

# 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](http://www.fbo.gov))
- Safety is Critical
- Subcontracting Plan Matters

## WOSB



# 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

