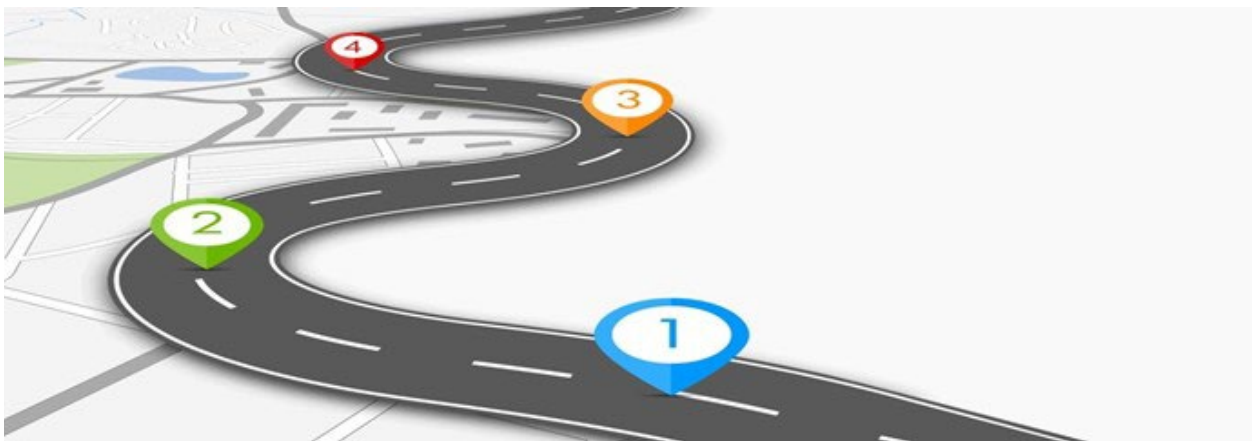


Doing Business with USACE Districts/Centers: Roadmap to Success

Do you want to do business with USACE or do you want to do business BETTER with USACE? This roadmap for contractors will provide steps to educate you on finding the best fit for your small business, but also how to maximize your business development efforts with our districts and centers!

Remember Government contracting is a marathon not a sprint, but you have to take step 1!



Pitstops on the Road to Doing Business with USACE

Stop #1. If you are new to Federal Contracting, 1st review [Small Business Basics](https://www.usace.army.mil/Business-With-Us/Small-Business/Small-Business-Basics/):
<https://www.usace.army.mil/Business-With-Us/Small-Business/Small-Business-Basics/>

Stop#2. If your business primarily sells IT products/services and/or has innovative services/products to demonstrate to USACE, first view the information at <https://www.usace.army.mil/Business-With-Us/Small-Business/Sell-IT-or-Innovative-Products-and-Services/>.

- After reviewing the information above, it is recommended that you still stop at roadmap stop #3 in the event a district/center has potential opportunities.

!! Stop #3 !! A crucial step to ensuring your journey with USACE is as valuable and successful as possible!!

Conduct market research of our districts/center's mission and requirements to determine which one of the districts/centers requirements match your capabilities.

- Review each district/centers [top 5 procured North American Industry Classification System \(NAICS\)](#).

- Review the current [Enterprise Contract Forecast List](#) to identify any other districts/centers outside of the previous list of NAICS that may have some upcoming procurements that match your capabilities.
- **COMING SOON**--Review the current list of enterprise Indefinite Delivery Indefinite Quantity (IDIQ) contracts. Determine which contracts are of interest to your firm and identify the expiration date of the contract. Use this information to develop discussion points with district personnel, especially around 1 year prior to expiration to determine the district/center plans for re-competing the procurement, if applicable.

Stop #4. Research the districts/centers from the list you built from stop #2 on the roadmap.

- Understand that each district/center has a unique mission and business processes.
- Visit the district/center websites to learn more detailed and specific information about that location. [Complete list of websites, general SB office emails, DoDAAC \(for stop #5\)](#).
- Explore all information available to help shape your business intelligence of that district/center as a potential Federal customer.

Stop #5. Set up searches in SAM.gov for your identified districts/centers using their Department of Defense Activity Address Code (DoDAAC) and/or any other key information. Instructions for setting up these searches is located at

https://www.usace.army.mil/Portals/2/Images/Small_Business/Basics/How%20To-Searching%20and%20Saving%20Opportunities%20in%20SAM.pdf?ver=r-u4WaBO32v4_aCEhVNrcg%3d%3d

Stop #6. Prepare to market your top districts/centers directly and build relationships with the local Small Business Professionals and other technical personnel at this level. Marketing and building relationships are important, as both assist the districts/centers with market research, identifying capabilities and small businesses in industry, and understanding the market for products/services they procure. Building relationships is also key to becoming a trusted advisor and partner in the Federal Government sector and building a more competitive advantage within this landscape.

- Review [marketing basics and best practices](#).
- Review [upcoming training, conferences or other outreach events](#) to identify any applicable to the specific districts/centers you are marketing.

Stop #7. Determine any potential [subcontracting opportunities](#) for our contracts.

If USACE is unable to set aside procurements for small businesses, certain contracts will require small business subcontracting plans. These contracts may be another opportunity for your small business, and where we cannot provide direct opportunities, USACE maximizes indirect small business opportunities. Subcontracting is also a great way to begin your pursuit of USACE contracts; you will gain experience with submittals and requirements of USACE contracts without being solely responsible as the prime contractor. Your experience as a subcontractor can be considered for future contract opportunities.

In addition, some supply/service trades may be naturally more conducive to subcontracting and have more opportunities at the indirect level.

Stop #8. Add your business information to our [USACE Enterprise Database](#). This information may be used as an additional market research tool by any USACE district/center to identify potential industry small business capabilities. This information may also be used by your company and other small/large businesses to identify potential subcontractors/partners for USACE projects.

A current list of contractors registered in the database allowing information to be publicly shared (small and other than small) is located [here](#). This list is provided as courtesy and in no way guarantees partnering, subcontracting or prime contracting opportunities and should be used only as a supplemental resource for your company.

NOTE: This USACE database does not take the place of SBA Dynamic Small Business Search database or directly providing your information to appropriate USACE districts/centers as discussed at stop# 5!

Stop #9. Now that you have determined the best fit for your company within USACE, you may want to explore other DoD or Army-specific agencies that buy what you sell.

- [Doing Business with DoD](#)
- [Doing Business with Army](#)

Stop #10. Take a look at [USACE Contracting Website](#) for additional resources for your business as you build your partnership with USACE.