Support Agencies

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Small Business Advice

• Start Small and Be Patient
• Don’t Over-Commit
• Build experience through teaming and subcontracting
• Consider Multiple Certifications
• Build Relationships - Get to Know SBD and PMs
• Use Procurement Technical Assistance Program
• Network through SAME
• “W912BV” in Federal Business Opportunities (www.fbo.gov)
• Safety is Critical
• Subcontracting Plan Matters
Business Development Consult

What is our objective when we meet? Find a current or future path forward to match your capability with our requirements; an objective yes or no (Corps does not buy)

- Specific details about work requirements
- What can you do? What are best at?
  - Experience – what type, with whom, how recent, self-perform
  - Bonding
  - LB-Subcontracting, CPARs
- Multiple avenues of approach-direct award, subcontracting, other agencies w/ associated timelines
- Who else should you meet/when
- Prioritizing efforts
- How do you gain access to market share without too much overhead expenditure? Smart SB teaming…
- How/when do we use IDIQs/Competed contracts/sole source
- My assessment of requirements supporting upcoming IDIQs
- How the Corps (Tulsa District) does things