



SMALL

BUSINESS

INDUSTRY DAY - OCT 30



US Army Corps
of Engineers®
Omaha District



ABOUT THE SMALL BUSINESS PROGRAM



Mission - To optimize business opportunities for the Small Business Community in federal acquisition programs, sustaining the Omaha District as a premier District



HOW WE ACCOMPLISH OUR MISSION

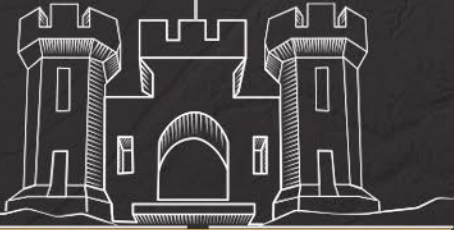
- ★ Heavily involved with the Acquisition Process-
- ★ Assist with Market Research / Sources Sought
- ★ Outreach Events
- ★ Collaboration with Other Small Business Office and Organizations
- ★ Maintain an interested Vendors List



US Army Corps
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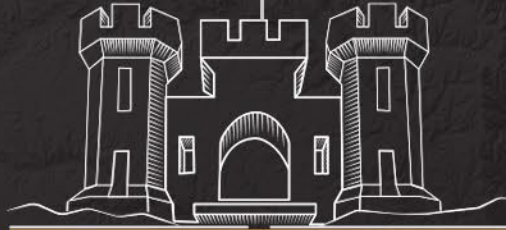
DOING BUSINESS WITH US

#1



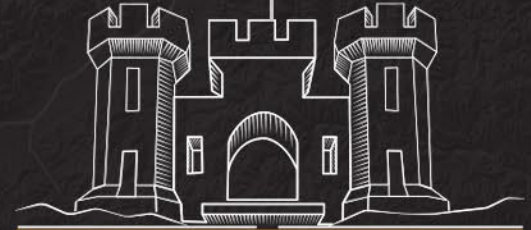
MUST be
registered in
SAM.gov

#2



Marketing
During our MR phase,
we are looking for
interested and
qualified SB...if we
can not find any SB
then we might end up
UNR.

#3



**Understanding the
Acquisition
Process**
Broad Strokes- Gaining
even a small
understanding of the
process can greatly curb
some of the anxiety of
federal contracting

APEX can help you with all of these



U.S. ARMY



US Army Corps
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Omaha District

POINTS OF CONTACT



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U.S. ARMY



US Army Corps
of Engineers®

Omaha District

OMAHA DISTRICT

PROGRAM OVERVIEW



US Army Corps
of Engineers®
Omaha District

MISSION STATEMENT

The Omaha District, with over 90 years of experience, delivers safe, quality engineering solutions in a timely and cost effective manner.

Through collaboration with our partners, the Omaha District delivers vital engineering solutions to secure the nation both nationally and internationally, energize the economy, reduce disaster risk, protect our environment, and manage water resources.



CIVIL WORKS



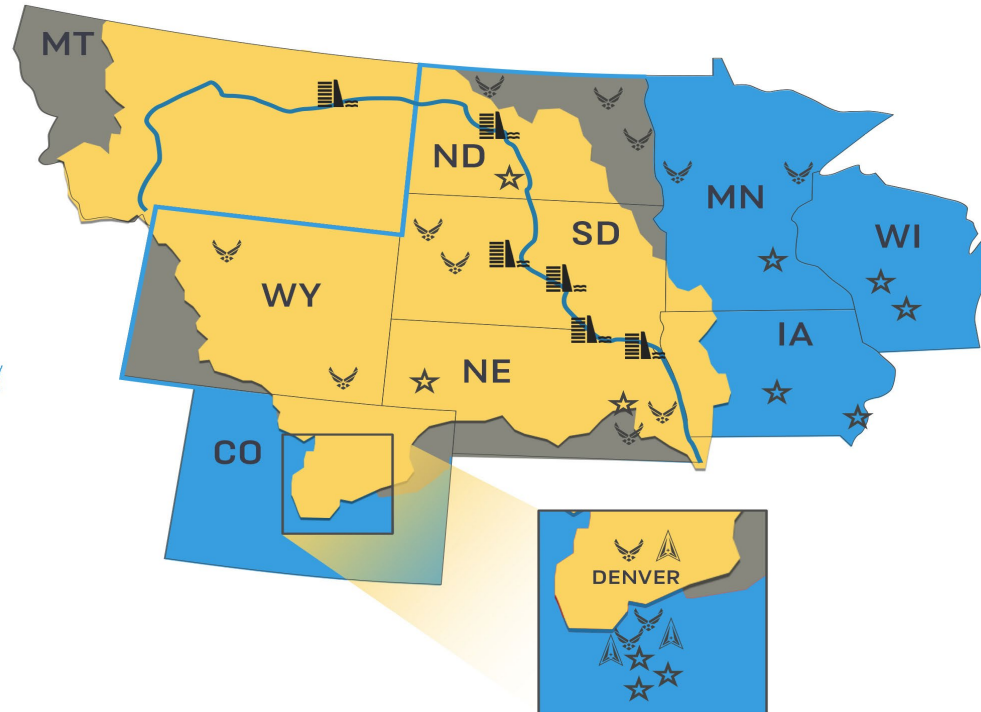
REGULATORY



MILITARY



MAJOR DAM



CIVIL WORKS



Challenging and varied mission areas that include risk management, hydropower production, emergency management, ecosystem restoration, cultural resource protection, navigation support and a robust regulatory responsibility.

\$500M

MILITARY CONSTRUCTION



Vital district function that provides design, construction, and revitalization of facilities essential to our Nation's defense. We routinely support overseas contingency operation while supporting and meeting the needs of our 26 military installations.

\$1.2B

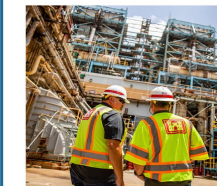
ENVIRONMENTAL REMEDIATION



Important mission area that reduces environmental contamination risk by protecting human health and restoring damaged ecosystems. This essential program focuses on the cleanup of contaminated sites across a variety of federal programs. Omaha District supports more than 550 projects across 41 states.

\$250M

SPECIAL PROJECTS



Agile and flexible program that provides cost-reimbursable support to other federal agencies in the field of homeland security and defense, rapid disaster and infrastructure response technical expertise in DoD fueling systems.

\$1.3B



1,450+
EMPLOYEES



\$3+
BILLION
PROGRAM



50+
RECOGNIZED
TRIBES



**LARGEST CORPS
DISTRICT
(CONTINENTAL U.S.)**



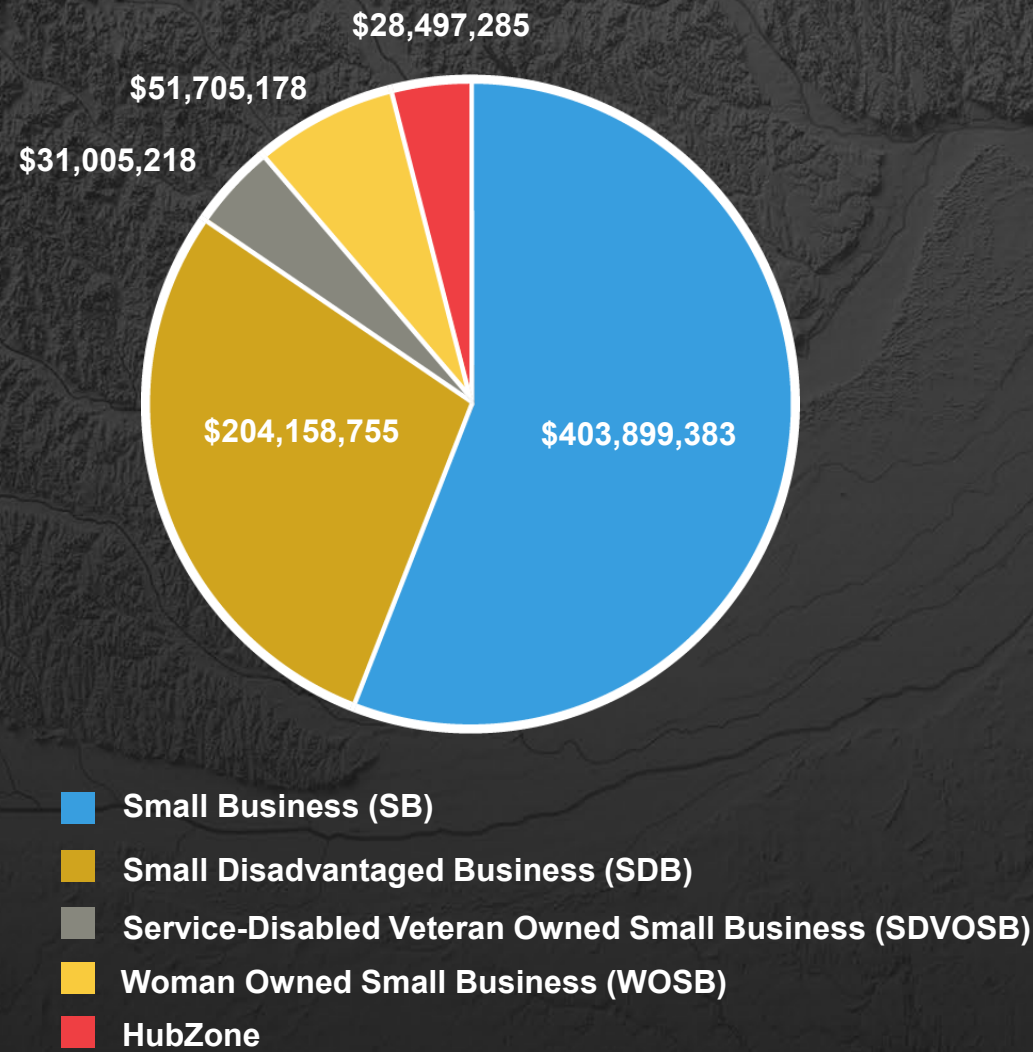
122
COUNTRIES



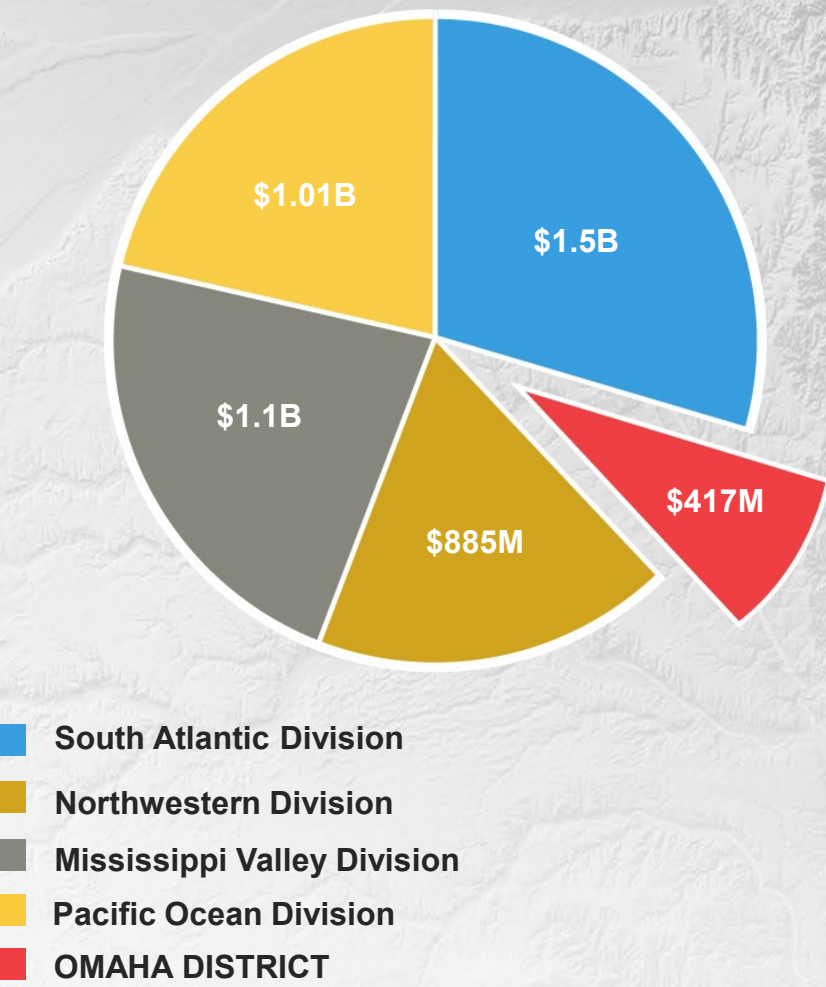
26
MILITARY
INSTALLATIONS

WWW.NWO.USACE.ARMY.MIL

Omaha District FY 24 Small Business Program

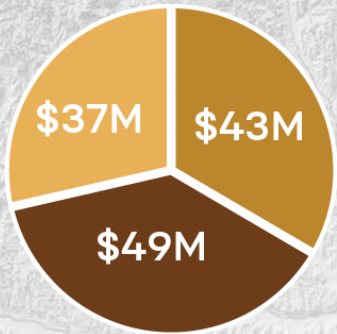


TOP Four USACE Division for Small Business



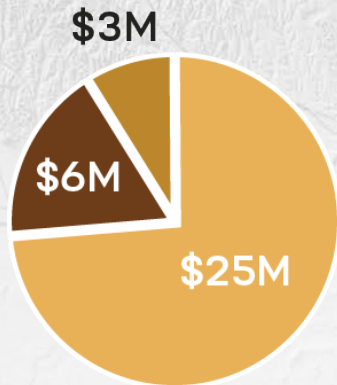
NWO
[FY24]

Top Three North American Industry Classification System Codes - **by Socio-Economic Program**



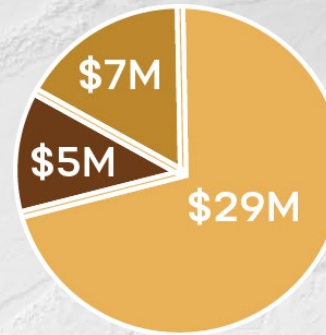
SDB (8a)

- 562910 – Remediation Services
- 237120 – Oil and Gas Pipeline Construction
- 236220 – Building Construction



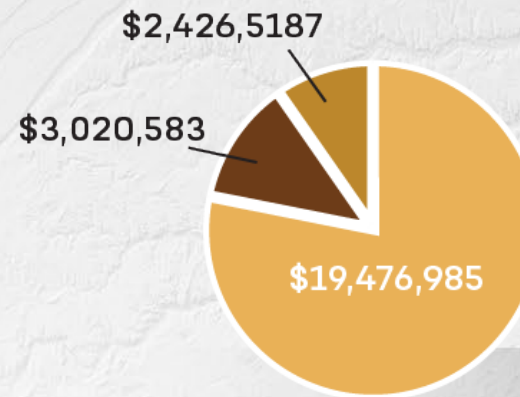
SDVOSB

- 236220 – Building Construction
- 541330 – Engineering Services
- 541990 – Other Professional Services



WOSB

- 236220 – Building Construction
- 237120 – Oil and Gas Pipeline Construction
- 238290 – Other Building Equipment



HUBZone

- 237120 – Oil and Gas Pipeline Construction
- 237310 – Highway and Bridge Construction
- 541620 – Environmental Consulting



Omaha District Small Business Industry Day – State of the District

Jeff Bohlken, P.E., PMP
Deputy Chief, Planning, Programs, & Project
Management Division

30 October 2024



US Army Corps
of Engineers®



U.S. ARMY

State of the District



Fiscal Year 2024 Summary (ended 30 Sep 24):

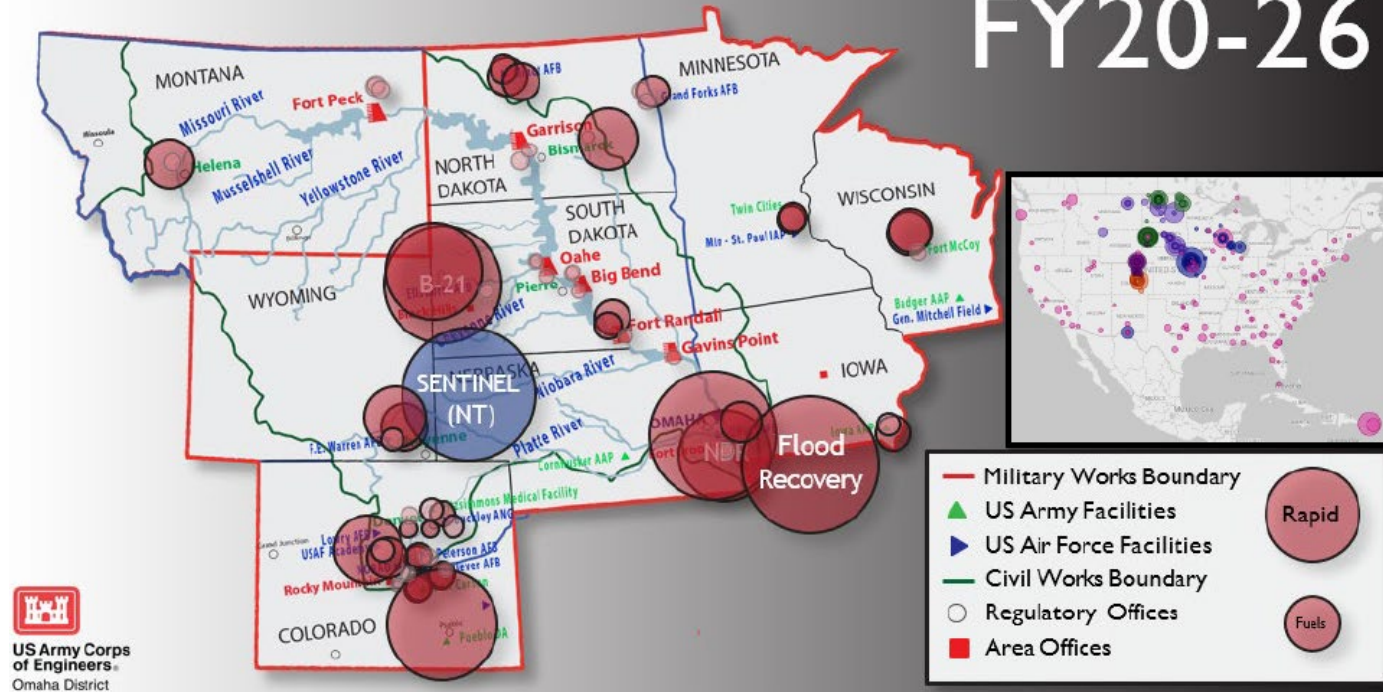
- \$2.21B in Total Obligations (5yr Av: \$2.27B)
- 1,740 Contract Actions (5yr Av: 1,900)
- 56% of Contract Obligations were on Indefinite Delivery Indefinite Quantity (IDIQ) Task Orders
- 86% of all Task Orders were awarded to Small Businesses

3-Year Forecast:

- \$2B+ program with a focus on Military Construction and Facility, Sustainment, and Modernization (FSRM) Programs.
- Utilize IDIQ Contracts to deliver the Program:
 - ❑ ~250 Active Contract Vehicles (~\$20B)
 - ❑ ~25 Contract Vehicles (~\$3.5B) under development

OMAHA DISTRICT CONSTRUCTION HEAT MAP

FY20-26



US Army Corps of Engineers
Omaha District

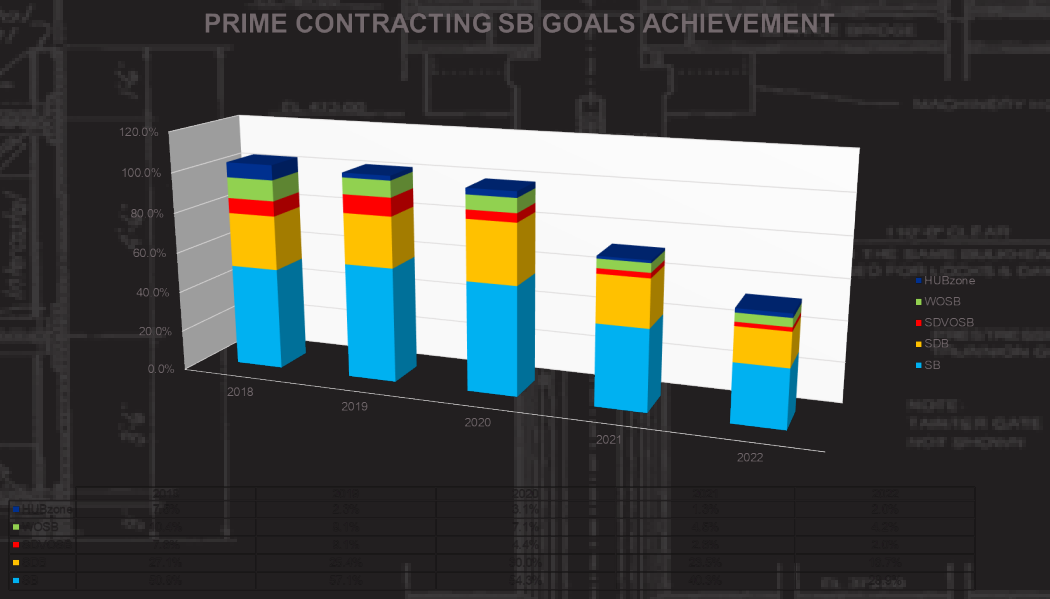
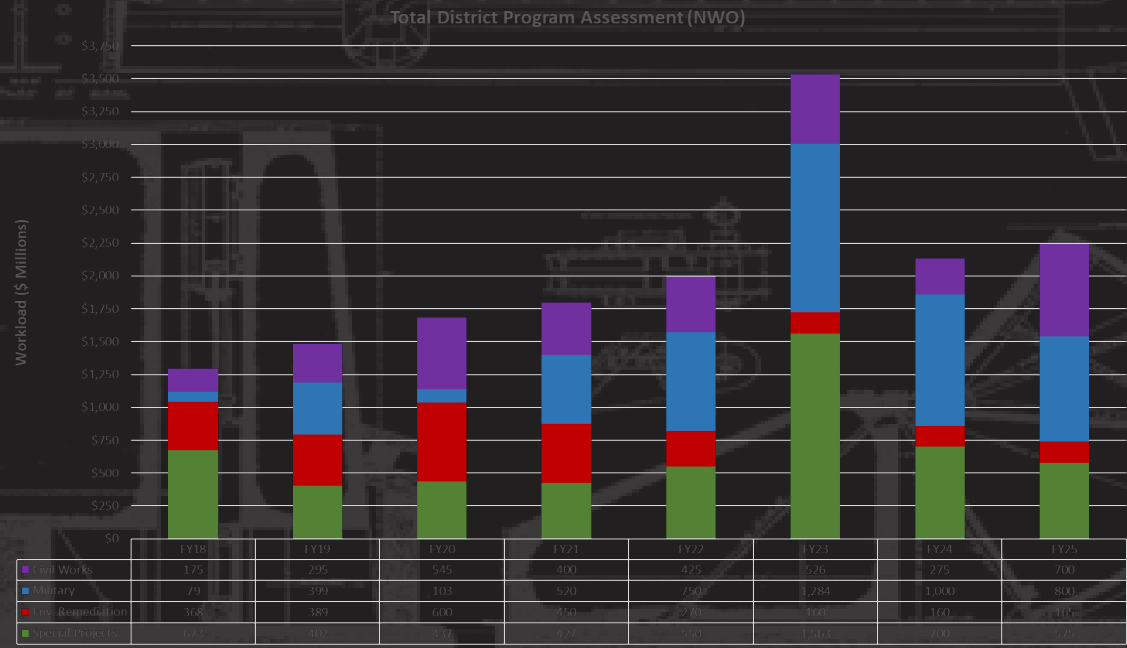
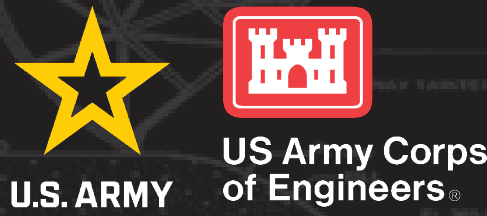
INTRODUCTION TO IDIQ CONTRACTS

USACE Omaha District
Small Business Conference

30 OCT 2024

Acquisition Support Team:

Bob Lingerfelt, PMP, Chief
Tyler Hegge, Contracting Officer





INTRODUCTION TO IDIQ CONTRACTS

- IDIQ = Indefinite Delivery, Indefinite Quantity contract
- Per FAR 16.504, “An indefinite-quantity contract provides for an indefinite quantity, within stated limits, of supplies or services during a fixed period. The Government places orders for individual requirements.”
- Indefinite = Unknown.



INTRODUCTION TO IDIQ CONTRACTS

An overly simplified example of how IDIQs work

Washing Machine Repair Example





INTRODUCTION TO IDIQ CONTRACTS

Selection Criteria in selecting a repair company:

- Company specializes in appliance repair
- Prefer a smaller, independent repair shop
- Positive reviews online
- Good referrals
- Response time within 24 hours
- Repair time of no more than 48 hours
- Certified repair personnel for my model
- Reasonable pricing



This is an effective process for occasional repairs



INTRODUCTION TO IDIQ CONTRACTS

Government equivalents:

- **NAICS:** Company specializes in appliance repair
- **Business set aside:** A smaller, independent repair shop
- **Past Performance:** Positive reviews and good referrals
- **Technical criteria:** Response time within 24 hours and repair time of no more than 48 hours, familiar with various makes and models
- **Key Personnel:** Certified repair personnel for my model
- **Pricing:** Reasonable pricing





INTRODUCTION TO IDIQ CONTRACTS

But what if I owned a large chain of Midwest laundromats?




- 2,000 washing machines in 50 towns and cities across Midwest
- Various models and makes
- Heavy Duty
- Require coins or credit cards to operate
- Downtime = lost revenue, angry customers
- Arduous and time-consuming process to locate and hire repair personnel





INTRODUCTION TO IDIQ CONTRACTS

Option 1 – Hire a repair company for each individual repair (C-type contracts)

- Each time a washing machine breaks down, hire a repair company to do the repairs
-  • Highest likelihood of hiring the right company for the exact repair needed at the location needed
-  • Competitive pricing due to number of bidders
-  • Incredibly labor intensive, costly, and time consuming when multiple repairs are needed each week – not viable



INTRODUCTION TO IDIQ CONTRACTS

Option 2 – SATOC (Single Award Task Order Contract)

- Contract with a single repair company to do all repairs over a period of time; each time a repair is needed, I issue a “task order” to that repair company.
- *Fastest approach to getting repairs done – the repair company is basically “on call”*
- *Company is pre-screened for technical competence*
- *Company may be adequate but not the “best” technical choice for a specific job*
- *Company could be overloaded with work and unable to meet its obligations during peak season*
- *Company might go out of business, leaving no alternative for repairs*
- *Company may not offer a fair and reasonable prices for each job because the company knows there is no competition*



INTRODUCTION TO IDIQ CONTRACTS

Option 3 – MATOC (Multiple Award Task Order Contract)

- Contract with several repair companies (a pool of, for example, 5) and allow just those companies to compete for my repairs over a period of time
- + • *Increased chance of getting the best contractor for a given job (vs a SATOC)*
- + • *Increased chance of fair and reasonable pricing, though not as competitive as full and open*
- • *Slower than a SATOC due to a limited competition process, but faster than full and open*



INTRODUCTION TO IDIQ CONTRACTS

Selecting IDIQ Parameters (a few examples)

- Bundling: If repairs were being performed effectively by small, local repair shops before, and they are not capable of competing for a spot on the new IDIQ because we've made it much larger and/or more complex, am I harming their businesses?
- Consolidation: If repairs were being done by dozens or even hundreds of repair companies before (whether small or large), is my new IDIQ limiting competition by reducing the number of opportunities for small businesses doing the repairs?
- How many companies should be in a MATOC pool?
 - Too few, and I may not receive enough bids for each job
 - Too many, and the participating companies might not bid work because their chances of winning are too low; also, the selection process takes longer
- How limiting should the selection criteria be?
 - Too high a bar: Number of bidders will be reduced, unfair to capable businesses
 - Too low a bar: Companies in IDIQs may not be capable, prolonged selection process



INTRODUCTION TO IDIQ CONTRACTS

Beyond the World of Washing Machines...

Government Contracts



INTRODUCTION TO IDIQ CONTRACTS

- An IDIQ task order can be awarded in a fraction of the time of a stand-alone contract
 - Award can be made in days or weeks instead of months or years
- An IDIQ is a “tool in the toolkit.”
 - A district with an IDIQ of pre-vetted contractors has assurance that it can meet its often-unpredictable mission needs
- MATOC – Multiple Award Task Order Contract (typically a “target” pool of 5 contractors)
- SATOC – Single Award Task Order Contract (only 1 contractor)
- Ordering (FAR 16.505)
 - *“The Contracting Officer must provide each awardee a fair opportunity to be considered for each order...” - FAR 16.505(b)(1)*



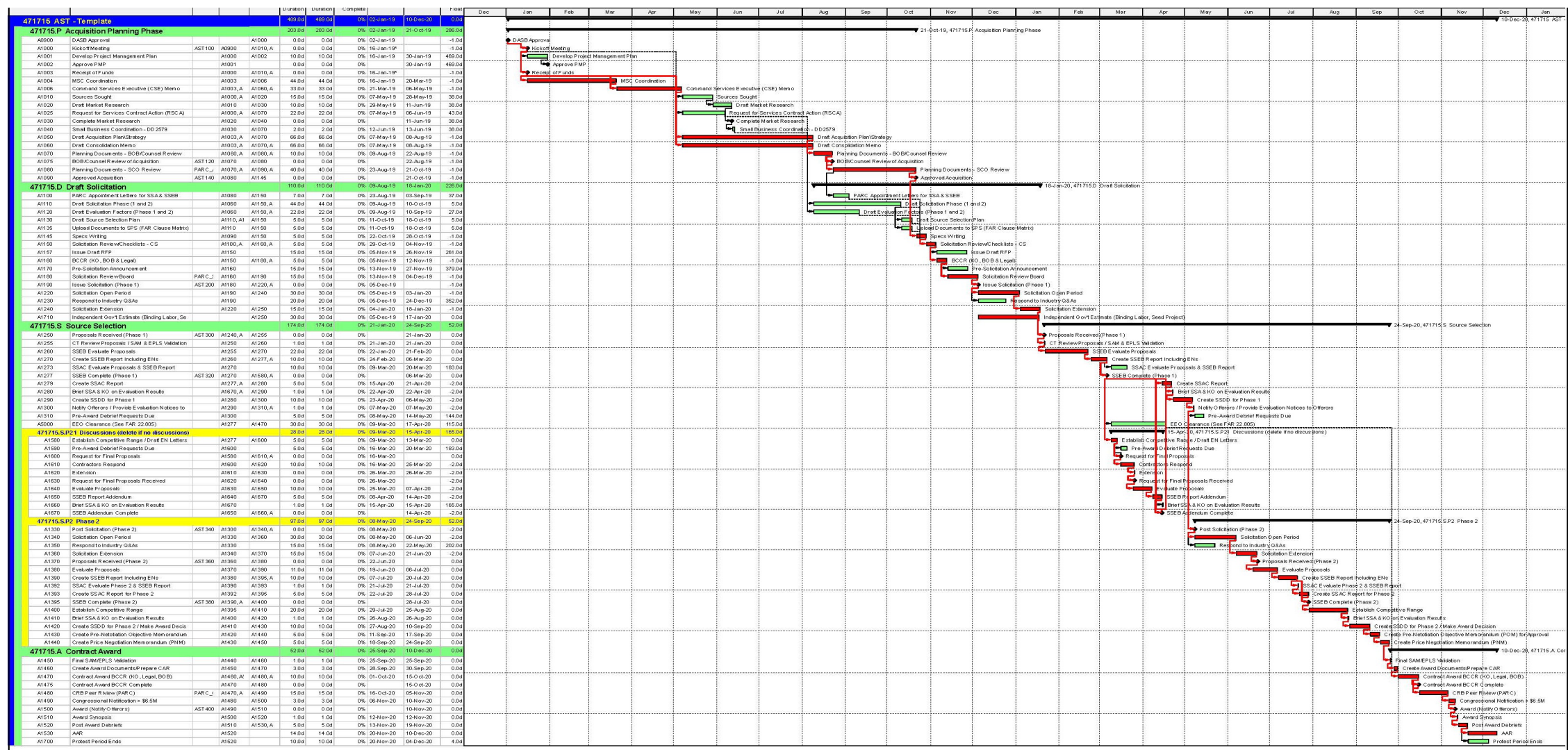
INTRODUCTION TO IDIQ CONTRACTS

- Regulations and Policies
 - The FAR, DFARS, AFARS, UAI, and UDG, and dozens/hundreds of stand-alone guidance documents, plus GAO decisions, internal policies, etc.
- Components
 - Acquisition Plans, Acquisition Strategies, Request for Service Contract Approval (RSCA), Cost Analysis, Command Service Executive (CSE), DD 2579s, Determination & Findings (D&Fs), Independent Government Estimate (IGE), Request for For Proposals (RFPs), Source Selection Plans, and dozens of others. Thousands of pages of documentation per solicitation.
- Large and diverse PDT
 - Each member has their own focus and priorities
 - Multiple review ladders; the larger and more complicated the acquisition, the taller the ladder
 - Reviews alone can take up to a year
- Selection Boards
 - Development of criteria and selection methodology is a lengthy process
 - Requires qualified personnel for extended periods (SSEBs, SSACs)
- Multiple platforms: SPS, VCE-PCF, ProjNet, CEFMS, P2, EDW, CBEST, Power VI, etc.



INTRODUCTION TO IDIQ CONTRACTS

A Sample Acquisition Schedule





INTRODUCTION TO IDIQ CONTRACTS

- Active Contract Inventory: 39 AE IDCs, 141 SATOCS, 66 MATOCS (\$19.75B Capacity)
- In Development: 11 MATOCS, 11 SATOCS (\$3.56B of capacity)
- In FY24, 268 IDIQ task orders were awarded with a final value of \$1.01B
- 56% of Omaha District's obligations in FY24 were from IDIQ task order awards.
- 86% of all task orders were awarded to Small Businesses

THE LARGE & SMALL BUSINESS RELATIONSHIP

PAUL OWEN (HDR)

MIKE MAGAHEY (POND)

ERIC NOE (TETRA TECH)

CAROL COOVER-CLARK (COVER-CLARK)



US Army Corps
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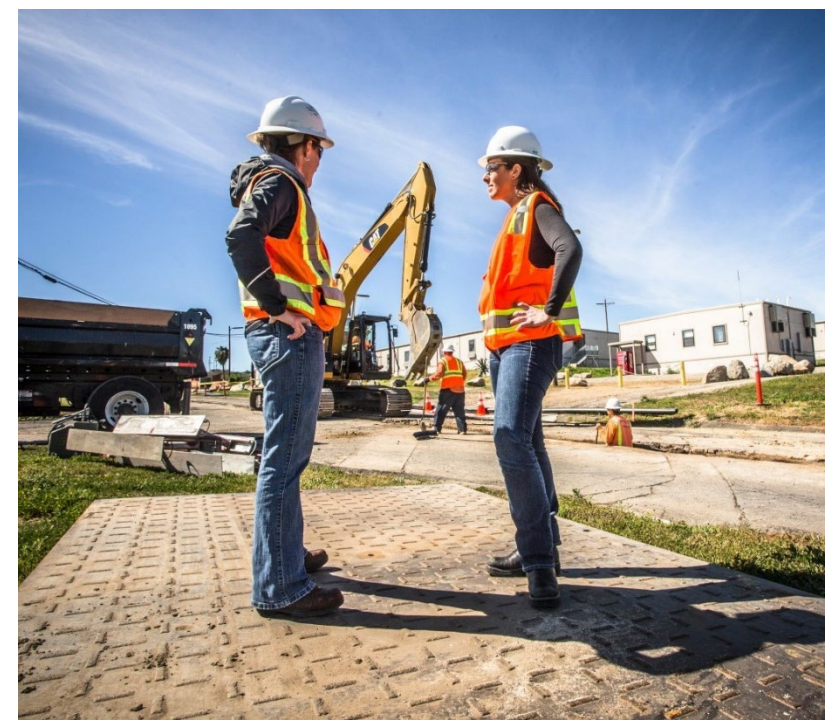
U.S. ARMY



Partnering with Small Business – A Large Business's Perspective



USACE Omaha Small Business Industry Forum
30 October 2024



AGENDA

- 01 HDR Overview
- 02 Partnering – Unlocking Opportunities
- 03 Back Up: Mentor-Protégé Relationships – Case Study



01 HDR Overview



About Us



Year established



40+ Countries
with ongoing projects

100% Employee owned

\$1.49M raised by global
employee donors (in 2022) for the
HDR Foundation which
provides grants to the communities
where we live and work

Our Impact



11,900+ Employees worldwide



200+ Offices around the globe



14 Countries with permanent offices



16 Markets we serve



20 Envision[®]-verified projects



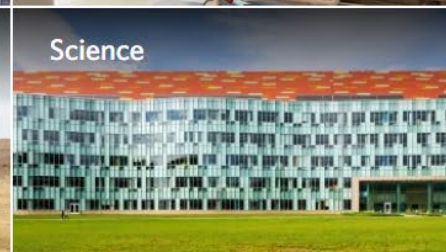
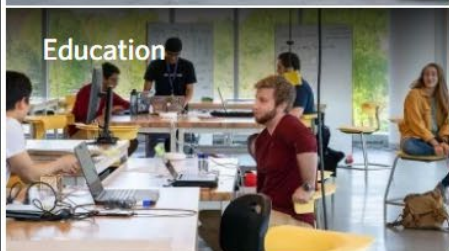
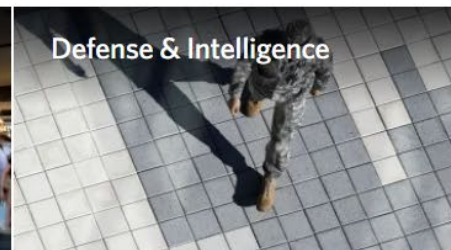
HDR Values

- Our Unique Approach:
 - Live the Network.
 - Listen First.
 - Hold Ourselves Accountable.
 - Push Boundaries.
 - Design Smart.
- Employee ownership is a cornerstone of our Culture.
- Trusted Client Relationships.

We specialize in engineering, architecture, environmental, and construction services.

While we are most well-known for adding beauty and structure to communities through high-performance buildings and smart infrastructure, we provide much more than that. We create an unshakable foundation for progress because our multidisciplinary teams also include scientists, economists, builders, analysts and artists.

16 Markets





02 Partnering Unlocking Opportunities



Partnering with Small Business for IDIQs

- SBLO is first point of contact
- Provide capabilities, past performance to SBLO
- SBLO vets Small Business
 - Introduces Small Business to contract leadership
 - Responds to Small Business
 - Advocates Small Businesses for opportunities
 - Adds Small Business to Vendor Database
- Subcontracting Opportunities
 - Teaming Agreements
 - Letter of Commitment





Team Partners

- Investing in long-term relationships
- Engaging, integral part of the team
- Proactive & collaborative environment
- Meeting our commitment
- Regular project communications
- Ready access to HDR Project POC's
- Clearly defined roles
- Clear definition of Scope
- Firm but realistic performance schedule
- Concise subcontract documents
- Monitoring progress, quality, and cost





Strategies for LB to Team as a Sub with SB

- Established working relationship
- Experience with client
- Good client performance ratings
- Increase competitiveness – targeting a specific capability





Contact



Edie Fiske

**Director, National Supplier Diversity &
Small Business Program**

edie.fiske@hdrinc.com



03 Mentor-Protégé Relationships Case Study



What do we look for in a potential Protégé?

- Worked with potential mentor – resume for pursuing work
- Protégé in alignment with mentor strategic goals
- Technical fit and culture compatibility
- Sustainable business base with a willingness to invest and grow
- Federal business base
- Protégé may offer services that mentor does not have
- Same or Similar Values
- Strong communication skills





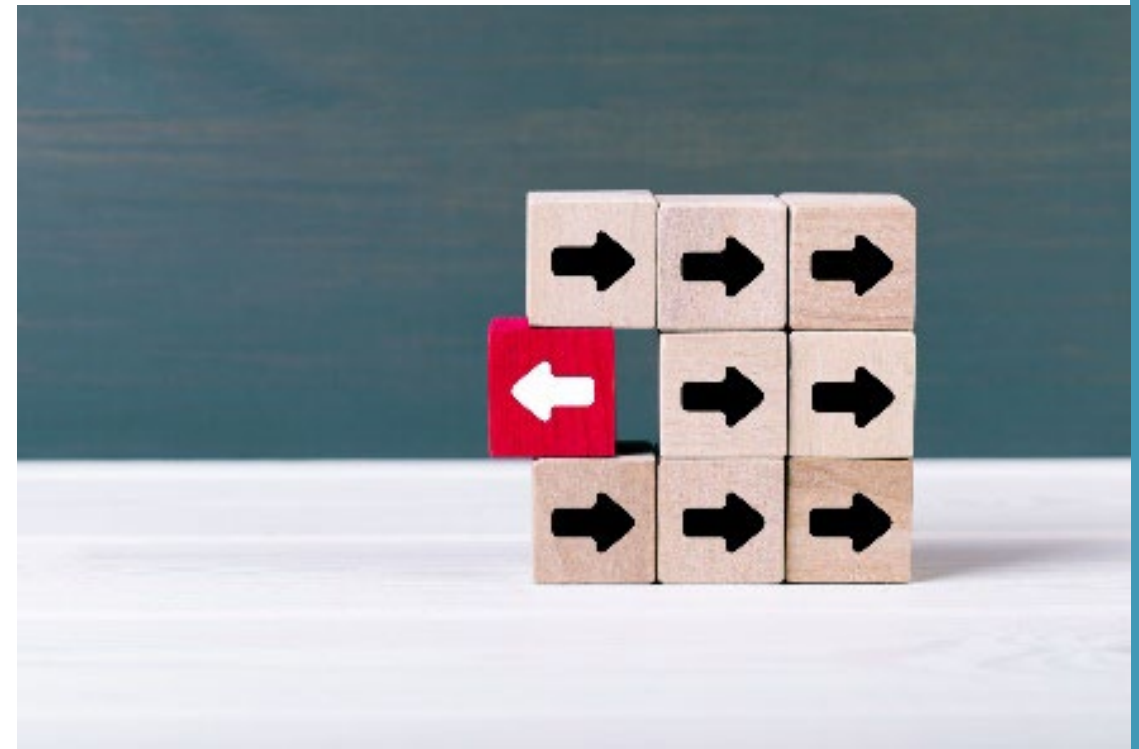
Case Study: Mentor-Protégé Success

- Routine Communication to build a strong relationship is required
- Mentor and Protégé met regularly for Business Development Meetings
- ID'd a SB set aside contract that the SB 8(a) JV was well qualified for
- Developed Capture Strategy and Pre-Positioned for the opportunity
- Completed a Joint proposal with buy in from both firms and won the contract
- Each member contributed significantly to the start up and success of the contract
- The Mentor Protégé successfully completed the project and went on to win 5 other Federal contracts
- The JV board worked closely to resolve disputes and provide clarification as needed
- Neither the Mentor nor the Protégé could have won the contracts without the combined team!



Case Study: Mentor-Protégé, What Could Have Gone Better?

- If the Mentor had a deeper understanding of the Protégés long-term plans for growth, we could have had a more focused Business Development effort to concentrate on specific service lines the protégé was growing
- The MP had solid relationships at the executive level between the two firms, but if we had found more ways for our project managers and technical experts to also foster relationships with one another, it would have led to smoother operations
- While the JV documents specified big picture details about the participation requirements of the Protégé and Mentor, more formal Teaming Agreements/Discussions at the Opportunity level would have helped each entity to clarify and manage expectations



Omaha Industry Day

Mentor-Protégé Brief

Mike Magahey, PE
Sr. Vice President – POND

- Know the Rules
 - SB/Set-aside
 - 51&40
- What makes a good MP relationship?
 - Communicate Goals, Controls & Develop Comm Plan
 - LB makes the effort to build/develop SB
 - Maintain Independence of Business Principles

Omaha Industry Day

Mentor-Protégé Brief

- Lessons Learned
 - Develop an operating structure
 - Decision making hierarchy
 - Write down SOPs and Follow
 - Track MP Goals progress and review regularly
 - Key Take Aways
 - Develop systems to help with transparency and education for Protégé
 - Understand Potential Protégé challenges
 - Staff build
 - Cash Flow, etc..
 - Scope decisions and Pricing on Task Orders
 - Integrate Quality Control and be vigilant

TETRA TECH SNAPSHOT

WORK IN
100+
COUNTRIES


7
CONTINENTS

Publicly traded
on NASDAQ as



\$5 billion
ANNUAL REVENUE

WORKS ON
100,000
PROJECTS
ANNUALLY

550 OFFICES
WORLDWIDE


ENR RANKINGS

#3 TOP 500 DESIGN FIRMS

#3 GOVERNMENT OFFICES

 **#5** FEDERAL CLIENTS

22,000 CLIENTS

28,000 EMPLOYEES




Peterson SFB Colorado - Repair Battle Cab



Malmstrom AFB Montana - Weapons Storage Area Upgrades

Large and Small Business Relationships: **Keys to Success**

- What's your business, experience, success, innovation, competitive edge?
- What are your capabilities and capacities?
- What are your objectives, weaknesses or needs?
- Any SB advantages? 8a designation? Timeline/growth concerns?
- Network, research, engage and build **trust**:
 - **Communication.** Set a frequency and be deliberate.
 - Clear expectations. Do not assume everything will go as planned.
 - Participate in the process and take risk with your partner(s).
 - Be responsible, responsive and deliver as a team consistently.

“Consistency is the true foundation of trust. Either keep your promises or do not make them.” - [Roy T. Bennett](#)

CooverClark Overview

CooverClark is a nationwide, 37-year-old, Certified Small Business, woman-owned small business, AE design services firm located in Colorado

Key Disciplines

CooverClark provides project management, architecture, interior design (SID/CID), FF&E, sustainability/LEED, planning, programming and construction administration and associated studies

Focus

CooverClark has more than \$900M of completed federal / DoD projects nationwide including: USACE, Army & Air National Guard, Air Force, USAFA, NIST, GSA, NAVFAC

Projects

We have successfully completed 100+ DoD projects including new construction, add/alt, reuse and historic

Passion

Delivering best-in-class quality, sustainability and efficient architectural projects tailored to each client's unique program goals within budget

What is your Focus?

- Build your disciplines, portfolio / business plan around your strengths and passion
 - Clients want to know what you do best
 - Nationwide vs. Regional or Project type focus
 - In-house vs. subconsultant services split
- **Build relationships** with potential teaming partners and clients that support your focus
 - Research what your potential clients need
 - Meet your potential clients, SAME, USACE, etc.
- **Go for it! Small Business can prime GOV projects!** Carefully read how proposals are scored for each pursuit



Value in Teaming

- **Learn from Each Other/Creative Synergy:** Combining different perspectives and innovative approaches often results in more dynamic, creative design solutions.
- **Flexibility and Scalability:** Working with firms of various sizes allows for flexibility in scaling resources based on project size and timeline, ensuring cost-efficiency and timely project completion

Key Considerations When Selecting Teaming Partners

- **Set Proper Expectations/ start with Good Communication**
- **Be "True to Yourself"**
- **Cultural Fit and Collaboration Style:** alignment in company culture, client-focused design philosophies
- **Complementary Skill Sets:** aligning gaps in experience and capabilities for a more well-rounded team
- **Proven Track Record:** Choose partners with a history of successful project delivery - on-time/budget
- **Reputation and Market Presence:** Evaluate a firm's reputation in the industry and its market presence, as this can influence client confidence and project success
- **Alignment of Goals:** Ensure all firms have aligned business goals and project priorities, so the partnership remains cohesive throughout the project lifecycle



CENTERS OF EXPERTISE

ERIC BAUSCH (FUELS)

STEVEN CARTER (TRANSPORTATION)

RICH MCCONNELL (RAPID RESPONSE)

JACK GALLOWAY (PROTECTIVE DESIGN CENTER)



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POL-MCX ORGANIZATION AND CAPABILITIES BRIEF

Eric Bausch
Chief, POL-MCX Engineering Support Branch

30 Oct 2024



US Army Corps
of Engineers®





POL-MCX ORGANIZATIONAL OVERVIEW

■ Mission:

- Petroleum, Oil, and Lubricants (POL) Mandatory Center of Expertise (MCX) mission is to design and implement fuel storage and delivery systems that provide **CLEAN, DRY** fuel **RELIABLY** and **SAFELY** to support the **MISSION/TROOPS**. Provides specialized expertise in fueling system planning, engineering, and construction support to USACE activities, the Army, and other DOD and non-DOD federal agencies.

■ History:

- Executing fuels projects since 1985. Established as a Design Center (POL-DX) in 1999, Technical Center of Expertise (POL-TCX) in 2012, and Mandatory Center of Expertise (POL-MCX) in 2016

■ Customers:

- Army, Air Force, Navy, Marine Corps, Defense Logistics Agency



PROJECT LOCATIONS

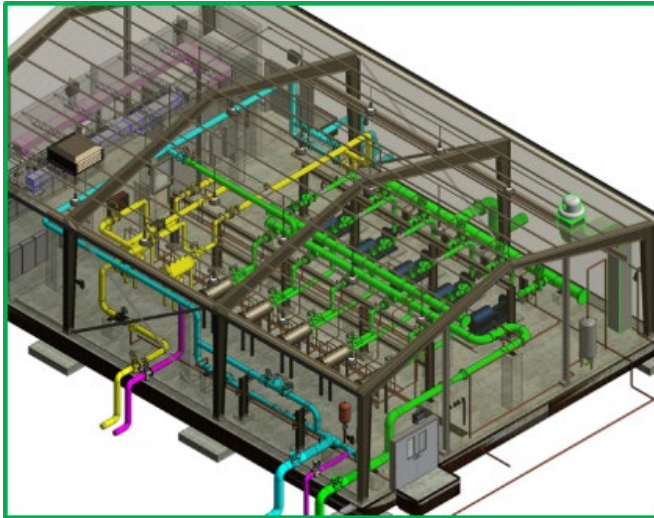


POL-MCX TECHNICAL SUPPORT



53

- In-House Design Capabilities
- Oversight of AE efforts (extension of IH resources)
- Mandatory Review of design by others for USACE projects
- Optional review of designs/project support for other Agencies
- Field support (RFI's/Submittals, Construction assessments, System acceptance testing)



Design



Construction Support



Acceptance Testing

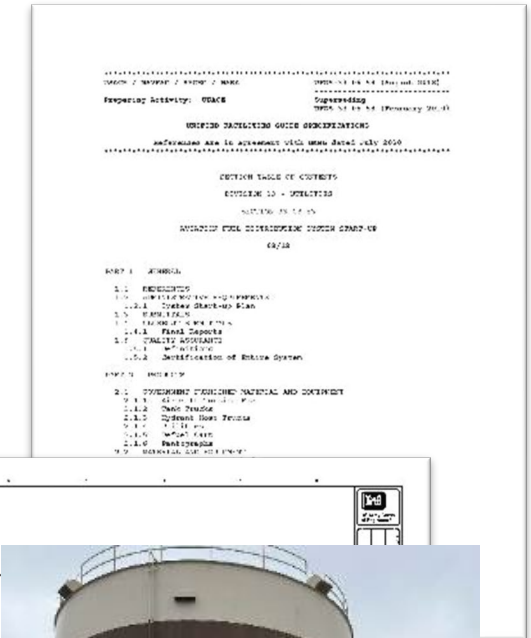
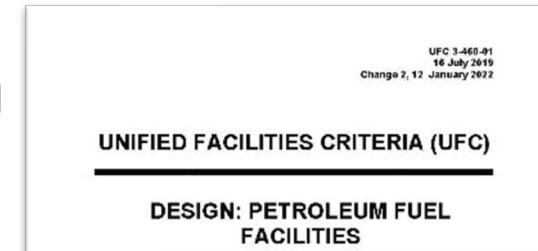


POL-MCX TECHNICAL SUPPORT, CONT'D



54

- **Criteria development (UFC, UFGS, DoD Standard Designs)**
 - Primarily customer funded (DLA) via the Fuels Discipline Working Group (FDWG)
 - Army Proxy for FDWG
- **Assessments / Investigations / Troubleshooting**
- **Outreach / Training**





POL-MCX EXECUTION



55

▪ MILCON:

- Executed by Geographic District
- Provides In-House and AE design services to other USACE Districts
- ER 1110-1-8167: Outlines roles and responsibilities of USACE Districts and their use of the POL-MCX

▪ SRM (Sustainment, Restoration, Modernization)

- Centrally Managed Program (CMP) - Recurring fuel tank/pipeline inspections
- Project Planning Studies (PPS) – Recurring assessments of other infrastructure
- Emergent – Unplanned projects/repairs needed between CMP and PPS cycles

▪ Leak Detection:

- Tank and fuel line tightness testing at required intervals
- Integrated into SRM process for system repairs if necessary

▪ Omaha Execution (SRM and Leak Detection Programs)

- | | |
|--|---|
| ➤ FY17 - \$93M | ➤ FY22 - \$176M (Inc. \$35M MILCON at Mitchell Field) |
| ➤ FY18 - \$120M | ➤ FY23 - \$131M |
| ➤ FY19 - \$138M | ➤ FY24 - \$221M |
| ➤ FY20 - \$156M (Inc. \$26M MILCON at Ellsworth AFB) | |
| ➤ FY21 - \$153M | |





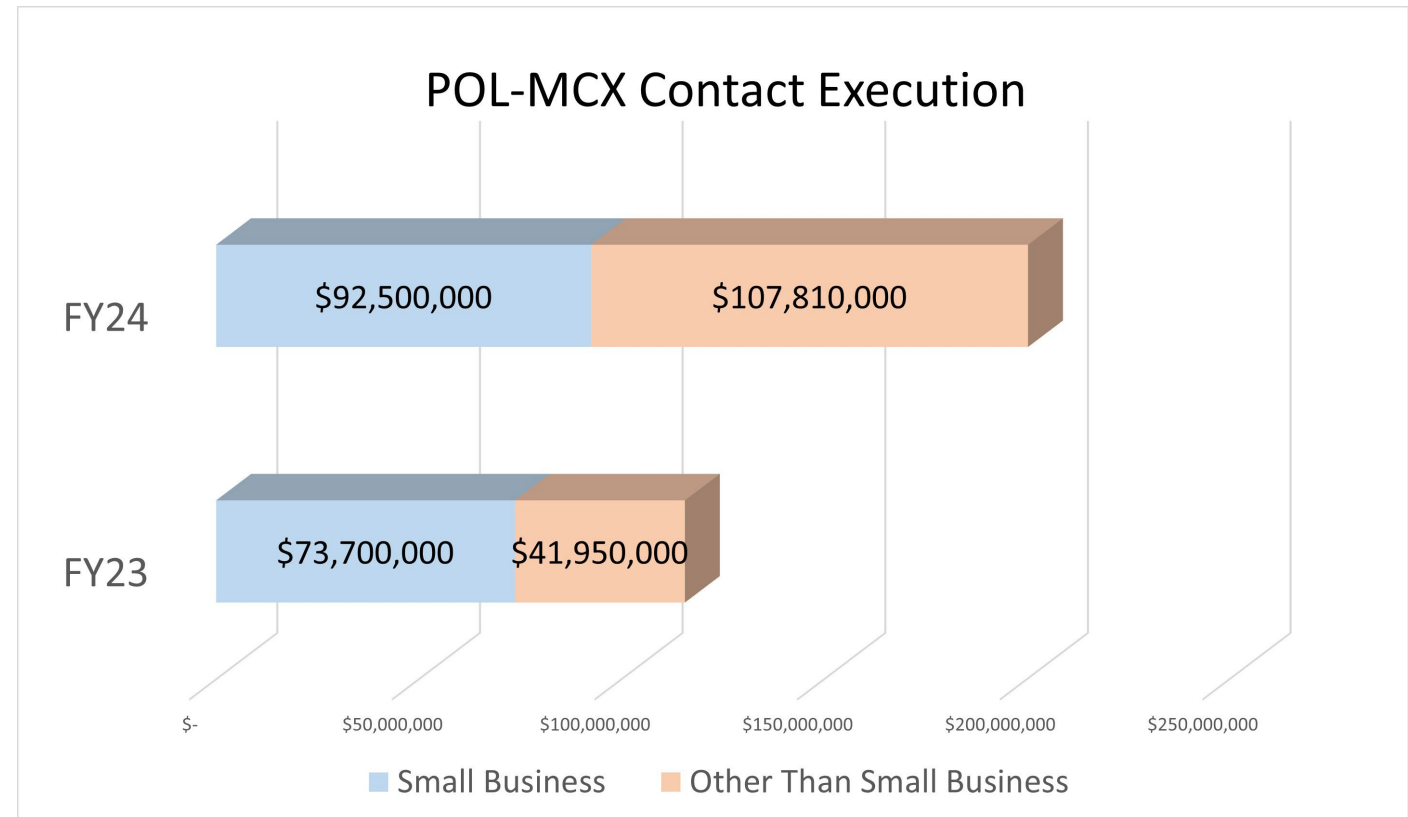
POL-MCX EXECUTION BY SMALL BUSINESS



56

■ Small Business Support to POL-MCX Execution:

- AE Services MATOC (\$98M Shared Capacity): 4 SB / 4 OTSB
- SB DB/DBB Construction MATOC (\$349M Shared Capacity): 6 SB
- UNR DB/DBB Construction MATOC (\$150M Shared Capacity): 2 SB / 3 OTSB
- Other (Stand-alone contracts, direct awards, ect)



TRANSPORTATION SYSTEMS- MANDATORY CENTER OF EXPERTISE

SMALL BUSINESS INDUSTRY DAY
30 October 2024

Steven D. Carter, PE
Director, TS-MCX

Mark Jacobson, PE
Chief, Technical Systems Section

Andy Fanciullo, PE
Chief, Engineering Systems Section

Matt Perrett, PE
Technical Lead / AE Contracts



**US Army Corps
of Engineers®**



TSC: CURRENT MISSION SET



58



AIRFIELDS

- Consulting USACE and DOD on all phases of airfield projects.
- Mandatory design reviews and workshops for construction.
- Complete airfield infrastructure design & construction support, NAVAIDs & asset management.



ROADWAYS

- Consulting USACE and DOD on all phases of roadway projects.
- Mandatory reviews of roadway projects designs (+\$5M).
- Complete roadway infrastructure design & construction support, roadside safety & traffic operations.



RAILROADS

- Consulting USACE and DOD on all phases of railroad projects
- Mandatory reviews of USACE railroad projects designs
- Enterprise-wide legal, regulatory, and real estate coordination with Class I railroads; complete railway design & construction support.

SYSTEMS ENGINEERING

PCASE

Pavement-Transportation Computer
Assisted Structural Engineering
TSC Managed Program
TSC Training

PAVER

Pavement Management
System
TSC Managed Program
TSC Training

RAILER

Railroad Design &
Management System



TSC: ACQUISITIONS

Acquisitions – Update

\$135M Airfield Design A-E MATOC (Unrestricted/Small Business Split Acquisition)

\$25M PAVER and PCASE Software Services (Small Business) IDC

\$135M Railroad Design A-E MATOC (Unrestricted/Small Business Split Acquisition)

Railroads and Roads Construction MATOC (Unrestricted/Small Business Split Acquisition)



TRANSPORTATION SYSTEMS CENTER

<https://transportation.erdc.dren.mil/tsmcx/>

RAPID RESPONSE TECHINICAL CENTER OF EXPERTISE



University of Nebraska – Omaha Small Business Industry Day

Richard McConnell – Chief, RR-TCX
Omaha District – Special Projects Branch

October 2024



US Army Corps
of Engineers®



RAPID RESPONSE TCX

MISSION: USACE ENTERPRISE TECHNICAL CENTER OF EXPERTISE (TCX) FOR WORLDWIDE TIME-SENSITIVE SUPPORT OF ENVIRONMENTAL (HTRW), DISASTER, AND INFRASTRUCTURE ACTIONS.

- Initiated in 1989 and Re-Chartered in 2021: Premier USACE Quick Response Organization
- Enterprise Asset Managed by Omaha District
 - Dynamic Expertise in Time Sensitive, Cost Reimbursement Contract Management
 - Dedicated personnel/resources and Virtual Teams using regional assets through AOR coordination
 - Customers include DoD and Non-DoD Federal Agencies



USS Preble Radioactive Decontamination
Fukushima Nuclear Disaster, Japan

PROGRAM EXECUTION:

FY22: \$233M FY23 \$1.3B FY24 \$373M



Fort McCoy Barracks (212 units) Renovation
Fort McCoy, WI



Task Force Power – San Juan, PR



Task Force Power – Palo Seco, PR





CURRENT CONTRACTS / OPPORTUNITIES

CURRENT CONTRACTS:

RAPID DISASTER INFRASTRUCTURE (RDI) MATOCs – Primary NAICS 236220 (Commercial & Institutional Building Construction)

- RDI#1 - \$845M SB
- RDI#2 - \$8.9B UNR
- RDI#2 - \$99M HUBZone
- RDI#2 - \$254M Regional 8(a)

RAPID RESPONSE ENVIRONMENTAL SERVICES SATOCs – Primary NAICS 562910 (Remediation Services)

- RR#5 - \$35M SDVOSB
- RR#6 - \$100M UNR
- RR#6 - \$35M 8(a)
- RR#6 - \$95M SB

PLANNED ACQUISITIONS (Subject to Change):

RAPID DISASTER INFRASTRUCTURE (RDI) MATOCs – Primary NAICS 236220

- RDI#3 - \$999M SB
- RDI#3 - \$999M UNR
- RDI#3 - \$502M SDVOSB

RAPID RESPONSE ENVIRONMENTAL SERVICES SATOCs – Primary NAICS 562910

- RR#6 - \$35M SDVOSB (Award Pending)
- RR#7 - \$49.9M Sole-Source 8(a)
- RR#7 - \$99.9M UNR
- RR#7 - \$99.9M Sole-Source 8(a)

NON-CONTAMINATED DEBRIS REMOVAL – Primary NAICS 562119

- \$99.9M UNR SATOC
- \$99.9M UNR SATOC



PRESENTATION CONTACT INFO:

RICH MCCONNELL - RICH.M.MCCONNELL@USACE.ARMY.MIL / (402) 995-2283 :: CHIEF, RR-TCX

ALTERNATE POC:

TIM GOUGER – TIMOTHY.P.GOUGER@USACE.ARMY.MIL / (402) 995-2191 :: SR. PROGRAM MGR, RR-TCX

JOSH HASKINS - JOSHUA.M.HASKINS@USACE.ARMY.MIL / (402) 378-6986 :: ENV SVCS PROGRAM MGR



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PROTECTIVE DESIGN CENTER- MANDATORY CENTER OF EXPERTISE

UNO SB Conference, OCT 2024

John R. Galloway, PE
Director, Protective Design Center
USACE PD-MCX

Phone: (719) 235-6291

John.R.Galloway@usace.army.mil

29 OCT 2024



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PDC: CURRENT MISSION OVERVIEW



HARDENED STRUCTURES

- Consulting USACE, DOD and IIS on all phases of hardened structures
- Mandatory design reviews and inspection for construction
- Emphasis in protection of assets



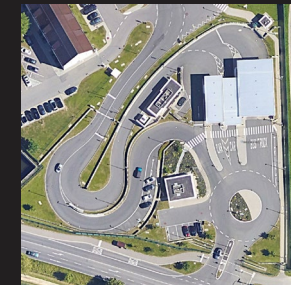
SCIF/TEMPEST/HEMP

- Consulting USACE, DOD and IIS on all phases of Secure Facilities
- Technical Threats – rapidly developing work area



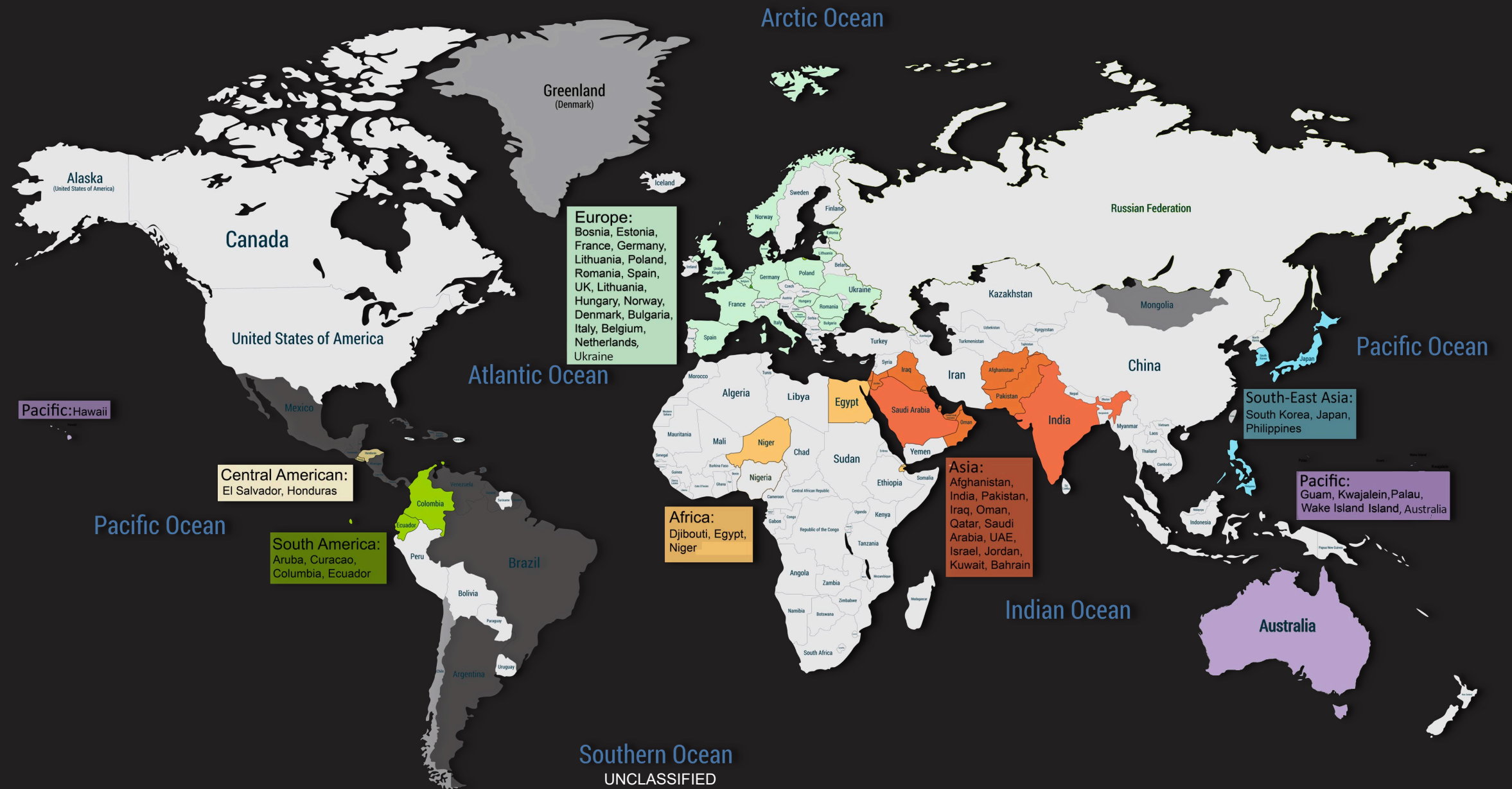
ACP/ECF

- Consulting USACE, DOD, IIS on all phases of an ACP/ECF
- Mandatory design reviews of USACE projects; maintain DOD Anti-Ram Barrier List
- Mandatory commissioning of all Army barriers





PDC: WORLDWIDE IMPACTS





PDC ENGAGEMENT: **WORLDWIDE TERROR EVENTS**



UNCLASSIFIED



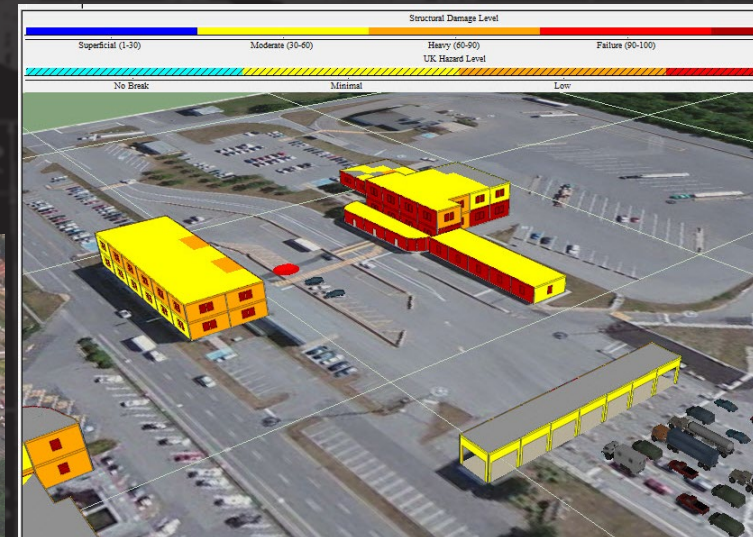


PDC ENGAGEMENT: **VULNERABILITY ASSESSMENTS**



5

Worldwide
Wide range of customers
Civil Works Sites
Military sites
► Permanent
► Expedient
Interagency & International Services





PDC ENGAGEMENT: **TECHNICAL & DESIGN ASSISTANCE**

Support to installations:

- Master planning
- Planning/Design charrettes
- Physical Security/ Antiterrorism design review
- Barrier plans
- Damage assessments
- Access control points





PDC ENGAGEMENT: TECHNICAL & DESIGN ASSISTANCE

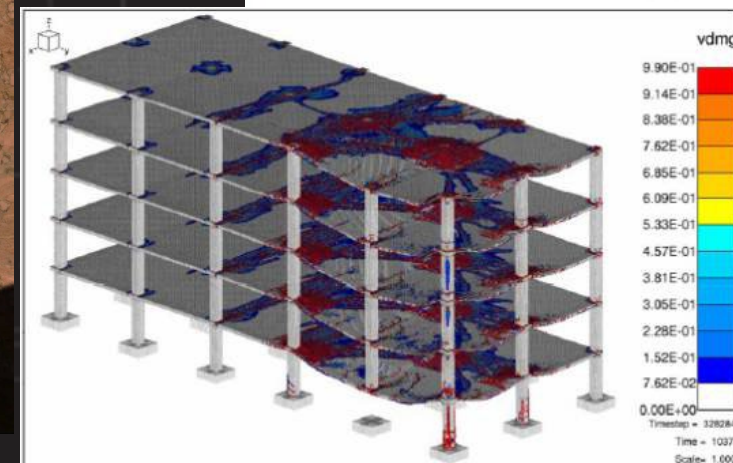
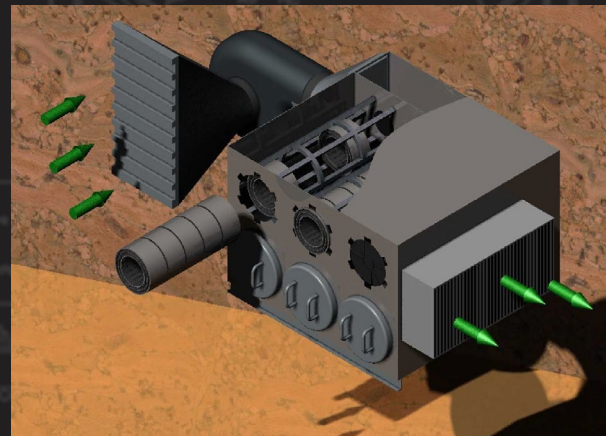
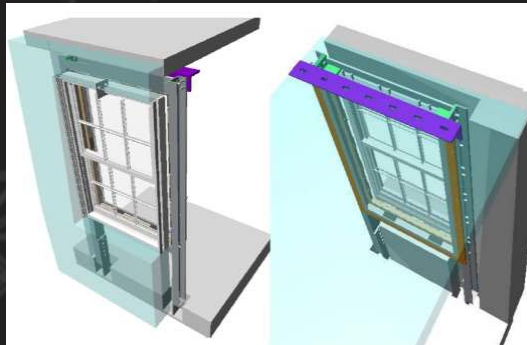
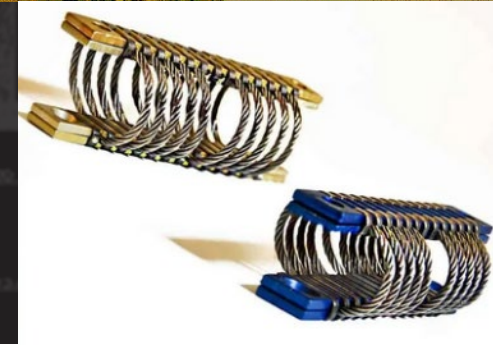
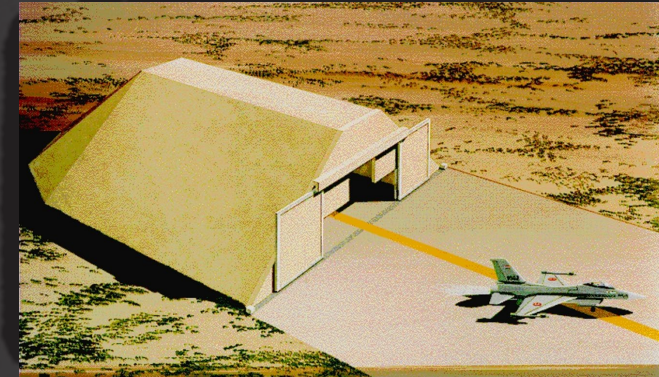


Design to resist weapons effects:

- Shock
- Fragmentation
- Penetration

Progressive collapse analyses

Protection against chemical
/biological/radiological agents



UNCLASSIFIED

Figure 0-18: Microcracking - Low Level Case, Column H2 Removal



PDC ENGAGEMENT: **TRAINING SCHEDULE**

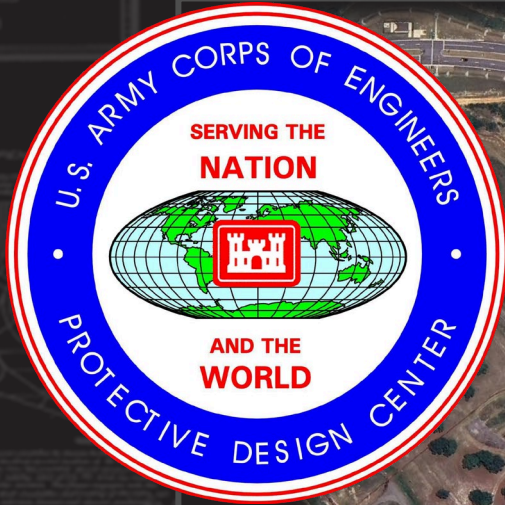
Course Title	Location	Type	Start Date	End Date
Security Engineering	Omaha	Open	24-Feb-25	28-Feb-25
SCIF Planning, Design, and Construction	Omaha	Open	4-Mar-25	7-Mar-25
Security Engineering NETSAFA1	Pearl Harbor	MTT	31-Mar-25	3-Apr-25
Blast Resistant Design	Omaha	Open	14-Apr-25	18-Apr-25
Entry Control Facilities / AccessControl Points	Omaha*	Open	15-Apr-25	17-Apr-25
Security Engineering	Omaha	Open	12-May-25	16-May-25
Security Engineering HQDA1	Huntsville	MTT	2-Jun-25	6-Jun-25
SCIF Planning, Design, and Construction	Omaha*	Open	22-Jul-25	25-Jul-25
Security Engineering NETSAFA2	Pearl Harbor	MTT	28-Jul-25	31-Jul-25
Security Engineering HQDA2	Huntsville	MTT	11-Aug-25	15-Aug-25
SCIF Planning, Design, and Construction	Omaha	Open	12-Aug-25	15-Aug-25

Contact Email: PDC.Training@usace.army.mil to register for class



PROTECTIVE DESIGN CENTER

9



COMMENTS & QUESTIONS

ACP - Fort Eisenhower Gate 6

\$20M ACP, PDC was engaged in this project from the inception in 2016 to the Commissioning of AVBs in 2022

<https://www.nwo.usace.army.mil/pdc/home/>

EXTERNAL PARTNER

GREGG SUTCLIFFE (VETERANS AFFAIRS)

DANIEL CURADO (SBA-PCR)

PATRICK GUINOTTE (NEBRASKA APEX)



US Army Corps
of Engineers®

U.S. ARMY



Doing Business with NCO 23 CONSTRUCTION / A-E CONTRACTS

Gregg R. Sutcliffe
Supervisory Contract Specialist
NCO 23 Construction Team 2 - Omaha

Overview

- NCO 23 Contracting Offices
- Public Law 109-461 – Veterans Benefits, Healthcare and Information Act of 2006
- Steps for Registering to do Business with VA
- How We Purchase
- Forecasted Workload for FY2025
- NCO 23 Small Business Liaison Contact Info

NCO 23 Contracting Offices

- Provide contracting support for Veterans Integrated Services Network (VISN) 23
- Serve 370K+ veterans in IA/MN/NE/ND/SD & portions of IL/KS/MO/WI/WY
- 8 healthcare systems and 67 Community-Based Outpatient Clinics (CBOCs)
- NCO 23 Product Line Teams / Locations
 - Service/Supply Team One – Curt.LaRose@va.gov
 - Iowa City, Omaha, Grand Island and VISN 23 Prosthetics
 - Service/Supply Team Two – Curt.LaRose@va.gov
 - St. Cloud, Fargo and VISN 23 Lab Contracts
 - Service/Supply Team Three – Michael.Casper@va.gov
 - Des Moines, Sioux Falls and VISN 23 Bio-Med
 - Service/Supply Team Four – Michael.Casper@va.gov
 - Minneapolis, Fort Meade, Hot Springs
 - Health Care Team One – John.Becker3@va.gov
 - Medical, Nursing Homes and Research for St. Cloud, Minneapolis, Sioux Falls, Fargo and Des Moines
 - Health Care Team Two – John.Becker3@va.gov
 - Medical, Nursing Homes and Research for Iowa City, Omaha, Grand Island, Fort Meade and Hot Springs
 - Leasing/Specialized – Jameson.Schwartz@va.gov
 - CBOCs, Warehouses, Sharing/Selling Agreements, etc., for all VISN 23 locations

NCO 23 Contracting Offices

- Construction Team One in St. Paul – Jen.Johnson@va.gov
 - Minneapolis VA Healthcare System
 - Fargo VA Healthcare System
 - Iowa City VA Healthcare System
 - St. Cloud VA Healthcare System
- Construction Team Two in Omaha – Gregg.Sutcliffe@va.gov
 - VA NWI Healthcare System (Omaha & Grand Island)
 - Sioux Falls VA Healthcare System
 - VA Black Hills Healthcare System (Fort Meade & Hot Springs)
 - VA Central Iowa Healthcare System (Des Moines)

Public Law 109-461

- The Veterans First Contracting Program – or Public Law 109-461 within the Department of Veterans Affairs was created specifically for Veteran -Owned Small Businesses and was expanded to include Service-Disabled Veteran-Owned Small Businesses for VA Procurements
 - Ensures legitimately owned and controlled veterans can compete for VA contracts
 - Sets priorities for contracting preferences within the VA by placing SDVOSBs first and VOSBs second in satisfying VA's procurement requirements
 - **Vendors must appear in VetCert Registry at SAM.gov to be eligible for award**

Steps for Registering to Do Business with VA

1. Register with the System for Award Management (SAM.gov), the official U.S. Government system for federal procurement opportunities.
2. Obtain a SAM Unique Entity Id number, a 12-character alphanumeric ID assigned to an entity by SAM.gov.
3. SDVOSBs and VOSBs must complete additional steps to become verified through Veteran Small Business Certification (VetCert) process to be confirmed in the SAM.gov database as an eligible concern for set-asides .
4. Work with your local Nebraska APEX Accelerator office to receive bid matches closely tailored to your small business capabilities.
5. Develop an easy to navigate company website that includes your goods or services, pricing, and point of contact information.
6. Visit the VA Forecast of Contracting Opportunities & current Contract Opportunities (SAM.gov) websites to search for opportunities & bid on contracts.

How We Purchase

- Smaller / Specialty Construction Projects not well-suited for existing MATOCs or any project over \$10M
 - Based on Market Research / Posted to SAM.gov if over \$15K
 - Service-Disabled Veteran Owned Small Business (SDVOSB)
 - Veteran Owned Small Business (VOSB)
 - 8(a) Business Development & Small Disadvantaged Business (SDB)
 - Historically Underutilized Business Zone (HUBZone)
 - Woman Owned Small Business (WOSB)
 - Small Business (SB)
- Emergency Procurements (Urgent/Compelling Need)
 - Sole Sourced, usually to local firms w/ability to respond quickly

Construction Team Two Forecasted FY25 Workload

Description	Range
Funded Construction Projects	
• Sioux Falls – Replace Boiler Plant	\$20-50M
• Hot Springs – Upgrade Nutrition & Food Service	\$2-5M
• Omaha - Upgrade SSTV/CCTV	\$2-5M
• Des Moines – Construct Steam Tunnel	\$10-20M
Unfunded Construction Projects	
• Sioux Falls – Improve Exterior Finishes	\$10-20M
• Sioux Falls – CLC HVAC Upgrades	\$5-10M
• Hot Springs – Reno Domiciliary for Semi-Private Rooms	\$10-20M
• Grand Island – Install Campus Generators	\$10-20M

Construction Team Two Forecasted FY25 Workload

Description
Funded Design Projects
• Hot Springs/Pine Ridge – Reno TR Houses
• Grand Island – Air Handler Replacement
• Omaha – Upgrade Surgery Air Handlers
• Omaha – Correct HVAC Deficiencies
Unfunded Design Projects
• Hot Springs – Domicillary Porch Repair
• Hot Springs – Repair Exterior Building Deficiencies
• Omaha – Improve Campus Electrical Distribution System

NCO 23 SMALL BUSINESS LIAISON



Sara M. Hanson

Sara.Hanson@va.gov

320-654-7607



U.S. Small Business
Administration

Procurement Center Representative (PCR): An Advocate, A Resource

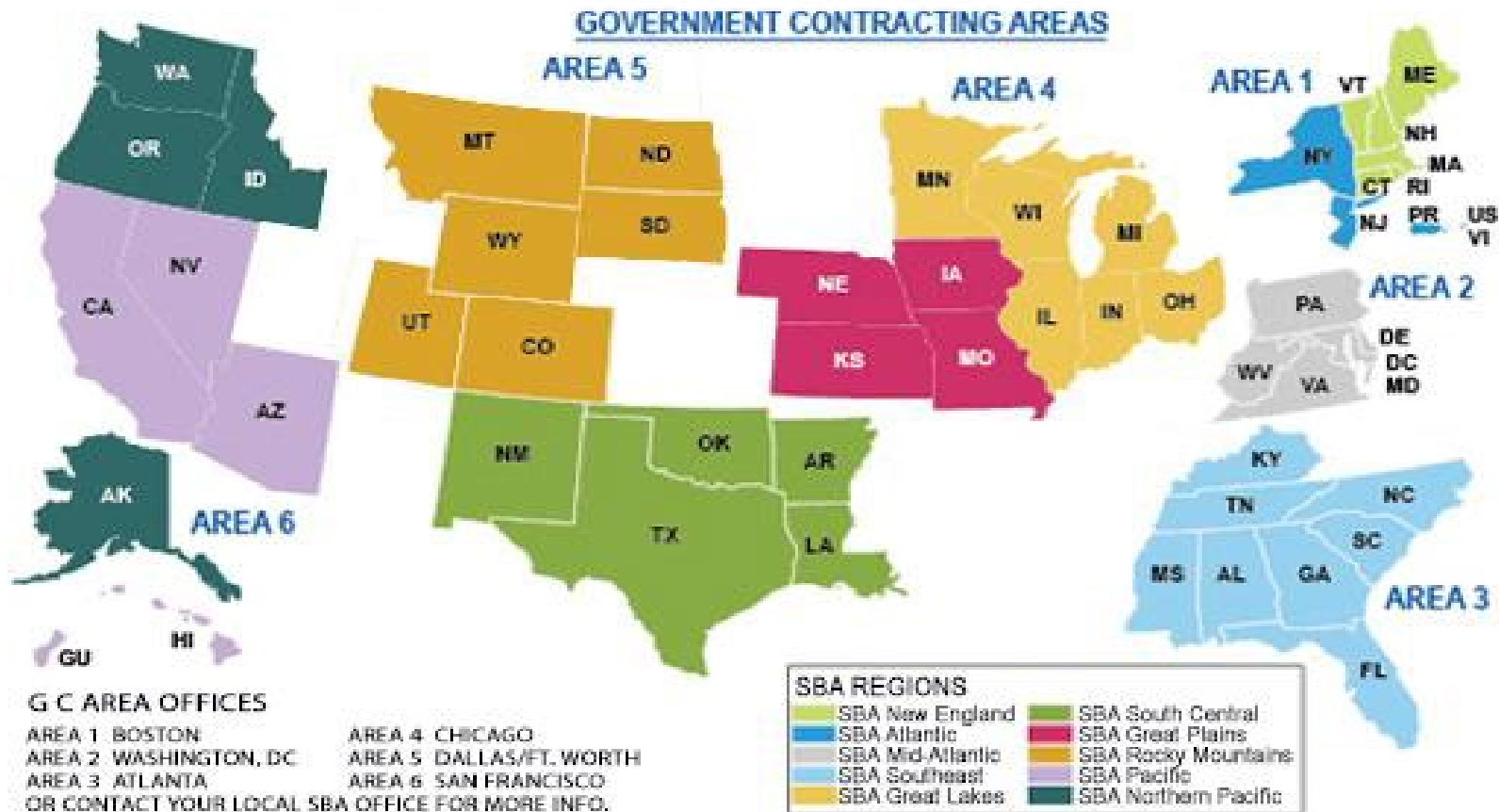
Daniel Curado

Area IV, Office of Government Contracting

“Your Catalyst for Small Business Success in the Midwest”

**Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio,
Wisconsin**

SBA Government Contracting Areas



Area 1 | Area 2 | Area 3 | Area 4 | Area 5 | Area 6
Area Directors

Procurement Center Representatives

What do the PCR's do?

- ✓ Help ensure a fair portion of purchases go to Small Businesses of all types.
- ✓ Review proposed acquisitions, including consolidated & bundled procurements.
- ✓ Recommend requirements to be set aside for HUBZone, WOSBs, SDVOSB, 8(a) & SB firms.
- ✓ Advise agencies & SBs on SBA programs.
- ✓ Review Subcontracting Plans.
- ✓ Provide Training to Agencies and Small Businesses.
- ✓ Perform Surveillance Reviews.
- ✓ Provide Counsel to SBs.
- ✓ Mediate SB issues.
- ✓ Involved with Certificate of Competency and Individual Non-Manufacturer Rule Waivers.

Nebraska SBA PCR Procuring Agencies

- **U.S. Army Corps of Engineers, Omaha District**
Small Business Deputy matthew.d.hibbert@usace.army.mil
- **Offutt AFB 55th Contracting Squadron**
Small Business Specialist larry.mercier.2@us.af.mil
- **Offutt AFB AFICA 774 Enterprise Sourcing Squadron**
Small Business Professional marciana.bain@us.af.mil (WPAFB location)
- **Nebraska National Guard Bureau**
USPFO jeremy.m.rupprecht.civ@army.mil
- **U.S. Department of Interior, Indian Affairs (HQ)**
Headquarters Small Business Specialist Nikolai.Matoka@bia.gov
- **U.S. Fish & Wildlife Service (HQ)**
Procurement Analyst, Acquisition Policy & Training josh_gordon@fws.gov



U.S. Small Business
Administration

Daniel Curado

Procurement Center Representative
Office of Government Contracting, Area IV
U.S. Small Business Administration
Office (402) 221-7232

Daniel.Curado-fuentes@sba.gov

An Advocate, A Resource

When I say **APEX**, you think

Government Contracting

The Nebraska PTAC is now the Nebraska APEX Accelerator



Nebraska Business Development Center



DIRECT-TO-CLIENT PROGRAMS



CONNECTION PROGRAM



NBDC is a platform of four programs that help businesses start, grow, and develop. Three of our programs provide direct-to-client service, while one is a connection programs.

Nebraska APEX Accelerator



The Nebraska APEX Accelerator helps companies take advantage of the billions of dollars the government has available through contracting opportunities. Consultants provide step-by-step guidance and support through the process.



UNDERSTAND
THE PROCESS



ACCESS
RESOURCES



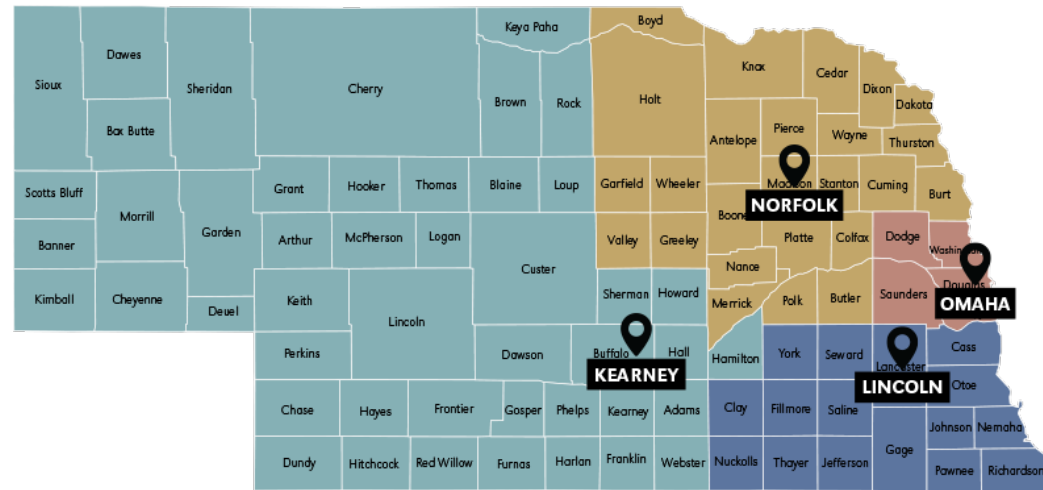
PREPARE
TO BID



EXPLORE
MARKETS



Scan to learn more, get connected, and see our upcoming training events!



Carlos Garzón
Statewide
cgarzon@unomaha.edu



Patrick Guinotte
Omaha
pguinotte@unomaha.edu



Harold Sargus
Omaha
hsargus@unomaha.edu



Quentin Farley
Lincoln
qfarley@unomaha.edu



Meghann Buresh
Norfolk
mburesh@unomaha.edu



Chuck Beck
Kearney
cwbeck@unomaha.edu

FROM PRIVATE TO GOVERNMENT CONTRACTING

TAMARA HIBBERT (CITY OF OMAHA / DOUGLAS COUNTY PURCHASING
KAROL GONZALEZ (CITY OF OMAHA HUMAN RIGHTS & RELATIONS



US Army Corps
of Engineers®

U.S. ARMY

Douglas County Purchasing

Tamara Hibbert, Buyer II
tamara.hibbert@douglascounty-ne.gov
(402) 444-5407



Serving taxpayers by building bridges with internal and external stakeholders as we procure goods and services ethically, efficiently and transparently.

<https://douglascountypurchasing.ionwave.net>



Douglas County and City of Omaha Purchasing Department

Questions on supplier registration or technical issues should be
emailed to: eBid.registration.help@douglascounty-ne.gov

Login

Username

Password



Login

[Trouble Logging In?](#)



Supplier
Registration



Current Bids



Closed Bids



Awarded Bids



Non Awarded Bids



Active Contracts



Douglas County, NE



City of Omaha



Douglas County, NE - Public
Records Request



City of Omaha - Public Records
Request



Instructions - Supplier
Registration



Instructions - Finding a Tabulation



Instructions - Finding a Bid



Instructions - Submitting a Bid

411 - BASIC INFORMATION

- ❑ IONWAVE (Online Bidding System) - Bids & Quotes with Douglas County and the City of Omaha - ONE Purchasing Department
 - ❑ GET Registered! (douglascountypurchasing.ionwave.net)
- ❑ Bid Schedules/Timelines
 - ❑ All formal bids are advertised and close on Wednesdays only (Quotes any other day)
 - ❑ Bids are typically open for only 2 weeks (occasionally 3 or 4 weeks)
- ❑ Types of Bids
 - ❑ Goods, Services for One-Time Projects, and Services with Contract Extension Opportunities

THRESHOLDS

☐ CITY of OMAHA

- ☐ Any purchase under \$5k: No formal restrictions
- ☐ \$5k - \$19,999.99: 3 Competitive Quotes or Sole Sources
- ☐ Over \$20k: Formal Bids or Sole Sources

☐ DOUGLAS COUNTY

- ☐ Any purchase under \$10k: No formal restrictions
- ☐ \$10k - \$49,999.99: 3 Competitive Quotes or Sole Sources
- ☐ Over \$50k: Formal Bids or Sole Sources

DATA (2023 End of Year Summary)

- ❑ Total # of Formal Bids City: 88
- ❑ Total # of Formal Bids County: 22

- ❑ Average # of Bidders per Bid: 2

- ❑ Small Business Reserve - Some projects have a 100% Reserve - but no Small Business bidders
 - ❑ Get registered with our Human Rights & Relations Office
 - ❑ Karol Gonzalez Rivera to provide more information

Douglas County Purchasing

Tamara Hibbert, Buyer II
tamara.hibbert@douglascounty-ne.gov
(402) 444-5407



Serving taxpayers by building bridges with internal and external stakeholders as we procure goods and services ethically, efficiently and transparently.

<https://douglascountypurchasing.ionwave.net>

TIER I AND TIER II SMALL AND EMERGING SMALL BUSINESS



Jean Stothert, Mayor
City of Omaha

TIER I AND TIER II SMALL AND EMERGING SMALL BUSINESS

- Program Started January 1, 2010.
- The purpose of the program is to stimulate the growth of small and emerging businesses in Omaha with special attention to stimulating economic growth in areas having high levels of poverty.
- To promote and encourage the creation of business opportunities for emerging and small businesses of the city, to compete for city contracts; and to promote equality of access to city contracts.
- It is a race and gender neutral program.

ACCESS TO CITY CONTRACTS



SEB RESERVES

- The City of Omaha Small and Emerging Business (SEB) program provides an opportunity for new or developing businesses to jumpstart their earnings with City contracts. Certain City contracts are fully or partially designated for SEBs, giving those businesses an opportunity to grow.

IONWAVE Home Bids Contracts Suppliers Reports

CI-2024-0336 Addendum 1 (Kountze Park Upgrades) Issued
Closing in 6 days 18 hours 52 minutes 26 seconds

Type Issue Date Description

Responses Event Details Messages Questions Invitations 622 Plan Holders 630 Activities 1 Attachments 10 Attributes 27 Line Items 1 Response Attachments 5

Related Messages 12

Bid Information		Bid Contact Information	
Bid Type	City - Request for Bid (Parks)	Contact Name	Tamara Hilbert
Issue Date & Time	8/14/2024 12:00:03 AM (CT)	Address	Buyer II
Close Date & Time	8/28/2024 11:00:00 AM (CT)	Department	Douglas County Purchasing
Bid Status	Issued	Contact Email	tamara.hilbert@douglascounty-ne.gov
Question Cut Off Date	8/22/2024 02:00:00 PM (CT)		
Bid Notes	<p>Kountze Park Upgrades: City of Omaha is requesting bids from qualified companies, herein called Bidder, Contractor, Vendor, Supplier, or other pronouns used in their place, for all work and/or goods set forth in the specifications.</p> <p>This bid has an SEB reserve. More information can be found in the Attachments tab in the specifications/project manual. Non-registered SEB bidders are invited to submit bids, but non-SEB authorized bids will only be considered in the event that the City fails to receive bids from SEB authorized bidders. In the event that the City receives a bid from an SEB authorized bidder all non-SEB authorized bids shall be automatically rejected for failing to meet the SEB reserve requirements set forth in the bid specifications, and the SEB authorized bids received will be evaluated for possible contract award.</p> <p>Requirement for Bid Bond: The surety company issuing the bid bond should be licensed by the State of Nebraska and listed on the current edition of Circular 570 of the United States Department of the Treasury. Acceptable substitutes for a bid bond: a certified check, an official bank check, a cashier's checks drawn on a national bank or a bank chartered under the laws of the state payable to City of Omaha, or lawful money of the United States, or a</p>		

TIER I VS. TIER II SMALL OR EMERGING SMALL BUSINESS

- Must have a physical working office location within the Omaha Council Bluffs Metropolitan Statistical Area (MSA). The MSA shall include Cass, Douglas, Sarpy, Saunders, and Washington counties -Nebraska, and Harrison, Mills, and Pottawattamie counties -Iowa.

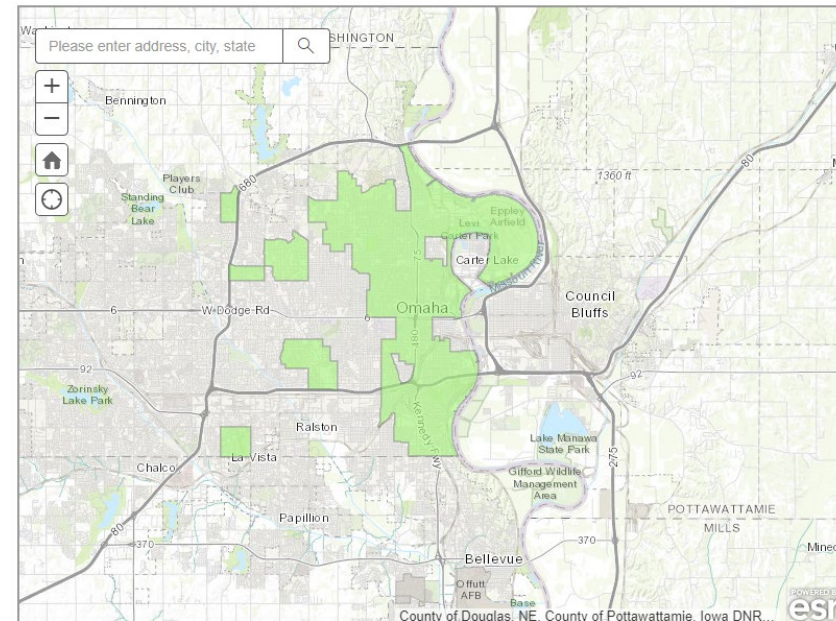
- **TIER I:** Primary headquarters office or physical working office location is located within the Tier I census tract area

AND

Can show that 20% or more of its employees reside in the Tier I census tract area.

- **TIER II:** Is any small or emerging small business that is outside the Tier I area.

Enter an address to determine Tier I eligibility



<https://humanrights.cityofomaha.org/seb-applications>

EMERGING SMALL BUSINESS (ESB) VS. SMALL BUSINESS (SB)

- Net worth of individual owners may not exceed the sum of \$1.32 million after **excluding** the individual's equity in the business seeking certification and **excluding** the individual's equity in his or her primary residence.
- Individual owners may not hold more than 20% ownership in any other single business, unless the other business(es) is(are) certified by the City of Omaha as a small or emerging small business.

ESB

A business entity whose average annual gross receipts for the past three years does not exceed **10%** of the numerical size standard applicable to the North American Industry Classification System (NAICS) Code.

SB

A business entity whose average annual gross receipts for the past three years does not exceed **25%** of the numerical size standard applicable to the North American Industry Classification System (NAICS) Code.

ADVANTAGES OF TIER I AND TIER II SMALL AND EMERGING SMALL BUSINESS AUTHORIZATION

- The Mayor has set an overall goal of 14% of contracted dollars for the program.
- Provides greater exposure for work opportunities on City of Omaha projects.
- SEB Directory

AUTHORIZATION PROCESS

- Fill out application
- Submit items required along with the application
- Send application and supporting documents to:
Human Rights and Relations Department **OR** karol.gonzalezrivera@cityofomaha.org
Attn: Karol Gonzalez Rivera
1819 Farnam Street, Ste. 502
Omaha, NE 68183
- Application will be reviewed to determine qualifications for the program.

AUTHORIZATION

- How long does it take to receive your certification?
- How long is it valid?

IMPACT

The City of Omaha awarded \$17,594,301.38 in City contracts to Small and Emerging Businesses in the first half of 2024.



OTHER CITY RESOURCES

- Purchasing Department
 - Bidding System - IonWave
 - douglascountypurchasing.ionwave.net
- Planning, Housing and Community Development Department
 - Home Owner Rehabilitation Program/Low Income Homes
 - Ed Dantzler - (402) 444-5150 ext. 2009
 - Ed.Dantzler@cityofomaha.org
 - Lead-based Paint Hazard Control Program and Exterior Lead-based Paint Stabilization Program
 - Steve Zivny - (402) 444-5150 ext. 2001
 - Steven.zivny@cityofomaha.org
 - Section 3
 - Zach Roza – (402) 444-5150 ext. 2011
 - zach.roza@cityofomaha.org

CONTACT US

- Information can be found on our website <https://humanrights.cityofomaha.org> under Economic Development → Small and Emerging Small Business (SEB)

- Human Rights and Relations Department
City of Omaha
1819 Farnam St, Suite 502
Omaha, NE 68183

SCAN FOR SEB
INFORMATION



- Karol Gonzalez Rivera
SEB Program Administrator
karol.gonzalezrivera@cityofomaha.org
402-444-5066

SCAN FOR SEB
APPLICATION



Before you go checklist

- ☐ Meet with the APEX
- ☐ Talk with our subject matter experts
- ☐ Introduce yourself to our partner
- ☐ Email Maura a capability brief
- ☐ Discuss opportunities with Large Business



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