OTHER IMPORTANT RESOURCES

Dept. of Army Office of Small Business Program
http://www.sellingtoarmy.com

Small Business Administration (SBA)
http://www.sba.gov

Subcontracting Opportunities (SBA)
http://web.sba.gov/subnet/search/dsp_search_option.cfm

Procurement Technical Assistance Centers (PTACs) - procurement assistance
http://www.aptac-us.org/new/index.php

Service Corps of Retired Executives (SCORE) - business advice
http://www.score.org/index.html

Minority Business Development Agency (MBDA)
http://www.mbda.gov/

Society of American Military Engineers (SAME)
http://posts.same.org/

Department of Veterans Affairs
http://www.vip.vetbiz.gov

Small Business Program
Albuquerque District
4101 Jefferson Plaza NE
Albuquerque, NM 87109
Telephone: (505) 342-3110
Albuquerque.smallbusiness@usace.army.mil
www.spa.usace.army.mil
Contracting Opportunities

The Department of Defense (DOD) offers two markets for small, small disadvantaged, HUBZone, veteran-owned, women-owned, and service-disabled veteran-owned small business concerns seeking defense contracting opportunities. The first market encompasses prime contracting and the second market encompasses Defense subcontracting opportunities.

DoD requires major prime contractors and subcontractors receiving contracts valued over $650,000 ($1.5 million for construction) to develop plans and goals for subcontracting with small, small disadvantaged, HUBZone, veteran-owned, women-owned, and service-disabled veteran-owned small businesses. This requirement generates a significant subcontracting opportunity market.

WHAT DOES THE U.S. ARMY CORPS OF ENGINEERS BUY?

CONSTRUCTION: Facilities, labs, hangars, CDCs, flight simulators, dormitories, stations, site improvements, utilities, paving, demolition, renovation, habitat restoration, hazardous and toxic waste remediation.

ARCHITECTURE, ENGINEERING SERVICES: Concept studies, building design, environmental engineering, sediment sampling, habitat monitoring, surveying and mapping, the subsurface exploration and laboratory testing, environmental studies, and engineering design.

OTHER SERVICES: Install & deliver water tanks, grass mowing, janitorial, oversee and maintain recreational parks, auger drilling, herbicide applications, real estate appraisals.

SUPPLIES & EQUIPMENT: Generators, HVAC equipment, repair parts, lumber, cement, office furniture and accessories.

IMPORTANT THINGS TO DO

• Obtain a DUNS number: http://www.dnb.com/us/
• Obtain a CAGE code: http://www.dlis.dla.mil/
• Identify your product or service through NAICS: http://www.census.gov/eos/www/naics/
• Register in SAM: http://www.sam.gov/

TIPS FOR DOING BUSINESS WITH THE U.S. ARMY CORPS OF ENGINEERS

• Visit the web site for the District(s) with which you desire to do business in order to learn about the districts’ missions and the types of services/supplies each procures: http://www.usace.army.mil/ Albuquerque District: http://www.spa.usace.army.mil/
• Discuss your capabilities, interest and capacities to perform with the Deputy for Small Business.
• Review the Federal Business Opportunities (FedBizOpps) web site: https://www.fbo.gov/
• Review Army Simplified Acquisition solicitations (ASFI): https://acquisition.army.mil
• Be alert to the announcements of Business Opportunity Conferences, Trade Fairs and other federally attended or sponsored liaison meetings in your area.