

PROGRAM OVERVIEWS

SWD PROGRAM TEAM MEMBERS

FORT WORTH DISTRICT FUTURE

January 17, 2024
0900-1000

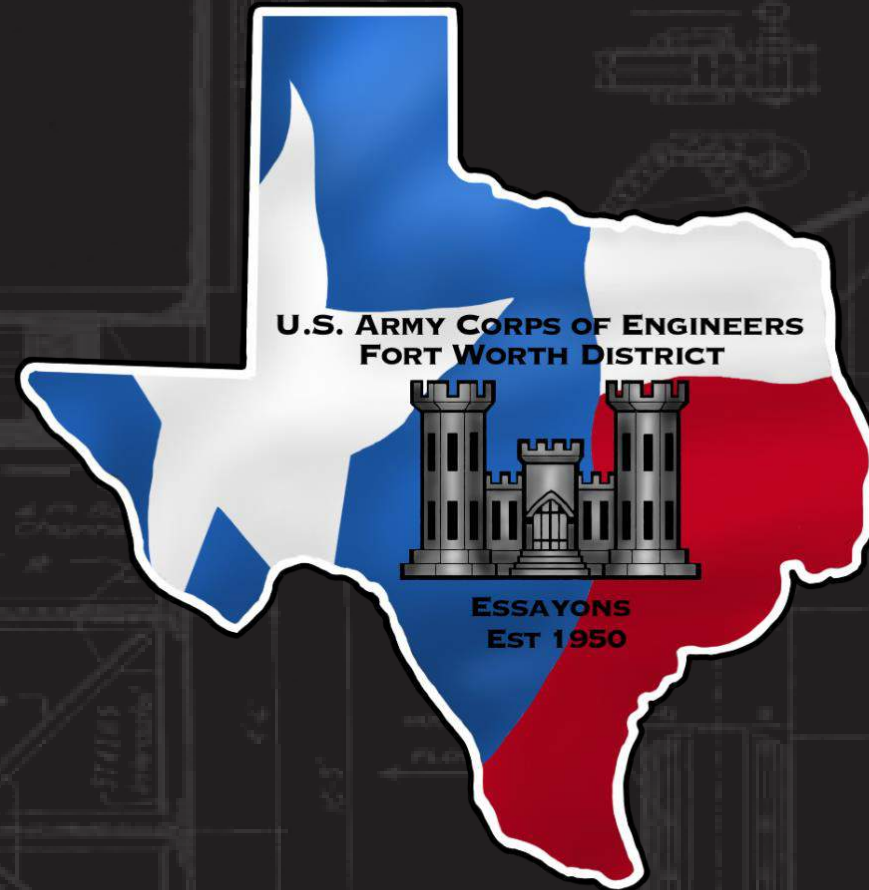
Robert “Rob” Giacomozzi, II
Chief, Program & Professional Support Branch
Programs and Project Management Division
USACE Fort Worth District



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FORT WORTH DISTRICT FUTURE



Rob Giacomozzi



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AGENDA

1. Fort Worth District Overview
2. B21 Program
3. Dallas Floodway
4. CBP
5. PIEE

**SWF Small
Business
Program Office**



**Contractor
Opportunities!!**



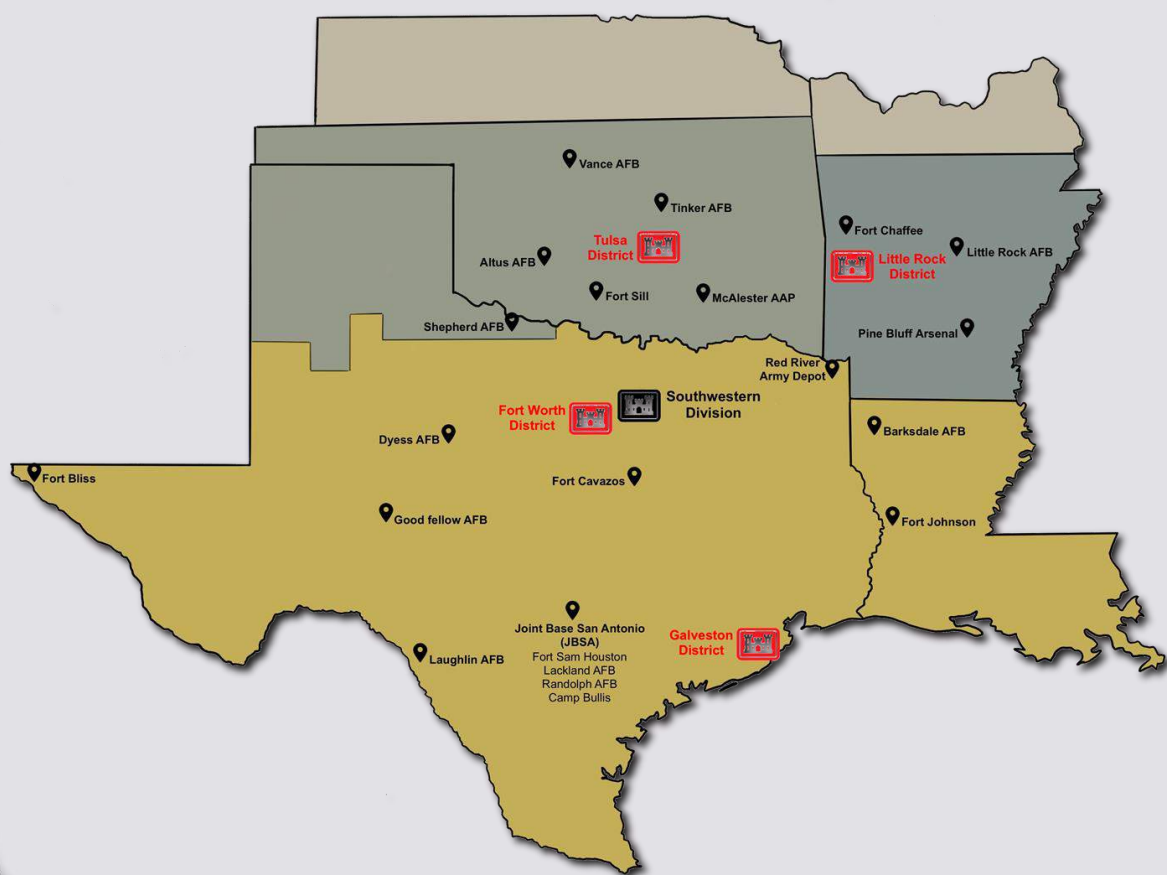
U.S. ARMY



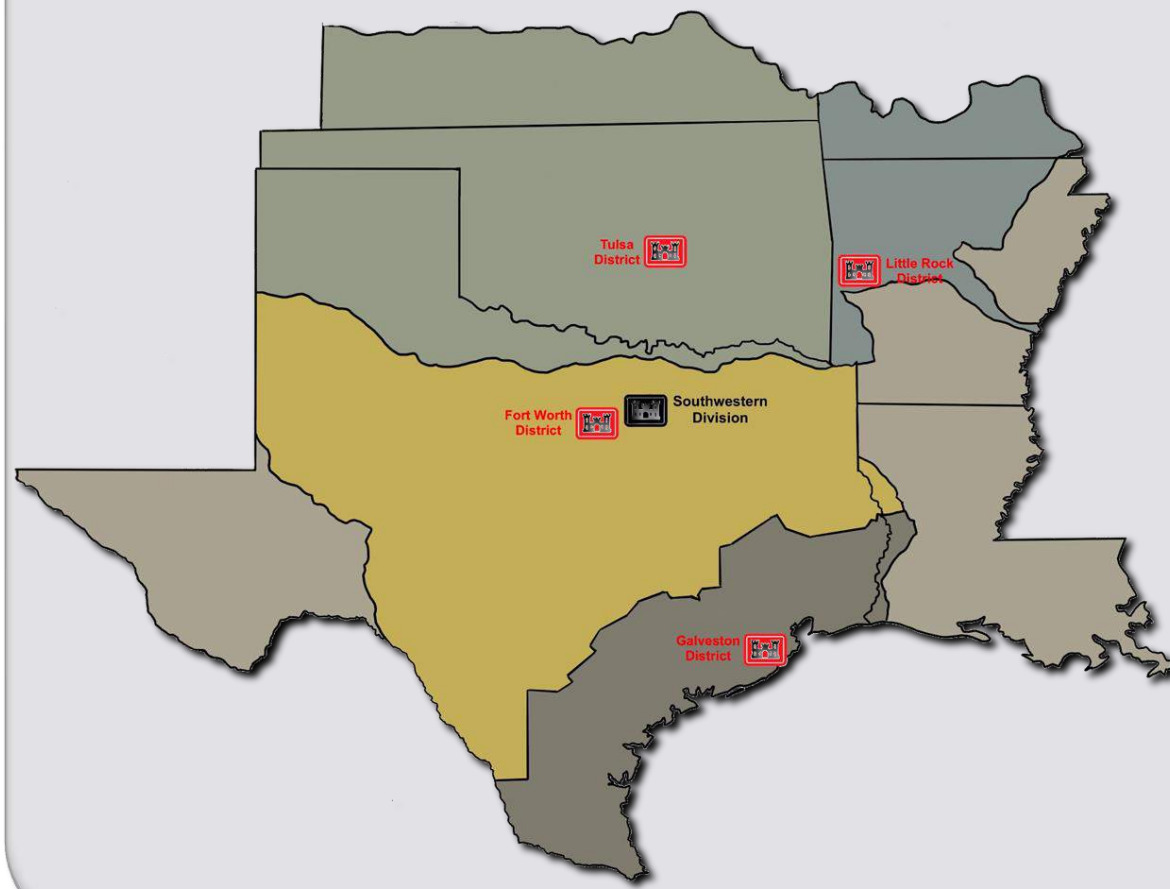
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FORT WORTH DISTRICT BOUNDARIES

MILITARY



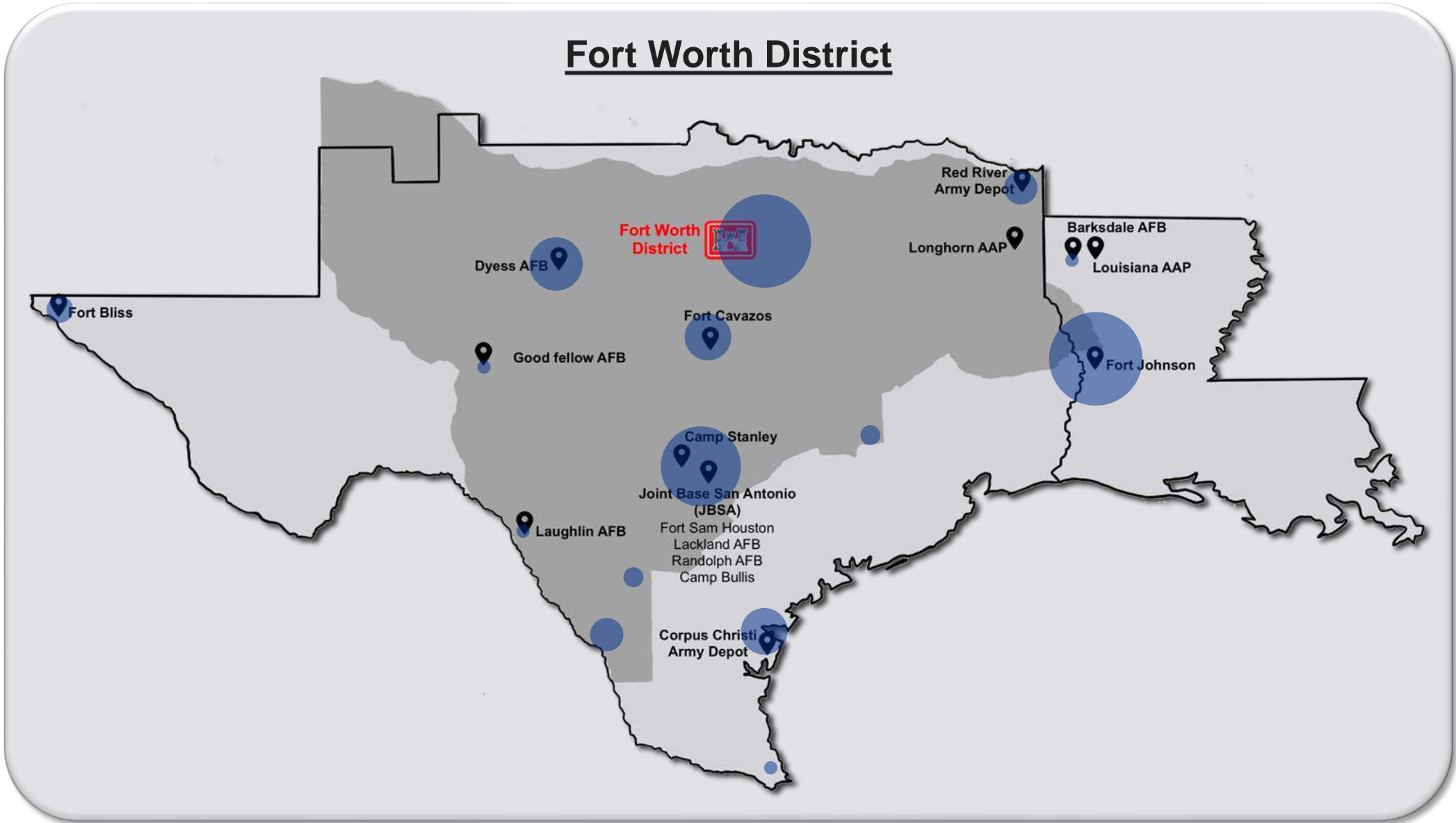
CIVIL





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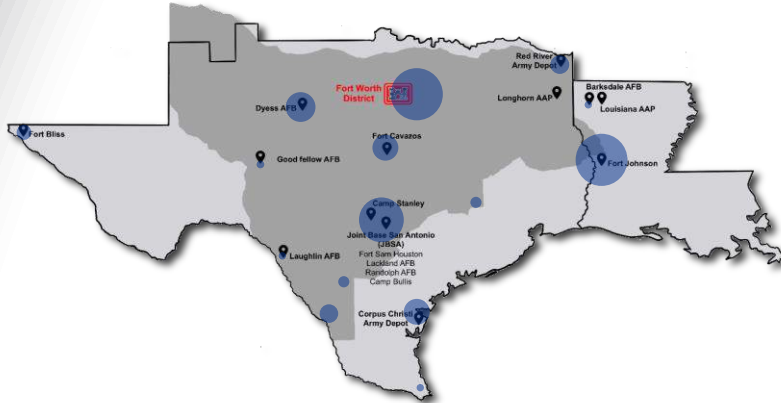
FORT WORTH DISTRICT 3YR HEAT MAP



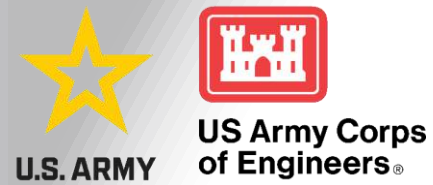


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DYESS B-21 PROGRAM



		Range (\$)	RFP Issue
FY24	<ul style="list-style-type: none"> FY25 Fuels/Admin Laboratory 	\$1M - \$5M	FY24 Q2
FY25	<ul style="list-style-type: none"> FY25 Fuels/Admin Laboratory FY25 Refueler Truck Yard 	\$10M - \$25M \$10M - \$25M	FY24 Q4 FY24 Q4
	FY26	<ul style="list-style-type: none"> FY26 Utilities & Site Improv. FY26 Mission Planning Facility FY26 LO Corrosion Control Fac. 	\$25M - \$50M \$25M - \$50M \$100M - \$250M



DYESS B-21 PROGRAM

FY25 B-21 LRS Fuels/Admin Laboratory

Est \$ Range: \$10M - \$25M

Est Advertise Date: FY24 Q2

Est Award Date: FY25 Q1

Set-Aside: SB

Type: Design Bid Build

Location: Dyess AFB, Abilene, TX 79607

Scope:

Construct a new Logistics and Readiness Fuels Squadron (LGRF) Administrative and Laboratory facility for the 7th LRS at Dyess AFB, which consists of administrative space, command space, laboratory space, physical control capability and proximity to the refueler truck yard. The construction includes a single-story facility with reinforced concrete drilled pier foundation, load-bearing masonry walls, exterior insulating finish system, standing seam metal roof on light gauge steel roof framing, and interior finishes. The facility also includes laboratory fixtures including grounding rails, sinks, cabinetry, water filtration, vented enclosure, and dedicated heating, air conditioning and drainage; base wide fuel system control interface; electrical; secure communications; connection for backup generator per AFI 32-1062; mass notification system; and fire suppression and alarm systems. The project constructs a small metal building with overhead sectional doors at each end for use as equipment storage. This building will be enclosed but will not require lighting, plumbing, cooling or insulation.

* Information submit to change.

FY25 B-21 Refueler Truck Yard

Est \$ Range: \$10M - \$55M

Est Advertise Date: FY24 Q2

Est Award Date: FY25 Q1

Set-Aside: SB

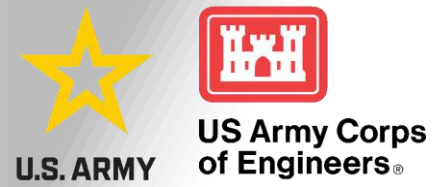
Type: Design Bid Build

Location: Dyess AFB, Abilene, TX 79607

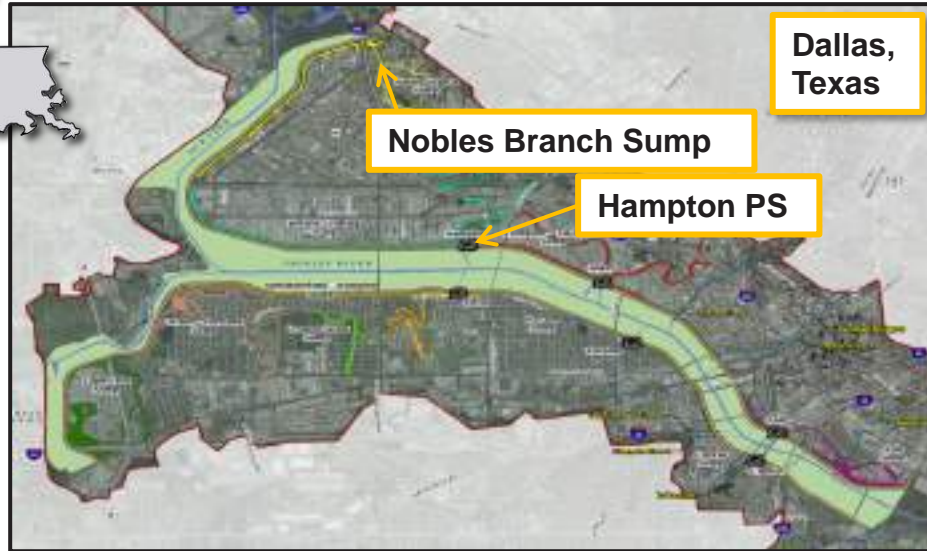
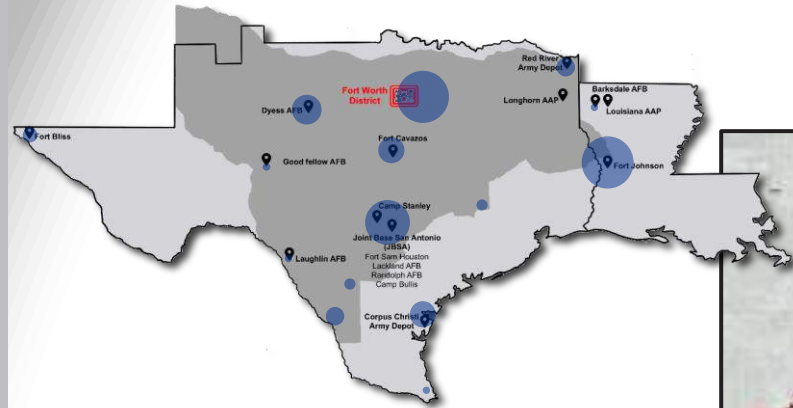
Scope:

Construct a new Refueler Truck Yard for the 7th LRS at Dyess Air Force Base. Construction includes refueler truck parking with 9-inch reinforced concrete pavement, secondary containment, area lighting, and pavement markings. Construct covered vehicle parking canopies within the refueler truck parking area with metal superstructure, metal roofing and lighting. Construct secondary containment for the R-11 refuelers consisting of trench drains, ductile iron pipe drain lines and a concrete containment basin. Construct a contractor-controlled access control point with gate for construction activities. Construct covered equipment storage building adjacent to refueler truck parking area with concrete foundation, metal superstructure, metal roofing, metal wall covering, and lighting. The storage building will not be insulated or require plumbing or cooling.

* Information submit to change.



DALLAS FLOODWAY PROJECT OPPORTUNITIES

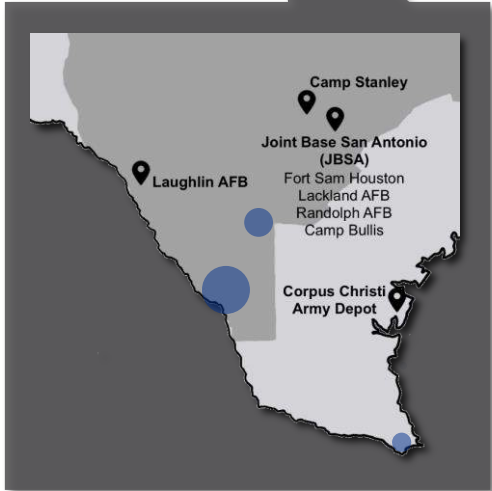
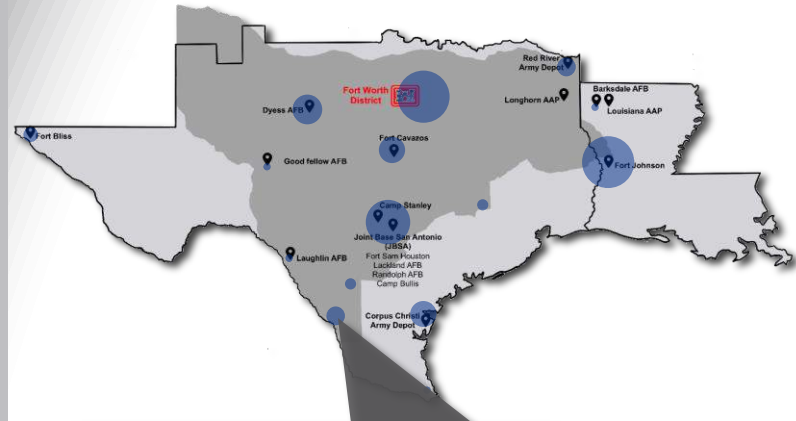


The Dallas Floodway is a complex set of projects in cooperation or partnership with multiple units of local, state, and federal government. It addresses a number of regional concerns, although flood protection for the citizens of Dallas remains the cornerstone of this multi-faceted effort. A number of features are currently under construction across the floodway to include the 277K Levee Raise, Charlie Pump Station and Trinity Portland Pump Station. Recently completed works along the floodway include Able, Baker, and Pavaho Pump Stations.



Opportunity	Location	District	Release (QTR)	NAICS	Cost Range	Acquisition Strategy	Solicitation Type
Nobles Branch Sump Improvement: Install four 60" RCPs via jack and bore method under Empire Central Drive in Dallas, TX. Additionally, install slide gates, relocator storm sewer, make channel improvements, install mechanical/electrical components, and roadway repair.	Dallas, TX	Fort Worth	FY24 Q2	237990	\$1M to \$5M	Small Business Set Aside -Total	Design-Bid-Build IFB
Hampton 3 Pump Station: New pump station building to include the installation of five – 150k concrete volute pumps, levee construction, channel relocation, drilled piers for building foundation, and instrumentation and communication infrastructure.	Dallas, TX	Fort Worth	FY25 Q4	237990	\$100M to \$150M	Large Business Unrestricted	Design-Bid-Build LPTA

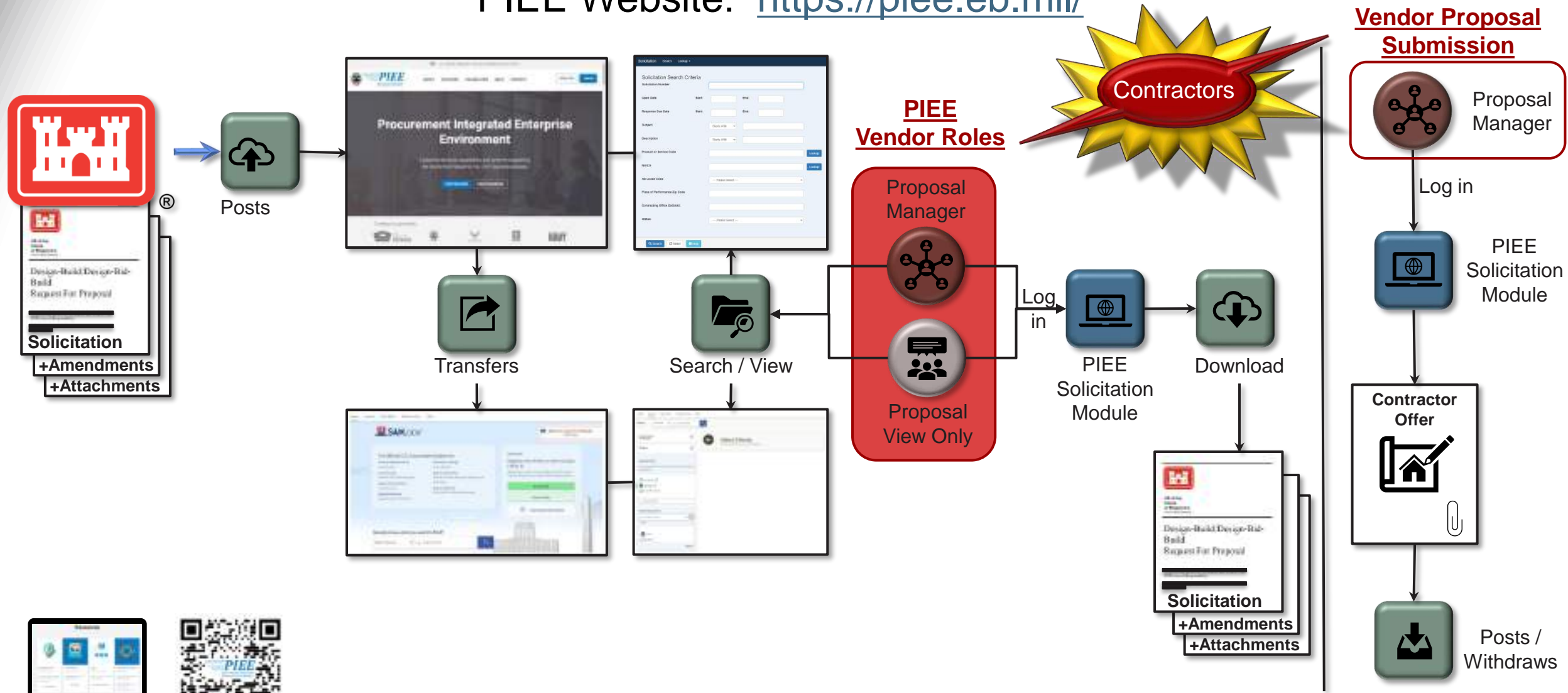
CBP FACILITIES PROGRAM



		Range (\$)	RFP Issue
FY24	<ul style="list-style-type: none"> Port Isabel Secure Housing Facility DB 	\$1M - \$5M	FY24 Q2
FY25	<ul style="list-style-type: none"> Freer Border Patrol Station DBB Laredo Border Patrol Sector HQ DB 	\$1M - \$5	FY25 Q3
	<ul style="list-style-type: none"> Laredo Border Patrol Sector HQ DB 	\$1M - \$5	FY25 Q3
FY26	<ul style="list-style-type: none"> Freer Border Patrol Station DBB Port Isabel Warehouse DB Laredo Border Patrol Sector HQ DB 	\$50M - \$100M	FY26 Q4
	<ul style="list-style-type: none"> Port Isabel Warehouse DB 	\$25M - \$50M	FY26 Q1
	<ul style="list-style-type: none"> Laredo Border Patrol Sector HQ DB 	\$100M - \$250M	FY26 Q3

PIEE SOLICITATION PROCESS

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



PIEE Web Based Training

PIEE SEARCH

Typical Ft Worth RFP #:

W9126G - 22 - R - 0001

This character is issued sequentially

This character indicates the type of action:
R = RFP, B = IFB, D = IDIQ, C = Contract, etc

This character indicates the fiscal year the action was created, advertised, or awarded

W9126 is the Fort Worth District DODAAC, every RFP, RFQ, IFB, Contract, etc we issue starts with our DODAAC. It lets all parties know who issued the action.

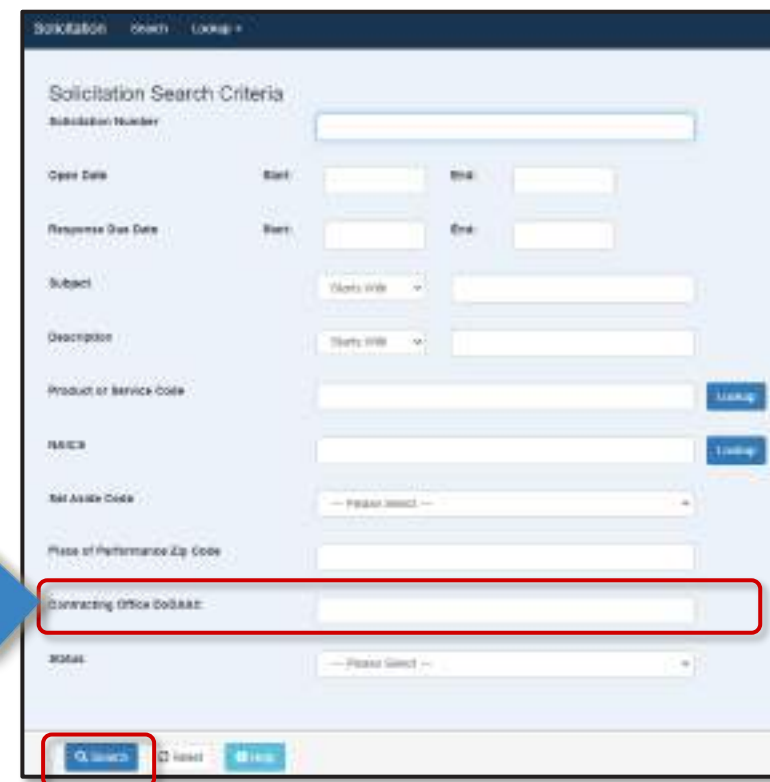
USACE SWD DODAACs

- Fort Worth (SWF) **W9126G**
- Galveston (SWG) **W912HY**
- Little Rock (SWL) **W9127S**
- Tulsa (SWT) **W912BV**

What this means to Contractors:

- Searching Fort Worth District specific opportunities in **PIEE**, search Contracting Office DODAAC to see all RFPs, RFQs and IFBs (*view, download, & submit proposals*)
- Searching Fort Worth District specific opportunities in **SAM.gov**, search under DODAAC to see all RFPs, RFQs and IFBs. (*view only*)
- Consider updating any subscriptions or registries to include Fort Worth's DODAAC.

PIEE Search Page



Solicitation Search Criteria

Solicitation Number:

Open Date: Start: End:

Response Due Date: Start: End:

Subject: Starts With:

Description: Starts With:

Product or Service Code:

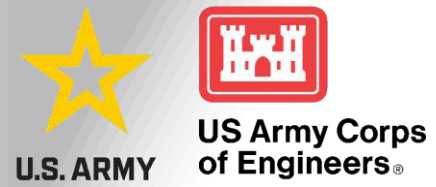
NAICS:

NAFTA Code:

Place of Performance Zip Code:

Contracting Office DODAAC:

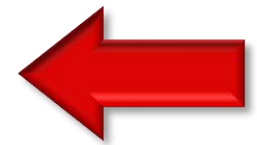
STATUS:



FORT WORTH DISTRICT



SWF postings



ECSO Unrestricted Vertical Construction Multiple Award Task Order Contract (MATOC)

Notice ID: W9126G23R0069

12 Dec 2023: Solicitation is currently anticipated to be posted to SAM.gov in mid-January 2024 under solicitation number W9126G24R0118 (upd ...)

Department/Ind.Agency DEPT OF DEFENSE	Subtier DEPT OF THE ARMY	Office US ARMY ENGINEER DISTRICT FT WORTH
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Contract Opportunities

Current Response Date
August 22, 2023 at 05:00 PM CDT

Notice Type
Updated Presolicitation

Updated Date
Dec 12, 2023 (6)

Published Date
Dec 12, 2023

Airman Training Complex (ATC) 8 at Lackland AFB, San Antonio, Texas

Notice ID: W9126G24R0002

Presolicitation:

Airman Training Complex (ATC) 8 at Lackland AFB, San Antonio, Texas

Please note this solicitation requires offero ...

Department/Ind.Agency DEPT OF DEFENSE	Subtier DEPT OF THE ARMY	Office US ARMY ENGINEER DISTRICT FT WORTH
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Contract Opportunities

Current Response Date
January 23, 2024 at 02:00 PM CST

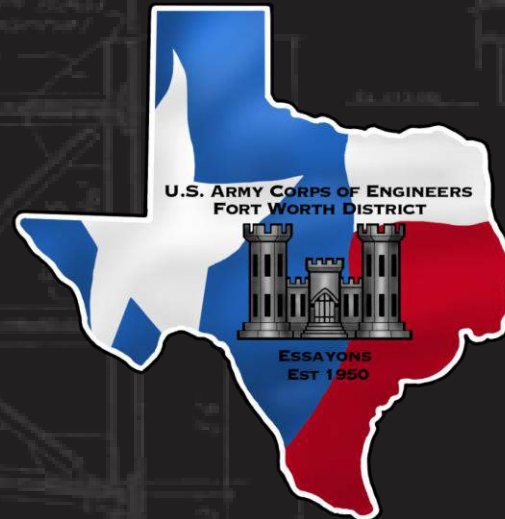
Notice Type
Updated Presolicitation

Updated Date
Nov 17, 2023 (1)

Published Date
Nov 17, 2023



FORT WORTH DISTRICT OVERVIEW CONCLUSION



**SWF Small
Business
Program Office**



**Contractor
Opportunities!!**



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PROGRAM OVERVIEWS

SWD PROGRAM TEAM MEMBERS

GALVESTON DISTRICT PROJECTS

January 17, 2024
0900-1000

Sheridan “Sheri” Willey
Chief, Project Management
Programs and Project Management Division
USACE Fort Worth District



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USACE PROJECT OVERVIEW

Sheri Willey
January 17, 2024

Galveston District Industry Day



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SABINE NECHES WATERWAY



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SABINE NECHES WATERWAY CHANNEL IMPROVEMENT PROJECT



Authorization: Water Resources Reform and Development Act (WRRDA) 2014

Purpose: Navigation, Channel Improvement

Phase: Construction

Appropriations Type: Construction

Non-Federal Sponsor: Sabine Neches Navigation District (SNND)

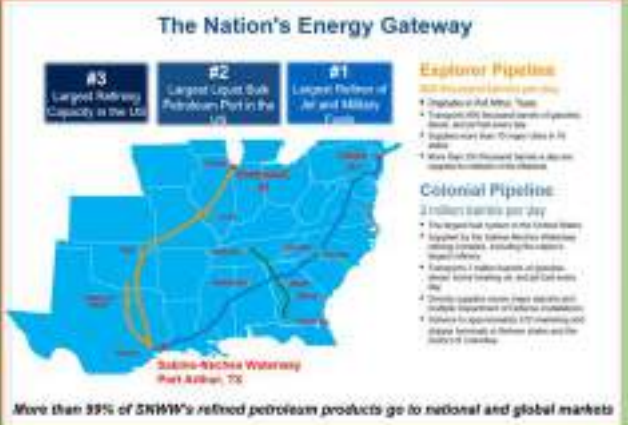
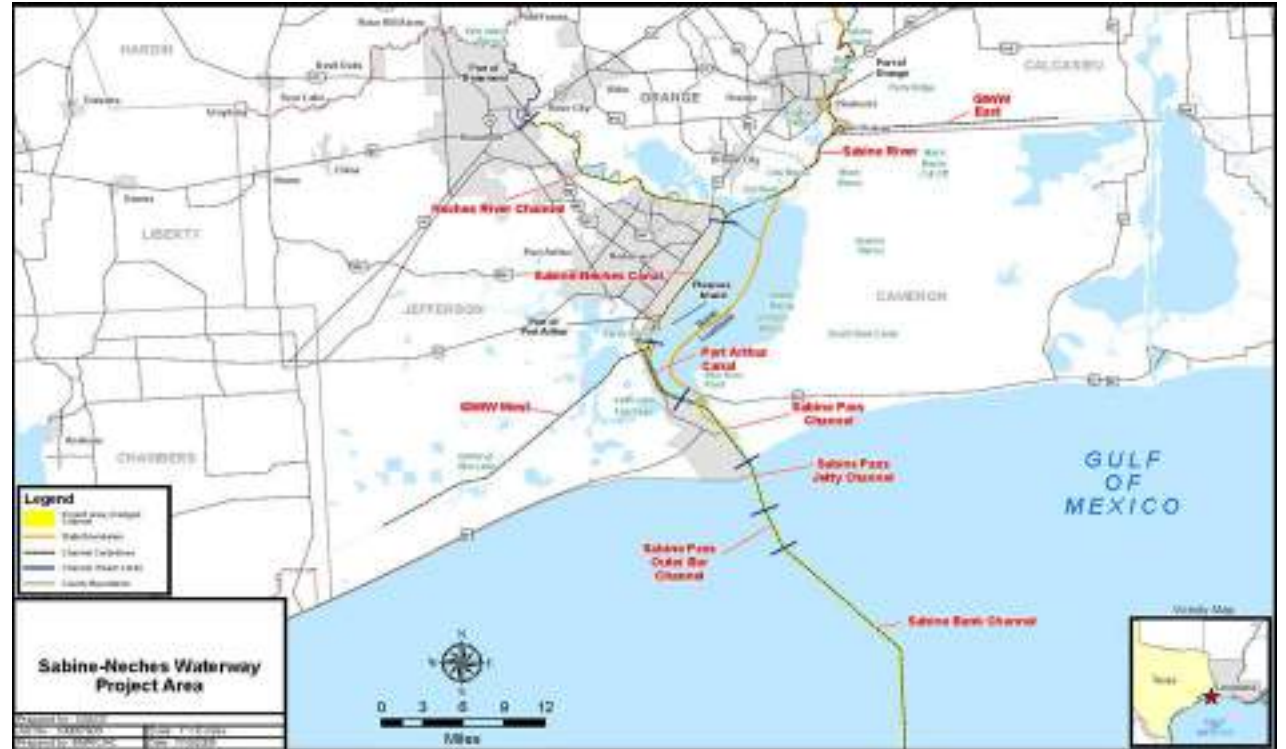
Fully Funded Project Cost: \$1,963,615,000 (1 Oct 2022 price levels)

Problems: Current channel does not meet the needs of industry; Inefficient transportation costs with increasing growth

Project Scope:

Deepen the SNWW from -40 to -48 ft and offshore channel from -42 to -50 ft from offshore to the Port of Beaumont Turning Basin

- Extending the 50-foot-deep offshore channel by 13.2 miles, increasing the total length of the channel from 64 to 77 miles
- Decreasing the width of the Sabine Bank Channel from 800 to 700 feet
- Tapering and marking the Sabine Bank Channel from 800 feet wide (Station 23+300) to 700 feet wide (Station 25+800 through the end of the channel)
- Deepening and widening of Taylor Bayou channels and turning basins
- Easing selected bends on the Sabine Neches Canal and Neches River Channel
- Constructing new and enlarging/deepening existing turning and anchorage basins on the Neches River Channel





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SABINE NECHES WATERWAY CONTRACT SCHEDULE



Contracts for Deepening to 44 feet

Contract No	Scheduled Award	Type of Funds
2A Sabine Extension Channel to Sabine Bank	FY 22 (A)	Federal
2B Sabine Bank to Sabine Pass Outer Bar, Jetty Channel, Sabine Pass	Jan 2024 (A)	Non-Federal
3 Port Arthur Canal, Taylor's Bayou	FY 24	Non-Federal
4 Sabine Neches Canal to Neches River Channel	FY25	Non-Federal
5 Neches River Channel	FY 27	Non-Federal

Dredging to Half Depth

Contracts for Deepening to 48 feet

Contract No	Scheduled Award	Type of Funds
6A Sabine Extension Channel to Sabine Bank	FY 24	Federal
6B Sabine Bank to Sabine Pass Outer Bar, Jetty Channel, Sabine Pass	FY 24/25	Federal
7 Port Arthur Canal, Taylor's Bayou	FY 26	Federal
8 Sabine Neches Canal to Neches River Channel	FY 28	Federal
9 Neches River Channel	FY 29	Federal

Dredging to Full Depth

Other Project Contracts

Contract No	Scheduled Award	Type of Funds
1 Anchorage Basin 1	FY 20 (Complete)	Federal
13 Anchorage Basin 8	FY 24/25	Non-Federal
14 Anchorage Basin 4	TBD	Non-Federal
10 West Black Bayou Mitigation	TBD	Federal
11 East Black Bayou Mitigation	TBD	Federal
12 Willow Bayou Mitigation	TBD	Federal
15 Placement Area 8 Construction	TBD	Federal
16 Placement Area 11 Construction	FY 24	Federal

HOUSTON SHIP CHANNEL



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HOUSTON SHIP CHANNEL IMPROVEMENT PROJECT

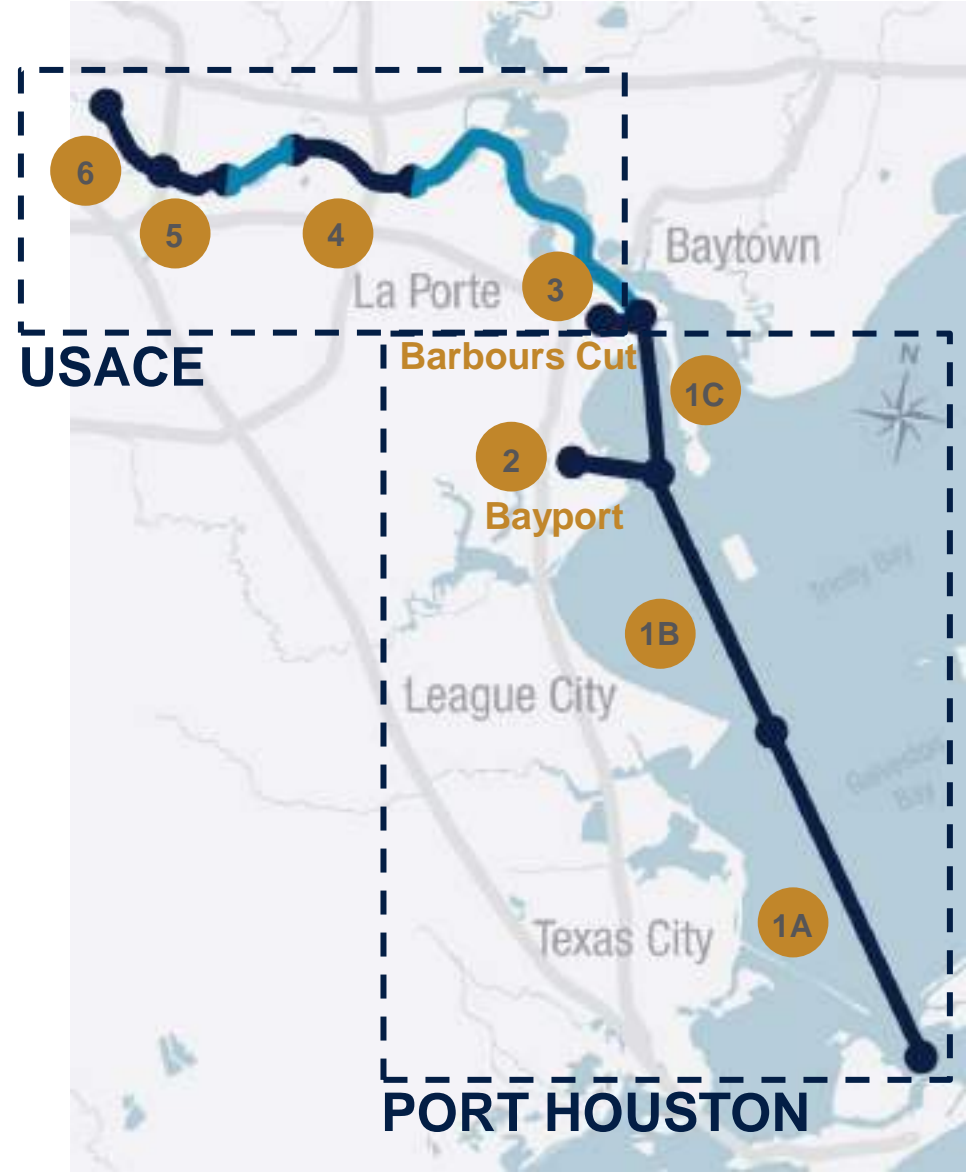


PROJECT 11

PROJECT OVERVIEW

- 1A Bolivar Roads to Redfish**
 - Approximately 11.5 miles in length
 - Widen Channel to 700 feet
 - Bend easing
 - Construct New Bird Island
 - Mitigate for oyster habitat loss
- 1B Redfish to Bayport Ship Channel**
 - Approximately 8.3 miles in length
 - Widen Channel to a minimum of 700 feet
 - Bend easing
 - Construct Three Bird Island Marsh in Galveston Bay
 - Mitigate for oyster habitat loss
- 1C Bayport Ship Channel to Barbours Cut**
 - Approximately 5 miles in length
 - Widen Channel to 700 feet
 - Construct additional marshes on Atkinson Island
 - Mitigate for oyster habitat loss

- 2 Bayport Ship Channel**
 - Approximately 4 miles in length
 - Widen Channel to approximately 455 feet
 - Construct Three Bird Island Marsh in Galveston Bay
 - Mitigate for oyster habitat loss
 - Modify channel entrance to reduce shoaling
- 3 Barbours Cut Ship Channel**
 - Widen Channel to approximately 455 feet
 - Construct additional marshes on Atkinson Island
 - Modify channel entrance
- 4 Boggy Bayou (BW 8) to Sims Bayou**
 - Widen Channel to approximately 530 feet through Greens Bayou confluence
 - Deepen from existing 41 feet to 46.5 feet from Boggy Bayou to Hunting Bayou (last Turning Basin before reaching Washburn Tunnel)
- 5 Sims Bayou to IH 610**
 - Deepen from existing 37 feet to 41.5 feet
- 6 IH 610 to Turning Basin**
 - Deepen from existing up to 41.5 feet
 - Increase Brady Island Turning Basin





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HOUSTON SHIP CHANNEL CONTRACT SCHEDULE



Tentative Procurement and Construction Schedule

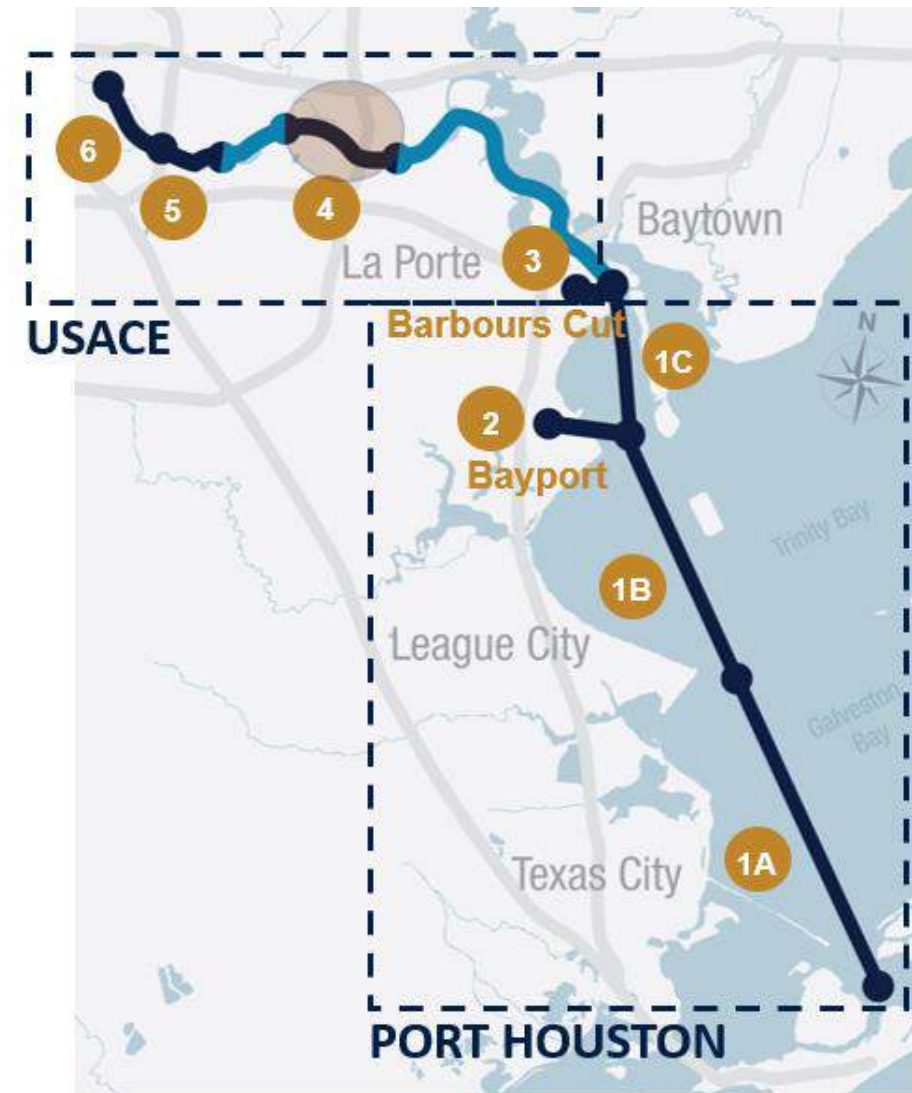
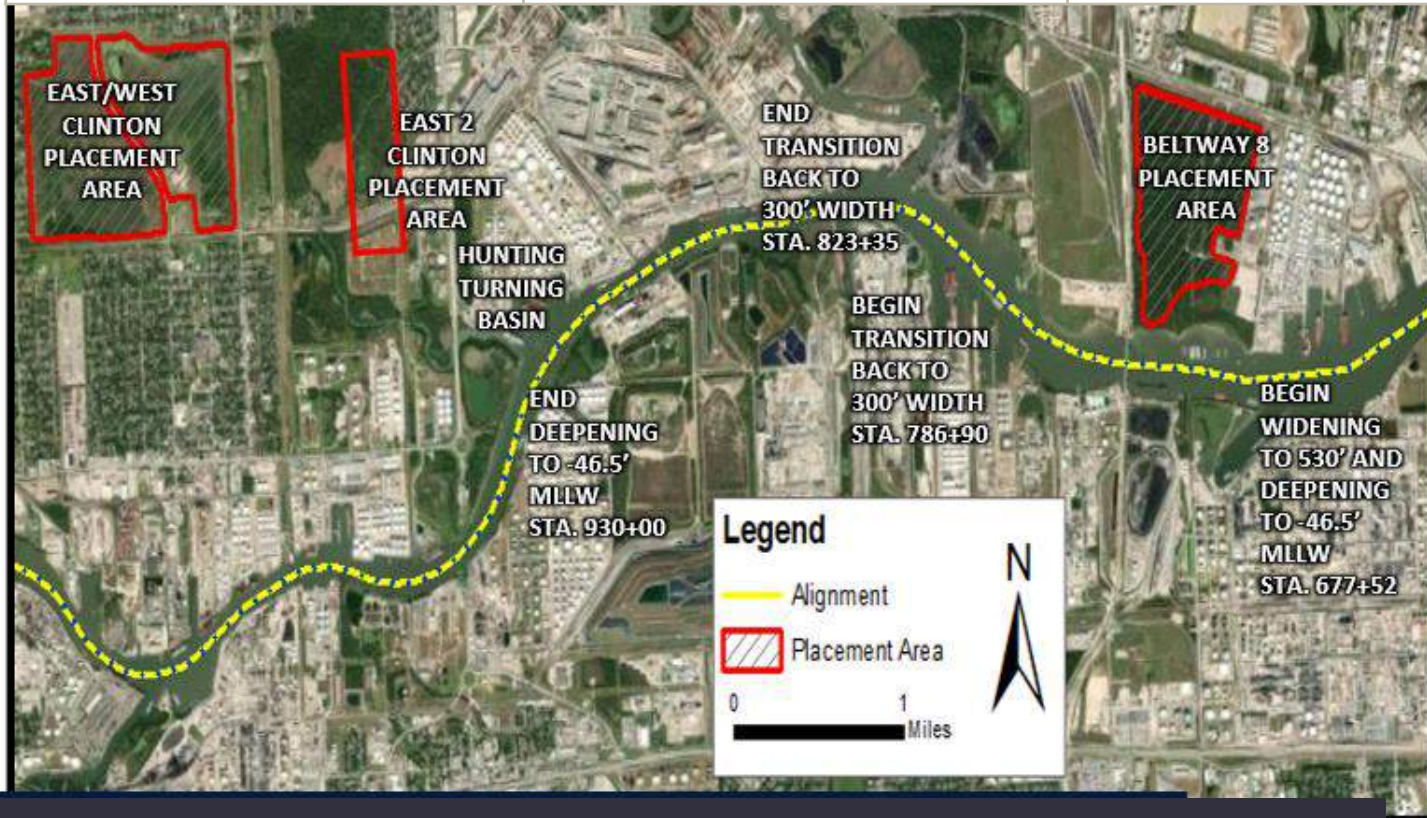
Contract		Segment	Description	Advertise		Construction
Completed	1	1A	Oyster Mitigation	USACE	Aug 21	
	3/4A	1A	Bolivar Roads to Redfish Reef	Port	Oct 21	
	4B/5	1B & 2	Redfish Reef to Bayport Ship Channel (BSC)	Port	May 22	
Advertised	6	1C	Channel between BSC and Barbours Cut Channel	Port	Nov 23	Award NLT Feb 24
	7	3	Barbours Cut Channel	USACE	Tent. Award May 24	RFP - 20 Nov 23
Funded	8a	4	East 2 Clinton Placement Area	USACE	FY 24 (RTA Mar 24)	In Design
Awaiting Funding	8b	4	Beltway 8 Placement Area	USACE	FY 25*	In Design
	9	4	Boggy Bayou to Sims Bayou	USACE	FY 27*	In Design
	10	5 & 6	Glendale/Filterbed Placement Areas	USACE	FY 25*	In Design
	11	5 & 6	Sims Bayou to Main Turning Basin	USACE	FY 27*	In Design


* Appropriations needed

Segment 4 – Package 8

Design-Construction Package Update

Advertisement	Construction	Contractor
8a – East 2 Clinton March 2024*	May 2024 - May 2025	TBD
8b – Beltway 8 Dec 2024**	Feb 2025 - Feb 2026	TBD



 No work planned in these areas

* 8a - East 2 Clinton – Funded in FY2023 Workplan (for future O&M)

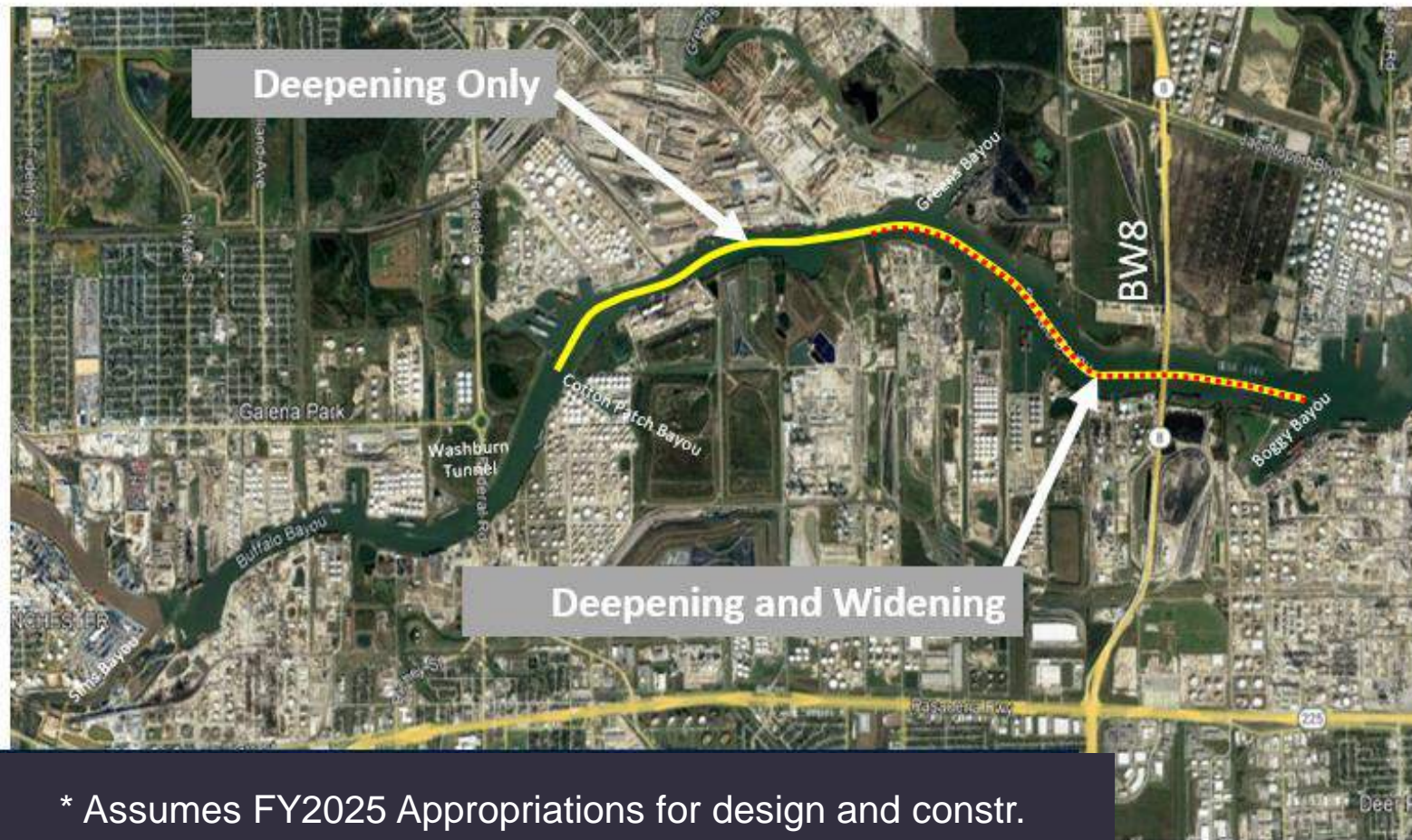
** 8b - Beltway 8 – Assumes FY2024 Workplan Appropriations



Segment 4 – Package 9

Design-Construction Package Update

Advertisement	Construction	Contractor
Dredging - Dec 2026*	Feb 2027 - Feb 2028	TBD



* Assumes FY2025 Appropriations for design and constr.
4.7 MCY East-West Clinton and Beltway 8 Placement Areas



Segment 4 – Package 10-12

Design-Construction Package Update

Advertisement	Construction	Contractor
Filterbed/Glendale PAs – Feb 2025*	Apr 2025 – Apr 2026	TBD
Dredging - Dec 2026**	Feb 2027 - Feb 2028	TBD



* Assumes FY2024 Appropriations (Earmark)
 ** Assumes FY2025 Appropriations
 1 MCY Glendale and Filterbed Placement Areas



 No work planned in these areas



GALVESTON HARBOR CHANNEL EXTENSION



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GALVESTON HARBOR CHANNEL EXTENSION PROJECT



Authorization: America's Water Infrastructure Act of 2018

Purpose: Navigation

Objectives: Improve navigation safety and operating efficiencies and reduce delays

Phase: Construction

Appropriations Type: Construction

Non-Federal Sponsor: Port of Galveston



Fully Funded Project Cost: \$15,078,000

Schedule: TBD – Dredging start estimate - 1Q 2025

Scope:

- Deepen additional 2,571 feet of channel from - 41 feet to - 46 feet MLLW
- Post-authorization change report (PACR) regarding additional new work at end of channel to provide larger vessel access to additional users



 Extent of PACR Evaluation
 Authorized Project



**GALVESTON HARBOR
 CHANNEL EXTENSION
 GALVESTON, TEXAS**
 U.S. ARMY CORPS OF ENGINEERS
 GALVESTON, TEXAS

RESACAS ECOSYSTEM RESTORATION



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RESACAS ECOSYSTEM RESTORATION PROJECT



Authorization: Section 1401(5) of the American Water Infrastructure Act of 2018

Purpose: Ecosystem Restoration

Benefits: Restoration of Resaca de la Guerra and Resaca del Rancho Viejo:

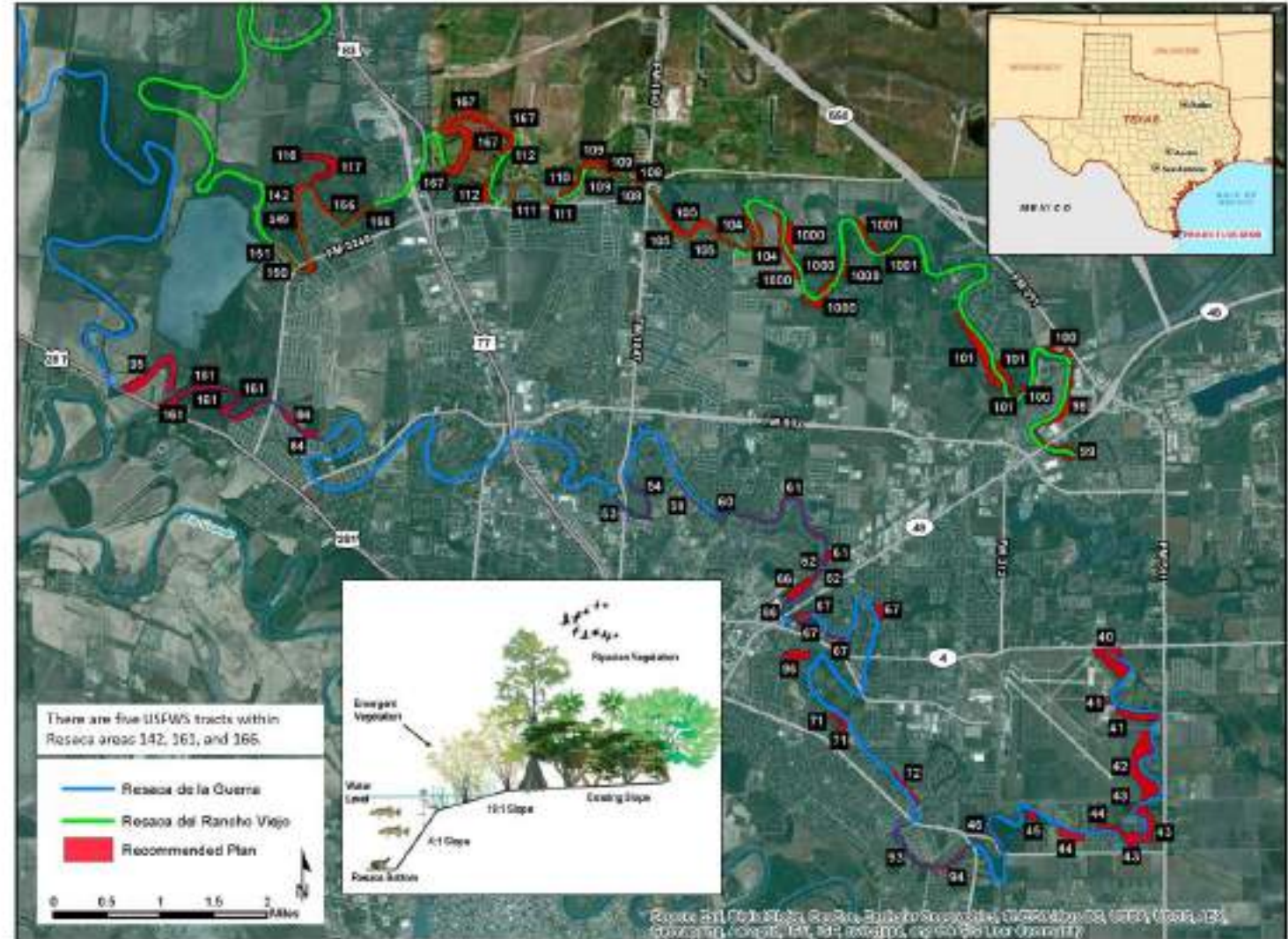
- Restored terrestrial riparian habitat and aquatic habitat
- Improved potential for long-term survival of aquatic, wetland, and terrestrial complexes as self-regulating functioning systems
- Improved value and function of the overall ecosystem in the Brownsville region

Phase: Construction

Non-Federal Sponsor: City of Brownsville, Brownsville Public Utilities Board

Fully Funded Project Cost: \$311,559,000

Scope: Total area restored is 845 acres: 625 acres terrestrial riparian habitat, 220 acres aquatic habitat, and 33 miles of shoreline. (The 845 acres includes 763 acres of city and private lands; 28 acres of TPWD lands, and 54 acres of USFW lands)





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RESACAS ECOSYSTEM RESTORATION PROJECT



Contract 1: Modifications to Restoration Areas 72, 93 and 94 (Resaca de la Guerra)

AWAITING CONSTRUCTION FUNDING

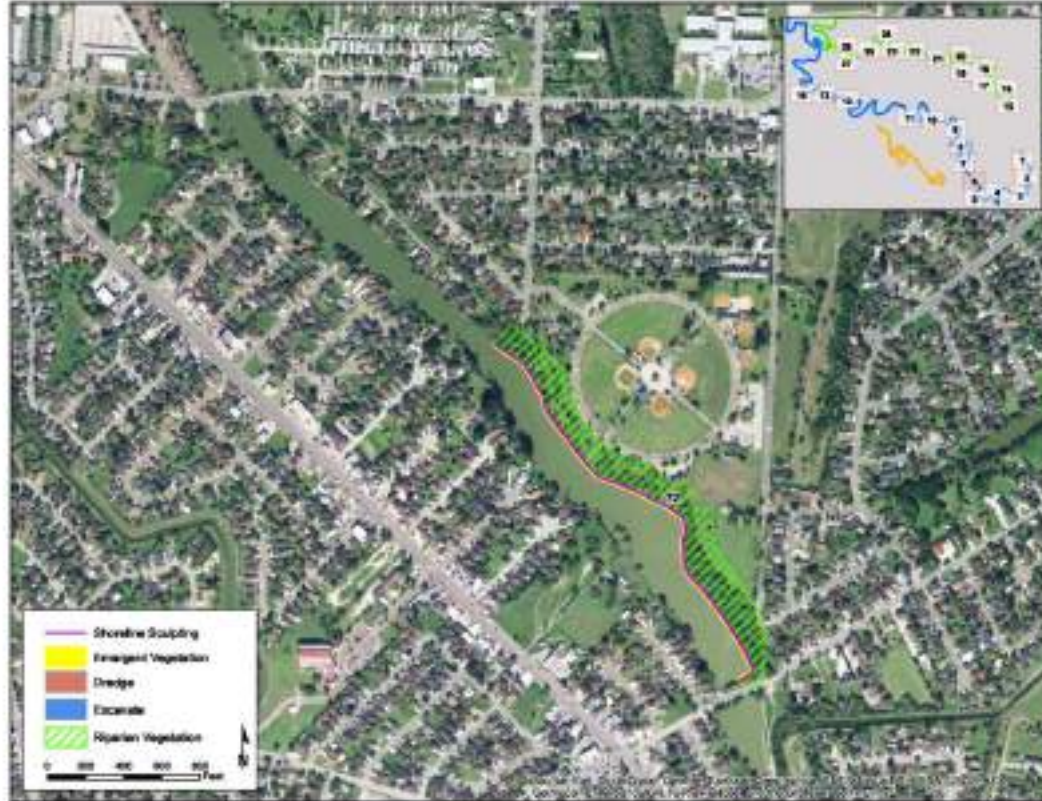
Scope:

Resacas 93 and 94 –

- Dry except during periodic rain events.
- Resaca 93 supports one of the only native Montezuma cypress woodlands in Texas
- Cypress seedlings require a consistent and fluctuating water supply.
- Existing water line runs between segments 93 and 94 that can be used to provide water to the resacas.
- Construction within dry resacas would likely cost less than in ponded or “wet” resacas

Resaca 72 –

- No dredging would be required.
- Restoration measures consist of bank reshaping/planting of native aquatic and riparian vegetation.



PROGRAM OVERVIEWS

SWD PROGRAM TEAM MEMBERS

MEGA PROJECTS DIVISION OVERVIEW

January 17, 2024
0900-1000

Toniette “Toni” Addison
Chief, Sabine Pass to Galveston Bay
Mega Projects Division
USACE Galveston District



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Sabine Pass to Galveston Bay (S2G) Port Arthur Project Industry Day Overview PAV02 Contract In-Water Design Request 17 Jan. 2024

Champions of the Texas Coast!

**Toniette M. Addison, Chief
Mega Project Division
S2G Program I Port Arthur**



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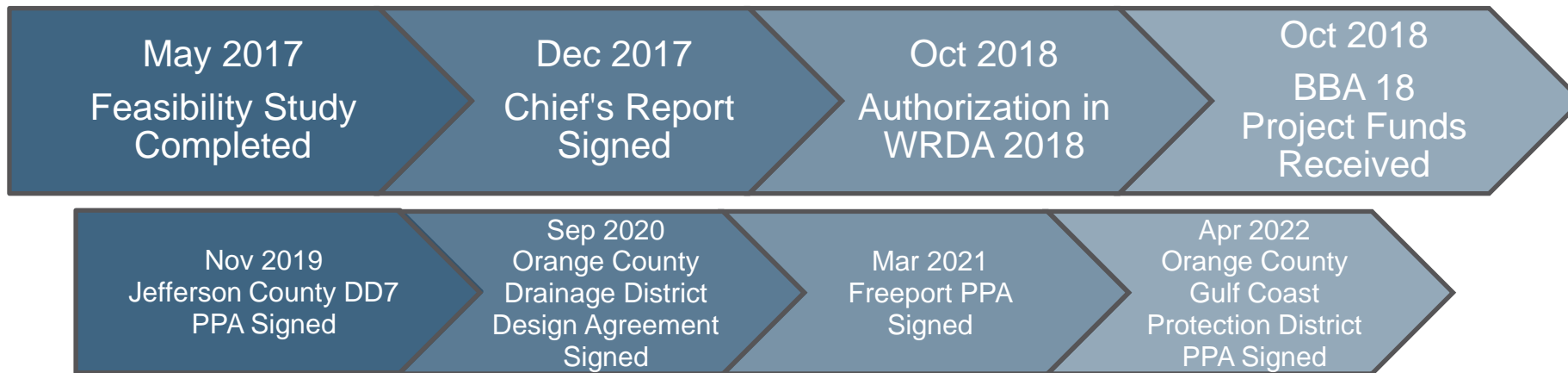
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SABINE PASS TO GALVESTON BAY



BBA 18 = Bipartisan Budget Act of 2018; WRDA = Water Resources Development Act

PROJECT PARTNERSHIPS

- Orange County Project
Project Partner: **GCPD** (Gulf Coast Protection District)
- Port Arthur Project
Project Partner: **DRAINAGE DISTRICT 7**
- Freeport Project
Project Partner: **Velasco Drainage District**

The Sabine Pass to Galveston Bay (S2G) Coastal Storm Risk Management (CSRM) Project has been authorized to deliver a cost-effective, ecologically-sound solution that will reduce coastal storm surge risks to residential structures, industries, and businesses in Orange, Jefferson, and Brazoria Counties to ensure the Texas coast remains resilient for years to come.



SABINE PASS TO GALVESTON BAY

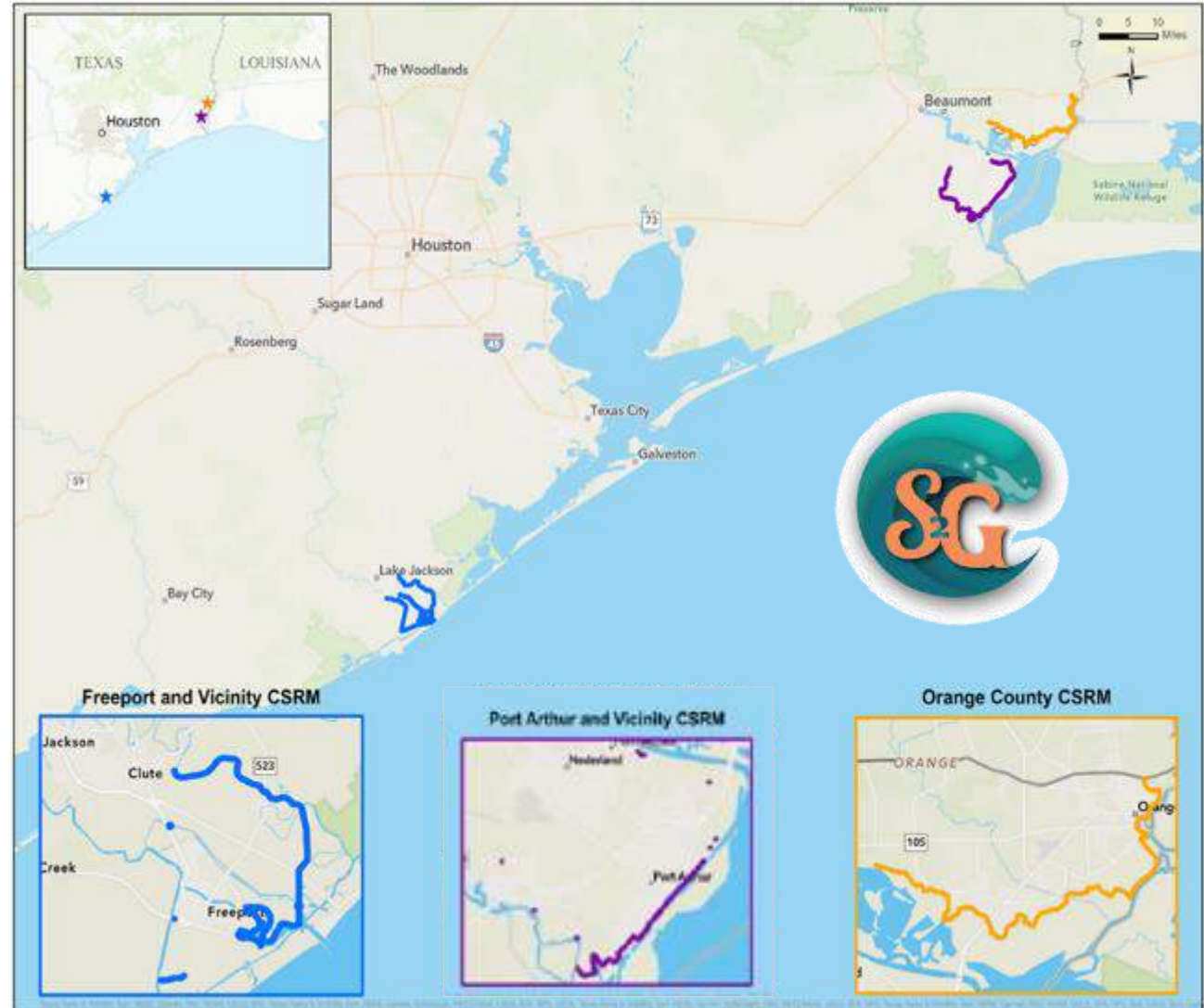


- The S2G project encompasses 6 coastal counties with over 5+ million residents.
- *27 of 34 protected census tracts are within socially vulnerable communities

S2G Project	27 of 34 protected census tracts "Disadvantaged"	
Orange County Project	4 of 8 tracts "disadvantaged" - Climate Change - Health	- Legacy Pollution - Workforce Development
Port Arthur Project	20 of 23 tracts "disadvantaged" - Climate Change - Energy - Health	- Legacy Pollution - Transportation - Workforce Development
Freeport Project	3 of 3 tracts "disadvantaged" - Climate Change - Energy - Health	- Legacy Pollution - Workforce Development - Water and Wastewater

(*Census tracts that are overburdened and underserved are highlighted as being disadvantaged, Climate and Economic Justice Screening Tool)

- Total Texas Refinery Production produces 4.55 Million b/cd along the coast of Texas



Port Arthur Coastal Storm Risk Management Project includes 10 Total Contracts





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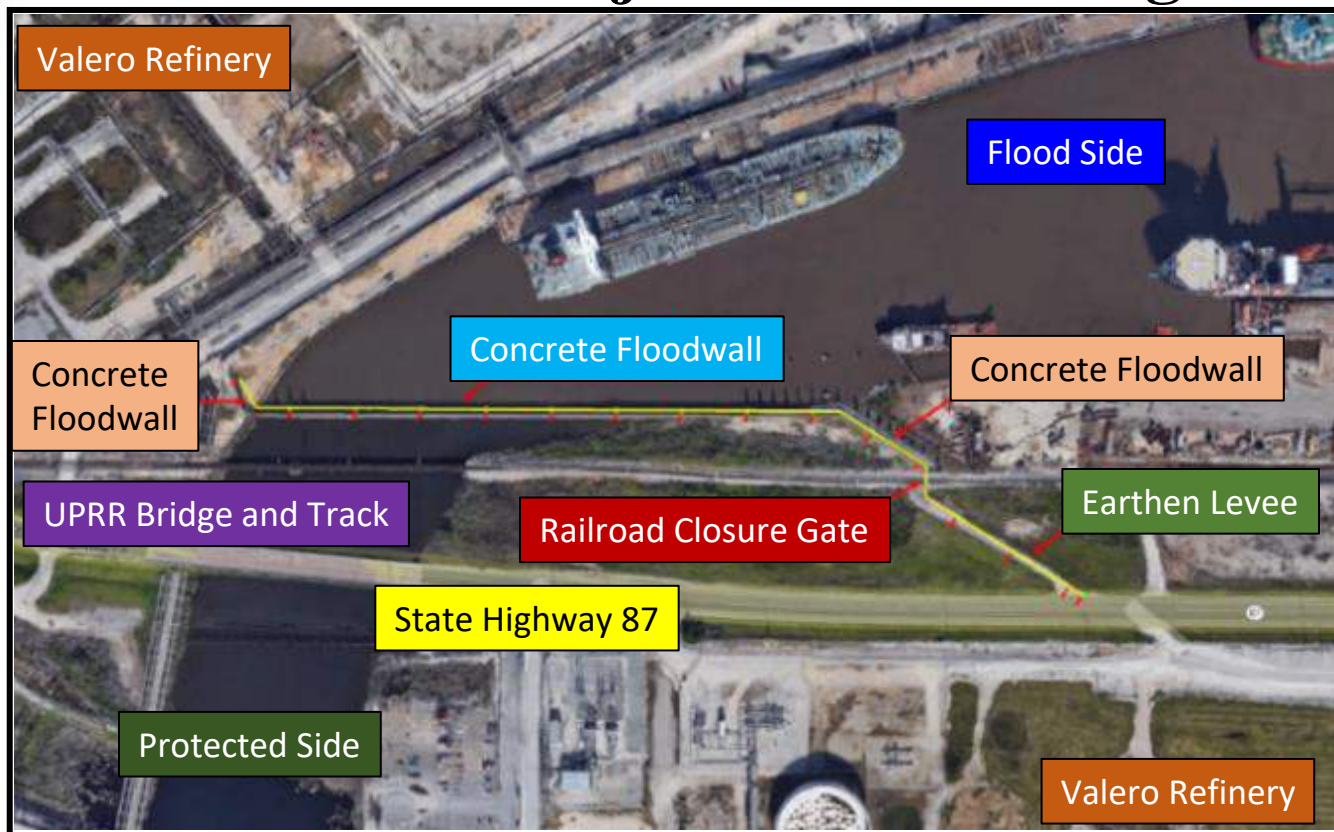
US Army Corps
of Engineers®

PORT ARTHUR & VICINITY CONTRACT 2



6

PAV02 Project Area Existing Levee System

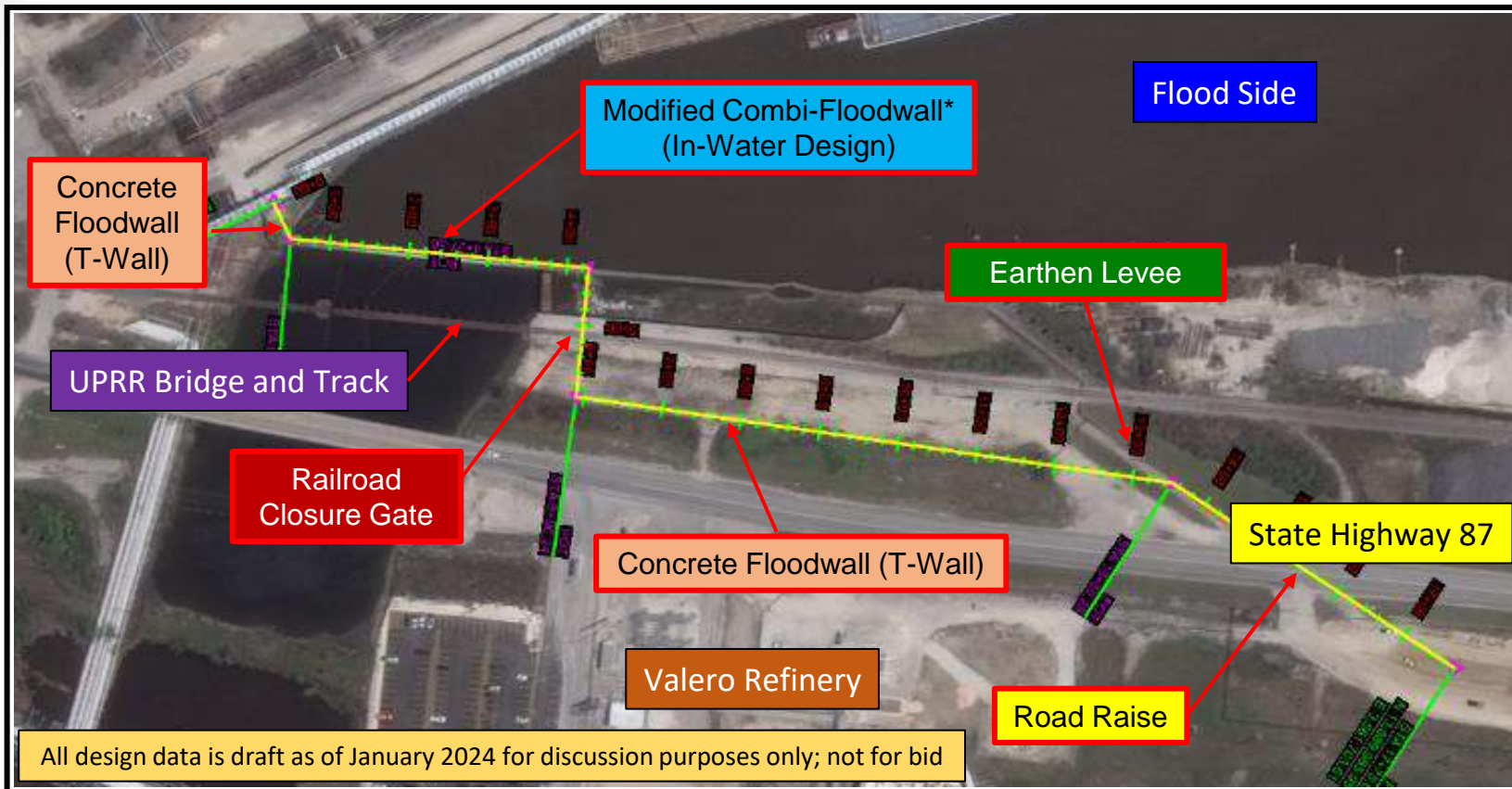


The existing levee system for the PAV02 segment consists of: (1) concrete floodwall which extends across the west basin channel; (2) concrete floodwall extending along the channel perimeter directly across from the Valero refinery ship dock to the Union Pacific Railroad (UPRR) crossing; (3) railroad closure swing gate; (4) concrete floodwall extending from the railroad closure gate towards State Highway 87; and (5) earthen levee connecting the end of the concrete floodwall to the adjacent State Highway 87 embankment.

PORT ARTHUR & VICINITY CONTRACT 2



35% Design Levee System Concept



Levee Feature Type	From Station	To Station
Concrete Floodwall (T-Wall)	0+00	0+50
Modified Combi-Floodwall (In-Water)	0+50	4+85
Railroad Closure Gate	4+85	5+178
Concrete Floodwall (T-wall)	5+18	9+60
Earthen Levee & State Highway 87 Road Raise	9+50	17+75.66

*Design type of in-water wall still under consideration



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of Engineers®

PORT ARTHUR & VICINITY CONTRACT 2



8



- As of 35% design development, several versions of the proposed in-water combi-floodwall are under considerations.
- Alternatives includes the use of Steel piles and/or prestressed precast concrete piles as foundations; various cutoff wall construction methods using steel Sheetpile and/or piles are also being finalized.
- USACE is soliciting feedback on the constructability of these various options from Industry, as well as the impacts of the limited work area assuming in-water construction, and time constraints for hurricane season.



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of Engineers®

PORT ARTHUR & VICINITY CONTRACT 2



OPTION 1

Date	Time Slot
20 Feb 2024	1300 - 1400
20 Feb 2024	1415 - 1515
20 Feb 2024	1515 - 1615
21 Feb 2024	0800 - 0900
21 Feb 2024	0915 - 1015
21 Feb 2024	1030 - 1130
21 Feb 2024	1300 - 1400
21 Feb 2024	1415 - 1515
21 Feb 2024	1530 - 1630
22 Feb 2024	0800 - 0900
22 Feb 2024	0915 - 1015
22 Feb 2024	1500 - 1600

OPTION 2

Date	Time Slot
27 Feb 2024	1300 - 1400
27 Feb 2024	1415 - 1515
27 Feb 2024	1530 - 1630
28 Feb 2024	0800 - 0900
28 Feb 2024	0915 - 1015
28 Feb 2024	1030 - 1130
28 Feb 2024	1300 - 1400
28 Feb 2024	1415 - 1515
28 Feb 2024	1530 - 1630
29 Feb 2024	0900 - 1000
29 Feb 2024	1015 - 1115
29 Feb 2024	1130 - 1230



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THANK YOU!



10



- To sign up for the one-on-ones please contact the Project Manager- Garrett Sullivan
- Email:
Garrett.Sullivan@usace.army.mil

PROGRAM OVERVIEWS

SWD PROGRAM TEAM MEMBERS

NAVIGATION PORTFOLIO

January 17, 2024
1000 -1100

Chris Frabotta
Chief
Operations Division
USACE Galveston District



US Army Corps
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OPERATIONS DASHBOARD

[HTTPS://WWW.SWG.USACE.ARMY.MIL/MISSIONS/NAVIGATION/NAVIGATION-PROJECTS-CONTRACTS/](https://www.swg.usace.army.mil/missions/navigation/navigation-projects-contracts/)



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U.S. ARMY

ACCESSING CAPITAL

January 17, 2024
1000-1100

Winston Labbé
Lead Lender Relations Specialist
US Small Business Administration



U.S. ARMY



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**U.S. Small Business
Administration**



The U.S. Small Business Administration Mission

Welcome!

The SBA is a Federal Agency that was created to aid, counsel, assist and protect the interests of small businesses. The agency helps Americans start, build and grow businesses through an extensive network of field offices and partnerships with public and private organizations across the Nation.

Our mission is clear: to help small businesses grow, expand, recover. We Make Connections, open doors, focus on small businesses, spark change. We are the catalyst for growth —powering the American dream. We are SBA—U.S. Small Business Administration

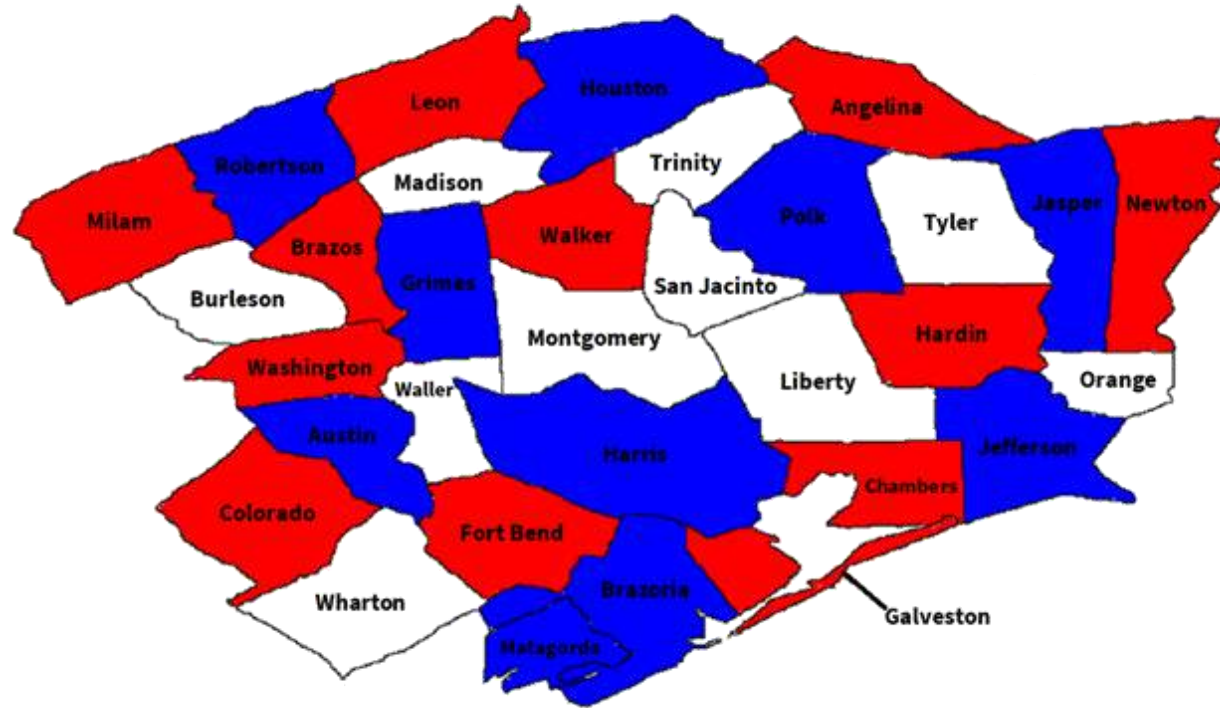
Learn more at [SBA.gov](https://www.sba.gov)



SBA Houston District Office Footprint

32 Counties Around Houston

Angelina
Austin
Brazoria
Brazos
Burleson
Chambers
Colorado
Fort Bend
Galveston
Grimes
Hardin
Harris
Houston
Jasper
Jefferson
Leon



Liberty
Madison
Matagorda
Milam
Montgomery
Newton
Orange
Polk
Robertson
San Jacinto
Trinity
Tyler
Walker
Waller
Washington
Wharton

What is a 'Small' Business?

Qualify as a small business:
www.sba.gov/size-standards



Size standards vary by industry and are generally based on **the number of employees or the amount of annual revenues the business has.**

- Manufacturing or processing firm with 1,500 employees (refinery, aircraft, oil transportation, airline, delivery service).
- Service firm up to \$47M (oil/gas support, software publishing, radio/TV broadcasting, car rental, trash collection).

How does the SBA Help?

(4 C's of the SBA)

Counseling



Free business counseling

Capital



SBA guaranteed business loans

Contracting



Federal government contracting

Crisis



Home & business disaster loans

Counseling - The SBA Resource Partner Network



If you are an aspiring entrepreneur or small business owner looking for:

- **Mentorship and advice** from volunteer real-world business executives—in-person or virtually
- **Search** mentor profiles
- **Free online workshops** and webinars

If you're an aspiring entrepreneur or small business owner looking for:

- **Free business consulting** to get started or grow
- Business Research Assistance
- **Low-cost training** on crucial topics

If you are an aspiring or current woman small business owner looking for:

- **Comprehensive training and counseling** on a variety of topics in several languages
- **Business advice** to level the playing field against unique challenges or obstacles

Qualify for Federal Contracts with Certifications



The SBA works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the **SBA's contracting programs**. Programs include:

8(a) Business Development Program

Historically Underutilized Business Zones (HUBZone) Program

Women-Owned Small Business (WOSB) Program

Service-Disabled Veteran-Owned Program

Learn more and determine your eligibility at certify.SBA.gov

Who Can Help?

If you are looking to expand with government contracting, Apex can help:

- **Determine if your business is ready** for federal contracting
 - **Help you register in the proper places** to get involved in the government marketplace
 - **See if you're eligible** for certifications
-



Apex Accelerator

1455 West Loop South, Suite
890

Houston, TX 77002

713-752-8477

<https://www.ptac.uh.edu/>

Crisis - SBA Disaster Assistance Loans

Each year, the SBA provides billions of dollars in low-interest, long-term **disaster loans** to help small businesses, homeowners, and renters recover from declared disasters.

Loans may cover:



Real Estate



Personal Property



Economic Injury



Machinery & Equipment



Inventory



Active-Duty Military

Capital - Need a Business Loan to Start, Grow, or Expand?



The SBA works with approved lenders to offer **microloans** and **SBA-backed loans** with:

- Start-up friendly
- Competitive terms
- Lower down payments
- Longer maturities
- Lower risk (for lenders)
- Variety of Loan Programs- 7a, 504, micro, Export





U.S. Small Business
Administration

Capital: Getting a Business Loan

What Matters Most to Lenders

No matter who you ask to lend you money, the lender will be looking for:

- A business owner who knows the business, has the ability to run it well, and is willing to work hard to make it succeed.
- A business that is financially sound or, if it is brand new, appears to have the ability to make enough money to pay its bills, give its owner an income and pay back the loan.
- Collateral to cover at least part of their lending risk.
- An investment from the business owner, or equity injection – usually the business owner's own money that gets put into the business to pay for some of the things that it needs.

Collateral

Something of value –
an asset or property
– that a borrower
pledges when getting
a loan.

What Lenders are Looking for

Lenders look for an applicant that thoroughly addresses what are commonly known as the five C's of Credit





CHARACTER

**Your personal reputation and general impression you make on your lender;
your integrity**

A lender considers who you are:

- Whether you have an account with the bank and whether you have ever had a loan from the bank or other lender
- Management experience in the industry
- Past credit history
- Banking relationship and repayment history



CAPACITY / CASH FLOW

Whether your business makes enough money to pay all its bills including the new loan

The amount of money that you make or expect to make (“cash flow”) should be sufficient to pay all expenses and allow a little extra in case something unexpected comes up.

Takeaway

This is the most important of the 5 C’s because it measures whether you can pay back the loan.



COLLATERAL / GUARANTEES

Something of value that you own or will buy with money from the loan that you can “pledge” to secure a loan

Most lenders also require the business owners to personally guarantee the loan = a promise to repay the loan even if the business fails.





CAPITAL / CONTRIBUTION

Business net worth, what the business owns (assets) minus what it owes (liabilities)

- Includes money you have invested in the business
- Shows your commitment to the business and what you have at risk if the business fails
- A lender expects you to have contributed something to the business (equity injection) – in other words, have some “skin in the game.” Equity injection varies based on the lender or financing source.
- Especially with traditional lenders, lack of equity usually means loan will be turned down



CONDITION

Loan conditions that a lender considers when approving your loan

Conditions include:

- Loan amount
- Interest rate
- What you will use the loan for, for example, to buy fixed assets like real estate or equipment; for inventory; or for working capital; etc.
- How well businesses are doing in your industry
- Competition



SBA Loan Programs

- The SBA guarantees loans through a lender to provide financing to small businesses. The agency doesn't lend money directly to small business owners; the business owners visit with a banking institution.
- SBA sets guidelines for all its loan programs offered by the lenders, community development financial Institutions, and SBA micro-lenders.
- The SBA guaranty reduces the risk to lenders and makes it easier for small businesses to get access capital.

How Can an SBA-Guaranteed Loan Help You?



- Start or expand your business
- Use for leasehold improvements
- Working capital for operating expenses



- To renovate your facility
- Purchase inventory, equipment, or machinery
- Purchase land and building
- Export a product or service from the U.S.



7(a) Guaranty Loan Program

- The 7(a)-loan program is the SBA's primary program for providing financial assistance to small businesses. The terms and conditions, just like the guaranty percentage and loan amount, may vary by the type of loan.
- General 7(a) Loan, SBA Express Loan, and Micro Loans.
- The SBA **guaranty** varies depending on the program loan type:
 - General 7(a) - 75%; maximum \$5M
 - SBA Express - 50%; maximum loan \$500K
 - Export Working Capital - 90%; maximum \$5M

SBA 504 Loan Program

- The 504 Loan Program provides small businesses with long-term, fixed-rate financing used to acquire fixed assets (land and building or equipment).
- 504 loans are made available through a Lender and a Certified Development Company (CDC).

- Lender (1st Lien) 50%
- CDC/SBA (2nd Lien) 40%
- Borrower's equity 10%

- Maturity: up to 25 years
- Interest rate: 2nd Lien is fixed for the loan's duration

* *Borrower's equity could be as high as 20% for specific projects.*

What is a Microloan

A microloan is typically offered to businesses with smaller start-up capital needs, usually less than \$50,000

Advantages of microloans –

Microlenders may be mission-oriented and community-based:

- Have more flexible credit requirements
- Work more closely with their borrowers
- May provide technical help and advice to borrowers
- Understand the conditions in the local community and how that may affect businesses operating there
- Lend in underserved markets that lack the ability to secure traditional financing

Tips for Achieving Credit-Readiness

- **Good preparation is key** – you should be able to answer (almost) any question your lender asks
- **You MUST know your business plan and financial data** – never rely on someone else to speak for you
- **Full disclosure is required** – address any situations in your business that may appear to be a weakness before the lender raises it
- Make sure that you have a good story to tell about your business and then tell it with enthusiasm

SBA Resources

**Texas Gulf Coast
Small Business Development
Center (SBDC)**
713-752-8444
www.sbdc.uh.edu

SCORE Houston
713-487-6565
www.Houston.score.org

**WBEA Women's
Business Center (WBC)**
713-681-9232
www.wbea-Texas.org/womens-business-center

**Greater Houston Women's
Chamber Women's Business
Center (WBC)**
713-782-3777
<https://ghwcc.org/entrepreneurs/>

SBA Houston Website
www.sba.gov/tx/houston

- Sign up for email updates
- Webinar Schedule
- Resource Guide

SBA Houston District Office
713-773-6500
Houston@sba.gov
Twitter: @SBA_Houston
8701 S. Gessner, Suite 1200

SBA Contacts in your area (if not Houston): www.sba.gov/local-assistance

Stay in Touch



Instructor Contact

Winston Labbé

Lead Lender Relations Specialist

U.S. Small Business Administration-Houston District Office

Email: Winston.labbe@sba.gov | **Office:** 713-773-6527

Houston District Office

Subscribe to our Email Updates at
www.sba.gov/tx/houston

Phone: 713-773-6500 | **Email:** houston@sba.gov

On Twitter: [@SBA_Houston](https://twitter.com/SBA_Houston)





SBA

Questions



U.S. Small Business
Administration

Please take a minute to let us
know
How are we doing?

www.sba.gov/feedback



SBA Houston District Office

SOURCES SOUGHT, WHAT THEY SHOULD LOOK LIKE, HOW THEY ARE EVALUATED, HOW IS MARKET RESEARCH INFORMATION GAINED FROM THEM?

January 17, 2024
1100- 1200

Erin Williams
Acquisition Program Manager
Program & Professional Support Branch
Programs and Project Management Division
USACE Fort Worth District



US Army Corps
of Engineers®



MARKET RESEARCH OVERVIEW



Erin Williams



U.S. ARMY



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AGENDA

1. What is Market Research?
2. Sources Sought
3. DSBS
4. SAM.GOV
5. Market Research Summary
6. Contract Numbers
7. Conclusion



WHAT IS MARKET RESEARCH? (1 OF 2)

What is Market Research?

Market research means collecting and analyzing information about capabilities within the market to satisfy agency need. (FAR 2.101)

Yes, But...What is Market Research?

The Market Research conducted by the Government varies from procurement to procurement. The KO and the PDT work together to determine what is appropriate for individual requirements.

Typical Market Research mechanisms include:

- Sources Sought
- DSBS Analysis
- SAM.GOV analysis



WHAT IS MARKET RESEARCH? (2 OF 2)

What is the Goal When Conducting Market Research?

FAR 10.001(a)(3): Use the results of market research to—

- (i) Determine **if sources capable of satisfying the agency's requirements exist**;
- (iv) Determine the practices of firms engaged in producing, distributing, and supporting commercial products or **commercial services**, such as **type of contract**, terms for **warranties**, buyer financing, maintenance and packaging, and marking;
- (vi) Determine whether **consolidation** is necessary and justified (see 7.107-2) (15 U.S.C. 657q);
- (vii) Determine whether **bundling** is necessary and justified (see 7.107-3) (15 U.S.C.644(e)(2)(A));
- (viii) Determine whether the acquisition should utilize any of the **small business programs** in accordance with part 19;



SOURCES SOUGHT (1 OF 9)



What is a Sources Sought?

A Sources Sought is not an actual bid or proposal solicitation; instead, it's a **solicitation of interest**. A Sources Sought is market research being conducted to determine the **capabilities** and **interests** of the marketplace.

Why does the USACE use Sources Sought?

The USACE uses Sources Sought to help determine the capability of firms interested in performing the types of services required in the **Sources Sought announcement**.



SOURCES SOUGHT (2 OF 9)

What does the Government state about a requirement in a Sources Sought?

- Project Description & Magnitude
- Period of Performance
- NAICS Code / PCS Code
- Subcontracting limitations
- Estimated Advertisement
- Response Instructions – Varies from Sources Sought to Sources Sought

Best Practice is to provide Response Form designed with quantifiable data fields to be provided to the respondents.



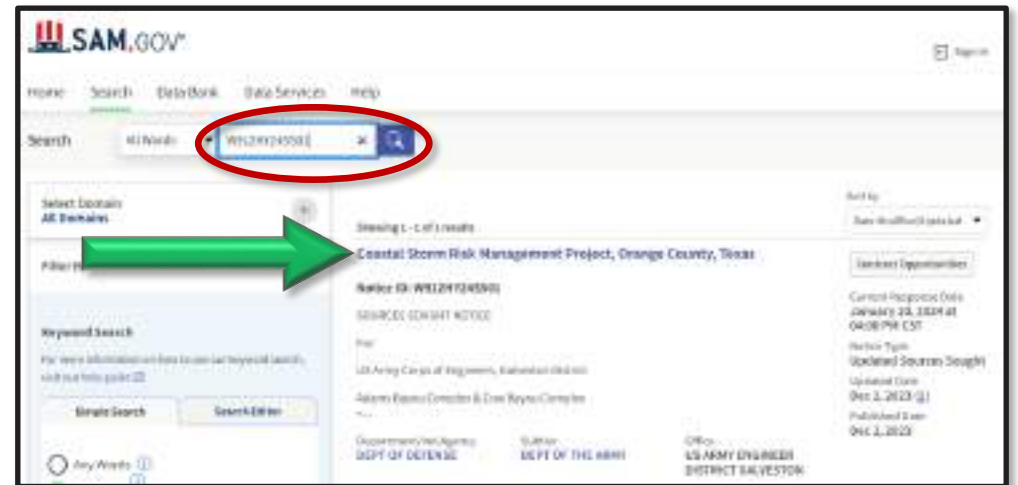
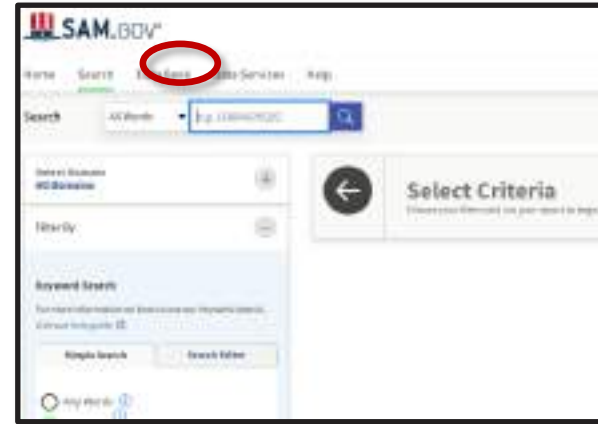
There is an **SWD Sources Sought Template**. Ask your SB person for it!

SOURCES SOUGHT (3 OF 9)

Example of a Recent Sources Sought

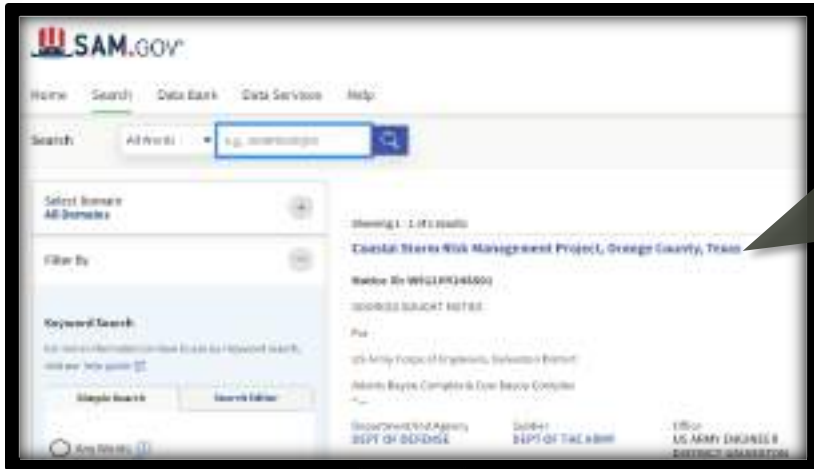



SAM.GOV



SOURCES SOUGHT (4 OF 9)

Example of a Recent Sources Sought




Follow

**US Army Corps
of Engineers.**

- Contract Opportunity
- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History
- Award Notices

Coastal Storm Risk Management Project, Orange County, Texas

ACTIVE
Contract Opportunity

Notice ID
W912HY24SS01

Related Notice

Department/Ind. Agency
DEPT OF DEFENSE

Sub-tier
DEPT OF THE ARMY

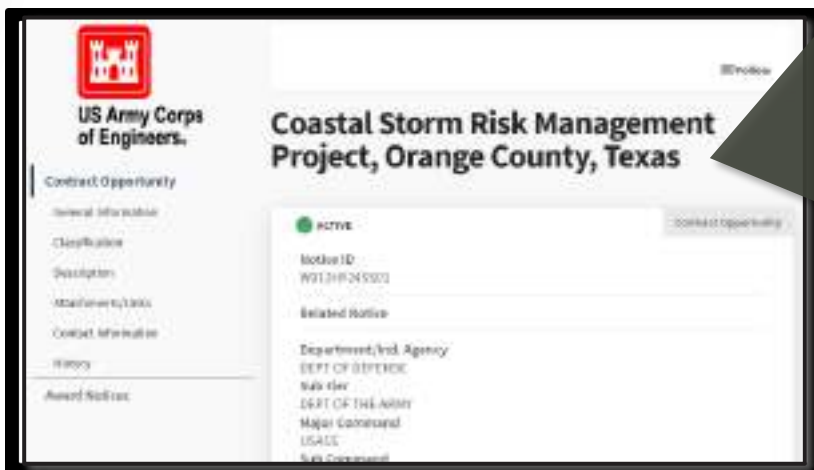
Major Command
USACE

Sub Command
SWD

Office
US ARMY ENGINEER DISTRICT GALVESTON

SOURCES SOUGHT (5 OF 9)

Example of a Recent Sources Sought



The U.S. Army Corps of Engineers – Galveston District has been tasked to solicit for and award a contract for the Adams Bayou Complex & Cow Bayou Complex in Orange County, Texas. The anticipated project will be a competitive, a hybrid firm-fixed price (FFP) and fixed-price incentive successive targets (FPIS), early contractor involvement (ECI), design/bid/build (DBB) contract procured in accordance with FAR 15, Negotiated Procurement using “Best Value” trade-off process.

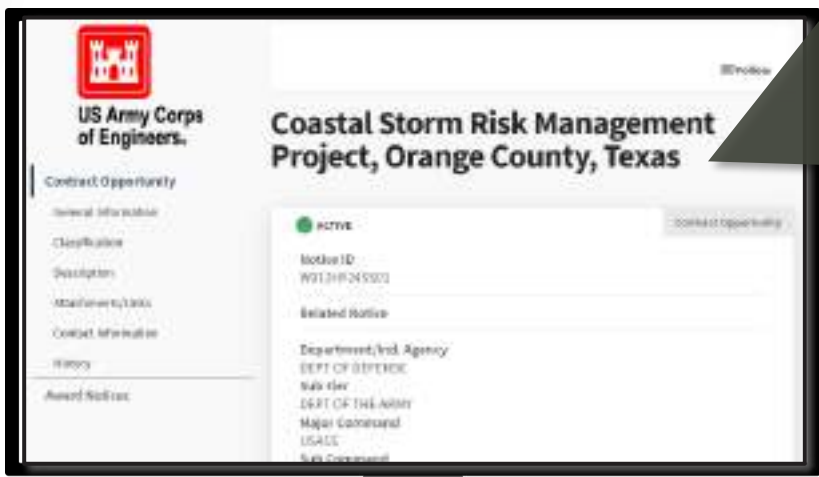
Estimated duration of the project is 18-months for pre-construction services and an estimated four years for the construction options.

In accordance with DFARs 236.204, the estimated construction magnitude for this project is: Over \$500,000,000.

The North American Industry Classification System code for this procurement is 237990, Other Heavy and Civil Engineering Construction, which has a small business size standard of \$45M.

SOURCES SOUGHT (6 OF 9)

Example of a Recent Sources Sought



Galveston District ~ US Army Corps of Engineers
Adams & Cow Pump Complexes -- Sources Sought -- Firm Experience

Please submit to [REDACTED] not later than close of business 10 Jan 2024

Section 1: General

1. Company Name: _____
2. Company Point of Contact: _____
3. POC email: _____
4. Company Address: _____
6. UEI #: _____
7. Please select all of the following categories that apply to your firm:

<input type="checkbox"/> Small Business	<input type="checkbox"/> Woman Owned Small Business	<input type="checkbox"/> HUBZone
<input type="checkbox"/> 8(a)	<input type="checkbox"/> Service Disabled Veteran Owned Small Bu:	<input type="checkbox"/> Large business

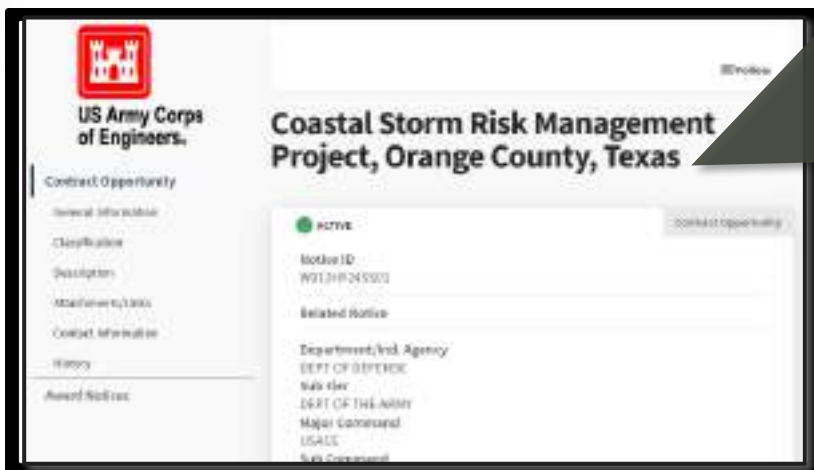
Section 2: Contractor Arrangement

Our Firm is interested in proposing on a contract as a:

<input type="checkbox"/> Prime Contractor	<input type="checkbox"/> Joint Venture	<input type="checkbox"/> Mentor-Protege	<input type="checkbox"/> Other
---	--	---	--------------------------------

SOURCES SOUGHT (7 OF 9)

Example of a Recent Sources Sought



1. If awarded the contemplated contract, the maximum capacity our firm can adequately perform for any single contract is:
\$ _____
2. If awarded the contemplated contract, the maximum aggregate contract capacity our firm can adequately perform is: (Total capacity of your firm)
\$ _____
3. **Our firm is has experience of providing the following services:** (This is not an inclusive list but a representation of typical work. Additionally, all work is anticipated to be Design-bid-build (DBB))

	Would sub-contract	Performing In House	Types of Work in the Anticipated Contract
1			Pump Station Construction
2			Sector Gate Construction
3			Vertical Lift Floodgate Construction
4			Concrete Floodwall Construction
5			Levee Construction
6			Channel Realignment
7			Cofferdam

SOURCES SOUGHT (8 OF 9)

Example of the Information
Collected from Sources Sought:

The bonding capability of interested firms by socio-economic set-aside can be determined from these tables.

	# of Respondents	Average Per Contract Bonding	Firms w/ Per Contract Bonding:		
			>= \$3M	>= \$5M	>= \$10M
Small Business	XX	\$XX,XXX,XXX	XX	XX	XX
8(a)	XX	\$XX,XXX,XXX	XX	XX	XX
HUBZone	XX	\$XX,XXX,XXX	XX	XX	XX
SDVOSB	XX	\$XX,XXX,XXX	XX	XX	XX
WOSB					
Large Business	# of Respondents	Average Aggregate Bonding	Firms w/ Aggregate Bonding:		
			>= \$10M	>= \$15M	>= \$20M
Small Business	XX	\$XX,XXX,XXX	XX	XX	XX
8(a)	XX	\$XX,XXX,XXX	XX	XX	XX
HUBZone	XX	\$XX,XXX,XXX	XX	XX	XX
SDVOSB	XX	\$XX,XXX,XXX	XX	XX	XX
WOSB	XX	\$XX,XXX,XXX	XX	XX	XX
Large Business	XX	\$XXX,XXX,XXX	XX	XX	XX

SOURCES SOUGHT (9 OF 9)

Sources Sought Data is Analyzed – Then What?

The Sources Sought Analysis is combined with the other Market Research conducted for the particular requirement in the Market Research Summary and/or Market Research Report.



DSBS (1 OF 6)



What is DSBS?

The Small Business Administration's Dynamic Small Business Search (DSBS)

<https://dsbs.sba.gov/>

Government Certifications

8(a) Certified or 8(a) Joint Venture:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

HUBZone Certification:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Veteran-Owned Small Business or Joint Venture:

- Required (Active Certifications only)
- Not Required

Women Owned Small Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Economically Disadvantaged Women Owned Small Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Service-Disabled Veteran-Owned Small Business or Joint Venture:

- Required (Active Certifications only)
- Not Required

All filters in Government Certification section will return all relevant firms, including firms with expired SAM.gov profiles.
For more information, see also [SBA Certifications](#) in the search help page.

DSBS (2 OF 6)

DSBS Considerations for Industry

Minimum Acceptable Bonding Levels

<input type="text"/>	Construction Bonding Level (per contract)
<input type="text"/>	Construction Bonding Level (aggregate)
<input type="text"/>	Service Bonding Level (per contract)
<input type="text"/>	Service Bonding Level (aggregate)

Size

At least No more than
 Employees and/or Annual Gross Revenue

Specific Nature of Business

NAICS Codes: Any All (slower)
 "Buy Green" NAICS Codes: Any All (slower)
 Keywords: Any All (slower)

- Query results limited to 5K firms
- Have to build query to get to less than 5K
- Typical ways to do that include adding:
 - NAICS code
 - Annual gross income
 - Bonding level or
 - Key word(s)



DSBS (3 OF 6)

Example of the Information Collected from DSBS

Keywords firms have in their capability statements.

	# of Firms	# of Firms w/ Capability Statements	# of Firms with Each Key Word:				
			Horizontal	Civil	Levee	Pump Station	Concrete
Small Business	5187	2383	74	380	47	34	34
8(a)	283	221	16	67	4	2	2
HUBZone	273	218	11	53	5	4	4
WOSB	200	154	8	30	2	1	1
SDVOSB	199	149	9	27	5	0	0

	# of Firms	# of Firms w/ Capability Statements	# of Firms with Each Key Word:				
			Earth Work	Gate	Channel	Cofferdam	Floodwall
Small Business	5187	2383	94	66	15	8	1
8(a)	283	221	12	3	0	1	0
HUBZone	273	218	9	9	2	0	0
WOSB	200	154	7	5	0	0	0
SDVOSB	199	149	2	4	0	0	0

DSBS (4 OF 6)

Example of the Information Collected from DSBS

In order to advertise a requirement to a Socio-Economic Set-Aside, the **Rule of 2** must be met for competition.

	# of Firms	# of Firms w/ Capability Statements	# of Firms with Each Key Word:				
			Horizontal	Civil	Levee	Pump Station	Concrete
Small Business	5187	2383	74	380	47	34	34
8(a)	283	221	16	67	4	2	2
HUBZone	273	218	11	53	5	4	4
WOSB	200	154	8	30	2	1	1
SDVOSB	199	149	9	27	5	0	0

	# of Firms	# of Firms w/ Capability Statements	# of Firms with Each Key Word:				
			Earth Work	Gate	Channel	Cofferdam	Floodwall
Small Business	5187	2383	94	66	15	8	1
8(a)	283	221	12	3	0	1	0
HUBZone	273	218	9	9	2	0	0
WOSB	200	154	7	5	0	0	0
SDVOSB	199	149	2	4	0	0	0

DSBS (5 OF 6)

DSBS Considerations

Think about the key words your firm should have in its capability statement.

Think about common variations as well:

- Design Build
- Design-Build
- D/B
- DB
- Des-Bld
- Etc.


Top NAICS Code in SWG

237990 – Other Heavy & Civil Engineering Construction
 541330 – Engineering Services
 236220 – Commercial & Institutional Building Construction
 237310 – Highway, Street, & Bridge Construction
 541620 – Environmental Consulting Services
 541370 – Surveying & Mapping Services
 541380 – Testing Laboratories
 541990 – All Other Profession, Scientific, & Technical Services
 238210 – Electrical Contractors & Other Wiring Installation CTRs
 238990 – All Other Specialty Trade Contractors

Specific Nature of Business

NAICS Codes: Any All (slower)

"Buy Green" NAICS Codes: Any All (slower)

 Keywords: Any All (slower)



<https://dsbs.sba.gov/>

DSBS (6 OF 6)

How Do I Update This Profile You Keep Talking About????

Already Registered?

You must renew your registration every 365 days to keep it active. You can make updates to your registration anytime or during renewal. If you're already registered, you already have a Unique Entity ID.

- [Go to your Entity Management Workspace to update or renew your registration](#)
- [Check the status of your registration.](#)
- ? [How do you know if you are already registered?](#)

Dynamic Small Business Search (DSBS)

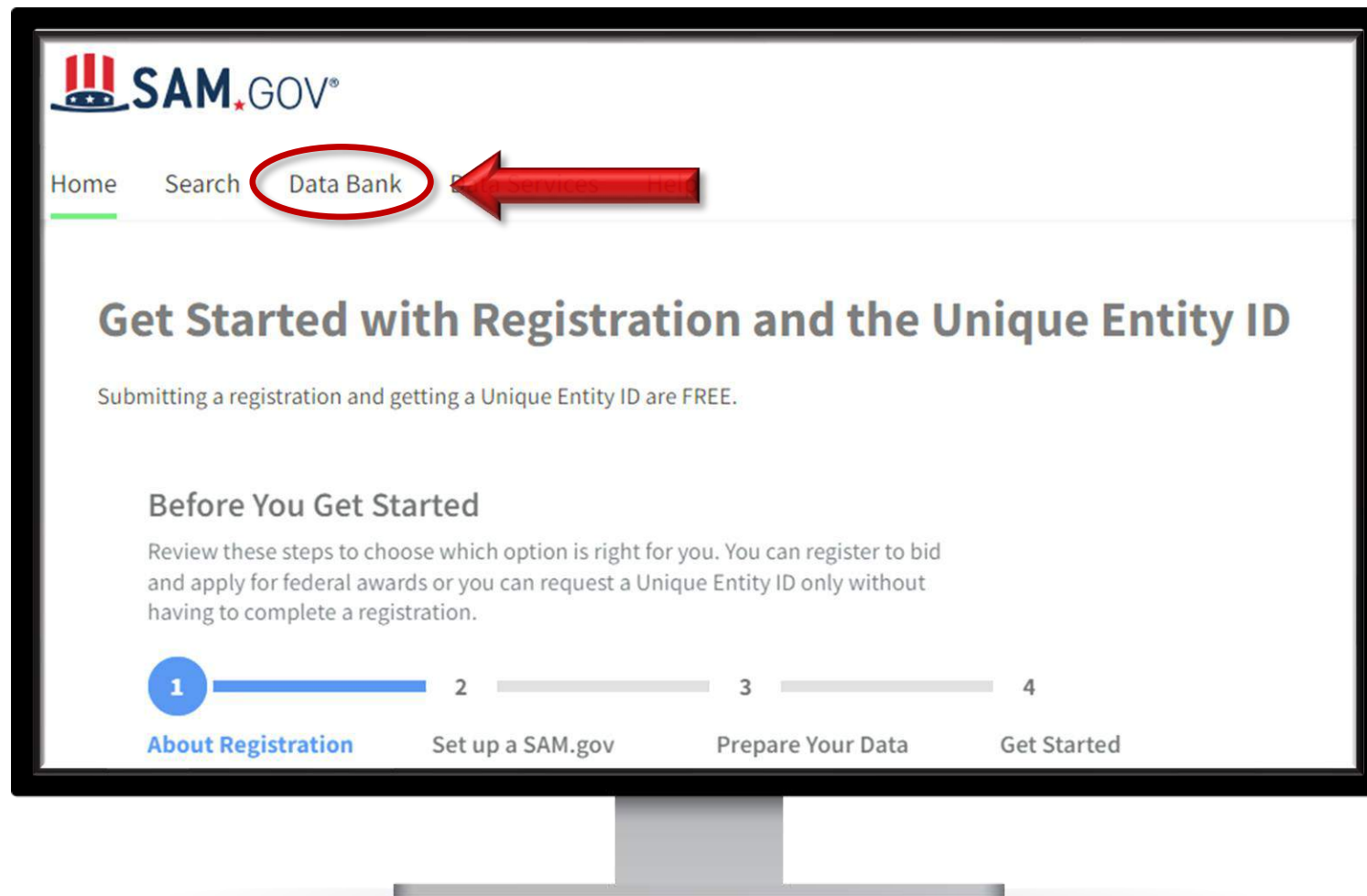
📅 **Metadata Updated:** April 11, 2023


The Small Business Administration maintains the Dynamic Small Business Search (DSBS) database. As a small business registers in the System for Award Management, there is an opportunity to fill out the small business profile. The information provided populates DSBS. DSBS is another tool contracting officers use to identify potential small business contractors for upcoming contracting opportunities. Small businesses can also use DSBS to identify other small businesses for teaming and joint venturing.



SAM.GOV (1 OF 4)

What is SAM.GOV?



 SAM.GOV®

Home Search **Data Bank** [Partners](#) [Help](#)

Get Started with Registration and the Unique Entity ID

Submitting a registration and getting a Unique Entity ID are FREE.

Before You Get Started

Review these steps to choose which option is right for you. You can register to bid and apply for federal awards or you can request a Unique Entity ID only without having to complete a registration.

- 1** About Registration
- 2 Set up a SAM.gov
- 3 Prepare Your Data
- 4 Get Started



SAM.GOV (2 OF 4)

SAM.GOV Databank

Data Bank

SAM.gov reports support analysis of the federal award lifecycle. The DataBank allows you to download or run reports on various domains. Depending on the domain, different types of reports are available. Reports range from static pre-generated reports to fully customizable ad hoc reports. You must be signed in to run most reports, and roles assigned to you determine which reports are available for you to run.

Standard Reports

Standard reports contain information about contract activity and are formatted to meet the needs of both government and public users. Depending on the report, users can filter, sort, graphically display, and export the data in standard reports to locate information of interest. These reports are listed alphabetically below. Reports listed as “Anomaly” reports either report on anomalous circumstances, or have anomalies within the data and contain this information within the report descriptions.

SAM.GOV (3 OF 4)

SAM.GOV Example Query

REPORT FILTER  Reprompt

(X) NAICS (ID) Equals "237990" ↓

OR

(X) PSC (ID) Equals "Y1PZ" ↓

AND ←

(X) FY (ID) Between "2014" AND "2024" ↑

AND ←

(X) Dollars Obligated Greater than or equal to 50000000 ↑

AND ←

(X) Mod No. (ID) Equals "0" ↑

SAM.GOV has **standard reports** and the ability to run **ad hoc reports**.

The website indicates that some of the reporting mechanisms are still migrating over from FPDS



SAM.GOV (4 OF 4)

SAM.GOV Data Analysis



	WOSB			SDVOB		
	# of Actions	Total \$	Average \$	# of Actions	Total \$	Average \$
2014	0	\$0	\$0	0	\$0	\$0
2015	0	\$0	\$0	0	\$0	\$0
2016	0	\$0	\$0	0	\$0	\$0
2017	0	\$0	\$0	0	\$0	\$0
2018	0	\$0	\$0	0	\$0	\$0
2019	0	\$0	\$0	0	\$0	\$0
				1	\$50,990,000	\$50,990,000
				1	\$50,000,000	\$50,000,000
				0	\$0	\$0
				0	\$0	\$0
				0	\$0	\$0
				2	\$100,990,000	\$50,495,000

	LB			SB			8(a)			HZ		
	# of Actions	Total \$	Average \$	# of Actions	Total \$	Average \$	# of Actions	Total \$	Average \$	# of Actions	Total \$	Average \$
2014	5	\$465,085,971	\$93,017,194	0	\$0	\$0	0	\$0	\$0	0	\$0	\$0
2015	6	\$505,969,060	\$84,328,177	0	\$0	\$0	0	\$0	\$0	0	\$0	\$0
2016	1	\$182,753,859	\$182,753,859	0	\$0	\$0	0	\$0	\$0	0	\$0	\$0
2017	8	\$560,389,424	\$70,048,678	0	\$0	\$0	0	\$0	\$0	0	\$0	\$0
2018	8	\$847,435,677	\$105,929,460	0	\$0	\$0	0	\$0	\$0	0	\$0	\$0
2019	12	\$1,389,746,494	\$115,812,208	0	\$0	\$0	0	\$0	\$0	0	\$0	\$0
2020	24	\$3,225,866,808	\$134,411,117	2	\$227,279,210	\$113,639,605	0	\$0	\$0	0	\$0	\$0
2021	20	\$1,955,235,101	\$97,761,755	1	\$59,310,781	\$59,310,781	0	\$0	\$0	0	\$0	\$0
2022	27	\$4,192,852,701	\$155,290,841	2	\$159,846,309	\$79,923,155	0	\$0	\$0	0	\$0	\$0
2023	25	\$3,592,599,761	\$143,703,990	3	\$189,749,650	\$63,249,883	0	\$0	\$0	0	\$0	\$0
2024	2	\$329,874,802	\$164,937,401	0	\$0	\$0	0	\$0	\$0	0	\$0	\$0
Total	138	\$17,247,809,658	\$124,984,128	8	\$636,185,950	\$79,523,244	0	\$0	\$0	0	\$0	\$0



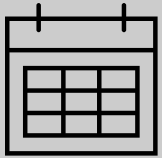
MARKET RESEARCH SUMMARY (1 OF 4)

The Government has Collected Market Research ...Now What???



MARKET RESEARCH SUMMARY (2 OF 4)

Market Research is Complete (Only for a while)



The KO may use market research conducted within **18 months** before the award of any task or delivery order if the information is still current, accurate, and relevant.

FAR 10.002(b)(1)



Market Research Refresh

As market research ages, it may become appropriate to do additional to determine if the previous information is still accurate and relevant, this is called a “**Market Research Refresh**”. The previous Market Research documents are updated with the additional information and analysis.



MARKET RESEARCH SUMMARY (3 OF 4)

Decisions Made After Reviewing Market Research Analysis

1. Can a required source fulfill the need?
2. Is the item commercially available?
3. What are the standard industry practices for the specific requirement?
4. Is consolidation or bundling necessary and justified?
5. Should the requirement be set-aside for a small business program?



FAR 10.001 has a more complete list.



MARKET RESEARCH SUMMARY (4 OF 4)

Market Research Summary

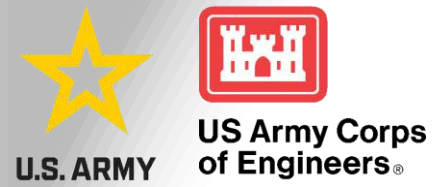


Market research is one of the foundations of each procurement.

The more effort placed into market research by industry and Government, the better the end product.

We at the USACE know responding to Market Research requests takes time and resources.

We really appreciate your efforts!!!



CONTRACT NUMBERS (1 OF 4)

What is a DODAAC?

The Department of Defense Activity Address Code is a **6-position code** that uniquely identifies an activity that has the authority to request, **CONTRACT** for, receive, have custody of, issue, or ship Government owned assets.

USACE SWD DODAACs

- Fort Worth (SWF) W9126G
- Galveston (SWG) **W912HY**
- Little Rock (SWL) W9127S
- Tulsa (SWT) W912BV



Typical Galveston RFP #:

W912HY 24 R 0001

W912HY is the Galveston District DODAAC. Every action Galveston issues starts with its DODAAC. It lets all parties know who issued the action.

24 This character indicates the fiscal year the action was created, advertised, or awarded

R This Character indicates the type of action: R = RFP, B = IFB, D = IDIQ, C = Contract, etc.

0001 This Character is issued sequentially

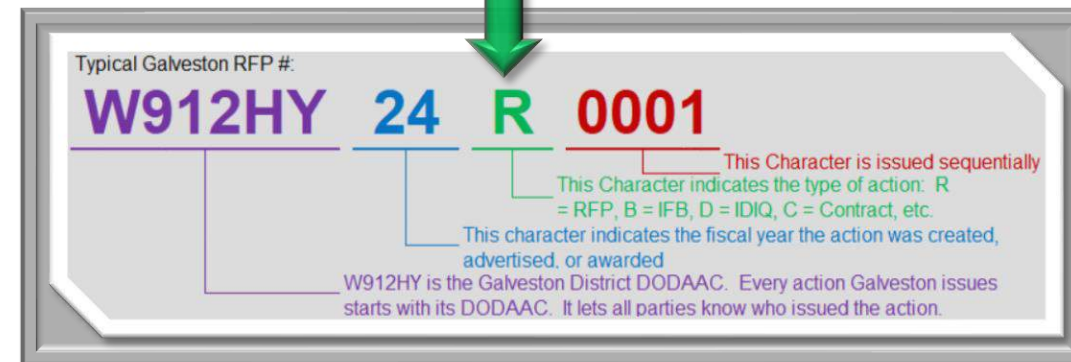
CONTRACT NUMBERS (2 OF 4)

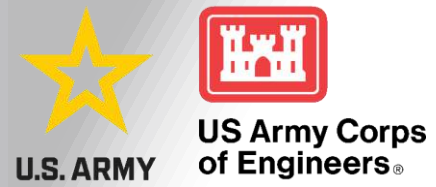
Focus on Type of Action

Type of Action	Letter Designation
Blanket purchase agreements	A
Invitations for Bids	B
Contracts of all types except indefinite-delivery contracts	C
Indefinite-Delivery Contracts	D
Task Orders, Delivery Orders or Calls Under Basic Ordering Agreements	F
Basic Ordering Agreements.	G
Lease Agreements	L
Purchase Orders	P
Requests for Quotations	Q
Requests for Proposals	R



Additional information can be found in FAR 4.16





CONTRACT NUMBERS (3 OF 4)

Application of knowledge

SAM.GOV is the Government Point of Entry (GPE).

Search by DODAAC on SAM.GOV



Filter By

Keyword Search

For more information on how to use our keyword search, visit our [help guide](#)

Simple Search Search Editor

Any Words *i*

All Words *i*

Exact Phrase *i*

e.g. 1606N020Q02

W912HY* x

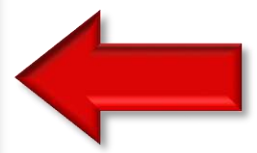
FAR 5.003 GPE: For any requirement in the FAR to publish a notice, the KO must transmit the notices to the GPE.

CONTRACT NUMBERS (4 OF 4)

Application of knowledge



Review 2 SWG postings



Houston Ship Channel (HSC), Segment 3 ? Barbours Cut Channel ,Spilman Island, and Morgan?s Point Bulkhead Walls

Notice ID: W912HY24R0008

THIS SOLICITATION IS BEING ISSUED AS AN UNRESTRICTED REQUEST FOR PROPOSAL FOR HOUSTON SHIP CHANNEL EXPANSION CHANNEL IMPROVEMENT PROJECT *****ATTENTIO...

Department/Ind.Agency DEPT OF DEFENSE	Subtier DEPT OF THE ARMY	Office US ARMY ENGINEER DISTRICT GALVESTON
--	-----------------------------	--

Contract Opportunities

Current Date Offers Due
January 19, 2024 at 10:00 AM CST

Notice Type
Updated Solicitation

Updated Date
Dec 19, 2023 (5)

Published Date
Dec 19, 2023

FY24 Corpus Christi Ship Channel Inner Basin to Viola, Maintenance Dredging, in Nueces County, Texas.

Notice ID: W912HY24B0001

The U. S. Army Corps of Engineers, Galveston District Office requires a contract for Corpus Christi Ship Channel, in Nueces County, Texas.
...

Department/Ind.Agency DEPT OF DEFENSE	Subtier DEPT OF THE ARMY	Office US ARMY ENGINEER DISTRICT GALVESTON
--	-----------------------------	--

Contract Opportunities

Current Response Date
February 01, 2024 at 02:00 PM CST

Notice Type
Updated Presolicitation

Updated Date
Dec 13, 2023 (5)

Published Date
Dec 13, 2023



MARKET RESEARCH OVERVIEW CONCLUSION



Thank you!
~Erin Williams



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SWG Small
Business
Program Office

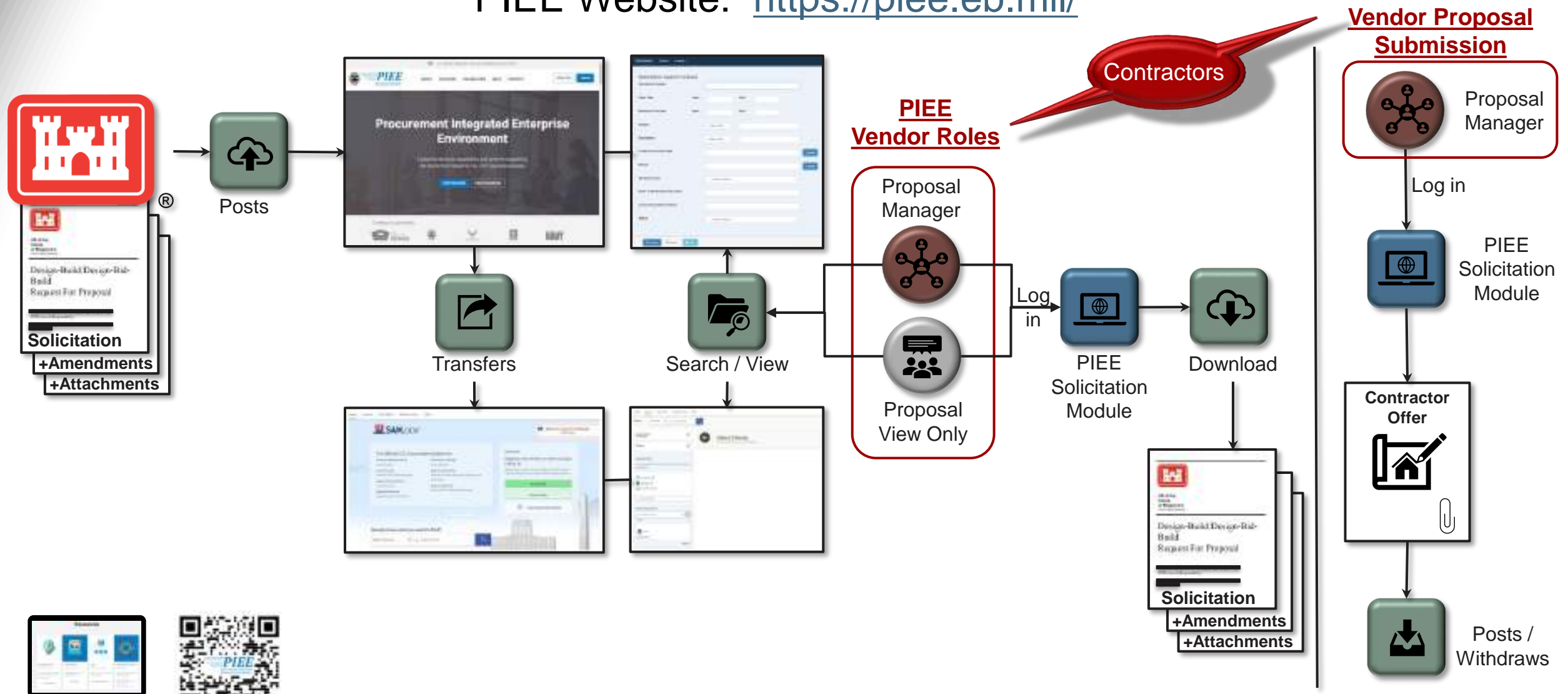


Contractor
Opportunities!!



PIEE SOLICITATION PROCESS

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



NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY / CYBERSECURITY MATURITY MODEL CERTIFICATION (NIST/CMMC) WHAT WE NEED TO KNOW!

January 17, 2024
1330-1400

Amanda Zawieruszynski
Procurement Analyst
USACE Southwestern Division, Headquarters



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NATIONAL INSTITUTE OF STANDARDS & TECHNOLOGY (NIST) SCORES AND CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)



Amanda Zawieruszynski
Procurement Analyst,
Southwestern Division, Headquarters,
U.S. Army Corps of Engineers

17-January-2024



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AGENDA

- What is a National Institute of Standards & Technology (NIST) Score?
- Why Now?
- Procurement Integrated Enterprise Environment (PIEE) and Supplier Performance Risk System, S.P.R.S.
- Cybersecurity Maturity Model Certification (CMMC)

WHAT IS A NATIONAL INSTITUTE OF STANDARDS & TECHNOLOGY (NIST) SCORE?



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WHAT IS A NIST SCORE

5



- A reflection of a company's compliance with NIST-800-171
- A company's security posture
- Let's the Government know how a company is protecting Controlled Unclassified Information (CUI)



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WHAT IS A NIST SCORE

6



NIST SP
800-171

NIST SP
800-171A

BASIC=
Required

NIST SP
800-172

NIST SP
800-172A

Enhanced
Security

WHY NOW?



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WHY NOW



Ubisoft investigates hack attempt

"Assassin's Creed" publisher Ubisoft said Tuesday it was investigating a suspected data security breach, in the latest cyberattack against a major actor in the video game industry. "We are aware of an alleged data security incident and are currently..."

26 Dec, 2023, 07:35 PM IST



How cybercriminals are using Wyoming shell companies for global hacks

Interviews with half a dozen tech and compliance experts and hacking victims like Mumin suggest that the state once known as the rugged refuge for 19th century bandits is now catering to 21st century outlaws.

13 Dec, 2023, 03:53 PM IST

December 11

Norton Healthcare Data Breach: Norton Healthcare has suffered a data breach impacting an estimated 2.5 million people. The firm, based in Kentucky, says that threat actors gained unauthorized access to personal information about millions of patients, as well as a considerable number of employees.

November 24

Vanderbilt University Medical Center Data Breach: A Tennessee-based medical institution has confirmed it fell victim to a ransomware attack orchestrated by the Meow ransomware gang. The Medical Center - which has over 40,000 employees - was one of several organizations added to the group leak database in November 2023.

China-based hackers breached US government email accounts, Microsoft and White House say



By [Sean Lyngaas](#), CNN

🕒 3 minute read - Updated 9:51 PM EDT, Wed July 12, 2023

WHY NOW



FAR 52.204-28: Federal Acquisition Supply Chain Security Act Orders—Federal Supply Schedules, Governmentwide Acquisition Contracts, and Multi-Agency Contracts. (Order Level)

- In all Federal Supply Schedules, Governmentwide acquisition contracts, and multi-agency contracts where Federal Acquisition Supply Chain Security Act (FASCSA) orders are applied at the order level. Include in the solicitation and resultant contract.

FAR 52.204-29: Federal Acquisition Supply Chain Security Act Orders—Representation and Disclosures.

- In all solicitations, except for Federal Supply Schedules, Governmentwide acquisition contracts, and multi-agency contracts.

OR

- In all solicitations for Federal Supply Schedules, Governmentwide acquisition contracts, and multi-agency contracts, if FASCSA orders are applied at the contract level (see 4.2304(b)(1)(i)).

FAR 52.204-30: Federal Acquisition Supply Chain Security Act Orders—Prohibition. (Base Level)

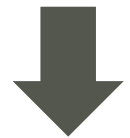
- DoD FASCSA orders:
 - (1) Information technology, as defined in 40 U.S.C. 11101, including cloud computing services of all types;
 - (2) Telecommunications equipment or telecommunications service, as those terms are defined in section 3 of the Communications Act of 1934 (47 U.S.C. 153);
 - (3) The processing of information on a Federal or non-Federal information system, subject to the requirements of the Controlled Unclassified Information program (see 32 CFR part 2002); or
 - (4) Hardware, systems, devices, software, or services that include embedded or incidental information technology.
- Except for Federal Supply Schedules, Governmentwide acquisition contracts, and multi-agency contracts.
- Required action by all awardees **every 90 days-** must go into SAM and recertify acknowledging compliance



TIMELINE INFOSEC CHANGES/ CHALLENGES

OCT '16

DFARS
Controlled
Unclassified
Info. (CUI)
Clause



DFARS 252.204-7012, Contractors must comply with CUI marking, safeguarding, reporting

SEP '19

FY19 NDAA
Section
889a



No purchases from 5 Chinese firms

SEP '20

FY19 NDAA
Section
889b



No tech anywhere in supply chain from 5 Chinese firms

NOV '20

National Institute of Standards and Technology (NIST) Self Evaluation Scores Req'd



Mandatory NIST scores or no contract awards, and protection of all CUI.

OCT '25

Cybersecurity Maturity Model Certification (CMMC 2.0)



Mandatory CMMC certification for all contractors, Levels 1 to 3

WHY NOW? NIST SCORES STORED IN PIEE/SPRS

- **REFERENCE:** IAW DFARS 204.7303(b), the contracting officer **shall verify that the summary level score** of a **current NIST SP 800-171 DoD Assessment** (i.e., not more than 3 years old) in PIEE's Supplier Performance Risk System (SPRS) **prior to—**
 - (1) Awarding a contract, task order, or delivery order to an offeror or contractor that is required to implement NIST SP 800-171 in accordance with the clause at 252.204-7012; or
 - (2) Exercising an option period or **extending the period of performance on a contract, task order, or delivery order with a contractor that is required to implement the NIST SP 800-171 in accordance with the clause at 252.204-7012.**

204.7302 Policy.

(a)(3) The NIST SP 800-171 DoD Assessment Methodology is located at <https://www.acq.osd.mil/asda/dpc/cp/cyber/safeguarding.html#nistSP800171>

PROCUREMENT INTEGRATED ENTERPRISE ENVIRONMENT (PIEE) AND SUPPLIER PERFORMANCE RISK SYSTEM (SPRS)



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PIEE AND SPRS- NIST SCORES

The screenshot shows a web browser window with the following elements:

- Address bar: <https://piee.eb.mil/#help-piee> (indicated by a red arrow)
- Page title: An official website of the United States government.
- Logo: **PIEE** Procurement Integrated Enterprise Environment (indicated by a red arrow)
- Navigation menu: ABOUT, FEATURES, CAPABILITIES, HELP, CONTACT
- Buttons: REGISTER, LOG IN
- Main heading: **Procurement Integrated Enterprise Environment**
- Sub-heading: Enterprise services, capabilities, and systems supporting the end-to-end Procure-to-Pay (P2P) business process
- Buttons: VIEW FEATURES, VIEW RESOURCES



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PIEE AND SPRS - NIST SCORES



The screenshot shows a web browser window with the URL <https://piee.eb.mil/#help-piee>. The page header includes the US Army Corps of Engineers logo, the acronym **PIEE** (Procurement Integrated Enterprise Environment), and navigation links: ABOUT, FEATURES, CAPABILITIES, **HELP**, and CONTACT. There are also REGISTER and LOG IN buttons. The main content area is divided into four columns:

- DOCUMENTATION**: Includes "VIDEOS AND GUIDES" and a description: "View videos and documentation for common workflows, roles, and functionality." A "GO TO RESOURCES" link is at the bottom.
- REGISTRATION**: Includes "STEPS TO GET STARTED" and "Get help registering as a vendor or government user." A "GET STARTED" link is at the bottom. Red arrows point to the "REGISTRATION" header and the "GET STARTED" link.
- SETUP**: Includes "SETUP INSTRUCTIONS" and "Follow instructions to get up and running with PIEE." A "VIEW SETUP INSTRUCTIONS" link is at the bottom.
- INFORMATION LOOKUP**: Includes "SEARCH TOOLS - Find DoDAACs, CAGEs, contacts, and PIEE role details." Below this are links: "Go to Lookup Tables", "Find My Account Administrator", and "Search Solicitations".



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PIEE AND SPRS- NIST SCORES

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6.16.1 Procurement Integrated
Enterprise Environment

New User Information and Help

New User

Setup

- Machine Setup

Vendors Getting Started

- Procurement Integrated Enterprise Environment - Getting Started Help
- Help - WAWF Vendor User Roles
- Help - EDA User Vendor Role
- Help - IUID Contractor User Roles

Training

Training

- Web Based Training 

Help - System Information

- PIEE Enhancements By Release
- WAWF Functional Information
- WAWF Instructions Clause Information
- WAWF Mobile App
- WAWF FTP User Guides
- WAWF EDI User Guides
- IUID Register Documentation



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PIEE AND SPRS- NIST SCORES

Welcome to the Procurement Integrated Enterprise Environment - Web Based Training (WBT)

Requirements



**Supplier Performance
Risk System, S.P.R.S.
Pronounced as
SPURS**

Award



Post Award Admin





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PIEE AND SPRS- NIST SCORES

The screenshot shows the PIIE (Procurement Integrated Enterprise Environment) web interface. At the top, there is a search bar and a search button. Below that, the main header reads "Supplier Performance Risk System (SPRS) - Web Based Training" with "Collapse All" and "Expand All" buttons. A dark blue navigation bar contains "SPRS Training" with a dropdown arrow. The main content area features a large blue button labeled "SPRS Single Sign On (SSO)", which is highlighted by a red arrow. Below this, there are three columns of links: "Overview" (with a sub-link "Purpose"), "SPRS - PIEE Role List" and "SPRS - Admin Role List", and "Supplier Performance Risk System (SPRS) Training Site". At the bottom, there are "Previous" and "Close" buttons.



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PIEE AND SPRS- NIST SCORES

SPRS

Guiding the DoD in Responsible Acquisition Decisions

- Login/Register (via PIEE)
- NIST SP 800-171 Vendor Help posting Basic Assessments
- FAQ
- NIST SP 800-171 Information
- Vendor Threat Mitigation
- Enhanced Vendor Profile
- SPRS Reports ▾

SPRS 3.3 OVERVIEW TRAINING

This newly updated SPRS Overview Training video provides instructions and step-by-step procedures for the SPRS Application functionality. This training is suitable for both government employees and suppliers/vendors. It describes procedures for gaining access to SPRS, obtaining reports, challenging data, locating important resources, providing feedback, and much more.

- Instructor Led
- Automated Learning
- Print Presentation
- Transcript

PIEE AND SPRS- NIST SCORES STORED

Detail View:

Clear All Filters Refresh Criteria Search

DFARS 252.204-7012 Compliance	Most Recent Assessment	Assessment Score	Confidence Level	Standard used to Assess	Assessing CAGE or DoDAAC	Assessment Scope	Included CAGEs/entities	Plan of Action Completion Date	System Security Plan Assessed	System Security Plan Version/Revision	System Security Plan Date
N/A	10/27/2021	110	BASIC	NIST SP 800-171	N/A	ENTERPRISE		N/A	NIST 800-171 Project Spectrum		10/27/2021

1 20 items per page 1 - 1 of 1 items

Contractor's Complete their NIST Self-Assessment through Procurement Integrated Enterprise Environment (PIEE) Supplier Performance Risk System (SPRS)



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NIST SCORES

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- **No NIST SCORE = No Award**
- Who plans to do business with the Government?

CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)



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WHY DOES NIST MATTER?

22



What happens on 1 OCT 25?



TIMELINE INFOSEC CHANGES / CHALLENGES

OCT '16

DFARS
Controlled
Unclassified
Info. (CUI)
Clause



DFARS 252.204-7012, Contractors must comply with CUI marking, safeguarding, reporting

SEP '19

FY19 NDAA
Section
889a



No purchases from 5 Chinese firms

SEP '20

FY19 NDAA
Section
889b



No tech anywhere in supply chain from 5 Chinese firms

NOV '20

National Institute of Standards and Technology (NIST) Self Evaluation Scores Req'd



Mandatory NIST scores or no contract awards, and protection of all CUI.

OCT '25

Cybersecurity
Maturity
Model
Certification
(CMMC 2.0)



Mandatory CMMC certification for all contractors, Levels 1 to 3



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1 OCT 25.

623 days

CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)

OVERVIEW OF THE CMMC PROGRAM

The Cybersecurity Maturity Model Certification (CMMC) program enhances cyber protection standards for companies in the DIB. It is designed to protect sensitive unclassified information that is shared by the Department with its contractors and subcontractors. The program incorporates a set of cybersecurity requirements into acquisition programs and provides the Department increased assurance that contractors and subcontractors are meeting these requirements.

The framework has three key features:

- **Tiered Model:** CMMC requires that companies entrusted with national security information implement cybersecurity standards at progressively advanced levels, depending on the type and sensitivity of the information. The program also sets forward the process for information flow down to subcontractors.
- **Assessment Requirement:** CMMC assessments allow the Department to verify the implementation of clear cybersecurity standards.
- **Implementation through Contracts:** Once CMMC is fully implemented, certain DoD contractors that handle sensitive unclassified DoD information will be required to achieve a particular CMMC level as a condition of contract award.



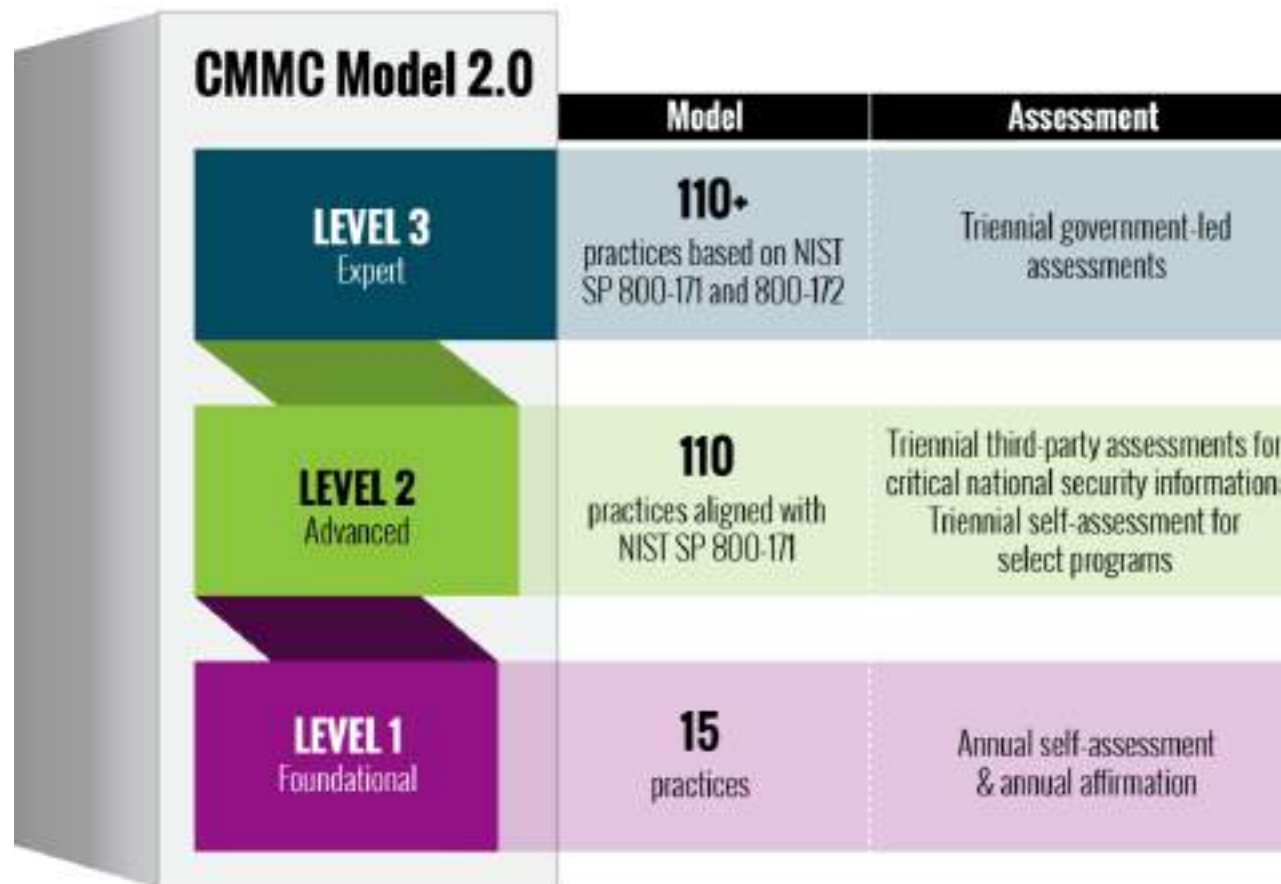
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CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)

26





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CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)

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CMMC 2.0 Assessments

CMMC Level 1 (Foundational) will require DIB company self-assessments

CMMC Level 2 (Advanced) may require third-party or self-assessments, depending on the type of information

- **Requires third-party assessments for prioritized acquisitions:** Companies will be responsible for obtaining an assessment and certification prior to contract award
- **Requires self-assessments for other non-prioritized acquisitions:** Companies will complete and report a CMMC Level 2 self-assessment and submit senior official affirmations to SPRS

CMMC Level 3 (Expert) will be assessed by government officials



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REGIONAL CONTRACTING TEAM

AT YOUR SERVICE



Mr. David Curry

Regional Chief
469-487-7072



Mr. Ruben Campos

Deputy Chief
469-487-7160



Ms. Amanda Zawierzynski

Procurement Analyst
469-487-7146



Mr. Dan Carnley

Procurement Analyst
469-487-7066

BACKUP INFORMATION SLIDES



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WWW.DODCUI.MIL



The screenshot shows the homepage of the DoD CUI PROGRAM website. At the top left is the Department of Defense seal. To its right is the text "DoD CUI PROGRAM". Further right is a search bar with the text "Search DODCUI" and a magnifying glass icon. Below the header is a navigation menu with four items: "HOME", "ABOUT US", "CONTACT", and "CMMC", each with a dropdown arrow. The main content area is divided into five sections, each with a representative image and a caption: "Policy" (soldiers in a field), "Training" (a C-130 transport plane dropping a parachute), "Desktop Aids" (a group of soldiers in a desert camp), "DoD CUI Registry" (a C-130 transport plane in flight), and "What's new?" (a helicopter landing on a beach).



CUI REPORTING



- Original intent was for CUI to replace For Official Use Only (FOUO) with a streamlined framework.
- CUI is MORE complex than FOUO.
- CUI clause requirements fall into 3 buckets/lines of effort:
 - 1) Marking;**
 - 2) Safeguarding;** and
 - 3) Reporting** CUI/Cyber incidents to DoD.
- DoD Cyber Crime Center is the central node to report cyber incidents.
 - KTRs required to submit cyber incidents to DoD:
<https://dibnet.dod.mil>
 - **Organizations can also report anomalous cyber activity and/or cyber incidents 24/7 to report@cisa.gov or (888) 282-0870.**



Cyber Reports

[Report a Cyber Incident](#)

A Medium Assurance Certificate is required to report a Cyber Incident, applying to the DIB CS Program is not a prerequisite to report.

[DFARS 252.204-7012 Safeguarding Covered Defense Information and Cyber Incident Reporting](#)
[DFARS 252.239-7010 Cloud Computing Services](#)

[FAR 52.204-23 Prohibition on Contracting for Hardware, Software, and Services Developed or Provided by Kaspersky Lab and Other Covered Entities](#)
[FAR 52.204-25 Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment](#)

Need Assistance?

Contact DoD Cyber Crime Center (DC3)

DC3.DCISE@us.af.mil
Hotline: (410) 981-0104
Toll Free: (877) 838-2174



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HISTORY OF INFOSEC/ CYBERSECURITY

32



27 MAY 09 – POTUS memo calling for examination of CUI and Interagency Task Force

04 NOV 10 – POTUS issues Executive Order 13556 Controlled Unclassified Information (CUI)

18 NOV 13 – Final rule passed, NIST SP 800-53, Unclassified Controlled Technical Information

01 AUG 15 – DoD publishes guidance on DFARS Clause 252.204-7012 - Safeguarding Unclassified CTI

26 AUG 15 – Interim rule passed, NIST SP 800-171, Covered Defense Information

30 DEC 15 – Interim rule passes, NIST SP 800-171, Operationally Critical Support

14 SEP 16 – 32 CFR Part 2002 introduces the first legal framework for CUI

21 OCT 16 – Final rule passed, NIST SP 800-171

30 OCT 16 – DFARS 252.204-7012 goes into effect

15 NOV 18 – DoD Memo on implementing CUI

06 MAR 20 – DoD Instruction 5200.48 Established DoD CUI Policy

30 NOV 20 – DFARS interim rule goes into effect requiring NIST score in SPRS to receive awards

04 DEC 20 – Director of National Intelligence requests POTUS kill CUI and EO 13556

31 DEC 20 – Deadline for agencies to issue CUI implementation guidance

01 OCT 25 – CMMC goes into full effect, no award without at least Level 1 certification



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NATIONAL INSTITUTE OF

STANDARDS & TECHNOLOGY (NIST) SCORES



Reference Materials



NIST SP 800-171
Quick Entry Guide



NIST SP 800-171
Frequently Asked Questions



Watch Tutorial

This tutorial goes over entering and editing the National Institute of Standards and Technology (NIST) Special Publication (SP) 800-171 Assessment records within SPRS.

[View or Print PowerPoint](#) [Transcript](#)



[SPRS Access for New User
with a PIEE account](#)



[SPRS Access for New User
without a PIEE account](#)



Watch Tutorial

This tutorial describes viewing National Institute of Standards and Technology (NIST) Special Publication (SP) 800-171.

[View or Print PowerPoint](#) [Transcript](#)

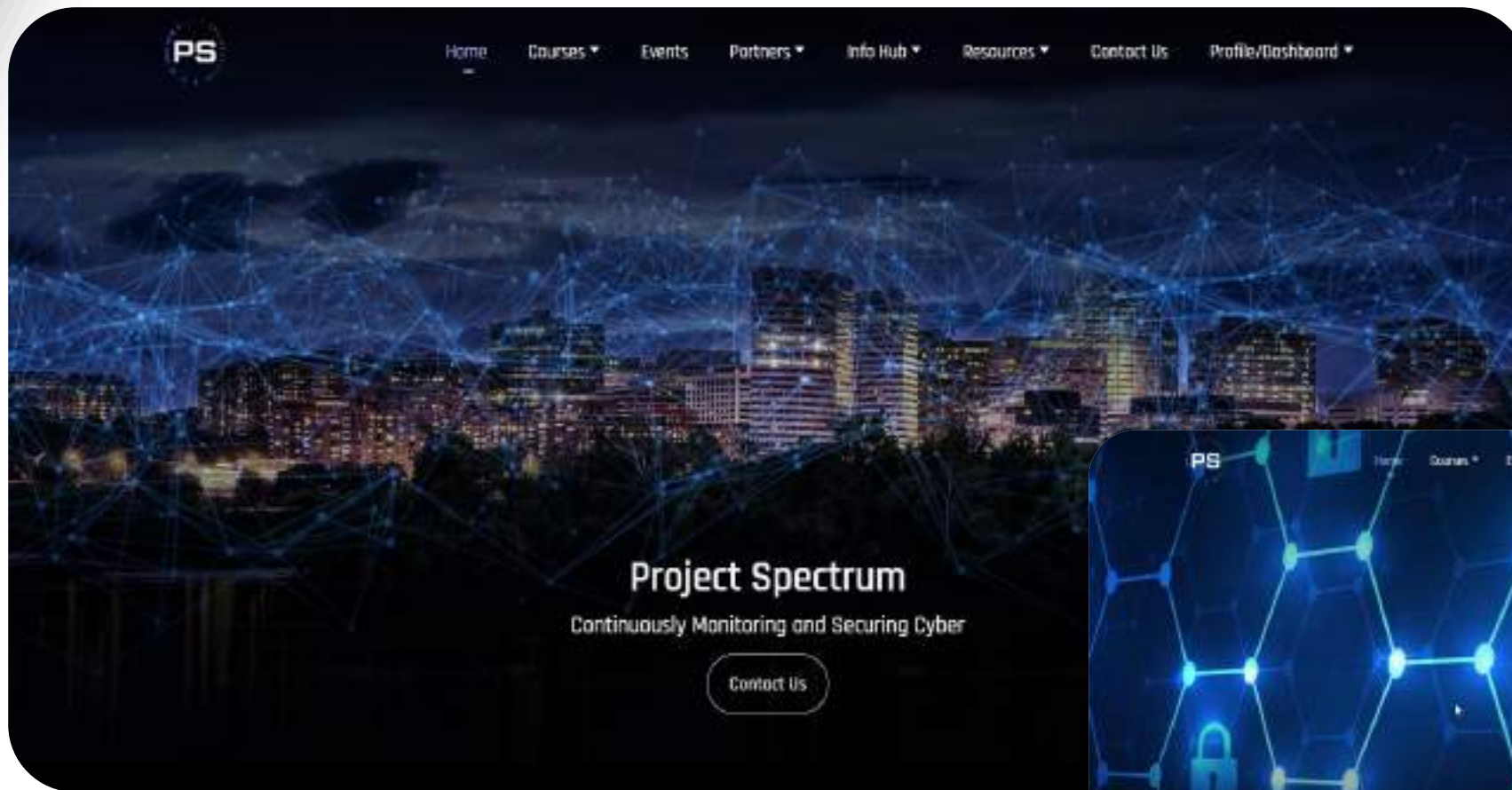


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CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)





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[HTTPS://DODCIO.DEFENSE.GOV/CMMC/](https://dodcio.defense.gov/CMMC/)



CMMC 2.0 LAUNCHED



Senior Department leaders announce the strategic direction and goals of CMMC 2.0

[LEARN MORE](#)



CMMC 2.0 PROGRAM



What you need to know about the program and what's changed from CMMC 1.0

[LEARN MORE](#)



5 STEPS TO CYBERSECURITY



Actions your company can take today to protect against cyber threats

[LEARN MORE](#)

LEGISLATIVE UPDATES, AND DYNAMIC SMALL BUSINESS SEARCH INFORMATION TO UPDATE FOR BETTER MARKET RESEARCH

January 17, 2024
1400- 1500

Valerie Coleman
Program Manager
Prime Contracts Program
US Small Business Administration



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U.S. Small Business
Administration

NDAA for Fiscal Year 2024 – Presented to President

[Pub. Law 118-31](#), Enacted Dec. 22, 2023

Sect. 862: Primes must notify CO if payment under a small-business subcontracting plan is 30+ days past due; cooperate with CO

Sect. 863: Increase SDVOSB goal to 5% (prime & subcontracting)

- SBA enacting for FY24

Sect. 864: Eliminate self-certification for SDVOSBs, prime and sub

- Would be effective Dec. 22, 2024

Sect. 865: Require DoD to consider the past performance of a small business's affiliates

OMB Memo: Increasing SDB Dollars for FY24

M-24-01 Increasing the Share of Contract Dollars Awarded to Small Disadvantaged Businesses for Fiscal Year (FY) 2024 and in Subsequent FYs (Oct. 25, 2023)

- As required by [EO 14091](#), OMB sets an SDB goal for FY24 of 13%
 - Agencies negotiate their SDB goals with SBA to cumulatively award 13% of Federal contract spending to SDBs
 - 8(a) program remains an important gateway for expanding contract access to those who have experienced past discrimination
- SDB goal for FY25 and beyond is 15%

Subcontracting

The indirect \$7.5 threshold is only in 13 CFR 125.3 at this point. [Federal Register :: Ownership and Control and Contractual Assistance Requirements for the 8\(a\) Business Development Program](#)

Passed the House, Sent to the Senate

[H.R.4670](#), Small Business Contracting Transparency Act of 2023

- Require SBA to report annually on WOSB certifications, including those by national certifying entities
 - Also set-aside contracts in unauthorized NAICS codes
- Require annual report on HUBZone certifications and decertifications
- Require annual report on SDVOSB certifications and decertifications

Better Contracting Initiative (BCI)

[FACT SHEET: Biden-Harris Administration Announces New Better Contracting Initiative to Save Billions Annually](#) (Nov. 8, 2023)

BCI seeks to save \$10 billion annually in savings and cost avoidance with four efforts:

1. Leveraging data across Federal agencies to get lower prices and better terms;
2. Negotiating common enterprise-wide software licenses;
3. Saving money and avoiding waste by getting contract requirements right the first time (through holding acquisition workshops to pinpoint requirements for professional services contracts); and
4. Getting better value from sole source and other high-risk contracts.

Search)

Small Businesses Common Error:

- Didn't complete DSBS profile after registering in SAM
 - Principal's names
 - Capabilities
 - References
 - **Keywords**

Agencies/Other Than Small Business Primes Errors:

- Checking too many categories
- Not utilizing Quick Market Search
- Not utilizing the Email function

Questions?

Valerie J Coleman
National Program Manager
Prime Contracts & COC Program, NMR Class
Waivers
Office of Government Contracting
U.S. Small Business Administration
Valerie.coleman@sba.gov

SMALL BUSINESS REGULATORY ENFORCEMENT FAIRNESS ACT (SBREFA)

January 17, 2024
1500-1530

Joseph Radzievich
Procurement Analyst
Office of Small Business
USACE, Headquarters



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BUILDING YOUR APPEAL TO USACE WITH EFFECTIVE COMMUNICATION: SMALL BUSINESS REGULATORY ENFORCEMENT FAIRNESS ACT (SBREFA) AND OTHER TOOLS FOR SUCCESS

Presented by:

Mr. Joseph W. Radzievich

Small Business Policy

Headquarters, U.S. Army Corps of Engineers (USACE)

Joseph.W.Radzievich@usace.army.mil

(202) 568-9359

17 January 2024

Galveston District Industry Day

Entire slide deck is public information.



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KEY OBJECTIVE FOR TODAY'S PRESENTATION



As contractors, you are here today to learn how to better engage with USACE and grow your company by learning how to compete for future USACE acquisition opportunities. The key objective in today's presentation will be:

- ✓ Understand how to better communicate with USACE by using tools and resources to effectively research contract forecasted opportunities which best match your firm's capabilities and build a savvy knowledge base to best prepare you for successful bidding.
- ✓ Learn about the Small Business Regulatory Enforcement Act (SBREFA) and the latest small business contracting policies to help improve your business's communication with USACE.



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PRESENTATION ROADMAP



1. Effective communication with USACE acquisition stakeholders, partnering playbook, understanding SBREFA.
2. Research tools to utilize and master.
3. Hypothetical scenario 1: “The New Contractor.”
4. Hypothetical scenario 2: “The Well-Prepared Contractor.”
5. Staying current on latest policy updates.
6. Appendix.

After presentation – one-on-one questions welcomed, see e-mail and phone to follow-up directly.



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1. EFFECTIVE COMMUNICATION WITH USACE ACQUISITION STAKEHOLDERS.



- Before reaching out to USACE, develop a research strategy and identify which NAICS codes match existing and pending acquisition requirements in SAM.gov. Also, look at market research under USACE Roadmap to Success tool.
- Develop an internal employee training program where you train new hires and refresh skills for existing employees on how best to research SAM.gov, how and where to find small business policy information which effects your business, how to find who to talk to, and how to effectively engage.
- Avoid generalized “spam” style communications but rather when you do reach out make it tailored and specific. When writing or speaking with USACE, demonstrate that you understand the particular USACE District or Center mission and how your capabilities briefing is tailored to meet those requirements.
- Avoid requesting a capabilities briefing or sending communications when your firm doesn’t align with that USACE District/Center mission.
 - Example: If SAM.gov shows the USACE District/Center does zero work in your NAICS specialty, it is best to focus elsewhere where the work is actually performed.



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GOOD COMMUNICATION LEADS TO CONTRACT SUCCESS – LOOKING BACK AT FY23



- USACE awarded \$10.5B to small business firms, which was the 2nd highest small business dollar obligation in the Army and DoD and the highest small business spend for USACE over the last 10 years.
- USACE awarded approximately \$1.5B to HUBZone Small Businesses, which was the highest HUBZone spend in the Federal Government for the 3rd year in a row.
- USACE awarded approximately \$6.1B to Small Disadvantaged Businesses, which was the highest SDB spend in the Federal Government.
- Small Businesses were awarded 40% of contract actions solicited in a full and open environment.
- USACE created economic impact for small businesses in every US state and territory.



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PARTNERING PLAYBOOK



- **LTG Scott Spellmon:** USACE is “committed to working together with partners to accomplish the mission and build enduring relationships through trust, transparency, and shared values.”
- “Sound partnerships require proactive engagement at all echelons of the organization and the embracement of a partnering mindset which embodies a set of behaviors rooted in three interdependent and mutually supportive elements: **Commitment, Communication, and Collaboration.**”
- Learn more at the USACE Partnering Playbook, available at:

<https://www.usace.army.mil/Business-With-Us/Partnering/mod/129895/details/443/>

- Additional resource: USACE Contractor Roadmap to Success, includes printable guide, available at:

<https://www.usace.army.mil/Business-With-Us/Small-Business/Contractor-Roadmap-to-Success/>



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PARTNERING PLAYBOOK (CONTINUED): 3C'S OF SUCCESSFUL PARTNERING



3Cs of Successful Partnering — Essential Partnering Behaviors

COLLABORATION

- Collectively sets and documents shared goals and expectations
- Builds and sustains strong, cohesive, and diverse teams
- Works together to proactively solve problems that achieves mutually beneficial outcomes
- Routinely manages risk, relationships, and performance

COMMUNICATION

- Promotes clear, open, consistent, and timely communication
- Fosters shared understanding
- Solicits input to continuously learn, adapt, and improve
- Resolves conflicts constructively and expeditiously

COMMITMENT

- Always puts the mission first
- Ensures leaders are invested and actively engaged
- Seeks out and establishes relationships founded on trust, transparency, accountability, and mutual respect
- Embraces innovation and accepts measured risk



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HOW DO I COMMUNICATE CONTRACT-RELATED PROBLEMS WITH USACE?



- First and foremost, speak with the assigned Contracting Officer's Representative (COR), where appropriate, and then with the Contracting Officer for the specific contract.
- If a contractor has a concern which is not resolved with the Contracting Officer and believes there is regulatory unfairness, the contractor may follow the USACE Step-by-Step Process for Unfair Regulatory Enforcement.
- As background, pursuant to the Small Business Regulatory Enforcement Fairness Act (SBREFA), HQ USACE Office of Small Business Programs is committed to successfully mitigating concerns between USACE and small business contractors.
- Inquiries may include excessive enforcement actions such as repetitive audits and investigations, and unreasonable fines, penalties, threats, retaliation, or other unfair actions. USACE offers the following chronological, streamlined process to expedite a mutually beneficial resolution for small businesses.



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WHERE CAN I FIND MORE INFORMATION ABOUT SBREFA?



- SBREFA is known as Public Law 104-121, the Small Business Regulatory Enforcement Fairness Act (SBREFA). SBREFA amended an existing law called the Regulatory Flexibility Act (known as Public Law 96-354).
- Bookmark/save the following helpful resources:
 - ✓ Electronic Code of Federal Regulations (eCFR), available at: <https://www.ecfr.gov/>
 - ✓ DoD Office of Small Business Programs (OSBP) Policy Vault:
<https://business.defense.gov/Acquisition/Policy/>
 - ✓ Questions about DoD OSBP policies, e-mail address:
osd.pentagon.ousd-a-s.mbx.osbp-policy-legislative-affairs@mail.mil
 - ✓ Statutory reference on SBA Ombudsman: 15 U.S. Code 14(a), Section 657. Oversight of regulatory enforcement (see also, slide Appendix):
<http://uscode.house.gov/view.xhtml?path=/prelim@title15/chapter14A&edition=prelim>



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SEEKING SBREFA RESOLUTION – STEPS 1 THROUGH 3



Step 1: Contractors should **first contact the local USACE Small Business Professional (SBP) at the appropriate geographic location**. A listing of current local SBPs can be found at:

<https://view.officeapps.live.com/op/view.aspx?src=https%3A%2F%2Fwww.usace.army.mil%2FPortals%2F2%2Fdocs%2FSmall%2520Business%2FRegulatory%2520Act%2FDistrict%2520and%2520Center%2520Small%2520Business%2520Offices.xlsx%3Fver%3DOx3KMifzrxlnSAA-uhddUw%253d%253d&wdOrigin=BROWSELINK>

Step 2: If the contractor inquiry is not addressed within 30 days in Step 1, the contractor should elevate their concern to the respective Division or Center Assistant Director of Small Business (AD). A listing of current ADs can be found at:

<https://view.officeapps.live.com/op/view.aspx?src=https%3A%2F%2Fwww.usace.army.mil%2FPortals%2F2%2Fdocs%2FSmall%2520Business%2FRegulatory%2520Act%2FDivision%2520Small%2520Business%2520Offices.xlsx%3Fver%3DkqNuGNWktOhcxJu3J2PEKA%253d%253d&wdOrigin=BROWSELINK>

Step 3: If the contractor inquiry is not addressed within 30 days in Step 2, the contractor should contact, HQ USACE Office of Small Business Programs, at small-business-hq@usace.army.mil with the following information:

- Include “SBREFA Inquiry” in the subject heading,
- Contractor name and contact information,
- USACE contract or solicitation number,
- USACE District/Center location,
- Names of USACE employees the contractor previously contacted, and,
- Brief description and current status of the issue.



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2. RESEARCH TOOLS TO UTILIZE AND MASTER.



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- Build a regular battle rhythm where you check and actively engage with multiple resources.
- HQ USACE Small Business Program site (remember to sign up for Contractor Registry on this site, also see link here for individual USACE District/Center sites).

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

- **KEY POINTS:** Look for acquisition forecasts on individual USACE District/Center sites. Enterprise-wide forecast on HQ USACE site, updated twice a year, more than just one fiscal year.
- System for Award Management (track specific procurements and upcoming sources sought announcements). www.sam.gov
- Small Business Administration (track latest updates on specific small business programs, including press release updates) www.sba.gov



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CHECK OUT THE USACE ONLINE “DREDGING CORNER”

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- Contractors interested in the latest policy and contract related information about USACE dredging opportunities should check out the USACE online “Dredging Corner” on the USACE web site.
- Includes a five year USACE dredging opportunity outlook and updates related to dredging from the Small Business Administration (SBA).
- Here is the direct link:

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



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SIGN UP FOR CONTINUOUS UPDATES TO STAY WELL INFORMED



- Subscribe to tailored updates from the Federal Register:

<https://www.federalregister.gov/>

- Consider third party sources (not an endorsement, but gives you a good pulse on what people are saying and thinking about small business policy and small business contracting issues).
- Examples: SmallGovCon, government contracts law blog:

<https://smallgovcon.com/>

Society of American Military Engineers (SAME):

<https://www.same.org/>



WHY READ FEDERAL REGISTER UPDATES?



- Reading the Federal Register allows your business to be on the forefront of new policies which may affect your business. Understand the difference between “draft rules” and “final rules.”
- Example: Federal Register notice, Volume 87, No. 140, published 22 July 2023 (final rule).
- ✓ In effect since 22 August 2022, **a small business contractor may use a past performance rating for work performed as a member of a joint venture or for work performed as a first-tier subcontractor.** This final rule updates the requirements for small business subcontracting plans to add a requirement for prime contractors to provide past performance to a first-tier, small business subcontractor when requested by the small business.
- ✓ The final rule implemented here does not create a formal reporting mechanism for past performance as a first-tier subcontractor. This is because it is up to the small business submitting past performance as a first-tier subcontractor to provide those ratings to the government. As the small business will be in possession of the past performance ratings, there is no need to formalize a reporting mechanism. Past performance ratings and/or information will be submitted to the agency in accordance with the solicitation.



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HELP RESOURCES AVAILABLE TO YOU.



- **Best option** is to identify and reach out to the local USACE Small Business Professional (SBP) where your firm is interested in competing for work. A POC listing on HQ USACE Small Business web site (link on previous slide).

- Additional resources:
 - ✓ HQ USACE Small Business Inquiry E-mail: Small-Business-HQ@usace.army.mil
 - ✓ HQ USACE Small Business Voicemail Inquiry Line (forwarded to email): 202-761-1932.
 - ✓ HQ USACE Small Business web site includes subcontracting opportunities, Contracting Roadmap to Success (printable guide), news, and marketing tips:

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



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KEEP YOUR EYE ON BILLS PENDING ON CAPITOL HILL



- Remember individual bills can end up as “riders” or additions to the must-pass National Defense Authorization Act (NDAA) bill which Congress and the President must pass each year.
- National Defense Authorization Act (NDAA)
<https://armedservices.house.gov/ndaa>
- House Committee on Small Business
<https://smallbusiness.house.gov/live/>
- Senate Committee on Small Business and Entrepreneurship
<https://www.sbc.senate.gov/public/index.cfm/hearings>



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3. HYPOTHETICAL SCENARIO 1 – “THE NEW CONTRACTOR”



Contractor Alpha is new to federal government contracting and is just starting their business. Alpha puts together a short brochure with a list of capabilities but does not include NAICS codes or prior examples of contracted work. Alpha has experience subcontracting on contracts with local and state government but does not list this subcontracting work on the capabilities brochure. Alpha reaches out to the local USACE Small Business Professional (SBP) at a specific USACE District which does not perform the work Alpha is looking to compete for. Alpha requests the USACE SBP set up a capabilities briefing so that Alpha can get practice delivering their “sales pitch” for future customers.

What are the potential issues with how Alpha is preparing and engaging with acquisition stakeholders here?



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3. HYPOTHETICAL SCENARIO 1 – “THE NEW CONTRACTOR” (CONTINUED)



What are the potential issues with how Alpha is preparing and engaging with acquisition stakeholders here?

- Since Alpha is a new contractor, Alpha needs to work with the APEX Accelerator near his location (formerly known as PTAC) to get initial training and foundational preparation, to include getting appropriate SBA certifications.
- If Alpha is a Veteran-Owned business, Alpha should also engage with the Veterans Administration for resources and assistance.
- Alpha should work with the APEX Accelerator to ensure their capabilities briefing includes the appropriate NAICS codes and describes in sufficient, clear detail their past performance.
- Alpha should research SBA for additional information and research SAM.gov to ensure their engagement is targeted to USACE Districts/Centers which actually perform the work they are trying to compete in.
- Alpha should only be requesting a capabilities briefing with USACE where there is actual work performed there which matches their capabilities (i.e. avoid “practice” sales pitches).



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4. HYPOTHETICAL SCENARIO 2 – “THE WELL- PREPARED CONTRACTOR”

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Contractor Beta has been in business for five years. From the very beginning, Beta worked directly with the local APEX Accelerator (formerly PTAC) and from there was able to successfully obtain SBA certifications for their business. Beta also worked with the Veterans Administration and is now a certified Service-Disabled Veteran-Owned Small Business (SDVOSB). Beta is also a certified Small Disadvantaged Business (SDB). Contractor Beta is looking to perform work within their NAICS code specialty and uses SAM.gov to find and respond to Sources Sought Announcements at USACE Districts/Centers which offer comparable NAICS requirements. Beta also researches the local acquisition forecasts on USACE District/Center web sites. Beta is signed up on Federal Register and stays tuned to policy changes which affects their business. Beta also has a robust internal training program for employees (for both new hires and existing employees) on how to best engage with potential customers, how to prepare tailored capabilities briefings and write effective responses to sources sought announcements, and how to research the latest acquisition requirements and policy updates.

Why is Beta well suited for success in government contracting?



4. HYPOTHETICAL SCENARIO 2 – “THE WELL- PREPARED CONTRACTOR” (CONTINUED)



Why is Beta well suited for success in government contracting?

- Beta started out as a new business engaging with the APEX Accelerator (formerly PTAC) and took the necessary steps to earn their SBA certifications, including SDVSOB and SDB.
- Beta consulted with Veterans Administration and SBA and has stayed current on the latest policy changes on Federal Register.
- Beta ensures effective quality control through a robust internal training program which ensures employees are following research and engagement best practices, including where to find necessary information on SAM.gov and how to tailor capabilities briefings and sources sought responses to government in the most effective, logical approach.



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5. STAYING CURRENT ON LATEST POLICY UPDATES



- DPC Class Deviation Memo (2024-O0002) on Service-Disabled Veteran-Owned Small Business Program (SDVOSB).
- Effective January 1, 2024, contracting officers shall follow the procedures in the attached class deviation in lieu of the procedures at Federal Acquisition Regulation (FAR) subpart 19.14 when making sole-source and set-aside awards under the Service-Disabled Veteran-Owned Small Business (SDVOSB) Program.
- Prior to making a set-aside or sole-source award under the SDVOSB Program, contracting officers shall confirm that an SDVOSB concern is either certified by the Small Business Administration (SBA) or has both represented its status in the System for Award Management (SAM) and submitted an application for certification to SBA on or before December 31, 2023, by verifying the SBA Veteran Small Business Certification website.

<https://veterans.sba.certify.gov>

- Contracting officers shall also follow the SDVOSB protest procedures in this deviation in lieu of the procedures at FAR 19.307. Contracting officers shall use the deviation solicitation provisions and contract clauses in lieu of the FAR provisions and clauses specified in this class deviation. These procedures will allow DoD to continue to award sole-source and set-aside awards under the SDVOSB program and process SDVOSB protests until the FAR is updated to align with SBA's regulations.



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5. STAYING CURRENT ON LATEST POLICY UPDATES (CONTINUED)



- SBA extended moratorium on bona fide place of business for 8(a) construction contracts until 30 September 2024.

- See SBA press release available here:

<https://www.sba.gov/article/2023/08/21/sba-announces-extension-moratorium-8a-eligibility-requirement>

THANK YOU!

- This concludes the presentation. The presenter, Mr. Joseph W. Radzievich, will be available today during the networking session this afternoon for any one-on-one questions and conversation.
- Participants are welcome to use the web links listed in this presentation for future reference. Please note that web links were current as of 17 January 2024 but change over time so please use due diligence to find the most current links.
- Participants may also reach Mr. Radzievich directly in the future at Joseph.W.Radzievich@usace.army.mil or at (202) 568-9359.



APPENDIX



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SBA OMBUDSMAN

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- Contractor inquiries not resolved through the USACE resolution process may be submitted to the Office of the National Ombudsman (ONO), U.S. Small Business Administration.
- Submit an online request for assistance at www.sba.gov/ombudsman/comment or download a printable Federal Agency Comment Form (SBA Form 1993) and submit documentation via email (preferred), mail, or fax.

Email: ombudsman@sba.gov

Fax: (202) 481-5719

Mail: Office of the National Ombudsman, U.S. Small Business Administration, 409 3rd Street, S.W., Mail Code 2120, Washington, D.C., 20416



ULTIMA 8(A) CASE UPDATE.

- **Ultima (8)a case:** The U.S. District Court for the Eastern District of Tennessee has ruled against SBA’s use of a “rebuttable presumption of social disadvantage” in the 8(a) program, which aims to help socially and economically disadvantaged small businesses obtain federal contracts. Under the rebuttable presumption, something is presumed true unless proven otherwise; the 8(a) program defines certain racial and ethnic groups as socially disadvantaged based on this presumption.*
- **Additional background:** The case was brought by Ultima Services Corporation, a non-8(a) small business, which claimed in its filing against SBA and the Department of Agriculture (USDA) the program was racially discriminatory. The court determined use of the rebuttable presumption violated Ultima’s Fifth Amendment rights and ruled the agencies did not provide evidence the 8(a)-targeted groups were underrepresented in specific industries relevant to the program’s contracts, nor did they outline the program’s goals. Without this evidence, “[SBA and USDA] cannot measure the utility of the rebuttable presumption in remedying the effects of past racial discrimination,” the court stated.*
- **Latest update as of 17 January 2024: DPC Class Deviation memo still in effect, SBA acceptance letter still required for award, and SBA 8(a) program is open for new applicants.**



CLASS DEVIATION MEMO FOR 8(A) PROGRAM

STILL IN EFFECT

This memo, Class Deviation 2023-O0007, dated 24 August 2023, establishes the following guidance for USACE Contracting Officers:

- Contracting officers shall not rely on the System for Award Management (SAM) to verify a concern's eligibility for the 8(a) Program and shall not presume SBA acceptance of a requirement into the 8(a) Program.
- Contracting officers **must** receive an affirmative response of acceptance of a requirement from SBA prior to awarding an 8(a) contract or order or receive a copy of the SBA qualification letter from the apparently successful offeror.
- Existing 8(a) contracts and modifications are not impacted by this class deviation. Contracting Officers may award in-scope modifications and exercise priced options without obtaining SBA acceptance or requiring the contractor to provide a copy of the SBA qualification letter; however, SBA acceptance is required for out-of-scope modifications and unpriced options.
- These restrictions do not apply to 8(a) entity-owned businesses owned by Indian Tribes, Alaska Native Corporations, Native Hawaiian Orgs, or Community Development Corporations.
- In lieu of existing clauses at FAR 52.219-18 and DFARS 252.219-7010, Contracting Officers shall use the revised clauses outlined in DPC Class Deviation 2023-O0007.



U.S. ARMY

DISTINGUISHING SBA 8(A) CATEGORIES OF SMALL BUSINESS FIRMS



- Category 1 small businesses firms used the rebuttal presumption of social disadvantage to enter the program. This means these firms entered the 8(a) program solely on the basis it is socially disadvantaged for example because of its owner's gender or race. SBA affirmation/acceptance required for these firms.
- Category 2 small business firms have proven social disadvantage by discrimination or economic disadvantage. Since only SBA has a record of this information (and not the Contracting Officer), the SBA affirmation/acceptance is still required for these firms.
- Category 3 small business firms have proven economic disadvantage. Those are the ANCs, Indian Tribes, NHO. Contracting Officers know who these firms are so SBA affirmation/acceptance is not required for these firms.



SBA 8(A) PROGRAM NOW OPEN FOR NEW APPLICANTS

As of September 29, 2023, SBA has reopened the 8(a) application for new applicants. SBA has updated the application by adding a plain language fillable questionnaire for applicants to identify social disadvantage. Firms continue to have the option to prepare a social disadvantage narrative and upload it directly to [Certify](#).

<https://certify.sba.gov/>

Potential applicants are encouraged to access the [Certify Knowledge Base](#) for information and tips for submitting a successful application.

Individual-owned firms

- To start a new 8(a) application, please visit the [Certify.sba.gov](#) website to create your account and claim your business.

Entity-owned firms (firms owned by Indian tribes, Alaska Native Corporations, or Native Hawaiian Organizations)

- The updated application process does not apply to entity-owned firms, such as firms owned by Indian tribes, Alaska Native Corporations, Native Hawaiian Organizations or Community Development Corporations. These firms will **not need** to submit narratives to apply for the 8(a) program.

Frequently asked questions for potential applicants

How can I prepare my social disadvantage narrative?

- A [Guide for Writing a Social Disadvantage Narrative](#) is available on the Certify Knowledge Base. In addition, you are encouraged to review the SBA's webinar session [8\(a\) information videos](#).

Can I use examples of social disadvantage from any point in my life?

- Yes, the examples you include in your social disadvantage narrative can be related to any time in your life but must include detail of how the incident impacted your entry or advancement in the business world. You may include examples that have taken place before or after you started your 8(a) participation.

NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY / CYBERSECURITY MATURITY MODEL CERTIFICATION (NIST/CMMC) WHAT WE NEED TO KNOW!

January 17, 2024
1530-1600

Melea Crouse
Assistant Director, Small Business
USACE Southwestern Division, Headquarters



US Army Corps
of Engineers®



USACE GALVESTON DISTRICT INDUSTRY DAY

*SAM Data Bank, Hands-on
Opportunity to learn who buys
what and how they buy it...*

Presenter: Melea Crouse



US Army Corps
of Engineers®



MISSION / PEOPLE / TEAMWORK



Agenda

- Functional Changes
 - Incorporated into SAM
 - New Look-Same Data
- Standard Reports ★
 - Setting Up Report
 - Run Reports
 - Exporting Data
 - Data Dictionary Example
 - Who Buys What You Sell & How They Buy it
 - Resources and Takeaways
 - *Adhoc Reports*

★ ***Release of Data: DoD only releases contract data after a 90-day waiting period***



Functional Changes

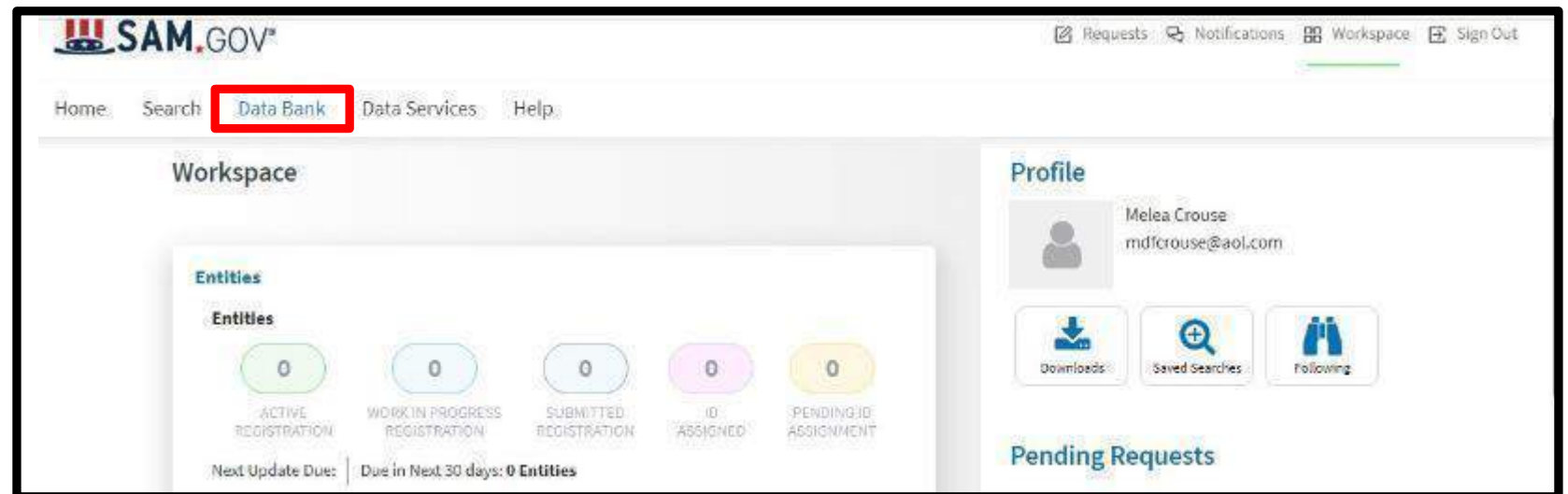
Remember this...

- [FPDS ezSearch Tool](#) – Still usable for quick searches
- No ETA on move to SAM, if it does



Now it's this....

- [SAM – Contract data](#) has moved to the “Data Bank”





Setting Up Report

The screenshot shows the SAM.gov website interface. At the top left is the SAM.gov logo. To the right are navigation links for Requests, Notifications, Workspace, and Sign Out. Below the logo is a navigation menu with Home, Search, Data Bank (highlighted with a black box), Data Services, and Help. The main content area is divided into two columns. The left column has a section titled 'Show Reports For' with a list of options: Assistance Listings, Contract Opportunities, Contract Data (highlighted with a black box), and Federal Hierarchy. Below this is a 'Report Type' section with radio buttons for Static, Standard (highlighted with a black box), Administrative, and Ad Hoc. There is also a checkbox for Favorites. The right column has a section titled 'Data Bank' with a paragraph of text explaining the service. Below that is a 'Contract Data Reports' section with a light blue information box containing an 'Attention' message. At the bottom of the right column is a paragraph about public availability of reports.

U.S. ARMY

SAM.GOV®

Requests Notifications Workspace Sign Out

Home Search **Data Bank** Data Services Help

Show Reports For

- Assistance Listings
- Contract Opportunities
- Contract Data**
- Federal Hierarchy

Report Type

- Static
- Standard**
- Administrative
- Ad Hoc

Favorites

Data Bank

SAM.gov reports support analysis of the federal award lifecycle. The DataBank allows you to download or run reports on various domains. Depending on the domain, different types of reports are available. Reports range from static pre-generated reports to fully customizable ad hoc reports. You must be signed in to run most reports, and roles assigned to you determine which reports are available for you to run.

Contract Data Reports

i Attention: The FPDS reports module is now in SAM.gov as the DataBank. If you need to search for contract data or specific contracts, please go to [FPDS.gov](https://www.fpds.gov) and use the ezSearch tool. The FPDS search and data entry functions have not yet been migrated to SAM.gov, but will be migrated in the future.

Many reports on acquisition awards are available to the public. These reports provide detailed information on awarded contracts and associated modifications. Reports can assist with analysis of federal spending and provide data by federal organization, geographical area, business demographics, and product or service type, among others.



“Favorites”

- As you start to scroll down, you will see various Report Types (pages in alphabetical order)
- ★ Clicking on the star will place a report in your “Favorites”

Example

[Federal Contract Actions and Dollars](#) ★

This report displays the federal contract actions and dollars for the specified date signed range.

Saved Criteria

[Awards by Contractor Type](#) ☆

This report displays the dollars and actions for Awards by Contractor Type. The report also allows drilling down to the PIID level.

Saved Criteria





“Favorites”

- Clicking the “Favorites” box will show your “favorite” reports.
- Scroll down..



Report Type

Static

Standard

Administrative

Ad Hoc

Favorites

- Your “Favorites” Report
- Note: “Showing 1-1 of 1 reports”

Showing 1-1 of 1 reports

Federal Contract Actions and Dollars ★


This report displays the federal contract actions and dollars for the specified date signed range.

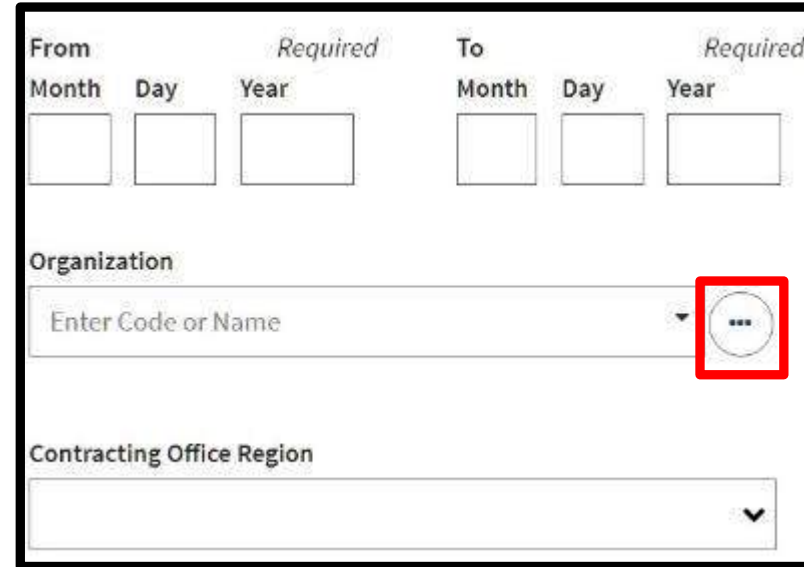
Saved Criteria +




Establish Your Criteria



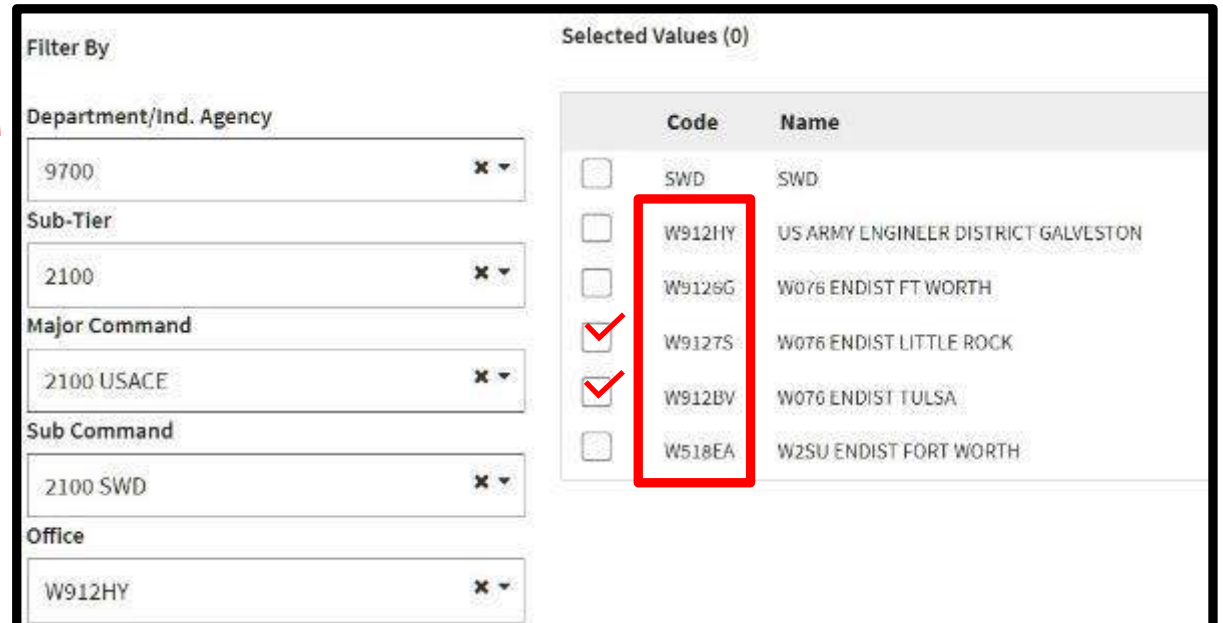
- Fill in the date criteria 
 - Can go up to 12 years
 - Limited to 150,000 rows of data
- Type in Organization or “Name” *or*
- Ellipses-Flexibility to select various criteria
- You do not have to use the entire DoD structure
- “Sub-Tier”=DoD Agencies
- “Office”=Contracting Office *or* click the box for multiple offices
- “Office”=Contracting Office DoD Address Activity Code (DoDAAC)
- For civilian agencies-“Office”=Contracting Office Address Activity Code (AAC)



From *Required* To *Required*
Month Day Year Month Day Year

Organization
Enter Code or Name 

Contracting Office Region



Filter By Selected Values (0)

Department/Ind. Agency
9700 x

Sub-Tier
2100 x

Major Command
2100 USACE x

Sub Command
2100 SWD x

Office
W912HY x

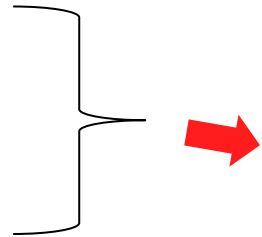
Code	Name
<input type="checkbox"/>	SWD SWD
<input type="checkbox"/>	W912HY US ARMY ENGINEER DISTRICT GALVESTON
<input type="checkbox"/>	W9126G W076 ENDIST FT WORTH
<input checked="" type="checkbox"/>	W9127S W076 ENDIST LITTLE ROCK
<input checked="" type="checkbox"/>	W912BV W076 ENDIST TULSA
<input type="checkbox"/>	W518EA W2SU ENDIST FORT WORTH



Establish Your Criteria

- Ellipses sends you to the previous screen to change criteria (Slide 7)

- Save
- Execute



From			To		
Month	Day	Year	Month	Day	Year
10	1	2022	9	30	2023

Organization

Enter Code or Name ...

W912HY - US ARMY ENGINEER DISTRICT GALVESTON *Office* ✕

Contracting Office Region

Execute Save

Tips for selecting organization
Only choose organizations that are at the same department, sub-tier, major command, office).



Running Report

Back to: [Standard Reports](#)

Federal Contract Actions and Dollars

Description

Report Criteria

← → 📅 📊 📄 🖨️ 📧 📁 🔄

Data rows: 2

Department Name ▲	Department ID ▲	Total Actions ▲	Total Dollars ▼	% Total Actions ▼	% Total Dollars ▼
DEPT OF DEFENSE	9700	314	\$707,209,733.47	100.0000%	100.0000%
Total		314	\$707,209,733.47	100.0000%	100.0000%

The initial results are a roll-up of all awards

Test it:

- DOD-over 36,000,000 Actions
- 3000 pages of data
- Only get 150,000 Actions



“Drill” Down

- Right-Click first column (DoD) →
- Scroll over “Drill”
- Click on any attribute
- Example: “Reference IDV PIID”
- If wrong selection was made, Click on back arrow

The screenshot shows a data table with the following columns: Department Name, Total Actions, Total Dollars, % Total Actions, and % Total Dollars. The first row is 'DEPT OF DEFENS' and the second is 'Total'. A context menu is open over the 'Department Name' column, with the 'Drill' option selected. The sub-menu is open, showing a list of attributes: Contracting Agency ID, Contracting Agency Name, Contracting Office ID, Contracting Office Name, Contracting Office Region, Fiscal Year, Legal Business Name, Major Command Code, Modification Number, PIID, Referenced IDV PIID, Sub Command1 Code, Sub Command2 Code, Sub Command3 Code, Transaction Number, and Award Detail. The 'Referenced IDV PIID' attribute is highlighted with a red box. A red box also highlights the back arrow in the top toolbar.

Department Name	Total Actions	Total Dollars	% Total Actions	% Total Dollars
DEPT OF DEFENS	7	7	100.0000%	100.0000%
Total	7	7	100.0000%	100.0000%



“Drill” Down Report (More than one attribute)

- Example: “Reference IDV PIID” Results
- Other attributes may be selected in same report, however you will need to follow the same process (Slide 10)

Department Name ▲	Department ID ▲	Referenced IDV PIID ▲	Total Actions ▲	Total Dollars ▼	% Total Actions ▼	% Total Dollars ▼
DEPT OF DEFENSE	9700		246	\$631,717,729.02	78.3439%	89.3254%
DEPT OF DEFENSE	9700	W912HY20D0001	3	\$48,063,707.60	0.9554%	6.7962%
DEPT OF DEFENSE	9700	W912HY20D0007	1	\$15,192,170.00	0.3185%	2.1482%
DEPT OF DEFENSE	9700	W912HY19D0007	2	\$6,765,101.06	0.6369%	0.9566%
DEPT OF DEFENSE	9700	W912HY19D0008	1	\$3,291,903.65	0.3185%	0.4655%
DEPT OF DEFENSE	9700	W912HY19D0006	2	\$3,026,664.67	0.6369%	0.4280%
DEPT OF DEFENSE	9700	W912HY22D0007	6	\$1,627,514.00	1.9108%	0.2301%

- Example: “Reference IDV PIID” & “Modifications” Results

Note: Can sort (right-click the column and scroll over “sort” or “sort grid”)

Department Name ▲	Department ID ▲	Referenced IDV PIID ▲	Modification Number ▲	Total Actions ▲	Total Dollars ▼	% Total Actions ▼	% Total Dollars ▼
DEPT OF DEFENSE	9700		0	39	\$545,348,834.71	12.4204%	77.1127%
DEPT OF DEFENSE	9700	W912HY20D0001	0	2	\$48,063,707.60	0.6369%	6.7962%
DEPT OF DEFENSE	9700		P00002	35	\$33,322,187.73	11.1465%	4.7118%
DEPT OF DEFENSE	9700		P00001	41	\$19,894,807.76	13.0573%	2.8131%
DEPT OF DEFENSE	9700		P00009	2	\$15,692,606.70	0.6369%	2.2190%
DEPT OF DEFENSE	9700	W912HY20D0007	0	1	\$15,192,170.00	0.3185%	2.1482%
DEPT OF DEFENSE	9700	W912HY19D0007	P00006	1	\$10,413,667.48	0.3185%	1.4725%

Note: Cannot remove columns



“Drill” Down – Award Detail



- Right-Click first column (DoD) →
- Scroll over “Drill”
- Click on “Award Detail”
- This will provide all awards based on your criteria

Department Name	Total Actions	Total Dollars	% Total Actions	% Total Dollars
DEPT OF DEFENS	7		100.0000%	100.0000%
Total	7		100.0000%	100.0000%

Context Menu Options:

- Drill
- Sort
- Sort Grid...
- Contracting Agency ID
- Contracting Agency Name
- Contracting Office ID
- Contracting Office Name
- Contracting Office Region
- Fiscal Year
- Legal Business Name
- Major Command Code
- Modification Number
- PIID
- Referenced IDV PIID
- Sub Command1 Code
- Sub Command2 Code
- Sub Command3 Code
- Transaction Number
- Award Detail**



Exporting Data

This is a snapshot of information in the report (123 columns of data)

Export →

Contracting Agency ID	Contracting Agency Name	Contracting Office ID	Contracting Office Name	Contracting Office Region	PIID	Modification Number	Transaction Number	Referenced IDV PIID
2100	DEPT OF THE ARMY	W912HY	US ARMY ENGINEER DISTRICT GALVESTON	NO REGION IDENTIFIED	W912	P00003	0	
2100	DEPT OF THE ARMY	W912HY	US ARMY ENGINEER DISTRICT GALVESTON	NO REGION IDENTIFIED	W912	P00002	0	

- Select how you would the data displayed
- Export button-far right of screen

Export:

Export Header and Footer:

Excel options:

- Excel with plain text
- CSV file format
- Excel with formatting
- HTML
- Plain text

Delimiter:

Excel with formatting options:

- Export metric values as text
- Export headers as text

Export Report Title

Export filter details

Remove extra column:

Do not prompt me again.





“Award Details” Results - Data Snapshot

District	PIID	Mod No.	Referenced IDV PIID	Last Date to Order	PSC	NAICS Code	Type of Set Aside	IDV Type of Set Aside	Award Type	Unique Entity ID	KO's		Total Contract Value
											Biz Size	Action Obligation	
Galveston	W912HY22F0007	P00001	W912HY19D0006		C212	541330		WO Set Aside	Delivery Order	HBGSK7G3M8R3	SB	(\$204K)	(\$204K)
Galveston	W912HY21F0036	P00001	HQ003415D0023		R499	541611		Unrestricted	Delivery Order	E8QNBC287DY4	LB	(\$38K)	(\$38K)
Galveston	W912HY19P0003	P00004			5895	561621	SDV Set Aside		Purchase Order	DYTCWJJMY2Y7	SB	(\$18K)	(\$18K)
Galveston	W912HY19F0020	P00006	W912BV15D0006		C219	541330		Unrestricted	Delivery Order	EQSVJGTCL921	LB	\$0	\$0
Galveston	W912HY23F0012	P00001	W52P1J20D0053		7F20	511210		Unrestricted	Delivery Order	X1JJYEW4HAN9	SB	\$0	\$0
Galveston	W912HY19D0004	P00002		3-Jun-26	C212	541330	WO Set Aside		IDC	JGHJNNMMK677	SB	\$0	\$10M
Galveston	W912HY23M0003	0	47QSHA19A000D		4240	444110			BPA Call	DBQGN324ULK3	LB	\$53	\$53
Galveston	W912HY22F0028	P00001	W912HQ21D0002		B519	624190		SB Set Aside	Delivery Order	EJFMDGNS8GJ5	SB	\$5K	\$27K
Galveston	W912HY21C0016	A00004			Z2PC	237990	HZ Set Aside		Definitive Contract	MYG6XF84W5H7	SB	\$27K	\$635K
Galveston	W912HY20F0015	P00006	W912QR16D0005		C212	541330		Unrestricted	Delivery Order	C76NUJZDXL75	LB	\$171K	\$171K
Galveston	W912HY23F0011	0	GS27F0014Y		7110	337214		Unrestricted	Delivery Order	EYTGAM8GGLJ3	SB	\$182K	\$182K
Galveston	W912HY23F0010	0	W912DQ18D4006		C212	541330		Unrestricted	Delivery Order	FAS6ELEG65M5	SB	\$334K	\$1M
Galveston	W912HY23C0004	0			Z1AA	238990	8A Sole Source		Definitive Contract	LG2NNTEY1PJ1	SB	\$1M	\$4M
Galveston	W912HY23C0025	0			Z1KB	237990	SB Set Aside		Definitive Contract	CFGEJ3N9ZH45	SB	\$9M	\$9M
Galveston	W912HY23C0005	0			Y1KB	237990	Unrestricted		Definitive Contract	M9FLA6K8HE4	LB	\$157M	\$160M

- Some of the elements are written in government-ese.
- A data dictionary is available that may assist in translating the various attributes



Data Dictionary Example

Set Aside Categories	
Short Description	Long Description
No set aside used.	Report this code if the contract award was not a socio-economic program set aside.
Small Business Set Aside - Total	Report this code for a small business set aside.
8a Competed	Report this code for an 8a award pursuant to FAR 19.805-2
Buy Indian	Report this code if applicable. As of 7/8/2013 this value can no longer be used by the Department of Interior. This code can still be used by the Indian Health Service of the Department of Health and Human Services.
HUBZone Sole Source	Report this code if the award was made through noncompetitive procedures to a HUBZone small business concern under the authority of FAR 19.1306.
SDVOSB Sole Source	Report this code for contract awards exceeding the micro purchase threshold set aside for non competitive award to service-disabled veteran-owned small business concerns. FAR 19.1406
8(a) Sole Source	Report this code for actions with the Small Business Administration pursuant to FAR 19.8, or directly with an 8(a) contractor pursuant to a memorandum of understanding between the SBA and the reporting agency per 219.811

- “No set aside used,”=full & open competition/Unrestricted actions
- Only Indian Health Services under HHS, can use “Buy Indian”



Who Buys What You Sell & How They Buy it



SWG Top 5 NAICS for FY 23 By Dollars	Action %	Dollar %
Top 5 NAICS	61%	99.5%
237990 -- Other Heavy & Civil Engineering Construction	33%	90%
541330 -- Engineering Srvcs	7%	8%
238990 – All Other Specialty Trade Contractors	3%	1%
541618 – Other Mgmt Consulting Services	8%	0%
541380 – Testing Labs & Services	7%	0%
Example: How does SWG Buy IT		
Total IT Obligation	10%	0.08%
Galveston District	50%	52%
Computer Hardware, Enterprise Software & Solutions (CHESS)	50%	48%



Resources and Takeaways



Resources

- Federal Service Desk - [GSA Federal Service Desk - Knowledge Base - Contract Data – FAQs](#)
- [FPDS ezSearch Tool](#)
- [Data Dictionary - V1.5 Specifications - Data Element Dictionary](#)
- The FAST Book - [Federal Account Symbols and Titles \(FAST\) Book Part II](#)
- [FAR 4.6 - Contract Reporting](#)
 - [DFARS 204.6 - Contract Reporting](#)
 - [DFARS PGI 204.6 - Contract Reporting](#)

Takeaways

- Create specific reports for strategic planning purposes
- Creating specific reports=results within minutes
- Quickly identifies who buys what you sell and how they buy it



Adoc Report



Adhoc Reports

- Create specific reports instead of using “standard” reports
- Ability to choose your own attributes
- Ability to filter data for specific results
- Results within minutes

Example-My Reports

00 ADHOC-Template
01 UNR w/ SB Reserve Compliance
02 SB SubK Plans Compliance
03 Bundling Compliance
04 IDCs
05 A&E
06 NAICS

REPORT FILTER Reprompt

FY (ID) Between "2018" AND "2023" ↓
AND →

Awd / IDV Type In List (IDC) ↑ ↓
AND →

Mod No. (ID) Equals "0" ↑ ↓
AND →

NAICS In List (236115, 236116, 236117, 236118, 236210, 23622, 236220) ↑ ↓
AND →

Maj Com (ID) Equals "USACE" ↑

PAGE-BY: none

FY	IDV Dept	IDV Agency	Maj Com	Sub Cmd	Sub Cmd 2	Sub Cmd 3	Sub Cmd 4	Cntrctg Ofc	Sol. No.	Base K	K / TO
----	----------	------------	---------	---------	-----------	-----------	-----------	-------------	----------	--------	--------



Example IDC Report-Filter Capability



Questions