

# 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 <u>SAM.gov</u>. Use W912EQ\* for Memphis District. (View the complete USACE DoDAAC list on the next page.)
  - Explore our acquisition forecast at <u>https://www.mvm.usace.army.mil/Business-With-Us/Small-Business/</u>
- 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. <u>https://www.fpds.gov/fpdsng\_cms/index.php/en</u>
  - 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

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