

Small Business Workshop

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NEBRASKA BUSINESS DEVELOPMENT CENTER

Procurement Technical Assistance Center – Services Overview



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aptac-us.org

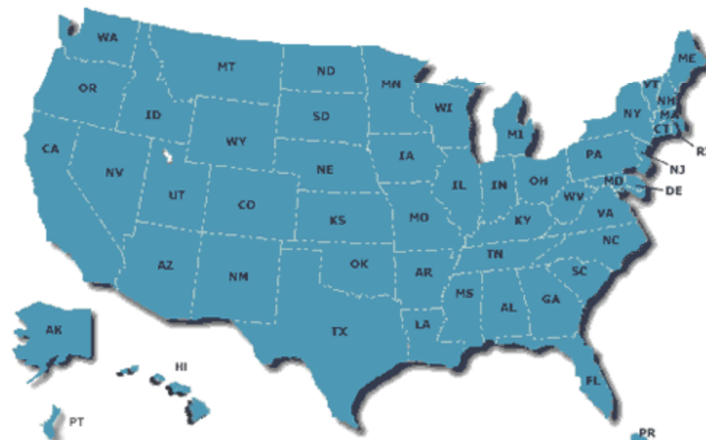
Association of
Procurement
Technical
Assistance
Centers - APTAC

CONTRACTING ASSISTANCE

Find a PTAC

Find a Procurement Technical Assistance Center

Click on the map below or use our PTAC Search Tool to find the Procurement Technical Assistance Center nearest you.



There are 96 PTACs across US, with at least one PTAC in each state

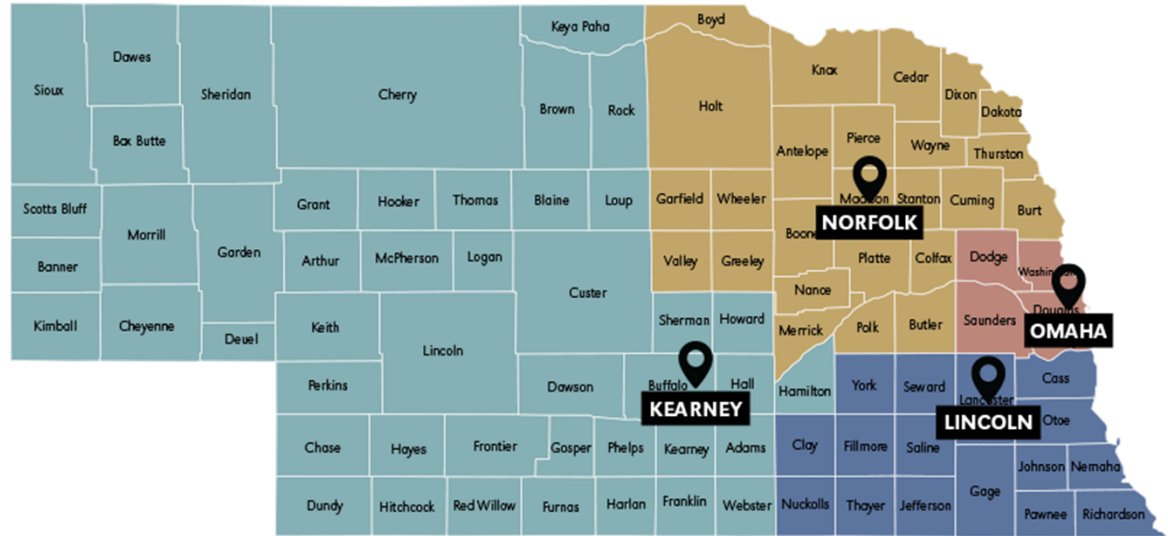
Procurement Technical Assistance Center

Procurement Technical Assistance Center (PTAC) offers consulting services, contracting workshops and networking events at *no cost* to Nebraska businesses — helping them successfully position their companies to bid, win and fulfill federal, state and local government contracts.



More about PTAC:
ptac.unomaha.edu

Upcoming PTAC Events:
ptac.unomaha.edu/events



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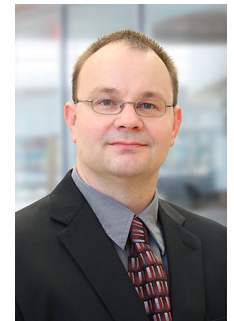
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PTAC Government Contracting Services

- Registrations (SAM)
- Certifications (SDVOSB, VOSB, 8(a), HUBZone, WOSB, EDWOSB, DBE)
- Market Research
- Bid matching
- Marketing Materials
- Proposal Review
- Events/Networking



Registrations

- Systems for Award Management
- Identifying NAICS Codes
- Help with registering
- Setting up DSBS profile

The screenshot shows the SAM.GOV website homepage. At the top, there is a navigation bar with links for Home, Search, Data Bank, Data Services, and Help. The SAM.GOV logo is prominently displayed. A banner on the right side states "Official U.S. Government Website 100% Free". The main content area is divided into two columns. The left column lists various services: Contract Opportunities (was fbo.gov), Contract Data (Reports ONLY from fpds.gov), Wage Determinations (was wdol.gov), Federal Hierarchy (Departments and Subtiers), Assistance Listings (was cfda.gov), Entity Information (Entities, Disaster Response Registry, and Exclusions), and Entity Reporting (SCR and Bio-Preferred Reporting). The right column features a "NEW Learn More" link and a "Register Your Entity or Get a Unique Entity ID" section, which includes a "Get Started" button, a "Renew Entity" button, and a "Check Registration Status" button. At the bottom, there is a search bar with the text "Already know what you want to find?" and a dropdown menu for "Select Domain..." with the example "e.g. 1606N020Q02".





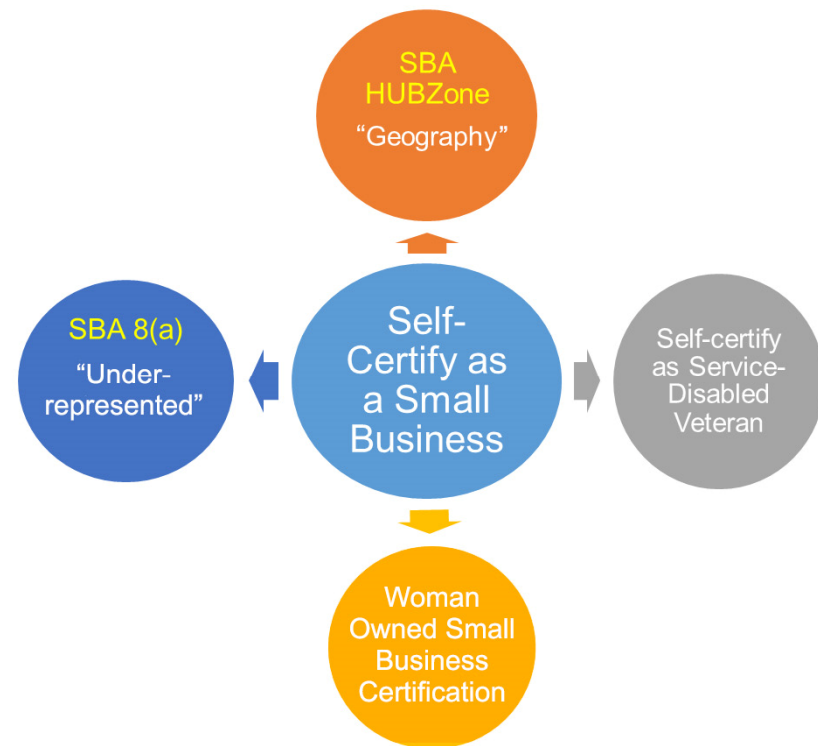
I wish I could be more helpful,
but that would violate company policy.

Source: Salesforce.com



Certifications

- Help your business understand requirements for certifications
- Advise on what documents are needed to certify
- Walk through the process and application



Market Research

- Listings of Agencies that have previously purchased similar products or service
- Information on subcontracting/ teaming opportunities
- List of Competitors in government market
- Analysis of volume, price, and award winners
- Open opportunities/ expiring contracts
- List of Agency contacts
- Analysis of small vs. large business awards



Bid Matching

- Searches through 2,100 government websites for bid opportunities (Federal, State and Local)
- Emails list daily
- Filtered by geographic preference, NAICS codes, keywords, and preference to Federal vs. State and Local opportunities
- PTAC can change profile for you at any time if you request



Marketing Materials/ Proposal Review

**U.S. DEPARTMENT OF HEALTH & HUMAN SERVICES
OFFICE OF SMALL AND DISADVANTAGED
BUSINESS UTILIZATION**

SMALL BUSINESSES ARE THE HEART OF THE ECONOMY

CAPABILITY STATEMENT BCI
Consulting • Technology • Managed Services

Business Consulting, Inc. provides strategic consulting technology services and managed services to commercial, not for profit and government organizations. Our Consulting can mobilize the right people, skills and technologies to help organizations improve their performance.

As a Minority Owned Small Business with SBA 8(a) & HUBZone certification, BCI is committed to excellence and creating innovative and flexible solutions for our State and Federal clients.

What sets BCI apart from the competition?

- Our People
- Performance-Based Processes
- Integrated Solutions Teams
- Client Relationship Management
- Strategic Mix of Technology and Business

CORE CAPABILITIES
Our technology experts and business professionals analyze research, design and implement solutions in the areas of:

- Consulting
- Technology
- Managed Services

Consulting
Our Consulting Services focus on integrated solutions designed to enhance the performance of your business. By incorporating industry best practices into your business process and management strategies, we can help you stay ahead of the competition and better serve your customers. Our services include:

- Business Strategy & Planning Support
- Change Management & Facilitation Support
- CMMI Process Development and Assessment Services
- Security Assessment
- Financial/Statistical Analysis
- Training

Technology
Our Technology Services focus on developing robust, secure and stable technology solutions for your business. By incorporating common sense solutions into seemingly daunting deliverables, we can ensure at the start of the project that we will safely deliver the product to completion. Our services include:

- Application & Web, Design & Development
- Commercial Off the Shelf (COTS) Integration
- Data Cleansing & Conversion
- Database Design, Development, & Maintenance
- Architecture Solutions
- Verification & Validation Service

Managed Services
Many companies these days choose to focus on their core strengths and outsource certain business processes. If you choose to go that route, BCI can help you in the following areas:

- Business Process Outsourcing
- Application Outsourcing
- Resource Management
- Help Desk Services
- Infrastructure Outsourcing

Federal Certification

- SBA – 8(a)
- SBA – HUBZone
- SBA – 8DB

Contract Vehicles
SBA – IT Schedule GS-35F-1234
District of Columbia MOBIS Supply Schedule (DCSS)
State of Maryland (CATSR)

State Certifications

District of Columbia

- WMATA (DBE)
- District of Columbia (DBE)

Maryland

- MDOOT (MBE/DBE)
- Small Business Reserve (SBR)

Virginia

- MWAAA-DBE & LDBE
- VACritical

Local Government

- Prince George's County, MD (MBE)
- Howard County, MD (MBE)

County Government

- Washington Suburban Sanitary Commission (WSSC)

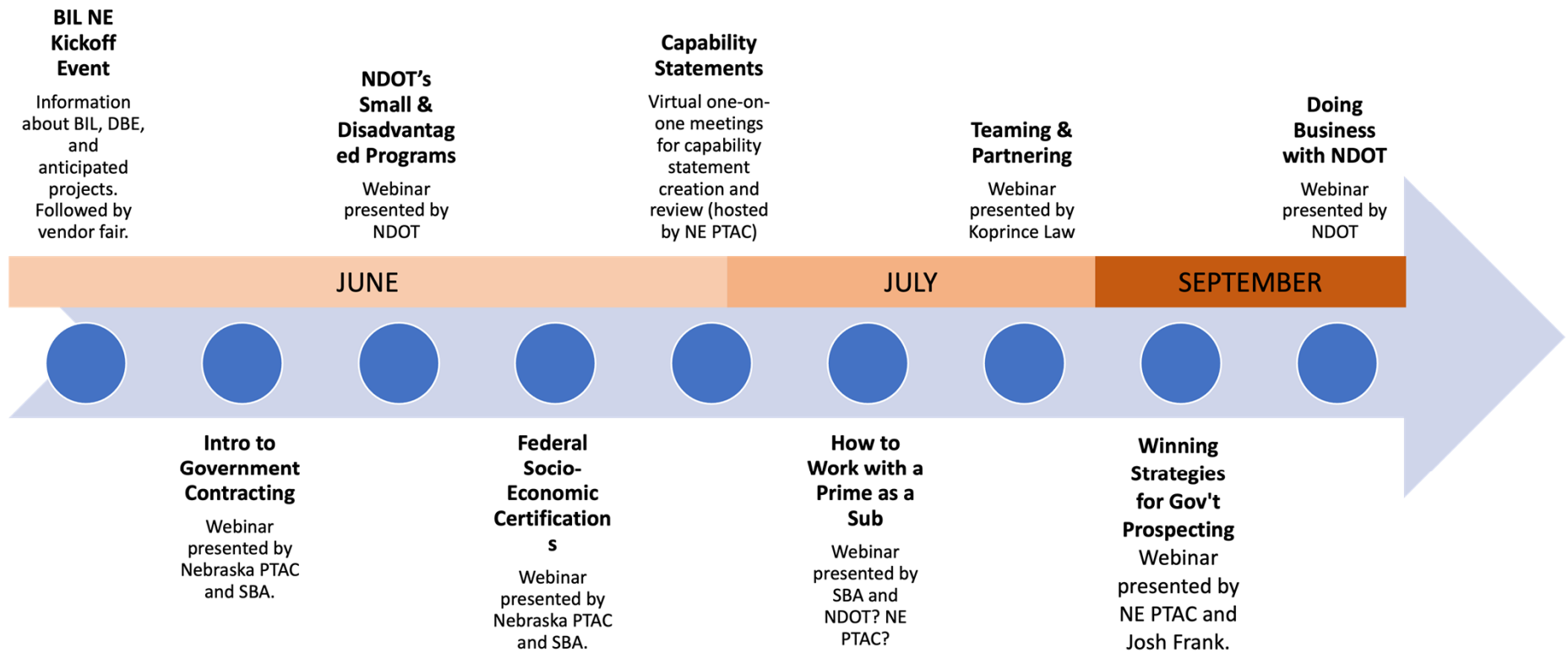
Non-Government

- NINQDC-The Minority Supplier Development Council- MD/DC MSDC (MBE)
- US Pan Asian American Chamber of Commerce (USPAACC-MBE)

- Capability Statement
 - What Information Should be included
 - Best Format
 - How to tailor to agency/ opportunity
 - PTAC consultants can review and make suggestions for improvement
- Proposal Review
 - Review of proposal for RFP compliance



Get Ready for BIL (Bipartisan Infrastructure Law)



Upcoming Conference - October 18th – 20th, 2022

Participating Agencies:

- Offutt Air Force Base
- FE Warren Air Force Base
- General Services Administration –
Building Maintenance & Operations
- US Army Corps of Engineers
- Nebraska National Guard
- National Park Service –
Midwest Region
- Union Pacific
- Small Business Administration (SBA)

**MEET THE BUYERS
CONFERENCE**

October 18 - 20

nbdc
PROCUREMENT TECHNICAL
ASSISTANCE CENTER

ptac.unomaha.edu/mtb



Newsletters & Success Stories



nbdc
NEBRASKA BUSINESS
DEVELOPMENT CENTER

**CLIENT
PROFILE**

Sanitize360



nbdc
PROCUREMENT TECHNICAL
ASSISTANCE CENTER

NEWSLETTER

**NBDC PROCUREMENT TECHNICAL ASSISTANCE CENTER
May 2022**

[ABOUT PTAC](#) | [ABOUT NBDC](#) | [PTAC EVENTS](#) | [BUSINESS RESILIENCY RESOURCES](#)



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U.S. Small Business
Administration



U Business

Serves the public in 3 primary roles:

1. **SBA Guaranteed Loan Programs**

- Open small business and entrepreneurial access to credit and capital
- SBIC program: licensed/funded investment companies through SBA

2. **Fair access to Federal government contracts**

- Small Business Act – created socio-economic programs
- Congress-mandated procuring agency contracting goals
- Oversight of buying agencies

3. **Counseling assistance via federally-funded partners**

- SCORE, SBDC's, WBC's, STEP, FAST, VBOC's, specialty programs: Startup-in-a-day, InnovateHer, Growth Accelerator Fund, etc..

***Office of Advocacy/Ombudsman –**

- Advocacy is the independent voice for small business in the federal government
- The Ombudsman assists small businesses that experience unfair federal regulatory enforcement actions

***Disaster Assistance** – Counseling and financial assistance for both businesses and home owners who are rebuilding after a disaster

***Surety Bonding** – SBA guaranteed surety bonds to help small businesses win contracts

SBA's Role in Fair Access to Federal Contracts

Role of oversight and advocacy:

- SBA Scorecard
 - Monitor agency spending with socio-economic groups – report to Congress
- Small business regulations
 - Create and interpret regulations to create fairness for small businesses in the buying environment
- Procurement Center Representatives (PCRs) and Commercial Market Representatives (CMRs)
 - PCR: Role is to guide buying agencies to contract with small businesses
 - CMR: Role is to oversee large primes with subcontracting plans to be sure using small businesses
- Protest
 - Size or status protest
 - Certificate of Competency

District Offices

- 64 District Offices – at least one in every state including Guam and PR
- Connect small businesses to funded resource partners
- Manage the 8a-certified portfolio of firms in the state
- Outreach and training on all 5 federally-recognized socio-economic programs and legislative/policy updates

What the district offices DON'T do:

- Protest and appeals
- Certify any of the socio-economic groups
- Certify small businesses

Equity in Procurement



NEWS RELEASE

PRESS OFFICE

Release Date: December 2, 2021 Contact: press_office@sba.gov, www.sba.gov/news
Release Number: 21-112 Follow us on [Twitter](#), [Facebook](#), [Blogs](#) & [Instagram](#)

Statement by Administrator Guzman on SBA-Proposed Reforms to Increase Equity in Federal Buying
Major changes adopted by OMB will help boost access to \$560 billion in contracting opportunities for disadvantaged small businesses

WASHINGTON – Today, [U.S. Small Business Administration \(SBA\) Administrator Isabella Casillas Guzman](#) released the following statement applauding [major reforms](#) being made by the Biden-Harris Administration to level the playing field for all contracting entrepreneurs through a more equitable federal procurement system and buying strategy:

- ✓ Increase SDB Goal to 11% in 2022
- ✓ Increase SDB Goal to 15% by 2025
- ✓ SBA becomes a voting member of the Category Leadership Council
- ✓ Increase the number of new entrants to the federal marketplace to reverse the decline in the small business supplier base.

SBA Point of Contact

www.sba.gov/NE

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U.S. Small Business Administration

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DOING BUSINESS WITH US

- Contact the SB Office
- Present your capabilities. Send updated SOQs
- Track SAM.gov (pre-solicitations, solicitations, awards, special notices, etc.)
- Respond to Sources Sought Notices, update DSBS profile
- Network! attend Industry Days, SB Conferences, etc.
- Subcontracting - contact Large Primes, existing IDIQs
- Forecasts. Upcoming MATOCs/SATOCs
- Good Performance!!
- Utilize your SB resources – PTAC, SBA, etc.



US Army Corps
of Engineers®



BUSINESS WITH US

Link to District Contracting Opportunity Forecast

- Provided for Information only
- Formal request for proposal and invitation for bids will be publicized on the beta.SAM.gov Website

[HTTP://WWW.NWO.USACE.ARMY.MIL/BUSINESS-WITH-US](http://www.nwo.usace.army.mil/business-with-us)

US Army Corps of Engineers - Omaha District

Significant Anticipated Contract Actions
Published March 4, 2019

Program	CBEST	Location	Action Description	NAICS	Adv. Date	Value	Proposed Acq. Strategy
1	MILCON	FE Warren AFB, WY	HEALTH/Maintenance Facility	236220	FY20	\$25M - \$100M	Full & Open
2	MILCON	1464 Minot AFB, ND	HEB AMBU/M/Alert Shelter/Ops Facility	236220	3rd Qtr FY19	\$25M - \$100M	Full & Open
3	MILCON	1032 USAFA, CO	Design Build USAFA CyberWork	236220	Advertised	\$25M - \$100M	Full & Open
4	MILCON	1400 Ft. Carson, CO	Vehicle Maintenance Shop	236220	3rd Qtr FY19	\$25M - \$100M	Full & Open
5	MILCON	968 Minot AFB, ND	Indoor Firing Range	236220	Advertised	\$25M - \$100M	Full & Open
6	MILCON	3419 Offutt AFB, NE	USSTRATCOM Parking Lot	236220	3rd Qtr FY19	\$5M - \$10M	SB
7	MILCON	1463 Ft. McCoy, WI	MCA Family Housing New Construction	236210	Advertised	\$5M - \$10M	Full & Open
8	MILCON	1436 Ft. Warren AFB, CO	Military Working Dog Kennel	236220	3rd Qtr FY19	\$1M - \$5M	SB
9	MILCON	2947 Ft. Carson, CO	Fire Station Support Bldg.	236220	4th Qtr FY19	\$1M - \$5M	SB
10	MILCON	Ft. Carson, CO	NIGCE Sat. Infrastructure Support	236220	FY20	\$1M - \$5M	SB
11	MILCON	USAFA, CO	UMM&C Expand Modified Facility	236220	FY20	\$1M - \$5M	SB
12	MILCON	3209 Ft. Warren AFB, WY	Enclosed Fire Training Range	236220	TBD	\$1M - \$5M	SB
13	MILCON	Rockwell AFB, IA	Large Vehicle Inspection Building	236220	FY20	\$1M - \$5M	SB

US Army Corps of Engineers - Omaha District

Business With Us - Small Business

Contract Opportunities
Omaha Contractor Quality Management (CQM) Training
Other Districts CQM Classes
Contracting Opportunities (Beta SAM)
Twitter: @OmahaUSACE #EthicalOps
Upcoming Opportunities
What we buy and don't buy
Current Small Business MATOCs
Current Large Business MATOCs

Omaha District - Small Business Metrics
Fiscal Year 20

Announcements
Small Business Open House
The U.S. Army Corps of Engineers, Omaha District is very excited to announce the hosting of a Small Business Open House on **19 March 2019**.
For more information please click here to be notified to be the first to see the Beta Sam webpage announcement!

Market Research Tools
Register Now!
The U.S. Army Corps of Engineers (USACE) Omaha District's Small Business Office (SBO) maintains a list of vendors who have expressed interest in doing work with our District. In an effort to streamline the process of adding vendors to this list, the below link has been created to capture your firm's key information.
The information will be used for market research purposes only. Responding to this invitation does not increase or decrease your odds of receiving a government contract. Responding is not required to be awarded. It is simply a tool used to identify small businesses and share your capabilities and qualifications with

Announcements
Flood Fight Contracts
During the recovery stages of the 2019 Nebraska, Iowa and Missouri Floods, the U.S. Army Corps of Engineers is going to be awarding approximately 36 contract actions. Of those, 9 actions have been determined not to be appropriate for a Small Business set-aside either based on complexity, bonding limits or a combination of both. Thus, these actions will be awarded as Task Orders using our RDI (Rapid Disaster Infrastructure) contract ID. The remaining 27 or so contracts will be issued using processes in accordance with the Stafford Act.

Announcements
Naming Convention
The US Army Corps of Engineers Contract Naming Convention
EXAMPLE SOLICITATION / CONTRACT
W9128F18R0001

SAM.gov

Contract Opportunities

Search Results

Renovation of Dock 5 (B-52 Renovation), Minot AFB, ND

Keywords: AFB, ND

Search Code: **W9128F**

National Intrepid Center of Excellence (NICoE) Satellite Infrastructure Support, Ft. Carson, CO

US Army Corps of Engineers - Omaha District

Large Business MATOCs

Contract ID	Multiple or Single Award IDIC	Vendor Name	Last Date to Order	Contracting Amount From (to)	NAICS Code	Requirement Description
W9128F180007	MULTIPLE AWARD	MICHAEL BAKER GLOBAL SERVICES LLC	28 Jul 20	\$95,000,000.00	23820000-00	23820000-00 TENANT RENOVATION
W9128F180008	MULTIPLE AWARD	FLUOR FEDERAL SERVICES, INC	28 Jul 20	\$95,000,000.00	23820000-00	23820000-00 TENANT RENOVATION
W9128F180009	MULTIPLE AWARD	KILLOGG BROWN & ROOT SERVICES, INC	28 Jul 20	\$95,000,000.00	23820000-00	23820000-00 TENANT RENOVATION
W9128F180010	MULTIPLE AWARD	URS GROUP, INC.	28 Jul 20	\$95,000,000.00	23820000-00	23820000-00 TENANT RENOVATION
W9128F180011	MULTIPLE AWARD	WESTON SOLUTIONS, INC.	28 Jul 20	\$95,000,000.00	23820000-00	23820000-00 TENANT RENOVATION
W9128F180022	MULTIPLE AWARD	CAPE ENVIRONMENTAL MANAGEMENT INC.	4 Jul 21	\$400,000,000.00	23710000-00	23710000-00 INFRASTRUCTURE MAINTENANCE AND UT. TEMPORARY - 840
W9128F180023	MULTIPLE AWARD	WETBON SOLUTIONS, INC.	4 Jul 21	\$400,000,000.00	23710000-00	23710000-00 INFRASTRUCTURE MAINTENANCE AND UT. TEMPORARY - 840
W9128F180024	MULTIPLE AWARD	GILMAN FEDERAL	4 Jul 21	\$400,000,000.00	23710000-00	23710000-00 INFRASTRUCTURE MAINTENANCE AND UT. TEMPORARY - 840
W9128F180025	MULTIPLE AWARD	CS&I FEDERAL SERVICES LLC	4 Jul 21	\$400,000,000.00	23710000-00	23710000-00 INFRASTRUCTURE MAINTENANCE AND UT. TEMPORARY - 840
W9128F180027	MULTIPLE AWARD	JAMEC FOSTER ANNEHLER ENVIRONMENTAL & INFRASTRUCTURE, INC.	28 Aug 21	\$400,000,000.00	23710000-00	23710000-00 INFRASTRUCTURE MAINTENANCE AND UT. TEMPORARY - 840
W9128F180074	MULTIPLE AWARD	INFOS & COMPANY	18 May 21	\$16,000,000.00	44130000-00	44130000-00 ARCHITECT ENGINEER
W9128F180075	MULTIPLE AWARD	JOHNSON & JOHNSON ENGINEERING, CONSTRUCTION, INC.	18 May 21	\$16,000,000.00	44130000-00	44130000-00 ARCHITECT ENGINEER
W9128F180081	MULTIPLE AWARD	KARL CHURCHMAN CHAPMAN & TWOMEY PC	25 Sep 22	\$9,900,000.00	54130000-00	54130000-00 ARCHITECT ENGINEER
W9128F180082	MULTIPLE AWARD	WILEY & WILSON, INC.	25 Sep 22	\$9,900,000.00	54130000-00	54130000-00 ARCHITECT ENGINEER

Link to existing IDIQs



US Army Corps of Engineers®



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Webpage:

<http://www.nwo.usace.army.mil/Business-With-Us>

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Small Business Workshop

Questions for the Panel