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





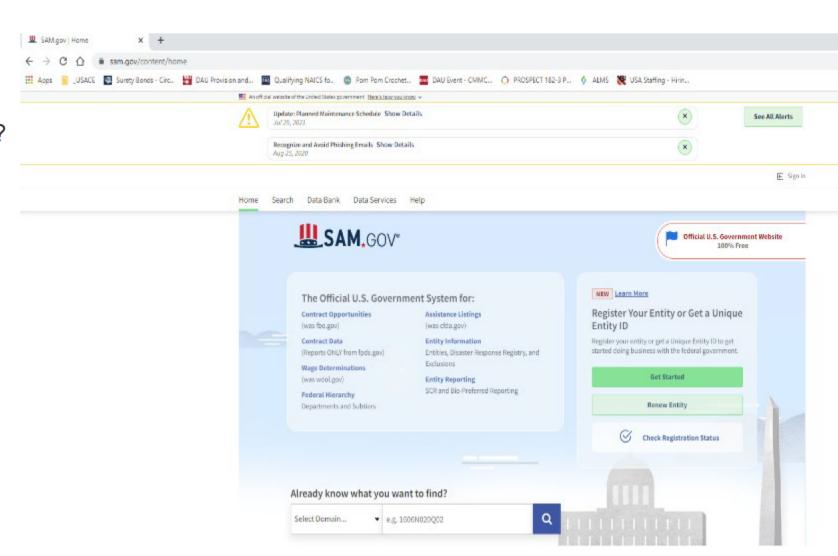


## TOOLS USED BY USACE SYSTEM FOR AWARD MANAGEMENT (SAM)



#### 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



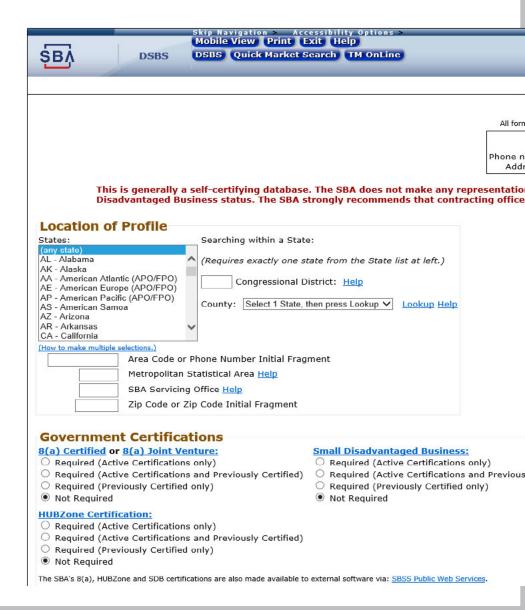


## TOOLS USED BY USACE DYNAMIC SMALL BUSINESS SEARCH



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.





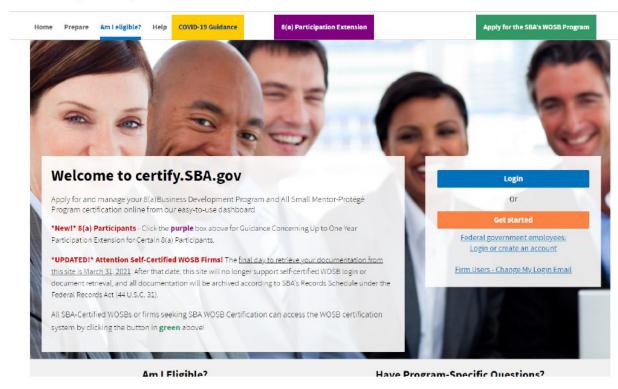
### TOOLS USED BY USACE - CERTIFY.SBA.GOV



- -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

certify.SBA.gov

Login





# TOOLS USED BY USACEPAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM



CPARS.GOV/PPIRS

-Is your prior Government work experience captured?





### TOOLS USED BY USACE-PROCUREMENT INTEGRATED ENTERPRISE ENVIRONMENT (PIEE) SOLICITATION MODULE



- SPN will begin posting their solicitations and IFBs to SAM via the PIEE Solicitation Module.
- Contractor proposals and bids must be submitted through PIEE. SPN will no longer be accepting proposals/bids via DoD SAFE.
- Vendors must register and set up their accounts in PIEE.
- A registration guide is available at: https://www.acq.osd.mil/asda/dpc/ce/cap/docs/piee/PIEE\_Solicitation\_Module\_Vendor\_Access\_Instructions.pd





### WHAT HAPPENS WHEN I...

U.S. ARMY

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



#### 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



### **CONTRACTING TEAM**

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