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.
Organization

Executive Office
- COL Robert Ruch (Commander)
- LTC William Burruss (Deputy Commander)
- Charles Ford (Programs Director)
- Dan Heinzelman (Director of Business Management)
- Martha Cook (Executive Officer)

Directorates
- Boyce Ross (Engineering)
- Valerie Shippers (Installation Support & Programs Management)
- John Mayes (Contracting)
- Mike Hubbard (Ordnance & Explosives)
- Sandi Zebrowski (Environmental & Munitions)
- Pat Haas (Center of Expertise)
- Audwin Davis (Chemical Demilitarization)

Staff Offices
- Angela Morton (Equal Opportunity)
- Lori Cordell-Miekle (Internal Review)
- Mark Music (Info. Mgmt.)
- Debra Valine (Public Affairs)
- Fermin Feria (Logistics Mgmt.)
- Rebecca Vucinaj (Small Business)
- Lori Byrd (Security)

Office of Counsel
- Margaret Simmons

Safety
- Victor Taylor

• 858 Personnel Authorized
  - Engineers
  - Scientists
  - Construction Experts
  - Project Managers
  - Explosive Ordnance Disposal
  - General and Administrative Professionals
  - Contract Specialists
Huntsville Center Footprint

Annual Obligations ~ $1.73 B

- Installation Support $1,160.6M
- Engineering $81.1M
(includes Medical CX of $5.7M)
- Chemical Demil $158.2M
- Ordnance Explosives $238M
- Environmental and Munitions CX $50.5M
- Miscellaneous $43.9

Personnel: 875

750 – Huntsville, AL
23 – Alexandria, VA
53 – Omaha, NE
2 – Pueblo, CO
14 – Richmond, KY
30 – Afghanistan
9 – Various PMs forward and liaisons

Customers: Very diverse customer base which includes DOD and many Federal government agencies.
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
USACE Centers of Expertise

Mandatory Centers of Expertise

- Medical Facilities
- Army Ranges and Training Lands
- Electronic Security Systems
- Environmental and Munitions
- Utility Monitoring and Control Systems

Technical Centers of Expertise

- Energy Savings and Performance Contracting
- Heating, Ventilation and Air Conditioning
- DD Forms 1391/3086 Preparation/Validation
- Installation Support
  - Facilities Reduction
  - Facilities Repair and Renewal
  - Centralized Furnishings
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

1. Fort Bliss SATOC, $240M, Q1, FY15
2. IO&T, $495M, Q3, FY14
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.
  1. Facilities Reduction, Midwest, $48M, Q3, FY14
  2. Facilities Reduction, Pacific, $48M, Q3, FY14

- **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.

- **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.
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.

- **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.

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**Electronic Security Systems**
$450M, Q2, FY15

**Utility Monitoring and Control Systems (UMCS)**

**Technical and Programmatic Support Services**
$150M, Q3, FY14

Security upgrades at the Kennedy Center
Installation Support Programs – Military Integration Division

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

A-E Interior Design, $9M, Q3, FY14

► 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. REM $40M, Q4, FY14

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

- **ESPC, $1.5B, Q3 FY14**

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.

- **Commercial Utility Program (CUP)**

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

- **Power Procurement Agreements (PPA)**

- **Redstone Combined Heat and Power, $1.2B, Q1 FY15**
Energy Portfolio Management
Pathway to Net Zero, Energy Security and Meeting Federal Mandates

- ECIP
- UMCS
- FRP
- PPA
- UESC
- ESPC
- MDMS
- CUP
- REM

Execution/Acquisition

Renewable Energy Goals
Investigation & Planning
Behavioral Changes

Conservation & Reduction Measures
Sustainment, Measurement & Verification

Presidents Performance Contracting Challenge

Energy Master Plans Net Zero Roadmaps EEAP REM
Synergistic Energy Programs

- **Leverage the energy tool box available to you:** HNC manages a suite of programs and acquisition vehicles to support Army and DoD in meeting energy, water, waste and renewable energy mandates.

- **Begins with Energy Audits**
  - The cornerstone for developing effective energy management strategies, capital investment plans, and projects to meet reduction, net zero and renewable energy goals.
  - Scalable product for a holistic, integrated and comprehensive planning approach that leverages scale (vs. fragmented approach).
  - Create vision with comprehensive energy master plan.
  - Submit plans for POM resourcing.
PPA MATOC

- $7 Billion Power Purchase Agreement (PPA) Multiple Award Task Order Contract (MATOC)
  - Awarded all technology pools (geothermal, solar, wind, and biomass)
  - Postured to facilitate EITF project pipeline
  - Used by Energy Initiatives Task Force (EITF) for projects > 10 MW
  - Tool available for use by all DoD
    - Anticipate large demand for projects < 10MW
    - HNC postured to support installation < 10MW development needs through expertise in PPA project management
What’s New

- **Army leadership in ESPC execution and ECIP validation**
  - USACE co-chaired with DOE in White House CEQ working group to improve ESPC acquisition process across the federal government
    - Army is ESPC leader across the DoD; HNC is recognized expert in third party financing (ESPC, UESC) across federal government
    - HNC executed $422M of the Army’s $498M contribution to President’s Performance Contracting Challenge
  - USACE is part of OSD working group to recommend policy changes and address programmatic issues
    - Army is recognized leader in ECIP validation through HNC
    - HNC chairs sub-committee to perform reviews and analysis of all military DD1391 life cycle cost analysis (LCCA)

- **Emphasis on Micro-grids**
  - Philadelphia District – HNC joint partnership to stand up micro-grid information sharing center of expertise
  - Focus on moving from demonstration mode into proactive deployment mode
    - A necessity to strengthening Energy Security
Energy Acquisition Opportunities

- AMC depots energy audits
- New ESPC MATOC (RFP 4\textsuperscript{th} Qtr FY14)
- New REM MATOC (RFP 4\textsuperscript{th} Qtr FY14)
- PPA Pipeline:
  - Redstone Arsenal, 25MW Combined Heat Power (CHP), RFP 1\textsuperscript{st} Qtr FY15 – HNC
  - Redstone Arsenal 10+MW Solar PV, RFP 4\textsuperscript{th} Qtr FY14 (PPA MATOC) – HNC
  - Fort Huachuca 20MW Solar PV (GSA Area-Wide w/ TEP) – Installation Contracting Office
  - Schofield Barracks 52MW Biodiesel (Lease w/ HECO) – Honolulu District

**FY14 Pipeline:**
- Fort Campbell UESC/PPA, 4.1MW Solar, RFP 4\textsuperscript{th} Qtr FY14 (PPA MATOC) – HNC
- Fort Stewart 18MW Solar PV (Lease w/Georgia Power) – Savannah District
- Fort Hood (Solar PV/Wind: requirement in development)
- Aberdeen Proving Ground (Solar PV: requirement in development)
- Fort Stewart (Solar PV; requirement in development)
- Fort Benning (Solar PV requirement in development)
- Fort Gordon (Solar PV: requirement in development)
Summary

- **Established Best Practices –**
  - Use of alternative financing mechanisms (ESPC, UESC, PPAs)
  - Acquiring resource efficiency managers (REMs)
  - Performing energy master plans and audits (EEAP)
  - Reduce energy use through Energy Mgmt Control Systems (EMCS/UMCS)

- **Key Takeaways –**
  - Leverage / maximize use of synergistic energy programs and SMEs
  - Energy Audits – Plan for them; be strategic, holistic, comprehensive
    - Submit plans for POM resourcing – *Comprehensive Energy and Water Evaluations Policy, ASA-IEE Aug 2012*
  - The Army is well-postured to support installation PPA needs
  - Don’t forget energy security – make it an integral feature of plans and projects
# 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><strong>Energy</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Energy Savings Performance Contract</td>
<td>$1.5 B</td>
<td>Q3 FY14</td>
</tr>
<tr>
<td></td>
<td>Redstone CHP</td>
<td>$1.2B</td>
<td>Q1 FY15</td>
</tr>
<tr>
<td></td>
<td>Resource Efficiency Manager</td>
<td>$40M</td>
<td>Q4 FY14</td>
</tr>
<tr>
<td><strong>Electronic Technology</strong></td>
<td>Technical &amp; Programmatic Support Services</td>
<td>$150 M</td>
<td>Q3 FY14</td>
</tr>
<tr>
<td></td>
<td>Electronic Security Systems</td>
<td>$450M</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td></td>
<td>Meter Data Management System (SATOC)</td>
<td>$40 M</td>
<td>Pre-Solicitation Open</td>
</tr>
</tbody>
</table>
## 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 and Explosives</td>
<td>US Environmental Remediation Services</td>
<td>$400M</td>
<td>Q2FY15 (Sources Sought Open)</td>
</tr>
<tr>
<td></td>
<td>International Remediation and Environmental Services</td>
<td>$500M</td>
<td>Q3FY15 (Sources Sought Open)</td>
</tr>
<tr>
<td></td>
<td>Environmental Remediation for Pacific Ocean Division AOR</td>
<td>&lt;$10M</td>
<td>TBD (Sources Sought Open)</td>
</tr>
<tr>
<td>Medical</td>
<td>Initial Outfitting and Services</td>
<td>$495M</td>
<td>Q3FY14</td>
</tr>
<tr>
<td></td>
<td>Initial Outfitting and Transition – Ft. Bliss (SATOC)</td>
<td>$240M</td>
<td>Q1FY15</td>
</tr>
</tbody>
</table>

This information updated 11-MAR-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>Facilities</td>
<td>Facilities Reduction Mid-East</td>
<td>$48M</td>
<td>Pre-solicitation Open</td>
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<tr>
<td></td>
<td>Facilities Reduction Mid-West</td>
<td>$48M</td>
<td>Q3 FY14</td>
</tr>
<tr>
<td></td>
<td>Facilities Reduction Pacific</td>
<td>$48M</td>
<td>Q3 FY14</td>
</tr>
<tr>
<td></td>
<td>Project Management Information System (P2) Operations and Maintenance Services (GSA 8A STARS)</td>
<td>$25M</td>
<td>TBD (Sources Sought Open)</td>
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<tr>
<td></td>
<td>High Performance Computing Modernization Program (HPCMP BOA) Technology Insertion 2013 (TI13)</td>
<td>$3.5M</td>
<td>Closes 14-MAR</td>
</tr>
<tr>
<td>Military Integration</td>
<td>A-E Interior Design</td>
<td>$9M</td>
<td>Q3 FY14 (Sources Sought Open)</td>
</tr>
</tbody>
</table>

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## Pending Awards (RFP/Solicitation Complete)

<table>
<thead>
<tr>
<th>Contract Type</th>
<th>Value</th>
<th>Projected Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Initiative Task Force</td>
<td>$35M</td>
<td>Q2 FY14</td>
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<tr>
<td>Facilities Repair and Renewal</td>
<td>$490M</td>
<td>Q1 FY15</td>
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<tr>
<td>HITS Technical Services (GSA GWAC ALLIANT)</td>
<td>$600M</td>
<td>Q3 FY14</td>
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<tr>
<td>HITS Technical Services (DREN) – Restricted</td>
<td>$100M</td>
<td>Q3 FY14</td>
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<tr>
<td>Facilities Reduction – North East</td>
<td>$48M</td>
<td>Q4 FY14</td>
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<tr>
<td>A-E Ranges</td>
<td>$35M</td>
<td>Q4 FY14</td>
</tr>
<tr>
<td>Operations and Maintenance Engineering Enhancement Unrestricted</td>
<td>$990M</td>
<td>Q1 FY15</td>
</tr>
<tr>
<td>Utility Monitoring and Control Systems</td>
<td>$2.5 B</td>
<td>Q1 FY15</td>
</tr>
<tr>
<td>Utility Monitoring and Control Systems JCI – SATOC</td>
<td>$450M</td>
<td>Q1 FY15</td>
</tr>
</tbody>
</table>

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Questions?
www.hnc.usace.army.mil
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
Support to Civil Works

- Support HQUSACE in meeting ASA(CW) goal of awarding $2.5M in Energy Savings Performance Contracts (ESPCs) by Dec 2013
  - Three ESPCs at SWL, NAD (HECSA/WAD), & SAM
  - Partnering with FEMP/DOE on ESPC ENABLE at NWK
- Energy Engineering Analysis Program (EEAP) audits to be completed at seven USACE sites in FY 13 to identify energy savings opportunities
- Army Central Metering Program
  - Saylorville Lake & Pump Station at Saylorville, IA was awarded 5 November 2013 for $156k, to be complete in April 2014.
  - Newburgh Lock & Dam near Newburgh, IN award is still pending FY14 funding (expected early December 2013) estimated at $108k.
  - Awards for the remaining 21 Covered Facilities will occur in late FY14 after data from the above pilots can be analyzed and site surveys completed for the subject facilities.
  - Templates for facility-level advanced metering and energy management configurations
  - Current FY14 first quarter efforts are focused on socializing the Advanced Metering concept across the CW field community; this includes publishing Draft Guidance and conducting Webinars (joint effort by HQ USACE and Huntsville Center).
  - Draft Guidance for MSCs based on architecture and templates/specifications
- Facilities Reduction Program (FRP)
  - Removed 33 structures in flood plain reclamation project for SWF
- Facilities Repair and Renewal (FRR)
  - Executed 15 projects valued $49M, including 6 new Visitor Centers
USACE HNC PPA Acquisition Tools

- **$7B PPA Multiple Award Task Order Contract (MATOC)**
  - Geothermal technology pool awarded May 2013
  - Solar technology pool awarded August 2013
  - Wind technology pool awarded September 2013
  - Biomass technology pool awarded September 2013

- **Current on going Standalone PPAs and Capability**
  - 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
Foundation Data Reach Back Support Systems Integration Enable Horizontal / Vertical Exchange

US Army Corps of Engineers
BUILDING STRONG®

2015 DoD and Federal Programs Briefs
Mr. Richard Herrmann
Deputy Director, AGC
March 24, 2014

Army Geospatial Center
Enabling Geospatial Information Dominance
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 geospatial knowledge center, by extending, filling, or connecting NSG capabilities.

**AGC SUMMARY**

**Enterprise Development and Acquisition Support:**
- Synchronize geospatial policies, priorities, programs, strategies and technologies across the Army Acquisition Community to ensure the efficient integration.
- 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 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.

**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.

**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
Common Operating Environment

- Army Acquisition Executive Directive Memorandum signed on 20DEC11 for the Common Operating Environment (COE) includes AGE technology and standard requirements/guidance;
  - Appendix L

- Working with Computing Environments (CE) to develop roadmaps to implement guidance;
  - DCGS-A a major component
  - Many other systems have requirements to produce or consume

- Coordinating with the National-Geospatial Intelligence Agency to ensure systems that use or produce geospatial information are in compliance with standards and interoperability established by the National System for Geospatial-Intelligence (NSG).
  - DoD Directive 5105.60

- Supporting Cross Cutting Capabilities (CCC) and conducting value engineering trade studies to optimize technology investments
  - Single Geospatial Foundation and Common Overlay CCCs
  - 3-D Globes

Mandates the Army to migrate towards interoperability standards, formats and architecture (enabling the AGE)
## SMALL BUSINESS ACHIEVEMENTS & GOALS

<table>
<thead>
<tr>
<th>Small Business Category</th>
<th>FY14 Current</th>
<th>FY14 %</th>
<th>FY14 Projected</th>
<th>FY15 projected</th>
<th>FY14/15 AGC Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$648,862</td>
<td>3.12%</td>
<td>$60,000,000</td>
<td>$62,000,000</td>
<td>25%</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>$639,023</td>
<td>3.08%</td>
<td>$20,000,000</td>
<td>$20,000,000</td>
<td>6%</td>
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<tr>
<td>Woman-Owned</td>
<td>$0</td>
<td>-</td>
<td>$5,000,000</td>
<td>$5,000,000</td>
<td>3%</td>
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<tr>
<td>Service Disabled Veteran-Owned</td>
<td>$48,831</td>
<td>0.24%</td>
<td>$30,000,000</td>
<td>$10,000,000</td>
<td>4%</td>
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<tr>
<td>HUBZone</td>
<td>$0</td>
<td>-</td>
<td>$4,000,000</td>
<td>$3,000,000</td>
<td>1%</td>
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<tr>
<td>HBCU/MI</td>
<td>$0</td>
<td>-</td>
<td>$5,000</td>
<td>$5,000</td>
<td>2.5%</td>
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<tr>
<td><strong>Total Dollars Awarded</strong></td>
<td><strong>$20,796,858.97</strong></td>
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<td><strong>$165,000,000.00</strong></td>
<td><strong>$175,000,000.00</strong></td>
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## FY14 DOLLARS OBLIGATED BY NAICS CATEGORY

<table>
<thead>
<tr>
<th>NAICS Category</th>
<th>NAICS Category Description</th>
<th>Number of Actions</th>
<th>Total Dollars</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>54</td>
<td>PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES</td>
<td>53</td>
<td>$16,133,954.36</td>
<td>77.7%</td>
</tr>
<tr>
<td>51</td>
<td>INFORMATION</td>
<td>14</td>
<td>$4,447,511.34</td>
<td>21.4%</td>
</tr>
<tr>
<td>61</td>
<td>EDUCATIONAL SERVICES</td>
<td>21</td>
<td>$145,307.92</td>
<td>0.7%</td>
</tr>
<tr>
<td>56</td>
<td>RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING)</td>
<td>4</td>
<td>30,163.92</td>
<td>0.15%</td>
</tr>
<tr>
<td>81</td>
<td>OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)</td>
<td>1</td>
<td>$7,500.00</td>
<td>0.04%</td>
</tr>
<tr>
<td>33</td>
<td>MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS)</td>
<td>2</td>
<td>$0.00</td>
<td>&gt;.01%</td>
</tr>
<tr>
<td>44</td>
<td>RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING)</td>
<td>1</td>
<td>$0.00</td>
<td>&gt;.01%</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>76</td>
<td>20,764,437.06</td>
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</tr>
</tbody>
</table>
## FY 14/15 CONTRACT OPPORTUNITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broad Agency Announcement (W5J9CQ-13-R-0001)</td>
<td>TBD</td>
<td>Full &amp; Open / SB</td>
<td>Ongoing</td>
</tr>
<tr>
<td><a href="https://www.fbo.gov/notices/ffb4c35ef4bb33a8a2f934ac92fc777">Link</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Combat Terrain Information System recompete</td>
<td>$97M</td>
<td>SB</td>
<td>RFP March 31, 2014</td>
</tr>
<tr>
<td>SETA Follow-On (Bridge)</td>
<td>&lt;$10M</td>
<td>SB</td>
<td>3QFY 14</td>
</tr>
<tr>
<td>Installation Geospatial Information &amp; Services (IGI&amp;S)</td>
<td>$40-$50M</td>
<td>SB</td>
<td>3QFY14</td>
</tr>
<tr>
<td>TENCAP</td>
<td>$50M</td>
<td>Full and Open with SB Opportunities</td>
<td>1QFY15</td>
</tr>
<tr>
<td>SETA Support</td>
<td>$83M</td>
<td>8(a) competitive</td>
<td>1QFY15</td>
</tr>
<tr>
<td>GRIDS III</td>
<td>$480M</td>
<td>Split between SB and LB</td>
<td>4QFY15</td>
</tr>
</tbody>
</table>
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. PERFORM & EXCEED EXPECTATIONS!!
ARMY GEOSPATIAL ENTERPRISE

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

. . . And a Spirit of Collaboration

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

**FEDBIZOPPSS.GOV**

[https://www.fbo.gov/](https://www.fbo.gov/)

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

Center Contracting Chief
Ms. Nilda Lugo

Contracts Acquisition Advocate
Mr. George Louie

Deputy for Small Business
Mr. Kyle Beagle
QUESTIONS??
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

7701 Telegraph Road
Alexandria, Virginia
22315-3865
PAO: (703) 428-3736
From Science to Solution

SOCIETY OF AMERICAN MILITARY ENGINEERS 2014

Mr. Steven Cary
Deputy Director
Research and Development
US Army Corps of Engineers
2500 Employees
Over 1000 Engineers and Scientists
32% PhDs; 44% MS degrees

$1.3 Billion Total FY13 Funding
ERDC Program

Research Areas

- Military Installations: 10%
- Civil Works: 20%
- Warfighter Support: 70%

Research Funding Type

- Direct: 15%
- Reimbursable: 85%

$1.3 Billion Total FY 13 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>
World Class R&D Facilities

- DoD Supercomputer Center
  1 of 5 in DoD

- Rapid Repair Levee
  Breach System

- Large-Scale
  Blast Simulation

- Hazardous & Toxic
  Waste Center

- Large Hydraulic Models

- Projectile Penetration
  Facility

- Environmental
  Research

Innovative solutions for a safer, better world
World Class R&D Facilities

Reachback Operations

Largest Civil Engineering Centrifuge

Permafrost Tunnels

Ice Engineering

Environmental Research

Innovative solutions for a safer, better world
Rapid Repair Using Composite Materials

- **PI:** ERDC-CERL

- **Problem/Objectives:** With recent advances in materials and processing, fiber reinforced polymer (FRP) composites offer the potential for rapid repair of critical components of navigation structures at a reduced cost and greater durability than traditionally used materials.

- **Products:**
  - Engineering Design Guidance
  - District Participation
  - Increase in USACE FRP Capabilities
  - ERDC Technical Notes
  - ERDC Technical Reports
  - Journal Papers
  - Webinars
  - Navigation e-News Articles
  - Presentations at various O&M and E&C meetings
Design, Testing, Design Guidance

FRP Composite Material

**Rehab of Corroded Steel H-Piles, East Fork Bridge, Huntington, WV.** Bring load capacity back to original at 20% of cost using traditional methods. Use composite shell, wrapped, and then filled with grout. Funding for rehab from Huntington District and FHWA.
Demonstrations

Repair concrete discharge ports at Chickamauga Dam in Tennessee.
Demonstrations

- **Recess Filler Panels at Willow Island Locks and Dam, Ohio.** Steel panels costly, heavy, and they corrode.
FY13 Product Development

- Replace Frozen Rollers on Lift Gates at Bankhead Lock & Dam in AL. The reaction rollers cease up due to corrosion and drag when gate is raised or lowered. Design a repair using polymer composite glides with no moving parts.
FY13 Product Development

Replace Frozen Rollers on Lift Gates at Bankhead Lock & Dam in AL.
FY13 Product Development

Replace Frozen Rollers on Lift Gates at Bankhead Lock & Dam in AL.
Collaboration and Leveraging

- ERDC-CERL / ERDC-CHL / ERDC-GSL
- Districts (Nashville, Huntington, Mobile, Louisville, Seattle)
- Inland Navigation Design Team & Center
- Tennessee Valley Authority
- West Virginia University, Rutgers University, North Carolina State University, and University of Miami
- OSD/Army Corrosion Prevention and Control Program
- NSF Center for the Integration of Composites into Infrastructure
- Federal Highway Administration
- US Bureau of Reclamation
Questions?
Providing Innovative Solutions for a Safer, Better World

http://www.erdc.usace.army.mil

BUILDING STRONG®