



US Army Corps of Engineers



HELPING THE DEPUTY WORK FOR YOU

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Helping The Deputy Work For You

Here are a few suggestions you might want to consider when seeking procurement opportunities within the U.S. Army Corps of Engineers:

- **Keep Your SBA Profile Current**
- **Monitor Procurement Websites**
- **Marketing Your Firm**



Helping The Deputy Work For You Understanding CCR (The other side)

Registration Complete

[Send To Printer](#)

NOTE: If you would like a print out of your entire Trading Partner Profile for your records, please click on View TPP within the Registration Tools menu on the left side of your screen and use the "Send To Printer" button there.

You have changed items in CCR that may affect your ORCA record. Please allow 48 hours for your changes in CCR to become effective and then visit ORCA at [HTTPS://ORCA.BPN.GOV](https://orca.bpn.gov) to complete this update.

You have successfully finished your CCR Registration!!!

All of your CCR data has been saved and is now being processed, which could take 24-48 hours. If you want to fill out the optional information, or continue to make changes to your CCR profile, please use the [Registration Menu] located on the left of your screen.

Note: Your firm's profile information indicates that it has qualified for one or more SBA Small Business Types. Select the [View your SBA Small Business Types] button for more details.

Please select the [Register or Update your SBA Profile] button to complete SBA's supplemental page. If you are applying for certification as a HUBZone, Small Disadvantaged Business, or the 8(a) Business Development Program, you must complete the SBA Supplemental page.

 **View your SBA Small Business Types**

 **Register or Update your SBA Profile**

For Official Use Only.

❖ **Register or Update your SBA Profile**



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Keeping Your Profile Current Identification, Location, & Contacts

This profile was last updated:

Name of Firm:

Trade Name ("Doing Business As ..."):

Main office or branch office?:

Address, line 1:

Address, line 2:

City:

State:

Zip:

Phone Number:

Fax Number:

E-mail Address:

WWW Page:

E-Mall (electronic mall selling firm's products):

- ❖ Keep Profile current; suggest every 90 days
- ❖ E-mail Address
- ❖ Webpage
- ❖ E-Mail (if applicable)



Helping The Deputy Work For You

Keeping Your Profile Current Identification, Location, & Contacts

Contact Person:
County Code (3 digit):
Congressional District:
Metropolitan Statistical Area:
DUNS Number:
CAGE Code:
Year Established:

Accepts Government Credit Card? Yes No

GSA Advantage Contract(s)

(Note: Size information is now under "Size, NAICS Codes and Keywords", below.)

❖ Accepts Government Credit Card

❖ GSA Advantage Contracts

ALWAYS FILL OUT "YES" AND "NO" BLOCKS



Helping The Deputy Work For You

Keeping Your Profile Current
Organization, Ownership & Certifications

Legal Structure:

Ownership and Self-Certifications:

❖ Women Owned

❖ Veteran

❖ Service Disabled
Veteran

Current Principals:



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Keeping Your Profile Current Organization, Ownership & Certifications

"Business Development Servicing Office"
(for certifications):

8(a) Certification:

SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

❖ SBA controls this
area

Small Disadvantaged Business Certification:

SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:

HUBZone Certified?: Yes No
HUBZone Certification Date: N/A

8(a) Joint Venture Certification:

8(a) JV Entrance Date:
8(a) JV Exit Date:



Helping The Deputy Work For You

Keeping Your Profile Current
Organization, Ownership & Certifications

DBE Certifications (and State):

Non-Federal-Government Certifications:

- ❖ DBE Certification – Put them in the system
- ❖ Non-Federal Government Certification – Put them in the system



Helping The Deputy Work For You

Keeping Your Profile Current Products and Services

Capabilities Narrative:

Special Equipment/Materials:

Business Type
Percentages:

Bonding Levels

Construction Bonding Level (per contract)

Construction Bonding Level (aggregate)

Service Bonding Level (per contract)

Service Bonding Level (aggregate)

❖ Never leave this Blank

❖ Make sure to fill this out

❖ Keep Bonding Levels current



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Keeping Your Profile Current Products and Services

Size, NAICS Codes and Keywords:

Primary?	Code	NAICS Code's Description	"Buy Green"? ⁽¹⁾	Small? ⁽²⁾	Emerging? ⁽³⁾

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.
(2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.
(3) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's special small business size standard for the Compositeness Demonstration Program (FAR 19-10). Note, not all NAICS codes are applicable to this program.
(4) "Pending" means that the firm's size for the NAICS code is pending a manual determination by the SBA.

Keywords:



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Keeping Your Profile Current
Products and Services

Miscellaneous:

Quality Assurance Standards:

Electronic Data Interchange
capable?:

YES NO



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Keeping Your Profile Current Export Profile (Trade Mission Online)

Exporter?:

- Export Business Activities:
- Exporting to:
- Desired Export Business

❖ This might be used
for Market Research

Relationships:

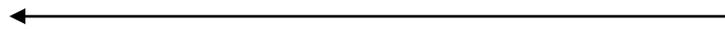
- Description of Export
Objective(s):



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Keeping Your Profile Current Performance History (References)

References



- ❖ Put in as many References as you can
- ❖ Include current work



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Monitoring Procurement Websites

➤ Monitor the following websites:

➤ FEDERAL BUSINESS OPPORTUNITIES (FEDBIZOPPS)

<http://www.fbo.gov/>

➤ Respond to “SOURCES SOUGHT” announcements

➤ Answer all questions correctly in the announcement

➤ ARMY SINGLE FACE TO INDUSTRY (ASFI)

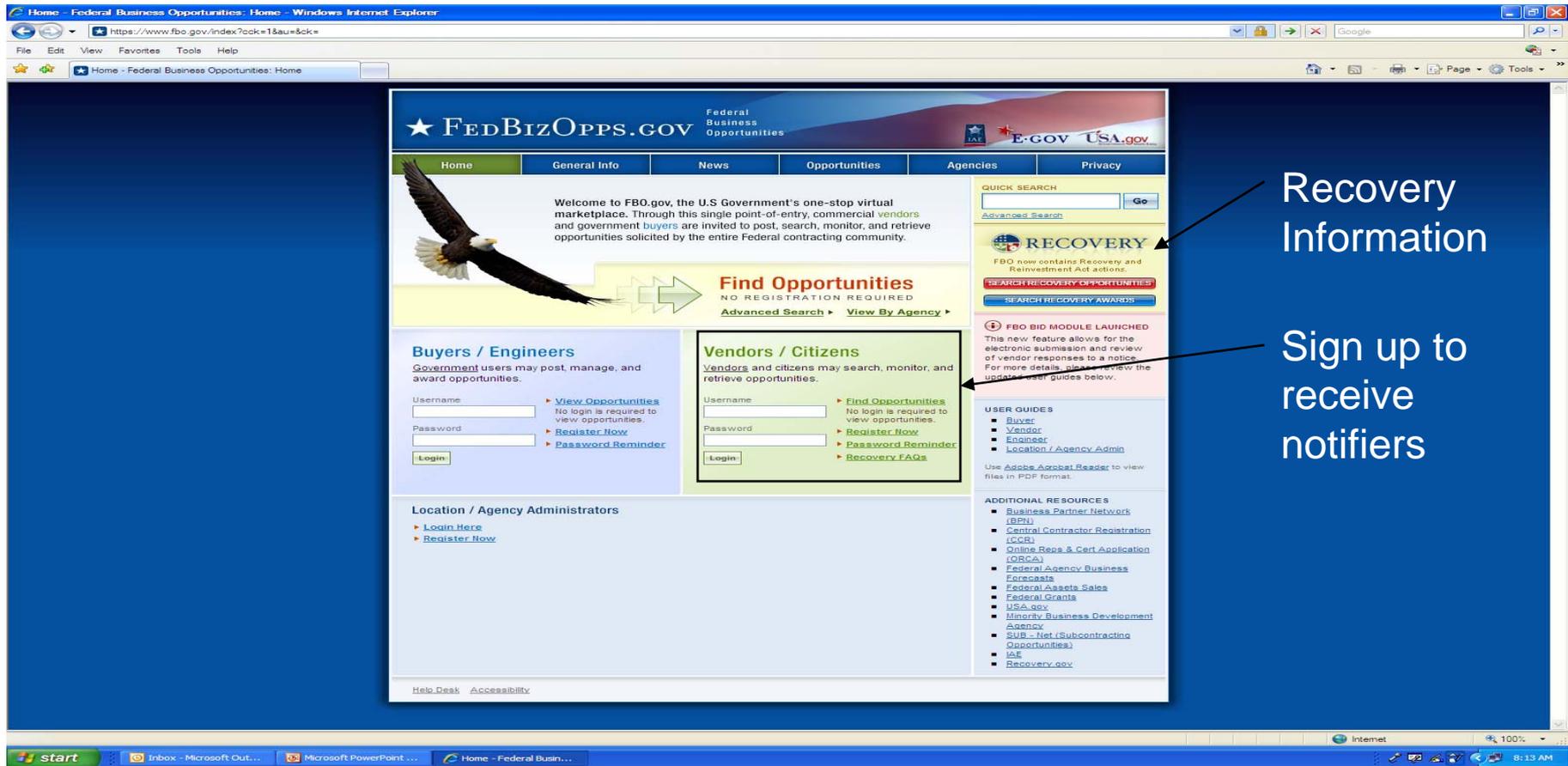
https://acquisition.army.mil/asfi/solicitation_search_form.cfm

➤ FEDERAL PROCUREMENT DATA SYSTEM (FPDS)

<https://www.fpds.gov/>



Helping The Deputy Work For You Monitoring Procurement Websites – FEDBIZOPPS



Recovery Information

Sign up to receive notifiers



Helping The Deputy Work For You Monitoring Procurement Websites – FEDBIZOPPS

Search For Opportunities - Federal Business Opportunities - Opportunities - Windows Internet Explorer

https://www.fbo.gov/index?o=opportunity&mode=list&tab=search

File Edit View Favorites Tools Help

Search For Opportunities - Federal Business Opportuniti...

FEDBIZOPPS.GOV Federal Business Opportunities

Home General Info News Opportunities Agencies Privacy

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) [Accessibility](#)

Search For Opportunities

RETURN TO MAIN

Opportunities List Advanced Search Archives

Search Clear Back To Opportunities List

Advanced Search

Enter your search criteria and click search to find opportunities

Full Text/SOL # Search:
"sacramento" [Keyword Search Tips](#)

Agency/Office/Location(s):
 All Agency/Office/Locations Specific Agency/Office/Locations

Documents To Search:
 Active Documents
 Archived Documents
 Both

Opportunity/Procurement Type:
 Presolicitation Combined Synopsis/Solicitation Sources Sought
 Modification/Amendment/Cancel Sale of Surplus Property Special Notice
 Foreign Government Standard Award Notice Justification and Approval (J&A)

Posted Date:
▼

Posted Date Range:
Select Clear to Select Clear

Response Deadline:
Select Clear to Select Clear

Last Modified:
Select Clear to Select Clear

Contract Award Date:
Select Clear to Select Clear

Place of Performance Zip Code:
▼

start | Inbox - Microsoft Out... | Microsoft PowerPoint... | Search For Opportuni... | Internet | 100% | 8:24 AM



US Army Corps of Engineers



TM

Helping The Deputy Work For You Monitoring Procurement Websites – FEDBIZOPPS

The screenshot displays the FEDBIZOPPS.gov website in a Windows Internet Explorer browser. The page features a navigation menu with options like Home, General Info, News, Opportunities, Agencies, and Privacy. Below the menu, there are search filters and a table of procurement opportunities. The table includes columns for Opportunity, Agency/Office/Location, Type, and Posted On. The opportunities listed include:

Opportunity	Agency/Office/Location	Type	Posted On
Z--Maintenance Dredging along the Sacramento and Stockton Deep Water Ship Channels W91238-09-B-0001 Z -- Maintenance, repair, and alteration of real property	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 08, 2009
RECOVERY--20--General Purpose Bottom Weighted Can Buoys W91238-09-Q-0188 20 -- Ship and marine equipment	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Presolicitation	May 08, 2009
Clear Creek Geomorphic Monitoring 095Q200075 B -- Special studies and analysis - not R&D	Department of the Interior Bureau of Reclamation Bureau of Reclamation	Solicitation (Modified)	May 08, 2009
Periodicals Subscription 09WRQ0102 76 -- Books, maps & other publications	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Presolicitation	May 08, 2009
5.0g Solar Transmitters (Telemetry) 09WRQ0104 58 -- Communication, detection, & coherent radiation equipment	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Combined Synopsis/Solicitation	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0017 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0018 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
2009 International Training Course in Volcano Hazard Monitoring 09WRQ0100 U -- Education & training services	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Solicitation (Modified)	May 07, 2009
S--Janitorial Service - US Navy and Marine Recruiting Stations	Department of the Army U.S. Army Corps of		



Helping The Deputy Work For You Monitoring Procurement Websites – FEDBIZOPPS

USACE,
Sacramento
District
DoDAAC is
"W91238"

Opportunity	Agency/Office/Location	Type	Posted On
Z--Maintenance Dredging along the Sacramento and Stockton Deep Water Ship Channels W91238-09-B-0001 Z -- Maintenance, repair, and alteration of real property	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 08, 2009
RECOVERY-20--General Purpose Bottom Weighted Can Buoys [RECOVER] W91238-09-Q-0188 20 -- Ship and marine equipment	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Presolicitation	May 08, 2009
Clear Creek Geomorphic Monitoring 095Q200075 B -- Special studies and analysis - not R&D	Department of the Interior Bureau of Reclamation Bureau of Reclamation	Solicitation (Modified)	May 08, 2009
Periodicals Subscription 09WRQ0102 76 -- Books, maps & other publications	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Presolicitation	May 08, 2009
5.0g Solar Transmitters (Telemetry) 09WRQ0104 58 -- Communication, detection, & coherent radiation equipment	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Combined Synopsis/Solicitation	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0017 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0018 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
2009 International Training Course in Volcano Hazard Monitoring 09WRQ0100 U -- Education & training services	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Solicitation (Modified)	May 07, 2009
S--Janitorial Service - US Navy and Marine Recruiting Stations	Department of the Army U.S. Army Corps of		



Helping The Deputy Work For You Monitoring Procurement Websites – FEDBIZOPPS

FEDBIZOPPS.GOV Federal Business Opportunities

Home | General Info | News | Opportunities | Agencies | Privacy

Buyers: [Login](#) | [Register](#) | Vendors: [Login](#) | [Register](#) | [Accessibility](#)

RECOVERY--Y--The Guadalupe River Project Contract 3A Phase 3 consists of replacement of UPRR bridges Nos. 3 (vehicular bridge) & 4 (railroad bridge) between New Julian Avenue and Coleman Avenue, all in downtown San Jose, California

Solicitation Number: W91238-09-B-0002
Agency: Department of the Army
Office: U.S. Army Corps of Engineers
Location: US Army Engineer District, Sacramento

Notice Details | Packages | Interested Vendors List

Complete View
Original Synopsis
Presolicitation May 05, 2009 3:32 pm
changed May 29, 2009 9:00 pm Solicitation

Back | **Add To Watchlist** | Add Me To Interested Vendors

Solicitation Number: W91238-09-B-0002
Notice Type: Solicitation

Synopsis:
Added: May 05, 2009 3:32 pm
This acquisition is proceeding as a firm fixed price UNRESTRICTED FULL AND OPEN COMPETITION Invitation for Bids (IFB).
Estimated Cost Range is between \$5,000,000 and \$10,000,000
Period of Performance for Construction:
Complete construction without exercise of option 1: 155 calendar days.
Complete construction with exercise of option 1: 503 calendar days.
This Procurement will be conducted under FSC CODE: Y222, SIC CODE: 1629, NAICS Code: 237310. The size standard for this code is \$33,500,000. All questions should be directed to the Contract Specialist, Angham A. Sybanone, at (916) 557-5231, FAX No.: (916) 557-5278, e-mail angham.a.sybanone@usace.army.mil.

Job Descriptions:
The primary objective of the Guadalupe River project is to provide 100-year flood protection to the areas of San Jose adjacent to the river. The basic object of this project is to:
a. Construct a two-track railroad bridge and associated approaches.
b. Construct a vehicular bridge.
c. Construct a pedestrian under crossing.
d. Construct a maintenance road.

ALL FILES
Solicitation 1
May 29, 2009
W91238-09-B-0002 Sol...
W91238-09-B-0002 Sol...

GENERAL INFORMATION
Notice Type: Solicitation
Original Posted Date: May 5, 2009
Posted Date: May 29, 2009
Response Date: May 20, 2009 11:59 pm
Original Response Date: May 20, 2009 11:59 pm
Archiving Policy: Automatic, on specified date
Original Archive Date: July 19, 2009
Archive Date: July 19, 2009
Original Set Aside: N/A
Set Aside: N/A
Classification Code: Y - Construction of structures and facilities
NAICS Code:

Done

start | \\swd-gc.idl\NETLO... | Inbox - Microsoft Out... | Microsoft PowerPoint ... | RECOVERY--Y--The G... | Internet | 100% | 10:38 AM

Add to Watchlist
Add me to Interested Vendors



Helping The Deputy Work For You Monitoring Procurement Websites – FEDBIZOPPS

The screenshot shows the FEDBIZOPPS.gov website in a Windows Internet Explorer browser. The page title is "Search For Opportunities - Federal Business Opportunities: Opportunities". The URL is "https://www.fbo.gov/index?o=opportunity&mode=list&tab=search". The website has a blue header with the FEDBIZOPPS.GOV logo and navigation tabs for Home, General Info, News, Opportunities, Agencies, and Privacy. The "Opportunities" tab is selected. Below the header, there is a search bar and a "Search For Opportunities" section. The "Advanced Search" form is visible, with the "Full Text/SOL # Search:" field containing the text "W91238". A red circle highlights this field, and a white box with the text "W91238" is overlaid on the left side of the image, with a line pointing to the search field. Other search criteria include Agency/Office/Location(s), Documents To Search, Opportunity/Procurement Type, Posted Date, Response Deadline, Last Modified, Contract Award Date, and Place of Performance Zip Code.



Helping The Deputy Work For You Monitoring Procurement Websites – FEDBIZOPPS

The screenshot shows the FEDBIZOPPS.gov website in an Internet Explorer browser window. The page title is "Opportunities - Federal Business Opportunities: Opportunities - Windows Internet Explorer". The address bar shows the URL: <https://www.fbo.gov/?tab=search&results&opportunitymode=list&>. The website header includes the FEDBIZOPPS.GOV logo and navigation tabs: Home, General Info, News, Opportunities (selected), Agencies, and Privacy. Below the header, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility icon. The main content area is titled "Opportunities" and shows a search results page with 41 results. The table below lists several opportunities:

Opportunity	Agency/Office/Location	Type	Posted On
Z--Maintenance Dredging along the Sacramento and Stockton Deep Water Ship Channels W91238-09-B-0001 Z -- Maintenance, repair, and alteration of real property	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 08, 2009
RECOVERY--20--General Purpose Bottom Weighted Can Buoys RECOVERY W91238-09-Q-0186 20 -- Ship and marine equipment	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Presolicitation	May 08, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0017 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0018 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
S--Janitorial Service -- US Navy and Marine Recruiting Stations W91238-09-Q-0167 S -- Utilities and housekeeping services	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation	May 07, 2009
RECOVERY--Y--Vinyl Siding Hensley Lake and Lake Kaweah, CA RECOVERY W91238-09-R-0006 Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Presolicitation	May 07, 2009
Organizational Memberships for Fitness Facilities, USACE, Sacramento W91238-09-Q-0166 99 -- Miscellaneous	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Sources Sought (Modified)	May 06, 2009
Y--General Instruction Buildings at Presidio of Monterey, California W91238-09-R-0040 Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers US Army Engineer District,	Solicitation	May 06, 2009



Helping The Deputy Work For You

Monitoring Procurement Websites – ASFI

The screenshot shows the ASFI Acquisition Business Web Site search interface. The browser window title is "Acquisition Business Solicitation Search - Windows Internet Explorer". The address bar shows the URL "https://acquisition.army.mil/asfi/solicitation_search_form.cfm". The page features the Army Single Face to Industry (ASFI) logo and the text "Army Single Face to Industry (ASFI) Acquisition Business Web Site" and "Serving the U.S. Army Acquisition Community".

The search interface includes the following elements:

- Solicitation Search**: A section with the instruction "Please choose one of the Quick Search options below:" and two buttons: "Most recently posted solicitations" and "Solicitations that close today".
- Search by solicitation number**: A section with the instruction "or search by solicitation number: (Note! Do not enter dashes in the Solicitation Number)" and a text input field labeled "Solicitation Number:" with a note "(wildcard is % character)".
- More specific search criteria**: A section with the instruction "or execute a more specific search using the criteria below:" and a "Select Contract Office:" dropdown menu. The dropdown menu is open, showing options: "ANY", "ACA, Aberdeen Proving Ground", "ACA, Capital District Contracting Center", "ACA, Dugway Proving Ground", and "ACA, Fort Bliss".
- NOTE**: A red text note stating: "NOTE: Contract offices WILL NOT appear in the selection list above unless that office has active solicitations posted to the ASFI website! If you feel your site should have active postings on the ASFI web site but you do not see your site listed above, please contact ASFI".
- AND / OR**: Radio buttons for "AND" (selected) and "OR" with the text "(Option 'OR' will produce the widest result set - Option 'AND' will narrow your results set)".
- Noun phrase**: A text input field.
- OR**: A section with the instruction "OR" and a "NAICS code:" dropdown menu. The dropdown menu is open, showing options: "ANY", "115112 - Soil Preparation, Planting, and Cultivating", "115310 - Support Activities for Forestry", and "242340 - Other Crushed and Broken Stone Mining and Quarrying".

The browser window shows the Windows taskbar at the bottom with the Start button and several open applications: "Inbox - Microsoft Out...", "Helping The Deputy...", and "Acquisition Business S...". The system tray shows the date and time as "8:54 AM".



Helping The Deputy Work For You Monitoring Procurement Websites - FPDS

The screenshot shows the FPDS Next Generation website in a Windows Internet Explorer browser window. The address bar shows the URL <https://www.fpds.gov/>. The page layout includes several sections:

- Log In:** A form with fields for "Log-In:" and "Password:", a "Log In" button, and links for "Forgot Your Password?", "Security and Privacy", "About FPDS-NG", and "Contact Help Desk".
- What's New:** A section with a lightbulb icon containing text about new government wide standard reports and improved adhoc reporting, with links to "New FPDS-NG enhanced reporting capability", "American Recovery and Reinvestment Act 2009", "New Interagency Contract Directory", "GCE unveils new 'ezSearch' Tool", "For more information on reports and other new items please click here", "DoD Data Availability", "For more information on using and importing the XML data archives please click here", and "FPDS-NG User's Manual".
- Top Requests:** A section with a star icon listing "Current top requests" such as "American Recovery and Reinvestment Act Report", "Hurricane Katrina Contracts", "Hurricane Rita Contracts", "Other Hurricanes/Disaster Relief", "Trending Analysis Report for the Last 5 Years", "FPDS-NG Transaction and User Statistics", "Top 100 Federal Contractors Report FY 2007", and "Top 100 Federal Contractors Report FY 2006".
- Registration:** A section with a folder icon containing a welcome message and instructions for new and existing users, with links for "Not Registered? Register" and "Who Should Register?".
- Important Links:** A section with a link icon listing various resources like "FPDS-NG FAQs", "IAE FAQs", "List of Agencies Submitting Data to FPDS-NG", "Find Current Business Opportunities", "Small Business Services", "Business Partner Network", "Register as a Potential Contractor", "Past Performance Information Retrieval System", "Official Website for eGov Initiatives", "FPDS-NG Project Site", and "Interagency Contract Directory".
- Reports:** A section with a folder icon listing available reports for download, including "Small Business Goaling Report FAQs", "Small Business Goaling Report FY 2007", "Small Business Goaling Report FY 2006", "Small Business Goaling Report FY 2005", "Small Business Goaling Report FY 2004", "Federal Procurement Report FY 2006", "Federal Procurement Report FY 2005", "Federal Procurement Report FY 2004", "Federal Procurement Report FY 2003", "Federal Procurement Report FY 2002", "Federal Procurement Report FY 2001", "Federal Procurement Report FY 2000", and "Federal Procurement Report FY 1981-1999".
- CBT Computer Based Training:** A section with a computer icon and text about downloading a plugin to view CBTs, with links for "Award CBT", "IDV CBT", and "FPDS Help File".

The browser's taskbar at the bottom shows the Start button and several open applications: "Inbox - Microsoft Out...", "Helping The Deputy ...", and "Welcome to the Fede...". The system tray shows the time as 10:05 AM.



Helping The Deputy Work For You

Monitoring Procurement Websites - FPDS

FPDS Next Generation

Logged in as: MELEA.CROUSE.USACE@RPT2100.ARMY.MIL

Advanced Search GO Help Log Off

- Awards**
 - Delivery / Task Order Against IDV
 - Purchase Order
 - Definitive Contract
 - BPA Call
- Basic IDVs**
 - PSS
 - GWAC
 - BOA
 - BPA
 - IDC
- Transactions/Modifications**
 - Corrections
 - Void
 - Modifications
- System Administration**
 - Users
 - Locations
 - Place
 - Country
 - Organizations
 - Department
 - Agency
 - Functional Dimension
 - Organization
 - Funding & Contracting Offices
 - Service Classifications
 - NAICS
 - PSC
 - Claimant Program
 - System Equipment
 - Data Ownership
- Reports**
 - Standard Reports**
 - Ad Hoc Reports
 - ezSearch BETA
 - Interagency Contract Directory

Standard Reports

For an audit log, please [click here](#)

To submit comments, please [click here](#)

start | Notes - Microsoft Out... | Passwords 50sb5mdc... | Helping The Deputy ... | FPDS - NG : MELEA.CR... | Internet | 100% | 10:09 AM



Helping The Deputy Work For You

Monitoring Procurement Websites - FPDS

Name	Description
Small Business Achievements by Awarding Organization Report	The Small Business Achievements by Awarding Agency displays the dollars, actions, and percentages for small business contracts. The goaling exclusions apply to this report. This report is run by awarding agency.
Small Business Goaling Report	This report displays the dollars, actions, and percentages for small business contracts. The goaling exclusions apply to this report. This report is run by funding agency.
Federal Contract Actions and Dollars	This report displays the federal contract actions and dollars for the specified date signed range

Federal Contract Actions and Dollars



Helping The Deputy Work For You

Monitoring Procurement Websites - FPDS

9700" = DoD

2100 = Army

Org. Code = SPD

Contracting Office Id =
the DoDAAC

Need Help Using This Report? Click here			
Federal Contract Actions and Dollars			
Please enter the criteria for the report:			
1. A Date Range cannot exceed 12 months. Please refine your search criteria or call the help desk for a broader search.			
Search Name:	Default		
From Date (mon-dd-yyyy or Qtr/FY):	1st Quarter	1	2007
	Oct	1	2008
To Date (mon-dd-yyyy or Qtr/FY):	4th Quarter	30	2008
	Sep	30	2009
Department ID:	9700	...	
Agency ID:	2100	...	
Organization Code:	SPD	...	
Contracting Office Region:		...	
Contracting Office ID:	W91238	...	
Execute Save Clear Cancel			

Your IDs should be blank!



Helping The Deputy Work For You

Monitoring Procurement Websites - FPDS

The screenshot shows a web browser window displaying the FPDS (Federal Procurement Data System) website. The page title is "Federal Contract Actions and Dollars Report". The browser address bar shows the URL: https://www.fpds.gov/Reports/manage.jsp/myReportsController.jsp. The page content includes a table with columns: Department, Total Actions, Total Dollars, % Total Actions, and % Total Dollars. The table shows data for DEPT OF DEFENSE (9700) and a Total row. A callout box labeled "Award Detail" points to the "Award Detail" link in the table. The callout box contains the following information:

- Primary Path: Federal Contract Actions and Dollars (Department)
- Organization
- Contracting Agency
- Major Command Code
- Sub Command1 Code
- Sub Command2 Code
- Sub Command3 Code
- Contracting Office Region
- Contracting Office
- Vendor Name
- Referenced IDV PIID
- PIID
- Modification Number
- Transaction Number
- Secondary Paths

At the bottom of the page, there is a disclaimer: "DoD report data are delayed 90 days for non DoD users. To print a complete version of the sectioned report, you must first download the report to PDF mode."



Helping The Deputy Work For You

Monitoring Procurement Websites - FPDS

FPDS-NG : MELEA.CROUSE.USACE@RPT2100.ARMY.MIL [Federal Contract Actions and Dollars Report] - Windows Internet Explorer

https://www.fpds.gov/Reports/manage.jsp/myReportsController.jsp

File Edit View Favorites Tools Help

FPDS-NG : MELEA.CROUSE.USACE@RPT2100.AR...

HOME azSearch Advanced Search GO Log Off

Award Detail Active filter

Send **Export** Highlighting Drill Charts Workflow

“Export”

Contracting Agency ID	Contracting Agency Name	Contracting Agency ID	Contracting Office Name	Contracting Office Region	PIID	Modification Number	Transaction Number	Referenced IDV PIID	Date Signed	Effective Date	Completion Date	Est. Ultimate Completion Date	Last Date to Order	Funding Agency ID	Funding Office
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	0		0 W9123809A0002	12/11/2008	12/11/2008	01/16/2009	01/16/2009		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123808D0013	12/04/2008	12/04/2008	11/23/2009	11/23/2009		2100	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123807D0013	12/09/2008	12/09/2008	08/09/2009	08/09/2009		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123808D0012	11/24/2008	11/24/2008	11/05/2009	11/05/2009		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123808D0032	10/10/2008	10/10/2008	03/02/2009	03/02/2009		2100	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123808D0038	10/23/2008	10/21/2008	10/09/2009	10/09/2009		3600	00660
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	2		0 W9123806D0003	12/18/2008	12/18/2008	08/08/2009	08/08/2009		2100	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	2		0 W9123807D0044	11/21/2008	11/20/2008	12/31/2008	12/31/2008		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	2		0 W9123808D0032	12/08/2008	12/04/2008	04/15/2009	04/15/2009		2100	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	3		0 W9123807D0022	12/18/2008	12/18/2008	09/28/2009	09/28/2009		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	4		0 W9123807D0034	11/26/2008	11/26/2008	01/29/2009	01/29/2009		2100	W91238

* DoD report data are delayed 90 days for non DoD users.
* To print a complete version of the sectioned report, you must first download the report to PDF mode.

Done

start Calendar - Microsoft ... Helping The Deputy ... FPDS-NG : MELEA.CR...

Internet 100%

11:01 AM



US Army Corps of Engineers



Helping The Deputy Work For You

Marketing Your Firm
The Basics

What is the No. 1 Marketing Tool?!?!?!?

Think about it for now....



Helping The Deputy Work For You

Marketing Your Firm The Basics

- Business Cards

- Do you have all the information on your card?
- Does your card tell us what you do?

- Email, Mail, or Call

- Which is the best method in communicating your firm's talents?



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Marketing Your Firm

The Basics

- Conferences

- Which conference to attend?
- Volunteer to be on a committee?
- “Other-Than-Small” Business Participation?



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Marketing Your Firm

The Basics

- Do your Homework
 - Who buys what you sell?
 - How do they buy it?
 - When do they buy it?
- Use your Resources
 - Who are they?
 - When to use them?



Helping The Deputy Work For You

Marketing Your Firm

The Basics

- If USACE comes a knockin'...
 - Answer the door and follow-through.
 - You don't have the time to respond?



Helping The Deputy Work For You

Marketing Your Firm Helpful Hints to Briefings

- **Requesting a Capabilities Brief:**
- **The Facilitator:** Small Business Specialist
- **Audience:**
 - Technical Staff
 - Contracting Officer/Specialist
 - Small Business Advocate

**** The Facilitator should ALWAYS be the Small Business Specialist ****



Helping The Deputy Work For You

Marketing Your Firm Helpful Hints to Briefings

•Who Should Brief:

- YOU!!! (Who knows you best?)

•Who Should *not* brief ---

- A professional “briefer” not otherwise associated with your firm

***They don't know you as well as you know yourself**

***Gives impression you are not well prepared**



Helping The Deputy Work For You

Marketing Your Firm Helpful Hints to Briefings

•What Should You Brief:

- Your Capabilities
- Your Talents
- Your Past Performance
- Your Strengths

**** Certifications should be the last thing mentioned ****



Helping The Deputy Work For You

Marketing Your Firm Helpful Hints to Briefings

•What you Should ***NOT*** brief:

- The FAR (KOs already know the regs)
- Things you ***CAN'T*** do (this is not an *incapability briefing*)
- Some *other* firms' talents and capabilities (let them do their own work!)
- Negative information (your opinion of Government personnel, etc.)



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Marketing Your Firm Helpful Hints to Briefings

•When and Where Should You Brief:

- BEFORE the prime buying season (this is *NOT* the 4th Quarter)
- Briefing should be portable
 - Ready to present as a tabletop or on-screen
 - Bring your own equipment including projector



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Marketing Your Firm Helpful Hints to Briefings

•Making a Good Impression

- Make an appointment – & *be on time*
- Allow ample time for clearing security (military or Federal Bldgs)
- A picture is worth 1000 words
- Completed projects that showcase your efforts
- Work in progress that highlights special crews
- Delivered commodities



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Marketing Your Firm Helpful Hints to Briefings

•Making a Good Impression (cont'd)

- Practice, Practice, Practice
- Be comfortable in all possible settings
- Polish your presentation---if you don't sound good, you won't look good
- Turn Off the Cell Phone

- What do I do afterwards?



Helping The Deputy Work For You

Marketing Your Firm Facility “Gatekeepers”

- Visit Department of Defense Installations
- A listing of all Small Business Specialists
 - Selling to the Army -
<http://sellingtoarmy.com/User/Misc/SearchASBS.aspx>
 - Selling to the Air Force -
<http://selltoairforce.org/Locator/LocatorMap.aspx>
 - Selling to the Navy –
<http://www.donhq.navy.mil/OSBP/about/SBS-List-by-State.pdf>



Helping The Deputy Work For You

What is the No. 1 Marketing Tool?!?!?!?

BID OR PROPOSE

Relationships....

Using your resources ...

Responding to Source's Solicitation ...

Capabilities Presentations...

Attending Conferences...



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Questions?