

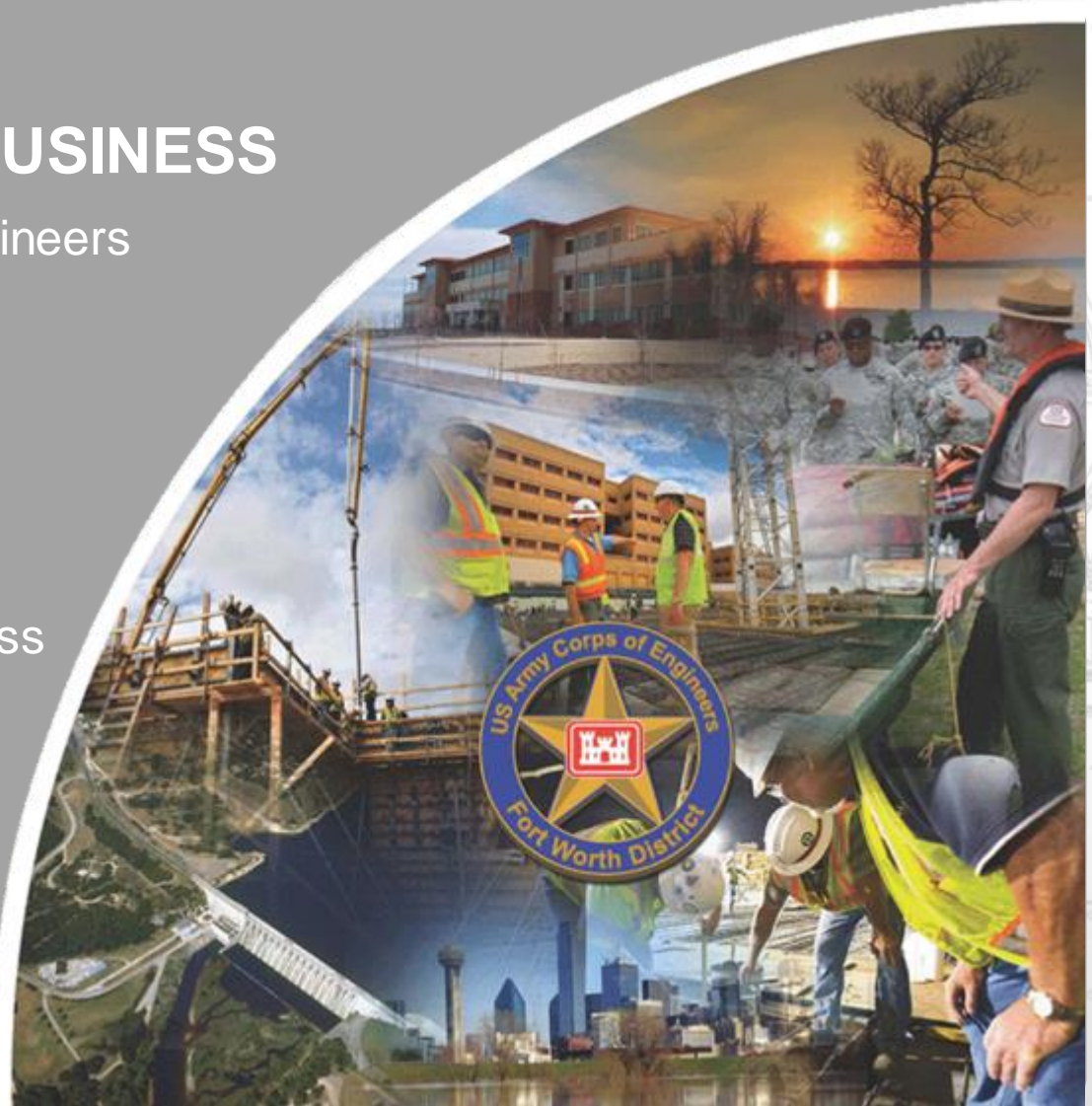
MARKETING YOUR BUSINESS

To the U.S. Army Corps of Engineers

Fort Worth District

Ali Marshall
Deputy, Office of Small Business
Programs
Fort Worth District

GSA Vendor Access Forum
16 June 2022



*“Small Business is the heart
of the U.S. Economy. . .”*



US Army Corps
of Engineers®





FORT WORTH DISTRICT



Responsible for water resources development in two-thirds of Texas, and military design & construction in Texas and parts of Louisiana.

- Constructed 25 lakes, two major floodways. Projects cost \$2.6 billion to build but prevented \$68 billion in flood damages.
- Operates & maintains reservoirs and lakes for outdoor recreation for millions of visitors annually.
- Furnishes approximately 35 percent of Texas' water supply.
- Supervises design and construction at Army and Air Force installations in two states.

Military Program

Includes entire spectrum of military construction from Child Care Development Centers, Religious and Family Support Facilities, Tactical Equipment Maintenance Facilities, Troop Dining Facilities, various Operations Facilities, Air Force Dormitories, an assortment of medical projects (Hospitals/Clinics), Army Reserve and National Guard Centers, Aircraft Hangars and Modular Barracks.

- * Fort Bliss
- * Central Texas Area Office: Fort Hood, Dyess, Goodfellow, and Laughlin Air Force Bases.
- * Fort Polk
- * Fort Sam Houston

Civil Works Program

Includes flood damage reduction, ecosystem restoration, water supply, recreation, fish and wildlife mitigation and environmental stewardship, for over 25 lakes and three hydropower plants.

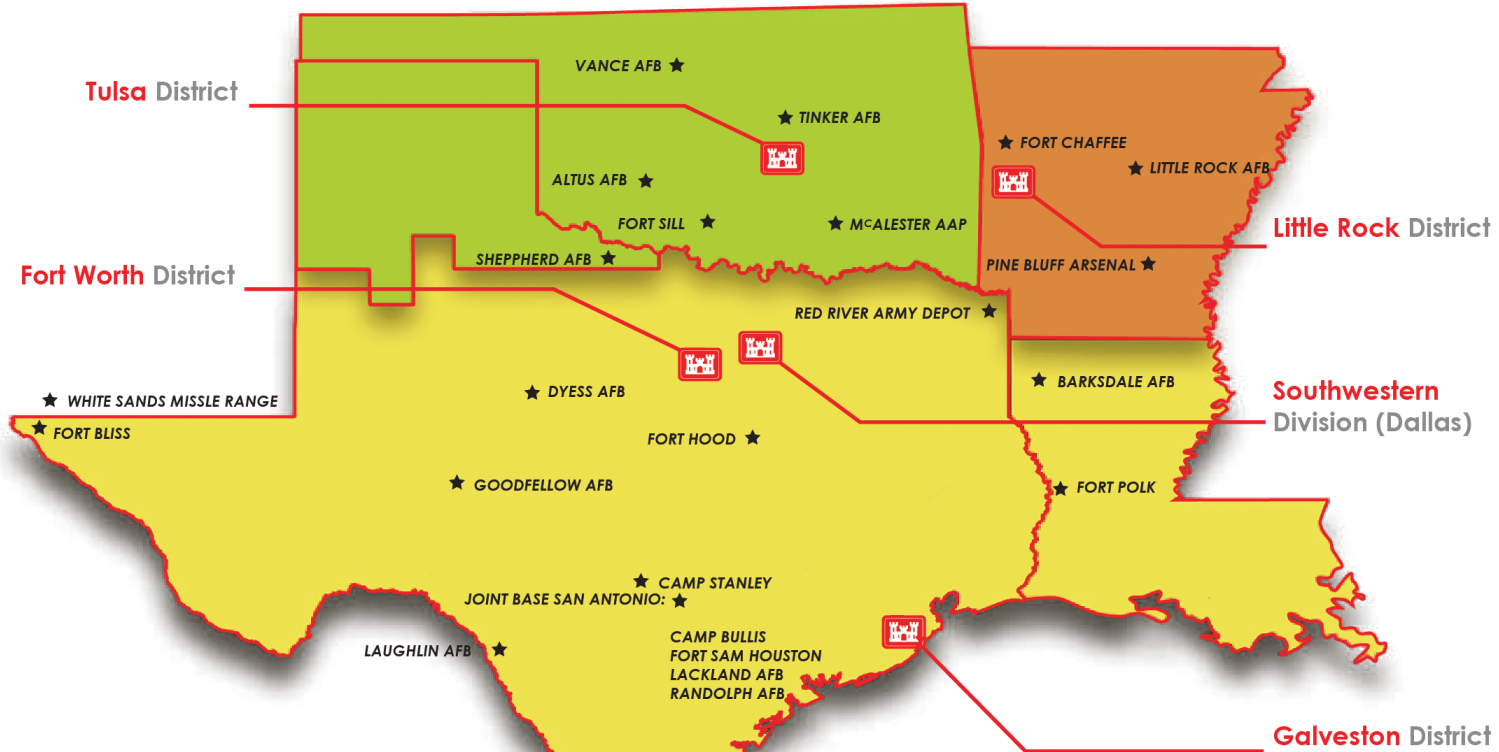
International & Interagency Services Program

Provides multiple services to other Federal agencies.

- * U.S. Customs & Border Protection Agency
- * Veterans Affairs
- * Defense Logistics Agency



SOUTHWESTERN DIVISION - *MILITARY*

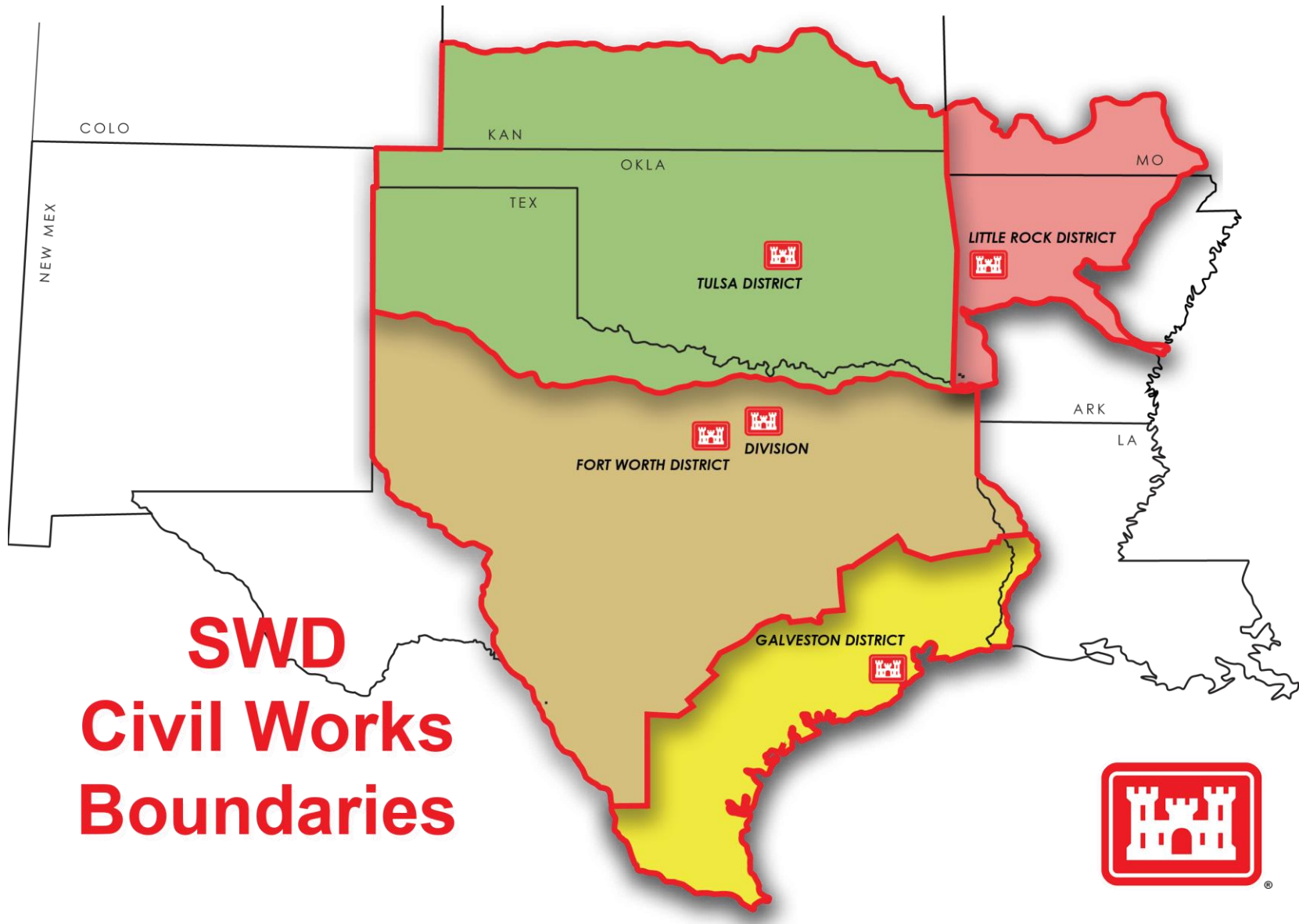


SWD Military Boundaries





SOUTHWESTERN DIVISION - CIVIL



SWD
Civil Works
Boundaries





US Army Corps of Engineers

UNITED STATES CORPS OF ENGINEERS FORT WORTH DISTRICT

OUR MISSION

The Fort Worth District provides vital public engineering services, in peace and war, to strengthen our Nation's security, energize the economy, and reduce risks from disasters.



MILITARY CONSTRUCTION



FORT BLISS HOSPITAL

FORT POLK RAIL

LACKLAND ACC

FORT HOOD ENERGY INT.

LACKLAND ATC

FORT SAM HOUSTON PC

LACKLAND REID CLINIC

CIVIL WORKS



LAKE O THE PINES

DALLAS FLOWWAY

GRANT PARK

KAUFMAN LID

TRINITY RIVER

INTERNATIONAL AND INTERAGENCY SUPPORT



VA CEMETARY

BORDER STATION AMSTAD DAM

WESTERN CURRENCY CENTER

MILITARY CONSTRUCTION



CIVIL WORKS



INTERNATIONAL AND INTERAGENCY SUPPORT



PROVIDING TECHNICAL ASSISTANCE TO FEDERAL AGENCIES, STATE AND LOCAL GOVERNMENTS, TRIBAL NATIONS AND PRIVATE U.S. FIRMS

- BUREAU OF ENGRAVING AND PRINTING
- DEFENSE LOGISTICS AGENCY
- DEPT. OF VETERAN AFFAIRS
- TRANSPORTATION SECURITY ADMINISTRATION
- NATIONAL CEMETERY ADMINISTRATION
- U.S. CUSTOMS AND BORDER PROTECTION

HYDROPOWER



EMERGENCY MANAGEMENT



REGULATORY



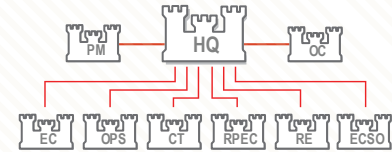
RECREATION



RPEC



ORG CHART



FOOTPRINT



CONTACT

819 TAYLOR ST.
FORT WORTH, TX 76102

817.886.1306

www.swf.usace.army.mil

As of 14 May 21

BRINGING VALUE TO THE NATION



\$ WHAT WE BUY \$

Construction -- Barracks, dining facilities, maintenance shops, hangers, hospitals, airfields, roads, bridges, levees, dams, central energy plants, child development centers, education training center buildings.

Engineering Services -- Concept studies, master planning, engineering studies, surveying, mapping, engineering design and construction, inspection services, hazardous and toxic waste remediation.

Environmental Services (through Regional Planning & Environmental Center (RPEC) -
- Consulting services, remediation, FUDS, environmental studies, restoration, water resource studies, soil sampling testing, aquatic ecosystem restoration.

Other Services – Janitorial, refuse collection, mowing, grounds maintenance, herbicide, landscaping, boundary maintenance & equipment repair, manage & maintain recreational lakes & parks areas, reservoirs, river basins, hydropower plants, flood risk management, flood damage services, real estate appraisal & title searches.

Supplies and Equipment -- Generators, turbines, HVAC equipment, electronic gear, general construction repair parts, kitchen equipment, petroleum products, lumber, cement, gravel, riprap, prefab buildings, cargo storage containers.

Question: What is the number 1 repair service in state of Texas during the summer?

FY22-23 \$\$\$ Trends

MILCON and SRM_(Sustainment, Restoration, & Modernization):

- **Joint Base San Antonio: \$430M** – T-X Program, Airmen Training Center Program, Child Development Centers, Renovations, Vehicle Maintenance Facility, Dining Facility
- **Fort Hood: \$450M** – Dormitories (new and renovations), Vehicle Maintenance Facility renovations, Chilled Water Plant, Renovations
- **Fort Polk: \$210M** – Joint Operations Center Training Bldg, Information Systems Facility, Barracks (new and renovations), Child Development Center, Vehicle Maintenance Facility renovations, Athletic Field
- **Corpus Christi Army Depot: \$110M** – Powertrain Facility, B8 Reno
- **Laughlin Air Force Base: \$30M** – Dormitories
- **Fort Bliss: \$725M** – Medical projects, Renovations
- **Red River Army Depot: \$8M** – Renovations



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FY22-23 Project Trends

- **Civil Works:**
 - Continue Harvey Supplemental in Dallas, Wharton & Lewisville Lakes
 - Continue to upgrade/repair infrastructure at multiple lake projects
 - Infrastructure Investment and Jobs Act (IIJA) - Central City (Fort Worth), Westside Creeks (San Antonio), Waterloo Greenway (Austin), Joe Pool Embankment Slide Repairs
 - 2022 Disaster Relief Supplemental Appropriations Act (DRSAA) - Belton
- **Military / IIS:**
 - Steady work with VA (National Cemeteries & Major Hospital Projects)
 - Steady work with DLA, ICE and CBP
 - Early partnership work with USDA (ARS, APHIS)



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PROCUREMENT OPPORTUNITY WEBSITES



System for Award Management Website (SAM)

<http://www.sam.gov>

- Create User Account/Update Annually
- Verify Active Status
- Verify SBA Certification (8a, HUBZone, WOSB, etc.)

* **NEW** *

Procurement Integrated Enterprise Environment (PIEE)

<https://piee.eb.mil/>

- Create User Account.
- Create NIST Score (DFAR 204.7302 Cybersecurity Requirement) — Good for 3 years.
- Submit Proposals/Offers/Bids (PIEE Solicitation Module).

* *See next page when USACE transitioned to PIEE.*



TRANSITION TO PIEE

SWF's SAM PIEE Solicitation Module *Special Notice* (Feb 2022):

<https://sam.gov/opp/fcd1fc5876e744faa9c728c4446efa49/view>

Title: **USACE transition to PIEE Solicitation Module**

The U.S. Army Corps of Engineers (USACE), Southwestern Division (SWD), consisting of the following Districts:

Fort Worth District (SWF); **W9126G**

Interagency & International Services (**SWF-IIS**); **W518EA**

Galveston District (SWG); **W912HY**

Little Rock District (SWL); **W9127S**

Tulsa District (SWT); **W912BV**

is transitioning to the use of the **Procurement Integrated Enterprise Environment (PIEE) Solicitation Module**, as the exclusive tool for electronic processing of bid/offer submissions, as opposed to former use of file drop services (e.g., DoD SAFE).

Solicitation attachments will be available for download on PIEE and **not** on SAM.gov.

* *See next page for BIG CHANGES from SAM.gov to PIEE*



BIG CHANGES

Solicitations or Amendments that are created using the PIEE Solicitation Module **will** automatically *transfer* to SAM.gov for public viewing.

However, any associated **Attachment** to the solicitation or amendment **WILL NOT** transfer from PIEE to SAM.gov.

ATTACHMENTS MUST BE DOWNLOADED FROM PIEE.

<https://piee.eb.mil/>

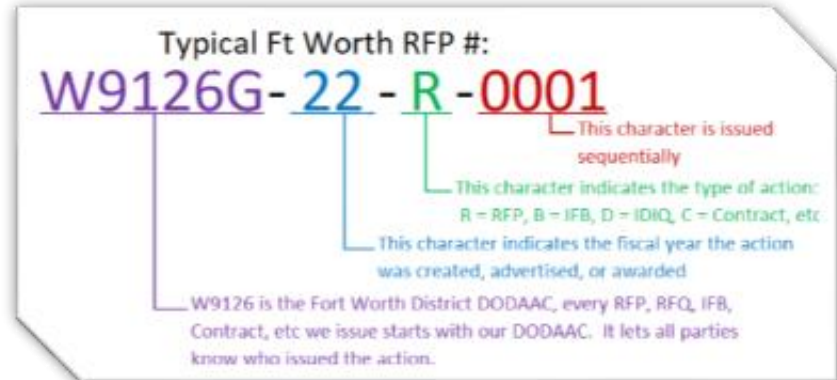
(PIEE Solicitation Module).

NOTE: To use the PIEE Solicitation Module to submit proposals/offers/bids, **ALL** users must be registered in PIEE and SAM.gov using the **same email address**.

SWF – Additional DODAAC

Q: What is a DODAAC?

A: The **Department of Defense Activity Address Code** is a 6-position code that uniquely identifies an activity that has the authority to **CONTRACT**



Traditionally, SWF used one DODAAC (**W9126G**)

SWF has added an IIS specific DODAAC (**W518EA**)

IIS actions will begin migrating to the new DODAAC but actions in progress will retain the old DODAAC

Military and Civil actions will continue to use W9126G

What this means to Contractors:

- When searching for Fort Worth specific opportunities in SAM, search under **both** DODAACs to see all our RFPs, RFQs and IFBs.
- Consider updating any subscriptions or registries to include Fort Worth's second DODAAC.

IIS = Interagency & International Services



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UEI



The Unique Entity Identifier, or the **UEI**, is **the official name of the “new, non-proprietary identifier” that will replace the D-U-N-S® number**. The UEI will be requested in, and assigned by, the System for Award Management (SAM.gov).

- The UEI is a 12-character alphanumeric ID.
- The DUNS Number has been removed from SAM.gov and DSBS Websites.
- Entity registration, searching, and data entry in SAM.gov now require UEI.

Begin using **UEI** (Unique Entity ID) **on all correspondence**

Business Cards

Capability Statements

Email Signature Block

Sources Sought Responses

Proposal/Offer/Bid



DSBS



Did you know that USACE Contracting Officers, Contract Specialist, Project Managers, etc. must review the DSBS Website to fulfill market research requirements?

What does that tell us? UPDATE your DSBS Company Profile! And it's FREE Advertising!

SBA's Dynamic Small Business Search (DSBS) Website

https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

4 Important sections in profile: *There is no limit to the amount of data entered.*

Capability Narrative: Be Specific!

Example: Hammer Construction company provides civil horizontal general construction services to include Renovation, Repairs, Demolition, HVAC repair primarily in state of Texas (or in Dallas Fort Worth TX geographical area, or North & Central Texas Area).

Example: Squeaky Clean Janitorial Company provides all commercial, government, and federal cleaning services in Dallas Fort Worth TX area (or in Central Texas area to include City of San Antonio, TX).

Bonding Levels: Most import for construction contractors. Update as they increase!

Example: Search certified 8(a) construction contractor, HVAC repair, in DFW area w/ bonding capacity of \$2 Million. If bonding amount is outdated and you have \$1 Million in profile, you will not appear in search results.

Keywords: Add ALL Keywords used in industry. Even if same words are listed in the Capabilities Narrative field.

Examples: General Construction, Vertical, Horizontal, Civil, Mechanical, Engineering, Renovation, Repair, Demolition, HVAC, SCIF, Design Build, Design Bid Build, Environmental Services, General Contractor, Project Management, Plumbing, Roofing, Military, Parking, Landscaping, Design, New Construction, Architect, Engineer, Excavation, Heavy Highway, Street, Road, Bridge, Concrete, Foundation, Site Prep, Lakes, Dam, Levee, Hangers, Modular, Warehouse, Storage Shipping Containers, Custodial, Janitorial, Mowing, etc.

Performance History / References: Add as many contracts as possible to convey past performance. May provide contracts where you were "Sub-contractor", just identify \$ portion of work. If no Govt. experience, may add projects with city or state agencies.



CAPABILITY STATEMENT



Items to remember:

General Services? Capabilities? Specific Experience? Performance Rating? Strengths?	Construction, Janitorial, Landscaping, Mowing, Engineering, Environmental Mechanical, Repairs, Demolition, Plumbing, Roofing, Design, Excavation Replaced Roof on ?? SF Bldg., Bridge Repair Benbrook Lake How well did you perform (CPAR)...Satisfactory, Very Good, Exceptional. Was project completed on time or ahead of schedule. *If you had challenges, what was your solution?
Knowledge?	Past work w/ Govt., federal agencies, city, state.
Bonding?	\$ Single / Aggregate
Socio-economic?	SB, SDB, 8(a) Certified, HUBZone, SDVOSB, WOSB, etc.
UEI?	12-character alphanumeric ID.
CAGE Code?	5-character alphanumeric.

Target Audience may be:

Project Managers	Program Managers	Military Installation Personnel
Lake Office Personnel	Technical Staff	
Contracting Officer	Contract Specialist	Small Business Advocate

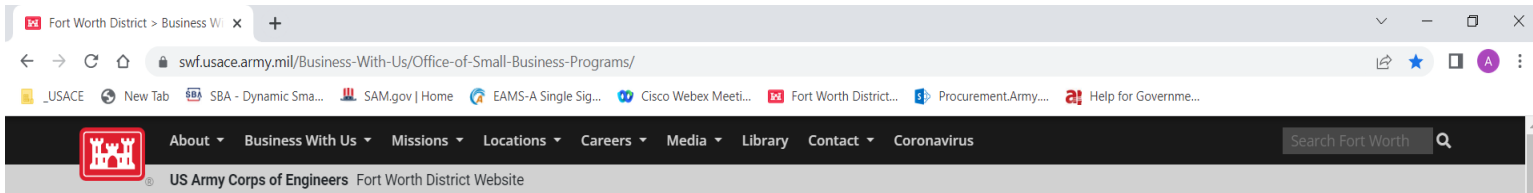
Question: What is the number 1 repair service in state of Texas during the summer?

ANSWER: HVAC Repair Services



OFFICE OF SMALL BUSINESS WEBSITE

<http://go.usa.gov/xPQUK>



Home / Business With Us / Office of Small Business Programs

Welcome to the Fort Worth District Small Business Programs Office

Events

[Collapse All](#) [Expand All](#)

- Industry Days
- GSA Industry Forum DFW Area 5/16/22
- SAME Ft Worth Post Industry Govt Day 5/2/22

Forecast

[Collapse All](#) [Expand All](#)

- Forecasts

Information

[Collapse All](#) [Expand All](#)

- Information

The Fort Worth District, Small Business Programs Office takes pride in supporting the Government's policy of placing a fair portion of contracts with eligible small business, small disadvantaged business, HUBZone, veteran owned small business, service-disabled veteran owned small business, woman owned small business, and Historically Black College & Universities/Minority Institutions.

Small Business energize the U.S. economy and is a vital part of the acquisition process.

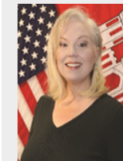
The Deputy for Small Business Programs helps develop *and* improve small business capabilities, to maximize their opportunity for contracts within the Fort Worth District geographical boundaries, on a continual basis, ensuring a broad base of capable small businesses to support our projects.

The Fort Worth District buys a variety of supplies, services, engineering, environmental and construction items.

Examples:

Construction -- Barracks, dining facilities, maintenance shops, hangers, hospitals, airfields, roads, bridges, levees, dams, central energy plants, child development centers, education training center buildings.

Engineering Services -- Concept studies, master planning, engineering studies, surveying, mapping, engineering design and construction, inspection services, hazardous and toxic waste remediation.



Ali Marshall

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U.S. Small Business Administration (SBA)
Procurement Center Representative (PCR)
Fort Worth, TX 76102
Office: 817-886-1024

Southwestern Division



Ali Marshall
Small Business
Advocate



The Fort Worth District, Office of Small Business Programs takes pride in supporting the Government's policy of placing a fair portion of contracts with eligible small business, small disadvantaged business, HUBZone, veteran owned small business, service-disabled veteran owned small business, woman owned small business, and economically disadvantaged woman owned small business.

The Deputy for Small Business Programs helps develop *and* improve small business capabilities, to maximize their opportunity for contracts within the Fort Worth District geographical boundaries, on a continual basis, ensuring a broad base of capable small businesses to support our projects.

Also provide assistance and guidance to district staff regarding regulations, procedures, & acquisition strategy as it relates to supporting small business.

- Began DSBP position in January 2022.

Background:

- 25 Years Federal Service in Acquisitions/Procurement
- 17 Years Fort Worth District as a Contract Specialist



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Office of Small Business Programs



Alisa “Ali” Marshall

Deputy, Office Small Business Programs (OSBP)

USACE, Fort Worth District (SWF)

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SWF OSBP Website: <http://go.usa.gov/xPQUK>

WANT TO DO BUSINESS WITH THE FORT WORTH DISTRICT



Schedule Capability Briefing

**CLICK TO SCHEDULE
A CAPABILITIES BRIEFING
APPOINTMENT**



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