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**U.S. Army Expeditionary  
Contracting Command**



# How to Do Business with Army in Hawai'i

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## ***How to Do Business with Army***

- Conduct Market Research
  - What did the Army buy in the past?
  - Who did Army buy from?
- Locate Army contracting opportunities
  - What is the Army buying today?
  - What will Army buy in the near future?



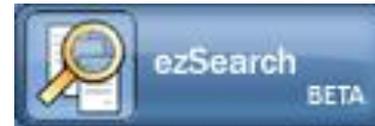
## Conduct Market Research

- Federal Procurement Data System (<https://www.fpds.gov/>)
  - Database for all federal procurements except NAF
  - Anyone can register to retrieve data
    - Delay of 90 days for non-DoD users
- Use Contracting Office ID to locate Hawaii Army requirements
  - **W912CN** for 413<sup>th</sup> CSB, RCO Hawaii
  - **W91QVP** for 413<sup>th</sup> CSB, Contingency Contracting
  - **W9128A** for USACE, Honolulu District
  - **W81K02** for Pacific Regional Contracting Office, TAMC
  - **W912J6** for USPFO for Hawaii (National Guard)



## Conduct Market Research (cont'd)

- ezSearch BETA



- Google-like search
- Easy to use
- Search for criteria anywhere from Contract Action Report (CAR); for example:
  - Contract office ID (e.g., W912CN for RCO-HI)
  - Date signed (e.g., 1 Oct 09 to 30 Sep 10 for FY10)
  - Product Service Code (e.g., Y111 for Construct/office buildings)
  - NAICS (e.g., 236210 for Industrial Building Construction)
  - POP (Place of Performance) State Name (e.g., HAWAII)



# ezSearch Example

HOME

Add word to search for

Type one or more keywords you would like to search on:  
construction

Go Clear Advanced Search

Contracts ICD Recovery

Please provide search criteria and click on Go button.

Search all contracts

Search only interagency contract directory

Search only Recovery Act awards

Click on GO to start search



# ezSearch Example (Cont'd)

construction

Go Clear Advanced Search

Contracts ICD Recovery

Refine search on results

Click on VIEW to see entire CAR

Total found

Top agencies from search

Top vendors from search

Results 1 - 30 of 1349425 as of Nov 19, 2011

- Top 10: Department Full Name
- >DEPT OF DEFENSE (800225)
  - >GENERAL SERVICES ADMINISTRATION (195888)
  - >INTERIOR, DEPARTMENT OF THE (78847)
  - >AGRICULTURE, DEPARTMENT OF (100000)
  - >VETERANS AFFAIRS, DEPARTMENT OF (55882)
  - >HOMELAND SECURITY, DEPARTMENT OF (100000)
  - >HEALTH AND HUMAN SERVICES, DEPARTMENT OF (100000)
  - >TRANSPORTATION, DEPARTMENT OF (100000)
  - >STATE, DEPARTMENT OF (100000)
  - >OCCUPATIONAL SAFETY AND HEALTH (100000)

List Of Contract Actions Matching Your Criteria

Award ID (Mod#):	<a href="#">GS08P01JFC0024</a> (0) <a href="#">View</a>	Award Type:	Definitive Contract
Vendor Name:	<a href="#">BIRD CONSTRUCTION (USA) INCORPORATED</a>	Contracting Agency:	<a href="#">PUBLIC BUILDINGS SERVICE</a>
Contract Start Date:	December 16, 2004	Contract Value:	\$0
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	Contracting Office:	<a href="#">GSA/PBS, DESIGN AND CONSTRUCTION DIVISION</a>
Vendor City:	ISSAQUAH	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Vendor State:	WA	Vendor DUNS:	<a href="#">044801214</a>
		Vendor ZIP:	<a href="#">980272519</a>

- Top 10: Contracting Agency Name
- >DEPT OF THE ARMY (403100)
  - >DEPT OF THE NAVY (202583)
  - >PUBLIC BUILDINGS SERVICE (170762)
  - >DEPT OF THE AIR FORCE (117292)
  - >DEFENSE LOGISTICS AGENCY (81578)
  - >VETERANS AFFAIRS, DEPARTMENT OF (55882)
  - >FOREST SERVICE (50370)
  - >FEDERAL ACQUISITION SERVICE (25073)
  - >NATIONAL PARK SERVICE (22853)
  - >STATE, DEPARTMENT OF (18825)

Award ID (Mod#):	<a href="#">GS08P01JFC0024</a> (PC35) <a href="#">View</a>	Award Type:	Definitive Contract
Vendor Name:	<a href="#">BIRD CONSTRUCTION (USA) INCORPORATED</a>	Contracting Agency:	<a href="#">PUBLIC BUILDINGS SERVICE</a>
Contract Value:		Contract Obligation:	\$45,338
Reference ID:		Contracting Office:	<a href="#">GSA/PBS, DESIGN AND CONSTRUCTION DIVISION</a>
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Vendor City:		Vendor DUNS:	<a href="#">044801214</a>
Vendor State:		Vendor ZIP:	<a href="#">980272519</a>

- Top 10: Vendor Full Name
- >GRAYBAR ELECTRIC COMPANY INC (23723)
  - >MISCELLANEOUS FOREIGN CONTRACTORS (20104)
  - >SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (16802)
  - >PROCURENET INC (7133)
  - >CENTENNIAL CONTRACTORS ENTERPRISE (8800)

Award ID (Mod#):	<a href="#">GS08P01JFC0024</a> (PS34) <a href="#">View</a>	Award Type:	Definitive Contract
Vendor Name:	<a href="#">BIRD CONSTRUCTION (USA) INCORPORATED</a>	Contracting Agency:	<a href="#">PUBLIC BUILDINGS SERVICE</a>



# ezSearch Example (Cont'd)

Advanced Search

Search Within Results  New Search Add

Select One

- Select One
- A76
- Action Obligation (\$)
- Agency Code
- Agency Name
- Award Completion Date
- Award Status
- Award/IDV Type
- Base and Exercised Options Value
- Commercial Item Acquisition Procedures
- Commercial Item Test Program
- Contract ID
- Contract Pricing Description
- Contract Type
- Contracting Agency ID
- Contracting Agency Name
- Contracting Office ID
- Contracting Office Name
- Created By
- Created Date
- Current Contract Value
- Date Signed
- Department ID
- Department Name

Click ADD to see fields for selection

Search within results or new search

Click on field to open rest of screen

Results 1 - 30 of 13

Award Type:	Definitive Contr
Contracting Agency:	PUBLIC BUILD
Action Obligation:	\$0
Contracting Office:	GSA/PBS, DES
PSC (Code):	CONSTRUCTION
Vendor DUNS:	044601214 980272519
Award Type:	Definitive Contr
Contracting Agency:	PUBLIC BUILD
Action Obligation:	\$45,338



# ezSearch Example (Cont'd)

Type one or more keywords you would like to search on:

**Advanced Search**  
 Search Within Results  New Search

Contracting Office ID

Result Page: [1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#) [10](#) [Next](#)

Results 1 - 30 of 1349425 as of Nov 19, 2011

**Top 10: Department Full Name**

- >DEPT OF DEFENSE (800223)
- >GENERAL SERVICES ADMINISTRATION (100000)
- >INTERIOR, DEPARTMENT OF (160000)
- >AGRICULTURE, DEPARTMENT OF (160000)
- >VETERANS AFFAIRS, DEPARTMENT OF (160000)
- >HOMELAND SECURITY, DEPARTMENT OF (160000)
- >HEALTH AND HUMAN SERVICES, DEPARTMENT OF (160000)
- >TRANSPORTATION, DEPARTMENT OF (160000)
- >STATE, DEPARTMENT OF (160000)
- >OCCUPATIONAL SAFETY AND HEALTH REVIEW COMMISSION (160000)

**Top 10: Contracting Agency Name**

- >DEPT OF THE ARMY (403100)
- >DEPT OF THE NAVY (202500)
- >PUBLIC BUILDINGS SERVICE (170702)
- >DEPT OF THE AIR FORCE (117200)
- >DEFENSE LOGISTICS AGENCY (61570)
- >VETERANS AFFAIRS, DEPARTMENT OF (55602)
- >FOREST SERVICE (50370)
- >FEDERAL ACQUISITION SERVICE (28073)
- >NATIONAL PARK SERVICE (22853)
- >STATE, DEPARTMENT OF (16820)

GS08P01JFC0024 (0) <a href="#">View</a>	Award Type:	Definitive Contract
BIRD CONSTRUCTION (USA) INCORPORATED	Contracting Agency:	PUBLIC BUILDINGS SERVICE
Department of Defense	Action Obligation:	\$0
Contracting Office:	Contracting Office:	GSA/PBS, DESIGN AND CONSTRUCTION DIVISION
Contracting Office:	Contracting Office:	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Contracting Office:	Contracting Office:	044601214
Contracting Office:	Contracting Office:	980272519

Referenced IDV:	GS08P01JFC0024	Award Type:	Definitive Contract
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	Contracting Agency:	PUBLIC BUILDINGS SERVICE
Vendor City:	ISSAQUAH	Action Obligation:	\$45,338
Vendor State:	WA	Contracting Office:	GSA/PBS, DESIGN AND CONSTRUCTION DIVISION
Award ID (Mod#):	GS08P01JFC0024	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Vendor Name:	BIRD CONSTRUCTION (USA) INCORPORATED	Vendor DUNS:	044601214
Date Signed:	December 16, 2004		
Referenced IDV:	GS08P01JFC0024		
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)		
Vendor City:	ISSAQUAH		

Select one field and value field opens

W912CN is RCO-HI

Select SEARCH to get all "construction" contracts by RCO-HI



# ezSearch Example (Cont'd)

Type one or more keywords you would like to search on:

construction CONTRACTING\_OFFICE\_ID:"W912CN"

Go Clear Advanced Search

To submit comments, please [click here](#)

Search took 0.08 seconds

PDF CSV ATOM 0.3

Results 2 3 4 5 6 7 8 9 10 Next

List Of Contract Actions Matching Your Criteria

Results 1 - 30 of 2526 as of Nov 19, 2010 7:50:59 PM

Search Criteria ?

Criteria used for results shown

Export data in PDF or CSV format

To remove the criteria or portion of the search criteria click the button next to each search criteria

- construction
- Contracting Office: W912CN

Sort Order: Descending

- Relevance
- [Contract Type](#)
- [Agency Code](#)
- [Agency Full Name](#)
- [Date Signed](#)
- [Contracting Agency ID](#)
- [Contracting Agency Name](#)
- [Department Full Name](#)
- [Action Obligation \(\\$\)](#)

Award ID (Mod#):		Award Type:	Delivery Order
Vendor Name:		Contracting Agency:	<a href="#">DEPT OF THE ARMY</a>
Date Signed:		Action Obligation:	\$294,205
Referenced IDV:		Contracting Office:	<a href="#">W6QL ECC RCO HAWAII</a>
NAICS (Code):	INDUSTRIAL BUILDING CONSTRUCTION ( <a href="#">236210</a> )	PSC (Code):	MAINT-REP-ALT/MISC BLDGS ( <a href="#">Z199</a> )
Vendor City:	AIEA	Vendor DUNS:	<a href="#">015969652</a>
Vendor State:	HI	Vendor ZIP:	<a href="#">96701</a>

Award ID (Mod#):	<a href="#">0002</a> ( 0 ) <a href="#">View</a>	Award Type:	Delivery Order
Vendor Name:	<a href="#">SAN CONSTRUCTION, LLC</a>	Contracting Agency:	<a href="#">DEPT OF THE ARMY</a>
Date Signed:	May 26, 2006	Action Obligation:	\$28,828
Referenced IDV:	<a href="#">W912CN06D0014</a>	Contracting Office:	<a href="#">W6QL ECC RCO HAWAII</a>
NAICS (Code):	INDUSTRIAL BUILDING CONSTRUCTION ( <a href="#">236210</a> )	PSC (Code):	MAINT-REP-ALT/MISC BLDGS ( <a href="#">Z199</a> )
Vendor City:	AIEA	Vendor DUNS:	<a href="#">015969652</a>
Vendor State:	HI	Vendor ZIP:	<a href="#">96701</a>

Award ID (Mod#):	<a href="#">9001</a> ( 0 ) <a href="#">View</a>	Award Type:	Delivery Order
Vendor Name:	<a href="#">SAN CONSTRUCTION, LLC</a>	Contracting Agency:	<a href="#">DEPT OF THE ARMY</a>
Date Signed:	April 03, 2006	Action Obligation:	\$150,000



## ***ezSearch Example (Cont'd)***

- Excel spreadsheet with contract data for each of the Hawaii Army contracting offices will be posted at the HMBC website ([www.honolulu-mbdc.org](http://www.honolulu-mbdc.org)) under Resources
  - Includes Contract ID, action obligation, vendor name, NAICS, PSC, etc., for fiscal year 2010 (minus 90-day delay)
  - Sorted and subtotaled by NAICS (can be removed through Data function in Excel)
  - Search Contract ID in ezSearch or USASpending ([www.usaspending.gov](http://www.usaspending.gov)) to get more information (e.g. extent of competition, type of set-aside, number of offerors, etc.)



## ***Locate Army Contracting Requirements***

- Army Single Face to Industry (ASFI)  
<https://acquisition.army.mil/asfi/>
- Federal Business Opportunities (FedBizOpps)  
<https://www.fbo.gov/>



## ***Army Single Face to Industry (ASFI)***

- Used by all Army contracting offices except Army NAF
- Sends data to Federal Business Opportunities (FedBizOpps)
- Important information about ASFI
  - Keeps solicitation information for only 5 days after closing
  - Must go to FedBizOpps for combined synopsis/solicitation



# Contracting Opportunities Search



## Army Single Face to Industry (ASFI) Acquisition Business Web Site

"Serving the U.S. Army Acquisition Community"

Please visit [What's New \(.doc\)](#) (last updated September 10, 2010) to learn about recent additions to our website.

[Privacy & Security Notice \(E\)](#)

[Accessibility Information Notice \(E\)](#)

[Freedom of Information Act \(FOIA\) Notice \(E\)](#)

### ASFI Business Opportunities

### Acquisition Tool Set

### ASFI for Industry

- [Contracting Opportunities Search](#)
- [Combined Synopsis/Solicitation Search](#)
- [ASFI Frequently Asked Questions](#)
- [ASFI for Government Personnel](#)

- [Web Browser Plugins/Certificates](#)
- [ASFI Users Guide \(.doc\)](#)

- [Vendor Notification Service](#)
- [Vendor Bid History](#)
- [Procurement Notifications](#)
- [Online Representations and Certifications Application \(ORCA\) \(E\)](#)

Related Links:



## ***Contracting Opportunities Search (cont'd)***

- Generic Searches
  - Most recently posted solicitations
  - Solicitations that close today
  - Solicitation Number
    - No dashes, e.g., W912CN11T0001
    - Use % as wild card
      - W912CN% for 413<sup>th</sup> CSB, RCO Hawaii
      - W91QVP% for 413<sup>th</sup> CSB, Contingency Contracting
      - W9128A% for USACE, Honolulu District
      - W81K02% for Pacific Regional Contracting Office, TAMC
      - W912J6% for USPFO for Hawaii



## ***Contracting Opportunities Search (cont'd)***

- Specific Searches
  - Use “and” and “or” to limit or expand search, respectively
    - Contract Offices (pull down menu)
      - For Hawaii Army Offices:
        - » RCO Hawaii (PARC Pacific, 413<sup>th</sup> CSB)
        - » USACE District, Honolulu
        - » Pacific Regional Contr Ofc TAMC
        - » USPFO for Hawaii
    - Noun phrase
    - NAICS Code
    - FSC Code



## ***Federal Business Opportunities***

- Go to <http://www.fbo.gov> and click on Advanced Search Form
- Click on Specific Agency/Office/Locations
  - Type in “Department of the Army” and click
  - Click on “Show/Update Office Locations for Selected Agencies” and select:
    - Army Contracting Command, ECC/RCO Hawaii
    - Army Contracting Command, 413<sup>th</sup> CSB
    - U.S. Army Corps of Engineers/USACE District, Honolulu
    - U.S. Army Medical Command/Pacific Regional Contr Ofc TAMC
    - National Guard Bureau/USPFO for Hawaii
- Narrow down search by selecting NAICS, Classification Code, etc.



# ***Small Business Specialist Point of Contact***

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