Welcome to the

USACE Southwestern Division and U.S. Army Engineering Centers Programs Briefing

**Moderator:** Jennifer Fogg, CPF, F.SAME, President & Chief Operating Officer, ASSET Group Inc.

**Speakers:**
- Brig. Gen. David Hill, USA, Commander, USACE Southwestern Division
- Col. Robert Ruch, USA, Commander, U.S. Army Engineering & Support Center, Huntsville
- Col. Jeff Eckstein, P.E., PMP, USA, Commander, U.S. Army Engineer Research & Development Center
- George Louie, Acquisition Advocate, U.S. Army Geospatial Center
Southwestern Division Footprint
Southwestern Division
Leadership Team

Brig. Gen. David C. Hill
SWD Commander

Colonel Richard J. Muraski, Jr.
SWD Deputy Commander

Mr. Robert E. Slockbower, SES
Director of Programs

Mr. Pete G. Perez, SES
Director of Regional Business

LTC William N. Craig, III
Ft Worth District Commander (Acting)

Colonel Richard P. Pannell
Galveston District Commander

Colonel Courtney Paul
Little Rock District Commander

Colonel Richard A. Pratt
Tulsa District Commander
Southwestern Division
Major Mission Areas

Civil Works

Military Programs

Interagency & International Services
Civil Works Mission Areas

Water Supply
- Water storage enough to provide water to 4.5 million people or
- More than 70% of the Corps water supply

Inland Navigation (MKARNS & GIWW)
- MKARNS: 18 locks & dams
- 423 miles of GIWW

Hydroelectric Power
- 18 power plants in 6 states produce 6.7 billion kw hours
- 87% of regional capacity, second in the Corps
- Generates power to 8 million customers in six states

Recreation
- 20 percent of the Corps' total recreation projects located within the regional boundary
- 75 million visitors at 90 operating projects located in five states

Flood Damage Reduction
- 74 flood damage reduction lakes/reservoirs
- 33.22M acre-feet of flood storage
- 760 miles of local flood protection projects
- $85 B in cumulative flood damage prevention

Navigation (Ports and Channels)
- 3 of the Nation’s “Top Ten” ports
- 32 channels (15 deep draft, 17 shallow draft)
- More than 500 M tons of commerce annually

Regulatory (work in waters & wetlands)
- Regulators examine soils on a wetland delineation field visit.

Lake Lavon, Texas
- Eufala Lake, Oklahoma
- Bull Shoals Powerhouse, Arkansas
- Houston Ship Channel
- Dallas Floodway

U.S. Army

Building Strong®
Military Missions

- Engineering
- Construction
- Installation Support
- Environmental Engineering/services
- Interagency & International Services

Five States
9 major Army Posts
9 major Air Force Bases

Support to Department of Homeland Security

Air Defense Artillery School Fort Sill

BRAC Program - Fort Bliss

Little Rock AFB Security Forces Operations Facility

San Antonio Military Medical Center

Future Fort Hood Hospital

Medical Education & Training Complex (METC)
Dorm #1 Lackland AFB
Interagency & International Services

Nogales, Ariz., Border Fence Replacement

Eagle Pass, Texas, Border Fence Construction

High Explosive Pressing Facility, Pantex Plant, OK

Ajo, Ariz., Border Patrol Station

Pittsburg, N.H. Land Point of Entry
## Types of Work

<table>
<thead>
<tr>
<th>CONSTRUCTION</th>
<th>ENGINEERING SERVICES</th>
<th>ENVIRONMENTAL SERVICES</th>
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<tbody>
<tr>
<td>Design/Build</td>
<td>Design</td>
<td>Remediation</td>
</tr>
<tr>
<td>Dredging</td>
<td>Survey and Mapping</td>
<td>Studies</td>
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<tr>
<td>Navigation</td>
<td>Construction Inspections</td>
<td>Refuse</td>
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<td>Levee Repair</td>
<td></td>
<td>Investigations</td>
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<tr>
<td>Hangars</td>
<td></td>
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<tr>
<td>Medical Facilities</td>
<td></td>
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<tr>
<td>Barracks</td>
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</tbody>
</table>
- Significant reduction in MILCON; Sustainment, Restoration, Modernization (SRM) becomes larger part of program
- KC-46A MILCON program at Altus AFB and Tinker AFB
Trend:
- Operations & Maintenance holding steady
- Construction, General increasing slightly
- Regulatory holding steady
- General Investigations small, but steady
MILCON and SRM Awards: FY02-16

FY15 and FY16 are Projected Award Amounts
FY15 MILCON Opportunities
Fort Worth District

1. Energy Efficient Lighting, Fort Bliss
   1st Qtr, $1M-$5M

2. Taxiway Replacement, Dyess AFB
   1st Qtr, $25M-$50M

3. Dormitory Renovations, Goodfellow AFB
   1st Qtr, $5M-$10M

4. Structural Burn Trainer Facility, Goodfellow AFB
   1st Qtr and 3rd Qtr, $1M-$5M ea

5. SAMMC-N Fire Station, JB San Antonio
   1st Qtr, $5M-$10M

6. FSH Barracks Complex, JB San Antonio
   2nd Qtr, $10M-$25M
FY15 Civil Works Opportunities
Fort Worth District

1. Repair Spillway Channel Slopes, Lewisville Dam, 4th Qtr, $300K-$500K
2. Ecosystem Restoration Project, Lewisville/Frisco-2nd Qtr - $1M-$5M
3. Repair Embankment Seepage Area, Joe Pool Lake, 4th Qtr, $400K-$600K
4. Onion Creek Recreation Project, Design-Build, Travis County, 4th Qtr, $4M-$6M
5. Ecosystem Restoration Project, Walnut Branch, Seguin, 3rd Qtr - $1M-$5M
6. Ecosystem Restoration Project, Rio Grande, Laredo, 3rd Qtr, $3M-$6M

1-2  | 3  | 4  | 5  | 6

Ecosystem Restoration Project, Lewisville/Frisco-2nd Qtr - $1M-$5M
Repair Embankment Seepage Area, Joe Pool Lake, 4th Qtr, $400K-$600K
Repair Spillway Channel Slopes, Lewisville Dam, 4th Qtr, $300K-$500K
Onion Creek Recreation Project, Design-Build, Travis County, 4th Qtr, $4M-$6M
Ecosystem Restoration Project, Walnut Branch, Seguin, 3rd Qtr - $1M-$5M
Ecosystem Restoration Project, Rio Grande, Laredo, 3rd Qtr, $3M-$6M
FY15 Opportunities – Galveston District

1. Falfurrias Checkpoint Relocation - 1st Qtr – SBSA - $10M – $25M
2. Jadwin Building Repairs – 2nd Qtr – SB - $100K - $500K
3. Corpus Christi Residence Office Repairs – 2nd Qtr – SB - $100K - $500K
4. Port Arthur Resident Office – 2nd Qtr – SB - $500K - $1M
5. Port Arthur Resident Office – Shoreline Stabilization – 3rd Qtr – SDVOSB - $1-$5M
FY15 Opportunities – Little Rock District

1. Replace Gate Tower Windows, Blue Mountain (Between $250-500K) 1st Qtr, SB
2. IDIQ Park Mowing Services, Table Rock Lake (Between $100-250K) 1st Qtr, SB
3. Geothermal Conversions, Cleawater & Bull Shoals Project Offices (Between $500K-$1M) 1st Qtr, SB
4. High Water Access to Tainter Gates, Table Rock Dam (Between $250-500K) 3rd Qtr, SB
5. IDIQ Park Maintenance Services, Greers Ferry Lake (Between $500K-$1M) 2nd Qtr, SB

Initial Outfitting Requirement
US Army Medical Materiel Center, Europe, Kaiserslautern, Germany (Between $10-$25M) 1st Qtr, SB

Integrated Design Build Initial Outfitting MATOC,
US Air Force Medical Service Healthcare Facilities Modernization Program, (Over $500M), 2nd Qtr, TBD
FY15 Opportunities – Tulsa District

1. $5M & $15M Design-Build Const SATOC (WOSB) – 3rd Qtr
2. $5M & $15M Design-Build Const SATOC (HZ) – 3rd Qtr
3. $49.5M Design-Build Const SATOC (SB) – 3rd Qtr
4. KC 46 Two-Bay Hanger (TAFB) – 4th Qtr – $50M–$100M
5. KC 46 Depot Maint Complex (TAFB) – 4th Qtr – Less than $50M
6. Gate Closure System (Broken Bow) – 4th Qtr – Less than $500K
7. Repair 4 Tainter Gates (Copan) – 4th Qtr – Less than $5M
8. Replace Flood Gate/Rehab Two Emergency Gates (Texoma) – 4th Qtr – Less than $5M
9. Install Hydro-Turbine Generator (John Redmond) – 4th Qtr – Less than $500K
10. Seal Leaks in Discharge Conduit (Pay Mayes) – 4th Qtr – Less than $500K
11. Repair Eight Service Gates (Big Hill) – 4th Qtr – Less than $5M

1-3 Within Tulsa District – Area of Responsibility
# Contract Opportunities

## Engineering Services:

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Set-Aside Decision</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>SWF AE SVCS (Design)</td>
<td>$30M*</td>
<td>Unrestricted Military</td>
<td>2Q, FY15</td>
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<td>SWF AE SVCS (Design)</td>
<td>$30M*</td>
<td>8(a) Military</td>
<td>4Q, FY15</td>
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<td>SDVOSB Military</td>
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<td>2Q, FY15</td>
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<td>SWF AE SVCS (Design)</td>
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<td>Small Business Civil</td>
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## Environmental Services:

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<tr>
<td>No upcoming solicitations at this time.</td>
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*Capacity
# Contract Opportunities (Cont)

## CONSTRUCTION (IDIQ):

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*Capacity

19
# FY 14 Small Business Achievements

<table>
<thead>
<tr>
<th>Category</th>
<th>SB Dollars Obligated</th>
<th>% Obligated w/ SBs</th>
<th>SB Goals</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>$852,500,084</td>
<td>53.89%</td>
<td>41.5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$607,434,491</td>
<td>38.40%</td>
<td>19%</td>
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<tr>
<td>Woman Owned</td>
<td>$189,278,952</td>
<td>11.97%</td>
<td>7%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned</td>
<td>$69,778,154</td>
<td>4.41%</td>
<td>4.5%</td>
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<tr>
<td>*Veteran Owned Small Business</td>
<td>$104,166,384</td>
<td>6.59%</td>
<td>N/A</td>
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<tr>
<td>HUBZone</td>
<td>$164,149,993</td>
<td>10.38%</td>
<td>11%</td>
</tr>
<tr>
<td>**HBCU/MI</td>
<td>$2,996</td>
<td>0.59%</td>
<td>2.5%</td>
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*No specific goal for Veteran Owned Small Business

**Aspiration goal. Rothe vs. DoD precludes us from setting aside educational dollars to HBCU/MI
FY 14 Small Business Success Stories

Ft. Worth District
• Job Order Contracts, Fort Hood, San Antonio, Fort Polk, and Corpus Christi Army Depot

Galveston District
• Jadwin Building Repairs and Maintenance, Galveston TX

Little Rock District
• Repair Intake Service Hoist, Clearwater Lake, MO

Tulsa District
• Repair Fuel System Equipment, Tinker AFB, OK
Top 5 Tips
Doing Business with SWD

1. Respond to sources sought and requests for information.

2. Attend all events concerning the proposal to make sure you know exactly what's expected - site visit, pre-proposal conference, etc., and read all amendments.

3. Ensure your SAM information is up to date. Visit with a Procurement Technical Assistance Center (PTAC) for SAM and proposal process assistance. Consider multiple small business certifications. Market yourself to the Districts as a SB concern with multiple-certifications and be sure your business cards and capabilities statements prominently reflect your status.

4. Form teaming agreements or subcontracting arrangements with other contractors. Subcontracting work is great for experience and understanding of Corps projects.

5. Take advantage of feedback via a de-brief with contracting officers following unsuccessful proposals.
FY 15 Items of Interest

- Monthly Houston Minority Business Council Breakfast – Houston Community College
  Date: Last Tuesday of the Month
  http://affiliate.nmsdc.org/hmsdc/

- 6TH Annual Small Business Open House and Networking Forum – Ft. Worth, Tx
  Date: Feb 06, 2015
  POC: Carolyn Staten - ceswfddsas@usace.army.mil

- Meet the Corps Day – Tulsa District – Tulsa, Ok
  Date: Feb 2015 (day to be determined)
  POC: Gene Snyman – gene.snyman@usace.army.mil
FY 15 Items of Interest (con’t)

- Arkansas Procurement Small Business Conference – Arkansas Chamber of Commerce – Little Rock, Ar
  Date: April 2015
  POC: Soila Reando – soila.t.reando@usace.army.mil

- 8th Annual Service Disabled Veteran Owned Small Business Networking Forum – Ft. Worth, Tx
  Date: May 1, 2015
  POC: Carolyn Staten - ceswfddsa@usace.army.mil

- Woman Owned Small Business & HUB Zone Conference – Ft. Worth, Tx
  Date: June 5, 2015
  POC: Carolyn Staten - ceswfddsa@usace.army.mil
## Key Small Business Contacts

**Division Leader, Office of Small Business Programs**  
Melea Crouse  
[Melea.crouse@usace.army.mil](mailto:Melea.crouse@usace.army.mil)

**District Small Business Specialists**

<table>
<thead>
<tr>
<th>Specialist</th>
<th>Location</th>
<th>Contact Details</th>
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</table>
| Carol Staten               | Ft. Worth      | Ceswfddsa@usace.army.mil  
(817) 886-1382            |
| Soila Reando                | Little Rock    | Soila.t.reando@usace.army.mil  
(501) 324-7194            |
| Ken Adams                   | Galveston      | Kenneth.w.adams@usace.army.mil  
(409) 766-3006            |
| Gene Snyman                 | Tulsa          | Gene.snyman@usace.army.mil  
(918) 669-7010            |
Key Contracting Contacts

Principal Assistant Responsible for Contracting (PARC)
Denver Heath

Regional Chief of Contracting
David Curry

Chiefs of Contracting

Kathrine Freeman – Ft. Worth
Sandra Easter – Little Rock

Curtis Cole - Galveston
Brian Brobson - Tulsa

Deputy District Engineers for Program and Project Management

Peggy Grubbs – Ft. Worth
Randy Hathaway – Little Rock

Edmond Russo - Galveston
John Roberts - Tulsa
Come Visit our Booth #327!

- Many of our key stakeholders will be waiting to talk with you at our booth.
- We have more detailed information about our opportunities at the booth.
- Solicitation Website: www.FBO.gov
- Division Website: www.swd.usace.army.mil
U.S. Army Engineering and Support Center, Huntsville

COL Robert Ruch
Commander
Awards History

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Actions</th>
<th>Obligations</th>
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<td>2007</td>
<td>3500</td>
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<td>2008</td>
<td>3800</td>
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<td>2009</td>
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<td>2010</td>
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<td>2011</td>
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<td>2012</td>
<td>4800</td>
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<td>2013</td>
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<td>7000</td>
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<tr>
<td>2014</td>
<td>5500</td>
<td>8000</td>
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### Huntsville Center’s Small Business Programs FY 14 Achievements

<table>
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<tr>
<th>CATAGORIES</th>
<th>$ OBLIGATIONS</th>
<th>% OBLIGATIONS</th>
<th># ACTIONS</th>
<th>% ACTIONS</th>
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<tr>
<td></td>
<td>$1,812,435,891</td>
<td>100%</td>
<td>4,909</td>
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<td>USACE Goals</td>
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<tr>
<td>SB</td>
<td>$782,042,066</td>
<td>36%</td>
<td>2,519</td>
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<tr>
<td>SDB</td>
<td>$388,056,362</td>
<td>13%</td>
<td>855</td>
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<td>WOSB</td>
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<td>5%</td>
<td>388</td>
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<tr>
<td>HUBZone</td>
<td>$48,229,128</td>
<td>4%</td>
<td>175</td>
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<tr>
<td>SDVOSB</td>
<td>$54,890,851</td>
<td>2.5%</td>
<td>229</td>
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<td>VOSB</td>
<td>$99,788,369</td>
<td>5.51%</td>
<td>506</td>
<td>10.34%</td>
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<tr>
<td>LG BUSINESS</td>
<td>$1,024,542,015</td>
<td>56.85%</td>
<td>2,390</td>
<td>48.72%</td>
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<tr>
<td>HBCU/MI</td>
<td>$112,000</td>
<td>*2.5%</td>
<td>85%</td>
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<tr>
<td>EDUCATIONAL(U.S. NAVY)</td>
<td>$20,190</td>
<td>*Aspirational Goal</td>
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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.
Huntsville Center Footprint

Annual Obligations: $2.5B

- Installation Support $2,050M
- Engineering $50M (includes Medical CX of $15M)
- Chemical Demil $166M
- Ordnance Explosives $390M
- Environmental and Munitions CX $109M
- Misc $29M

Personnel: 885

775 – Huntsville, AL
50 – Omaha, NE
10 – Richmond, KY
23 – Alexandria, VA
3 – Fort Worth, TX
4 – San Antonio, TX
1 – Champaign, IL
18 – Afghanistan
1 – Kazakhstan

Customers: Very diverse customer base which includes DOD and many Federal government agencies.
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

Medical Repair and Renewal Design/Build: $990M, Q3FY15
Fort Bliss Replacement Hospital IO&T: $240M, Q2, FY15
Integrated Medical Furniture BPA: $200M, Q1, FY16
Installation Support Programs – Facilities Division

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.

An excavator demolishes the former U.S. Army Reserve Center in Tuscaloosa, Ala. The center and surrounding buildings were hit by a tornado.
ACCESS CONTROL POINTS: Upgrade installation gates security equipment and facilities to meet new standards and assure consistency Army-wide.

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.

ACE-IT Radio Systems and Services: $44M, TBD
Installation Support Programs – Electronic Technology Division

- **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.

  Security upgrades at the Kennedy Center

  ESS: $450M, Q3FY15
Installation Support Programs – Electronic Technology Division

- **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.
Installation Support Programs – Military Integration Division

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

- **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.
Installation Support Programs – Energy Division

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

- **Resource Efficiency Manager (REM):** Increases assigned installation’s energy programs by identifying cost-effective programs and practices to reduce energy and water costs.

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

  **REM:** $40M, Q1FY15

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

- **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.

- **Power Procurement Agreements (PPA):** Supports EITF tools to execute third party financing investment in renewable energy source power generation.

- **Utility Energy Services Contracting (UESC):** Similar to ESPC, but works with the utility provider rather than the energy services company.
Ordnance and Explosives Programs

- Military Munitions Design Center and Remedial Action Team
  - Ordnance investigations, remedial designs, and clearances of FUDS, range support actions and construction sites.

- Chemical Warfare Design Center
  - Support to DA, DOD, State Department, and DTRA worldwide
  - Investigation and remediation of chemical munitions

International Remediation and Environmental Services: $500M, Q4FY15

- $2 billion Worldwide Remediation Services Contract

Spring Valley Formerly Used Defense Site (FUDS) near Washington D.C.
Ordnance and Explosives Programs

- International Operations
  - Afghanistan - Landmine and range clearance, environmental support, Task Force Power
  - Poland – MDA support
  - Korea – Landmine clearance, Story Training Area

Task Force Power: $14M, Q2FY15

- $2 billion Worldwide Remediation Services Contract
Chemical Demilitarization Program

- $8.5 billion program assigned in 1981 to destroy chemical weapons stockpile.
- Design and construction of 9 sites using incineration and chemical neutralization technology.
- U.S. stockpile = 31,501 tons of chemical agent, 90 percent destroyed as of Jan 2012
- Oversaw construction of Russian chemical demilitarization site.
# 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>Energy</td>
<td>Resource Efficiency Manager (REM)</td>
<td>$40M</td>
<td>Q1FY15</td>
</tr>
<tr>
<td>Electronic Technology</td>
<td>Electronic Security Systems</td>
<td>$450M</td>
<td>Q3FY15</td>
</tr>
<tr>
<td>Medical</td>
<td>Medical Repair and Renewal Design/Build</td>
<td>$990M</td>
<td>Q3FY15</td>
</tr>
<tr>
<td></td>
<td>Ft. Bliss Replacement Hospital</td>
<td>$240M</td>
<td>Q2FY15</td>
</tr>
<tr>
<td></td>
<td>Integrated Medical Furniture BPA</td>
<td>$200M</td>
<td>Q1FY16</td>
</tr>
</tbody>
</table>

This information updated 4-DEC-2014, 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>$500M</td>
<td>Q4 FY15</td>
</tr>
<tr>
<td></td>
<td>A/E Services Missile Defense Agency’s Homeland</td>
<td>$70M</td>
<td>Q3FY15</td>
</tr>
<tr>
<td></td>
<td>Task Force Power</td>
<td>$14M</td>
<td>Q2FY15</td>
</tr>
<tr>
<td>Facilities</td>
<td>ACE-IT Radio Systems and Services (ARSS)</td>
<td>$44M</td>
<td>TBD</td>
</tr>
</tbody>
</table>

This information updated 4-DEC-2014, 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).
## 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>Energy Savings Performance Contract</td>
<td>$1.5B</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td>Facilities Repair and Renewal D/B</td>
<td>$490M</td>
<td>Q3 FY15</td>
</tr>
<tr>
<td>Facilities Reduction – Central</td>
<td>$48M</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td>Facilities Reduction – Pacific</td>
<td>$48M</td>
<td>Q3 FY15</td>
</tr>
<tr>
<td>Facilities Reduction – Mid West</td>
<td>$48M</td>
<td>Q3 FY15</td>
</tr>
<tr>
<td>A-E Ranges</td>
<td>$35M</td>
<td>Q1 FY15</td>
</tr>
<tr>
<td>Operations and Maintenance Engineering Enhancement Unrestricted</td>
<td>$990M</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td>Initial Outfitting and Transition Unrestricted</td>
<td>$495M</td>
<td>Q3 FY15</td>
</tr>
<tr>
<td>Utility Monitoring and Control Systems</td>
<td>$2.5 B</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td>A/E Interior Design</td>
<td>$9M</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td>Technical &amp; Programmatic Support Services</td>
<td>$150M</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td>Multiple Environment Government Acquisition (MEGA) (CWM)</td>
<td>$400M</td>
<td>Q3 FY15</td>
</tr>
<tr>
<td>Multiple Environment Government Acquisition (MEGA) (Omaha)</td>
<td>$400M</td>
<td>Q4 FY15</td>
</tr>
<tr>
<td>MEDCOM NRMC Technical Services (GSA)</td>
<td>$23.6M</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td>Footprint Reduction (EFR)</td>
<td>$48M</td>
<td>Q1 FY15</td>
</tr>
</tbody>
</table>
Key Command Contacts

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

**Deputy Commander**
LTC Kendall Bergmann, U.S. Army Engineering and Support Center, Huntsville

**Programs Director**
Mr. Charles Ford, U.S. Army Engineering and Support Center, Huntsville
Key Small Business Contacts

Chief, Small Business Programs

Ms. Rebecca Vucinaj
Sbo-hnc@usace.army.mil
256-895-1385

Small Business Specialist

Ms. Nicole Boone
Sbo-hnc@usace.army.mil
256-895-1050
Key Contracting Contacts

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

Center Chief of Contracting
Ms. Colleen O’Keefe
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](http://www.FBO.gov)
- Center Website: [www.hnc.usace.army.mil](http://www.hnc.usace.army.mil)
- Check HNC website for contracting opportunities
Questions?
www.hnc.usace.army.mil
2014 SAME
Small Business Conference

COL Jeffrey R. Eckstein
Commander, P.E., PMP
ERDC Key Players

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

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

COL Jeffrey Eckstein, Commander, P.E., PMP

Mr. Bill Cantrell, Office of Small Business Programs

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

US Army Engineer Research and Development Center

2500 Employees
Over 1000 engineers and scientists
32% PhDs; 44% MS degrees

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

Cold Regions Research & Engineering Laboratory (Hanover, NH)
Geospatial Research Laboratory (Alexandria, VA)
Construction Engineering Research Laboratory (Champaign, IL)
Headquarters (Vicksburg, MS)
Coastal & Hydraulics Laboratory
Environmental Laboratory
Geotechnical & Structures Laboratory
Information Technology Laboratory

Laboratories
Field Offices
ERDC Program

Research Areas

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

Research Funding Types

- Reimbursable: 80%
- Direct: 20%

More than $1.1 Billion Funding

Innovative solutions for a safer, better world
ERDC Business Areas

Innovative solutions for a safer, better world through...

Military Engineering
- Adaptive Protection
- Sensor Performance
- Austere Entry/Maneuver
- Deployable Force Protection

Environmental Quality And Installations
- Adapative/Resilient Installations
- Sustainable Ranges/Lands
- Military Materials in the Environment
- Energy Security

Civil Works and Water Resources
- Navigation
- Flood Risk Management
- Infrastructure
- System-wide Water Resources
- Environmental Restoration, Regulation and Stewardship

Geospatial Research And Engineering
- Signal/Sensor Phenomenology
- Geospatial Reasoning
- Geo-Enabled Mission Command
- Battlespace Environment Awareness
- Human Terrain Analysis
Support to Combat, Stability and Disaster Operations
Providing Enduring and Essential Water Resource Solutions

Navigation

Flood and Coastal Storm Damage Reduction

Environment

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
## Small Business Program Contract Obligations

<table>
<thead>
<tr>
<th></th>
<th>FY14 Actual</th>
<th>FY14 Goals</th>
<th>GW Goals</th>
<th>FY14 Attainment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$68 mil</td>
<td>43.3%</td>
<td>23%</td>
<td>88%</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>$38 mil</td>
<td>18%</td>
<td>5%</td>
<td>49%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>$26 mil</td>
<td>7%</td>
<td>5%</td>
<td>33%</td>
</tr>
<tr>
<td>Service Disabled</td>
<td>$19 mil</td>
<td>4%</td>
<td>3%</td>
<td>29%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$20 mil</td>
<td>11%</td>
<td>3%</td>
<td>26%</td>
</tr>
</tbody>
</table>

FY15 goals are the same as FY14 goals
### FY14% of Dollars Obligated by NAICS

<table>
<thead>
<tr>
<th>%</th>
<th>NAICS</th>
<th>NAICS Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>53%</td>
<td>541712</td>
<td>Research &amp; Development in the Physical, Engineering, and Life Sciences (except biotechnology)</td>
</tr>
<tr>
<td>11%</td>
<td>334111</td>
<td>Electronic Computer Manufacturing ¹</td>
</tr>
<tr>
<td>4%</td>
<td>541690</td>
<td>Other Scientific and Technical Consulting Services (except environmental)</td>
</tr>
<tr>
<td>4%</td>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
<tr>
<td>3%</td>
<td>541519</td>
<td>Other Computer Related Services such as custom programming, integration design services, management services</td>
</tr>
<tr>
<td>3%</td>
<td>238220</td>
<td>Plumbing, Heating, and Air-Conditioning Contractors (service and repair only – no new construction)</td>
</tr>
<tr>
<td>3%</td>
<td>517110</td>
<td>Wired Telecommunications Carriers</td>
</tr>
</tbody>
</table>

¹Note ACE-IT & CHESS are 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 is required
Helpful Hints for Finding Opportunities

- ERDC’s source for opportunities is [www.fbo.gov](http://www.fbo.gov).

Follow these DODAACs:
- 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.
BROAD AGENCY ANNOUNCEMENT

- ERDC BAA
  - Basic & applied research not related to a specific system or hardware
  - Advancing state-of-the-art; increase knowledge/understanding
  - Does not focus on a specific system or hardware solution
  - The BAA is an unrestricted solicitation; no restrictions

- Go to: www.erdc.usace.army.mil
  - Select BUSINESS WITH US then CONTRACTING and ERDC Broad Agency Announcement
  - The current BAA is W912HZ14BAA01
    - This solicitation is currently open until 1-31-2015
    - The solicitation number changes each year
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
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.

<table>
<thead>
<tr>
<th>Enterprise Development and Acquisition Support:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Synchronize geospatial policies, priorities, programs, strategies and technologies across the Army Acquisition Community to ensure the efficient integration.</td>
</tr>
<tr>
<td>• Function as ASA(ALT) lead on geospatial component of Common Operating Environment.</td>
</tr>
<tr>
<td>• Provide geospatial expertise to Network Integration Evaluations.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ARMY GEOSPATIAL ENTERPRISE</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Component of Army Enterprise and NSG Architectures</td>
</tr>
<tr>
<td>• Built on open source standards</td>
</tr>
<tr>
<td>• Increases efficiency, reduces duplication, minimizes overhead</td>
</tr>
<tr>
<td>• Facilitates data sharing</td>
</tr>
<tr>
<td>• Enables Adaptive Planning</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>System Acquisition / Program Management:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Develop, acquire, and field engineer and intelligence capabilities.</td>
</tr>
<tr>
<td>• Manage technology integration, prototyping and demonstration programs.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Research, Development, Technology and Evaluation:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Conduct RDT&amp;E focused on prioritized S&amp;T requirements involving geospatial technologies that characterize and measure phenomena within the physical (terrain) and social (cultural) environments.</td>
</tr>
<tr>
<td>• Manage technology integration, prototyping and demonstration programs.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Warfighter Geospatial Support and Production:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Collect, create and provision operational-strategic-tactical imagery, elevation data, geospatial information and mission related products.</td>
</tr>
<tr>
<td>• Provide information on water location, quantity and quality.</td>
</tr>
<tr>
<td>• Provide training, technical support, and reach back capabilities to the field.</td>
</tr>
<tr>
<td>• Evaluate the Tactical Exploitation of National Capabilities.</td>
</tr>
<tr>
<td>• Undertake specialized projects and studies.</td>
</tr>
</tbody>
</table>

AGC SUMMARY
**AGC FUNDING & PERSONNEL FOOTPRINT**

**AGC Funding Types**

- **48% Reimbursable**
- **47% Supplemental**
- **5% Direct**

AGC FY14 Funding Received: $246.7M

<table>
<thead>
<tr>
<th>Funding Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASA(ALT)</td>
<td>$5,002K</td>
</tr>
<tr>
<td>Direct OMA EMAP</td>
<td>$10,327K</td>
</tr>
<tr>
<td>Direct OMA RJL7</td>
<td>$2,509K</td>
</tr>
<tr>
<td>Civil Direct</td>
<td>$400K</td>
</tr>
<tr>
<td>Civil Reimb</td>
<td>$1,400K</td>
</tr>
<tr>
<td>OCO</td>
<td>$115,847K</td>
</tr>
<tr>
<td>Cust Reimb</td>
<td>$30,100K</td>
</tr>
<tr>
<td>Cust DFC</td>
<td>$58,600K</td>
</tr>
<tr>
<td>CADDS</td>
<td>$1,030K</td>
</tr>
<tr>
<td>PEO IEW&amp;S</td>
<td>$20,950K</td>
</tr>
<tr>
<td>AGDMP</td>
<td>$595K</td>
</tr>
</tbody>
</table>

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

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

* All Military personnel are located at AGC, Alexandria, VA.
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 Reach-back
- 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
### AGC TOTAL FY14 DOLLARS OBLIGATED BY CATEGORY

<table>
<thead>
<tr>
<th>Product Service Code (PSC) Group</th>
<th>Number of Actions</th>
<th>% Actions</th>
<th>Obligated Amount</th>
<th>% Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automatic Data Processing (ADP) Equipment Software, Supplies, Equipment</td>
<td>80</td>
<td>27.68%</td>
<td>$45,837,078</td>
<td>39.83%</td>
</tr>
<tr>
<td>Automatic Data Processing (ADP) and Telecommunication</td>
<td>20</td>
<td>6.92%</td>
<td>$4,190,067</td>
<td>3.64%</td>
</tr>
<tr>
<td>Communication, Detection, and Coherent Radiation</td>
<td>8</td>
<td>2.77%</td>
<td>$398,818</td>
<td>0.35%</td>
</tr>
<tr>
<td>Education and Training</td>
<td>10</td>
<td>3.46%</td>
<td>$236,275</td>
<td>0.21%</td>
</tr>
<tr>
<td>Maintenance, Repair or Alteration of Real Property</td>
<td>1</td>
<td>0.35%</td>
<td>$30,164</td>
<td>0.03%</td>
</tr>
<tr>
<td>Office Supplies and Devices</td>
<td>1</td>
<td>0.35%</td>
<td>$49,500</td>
<td>0.04%</td>
</tr>
<tr>
<td>Research and Development</td>
<td>164</td>
<td>56.75%</td>
<td>$64,831,467</td>
<td>56.34%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>284</td>
<td>100%</td>
<td><strong>$115.5M</strong></td>
<td>100%</td>
</tr>
</tbody>
</table>
### Small Business Contracting Levels

<table>
<thead>
<tr>
<th>Small Business Category</th>
<th>FY14 Actual</th>
<th>FY15 Projected</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$43,736,784</td>
<td>$65,000,000</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$34,168,419</td>
<td>$50,000,000</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>$2,826,868</td>
<td>$10,000,000</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned</td>
<td>$38,003</td>
<td>$5,000,000</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$0</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>HBCU/MI</td>
<td>$30,000</td>
<td>$35,000</td>
</tr>
</tbody>
</table>

AGC FY15 Projected SB Contracting Levels Based on Planned Multiple Award IDIQ Contracts.
### PLANNED FY15 AGC SMALL BUSINESS CONTRACT OPPORTUNITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
<th>Contract Type</th>
<th>Planned Contract Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tactical Exploitation Information &amp; Capabilities (TENCAP) – Systems Engineering &amp; Technical Assistance (SETA) Follow-On Contract RFP: W5J9CQ-14-R-0008</td>
<td>$32.2M Base and Two (2) Option Yrs</td>
<td>Full and Open / Single IDIQ Award</td>
<td>RFP Jan 2015 / 3QFY15</td>
</tr>
<tr>
<td>AGC Systems Engineering &amp; Technical Assistance (SETA) Follow-On</td>
<td>TBD (Est: $83M)</td>
<td>SB /8a Competitive / Multiple Award</td>
<td>4QFY15</td>
</tr>
<tr>
<td>Broad Agency Announcement (W5J9CQ-13-R-0001)  <a href="https://www.fbo.gov/notices/ffb4c35ef4bb33a8a2f934aac92fc777">https://www.fbo.gov/notices/ffb4c35ef4bb33a8a2f934aac92fc777</a> (W5J9CQ-15-R-0001)</td>
<td>Dependent on Proposals Rec’d and Funding Availability</td>
<td>Full &amp; Open / SB</td>
<td>Ongoing</td>
</tr>
<tr>
<td>Military Geospatial Support (MGS)</td>
<td>Est: $148M</td>
<td>SB – Multiple Award</td>
<td>RFP: 3QFY15</td>
</tr>
<tr>
<td>Future Project: Geospatial Research, Integration, Development and Support (GRIDs) III</td>
<td>Estimated $48M SB $200M F&amp;O</td>
<td>SB and F&amp;O Multiple Award</td>
<td>3rd or 4th Qtr FY15</td>
</tr>
</tbody>
</table>

Full & Open Competition Offers SB Opportunities as both Prime & Sub-contractor.
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

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QUESTIONS??