



# Doing Business with the Army

- Consider becoming a Protégé through the Army [Mentor – Protégé Program \(MPP\)](#)
- Attend Industry events / pursue teaming and subcontracting opportunities
- Visit major award contract websites like RS3, OASIS, DITCO, etc.
  - Responsive Strategic Sourcing for Services (RS3): <https://acc.army.mil/contractingcenters/acc-apg/RS3/>
  - One Acquisition Solution for Integrated Services (OASIS): <https://www.gsa.gov/buy-through-us/products-services/professional-services/buy-services/oasis-and-oasis-small-business>
  - Defense Information Technology Contracting Organization (DITCO): <https://www.ditco.disa.mil/>
- Contact your local OSBP to learn about opportunities
  - CECOM OSBP: <https://osbp.apg.army.mil>
  - DEVCOM OSBP: [Small Business – DEVCOM Army Research Laboratory](#)
- If you are the only offeror on a proposal, ask if the Government will assist with your proposal
- Monitor [SAM.GOV](#) & [Army OSBP](#) for opportunities; respond to Sources Sought Notices (SSN) / Requests for Information (RFIs)
- Public Private Partnerships – hardware & software:
  - Software Engineering Center (SEC) Center of Industrial and Technical Excellence (CITE) Public Private Partnership (P3): Ms. Andrea S. Armstrong: [usarmy.apg.cecom.mbx.sec-cite-p3@army.mil](mailto:usarmy.apg.cecom.mbx.sec-cite-p3@army.mil)
  - Tobyhanna Army Depot Public Private Partnership (P3) / Strategic Initiatives Office: 570-615-6660

## Recommendations for Small Business



1. Insufficient cost proposals
2. Parroting of solicitation information / not describing the proposed solution
3. Proposal formatting issues / not providing requested information

## Top Proposal Mistakes



**ACC-APG Source Selection Support Center of Excellence (S3CoE) - Industry Cost / Price Proposals Workshop: 9 Aug 2023\***

\* Details to be announced on SAM.GOV, or contact ACC-APG S3CoE: [usarmy.apg.acc.mbx.acc-apg-s3coe@army.mil](mailto:usarmy.apg.acc.mbx.acc-apg-s3coe@army.mil)

