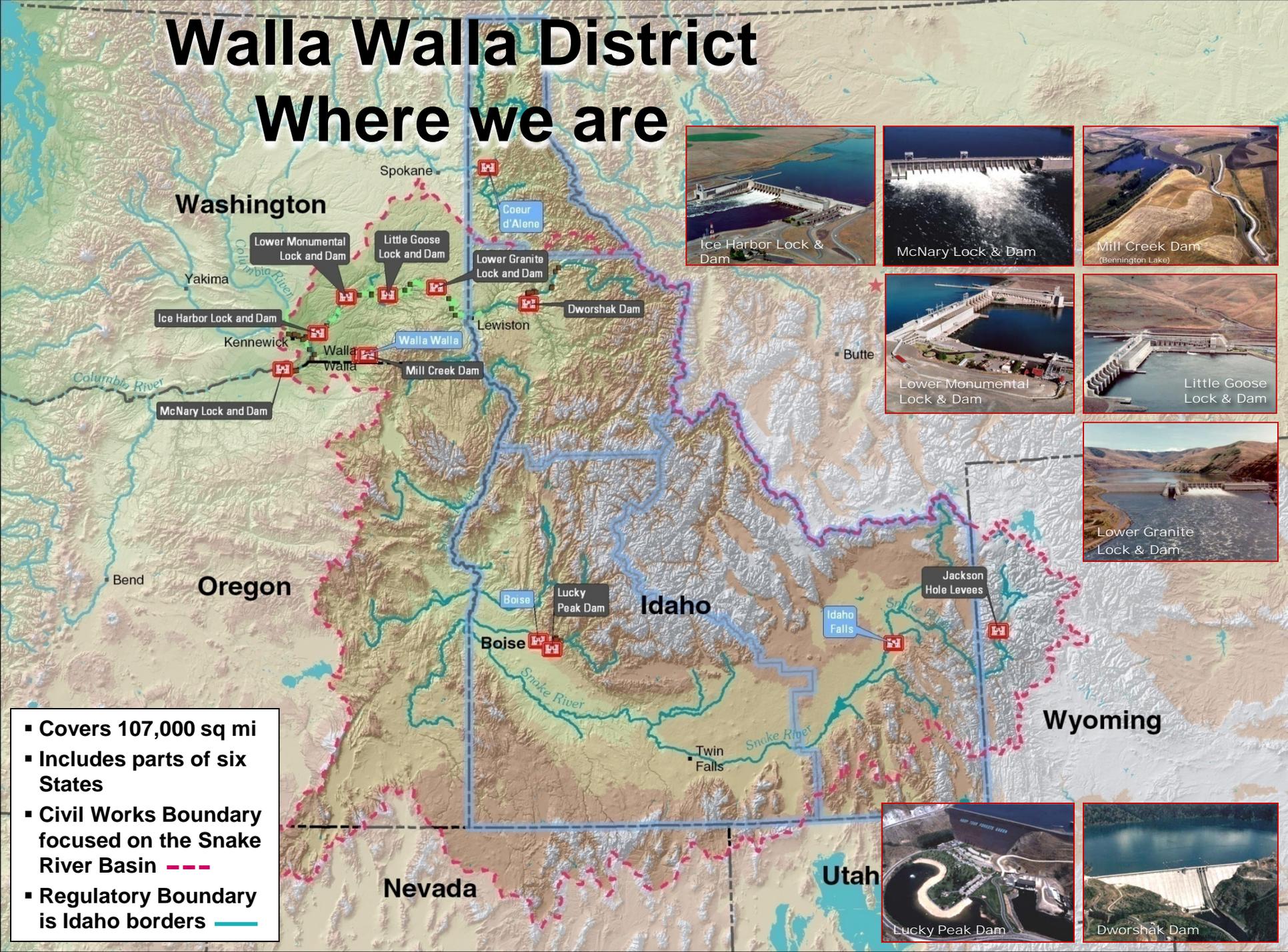
- Army Corps of Engineers Walla Walla District – who, what and where
- Army Corps of Engineers – what we purchase
- Selling to the Corps of Engineers
- The buying process and opportunities
- Tips for preparing quotes / proposals

Small business stats from FY13



Walla Walla District

Where we are



- Covers 107,000 sq mi
- Includes parts of six States
- Civil Works Boundary focused on the Snake River Basin - - -
- Regulatory Boundary is Idaho borders ———

What products and services does the Corps of Engineers buy?

- (1) Heavy & Civil Engineering Const @ 166 buys
- (2) Engineering Services @ 78 buys
- (3) Haz Waste Treatment & Disposal @ 43 buys
- (4) Electrical & Wiring @ 42 buys
- (5) Bulk Petroleum @ 20 buys



What products and services does the Corps of Engineers buy?

- (1) Heavy & Civil Engineering Construction (\$20M)
- (2) Electrical & Wiring (\$5.7M)
- (3) R&D in Physical, Engineering & Life Sciences (\$5M)
- (4) Motor & Generator Manufacturing (\$4.25M)
- (5) Overhead Traveling Crane Manufacturing (\$2.9M)



The information on the previous
2 slides was obtained
from the internet:

Federal Procurement Data System
https://www.fpds.gov/fpdsng_cms/

You can access this data
for any federal agency!



Where and How do you start selling to the Corps of Engineers?

- FedBizOpps for requirements > \$25K
 - ▶ Sign up for automated notices
 - W912EF, Walla Walla, etc.
- Get a GSA contract
- Facebook (Contracting – WallaWallaUSACE)
 - ▶ <http://www.facebook.com/wallawallacontracting>
- Meet with our Deputy for Small Business
 - ▶ Share your Statement of Qualifications



Where to Identify Opportunities

- Walla Walla District Face Book
<http://www.facebook.com/wallawallacontracting>
- Federal Business Opportunities (FBO)
<https://www.fbo.gov/>
- Army Single Face to Industry (ASFI)
<https://acquisition.army.mil/asfi/>



The Buying Process

- Pre-Solicitation Activities
- Issue Solicitation
- Receive & Evaluate Quotes / Bids / Proposals
- Award on Initial Offers (Decision Point)
- Develop Competitive Range
- Conduct Discussions
- Receive & Evaluate Final Proposal Revisions
- Award
- Debriefings



The Buying Process:

Conducting market research

- **Sources Sought Announcement**
 - ▶ General announcement of the requirement published on FedBizOpps www.fbo.gov/
 - ▶ Tool used to identify potential sources with the capacity to accomplish the work
- **SBA's Dynamic Small Business Search**
 - ▶ Identify contractors through NAICS code, location & narrative description of capabilities
- **Small Business Program Manager**
 - ▶ Identifies capable small business concerns



The Buying Process:

Reviewing market research

- All responses to the Sources Sought are analyzed by technical personnel and findings are documented in writing
- Contracting Officer makes determination whether or not to set aside the acquisition for small business based on analysis of responses



The Buying Process: Solicitation contents

- ▶ A solicitation package should always contain
 - Instructions to Offerors
 - Information required to be submitted by Offerors
 - Evaluation factors and sub-factors (when applicable)
 - Provisions and Clauses
 - Tech Specs, Drawings, Scope of Work, etc.



Tips to Offerors: Choosing projects to include in your proposal

- Read the Project Description and Evaluation Criteria – select projects based on similar attributes
- Provide experience that demonstrates abilities that meet the minimum requirements in size, scope and complexity
- Projects that demonstrate teaming relationships with your proposal team



Tips to Offerors:

Describing project experience

- Identify Key personnel who worked on the project – are they on the team?
- Don't overstate your involvement in the project – were you the prime or a sub?
- Provide information in concise statements
- Provide all information required – excessive information beyond the requirements does not add value



Tips to Offerors: Resumes

- Would you hire the person based on this resume?
- Address the requirements in solicitation (tailor the resume)
- State the level of experience with corresponding dates to show the person meets requirements
- Cross reference to project experience sheets



Tips to Offerors:

Put your best foot forward

- Your proposal is an example of
Your work / your company
 - ▶ Edit for typos and grammatical errors
 - ▶ Do your tables / charts convey the message you are trying to send?
 - ▶ Check your firm's name throughout the document – is it consistent?
 - ▶ Check the project title, especially when copying another proposal
 - ▶ Answer all stated requirements in the solicitation



Tips to Offerors:

Independent review of proposal

- Have someone outside of the proposal team review your documents
- Make a point-by-point comparison between your proposal and the requirements of the solicitation
 - ▶ Does your proposal address every point?
 - ▶ Check experience and training requirements for all resumes



USACE NWW Small Business Statistics

Fiscal Year 2014 (Oct 1, 2013 - Sep 30, 2014)

| | <i>Statutory Goal</i> | <i>USACE NWW Goal</i> | <i>Actual</i> |
|-------------------------------|-----------------------|-----------------------|---------------|
| SB | 23.00% | 45.00% | 32.80% |
| SDB | 5.00% | 15.00% | 8.29% |
| WOSB | 5.00% | 6.50% | 5.16% |
| HUBZone | 3.00% | 5.00% | -1.82% |
| SDVOSB | 3.00% | 5.00% | -2.43% |
| LB AWDS | | | 46.50% |
| METRIC | | | |
| Met Goal | | | |
| USACE NWW Goal Not Met | | | |



Questions / Networking Time

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<http://www.facebook.com/wallawallacontracting>

