Army Contracting Command
Business Opportunity Briefings

Moderator:  J. Joseph Tyler, P.E., Senior Vice President, Versar Inc.

Speaker: Alice Williams, Associate Director, Army Contracting Command, Office of Small Business Programs
Purpose / Vision / Mission / Goals

**Purpose**
ACC Provides Effective and Responsive Contracting Support Worldwide for the Army and Other Federal Agencies to Meet Warfighter Needs

**Vision**
ACC is DoD’s Preeminent Provider of Decisive Edge Contracting Solutions and Practices

**Mission**
ACC Provides Responsive, Innovative and Efficient Procurement Solutions to Enable the Army’s Global Warfighting Dominance

**Strategic Goals**
1. Maintain a Highly Proficient, Agile, Innovative and Engaged Workforce
2. Provide Proactive and Responsive Contracts That Ensure our Army’s Success
3. Procure Efficient Solutions for the Army and the Taxpayer
4. Provide a Standardized, Transparent, Best-in-Class Contracting Environment for our Stakeholders
5. Align the ACC to Best Support the Army of 2020 – Reshape Delivery of Contracting Support
What ACC Procures

FY13 Actions
185,942 / $60.7B
As of 8 October 13

Actions:
FY11: 245,958 / $86.2B
FY12: 230,237 / $74.2B

ACC Currently Oversees $184B

Major Customers
- PEOs/PMs
- ASCCs
- IMCOM
- NETCOM
- AMC
- USAR
- ATEC
- FORSCOM
- DA Staff

FMS
FY11: $9.4B
FY12: $7.6B
FY13: $6.6B

FY11: 245,958 / $86.2B
FY12: 230,237 / $74.2B
FY13 Actions
185,942 / $60.7B
ACC Trends & Impacts

FY13 DoD Spend $304.5B

ACC Spend $60.7B

As of 8 Oct 13

Gansler Report
31 Oct 07

Former AMC Command Contracting
New ACC

People
Actions > $100K
Total Dollars in Billions

ACC Spend $60.7 FY13

ARMY
DOD
FED

70
20
14

71.8B
60.7B
87.0B

60.7B
55.9B
26.3B
89.8B

Army
Navy
AF
Other
DOD

FY05 FY06 FY07 FY08 FY09 FY10 FY11 FY12 FY13

FY95 FY96 FY97 FY98 FY99 FY00 FY01 FY02 FY03 FY04 FY05 FY06 FY07 FY08 FY09 FY10 FY11 FY12 FY13

Former AMC Command Contracting
New ACC

Current FY13 ACC Spend $60.7B

UNCLASSIFIED
## SMALL BUSINESS PERFORMANCE FY13
1 Oct 2012 thru 30 Sept 2013

Total SB Eligible dollars: $42,256,916,283

<table>
<thead>
<tr>
<th>SMALL BUSINESS CATEGORY</th>
<th>FY 13 GOAL %</th>
<th>ACTUAL %</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>19.25%</td>
<td>19.66%</td>
<td>$8,308,447,725</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>5.10%</td>
<td>8.41%</td>
<td>$3,555,391,897</td>
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<tr>
<td>Business</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>HUBZone</td>
<td>2.00%</td>
<td>1.22%</td>
<td>$516,166,024</td>
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<tr>
<td>Woman Owned SB</td>
<td>2.70%</td>
<td>3.51%</td>
<td>$1,483,960,978</td>
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<tr>
<td>Service Disabled VOSB</td>
<td>1.60%</td>
<td>2.86%</td>
<td>$1,207,120,487</td>
</tr>
</tbody>
</table>

Source: FPDS-NG
## Minor Construction/Repairs and Maintenance

**FY 13 - $546,893,326 (3,921 Actions)**

<table>
<thead>
<tr>
<th>Contracting Office</th>
<th>Total Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC-ROCK ISLAND IL</td>
<td>$176,849,445.68</td>
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<tr>
<td>ECC-OPM SANG</td>
<td>$102,251,687.40</td>
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<tr>
<td>MICC-WEST POINT NY</td>
<td>$57,275,570.31</td>
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<td>MICC-FT DRUM NY</td>
<td>$32,154,742.46</td>
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<tr>
<td>ECC- KOREA</td>
<td>$22,350,513.02</td>
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<td>MICC-FT STEWART GA</td>
<td>$17,009,603.39</td>
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<td>ACC-PICATINNY NJ</td>
<td>$15,022,695.26</td>
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<td>MICC-FT RILEY KS</td>
<td>$14,470,726.66</td>
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<td>ACC-ABERDEEN PG MD</td>
<td>$13,860,895.65</td>
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<tr>
<td>MICC-WHITE SANDS NM</td>
<td>$13,744,757.39</td>
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<tr>
<td>MICC-FT LEONARD WOOD MS</td>
<td>$12,313,237.22</td>
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<tr>
<td>MICC-FT CARSON CO</td>
<td>$10,855,346.44</td>
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</tbody>
</table>

Source: FPDS-NG
FY14 Small Business Initiatives

- Standardize Policies and Procedures to Ensure Maximum Opportunities for Small Businesses Exist

- Establish/Enforce Policy and Procedure to Enforce SB Set-Asides vs. Reserves

- Establish SB Liaison Officer Partnership and Host Industry Roundtable w/ Small and Large Businesses

- Provide SB Training to Contracting and Acquisition Workforce
Challenges

• Budget Uncertainty/Sequestration
  – Workload Uncertainty
  – Potential for Additional Furloughs/RIFs Impacting Workforce

• Travel Restrictions
  – Local Conferences
  – Quarterly workshops
TOP 5 TIPS FOR SMALL BUSINESSES

1. Articulate Your Technical Competencies & Past Performance
2. Respond to all Sources Sought and Request For Information (Market Research-Be a “Game Changer”)
3. Understand Each Agency’s Mission/Requirements and Your Competition
4. Seek Teaming and Joint Ventures Opportunities (With Small & Large Businesses)
5. Always Request a Debrief
TOP 5 TIPS
FOR LARGE BUSINESSES

1. Enter into Mentor Protégé Agreements
2. Ensure Compliance with Subcontracting Plans and Small Business Participation
3. Seek Teaming and Joint Venture Opportunities
4. Create Competitive Pricing
5. Make Small Business Liaisons (SBLO’s) accessible to Small Businesses
Pursuing Opportunities

Know where to seek opportunities—
MICC Advanced Acquisition Forecast
Doing Business With AMC-ACC

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QUESTIONS...