U.S. Army Corps of Engineers (USACE)
Engineering and Support Center, Huntsville (CEHNC)

SAME Small Business / Industry Day

Chip Marin
Director, Installation Support and Programs Management
U.S. Army Engineering and Support Center, Huntsville
10 December 2015
Agenda

- Huntsville Center Mission and Vision
- Installation Support and Programs Management
- Competition Goal Achieved
- FY 14/15 HNC Small Business Achievements
- Is USACE HNC the right Business Target for YOU?
  - Interested in doing business with the Corps?
  - System For Award Management
  - How to Register in FBO
  - Secrets of Success

- Small Business Resources
- Information about upcoming opportunities
- Proposed Contracts
- Recap and Closing
Huntsville Center Mission

The U.S. Army Engineering and Support Center serves the U.S. Forces, their Families and the nation by providing specialized technical expertise, global engineering solutions, and cutting edge innovations through centrally managed programs in support of national interests.

Huntsville Center Vision

A world class workforce with an expeditionary mindset providing effective, innovative, global engineering solutions to unique, complex, and high-risk missions in strengthened partnership with our strategic allies, in support of the Warfighter, their Families, and the nation.
What IS (Installation Support and Programs Management) Does

- Supports U.S. Army Engineering and Support Center, Huntsville (CEHNC) Mission/Charter by
  - Managing a wide range of projects and programs, primarily Sustainment, Restoration, and Modernization (SRM) / reimbursable
  - Executing In Accordance With (IAW) Project Management Business Process (PMBP) and Project Management Community of Practice
  - Supporting U.S. Army Corps of Engineers (USACE) Major Subordinate Commands (MSCs)/Districts with technical and contracting resources
  - Serving as Installation Support Center of Expertise
IS Programs/Responsibilities

- Installation Support CX
- Facilities Reduction Program (FRP)
- Facilities Repair and Renewal (FRR)
- Access Control Points (ACP)
- Energy Execution Program (EEP)
- Special Projects (SPP)
- Information Technology Services (ITS)
- DLA-Fuels
- Base Operations (BASEOPS)
- Utility Monitoring and Control Systems (UMCS MX)
- Electronic Security Systems (ESS CX for DOD/MCX for Army)
- Metering (Army Program Mgr)
- Medical Repair and Renewal (MRR)
- Medical Operations & Maintenance Engineering Enhancement (OMEE)
- Integrated Medical Furniture (IMF)
- Initial Outfitting & Transition (IO&T)
- Project Support Service (PSS)
- Energy Conservation Investment Program (ECIP)
- Energy Savings Performance Contracting (ESPC)
- Energy Engineering and Analysis Program (EEAP)
- Office of Energy Initiatives (OEI)
- Resource Efficiency Mgmt Program (REM)
- Energy Information Management (EIM)
- Meter Data Mgmt System (MDMS)
- Commercial Utilities Program (CUP)
- Power Purchase Agreement (PPA)
- Utility Energy Services Contracting (UESC)
- Ranges and Training Lands (RTLP MCX)
- Planning & Programming (P&P)
- Centers of Standardization (CoS)
- Standards and Criteria
- Value Engineering
- Furniture
## Competition Goal Achieved

<table>
<thead>
<tr>
<th></th>
<th>Actions</th>
<th>Total Dollars ($M)</th>
<th>Competed Dollars ($M)</th>
<th>Competition Goal</th>
<th>% Competed Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 15</td>
<td>5,210</td>
<td>$1,859.62</td>
<td>$1,548.49</td>
<td>85.00%</td>
<td>83.27%</td>
</tr>
<tr>
<td>FY 14</td>
<td>4,993</td>
<td>$1,518.97</td>
<td>$1,330.11</td>
<td>85.00%</td>
<td>87.57%</td>
</tr>
</tbody>
</table>

* FY 15 actions as of 1 Oct 15
## FY 14 / FY 15 HNC Small Business Achievements

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 14 Actions</th>
<th>% Actions</th>
<th>Dollars</th>
<th>% Dollars</th>
<th>Goal</th>
<th>Variance</th>
<th>FY 15 Actions</th>
<th>% Actions</th>
<th>Dollars</th>
<th>% Dollars</th>
<th>Goal</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>2,330</td>
<td>48.67%</td>
<td>$697,876,591</td>
<td>43.89%</td>
<td>36%</td>
<td>7.89%</td>
<td>1,967</td>
<td>47.67%</td>
<td>$492,749,161</td>
<td>46.65%</td>
<td>36%</td>
<td>10.65%</td>
</tr>
<tr>
<td>SDB</td>
<td>920</td>
<td>19.22%</td>
<td>$294,703,901</td>
<td>18.53%</td>
<td>13%</td>
<td>5.53%</td>
<td>774</td>
<td>18.76%</td>
<td>$180,779,165</td>
<td>17.12%</td>
<td>13%</td>
<td>4.12%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>319</td>
<td>6.66%</td>
<td>$57,007,887</td>
<td>3.58%</td>
<td>3%</td>
<td>0.58%</td>
<td>275</td>
<td>6.67%</td>
<td>$37,033,233</td>
<td>3.51%</td>
<td>3%</td>
<td>0.51%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>361</td>
<td>7.54%</td>
<td>$77,044,221</td>
<td>4.84%</td>
<td>4%</td>
<td>0.84%</td>
<td>288</td>
<td>6.98%</td>
<td>$52,785,739</td>
<td>5.00%</td>
<td>4%</td>
<td>1.00%</td>
</tr>
<tr>
<td>HubZone</td>
<td>194</td>
<td>4.05%</td>
<td>$34,264,520</td>
<td>2.15%</td>
<td>4%</td>
<td>-1.85%</td>
<td>166</td>
<td>4.02%</td>
<td>$25,201,008</td>
<td>2.39%</td>
<td>4%</td>
<td>-1.61%</td>
</tr>
</tbody>
</table>
## USACE HNC Top 10 NAICS FY 15

<table>
<thead>
<tr>
<th>Category Description</th>
<th>NAICS</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facilities Support Services</td>
<td>561210</td>
<td>81</td>
<td>12.96%</td>
</tr>
<tr>
<td>Non upholstered Wood Household Furniture Manufacturing</td>
<td>337122</td>
<td>70</td>
<td>11.20%</td>
</tr>
<tr>
<td>Engineering Services</td>
<td>541330</td>
<td>61</td>
<td>9.76%</td>
</tr>
<tr>
<td>Computer Systems Design Services</td>
<td>541512</td>
<td>46</td>
<td>7.36%</td>
</tr>
<tr>
<td>Site Preparation Contractors</td>
<td>238910</td>
<td>40</td>
<td>6.40%</td>
</tr>
<tr>
<td>Office Furniture (except Wood) Manufacturing</td>
<td>337214</td>
<td>39</td>
<td>6.24%</td>
</tr>
<tr>
<td>Other Computer Related Services</td>
<td>541519</td>
<td>36</td>
<td>5.76%</td>
</tr>
<tr>
<td>Commercial and Institutional Building Construction</td>
<td>236220</td>
<td>35</td>
<td>5.60%</td>
</tr>
<tr>
<td>Software Publishers</td>
<td>511210</td>
<td>27</td>
<td>4.32%</td>
</tr>
<tr>
<td>Electronic Computer Manufacturing</td>
<td>334111</td>
<td>19</td>
<td>3.04%</td>
</tr>
</tbody>
</table>

![Pie chart showing the percentage distribution of the top 10 NAICS categories for FY 15.](chart.png)
Acquisition Sequence

- Requirement
- Market Research
- Acquisition Strategy & DD Form 2579
- Solicitation Preparation
- Source Selection Strategy
- Issue Solicitation
- Pre-Solicitation notice issued in FedBizOpps
- Release to Industry
How Do We Determine Set-Asides?

1. Receive Requirement
2. Conduct Market Research
3. Analyze Data from Market Research
4. Issue Sources Sought and Receive Responses
5. Look at Historical Data
6. Contact Current SB Contract Holders
7. Run NAICS code in SBAs Dynamic SB Search Tool
8. SB Historically Capable of Similar Projects
10. Multiple Qualified SBs respond to the Sources Sought
11. SBA’s Dynamic SB Search Tool Shows SBs Availability

Make Set-Aside Decision
Small Business Resources

- Federal Business Opportunities
- SBA Learning Center. The U.S. Small Business Administration.
- SBA District Offices
- Size Standard Tools
- Women-Owned Small Businesses
- Office of Small & Disadvantaged Business Utilization
- SBA 8(a) Business Development Program
- HubZone Program
- Service-Disabled Veteran-Owned Businesses
- Procurement Technical Assistance Program
- System for Award Management
- Dynamic Small Business Search Database
- USA Spending.gov Web Site
- Small Business Loan
- SB Outreach Events
- North American Industry Classification System (NAICS)
- Obtaining a DUNS Number
- Huntsville Center Main Web Site
- USACE Huntsville Small Business Web Site
- USACE Huntsville Contracting Web Site
- Small Business -- Headquarters U.S. Army Corps of Engineers
Information about upcoming opportunities

- Federal Business Opportunities (www.fbo.com)
- Small Business Conferences
- Announcements of Business Opportunity Conferences, Trade Fairs and other federally attended or sponsored liaison meetings in your area
- Corps of Engineers division, district and laboratory websites
## Proposed Contracts

<table>
<thead>
<tr>
<th>Program</th>
<th>Contract Type</th>
<th>Value</th>
<th>RFP Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical</td>
<td>Medical Repair and Renewal Design/Build</td>
<td>$990M</td>
<td>Q1FY16</td>
</tr>
<tr>
<td>IMF BPA II</td>
<td></td>
<td>$200M</td>
<td>Q3FY16</td>
</tr>
<tr>
<td>Medical Division A-E</td>
<td></td>
<td>$225M</td>
<td>Q3FY16</td>
</tr>
</tbody>
</table>

This information updated 6-NOV-2015, and is subject to change. Distribution A, Approved for Public Release For the most up-to-date information visit the Federal Business Opportunities Web site at [www.fbo.gov](http://www.fbo.gov). For more information contact Contracting (256-895-1110) or the Small Business Office (256-895-1385).
## Proposed Contracts

<table>
<thead>
<tr>
<th>Program</th>
<th>Contract Type</th>
<th>Value</th>
<th>RFP Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ordnance &amp; Explosives</td>
<td>International Remediation and Environmental Services</td>
<td>$950M</td>
<td>Q1FY16</td>
</tr>
<tr>
<td>Facilities</td>
<td>ACE-IT Radio Systems and Services (ARSS)</td>
<td>$44M</td>
<td>Q2FY16</td>
</tr>
<tr>
<td></td>
<td>FCBH Technical Support Services</td>
<td>$55M</td>
<td>Q1FY16</td>
</tr>
</tbody>
</table>

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# Pending Awards (RFP/Solicitation Complete)

<table>
<thead>
<tr>
<th>Contract Type</th>
<th>Value</th>
<th>Projected Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Resource Efficiency Manager (REM)</td>
<td>$40M</td>
<td>Q1FY16</td>
</tr>
<tr>
<td>Initial Outfitting and Transition Unrestricted</td>
<td>$495M</td>
<td>Q1FY16</td>
</tr>
<tr>
<td>Multiple Environment Government Acquisition (MEGA) (Omaha)</td>
<td>$400M</td>
<td>Q3FY16</td>
</tr>
<tr>
<td>Multiple Environment Government Acquisition (MEGA) (Huntsville)</td>
<td>$400M</td>
<td>Q3FY16</td>
</tr>
<tr>
<td>HITS Un-Restricted</td>
<td>$600M</td>
<td>Q3FY16</td>
</tr>
<tr>
<td>Electronic Security Systems</td>
<td>$450M</td>
<td>Q4FY16</td>
</tr>
<tr>
<td>A/E Services Missile Defense Agency’s Homeland</td>
<td>$70M</td>
<td>Q3FY16</td>
</tr>
<tr>
<td>Siemens Government Technologies</td>
<td>$200M</td>
<td>Q3FY16</td>
</tr>
<tr>
<td>NRMC Technical Services</td>
<td>$28.5M</td>
<td>Q2FY16</td>
</tr>
</tbody>
</table>
Thank You!!!