



# Upcoming Contract Opportunities in Europe

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OVERALL BRIEFING CLASSIFICATION:  
**UNCLASSIFIED**





# AGENDA

- **SAM.GOV**
- **UNISON Marketplace**
- **Conducting business with the USG**
- **Common operational requirements throughout Europe**





# What is the System for Award Management (SAM.gov)

- **What is SAM.gov?**
  - Vendor data system
  - Contract opportunities
- **Does it cost anything to register in this system?**



(UEI Generated)

- **Is registration in SAM.gov required?**
  - Yes
- **Then why register?**
  - Required to receive EFT Payments





# SAM.gov

System	Description	Website	General Timeline
<b>Unique Entity Identifier (UEI)</b>	Unique nine-digit identification for each physical location of your business	<a href="https://www.sam.gov/">https://www.sam.gov/</a>	7-10 business days
<b>CAGE / NCAGE</b>	Commercial and Government Entity (CAGE) code  or  NATO CAGE code	<a href="https://cage.dla.mil/">https://cage.dla.mil/</a>  <a href="https://eportal.nspa.nato.int/AC135Public/default.aspx">https://eportal.nspa.nato.int/AC135Public/default.aspx</a>	7-10 business days
<b>SAM.gov</b>	System for Award Management (SAM) is a registration database required for all US Federal Government Contracts and where you will find opportunities.	<a href="https://www.sam.gov/">https://www.sam.gov/</a>	2 weeks to go active **Review Alerts to see possible delays**





# UNISON Marketplace Create Account



## Marketplace Registration

Create an Account



Buyers purchase goods and services for their organizations.

[REGISTER AS BUYER](#) ➔



Sellers respond to solicitations.

[REGISTER AS SELLER](#) ➔


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# UNISON Marketplace Login Page



Welcome to the Marketplace

Login

Email Address:

Password:

☐ I agree to comply with the [Terms of Use](#) as posted on the website.


[Forgot Password?](#)

LOG IN >

New User? Create an Account Now

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URL: <https://marketplace.unisonglobal.com/>



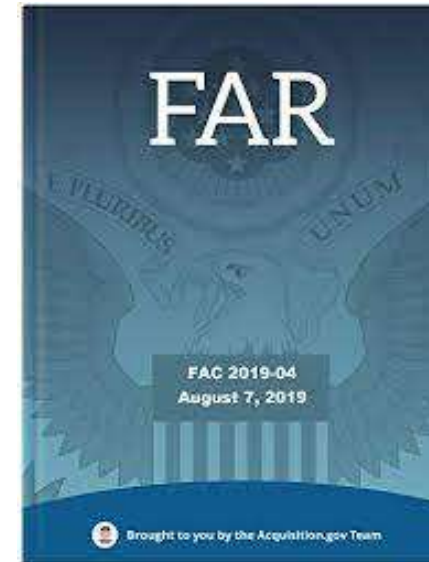


# Conducting Business with the U.S.

- ✓ In fiscal year 2023 the U.S. spent \$756 billion



- ✓ U.S. contracting efforts are governed by:



- ✓ Methods of Payment:



Credit/Debit  
Card



Electronic Funds  
Transfer





# Contracting Vehicles U.S. Army Europe

- **LOGCAP (Logistics Civil Augmentation Program)**
- **WEXMAC 2.0 (Worldwide Expeditionary Multiple Award Contract)**
- **409<sup>th</sup> CSB Germany Wide Guards contract**
- **409<sup>th</sup> CSB Non-Tactical Vehicle Blanket Purchase Agreement**
- **CHESS (Computer Hardware, Enterprise Software and Solutions)**
- **Germany ABG 75 construction program Administrative Agreement (Principles of Construction Contracting - Auftragsbauten Grundsätze 1975)**
- **928<sup>th</sup> CBN, (LSS) Life Support Services contract**





# Most Common Operational Requirements

- Life support services (Exercises and Contingencies)
- Private Security Gate Guards and Towers
- Power generation / HVAC / Light sets
- Portable latrines and Handwash stations
- Refuse/Waste Removal
- Material Handling Equipment (MHE) Rentals
- Bus, Car, Truck Rentals, and Transportation Services
- Construction and Repairs
- Internet Services (WIFI)
- Tent rental





## Upcoming Requirements (Germany)

- Construction, paving and facilities improvement projects
- Dining facility staff
- Army Community Service staff / professional services staff

## Upcoming Requirements (Balkans and Greece)

- Life Support Services
- Transportation of personnel and equipment
- Arms and Ammunition transportation





# Upcoming Requirements (Poland)

- **Minor Construction on Polish Bases**
  - Renovation of buildings
  - Minor patch, paint and repair
  - Road paving and repair
  - HVAC installation
  
- **Life Support Services**
  
- **Non-Tactical Vehicles (NTVs) – BPA**
  
- **Logistics Support Area's (LSA) – WEXMAC**





# Vendor Capabilities Submission





# Questions

