

UNCLASSIFIED



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



How to Do Business with the Army in Hawai'i

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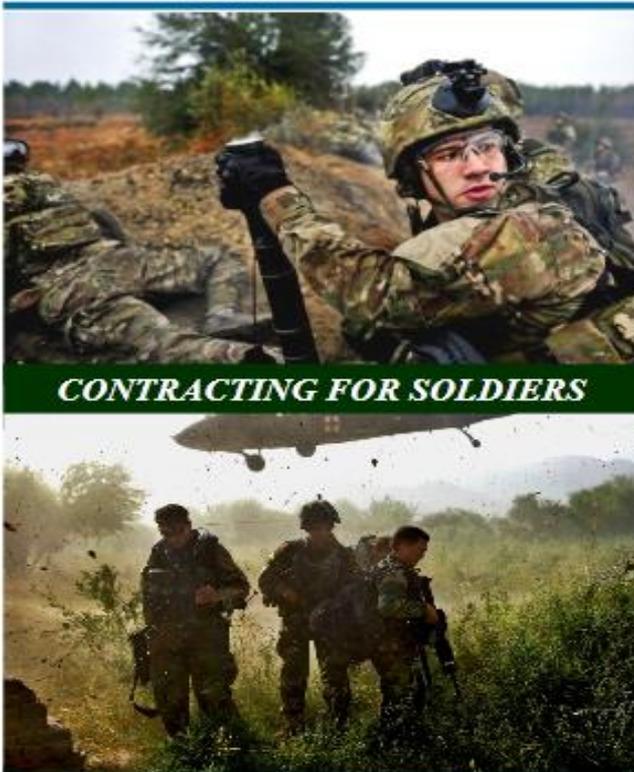
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U.S. Army Expeditionary Contracting Command



413th Contracting Support Brigade Regional Contracting Office - Hawai'i



Regional Contracting Office Hawai'i
742 Santos Dumont Avenue, Bldg 108
Located on Wheeler Army Airfield

As part of the 413th Contracting Support Brigade the Regional Contracting Office shares the mission to provide acquisition solutions to meet Pacific warfighters' expectations.

Army Office Of Small Business Programs
The Office of Small Business Programs, Department of the Army, welcomes you. Our vision is to be the premier advocacy organization to maximizing small business opportunities in support of the Warfighter and the institutional transformation of the Army. Our goal is to establish the Army as the premier organization for the promotion of and assistance to Small Businesses.



Mission

- Our teams of Contracting Officers, Contract Specialists, and Quality Assurance personnel are responsible for procurement and contract administration functions for a variety of supply, service, and construction contracts. We are committed to excellence, and strive to enhance all aspects of the support which is provided to our customers, and ultimately the warfighter.



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?



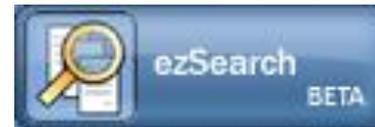
Conduct Market Research

- 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 413th CSB, RCO Hawaii
 - **W91QVP** for 413th 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 12 to 30 Sep 13 for FY13)
 - 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, 2010

- 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 (55682)
 - >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)

- 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 (55682)
 - >FOREST SERVICE (50370)
 - >FEDERAL ACQUISITION SERVICE (25073)
 - >NATIONAL PARK SERVICE (22853)
 - >STATE, DEPARTMENT OF (18825)

- Top 10: Vendor Full Name
- >GRAYBAR ELECTRIC COMPANY INC (23723)
 - >MISCELLANEOUS FOREIGN CONTRACTORS (20104)
 - >SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (16802)
 - >PROCURENET INC (7133)
 - >CENTENNIAL CONTRACTORS ENTERPRISES (8400)

List Of Contract Actions Matching Your Criteria		Results 1 - 30 of 1349425 as of Nov 19, 2010	
Award ID (Mod#):	GS08P01JFC0024 (0) View	Award Type:	Definitive Contract
Vendor Name:	BIRD CONSTRUCTION (USA) INCORPORATED	Contracting Agency:	PUBLIC BUILDINGS SERVICE
Contract Start Date:	December 16, 2004	Contract Value:	\$0
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	Contracting Office:	GSA/PBS, DESIGN AND CONSTRUCTION DIVISION
Vendor City:	ISSAQUAH	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Vendor State:	WA	Vendor DUNS:	044801214
		Vendor ZIP:	980272519
Award ID (Mod#):	GS08P01JFC0024 (PC35) View	Award Type:	Definitive Contract
Vendor Name:	BIRD CONSTRUCTION (USA) INCORPORATED	Contracting Agency:	PUBLIC BUILDINGS SERVICE
Contract Start Date:	December 16, 2004	Contract Value:	\$45,338
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (233320)	Contracting Office:	GSA/PBS, DESIGN AND CONSTRUCTION DIVISION
Vendor City:	ISSAQUAH	PSC (Code):	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Vendor State:	WA	Vendor DUNS:	044801214
		Vendor ZIP:	980272519
Award ID (Mod#):	GS08P01JFC0024 (PS34) View	Award Type:	Definitive Contract
Vendor Name:	BIRD CONSTRUCTION (USA) INCORPORATED	Contracting Agency:	PUBLIC BUILDINGS SERVICE



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
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 (16825)
- >INTERIOR, DEPARTMENT OF (16830)
- >AGRICULTURE, DEPARTMENT OF (16833)
- >VETERANS AFFAIRS, DEPARTMENT OF (16835)
- >HOMELAND SECURITY, DEPARTMENT OF (16836)
- >HEALTH AND HUMAN SERVICES, DEPARTMENT OF (16833)
- >TRANSPORTATION, DEPARTMENT OF (16893)
- >STATE, DEPARTMENT OF (16830)
- >OCCUPATIONAL SAFETY AND HEALTH REVIEW COMMISSION (16076)

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 (61576)
- >VETERANS AFFAIRS, DEPARTMENT OF (55662)
- >FOREST SERVICE (60370)
- >FEDERAL ACQUISITION SERVICE (28073)
- >NATIONAL PARK SERVICE (22853)
- >STATE, DEPARTMENT OF (16825)

GS08P01JFC0024 (0) View	Award Type:	Definitive Contract
BIRD CONSTRUCTION (USA) INCORPORATED	Contracting Agency:	PUBLIC BUILDINGS SERVICE
Decision Date:	Action Obligation:	\$0
Contracting Office:	Contracting Office:	GSA/PBS, DESIGN AND CONSTRUCTION DIVISION
Contract ID:	Contract ID:	CONSTRUCTION OF OFFICE BUILDINGS (Y1)
Contract Value:	Contract Value:	044601214
Contract Start Date:	Contract Start Date:	980272519

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

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 RTOM 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

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

- construction
- Contracting Office: W912CN

Criteria used for results shown

Export data in PDF or CSV format

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

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

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

Sort Order: **Descending**

Relevance

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



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) 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) 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 413th CSB, RCO Hawaii
 - W91QVP% for 413th 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, 413th 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, 413th 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.



U.S. Army Expeditionary Contracting Command



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- **As part of the 413th Contracting Support Brigade the Regional Contracting Office shares the mission to provide acquisition solutions to meet Pacific warfighters' expectations.**
- **Small Business Programs**
- **Regional Contracting Office Hawai'i**
- **742 Santos Dumont Avenue, Bldg 108**
- **Located on Wheeler Army Airfield**
- **Army Office Of Small Business Programs**
- **The Office of Small Business Programs, Department of the Army, welcomes you. Our vision is to be the premier advocacy organization to maximizing small business opportunities in support of the Warfighter and the institutional transformation of the Army. Our goal is to establish the Army as the premier organization for the promotion of and assistance to Small Businesses.**

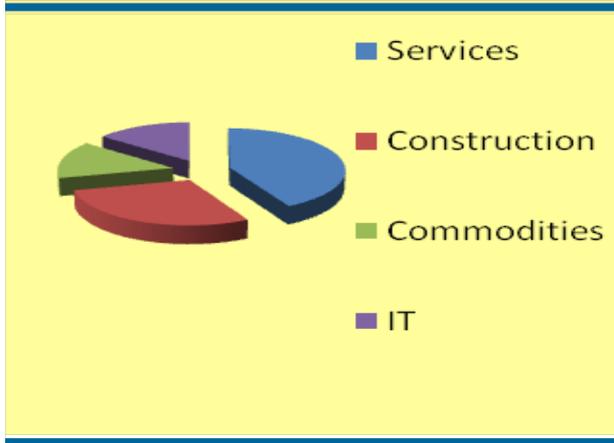


HELPFUL LINKS

- **Army Office of Small Business Programs**
- <http://www.sellingtoarmy.info>
-
- **Federal Business Opportunities**
- <https://www.fbo.gov>
-
- **Army Contracting Opportunity**
- Via the Army Single Face to Industry (AFSI)
- <https://acquisition.army.mil/asfi/>
-
- **System for Award Management**
- <https://www.sam.gov>
-
- **Small Business Administration**
- <http://www.sba.gov>
-
- **Department of Defense Office of Small Business Programs**
- <http://www.acq.osd.mil/osbp/>
-
- **Locate an Army Small Business Specialist**
- <http://www.sellingtoarmy.com/army-small-business-specialists>
-
- **Local Hawai'i Resources**
- · Hawai'i Procurement Technical Assistance Center (PTAC) <http://hiptac.ecenterdirect.com/Welcome.action>
- · Hawai'i Minority Business Center Honolulu <http://www.honolulu-mbdc.org/>
- · Hawai'i Small Business Development Center Network <http://www.hisbdc.org>

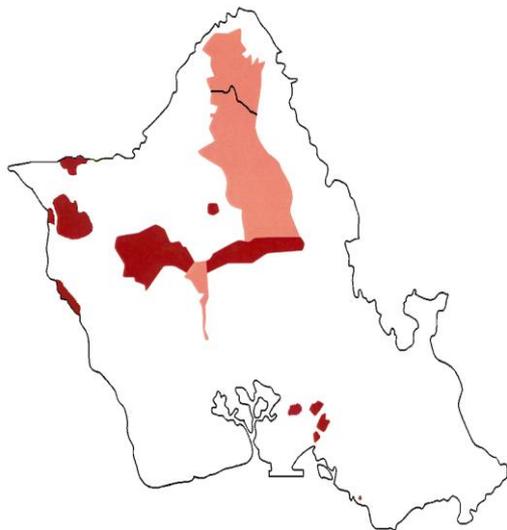


U.S. Army Expeditionary Contracting Command



RCO-HI Info

SERVING THE PACIFIC...WHERE WE ARE...AND WHAT WE BUY



NAICS Description	Actions	FY14 Dollars
56 - Admin & Support, Waste Mgmt.....	407	\$33.8
23 - Construction.....	372	\$33.7
33 - Manufacturing/Computer/Electronics.....	324	\$16.7
22 - Utilities.....	27	\$14.3
51 - Information.....	327	\$12.9
54 - Professional and Technical Services.....	146	\$10.0
62 - Healthcare and Social.....	21	\$10.0
81 - Other Services.....	139	\$4.4
72 - Accommodation and Food.....	97	\$3.5
42 - Wholesale Trade.....	71	\$0.9

Army Contracting Offices in Hawai'i

- U.S. Army Expeditionary Contracting Command, 413th Contracting Support Brigade — Regional Contracting Office, Hawaii
- U.S. Corps of Engineers, Pacific Ocean Division, Honolulu District
- U.S. Army Medical Command, Pacific Regional Contracting Office at Tripler
- U.S. Army National Guard Hawaii, U.S. Property & Fiscal Office (USPFO)
- Installation Management Command, Pacific, Non-Appropriated Fund (NAF) Contracting Office





You have a local Army Small Business Specialist in Hawai'i : Point of Contact



James Mastin
Army Small Business Specialist
Regional Contracting Office (RCO) Hawai'i
(808) 656-1093
742 Santos Dumont Avenue
Bldg 108, 1st Floor (Wheeler Army Airfield)
Schofield Barracks, HI 96857

e-mail: James.A.Mastin.civ@mail.mil



Questions





U.S. Army Expeditionary Contracting Command



James Mastin
Small Business Specialist