



Office of Small Business Programs Doing Business with the Corps of Engineers

U.S. ARMY CORPS OF ENGINEERS

BUILDING STRONG®

Steps for doing business with the New England District

The Army Corps of Engineers is very interested in doing business with qualified small, small disadvantaged, Historically Underutilized Business Zone (HUBZone), Service-Disabled Veteran-Owned, veteran-owned and woman-owned business concerns. Below are tips for selling/marketing to the U.S. Army Corps of Engineers.

1. Visit the web site for the District(s) with which you desire to do business in order to learn about the districts' missions and the types of services/supplies that each district procures. Call, write or visit the Deputy for Small Business regarding information your business could provide to the Corps of Engineers.
2. The New England District is no longer maintaining a vendor database, and is therefore no longer accepting SF 129 forms. Firms interested in doing business with the District should monitor the District's website and FEDBIZOPPS.
3. Review FEDBIZOPPS. The New England District does not maintain a vendor database or issue presolicitation notices or advance announcements of solicitations. Firms interested in doing business with the District should monitor the District's website <http://www.nae.usace.army.mil> and FEDBIZOPPS, <http://www.fedbizopps.gov>. There you will find a record of upcoming procurements and sources- sought announcements. FEDBIZOPPS is used by all Federal agencies to announce business opportunities, and can be searched by various categories such as type of work and contracting organizations. FEDBIZOPPS also provides a link to SUBNet, for subcontracting leads.
4. Be alert to the announcements of Business Opportunity Conferences, Trade Fairs and other federally attended or sponsored liaison meetings in your area. Make it a point to attend whenever possible. The Corps of Engineers is represented at most such meetings. This is an excellent opportunity to meet on a person-to-person basis with procurement and small business specialists who can assist small and small disadvantaged businesses with the selling of their services or products. The New England District and the SBA web sites are good sources for upcoming events. The New England District is partnering with other federally funded organizations to conduct workshops on certifications, proposal submission, and identifying procurement opportunities, as well as to present information on upcoming projects.
5. Visit the Corps of Engineers web sites. The Headquarters site is located at <http://www.usace.army.mil>. You can navigate to the web sites of all Corps districts, labs, field operating activities and centers from the headquarters web site. The New England District web site, located at <http://www.nae.usace.army.mil>, contains information about upcoming New England District projects, solicitations, contract awards, plan holders/bidders mailing lists and other general information of interest to firms seeking business opportunities with the federal government.

U.S. ARMY CORPS OF ENGINEERS – NEW ENGLAND DISTRICT

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<http://www.nae.usace.army.mil>

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6. DUN and Bradstreet (DUNS) numbers can be obtained by calling 1-800-234-3867 (8 a.m. - 6 p.m. EST). The website for DUN and Bradstreet is <http://www.dnb.com>. Both the call and service are free. The DUN and Bradstreet number is required to begin the Central Contractor Registration process.

7. The Department of Defense requires all contractors to register in the Central Contractor Registration (CCR) database. **Contractors must be registered in the CCR before they can be awarded a DoD contract.** The only exceptions will be for purchases made with the Government-wide commercial purchase card (IMPAC/VISA), contracting offices located outside the U.S., classified contacts, and contracts executed to support contingency or emergency operations. The CCR's web site may be accessed at <http://www.ccr.gov>. You may obtain registration assistance by calling 1-888-227-2423.

