

HELPFUL HINTS

- Respond to sources sought notices on FBO - this aids our market research efforts in determining acquisition strategy
- Ensure information in Past Performance Information Retrieval System is accurate. Make corrections within allotted time period before it's locked in. <https://www.ppirs.gov/>
- Dynamic Small Business Search <http://dsbs.sba.gov/>
 - Insert keywords and special capabilities
 - Include all applicable NAICS
 - Include history on past contracts
- Be prepared when you meet with potential customers
- Know the supported commodities & services of who you are marketing
- Read and follow all proposal instructions outlined in the solicitation
- Realize that we can't give out certain details because they are procurement sensitive
- Use your resources (Procurement Technical Assistance Center, Small Business Administration, Procurement Center Representative)
- Attend Industry Days and SB Symposiums
- Search and Set-up smart searches in FBO (by NAICS, Location, DODAAC...)
- Consider joint ventures, mentor-protege and teaming arrangements
- Submit your capabilities to the ASC OSBP
- When you get a federal contract:
 - Provide the goods or services as agreed to in the solicitation
 - Communicate openly with the PCO/COR if issues arise
 - Submit invoices correctly
 - Let us know if these hints helped!

April 2018

USEFUL LINKS

Army Materiel Command OSBP
amc.army.mil/connect/businessconnections

Army Sustainment Command
www.aschq.army.mil

Rock Island Arsenal
www.usagria.army.mil

Federal Business Opportunities (FEDBIZOPPS) www.fbo.gov

Federal Procurement Data System
www.fpds.gov

System for Award Management (SAM)
www.sam.gov

Dun & Bradstreet (D&B) DUNS Request Service
fedgov.dnb.com/webform

North American Industry Classification System (NAICS) www.census.gov/eos/www/naics

Small Business Administration www.sba.gov

General Services Administration (GSA)
www.gsa.gov

Procurement Technical Assistance Centers (PTAC) www.aptac-us.org

**U.S. Army Sustainment Command
Office of Small Business Programs
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Rock Island, IL. 61299-6500
Phone: (309) 782-7302
Fax: (309) 782-6149
usarmy.ria.asc.list.sb@mail.mil**

<http://www.aschq.army.mil>

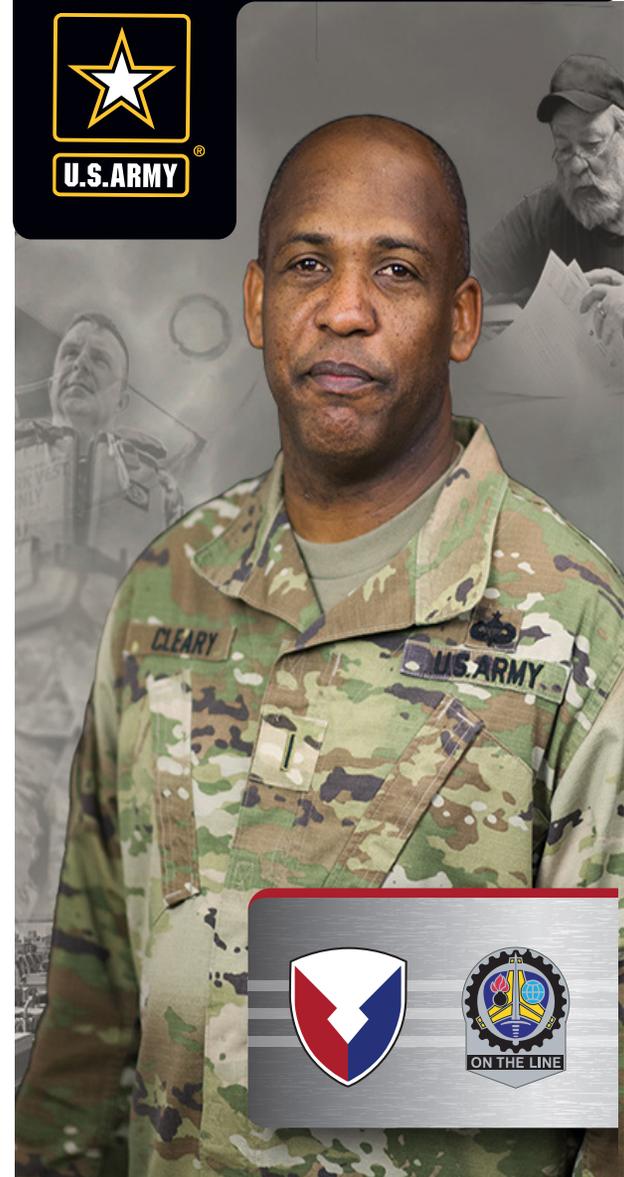
<http://www.facebook.com/ArmySustainmentCommand>

http://www.flickr.com/photos/army_sustainment_command/

<http://www.youtube.com/ascpaohq>

U.S. ARMY SUSTAINMENT COMMAND

Office of Small Business Programs



MISSION:

The Office of Small Business Programs delivers Army readiness by maximizing opportunities for small businesses

VISION:

The U.S. Army Sustainment Command Office of Small Business Programs is a value-added force multiplier for the acquisition lifecycle, providing timely, cost-effective, and qualified small businesses that optimize Soldier readiness.

HOW CAN THE ASC OSBP ASSIST YOU?

Our office is your advocacy office.

We will help you understand the agency and where your product or services might best fit.

We will provide contact information for the appropriate agency or major prime contractor personnel to further market your products or services.

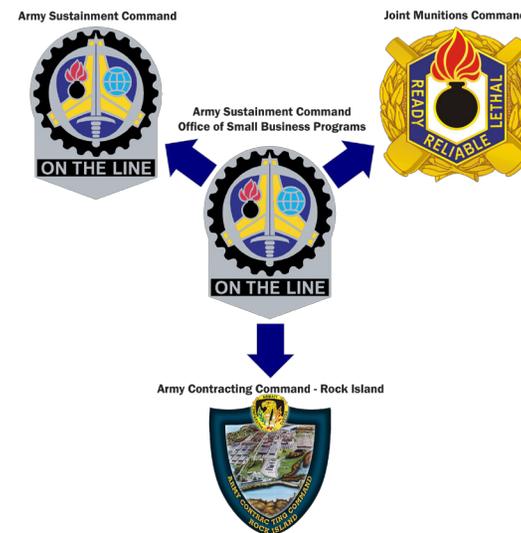
We ensure that all acquisitions are reviewed for participation by small businesses.

The key to making sure an acquisition is set aside for small business is our ability to demonstrate there are sufficient businesses capable of performing the job we need, in a quality manner and at a reasonable price to meet our agency's mission.

CHECKLIST FOR DOING BUSINESS WITH ASC, JMC AND ACC-RI

- Meet with your local Procurement Technical Assistance Center (PTAC).
- Identify your product or service by North American Industry Classification System (NAICS) codes.
- Confirm your small business size standards.
- Determine if your business is eligible to participate in any socio-economic program(s).
- Obtain a Data Universal Numbering System (DUNS) number.
- Register in the System for Award Management (SAM).
- Become familiar with federal government contracting procedures.
- Become familiar with ASC, JMC & ACC-RI and how your company can help the Army accomplish its mission.
- Submit your capabilities to the ASC OSBP at usarmy.ria.asc.list.sb@mail.mil to create a profile in our vendor database.
- Search for federal procurement opportunities via our Acquisition Center at www.fbo.gov.
- Consider the GSA schedule program.
- Explore subcontracting and joint venture / teaming opportunities.
- Add keywords & past performance info to your SBA profile through the System for Award Management www.sam.gov.

The U.S. Army Sustainment Command Office of Small Business Programs provides matrix small business support to Army Sustainment Command and matrix support to Joint Munitions Command and Army Contracting Command - Rock Island.



FEDERAL BUSINESS OPPORTUNITIES WEBSITE

Contracting Opportunities for these commands can be found on the Federal Business Opportunities website www.fbo.gov by entering one of the ACC DODAACs in the keyword/solicitation field.

- W22G1F - Blue Grass Army Depot
- W44W9M - McAlester Army Ammunition Plant
- W52P1J - ACC-RI, Garrison, IT
- W53W9L - Crane Army Ammo Activity
- W560MY - Reachback
- W9098S - Joint Manufacturing and Technology Center
- W90WL5 - Tooele Army Depot
- W911RP - Pine Bluff Arsenal