# HOW TO DO BUSINESS WITH SAN FRANCISCO DISTRICT (SPN)

OPERATING FLOOR EL 491.40

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San Francisco District



### TOOLS USED BY USACE-SYSTEM FOR AWARD MANAGEMENT

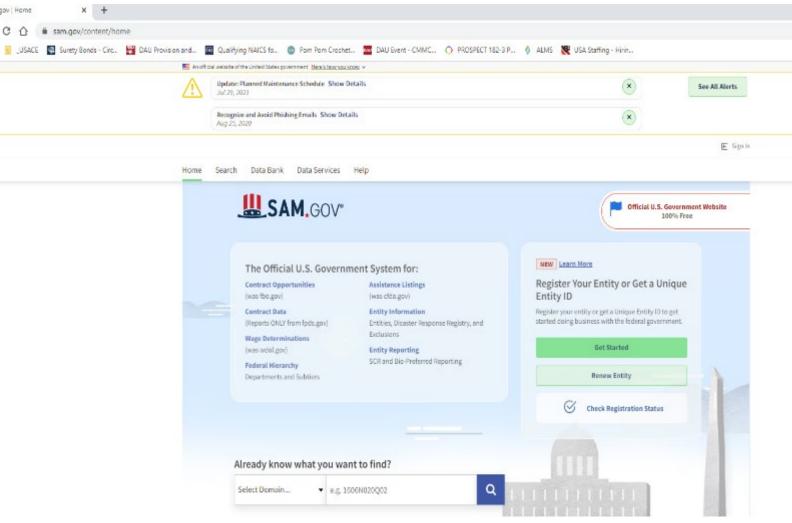
SAM.gov Home
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#### SAM.gov

- Do you have an account?
- Is it current?
- Are your Reps and Certs accurate
- Section 889 compliant?
  - 52.204-26
- Opportunities
  - Sources Sought
  - Pre-Solicitation
  - Solicitation
  - Award notice
  - Site Visits
- Wage Determination





## TOOLS USED BY USACE-DYNAMIC SMALL BUSINESS SEARCH



DSBS.SBA.GOV

-Are you a small business registered with SBA for your NAICS?

-Have you filled out the "nature of your business" portion? This is helpful in determining if you can provide the work that we need completed.

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Not Required



#### TOOLS USED BY USACE-CERTIFY.SBA.GOV



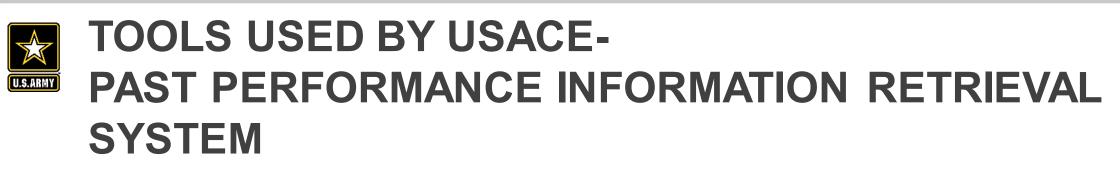
-Are you an 8a seeking a 1-year extension? -Are you a WOSB? And have you registered on this site?

-Assistance for HUBZone and Mentor Protégé also



Am I Fligible?

Have Program-Specific Questions?





CPARS.GOV/PPIRS

-Is your prior Government work experience captured?





#### WHAT HAPPENS WHEN I...

Provide answers to a sources sought?

- Responses analyzed
- Are there enough responses to set-aside?
- Is this a good project for 8a work?
- Who is out there that can do the work?
- Do they have more innovative answers than us?

Respond to an Invitation For Bid (IFB)?

- Lowest bid meeting criteria is evaluated against Government Estimate
- Evaluated for price reasonableness
- Contractor determined responsible and meets criteria
  - Financial statements
  - Bonds
  - SAM.gov; SBA; PPIRS



## WHAT HAPPENS WHEN I...

Respond to a Request for Proposal?

- Source Selection Team meets to review selection criteria
- Team reviews each proposal based on the selection criteria
- Proposals are never allowed to be compared to each other
- Most highly successful proposal is referred to contracting and legal counsel for review
- Negotiations may be initiated with "competitive range"
- Most successful proposal is evaluated for price reasonableness
- Contractor is determined to be responsible
- Award is made and unsuccessful offerors are notified





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