



PARTNER WITH THE U.S. ARMY CORPS OF ENGINEERS, MEMPHIS DISTRICT (MVM)

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



We understand your challenge: Navigating federal contracting can be overwhelming. The Memphis District wants to help you grow your business by providing clear opportunities and resources to succeed.

The MVM Office of Small Business Programs (OSBP) can help:

- **Find Opportunities:**
 - Search for contract listings on [SAM.gov](https://sam.gov). Use W912EQ* for Memphis District. (View the complete USACE DoDAAC list on the next page.)
 - Explore our acquisition forecast at <https://www.mvm.usace.army.mil/Business-With-Us/Small-Business/>
- **Introduce Your Business:** Reach out to the MVM OSBP for a capability briefing: MVM_SmallBusinessPrograms@usace.army.mil. **We prioritize businesses targeting specific opportunities.**

You may be asking, “How do I get started?”

- **Need help with federal contracting?**
 - **Established firms:** Connect with **Apex Accelerators** for support in navigating federal contracting.
 - **Start-ups:** Reach out to your **local Small Business Development Center (SBDC)** or **SCORE.org** for mentoring and training.

How to succeed with federal contracting:

1. **Register on SAM.gov:** It's free and necessary for federal contracts.
2. **Network:** Build valuable connections with procurement officers and industry peers. Attend USACE outreach events to stay informed on upcoming opportunities.
3. **Gain Past Performance:**
 - **Subcontract** with established contractors to gain experience.
 - **Form joint ventures** to leverage other firms' experience and access larger contracts.
 - Start small with **local contracts** or **Government Purchase Card (GPC)** opportunities to build a track record.
4. **Research who buys what you sell:**
 - Search the Federal Procurement Data System (FPDS) by your NAICS to view the top 10 buyers and sellers in that NAICS code. https://www.fpds.gov/fpdsng_cms/index.php/en
 - Search online to find acquisition forecasts for those buyers and identify relevant opportunities.

Why small businesses matter to us:

- **Innovation:** Fresh ideas and unique solutions.
- **Agility:** Flexible and quick to adapt to changing needs.
- **Economic Impact:** Supporting the economy by creating jobs and fueling local growth.
- **Cost Efficiency:** Offering competitive pricing without compromising quality.
- **Meeting Our Goals:** Historically, over 60% of our contracts are awarded to small businesses.

Take action:

- **Register today on SAM.gov** and start networking to build relationships with key players in the industry.
- **Review our mission and ACQUISITION FORECAST *before* requesting a capability briefing** to introduce your business to the Memphis District.

We're ready to work with you to grow your business and support our mission:

“Deliver vital engineering solutions, in collaboration with our partners, to secure our Nation, energize our economy, and reduce disaster risk.”

USACE OSBP DoDAAC & POC List

<i>District/Center</i>	<i>DoDAAC</i>	<i>General Email/Phone</i>	<i>Website</i>
Alaska	W911KB	sb.poa@usace.army.mil	https://www.poa.usace.army.mil/Business-With-Us/Office-of-Small-Business-Programs/
Albuquerque	W912PP	albuquerque.smallbusiness@usace.army.mil	http://www.spa.usace.army.mil/Business-With-Us/Small-Business-Information/
Army Geospatial Center	W5J9CQ	AGC-SB-Forum@usace.army.mil	http://www.agc.army.mil/Business-With-Us/Small-Business-Office/
Baltimore	W912DR	(410) 962-2587	http://www.nab.usace.army.mil/Business-With-Us/Small-Business/
Buffalo	W912P4	lrp.sbo@usace.army.mil	https://www.lrb.usace.army.mil/Business-With-Us/Small-Business/
Charleston	W912HP	CESAC-SB@usace.army.mil	http://www.sac.usace.army.mil/Business-With-Us/Small-Business/
Chicago	W912P6	lrc.sbo@usace.army.mil	https://www.lrc.usace.army.mil/Business-With-Us/Small-Business/
Detroit	W911XK	lre.sbo@usace.army.mil	https://www.lre.usace.army.mil/Business-With-Us/Small-Business/
Engineering, Research and Development Center			
Fort Worth	W9126G	ERDC-SB@USACE.ARMY.MIL	https://www.erdc.usace.army.mil/Business-With-Us/Small-Business/
Galveston	W912HY	CESWFDDSA@usace.army.mil	http://www.swf.usace.army.mil/Business-With-Us/Office-of-Small-Business-Programs/Small-Business/
Honolulu	W9128A	SWG-SB@usace.army.mil	https://www.swg.usace.army.mil/Business-With-Us/Small-Business-Office/Doing-Business-With-Us/
Humphrey's Engineer Center Support Activity	W912HQ	sb.poh@usace.army.mil	https://www.poh.usace.army.mil/Office-of-Small-Business-Program/
Huntington	W91237	HECSASmallBusinessProgram@usace.army.mil	http://www.usace.army.mil/Business-With-Us/Small-Business
Huntsville Engineer and Support Center	W91237	lrh.small.business@usace.army.mil	https://www.lrh.usace.army.mil/Business-With-Us/SmallBusinessProgram/
Jacksonville	W912DY	sbo-hnc@usace.army.mil	http://www.hnc.usace.army.mil/Business-With-Us/Small-Business/
Kansas City	W912EP	(904) 232-1150	http://www.saj.usace.army.mil/Business-With-Us/Small-Business/
Little Rock	W912DQ	(816) 389-3927	https://www.nwk.usace.army.mil/Business-With-Us/Small-Business/
Los Angeles	W91275	dli-ceswdeputyforsmallbusiness@usace.army.mil	http://www.swl.usace.army.mil/Business-With-Us/Small-Business/
Louisville	W912PL	splsmallbusiness@usace.army.mil	http://www.spl.usace.army.mil/Business-With-Us/Small-Business-Program/
Memphis	W912QR	sbo-lrl@usace.army.mil	https://www.lrl.usace.army.mil/Business-With-Us/Small-Business/
Mobile	W912EQ	mvm_smallbusinessprograms@usace.army.mil	https://www.mvm.usace.army.mil/Business-With-Us/Small-Business/
Nashville	W91278	(251) 441-5406	http://www.sam.usace.army.mil/Business-With-Us/Small-Business/
New England	W912P5	sbo-lrd@usace.army.mil	https://www.lrd.usace.army.mil/Business-With-Us/Small-Business/
New Orleans	W912WJ	(978) 318-8427	http://www.nae.usace.army.mil/Business-With-Us/Small-Business/
New York	W912P8	(504) 862-2627	http://www.mvn.usace.army.mil/Business-With-Us/Small-Business/
Norfolk	W912DS	(917) 790-8004	http://www.nan.usace.army.mil/Business-With-Us/Small-Business/
Omaha	W91236	(757) 201-7077	http://www.nao.usace.army.mil/Business-With-Us/Small-Business/
Philadelphia	W9128E	cenwo-sb@usace.army.mil	https://www.nwo.usace.army.mil/Business-With-Us/Small-Business/
Pittsburgh	W912BU	cenap-sb@usace.army.mil	https://www.nap.usace.army.mil/Business-With-Us/Small-Business/
Portland	W911WN	lrp.sbo@usace.army.mil	https://www.lrp.usace.army.mil/Business-With-Us/SmallBusinessProgram/
Rock Island	W9127N	cenwp-sb@usace.army.mil	https://www.nwp.usace.army.mil/Business-With-Us/Small-Business/
Sacramento	W912EK	cemvr-sb-web@usace.army.mil	https://www.mvr.usace.army.mil/Business-With-Us/Small-Business/
San Francisco	W91238	(916) 557-7641	http://www.spk.usace.army.mil/Business-With-Us/Small-Business-Office/
Savannah	W912P7	(916) 557-7641	https://www.spn.usace.army.mil/Business-With-Us/Small-Business/
Seattle	W912HN	(912) 652-5340	http://www.sas.usace.army.mil/Business-With-Us/Small-Business/
St. Louis	W912DW		https://www.nws.usace.army.mil/Business-With-Us/Small-Business/
St. Paul	W912P9	cemvs-sbo@usace.army.mil	http://www.mvs.usace.army.mil/Business-With-Us/Small-Business/
Tulsa	W912ES	SBO-MVP@usace.army.mil	http://www.mvp.usace.army.mil/Business-With-Us/Small-Business/
Vicksburg	W912BV	CESWT-OSBP@usace.army.mil	http://www.swt.usace.army.mil/Business-With-Us/Small-Business-Office/
Walla Walla	W912EE	SBO-MVK@usace.army.mil	http://www.mvk.usace.army.mil/Business-With-Us/Small-Business-Office/
Wilmington	W912EF	(509) 527-7434	https://www.nww.usace.army.mil/Business-With-Us/Small-Business/
	W912PM	(910) 251-4452	http://www.saw.usace.army.mil/Business-With-Us/Small-Business/