



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

U.S. ARMY CORPS OF ENGINEERS

BUILDING STRONG®

Small Business Program

1. The Corps of Engineers has a strong commitment to the Small Business Program, and uses set-aside and evaluation preference programs authorized by Federal procurement regulations. Set-aside programs protect smaller firms from having to compete with large firms, and evaluation preference programs allow the Federal government to award contracts to smaller firms even if their offered price is slightly higher than a large firm. The goal of the Small Business Program is to ensure that all types of small businesses receive their fair share of government contract dollars.

a. Types of Set-Asides

8(A) Set-Aside - Only certified firms can compete. In order to be qualified, you must contact the small business administration (SBA) in your area for information, or go to their website: <http://www.sba.gov>. 8(a) firms are also eligible to receive sole source contracts through the 8(a) program.

HUBZone Set-Aside - Only certified firms can compete. In order to be qualified, you must contact the SBA in your area for information, or go to their website, <http://www.sba.gov>, for information.

Service-Disabled Veteran-Owned Set-Aside - Only offers from service-disabled veteran-owned small business firms will be accepted. Each solicitation package will specify the size standard that applies. Firms self-certify their size status at the time they submit their offer. No prequalification from the Corps, SBA, or any other agency is required. However, in order to protect our Veterans, their families and survivors who have Veteran-owned small businesses (VOSB), President Obama Signed the Veterans Small Business Verification Act contained in the Veterans Benefits Act of 2010 on October 13, 2010. This law expands VA's requirement to verify business status as owned and operated by Veterans, service-disabled Veterans or eligible surviving spouses. To learn more about the verification process, go to CVE website <http://www.va.gov/osdbu/>.

Women-Owned Set-Aside - The Women-Owned Small Business Federal Contract Program provides equal access to federal contracting opportunities for women-owned small businesses (WOSB) and economically disadvantaged women-owned small businesses (EDWOSBs). The program allows contracting officers to set aside specific federal contracts for WOSBs and EDWOSBs. To learn more about the WOSB and EDWOSBs programs, go to the SBA website <http://www.sba.gov/wosb>.

Small Business Set-Aside - Only offers from small business firms will be accepted. Each solicitation package will specify the size standard that applies. Firms self-certify their size status at the time they submit their offer. No prequalification from the Corps, SBA, or any other agency is required.

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Small Business firms are encouraged to contact SBA to see if they qualify to be certified as a HUBZone or 8(a) firm. Firms who receive HUBZone or 8(a) certification are eligible for business development assistance from SBA.

b. Evaluation Preference, When authorized by Federal regulations, a 10 percent price evaluation preference is utilized in full and open competition.

2. The Corps of Engineers uses the Federal Small Business Program certifications provided by the SBA. Certifications include 8(a) and HUBZone. Firms interested in certifications should contact their local SBA Office, or visit the SBA website at <http://www.sba.gov>. You can contact the Boston SBA District Office (617) 565-5562 or X5604.

3. Federal assistance in Massachusetts for small business firms is also available from the centers below. Offices are located throughout the State of Massachusetts.

a. Small Business Development Centers, <http://msbdc.som.umass.edu>. The Massachusetts Small Business Development Center (MSBDC) Network provides free, confidential, one-to-one management and technical assistance counseling and low-cost educational training programs to prospective and existing small businesses throughout the Commonwealth. There is an MSBDC counseling or satellite office located within 30 minutes of any potential client in the state. The MSBDC provides specialized services in the areas of capital formation, minority business assistance, business and industry data, international trade and procurement technical assistance which further augment services.

b. Procurement Technical Assistance Centers, <http://msbdc.som.umass.edu/ptac>. The Procurement Technical Assistance Center (PTAC) can guide you through the government procurement process and provide you with information on how to become more competitive in the government marketplace.

Many forms of service are provided to PTAC clients. The most valuable of these services is one-on-one counseling, both during the proposal process and the subsequent contract period. When a client talks to a PTAC specialist, he/she is talking to a member of one of the strongest PTACs in the nation. The Massachusetts PTAC specialists have over 150 years of combined experience, both as government buyers and industry sellers. Procurement Technical Assistance Center counselors are dedicated to providing assistance in bidding, managing and performing on government contracts. Much of the counseling is performed at the client's firm location, making the technical support delivery available in a timely and cost effective manner. E-commerce, including registering, bidding and performing on-line, in a paperless environment is a vital part of federal contracting. The counseling staff supports vendors in those efforts. Technical data, such as military specifications, standards, pricing histories and technical information by part number is supplied. Counselors are located in Springfield, Boston Area, North Shore, Central Massachusetts, Southeastern Massachusetts & the Islands, Greater Lowell Area, and the University of Massachusetts.

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