



Background: The U.S. Army Corps of Engineers (USACE) Europe District will host a one-day event for industry on **January 20, 2022** at the **Courtyard by Marriott, 4 Freedom Square, Tbilisi 0105, Georgia**. The objective of the event is to present current solicitations and educate prospective contractors (Georgian, Armenian, and international) on how to successfully compete for U.S. military/humanitarian assistance construction contracts and explain the application of U.S. law to the contractors. Further, the goal is to assist potential contractors with timely registration in U.S. government systems. The event provides networking opportunities and encouraged the most highly qualified pool of contractors to bid on future work.

Draft Agenda:

1. Registration (Starts at 0900)
2. Welcome / Introductory Remarks (1000)
3. USACE & NAU Overview
4. Doing Business with USACE Part 1: Systems and Registrations
5. Doing Business with USACE Part 2: Source Selection, Procurement Tools & Project Delivery Methods
6. Doing Business with USACE Part 3: Understanding the Solicitation, Proposal Preparation, etc.
7. Pre-Proposal Conference Part 1: MATOC Request for Proposals
8. Pre-Proposal Conference Part 2: U.S. Procurement Law and Overseas Contracting
9. Closing / Q&A (Concludes by 1500)

Note: Translation will not be provided for this event. All presentations will be in the English language.

Pre-Registration: Attendees are requested to pre-register a maximum of two individuals per firm by completing the attached form and submitting (in EXCEL format via email) by Wednesday, January 12, 2022 to:

- shannon.l.davie@usace.army.mil
- david.w.decker2@usace.army.mil
- allison.m.blount@usace.army.mil

U.S. Bilateral Partnerships: This event takes place in the context of strengthening U.S. – Georgian and U.S. – Armenian bilateral partnerships. Our countries are working closely, under and through NATO, to strengthen deterrence capabilities, conduct military training exercises, and improve infrastructure in Georgia and Armenia through military and humanitarian projects.

USACE and private industry: The U.S. government depends on strong private sector partners with vast and innovative technical expertise, and highly skilled trades to complete key military construction work worldwide. The ability of private industry to mobilize the trades, materials, equipment and technology to deliver quality projects on time and within budget is critical.

Find the solicitation on www.sam.gov, search W912GB22R0005