Welcome to the USACE Centers Business Opportunity Briefings

Moderator: Col. John Rivenburgh, P.E., F.SAME, USA (Ret.), Senior Project Manager, Leidos

Speakers:

Col. Robert Ruch, USA, Commander, U.S. Army Engineering and Support Center, Huntsville

Col. Jeffrey Eckstein, P.E., PMP, USA, U.S. Army Engineer Research and Development Center

Richard A. Herrmann, Deputy Director, U.S. Army Geospatial Center
U.S. Army Engineering and Support Center, Huntsville

COL Robert J. Ruch
Commander
Nov. 21, 2013
Key Command Contacts

**Commander**
COL Robert Ruch – U.S. Army Engineering and Support Center, Huntsville

**Deputy Commander**
LTC William Burruss, U.S. Army Engineering and Support Center, Huntsville

**Deputy for Programs and Technical Management**
Mr. Charles Ford, U.S. Army Engineering and Support Center, Huntsville
Key Small Business Contacts

Chief, Small Business Programs

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256-895-1385

Small Business Specialist

Ms. Nicole Boone
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256-895-1050
Key Contracting Contacts

Principal Assistant Responsible for Contracting (PARC)
Mr. John Teetsov

Center Chief of Contracting
Mr. John Mayes
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 work force 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.
Huntsville Center Charter

- Huntsville Center operates under a charter that is based on program boundaries.
- Involves programs and projects that:
  - require functions not normally accomplished by Corps of Engineers Divisions or Districts.
  - are national or broad in scope, or
  - requires a centralized management structure, or
  - requires the integration of facilities that cross Corps geographical boundaries, or
  - requires commonality, standardization, multiple-site adaptation or technology transfer.
- Huntsville Center is almost 100% reimbursable.
Small Business Goal Achievement
Fiscal Year 2013

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB 36%</td>
<td>36.15%</td>
<td>$438.3M</td>
</tr>
<tr>
<td>SDB 13%</td>
<td>13.00%</td>
<td>$157.5</td>
</tr>
<tr>
<td>HUBZone 4%</td>
<td>2.50%</td>
<td>$30.3M</td>
</tr>
<tr>
<td>WOSB 5%</td>
<td>4.34%</td>
<td>$52.6M</td>
</tr>
<tr>
<td>SDVOSB 3%</td>
<td>2.69%</td>
<td>$32.6M</td>
</tr>
</tbody>
</table>
Power Purchase Agreement Program (PPA)

- Uniquely postured as an organization with the capability to deliver
- Supporting Energy Initiatives Task Force (EITF)
  - $7B PPA Multiple Award Task Order Contract (MATOC)
    - 58 contracts in four technologies awarded
  - Standalone PPA – Fort Bliss 20MW Solar PV
  - Standalone PPA – Redstone Arsenal 25+MW Waste to Energy (WTE) / 15MW PV
  - Can execute PPA projects on smaller (<10MW) as well
ITS Program

Mission: Support Soldiers through partnering with DoD organizations in the procurement of Information Technology Technical Services, hardware and software commodities utilizing various acquisition tools and methodologies.

Huntsville Center has rich history in the Program Management and Acquisition Support for DoD and USACE Automated Information Systems.

- TRACES, MCACES, PAX,
- ULN, ENGLink, P2
ITS Program

The ITS Program maintains:

- A dedicated cadre of Information Technology project management and acquisition professionals with a host of government and private industry experience in the procurement of IT services and commodities.

- Subject Matter Experts in the usage of Government-Wide Acquisition Contract and Task Order vehicles such as:
  - Army CHESS, GSA ALLIANT, GSA 8A STARS

- Notable Existing Customers
  - DOD High Performance Computing Modernization Program (HPCMP)
  - Headquarters Corporate Information (CECI)
  - USACE Finance Center
  - USACE CEFMS Program Office
  - USACE P2 Program Office
  - USACE ENGLink Program Office

- FY13 Obligations totaled $113.1 million
## Proposed IDIQ Contracts

<table>
<thead>
<tr>
<th>Program</th>
<th>Contract Type</th>
<th>Value</th>
<th>RFP Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Energy</strong></td>
<td>Energy Savings Performance Contract</td>
<td>$1.5 B</td>
<td>Q3 FY14</td>
</tr>
<tr>
<td></td>
<td>Meter Data Management System (SATOC)</td>
<td>$40 M</td>
<td>Q1 FY14</td>
</tr>
<tr>
<td></td>
<td>EITF Support Services (Stand alone)</td>
<td>$35 M</td>
<td>Q1 FY14</td>
</tr>
<tr>
<td><strong>Electronic Technology</strong></td>
<td>Utility Monitoring and Control Systems</td>
<td>$2.5 B</td>
<td>Q3 FY14</td>
</tr>
<tr>
<td></td>
<td>Technical &amp; Programmatic Support Services</td>
<td>$150 M</td>
<td>Q1 FY14</td>
</tr>
</tbody>
</table>

This information updated 21 Oct 2013, 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 IDIQ 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 and Explosives</td>
<td>Worldwide Environmental Remediation Services</td>
<td>$950 M</td>
<td>Q1 FY14</td>
</tr>
<tr>
<td></td>
<td>Joint Munitions Disposal – Afghanistan</td>
<td>$50M</td>
<td>Q1 FY14</td>
</tr>
<tr>
<td>Medical</td>
<td>Initial Outfitting and Transition Services</td>
<td>$495M</td>
<td>Q1 FY14</td>
</tr>
<tr>
<td></td>
<td>Operations and Maintenance Engineering Enhancement Unrestricted</td>
<td>$990M</td>
<td>Q1 FY14</td>
</tr>
<tr>
<td></td>
<td>Initial Outfitting and Transition – Ft. Irwin</td>
<td>$46M</td>
<td>Q1 FY14</td>
</tr>
<tr>
<td></td>
<td>Initial Outfitting and Transition – Ft. Bliss</td>
<td>$241M</td>
<td>TBD</td>
</tr>
</tbody>
</table>

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<tr>
<th>Program</th>
<th>Contract Type</th>
<th>Value</th>
<th>RFP Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facilities</td>
<td>High Performance Computing Modernization Program Integrated Technical Services (HITS) (GSA GWOK ALLIANT)</td>
<td>$700M</td>
<td>Q1FY14</td>
</tr>
<tr>
<td></td>
<td>Defense Research and Engineering Network (GSA - Restricted)</td>
<td>$100M</td>
<td>Q1 FY14</td>
</tr>
<tr>
<td></td>
<td>Technical Insertion for Centers</td>
<td>$40M</td>
<td>OPEN</td>
</tr>
<tr>
<td></td>
<td>Facilities Reduction North-East</td>
<td>$48M</td>
<td>Q1 FY14</td>
</tr>
<tr>
<td></td>
<td>Facilities Reduction Mid-East</td>
<td>$48M</td>
<td>Q2 FY14</td>
</tr>
<tr>
<td></td>
<td>Facilities Reduction Mid-West</td>
<td>$48M</td>
<td>Q3 FY14</td>
</tr>
<tr>
<td>Military Integration</td>
<td>A-E Ranges</td>
<td>$40M</td>
<td>Q1 FY14</td>
</tr>
</tbody>
</table>

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Solicitations Pending Award

EITF Support Services, $35 million
FRR D-B MATOC, $490 million
FRR A-E MATOC, $9 million
TI-13 Order of Centers BOA, $40 million
HITS Technical Services (GSA GWOK ALLIANT) $600 million
FRP Services North-East MATOC $48 million
MRR A-E Services Unrestricted $25 million
MRR A-E Services Restricted $5 million
Medical Facilities Service Support MATOC $220 million
IO&T Services Unrestricted MATOC $495 million
Task Force Power GSA $45 million
Afghanistan Wide Mine, Battle Area, and Range Clearance $48 million
Ordnance and Explosives Programs

- Military Munitions Design Center and Remedial Action Team
  - Investigation, design, and remediation of FUDS, ranges and construction sites.

- Chemical Warfare Design Center
  - Support to DA, DOD, State Department, and DTRA worldwide

- OCO Support
  - Mine clearance in Afghanistan
    - 9 Afghan mobile mine clearance teams supporting base expansion countrywide
    - Bagram AF – Clearing Soviet-era mine fields for MILCON and base expansion

- $2 billion Worldwide Remediation Services Contract
Medical Programs

- **Medical Facilities CX** is responsible for design acquisition strategy, design development and technical oversight during design and construction medical aspects projects.

- **Medical Support Team** provides Army MEDCOM support:
  - Medical Repair and Renewal (MRR) Program: Design, repair, replacement, renovation, sustainment, restoration and modernization
  - Integrated Medical Furniture (IMF): Provides systems furniture worldwide for Army MEDCOM
  - Operations and Maintenance Engineering Enhancement (OMEE): Contract services to operate facility infrastructure and maintain building systems
  - Initial Outfitting and Transition (IO&T): Takes facility from construction complete to functional Soldier ready
Installation Support Programs

- **USACE Installation Support CX**: Huntsville Center executes assigned ACSIM and IMCOM programs in partnership with Districts, DPWs and IMCOM.

  - **Facilities Reduction Program**: Eliminates excess facilities.

  - **Facilities Repair and Renewal**: Fast track, efficient method for design/build renovations for all federal agencies.

  - **Access Control Points**: Upgrade installation gates security equipment and facilities to meet new standards and assure consistency Army-wide.
Installation Support Programs

- **Information Technology Services**: Provides project management and acquisition support to the Army and other federal agencies in the procurement of Information Technology Technical Services, hardware and software commodities.

- **Army Centralized Furnishings Program**: Provides program management for ACSIM/IMCOM MILCON, and SRM administrative and barracks furniture.
Installation Support Programs - Energy

- **Utility Monitoring and Control Systems (UMCS) CX:** Reviews all design and procurement packages; provides technical assistance, criteria, guidance and training; and executes projects for DOD and other federal agencies.

- **Army Metering:** Installing 13,000 meters and global meter data management system to track, record and report energy consumption.

- **Energy Engineering Analysis Program (EEAP):** Analyzes energy use at installations and provides options for savings.

The Brigade Combat Team Dining Facility at Fort Bliss, Texas, is powered by solar panels.
Installation Support Programs - Energy

- **Energy Conservation Investment Program (ECIP):** Designed to complete a thorough project DD Form 1391 review and verification process.

- **Energy Savings Performance Contracting (ESPC):** Contractor provides capital and expertise to make infrastructure energy improvements to significantly reduce energy utilization and cost.

- **Commercial Utility Program (CUP):** CUP helps the Army purchase reliable utility services at the best rates and helps garrisons resell their utilities to tenant activities.
ESPC Program Statistics

HNC Awards

<table>
<thead>
<tr>
<th>Year</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Awards</td>
<td>2</td>
<td>7</td>
<td>16</td>
<td>16</td>
</tr>
</tbody>
</table>

3rd Party Capital Investment

<table>
<thead>
<tr>
<th>Year</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment</td>
<td>$25M</td>
<td>$85M</td>
<td>$208M</td>
<td>$188M</td>
</tr>
</tbody>
</table>

Annual MBTU Savings

<table>
<thead>
<tr>
<th>Year</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBTU Savings</td>
<td>75K</td>
<td>315K</td>
<td>696K</td>
<td>365K</td>
</tr>
</tbody>
</table>

HNC Awards 2/3 of Army’s ESPCs
FY13 ESPC Awards

- 14 ESPC Task Order Awards
- $188M Estimated Capital Investment
- Approximately 365K MBTU savings

Army Garrisons:
- Tobyhanna Army Depot
- Fort Lee
- Fort Bliss
- Adelphi Lab Center
- Aberdeen Proving Ground
- Fort Leavenworth
- Natick
- Fort Irwin
- Hohenfels
- McAlester Army Ammunition Plant
- Yongson
- Fort Buchanan

Navy
- SPAWAR Pacific
- SPAWAR Atlantic
ESPC Support to USACE Civil Works

- **Little Rock District ESPC** - McClellan Kerr Arkansas River Navigation System (MKARNS). Feasibility Study and proposal are under review. Estimated capital investment: $2 million. Projected award date: December 2013

- **Mobile District ESPC** – Initial estimates put this project at $2 million capital investment value with a scope including lighting, HVAC, water conservation and building envelope. Feasibility study is underway. Projected award date: December 2013
Installation Support Programs

- **Electronic Security Systems (ESS) CX:** Responsible for reviewing all design and test submittals for Army ESS. Also provides technical, engineering, acquisition, and fielding support to all federal agencies.

- **Range and Training Land Programs (RTLP) CX:** Responsible for reviewing designs, conducting construction inspections and ensuring Army standards are met. Provides planning, MILCON programming and development of standard designs for Army automated ranges, and DD1391 preparation and validation.
## Doing Business with the Huntsville Center, Corps of Engineers

### Helpful Websites

1. Huntsville Center, Corps of Engineers  
   - [www.hnc.usace.army.mil](http://www.hnc.usace.army.mil)
2. Is your business “small”?  
   - [www.naics.com](http://www.naics.com)
3. Market research to locate opportunities  
   - [www.fbo.gov](http://www.fbo.gov)
4. Procurement Technical Assistance Centers  
   - [www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)
5. Market research and registration  
   - [www.ccr.gov](http://www.ccr.gov)
6. Opportunities as a subcontractor  
   - [http://web.sba.gov/subnet](http://web.sba.gov/subnet)
7. Army resources  
   - [www.sellingtoarmy.info](http://www.sellingtoarmy.info)
8. A guide to winning federal contracts  
   - [www.sba.gov/training](http://www.sba.gov/training)
9. Opening doors to federal contracting opportunities  
   - [www.sba.gov/openingdoors](http://www.sba.gov/openingdoors)
10. Assistance in obtaining federal contracts  
COME VISIT OUR BOOTH
Booth #935

Many of our key stakeholders will be waiting to talk with you at our booth. We have more detailed information about at the booth.

- Solicitation Website:  www.FBO.gov
- Center Website:  www.hnc.usace.army.mil
- Check HNC website for contracting opportunities
Questions?
www.hnc.usace.army.mil
2013 SAME
Small Business Conference

COL Jeffrey R. Eckstein
Commander
ERDC Key Players

Dr. Jeffery Holland, Director, P.E. SES

Dr. John Cullinane, Deputy Director, P.E. SES

COL Jeffrey R. Eckstein, Commander

Mr. Bill Cantrell, Office of Small Business Programs

Mr. Dennis Beers, ERDC Contracting Chief
Innovative solutions for a safer, better world

US Army Engineer Research and Development Center

2500 Employees
Over 1000 engineers and scientists
28% PhDs; 43% MS degrees

ERDC R&D Laboratories
& field offices
Army Corps of Engineers

Cold Regions Research & Engineering Laboratory (Hanover, NH)
Topographic Engineering Center (Alexandria, VA)
Construction Engineering Research Laboratory (Champaign, IL)
Headquarters (Vicksburg, MS)

Laboratories
Field Offices

Over 1000 engineers and scientists
28% PhDs; 43% MS degrees
ERDC Program

Research Areas

- War Fighter Support: 84%
- Military Installations: 3%
- Civil Works: 13%

Research Funding Types

- Reimbursable: 80%
- Direct: 20%

More than $1 Billion Funding
Support to Combat, Stability and Disaster Operations

Innovative solutions for a safer, better world
Providing Enduring and Essential Water Resource Solutions

Navigation

Environment

Flood and Coastal Storm Damage Reduction

Regional/Watershed Solutions

Innovative solutions for a safer, better world
Operationalizing Sustainability

Sustainable Ranges and Lands

Materials in the Environment

Adaptive, Resilient Installations and Systems

Innovative solutions for a safer, better world
Small Business Program Contract Obligations

<table>
<thead>
<tr>
<th></th>
<th>FY13 Actual</th>
<th>FY13 Goals</th>
<th>GW Goals</th>
<th>FY13 Attainment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$106 mil</td>
<td>43%</td>
<td>23%</td>
<td>56%</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>$60 mil</td>
<td>18%</td>
<td>5%</td>
<td>32%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>$25 mil</td>
<td>7%</td>
<td>5%</td>
<td>13%</td>
</tr>
<tr>
<td>Service Disabled Veteran</td>
<td>$23 mil</td>
<td>4%</td>
<td>3%</td>
<td>12%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$35 mil</td>
<td>11%</td>
<td>3%</td>
<td>19%</td>
</tr>
</tbody>
</table>

FY14 goals are the same as FY13 goals.
## % of Dollars Obligated by NAICS

<table>
<thead>
<tr>
<th>%</th>
<th>NAICS</th>
<th>NAICS Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>75%</td>
<td>541712</td>
<td>Research &amp; Development in the Physical, Engineering, and Life Sciences</td>
</tr>
<tr>
<td>8%</td>
<td>334111</td>
<td>Electronic Computer Manufacturing¹</td>
</tr>
<tr>
<td>3%</td>
<td>541519</td>
<td>Other Computer Related Services: not custom programming, integration design services, or facilities management services</td>
</tr>
<tr>
<td>2%</td>
<td>541511</td>
<td>Custom Computer Programming Services</td>
</tr>
<tr>
<td>2%</td>
<td>335999</td>
<td>All Other Miscellaneous Electrical Equipment and Component Mfg</td>
</tr>
<tr>
<td>2%</td>
<td>541690</td>
<td>Other Scientific and Technical Consulting Services</td>
</tr>
<tr>
<td>2%</td>
<td>511210</td>
<td>Software Publishers</td>
</tr>
<tr>
<td>1%</td>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
</tbody>
</table>

¹Note ACE-IT & CHESS mandatory sources under 334111
Some Mandatory Sources

- IT – ACE-IT and CHESS
- Logistics - ULA
- Office Supplies - Army BPA
- Office Furniture - GSA
- Custodial & Mail Room - AbilityOne: first right

USACE Commercial Lab Certification for Construction Materials & Soil Testing

- Al Crawley at GSL (601-634-3123)
  - Alfred.Crawley@us.army.mil
- Note that there is no comparable certification program for environmental testing labs; state licensing
Helpful Hints for Finding Opportunities

- ERDC’s source for opportunities is [www.fbo.gov](http://www.fbo.gov).
  - W912HZ - Vicksburg
  - W9132T - Champaign
  - W9132V - Alexandria
  - W913E5 - Hanover

- Be sure to use your local Procurement Technical Assistance Center. Go to [www.aptac-us.org](http://www.aptac-us.org) to find yours.
Questions?

William.D.Cantrell@usace.army.mil
601-634-3470

Be sure you use a local Procurement Technical Assistance Center. Go to www.aptac-us.org to find yours.
Innovative solutions for a safer, better world

http://www.erdc.usace.army.mil
Richard A. Herrmann
Deputy Director
21 November 2013

with Deputy for Small Business
Mr. Kyle Beagle
AGC FUNDING & PERSONNEL FOOTPRINT

Customer Base: AGC supports a diverse customer base beyond the Army, which includes the Combatant Commanders, DoD, the Intelligence Community and other Federal Agencies

AOR: Worldwide

AGC Funding Types

- 49% Supplemental
- 47% Reimbursable
- 4% Direct

AGC FY13 Funding Received: $318.7M

- ASA(ALT) $5200K
- Direct OMA EMAP $9400K
- Direct OMA RJL7 $2400K
- Civil Direct $600K
- Civil Reimb $900K
- OCO $162000K
- Cust Reimb $20000K
- Cust DFC $101000K
- CADDS $200K
- PEO IEW&S $17000K

AGC Personnel: 189 (183 Civilian & 6* Military)

- 183 Alexandria, VA
- 1 Colorado Springs, CO
- 1 Ft. Huachuca, AZ
- 1 Ft. Leonard Wood, MO
- 1 Afghanistan
- 2 Jordan

* All Military personnel are located at AGC, Alexandria, VA.
AGC SUMMARY

VISION: Enabling geospatial information dominance.

MISSION: Providing timely, accurate, and relevant geospatial information, capabilities, and domain expertise for Army Geospatial Enterprise implementation in support of unified land operations.

MISSION SET:
- Reach-back and Training
- Foundation Data
- Safety of Navigation
- Civil Works
- Disaster Relief
- Humanitarian Assistance
- Systems Integration and Development
- Industry Engagement
- Special Programs
- Geospatial Research and Engineering

AGC provides a decisive advantage, as the Army’s geospatial information knowledge center, by extending, filling, or connecting NSG capabilities.

Enterprise Development and Acquisition Support:
- Synchronize geospatial policies, priorities, programs, strategies and technologies across the Army Acquisition Community to ensure the efficient integration.
- Function as ASA(ALT) lead on geospatial component of Common Operating Environment.
- Provide geospatial expertise to Network Integration Evaluations.

Research, Development, Technology and Evaluation:
- Conduct RDT&E focused on prioritized S&T requirements involving geospatial technologies that characterize and measure phenomena within the physical (terrain) and social (cultural) environments.
- Manage technology integration, prototyping and demonstration programs.

ARMY GEOSPATIAL ENTERPRISE
- Component of Army Enterprise and NSG Architectures
- Built on open source standards
- Increases efficiency, reduces duplication, minimizes overhead
- Facilitates data sharing
- Enables Adaptive Planning
- Shapes commercial sector IT advances
- Enables Enterprise Collaboration
- Enables Common Operating Picture
- Improves continuity of operations during unit RIP/TOA

Warfighter Geospatial Support and Production:
- Collect, create and provision operational-strategic-tactical imagery, elevation data, geospatial information and mission related products.
- Provide information on water location, quantity and quality.
- Provide training, technical support, and reach back capabilities to the field.

System Acquisition /Program Management:
- Develop, acquire, and field engineer and intelligence capabilities.
- Manage technology integration, prototyping and demonstration programs.
- Evaluate the Tactical Exploitation of National Capabilities.
- Undertake specialized projects and studies.
What is the AGE?

An integrated system of technologies, standards, data, organizations and processes that delivers a Standard and Sharable Geospatial Foundation (SSGF) at all echelons.

What does the AGE require to be successful.....

- Governance
- Development and Implementation of Enterprise Capabilities
  - Standards and Formats
  - Technical Architecture
  - Data Stewardship
  - Data Models
  - Applications and Services
  - Certification
- People and Partnerships
- Systems and Technology
- Data and Knowledge Management
- Future Capabilities

All partners (Industry, Academia, DoD, Federal, JIIM) working and collaborating towards a common end state across various domains
CONTRACTING OPPORTUNITIES

Enterprise Development and Support
- Ground Component Geospatial Requirements
- NSG Standards Integration
- Geospatial Technology Integration
- Systems of Systems Engineering and Architecture Development
- Acquisition Systems Geo-Enterprise Certification
- Geospatial Enterprise Technical Support
- Pilot Engineering
- Enterprise Data Modeling

Warfighter Geospatial Support and Production
- Commercial & National Imagery Management & Dissemination
- Common Map Background
- Defense Advanced GPS Receiver (DAGR) Databases
- Environmental Analysis
- Geospatial Data Processing
- Transportation Analysis
- Urban Information
- Water Resources
- Geospatial Support Reachback
- Army Geospatial Enterprise (AGE) Database Managers

Systems Acquisition and Program Management
- Advanced & Joint Concepts Technology Demonstrations (A/JCTDs)
- Full Lifecycle Acquisition Support
- Geospatial Engineering and Intelligence
- Systems/Requirements/Data Modeling
- High-resolution Terrain Data Generation
- Emergency Response Systems
- Technical Program Management Technical Support

Research, Development, Technology and Evaluation
- Fluorescence
- Geographic Information Systems
- Geospatial Data Generation and Management
- Remotes Sensing/Image Analysis
- Surveying/GPS/Navigation
- Terrain Reasoning & Awareness
- Geospatial Enterprise Technologies
- Geospatial Net-Centric Experimentation
- Modeling and Mapping Complex Social Systems
- Spatio-Temporal Reasoning and Numerical Analysis
# SMALL BUSINESS ACHIEVEMENTS & GOALS

<table>
<thead>
<tr>
<th>Small Business Category</th>
<th>FY13 Actual</th>
<th>FY14 Projected</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$66,487,641</td>
<td>$60,000,000</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$24,106,376</td>
<td>$20,000,00</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>$7,300,056</td>
<td>$5,000,000</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned</td>
<td>$6,725,293</td>
<td>$30,000,000</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$2,423,592</td>
<td>$4,000,000</td>
</tr>
<tr>
<td>HBCU/MI</td>
<td>$0</td>
<td>$5,000</td>
</tr>
<tr>
<td><strong>Total Small Business</strong></td>
<td><strong>$85,3472,219</strong></td>
<td><strong>$119,005,000</strong></td>
</tr>
</tbody>
</table>
## AGC TOTAL FY13 DOLLARS OBLIGATED BY NAICS CATEGORY

<table>
<thead>
<tr>
<th>NAICS Code &amp; Definition</th>
<th>Total Obligated</th>
</tr>
</thead>
<tbody>
<tr>
<td>541512 Computer Systems Design Services</td>
<td>$63,414,757.20</td>
</tr>
<tr>
<td>541720 Research and Development in the Social Sciences and Humanities</td>
<td>$24,330,656.54</td>
</tr>
<tr>
<td>511210 Software Publishers</td>
<td>$24,849,377.04</td>
</tr>
<tr>
<td>541712 Research and Development in the Physical, Engineering, and Life Sciences</td>
<td>$22,850,631.20</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>541519 Other Computer Related Services</td>
<td>$10,980,399.85</td>
</tr>
<tr>
<td>334220 Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing</td>
<td>$8,453,438.83</td>
</tr>
<tr>
<td>541511 Custom Computer Programming Services</td>
<td>$4,573,447.22</td>
</tr>
<tr>
<td>541690 Other Scientific and Technical Consulting Services</td>
<td>$5,872,226.86</td>
</tr>
<tr>
<td>541611 Administrative Management and General Management Consulting Services</td>
<td>$1,178,715.85</td>
</tr>
<tr>
<td>517110 Wired Telecommunications Carriers</td>
<td>$1,796,334.99</td>
</tr>
<tr>
<td>Multiple Other Definitions As Needed</td>
<td>$3,411,424.71</td>
</tr>
</tbody>
</table>
## FY14 AGC SMALL BUSINESS CONTRACT OPPORTUNITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
<th>Contract Type</th>
<th>Planned Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>SETA Follow-On (Bridge)</td>
<td>&lt;$10M</td>
<td>SB / 8A Competitive / Single Award</td>
<td>RFP Jan 2014 / Award Feb 2014</td>
</tr>
<tr>
<td>Systems Engineering &amp; Technical Assistance (SETA) Follow-On</td>
<td>$83M</td>
<td>SB / 8A Competitive / Single Award</td>
<td>3QFY14</td>
</tr>
<tr>
<td>Installation Geospatial Information &amp; Services (IGI&amp;S)</td>
<td>$40-$50M</td>
<td>SB / Multiple Award / IDIQ</td>
<td>3QFY14</td>
</tr>
<tr>
<td>Broad Agency Announcement (W5J9CQ-13-R-0001)</td>
<td>TBD</td>
<td>Full &amp; Open / SB</td>
<td>Ongoing</td>
</tr>
</tbody>
</table>

*Description*

- **SETA Follow-On (Bridge)**
  - Value: <$10M
  - Contract Type: SB / 8a Competitive / Single Award
  - Planned Release Date: RFP Jan 2014 / Award Feb 2014

- **Systems Engineering & Technical Assistance (SETA) Follow-On**
  - Value: $83M
  - Contract Type: SB / 8A Competitive / Single Award
  - Planned Release Date: 3QFY14

- **Installation Geospatial Information & Services (IGI&S)**
  - Value: $40-$50M
  - Contract Type: SB / Multiple Award / IDIQ
  - Planned Release Date: 3QFY14

- **Broad Agency Announcement (W5J9CQ-13-R-0001)**
  - Value: TBD
  - Contract Type: Full & Open / SB
  - Planned Release Date: Ongoing

*Links*

- [https://www.fbo.gov/notices/ffb4c35ef4bb33a8a2f934aac92fc777](https://www.fbo.gov/notices/ffb4c35ef4bb33a8a2f934aac92fc777)
## CONFERENCES & SMALL BUSINESS INFORMATION OPPORTUNITIES

<table>
<thead>
<tr>
<th>Event</th>
<th>Location</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Joint DC/NoVA Posts 2013 Small Business &amp; Government Conference</td>
<td>Fort Belvoir, VA</td>
<td>15 Jan 2014</td>
</tr>
<tr>
<td><a href="https://www.eventbrite.com/event/7103953115/">https://www.eventbrite.com/event/7103953115/</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AGC Technology Industry Day</td>
<td>US AGC Alexandria, VA</td>
<td>22 October/Feb 2014</td>
</tr>
<tr>
<td>A one day demonstration of current AGC programs and projects to enhance understanding and awareness of the AGC mission, the Army Geospatial Enterprise, and emerging geospatial and imagery technology.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GeoINT 2013 Symposium</td>
<td>Tampa Bay, FL</td>
<td>Spring 2014</td>
</tr>
</tbody>
</table>
TOP SEVEN TIPS FOR DOING BUSINESS WITH AGC

1. Search AGC’s website to see what we do
2. Proofread your proposal to ensure all information required per the solicitation is included and every requirement is addressed in the appropriate place
3. DO NOT rely on pictures to communicate required information. Narratives must be provided that clearly address all solicitation requirements
4. Know your sub-contractor’s past performance on similar projects that you are bidding on & make sure they are capable of performing the work on time
5. Your proposal should state what you **WILL DO** to meet the requirements, not what have already done
6. When communicating with AGC, be specific and address the requirement or question directly
7. To maximize your opportunities, understand the Small and Large Business Teaming arrangements (Partnering, Joint Venture and Mentor-Protégé)
KEY AGC CONTRACTING CONTACTS

Center Contracting Chief
Ms. Nilda Lugo
Nilda.Lugo@usace.army.mil
703-428-6272

Deputy for Small Business
Mr. Kyle Beagle
Kyle.J.Beagle@usace.army.mil
703-428-7385

Contracts Acquisition Advocate
Mr. George Louie
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703-428-6814
Visit AGC Website:

Dr. Joseph Fontanella
Director

Mr. Richard Herrmann
Deputy Director

Mr. Michael Coley
Plans, Operations and Support

Mr. Mike Harper
Tactical Source & Enterprise Solutions

Ms. Laura Dwyer
Warfighter Support and Production

Mr. Dan Visone
System and Acquisition Support

Dr. Eric Zimmerman*
Geospatial Research and Engineering
* ERDC-TEC Executes the GRE Business Area

7701 Telegraph Road
Alexandria, Virginia
22315-3865
PAO: (703) 428-3736
QUESTIONS??