

# DOING BUSINESS WITH USACE – OMAHA DISTRICT (NWO) A GUIDE FOR SMALL BUSINESS

Prepared by  
The Omaha District Office of Small  
Business Programs (OSBP)  
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US Army Corps  
of Engineers®

U.S. ARMY

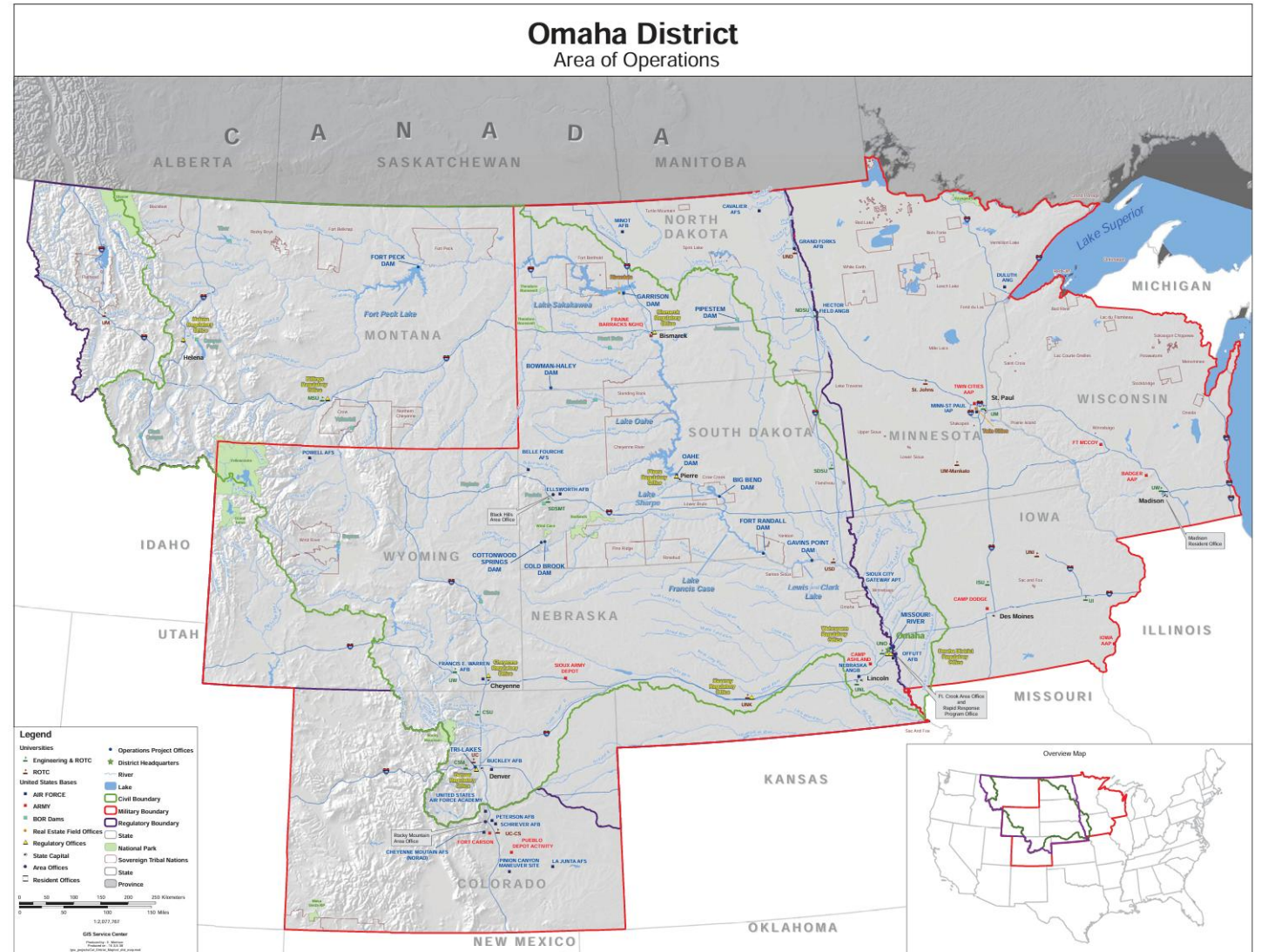
# ABOUT THE USACE OMAHA DISTRICT

Supports **military**, **civil works**, environmental, and emergency response missions

Primary geographic area includes Nebraska, Iowa, North Dakota, South Dakota, Montana, Wyoming, and parts of Colorado

Part of the U.S. Army Corps of Engineers Northwestern Division (NWD)

Omaha District (NWO) - W9128F  
 Kansas City (NWK) - W912DQ  
 Seattle District (NWS) - W912DW  
 Portland District (NWP) - W9127N  
 Walla Walla District (NWW) - W912EF



<https://www.nwo.usace.army.mil/Locations/>

# WHY WORK WITH USACE?

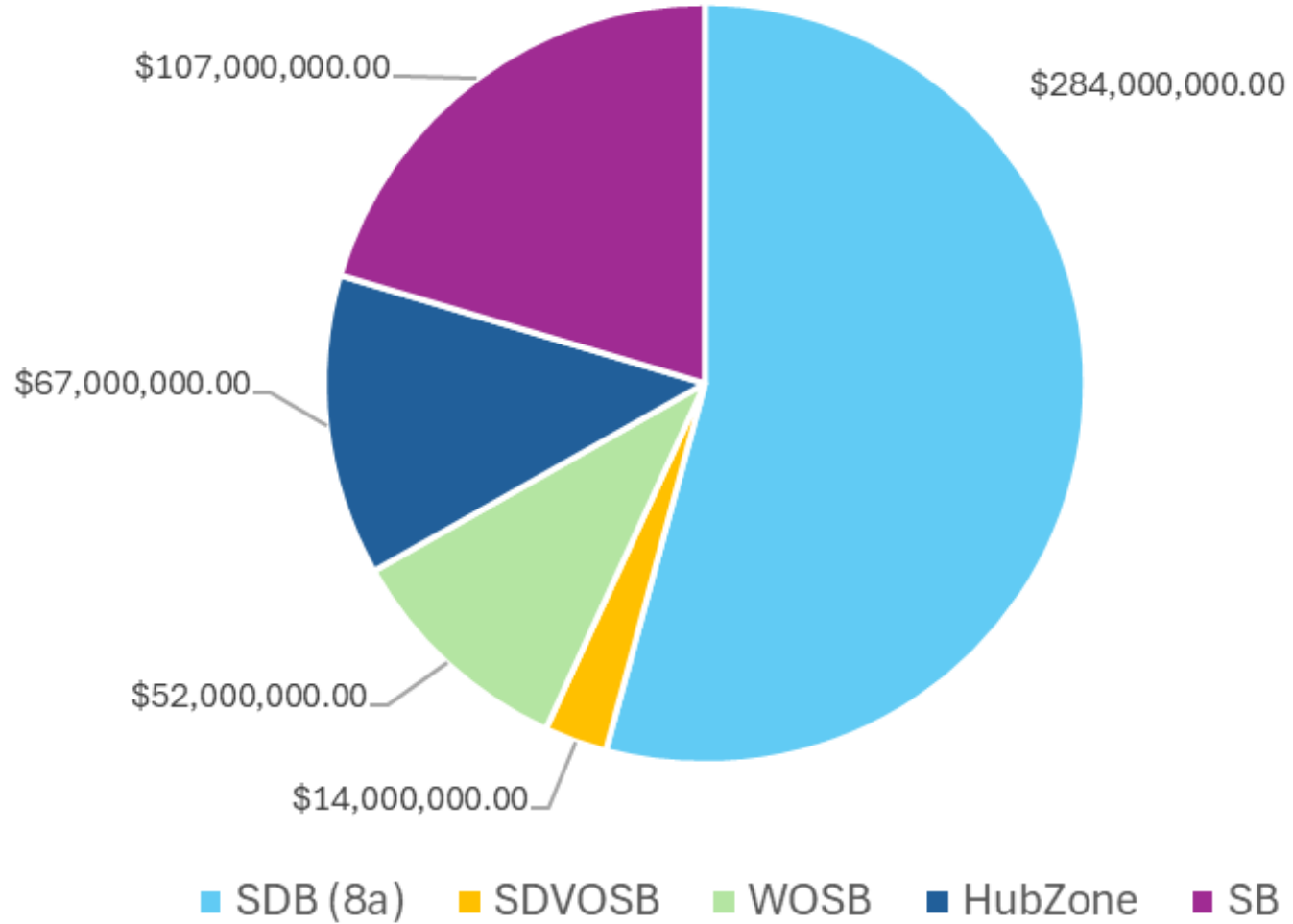
- Long-term federal contracting opportunities
- Strong emphasis on small business participation
- Wide range of contract types and NAICS codes
- Opportunities for prime contracts and subcontracting
- Potential for repeat business across multiple projects and districts





# SMALL BUSINESS PROGRAMS FY 25

Total Awarded Dollars by Socio-Economic category





# WHAT THE TEAM IS LOOKING FOR

- Relevant past performance and experience**
- Financial capability and bonding capacity**
- Qualified workforce and technical expertise**
- Safety performance and quality control systems**
- Ability to meet schedule and compliance requirements**

# MANDATORY CENTERS OF EXPERTISE (MCX)



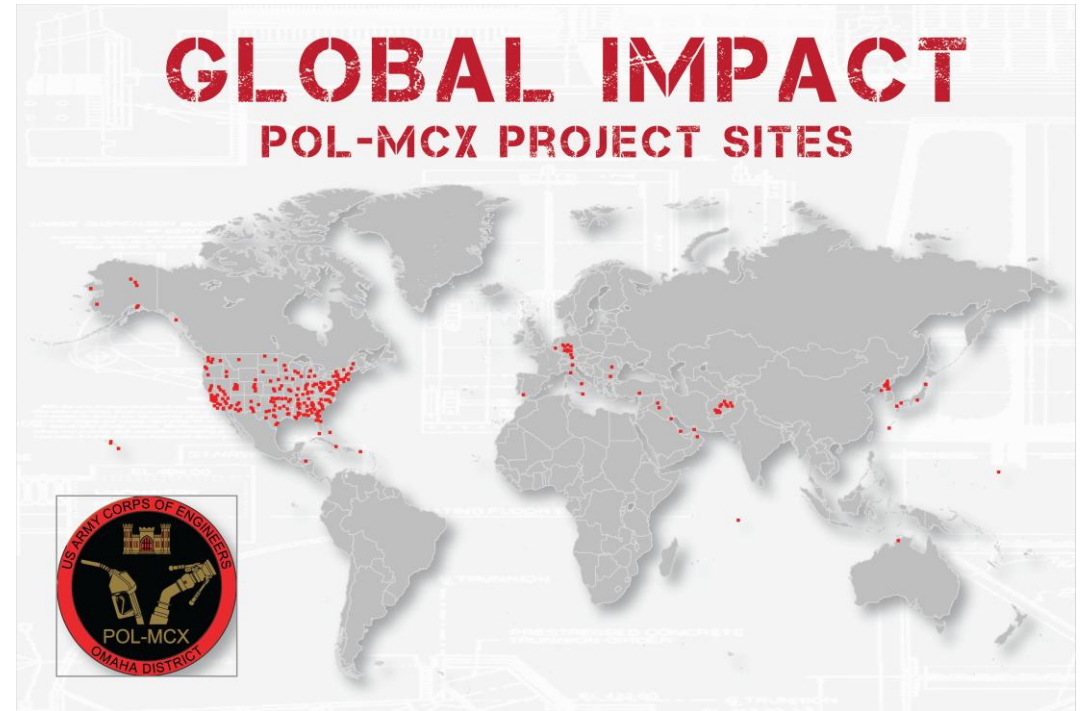
**PROTECTIVE DESIGN**  
CENTER OF EXPERTISE

**Focus:** Security engineering, antiterrorism, force protection, and blast-resistant design



**TRANSPORTATION  
SYSTEMS CENTER**

**Focus:** Military airfields, railroads, and roadways.



**Focus:** Military fueling and fuel storage/delivery systems.



# COMMON CONTRACT TYPES

- Construction - design-build projects and design-bid-build (DB/DBB)
- Architecture and Engineering (AE)services
- Environmental remediation (ER) and studies
- Operations and maintenance services
- Administrative, and professional support services



# TOP 3 WAYS THE SBO CAN HELP



Connect firms with contracting personnel and project managers



The SBO mission is to build and maintain a strong SB Program

[Click HERE for Upcoming Opportunities](#)

## Contract Opportunities

[Omaha Contractor Quality Management \(CQM\) Training](#)

[Other Districts CQM Classes](#)

[Contracting Opportunities](#)

[Current IDIQ Contracts](#)

Share forecast and outreach information

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

# WEBSITES TO VISIT AND POCS

USACE Omaha District Small Business Office

Website: <https://www.nwo.usace.army.mil/Business-With-Us/Small-Business/>

SAM.gov: <https://sam.gov>

SBA: <https://www.sba.gov>

Apex: <https://www.apexaccelerators.us/#/>

\*Lynx- <https://www.lynxconnect.io/>

“<https://business.defense.gov/Engage/News/Article/4392554/dow-launches-lynx-to-help-businesses-enter-and-compete-in-defense-markets/>”

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# Commonly Used USACE Contracting Acronyms

Acronym	Meaning
KO	Contracting Officer
COR	Contracting Officer Representative
RFP	Request for Proposal
RFQ	Request for Quote
IFB	Invitation for Bid
IDIQ	Indefinite Delivery/Indefinite Quantity
MATOC	Multiple Award Task Order Contract
SAT	Simplified Acquisition Threshold
SB	Small Business
SBA	Small Business Administration
SAM	System for Award Management
NAICS	North American Industry Classification System
CPARS	Contractor Performance Assessment Reporting System
FAR	Federal Acquisition Regulation
DFARS	Defense Federal Acquisition Regulation Supplement