

USACE ROCK ISLAND CONTRACTING BEST PRACTICES AND TIPS

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USACE Rock Island District
June 2020



US Army Corps
of Engineers®





HOW DOES THIS WORK?



- Brief introductions

- Q&A Format
 - Predetermined questions
 - Audience follow up or clarification- wait for identification

 - Audience Q&A

- Interactive
 - Use Chat
 - Raise Hand



DISTRICT INTRO

- Mission
- Brunson- Contracting
- Beth- Small Business





Question from a Procurement Technical Assistance Center:

Agencies say they want to use small businesses, but it doesn't feel that way to small business bidders.

How does your district ensure small business participation?



Question from Industry:

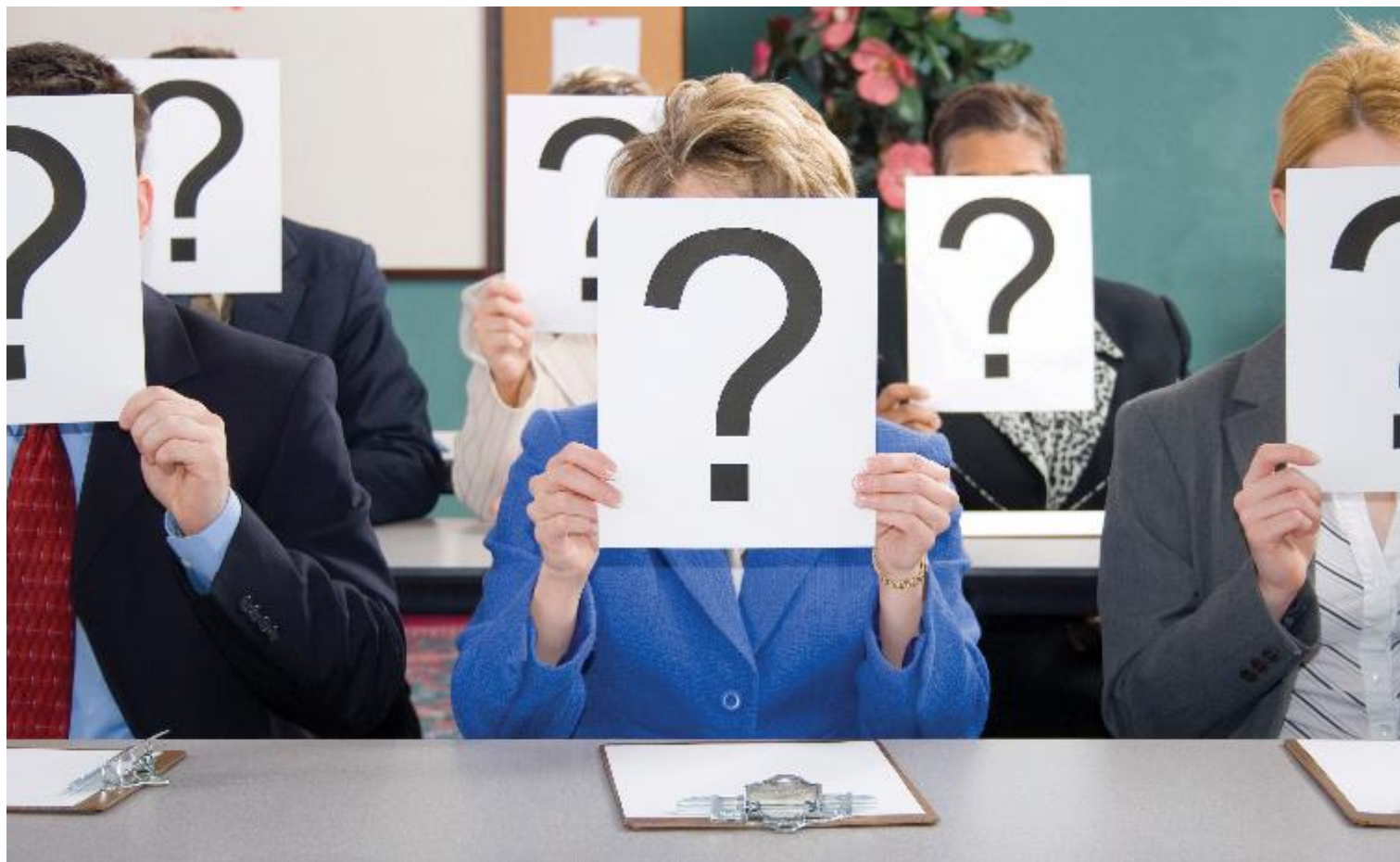
From a contracting officer perspective, is it ok for a contractor to recite a FAR reference in an email, either requesting sole source opportunities or otherwise? Or do contracting officers get offended when this happens?



Question from Industry:

When is it ok to talk to a contracting officer during the acquisition process?

Follow-Up: Why is it difficult to get questions answered in a timely fashion on a solicitation?
What do you suggest if a contractor has emailed and called and gets no response.





Question from Small Business Administration:

What are some of the top mistakes you see contractors make?

OR

What is the biggest challenge/pain point as a contracting officer that would be helpful for companies to know?



Question from Industry:

Can you explain a little more about the use of Best Value, and specifically the district's stance on Lowest Price Technically Acceptable (LPTA) strategies?





Question from Industry:

What is the best way to introduce ourselves to contracting officers?



Question from Industry:

Scenario- What if 50 companies all have the same capabilities and good past performance for an opportunity- what would make one stand out?

Follow Up: What if a company has extensive past performance commercially and even at a state/municipality level but has very little or no information in the Contractor Performance Assessment Reporting System (CPARS)? How is that viewed?



FAQ:

What exactly do you do for market research and how do you decide on small business set asides, full and open competition etc.?





Question from Procurement Technical Assistance Center:

Why can't subcontractors receive a performance rating from the prime contractor?



Question from Procurement Technical Assistance Center:

How can potential prime contractors locate bidders to get on their “teams” early on?



Question from Industry:

What do you recommend for a contractor that reviews a solicitation or RFI and would like to share a “better way”?



THAT'S IT? NEXT STEPS...



1. District will gather all questions from webinar and others not presented and build a Q&A sheet to provide to attendees.
2. Please provide any additional questions to Beth White Elizabeth.m.white@usace.army.mil and these will be added to the list.
3. If you have not engaged with the district, and you are interested in learning more about our processes and upcoming contract opportunities, please contact Beth.