



The Premier Energy Training Workshop
and Trade Show for Federal Agencies

A River of Energy Solutions

Doing Business with the Federal Government

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DOING BUSINESS WITH US

- Overview
- Know Your Customer and Be Ready
- Monitor Procurement Advertisements Daily
- Stay Alert
- Seek Opportunities in Our Second Largest Market
- Valuable Sources and Websites
- The Energy Buzz



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Contract Vehicles within the US Army Engineering and Support Center, Huntsville, have been awarded to both large and small business.

Typically, Indefinite Delivery, Indefinite Quantity
Multiple Award Task Order Contracts



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The U.S. Army Engineering and Support Center, Huntsville, fully supports the government's policy of placing a fair proportion of our contracts with qualified small, small disadvantaged, women-owned, HUBZone, veteran-owned and service-disabled veteran-owned business concerns.



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We consider small business to be the heart of the U.S. economy and a very vital part of the Corps' procurement process.



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Know Your Customer

- Do your homework.
- Different marketing strategies and different customers within the USACE for each product or service.
- FACT sheets available at <http://www.hnd.usace.army.mil/pao/factsheets.aspx>
- Match your services with our needs



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Your Services vs. Our Needs

- Why should Huntsville Center contract with my company?
- In what ways are my products or services well beyond those of my competitors?
- What are my demonstrated qualifications?
- Why is my specialized experience and technical competence better than others in my field?
- Do I have the capacity to accomplish the work in the required time and within the allocated budget?
- How has my performance been in the past?



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Be Ready

Be familiar with the federal regulations that govern contracting procedures and regulations:

- Federal Acquisition Regulations (FAR)
- The Defense Federal Acquisition Regulations Supplement (DFARS)
- The Army Federal Acquisition Regulations Supplement (AFARS)
- The Engineer Federal Acquisition Regulations Supplement (EFARS)



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Be Ready

You must have a CAGE Code, a DUNS number and be registered in the DoD Central Contractor Registration to be eligible for a contract award.

- Data Universal Numbering System (DUNS) — **www.dnb.com/us/**
- Commercial and Government Entity (CAGE) Code — **http://www.dlis.dla.mil/CAGE_welcome.asp**
- DoD Central Contractor Registration (CCR) — **www.ccr.gov**



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Monitor procurement advertisements daily

Huntsville Center uses formal solicitation procedures and publishes public notices for major program actions and predominately utilizes best value, negotiation procedures.



DOING BUSINESS WITH US

Monitor procurement advertisements daily

All actions over \$25,000 are published on the following websites:

- *Federal Business Opportunities* (FedBizOpps)

www.fedbizopps.gov

- *Army Single Face to Industry* (ASFI) —

<https://acquisition.army.mil/asfi/>

Shortcut to the Huntsville “Contract With Us” Site:

<http://www.hnd.usace.army.mil/contract.aspx>



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Monitor procurement advertisements daily

Directorate of Contracting Business Opportunities*

Central Contractor Registration (CCR)	Advertised Solicitations and Federal Business Opportunities – FedBizOpps.gov
Electronic Funds Transfer (EFT) Instructions and Form	HNC Toolbox- Existing Contracts
Ombudsman	Small Business Programs Office
Current Acquisitions Proposed IDIQ Contracts	Industry Days
Electronic Security Systems	

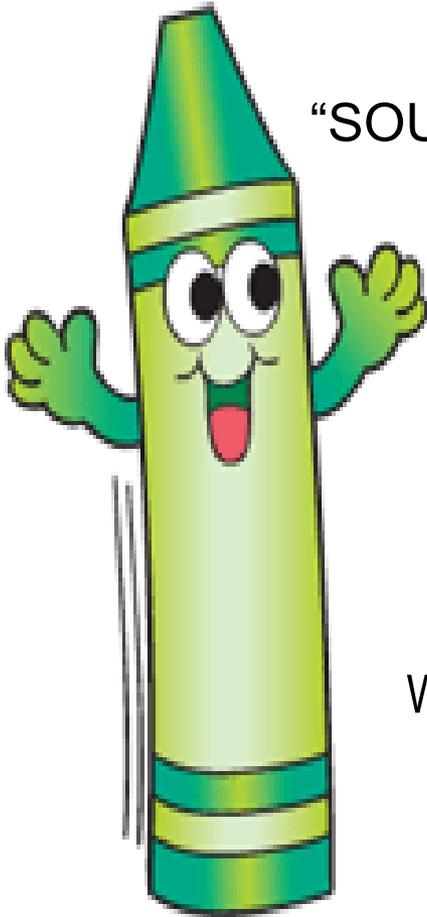
*Note: Information updated monthly



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Stay Alert

“SOURCES SOUGHT” / “REQUESTS FOR INFORMATION”



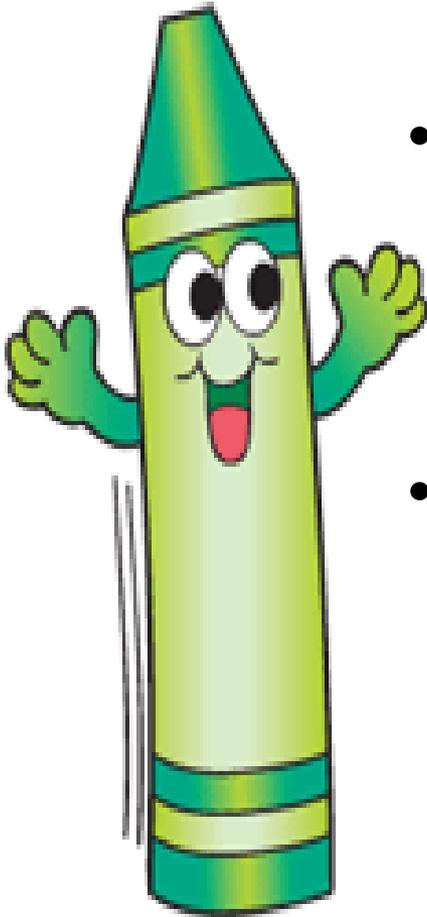
Always respond to announcements for on the Federal Business Opportunities website that match with your firm's capabilities.

WHY?



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Stay Alert



- Adequate responses could lead to the actual procurement being set-aside for small businesses
- Information used to develop market/acquisition strategy
 - Are there enough small or large businesses to perform the work?
 - Are they capable of performing the work required?



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Stay Alert

- Make it a point to attend business networking opportunity conferences, trade fairs and other federally sponsored liaison meetings in your area.



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Seek opportunities in our second largest market

Investigate potential subcontracting Opportunities with DoD Prime Contractors:

- <http://www.hnd.usace.army.mil/sadbu/index.aspx>
- http://www.acq.osd.mil/osbp/doing_business/index.htm
- <http://web.sba.gov/subnet/>



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GSA Schedules

More and more of our products and services are being purchased from General Services Administration (GSA) schedules.

- <http://www.gsa.gov>



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Other Valuable Sources and Websites

- U.S. Small Business Administration — <http://www.sba.gov> and <http://www.business.gov>
 - Local Procurement Technical Assistance Centers
 - Small Business Development Centers
<http://www.sba.gov/sbdc>
 - Service Corps of Retired Executives <http://sbdnet.utsa.edu>
 - SBA's Women's Business Center <http://www.onlinewbc.gov/>
- U.S. Army Corps of Engineers — www.usace.army.mil
- U.S. Small Business Administration's Subcontracting Network — www.sba.gov/subnet/



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The Energy Buzz

Who's Doing Energy Work with Huntsville Center?

70 Full Time Employees with Energy Expertise:
Program and Project Managers, Engineering, Contracting
Collaborating with other Corps Districts/Labs and DOE Labs
30 Years of Energy Experience

Utility Monitoring and Control CX
Energy Engineering Analysis Program
Resource Efficiency Manager Program
Commercial Utility Program
Energy Conservation Investment Program Validation & Execution
Facility Reduction Program
Metering and Meter Data Management System
Furniture and Furnishings
Third Party Financing (ESPC, PPA, EUL)
Environmental
Medical
Facility Repair and Renewal



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What Energy Contracts are Coming Out for Huntsville Center?

Project Title	Requirement	Region	Estimated Value	Method (Values Estimated)	Type	Solicitation Timeframe
Energy	Design/Build	CONUS and OCONUS	\$40M	Unrestricted MATOC	MATOC FFP	1 st Qtr FY12
Energy	Design/Build	CONUS and OCONUS	\$480M	Unrestricted MATOC	MATOC FFP	1 st Qtr FY12

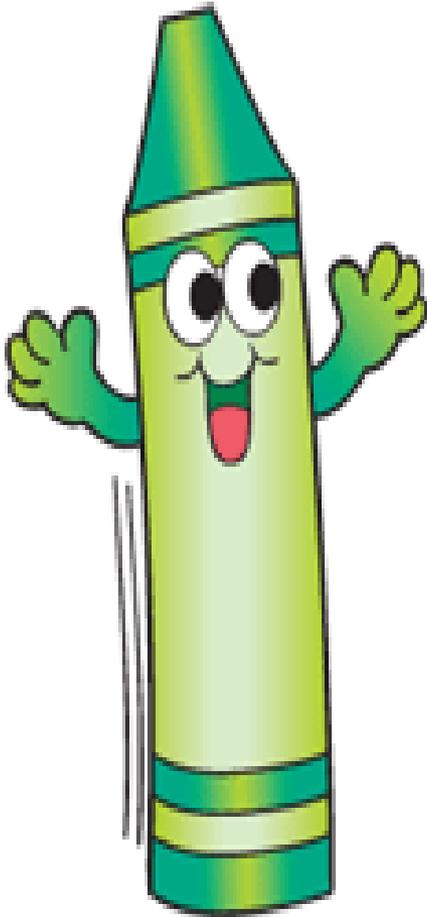
Released 29Jun11:

SOURCES SOUGHT – Renewable and Alternative Energy Power Production for Army Installations, W912DY-11-R-0036 (99 Misc)



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Stay Alert



REQUESTS FOR PROPOSALS:

- Follow Directions
- Address Questions as Asked
- “I know what you asked but here’s what I think you really want” ...

- There is a reason each information point is requested....carefully thought out and supports our action



Questions

**US. ARMY CORPS OF ENGINEERS – ENGINEERING AND SUPPORT CENTER,
HUNTSVILLE, P.O. BOX 1600, HUNTSVILLE, AL 35807**

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