I’d like to tell you about a website that the US Army uses to post solicitations estimated to be less than $25,000.00. The name of the website is “Army Single Face to Industry Acquisition Business Website” but you can just Google “ASFI”. This is a good place to look if you are new at government contracting because there are usually smaller projects posted here.

After you accept the government user statement, click on “Contracting Opportunities Search” under ASFI Business Opportunities on the left side of the page.

The next page gives you several options for searching for solicitations, to include contracting office, NAICS code, or FCS code. The drop down menu for Contract Office lists all Army (including Corp. of Engr.) locations, anywhere in the world, that currently have a posting on this site. After selection of contracting office or NAICS code, click continue at the bottom of the page. The contracting officers often include solicitations that are also posted on Fedbizopps and in that case there is a link to that posting. This is a good way to see what is being solicited at local Army and Corp of Engr. offices and provides a link to open the smaller solicitations. The sight lists the solicitation number, a brief description, and the point of contact with an email link for each posting.

But another way to use this site is to market to the government. Send your online brochure or your URL to the points of contact at the locations you choose (anywhere!). Or, you can use the NAICS search and see what locations may be buying products in your NAICS codes.