



Doing Business With The Corps



- Contractors must be CCR Registered (www.ccr.gov)
- Make sure certifications are up to date and in the correct data bases
 - HUBZone, SBD, 8(a), etc. see <http://sba.gov/>
 - Make sure bonding is in place (for construction projects)
- All solicitations are posted to Federal Business Opportunities (FBO) (www.fedbizopps.gov).
 - FedTeDs as of April 2008 has been merged with FBO therefore no longer exist. FBO now has the capability to accept sensitive information.
- When proposing on a solicitation complete online Representations & Certifications (www.bpn.gov)
- Do your homework: Know how your capabilities fit our requirements
- Consider subcontracting opportunities as well as prime contracts
- USACE Directorate of Contracting website: <http://www.hq.usace.army.mil/cepr/>
- USACE Small Business website: <http://www.hq.usace.army.mil/hqsb/>
- Stay current on MILCON Transformation (<http://www.hq.usace.army.mil/cemp/milcontrans/milcontransformation.htm>)



Small Business Opportunities



- **Where are My Opportunities?**
 - Prime Contractor
 - Site development
 - Site Integrator
 - Small volume facility types not requiring IDIQ acquisition
 - Unique facilities
 - Pre-engineered construction
 - Mentor-Protégé
 - Joint Venture
 - Subcontracting
- **What Can I do to increase my potential?**
 - Attending conferences and meetings with USACE presenters increases awareness of opportunity
 - Be prepared to take on increasingly large projects.

- The previous slides are public information and are used with permission from the USACE HQ.
- The full presentation can be accessed at:
- <https://eportal.usace.army.mil/sites/COS/Pages/Default.aspx>