USACE: Transatlantic Division and Engineering Centers Briefings

**Moderator:** Col. Aniello Tortora, PMP, F.SAME, USA (Ret.), Southland Energy

**Speaker:**
- Maj. Gen. Robert D. Carlson, USA, Commander, Transatlantic Division, USACE
- Col. Robert J. Ruch, USA, Commander, U.S. Army Engineering & Support Center, Huntsville
- Col. Bryan Green, USA, Commander, U.S. Army Engineer Research & Development Center
- Richard Hermann, Deputy Director, U.S. Army Geospatial Center
2015 SAME Small Business Conference
for DOD Engineering, Construction and Environmental Programs

Transatlantic Division Operations

Presenter:
MG Robert D. Carlson
Commanding General
Transatlantic Division
November 2015
The Transatlantic Division provides design, construction execution and related engineering services in direct support to the U.S. Central Command and other activities within the CENTCOM area of responsibility to establish the conditions for regional security, stability and prosperity; and on order, support for USACE worldwide contingency operations.
Construction Projects
Afghanistan: 42
Bahrain: 7
Egypt: 6
Iraq: 7
Jordan: 1
Kazakhstan: 2
Kuwait: 4
Oman: 1
Pakistan: 3
Qatar: 16
Saudi Arabia: 1
U.A.E.: 3

No current projects
Iran
Lebanon
Kyrgyzstan
Tajikistan
Syria
Uzbekistan
Turkmenistan
Yemen

USCENTCOM Area of Operations
Sample Contractor Partners

- URS-Megatech JV
- Macro Vantage Levant
- TOA Corporation
- IDS International Government Services, LLC.
- CH2M Hill, Inc.
- American International Contractors Inc.
- Assist Consultants Incorporated
- Afghan Construction Companies Umbrella
- Bryan 77 Construction JV
- Gurbat Daryabi Construction Company
### FY16 TAD Pre-Award Program

**Pre-Award: 63 @ ~$900M**

<table>
<thead>
<tr>
<th>Program/Country</th>
<th>Pre-Award</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>No.</td>
<td>PgM Amt</td>
</tr>
<tr>
<td>ANSF</td>
<td>32</td>
<td>$263M</td>
</tr>
<tr>
<td>MILCON</td>
<td>4</td>
<td>$149M</td>
</tr>
<tr>
<td>FMS</td>
<td>13</td>
<td>$310M</td>
</tr>
<tr>
<td>O&amp;M</td>
<td>3</td>
<td>$34M</td>
</tr>
<tr>
<td>Kuwait Burden Sharing</td>
<td>6</td>
<td>$140M</td>
</tr>
<tr>
<td>ERC</td>
<td>2</td>
<td>$2M</td>
</tr>
<tr>
<td>Other</td>
<td>3</td>
<td>$2.5M</td>
</tr>
</tbody>
</table>

Data as of Oct 15
FY17 Through FY21 Potential Projects

Afghanistan ($860M)
- ANDSF bases electrical interconnections
- Training facilities
- Power conversions
- Gender Upgrades
- Medical Facility Upgrades

Bahrain ($350M)
- US Naval facilities
- Infrastructure assessments and studies
- Utility System Upgrades

Egypt ($230M)
- Airfield infrastructure
- Border security
- Equipment procurements

Iraq ($144M)
- F-16 facilities (4 phases)

Jordan ($10M)
- Simulator facility

Kuwait (>$2B)
- New KMOD Hospital
- Airbase and Staff College
- Headquarters and airfield work

Oman ($200M)
- Horizontal airfield expansion
- Fuel operations

Pakistan ($8.7M)
- Security upgrades

Qatar (~$250M)
- Air defense systems
- Airfield Ops
- Deployment Facilities

Saudi Arabia (>$3B)
- Naval upgrades
- Air defense facilities
- US facilities

U.A.E. (>$500M)
- Airfield ramp, ops and weapons storage
- Air defense systems

95 projects @ ~ $7.6B
# Categories of Work

<table>
<thead>
<tr>
<th>Horizontal Const.</th>
<th>Vertical Const.</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Waterfront Development</strong></td>
<td><strong>Medical Facilities</strong></td>
<td><strong>Marine and Borrow Area Studies</strong></td>
</tr>
<tr>
<td>Roads</td>
<td>Aircraft Operations</td>
<td><strong>Environmental/UNESCO Scoping Study</strong></td>
</tr>
<tr>
<td>Pavements</td>
<td>Storage Facilities</td>
<td>Navigation Studies</td>
</tr>
<tr>
<td>Border Crossings</td>
<td>Fuel Facilities</td>
<td>Engineering Analysis</td>
</tr>
<tr>
<td></td>
<td>Barracks</td>
<td>Concept Design</td>
</tr>
<tr>
<td></td>
<td>Power Generation</td>
<td></td>
</tr>
</tbody>
</table>

- **Categories of Work**:
  - Marine and Borrow Area Studies
  - Environmental/UNESCO Scoping Study
  - Navigation Studies
  - Engineering Analysis
  - Concept Design
Overseas Construction Challenges

- Base access
- Logistics and support
- Local sponsorship – host nations’ requirements for registration
- Materials and Equipment
- Security
- Life Support
U.S. Business Opportunities Overseas

- Small businesses should
  - Become familiar with USACE projects overseas
  - Seek partnerships with experienced firms working overseas
  - Become involved with professional organizations

- Contact large businesses working on USACE projects overseas to seek sub-contracting opportunities

- Look to other agencies (State Department, Defense Logistics Agency)

- Monitor overseas embassy websites
Key Contacts

Mike Weaver
Deputy for Small Business
william.m.weaver@usace.army.mil

Tom Waters
TAM Deputy for Programs and Project Management

Craig Pierce
TAA Deputy for Programs and Project Management

Wanda Cross
TAM Contracting Chief

LTC Joe Davis
TAA Contracting Chief
COME VISIT OUR BOOTH
Booth #641

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

- Solicitation Website: www.FBO.gov
- Transatlantic Division: www.tad.usace.army.mil
- Middle East District: www.tam.usace.army.mil
Engineering Excellence!

Questions?
U.S. Army Engineering and Support Center, Huntsville

Robert Ruch
Commander
U.S. Army Engineering and Support Center, Huntsville
November 2015
Huntsville Center Footprint

Annual Obligations ~ $2.1 B

- Installation Support  $1.6 B
- Engineering  $52 M
  (includes Medical CX of $22 M)
- Chemical Demil $58 M
- Ordnance Explosives $362 M
- Environmental and Munitions CX $28 M
- Miscellaneous $23 M

Personnel: 914

804 – Huntsville, AL
22 – Alexandria, VA
4 – Arlington, VA
54 – Omaha, NE
8 – Richmond, KY
14 – Afghanistan
8 – Various PMs forward and liaisons

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

Commander
COL Bob Ruch

Deputy Commander
LTC Burlin Emery

Programs Director
Mr. Charles Ford
Major Mission Areas

- Installation Support
- Engineering
- Ordnance and Explosives
- Chemical Demilitarization
- Environmental and Munitions
Awards History

Bar chart showing obligations and actions from 2007 to 2015.

- **Actions**
  - 2007: 3,500
  - 2008: 4,500
  - 2009: 5,000
  - 2010: 5,500
  - 2011: 6,000
  - 2012: 6,500
  - 2013: 5,500
  - 2014: 5,000
  - 2015: 4,500

- **Obligations**
  - 2007: 500
  - 2008: 1,500
  - 2009: 2,500
  - 2010: 3,500
  - 2011: 4,500
  - 2012: 5,500
  - 2013: 6,500
  - 2014: 7,500
  - 2015: 6,000

The chart indicates an overall upward trend in both actions and obligations from 2007 to 2015.
### CEHNC Small Business Programs Achievements FY15

<table>
<thead>
<tr>
<th>CATEGORIES</th>
<th>$ OBLIGATIONS</th>
<th>% OBLIGATIONS</th>
<th>ACTIONS</th>
<th>% ACTIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,603,001,715</td>
<td>GOALS</td>
<td>100.00%</td>
<td>4,803</td>
<td>100%</td>
</tr>
<tr>
<td>SB</td>
<td>$706,006,445</td>
<td>36%</td>
<td>2,342</td>
<td>49%</td>
</tr>
<tr>
<td>SDB</td>
<td>$296,654,446</td>
<td>13%</td>
<td>923</td>
<td>19%</td>
</tr>
<tr>
<td>WOSB</td>
<td>$77,676,734</td>
<td>5%</td>
<td>363</td>
<td>8%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$34,586,940</td>
<td>4%</td>
<td>195</td>
<td>4%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$58,325,920</td>
<td>2.50%</td>
<td>320</td>
<td>7%</td>
</tr>
<tr>
<td>VOSB</td>
<td>$116,188,721</td>
<td>7.25%</td>
<td>557</td>
<td>12%</td>
</tr>
<tr>
<td>LG BUSINESS</td>
<td>$408,674,428</td>
<td>56.27%</td>
<td>2,461</td>
<td>53%</td>
</tr>
</tbody>
</table>

**USACE Goals**
- SB – 41.5%
- SDB – 19%
- WOSB – 7%
- HZ – 11%
- SDVOSB – 4.5%
- HBCU/MI – 5%

**As of:** 30 SEP 2015  
**Source:** FPDS

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**GOAL METRIC**

| Met Goal | 99%-80% | < 80% |

Matrix color display is based on HNC's internal goals.
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, Q1, FY16
Integrated Medical Furniture BPA: $200M, Q2, FY16
Medical Division A-E, $225M, Q3, 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.
Installation Support Programs – Facilities Division

- **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, Q2, FY16
FCBH Technical Support Services, $55M, Q1, FY16
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.
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.

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: $950M, Q2, FY16

- $2 billion Worldwide Remediation Services Contract
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

- $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>Medical</td>
<td>Medical Repair and Renewal Design/Build</td>
<td>$990M</td>
<td>Q1FY16</td>
</tr>
<tr>
<td></td>
<td>IMF BPA II</td>
<td>$200M</td>
<td>Q2FY16</td>
</tr>
<tr>
<td></td>
<td>Medical Division A-E</td>
<td>$225M</td>
<td>Q3FY16</td>
</tr>
</tbody>
</table>

This information updated 8-OCT-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>Q2FY16</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>
## 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>Q1FY16</td>
</tr>
</tbody>
</table>
Key Small Business Contacts

Chief, Small Business Programs

Ms. Rebecca Goodsell
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
2. Is your business “small”? www.naics.com
3. Market research to locate opportunities www.fbo.gov
5. Market research and registration https://www.sam.gov/portal/SAM/#1
6. Opportunities as a subcontractor http://web.sba.gov/subnet
7. Army resources www.sellingtoarmy.info
8. A guide to winning federal contracts www.sba.gov/training
9. Opening doors to federal contracting opportunities www.sba.gov/openingdoors
10. Assistance in obtaining federal contracts http://www.osdbu.gov
Visit our booth!

No. 918
Questions?
www.hnc.usace.army.mil

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Follow us: https://twitter.com/CEHNC
2015 SAME Small Business Conference

COL Bryan Green
Commander
ERDC Key Players

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

Dr. David Pittman, Deputy Director, P.E. SES

COL Bryan S. Green, Commander

Mr. Bill Cantrell, Office of Small Business Programs

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

BUILDING STRONG®

U.S. Army Engineer Research and Development Center

Construction Engineering Research Laboratory (CERL)
Geospatial Research Laboratory (GRL)
Field offices ( ) also maintained in Fairbanks and Anchorage, Alaska, and London.

Cold Regions Research and Engineering Laboratory (CRREL)

ERDC Headquarters
Coastal and Hydraulics Laboratory (CHL)
Environmental Laboratory (EL)
Geotechnical and Structures Laboratory (GSL)
Information Technology Laboratory (ITL)

Innovative solutions for a safer, better world
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
# ERDC Business Areas

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

<table>
<thead>
<tr>
<th>Military Engineering</th>
<th>Environmental Quality And Installations</th>
<th>Civil Works and Water Resources</th>
<th>Geospatial Research And Engineering</th>
</tr>
</thead>
<tbody>
<tr>
<td>* Adaptive Protection</td>
<td>* Adapative/Resilient Installations</td>
<td>* Navigation</td>
<td>* Signal/Sensor Phenomenology</td>
</tr>
<tr>
<td>* Sensor Performance</td>
<td>* Sustainable Ranges/Lands</td>
<td>* Flood Risk Management</td>
<td>* Geospatial Reasoning</td>
</tr>
<tr>
<td></td>
<td></td>
<td>* Environmental Restoration, Regulation and Stewardship</td>
<td>* Human Terrain Analysis</td>
</tr>
</tbody>
</table>

**Innovative solutions for a safer, better world**
Support to Combat, Stability and Disaster Operations
Innovative solutions for a safer, better world

BUILDING STRONG®

Providing Enduring and Essential Water Resource Solutions

Navigation

Flood and Coastal Storm Damage Reduction

Environment

Regional/Watershed Solutions

ERDC

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

<table>
<thead>
<tr>
<th></th>
<th>FY15 Actual</th>
<th>ERDC FY15 Goals</th>
<th>GW Goals</th>
<th>FY15 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$68 mil</td>
<td>43.3%</td>
<td>23%</td>
<td>69%</td>
</tr>
<tr>
<td>Disadvantaged</td>
<td>$38 mil</td>
<td>18%</td>
<td>5%</td>
<td>19%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>$26 mil</td>
<td>7%</td>
<td>5%</td>
<td>35%</td>
</tr>
<tr>
<td>SDVet</td>
<td>$19 mil</td>
<td>4%</td>
<td>3%</td>
<td>22%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$20 mil</td>
<td>11%</td>
<td>3%</td>
<td>14%</td>
</tr>
</tbody>
</table>
## FY15 % of Dollars Obligated by NAICS

<table>
<thead>
<tr>
<th>%</th>
<th>NAICS</th>
<th>NAICS Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>541712</td>
<td>Research &amp; Development in the Physical, Engineering, and Life Sciences (except biotechnology)</td>
</tr>
<tr>
<td>4%</td>
<td>541990</td>
<td>All Other Professional, Scientific, and Technical Services</td>
</tr>
<tr>
<td>4%</td>
<td>541519</td>
<td>Other Computer Related Services</td>
</tr>
<tr>
<td>4%</td>
<td>541690</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
<tr>
<td>4%</td>
<td>541511</td>
<td>Custom Computer Programming Services</td>
</tr>
<tr>
<td>4%</td>
<td>561499</td>
<td>All Other Business Support Services</td>
</tr>
<tr>
<td>4%</td>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
</tbody>
</table>

Group 541 Professional, Scientific, and Technical Services accounted for 71% of ERDC obligations in FY15
Opportunities

- IT Lab Competitive SDVet >$5 mil R&D NAICS 541712
  - CAD/BIM support
  - Scientific Software & Engineering Application R&D
  - Sensors, Measurement & Instrumentation R&D
  - Data Analysis, Integration & Assessment
  - Computational Analysis

- IT Lab Competitive 8(a) >$5 mil S&T NAICS 541990
  - Library Collection & Database Maintenance
  - System Engineering
  - Informatics
  - Digital Science
Additional Opportunities

- OSD Joint Test & Evaluation Program: MATOC
  Unrestricted for Engineering Services 10 years
  >$5 mil NAICS 541330
  - Test activities include test design, planning, execution, reporting
  - Specific activities include testing, engineering and planning, modeling & simulation, training, programming, data collection/analysis, development of briefings, test results & technical reports.

- OSD JPO (JT&E) Support Services 8(a)
  Competitive >$5 mil NAICS 541611
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
CORPS OF ENGINEERS

has Multiple Roles involving Geospatial Engineering

Chief of Engineers

Army Staff
Topographer of the Army

Commander
USACE

Chief of Branch Engineer

Joint Capabilities Area Manager (JCAM)
Operational Engineering

NGA
DoD GEOINT & NSG Functional Manager

DCS, G-2
Geospatial Information Officer

CIO/G-6
Geospatial Data Steward

ASA(ALT)
Lead for Geospatial implementation within COE

Director, Army Geospatial Center
Geospatial Engineering MOSs 125D/12Y

Director, Geospatial Research Laboratory

Regimental Advisor Senior Mentor
AGC SUPPORT TO CCMDs AND THEATER ARMIES

Regional Responsibilities

- U.S. Northern Command
- U.S. European Command
- U.S. Central Command
- U.S. Africa Command
- U.S. Pacific Command
- U.S. Southern Command
- U.S. Special Operations Command
- U.S. Transportation Command

Functional Responsibilities

US Army Geospatial Center provides Worldwide Geospatial Engineering Support
ARMY GEOSPATIAL CENTER

AGC has a **vital mission** to provide geospatial engineering in direct support of the DoD and IC.

**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.

**FUNCTIONAL AREAS**
- Warfighter Geospatial Support and Production
- Enterprise Development and System Acquisition Support
- Research, Development, Test and Evaluation

**STAFF:** ~241 (Civ 190, Mil 8, Cont 43)
  GRL ~96 (Civ 88, Mil 2, Cont 6)

**FOOTPRINT:**
- Deployed support to CENTCOM, AFRICOM & PACOM
- Office of the Chief of Engineers; Pentagon
- NGA NCE; Springfield, VA (OCE/GGB Staff)
- US Army Intelligence Center of Excellence; Ft. Huachuca, AZ
- TRADOC Capability Manager–Geospatial; Ft. Leonard Wood, MO
- USACE Transatlantic Division; Winchester, VA

AGC is the Army’s Geospatial Engineering Reach-back Center

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**AGC**

**OCC**

**CUST REIMB**

**DIRECT OMA**

**DIRECT RDTE**

**REIMB CIVIL**

**DIRECT CIVIL**

**OCO**

**FY15**

46% **44%**

7% **2%**

1% **~1%**
**Vision:** To enable geospatial information dominance.

**Mission:** To provide timely, accurate, and relevant geospatial information, capabilities, and domain expertise for Army Geospatial Enterprise implementation in support of unified land operations.

**Warfighter Support and Production**
- Collect, create and provision strategic-operational-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.

**Research, Development, Test and Evaluation**
- Conduct RDT&E focused on geospatial technologies that characterize and measure phenomena within the physical (terrain) and social (cultural) environments.
- Manage technology integration, prototyping and demonstration programs.
- Focused on Army S&T Priorities.

**System Acquisition Support**
- Provide geospatial domain expertise to Army programs and Network Integration Evaluations.
- Develop, acquire and field engineer and intelligence capabilities.
- Evaluate the Tactical Exploitation of National Capabilities.
WARFIGHTER SUPPORT & PRODUCTION

Provides geospatial engineering support to the Army’s generating and operating forces focused on fulfilling critical geospatial production gaps; provides technical reach-back, data collection, production, exploitation and dissemination of geospatial information tailored to the Army’s unique mission requirements and mission command systems.

TACTICAL SOURCE
- High Resolution 3D Data Collection (HR3D)
- BuckEye
- HALOE
- 3D Ground (Terrestrial Lidar)

TERRAIN ANALYSIS
- Engineering Route Studies
- Urban Feature Data
- Common Map Background
- Terrain Analysis
- 3D Visualization

HYDROLOGIC & ENVIRONMENTAL ANALYSIS
- World-Wide Water Resources Database
- Water Detection Response Team
- Water Security Appraisals
- Historical Photo Analysis

GEOSPATIAL DATA
- Army Commercial Imagery Office
- Data Preparation
- Data Dissemination
- Data Library Services

MILITARY SUPPORT
- Provides Geospatial Engineering Expertise
- Training
- Reach-Back Support and Production
- Deployed Support
ENTERPRISE DEVELOPMENT AND SYSTEM ACQUISITION SUPPORT

Synchronizes Geospatial Enterprise policies, priorities, programs, strategies, and technologies across the Army Acquisition Community; develops, acquires, and fields geospatial and geospatial-intelligence systems and capabilities in support of the Warfighter; and manages technology integration, prototyping, and demonstration programs to ensure the efficient integration of Geospatial Information and Services (GI&S) technologies within the Army Geospatial Enterprise framework.

ENTERPRISE DEVELOPMENT
• Lead for Geospatial Component of the Army Common Operating Environment
• System’s Engineering
• Architecture, Data Modeling & Standards Development
• AGE Certification
• Network Integration Evaluation Support
• AGE Node
• Modeling and Simulation

GEOINT SUPPORT
• Distributed Common Ground System - Army
• GEOINT Systems Engineering

IMAGERY SYSTEMS
• Tactical Exploitation of National Capabilities
• Interfaces with National Imagery Intelligence Community
• Remote Ground Terminal (RGT)

SYSTEM ACQUISITION
• Combat Terrain Information Systems
• Engineer Recon Toolkit - ENFIRE
• Army Integrated Surveying Instrument
• Global Positioning System-Surveying

SYSTEM APPLICATIONS AND INTEGRATION
• Special projects for DoD/Joint/Army/Intel Special Operations and State Department
• Department of Defense Support to Civil Authorities Automated Support System (DDASS)
• Geospatially Enabled Arlington National Cemetery (ANC)
• Marine Corps Civil Information Management System (MARCIMS)
• Command Control of the Information Enterprise (C2IE).
• NGA Water Security for Stability Operations
• Overseas Humanitarian Assistance Shared Information System (OHASIS)

SURVEY ENGINEERING, AND MAPPING TECHNICAL CENTER OF EXPERTISE
• Comprehensive Evaluation w/ Respect to Sea Level Change (CESL)
• Inland Electronic Navigational Charts (IENC) Program
• National Inventory of Dams (NID)
• Spatial Data Standards for Facilities, Infrastructure, and Environment (SDSFIE)
• USACE Survey Monumentation Archival & Retrieval Tool (U-SMART)
CONTRACTING OPPORTUNITIES

Warfighter 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

System 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
- Program Technical Support
- System Acquisition & Production

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

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
## TOP AGC FY15 NAICS Categories by Obligations to Small Businesses

<table>
<thead>
<tr>
<th>NAICS Category</th>
<th>NAICS Category Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>54</td>
<td>PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES</td>
</tr>
<tr>
<td>33</td>
<td>MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS)</td>
</tr>
<tr>
<td>51</td>
<td>INFORMATION</td>
</tr>
<tr>
<td>44</td>
<td>RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING)</td>
</tr>
<tr>
<td>81</td>
<td>OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)</td>
</tr>
<tr>
<td>31</td>
<td>CARPET AND RUG MILLS</td>
</tr>
<tr>
<td>61</td>
<td>EDUCATIONAL SERVICES</td>
</tr>
</tbody>
</table>
## SMALL BUSINESS ACHIEVEMENTS & GOALS

<table>
<thead>
<tr>
<th>Small Business Category</th>
<th>FY15 Actuals</th>
<th>FY15 Actuals %</th>
<th>FY15 Goals %</th>
<th>FY16 Targeted</th>
<th>FY16 AGC Targeted Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$56,309,829</td>
<td>56.9%</td>
<td>36.0%</td>
<td>$46,740,000</td>
<td>38%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$44,475,490</td>
<td>32.4%</td>
<td>6.0%</td>
<td>$7,380,000</td>
<td>6%</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>$6,342,745</td>
<td>14.4%</td>
<td>6.0%</td>
<td>$3,690,000</td>
<td>3%</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned</td>
<td>$1,505,354</td>
<td>2.45%</td>
<td>3.0%</td>
<td>$3,630,000</td>
<td>2%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$554,541</td>
<td>3.7%</td>
<td>2.0%</td>
<td>$2,460,000</td>
<td>1%</td>
</tr>
<tr>
<td>HBCU/MI*</td>
<td>$38,000</td>
<td>19.4%*</td>
<td>10.0%*</td>
<td>TBD</td>
<td>2.5%*</td>
</tr>
</tbody>
</table>

*Note: HBCU/MI Goal is based on percentage of total dollars spent on education*
# PLANNED FY16/17 AGC CONTRACT OPPORTUNITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
<th>Contract Type</th>
<th>Planned Solicitation Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGC Information Technology (IT) SETA Support</td>
<td>TBD</td>
<td>Individual Task Orders, Firm Fixed Price (FFP), CPFF, Competitive Award</td>
<td>On-going</td>
</tr>
<tr>
<td>GSA One Acquisition Solution for Integrated Services (OASIS)</td>
<td>TBD</td>
<td>SB /8a Competitive / Multiple Award</td>
<td>FY16</td>
</tr>
<tr>
<td>Combat Terrain Information Systems (CTIS) Hardware Integration</td>
<td>$98M</td>
<td>SB 8(a) Competitive / IDIQ / FFP</td>
<td>2QFY16</td>
</tr>
<tr>
<td>Future Project: Geospatial Research, Integration, Development and Support (GRIDs) III</td>
<td>Estimated $48M</td>
<td>SB Multiple Award / GSA OASIS</td>
<td>4QFY16 – 1QFY17</td>
</tr>
</tbody>
</table>
TOP EIGHT 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)
8. On-Ramp onto the GSA - One Acquisition Solution for Integrated Services (OASIS) contract
KEY AGC CONTRACTING CONTACTS

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QUESTIONS??