Welcome to the USACE Research and Support Centers

Moderator:
• Michael Rogers, P.E., F.SAME, CB&I Federal Services LLC

Speakers:
• Col. Robert J. Ruch, USA, Commander, U.S. Huntsville Engineering and Support Center
• Richard A. Herrmann, Deputy Director, U.S. Army Geospatial Center
• Steven Cary, P.E., SES, Deputy Director, U.S. Army Engineer Research & Development Center
Awards History

Fiscal Year

- 2007
- 2008
- 2009
- 2010
- 2011
- 2012
- 2013
- 2014

Actions

- 3000
- 4000
- 5000
- 6000

Obligations

- $0
- $500
- $1,000
- $1,500
- $2,000
- $2,500

Millions

- 2007
- 2008
- 2009
- 2010
- 2011
- 2012
- 2013
- 2014
Huntsville Center’s Small Business Programs FY 14 Achievements

<table>
<thead>
<tr>
<th>CATEGORIES</th>
<th>$ OBLIGATIONS</th>
<th>% OBLIGATIONS</th>
<th># ACTIONS</th>
<th>% ACTIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>GOALS</td>
<td>$1,812,435,891</td>
<td>100%</td>
<td>4,909</td>
<td>51.31%</td>
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<tr>
<td>SB</td>
<td>$782,042,066</td>
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<td>2,519</td>
<td>51.31%</td>
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<tr>
<td>SDB</td>
<td>$388,056,362</td>
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<tr>
<td>WOSB</td>
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<td>388</td>
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<td>HUBZone</td>
<td>$48,229,128</td>
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<td>175</td>
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<tr>
<td>SDVOSB</td>
<td>$54,890,851</td>
<td>2.5%</td>
<td>229</td>
<td>4.68%</td>
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<tr>
<td>VOSB</td>
<td>$99,788,369</td>
<td>5.51%</td>
<td>506</td>
<td>10.34%</td>
</tr>
<tr>
<td>LG BUSINESS</td>
<td>$1,024,542,015</td>
<td>56.85%</td>
<td>2,390</td>
<td>48.72%</td>
</tr>
<tr>
<td>HBCU/MI</td>
<td>$112,000</td>
<td>*2.5%</td>
<td>85%</td>
<td></td>
</tr>
</tbody>
</table>
| EDUCATIONAL (NON-HBCU/MI) | $20,190   | *Aspirational Goal |           | **Building Strong**
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

- $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

<table>
<thead>
<tr>
<th>Contract Type</th>
<th>Value</th>
<th>RFP Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Remediation and Environmental Services</td>
<td>$950M</td>
<td>Q1FY16</td>
</tr>
<tr>
<td>A/E Services Missile Defense Agency’s Homeland</td>
<td>$70M</td>
<td>Q3FY15</td>
</tr>
</tbody>
</table>

Mine clearance in Afghanistan
Medical Programs

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

Design concept of Weed ACH, Fort Irwin, California.
Medical Programs

- **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

<table>
<thead>
<tr>
<th>Contract Type</th>
<th>Value</th>
<th>RFP Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical Repair and Renewal Design/Build</td>
<td>$990M</td>
<td>Q4FY15</td>
</tr>
<tr>
<td>Fort Bliss Replacement Hospital</td>
<td>$240M</td>
<td>Q2FY15</td>
</tr>
<tr>
<td>Integrated Medical Furniture BPA II</td>
<td>$200M</td>
<td>Q1FY16</td>
</tr>
</tbody>
</table>
Installation Support Programs

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

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

  - **Energy Execution Program:** Assists Army installations and government agencies in reducing fixed installation costs by reducing energy consumption and achieving energy efficiency savings with the goal of complying with the Net Zero Energy Initiative as outlined by the Assistant Secretary of the Army for Installations, Energy & Environment.
Installation Support Programs

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

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

► **Access Control Points:** Upgrade installation gates security equipment and facilities to meet new standards and assure consistency Armywide.

► **Special Projects:** Provides the right tools and resources to meet customers’ special requirements. This program is an incubator for potential new programs, as well as a resource that either knows or tracks down the experts within the U.S. Army Corps of Engineers or Department of Defense for any given task.
Installation Support Programs

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

<table>
<thead>
<tr>
<th>Contract Type</th>
<th>Value</th>
<th>RFP Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACE-IT Radio Systems and Services (ARSS)</td>
<td>$44M</td>
<td>TBD</td>
</tr>
</tbody>
</table>

► **DLA Fuels:** Provide maintenance, inspections, repairs and emergency response actions for Defense Logistics Agency capitalized petroleum facilities on military installations worldwide, in compliance with federal, state and local code, criteria and regulations. Also supports maintenance, inspections, repairs, emergency response actions and minor construction of federally funded petroleum facilities and military installations under the jurisdiction of DLA and other DOD) and federal activities worldwide.
Installation Support Programs - Energy

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

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

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

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

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

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

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

- **Resource Efficiency Manager (REM):** REM Program increases installation energy program effectiveness by identifying programs and practices to reduce energy and water costs through a contracted subject matter expert.

<table>
<thead>
<tr>
<th>Contract Type</th>
<th>Value</th>
<th>RFP Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Resource Efficiency Manager (REM)</td>
<td>$40M</td>
<td>Q2FY15</td>
</tr>
</tbody>
</table>
Installation Support Programs - Energy

- **Utility Energy Service Contract (UESC):** Negotiates contracts with local electric, gas and water utility companies that enable the utility companies to provide federal agency customers with comprehensive energy and water efficiency improvements and demand reduction services.

- **Power Purchase Agreement Program (PPA):** Uniquely postured as an organization with the capability to deliver.

- **Supporting Office of Energy Initiatives (OEI)**
  - $7B PPA Multiple Award Task Order Contract (MATOC)
    - 91 contracts in four technologies awarded
  - Standalone PPA – Fort Bliss 20MW Solar PV
  - Standalone PPA – Redstone Arsenal 25+MW Waste to Energy (WTE) / 15MW PV
  - Can execute PPA projects on smaller (<10MW) as well
Installation Support Programs

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

<table>
<thead>
<tr>
<th>Contract Type</th>
<th>Value</th>
<th>RFP Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic Security Systems</td>
<td>$450M</td>
<td>Q3 FY15</td>
</tr>
<tr>
<td>Siemens Government Technologies</td>
<td>$200M</td>
<td>Q3 FY15</td>
</tr>
</tbody>
</table>

- 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.
## 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>Q2FY15</td>
</tr>
<tr>
<td>Electronic Technology</td>
<td>Electronic Security Systems</td>
<td>$450M</td>
<td>Q3FY15</td>
</tr>
<tr>
<td></td>
<td>Siemens Government Technologies</td>
<td>$200M</td>
<td>Q3FY15</td>
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<td>Ft. Bliss Replacement Hospital</td>
<td>$240M</td>
<td>Q2FY15</td>
</tr>
<tr>
<td></td>
<td>IMF BPA II</td>
<td>$200M</td>
<td>Q1FY16</td>
</tr>
</tbody>
</table>

This information updated 6-FEB-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

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<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>Q1 FY16</td>
</tr>
<tr>
<td></td>
<td>A/E Services Missile Defense Agency’s Homeland</td>
<td>$70M</td>
<td>Q3FY15</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 6-FEB-2015, and is subject to change. Distribution A, Approved for Public Release.

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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>Q3 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>Q3FY15</td>
</tr>
<tr>
<td>Facilities Reduction – Mid West</td>
<td>$48M</td>
<td>Q3 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>Q4 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>Q3 FY15</td>
</tr>
<tr>
<td>Multiple Environment Government Acquisition (MEGA) (Omaha)</td>
<td>$400M</td>
<td>Q1 FY16</td>
</tr>
<tr>
<td>MEDCOM NRMC Technical Services (GSA)</td>
<td>$23.6M</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td>IT Hardware Catalog Management Services (CHESS)</td>
<td>$46M</td>
<td>Q2 FY15</td>
</tr>
<tr>
<td>HITS Un-Restricted</td>
<td>$600M</td>
<td>Q3 FY15</td>
</tr>
<tr>
<td>Task Force Power</td>
<td>$14M</td>
<td>Q2 FY15</td>
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</table>
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

4. Procurement Technical Assistance Centers  
   www.dla.mil/db/procurem.htm

5. Market research and registration  
   www.ccr.gov

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/offices.html
Questions?
www.hnc.usace.army.mil

Become a fan:
https://www.facebook.com/HuntsvilleCenter

Follow us: https://twitter.com/CEHNC
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 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.

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

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.

AGC provides a decisive advantage, as the geospatial knowledge center, by extending, filling, or connecting NSG capabilities.
Mandates the Army to migrate towards interoperability standards, formats and architecture (enabling the AGE)
ARMY GEOSPATIAL ENTERPRISE

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

What does it accomplish?
- Eliminates stove pipe systems that can produce and/or consume geospatial information
- Consolidates multiple geospatial data formats, standards, schema/models, viewers and data management process that prevent a Common Operating Picture (COP) and interoperability
- Improves continuity of operations during unit Relief in Place / Transfer of Authority (RIP/TOA)
- Ensures the Army has the required geospatial products and training for exercises, pre-deployment, and system development

Connects Army systems and users to the NSG/ASG Architecture
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
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 SUPPORT**
- 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)

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

**SYSTEMS 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)

**CIVIL APPLICATIONS**
- 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)
WARFIGHTER SUPPORT DIRECTORATE

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

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

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

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

MILITARY SUPPORT TEAM
- Provides Geospatial Engineering Expertise
- Training
- Reach-Back Support and Production
- Deployed Support
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: 193 (187 Civilian & 6 Military)
- 185 Alexandria, VA
- 1 Colorado Springs, CO
- 1 Ft. Huachuca, AZ
- 1 Ft. Leonard Wood, MO
- 1 Winchester, VA
- 4 Deployed Overseas

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

Research, Development, Technology and Evaluation

- Geospatial Research and Engineering
- Geospatial Enterprise Technologies
- Advanced & Joint Concepts Technology Demonstrations (A/JCTDs)
- Fluorescence
- Remote Sensing/Image Analysis
- Surveying/GPS/Navigation
- Terrain Reasoning & Awareness
- Data Provisioning
- Geospatial Net-Centric Experimentation
- Modeling and Mapping Complex Social Systems
- Spatio-Temporal Reasoning and Numerical Analysis

Enterprise Development and Support

- Systems of Systems
- Engineering and Architecture Development
- Materiel Requirements Development
- Standards/Architecture Integration
- Geospatial Technology Integration
- Trade Studies
- Acquisition Certification
- Pilot Engineering
- Enterprise Data Modeling
- Technical Support

Systems Acquisition and Program Management

- Develop and Field Materiel Capabilities
- Application Development
- Advanced & Joint Concepts Technology Demonstrations (A/JCTDs)
- Full Lifecycle Acquisition Support
- Geospatial Engineering and Intelligence Expertise
- Systems Engineering and Requirements Integration
- Emergency Response Systems
- Program Management
- Technical Support

Warfighter Geospatial Support and Production

- Geospatial Support and Production
- High-Resolution Terrain/EO Generation
- Urban Information
- GeoPDF
- GPS Databases
- Environmental Analysis
- Transportation Analysis
- Water Prediction/Analysis
- Commercial & National Imagery Management & Dissemination
- Common Map Background
- AGE GeoGlobe
- Reach-back Support / Training
# PLANNED FY15/16 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>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>3 Mar 2015</td>
</tr>
<tr>
<td>Military Geospatial Support (MGS)</td>
<td>Est: $148M</td>
<td>SB – Multiple Award</td>
<td>1QFY16</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>2QFY16</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>Full &amp; Open / SB Multiple Award</td>
<td>2QFY16</td>
</tr>
</tbody>
</table>

Full & Open Competition Offers SB Opportunities as both Prime & Sub-contractor.
## SMALL BUSINESS CONTRACTING LEVELS

<table>
<thead>
<tr>
<th>Small Business Category</th>
<th>FY14 Actual</th>
<th>FY15 Projected</th>
<th>FY15 SB Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$43,736,784</td>
<td>$65,000,000</td>
<td>36%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$34,168,419</td>
<td>$50,000,000</td>
<td>6%</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>$2,826,868</td>
<td>$10,000,000</td>
<td>6%</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned</td>
<td>$38,003</td>
<td>$5,000,000</td>
<td>3%</td>
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<td>HUBZone</td>
<td>$0</td>
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<td>$30,000</td>
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AGC FY15 Projected SB Contracting Levels Based on Planned Multiple Award IDIQ Contracts.
<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>51</td>
<td>INFORMATION</td>
</tr>
<tr>
<td>61</td>
<td>EDUCATIONAL SERVICES</td>
</tr>
<tr>
<td>56</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>33</td>
<td>MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS)</td>
</tr>
<tr>
<td>44</td>
<td>RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING)</td>
</tr>
<tr>
<td>42</td>
<td>Computer and Computer Peripheral Equipment and Software</td>
</tr>
</tbody>
</table>
## AGC PRODUCT SERVICE CODE (PSC) BY CATEGORY

<table>
<thead>
<tr>
<th>Product Service Code (PSC) Group</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automatic Data Processing (ADP) Equipment Software, Supplies, Equipment</td>
<td></td>
</tr>
<tr>
<td>Automatic Data Processing (ADP) and Telecommunication</td>
<td></td>
</tr>
<tr>
<td>Communication, Detection, and Coherent Radiation</td>
<td></td>
</tr>
<tr>
<td>Education and Training</td>
<td></td>
</tr>
<tr>
<td>Maintenance, Repair or Alteration of Real Property</td>
<td></td>
</tr>
<tr>
<td>Office Supplies and Devices</td>
<td></td>
</tr>
<tr>
<td>Research and Development</td>
<td></td>
</tr>
</tbody>
</table>
TOP SEVEN TIPS FOR DOING BUSINESS WITH AGC

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

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Deputy for Small Business
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ARMY GEOSPATIAL CENTER

Visit AGC Website:
http://www.agc.army.mil

https://www.facebook.com/USACEAGC

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Director

Mr. Richard Herrmann
Deputy Director

Mr. Mike Harper
Warfighter Support and Production

Mr. Dan Visone
System and Acquisition Support

Mr. Michael Coley
Plans, Operations and Support

Mr. Albert Mategrano
Senior Geospatial Staff Officer

Ms. Jennifer Albert
Strategic Communications and Planning Officer

Ms. Martha Kiene
Geospatial Research Laboratory

Mr. Ritchie Rodebaugh
Geospatial Research Laboratory TD

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

Mr. Steven Cary
Deputy Director
Research and Development
US Army Corps of Engineers
Support to the Army and the Nation

Engineer Research and Development Center

- 1679 Employees (FTP)
- 1023 Scientists & Engineers
  - 232 Bachelor’s Degrees
  - 459 Master’s Degrees
  - 332 Doctorate Degrees
- $1.2 Billion in Research Facilities & Equipment
- $1.1 Billion Annual Program

Cold Regions Research and Engineering Laboratory
Hanover, NH

Construction Engineering Research Laboratory
Champaign, IL

Geospatial Research Laboratory
Alexandria, VA

Coastal and Hydraulics Laboratory
Environmental Laboratory
Geotechnical and Structures Laboratory
Information Technology Laboratory
Vicksburg, MS
# 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>Adaptive/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>Austere Entry/Maneuver</td>
<td>Military Materials in the Environment</td>
<td>Infrastructure</td>
<td>Geo-Enabled Mission Command</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

Projectile Penetration
Facility

Large Hydraulic Models

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

ERDC
Innovative solutions for a safer, better world
Supporting the Warfighter and Reducing Disaster Risks
Force Protection

Threats

Protection for soldiers in urban areas against armor-piercing rocket-propelled grenades.

Solutions

Elastomeric “Wallpaper”-named one of TIME Magazine’s Top 50 Best inventions of 2010. Increases blast resistance by a factor of 15.

Modular Protective Systems with Overhead Protection defeats blast and fragmentation from rockets and mortars.

Government Building Retrofits
**Force Protection**

**Overhead Protection for Emerging Threats**

- Overhead Protection defeats blast and fragmentation from rockets and mortars.
- Computational Fluid Dynamics (CFD) to understand complex blast loads.
- Finite Element Method (FEM) for dynamic structural response.
- Field evaluation to validate structural response & protection.
Disaster Response

Portable Lightweight Ubiquitous Gasket (PLUG)

BP Oil Response

Restored Barrier Island Configuration

Blue Roof Data Collection

Innovative solutions for a safer, better world
Innovative Mobile Applications

Blue Roof and Rapid Temporary Repair Mission
Replace clipboards with an interactive near-real time system for data tracking. From the homeowner request for assistance all the way to the final inspection of repairs, the data is 100% digital with no paper forms.

Mobile Information Collection Application (MICA)
Replace current antiquated manual system with an interactive near-real time system for data collection during flood fighting activities.

ERDC
Innovative solutions for a safer, better world
USACE Reach Back Operations Center

200+ kits deployed encrypted audio/visual data by commercial satellite

“The [UROC] work being performed at ERDC is saving soldiers in Afghanistan every day.”
- COL Rick Kaiser, Commander 20th EN Brigade

1-877-ARMY-ENG
601-634-2439 (Commercial) • 312-446-2439 (DSN)
601-634-3485 (VTC Support) • 312-446-3485 (DSN)

Email: uroc@usace.army.mil
SIPR Email: uroc@usace.army.smil.mil

Warfighter Website: https://ffetraining.usace.army.mil

24/7 ERDC Operations

Automated Route Reconnaissance Kit

6500+ Annual Reachback Requests

ERDC
Innovative solutions for a safer, better world
Transforming Civil Works

Navigation

Flood and Coastal Storm Damage Reduction

Environment

Regional/Watershed Solutions

ERDC

Innovative solutions for a safer, better world
Net Zero Energy (NZE) Installations

Energy Conservation (New & Existing Facilities)

Renewable Power Production

Technology Demonstrations

Holistic NZE Installation

Power & Energy Architecture & Controls

Operational Issues Humidity & Mold

Modeling & Simulation

Phase change materials
Corrosion Prevention and Control

Self Healing Coatings

Tank Washrack Water pipe
Fort Bragg, NC

Deluge Tank for fire suppression at Fort Campbell Army Airfield, KY

Sustainable Materials

$20.8B in annual costs to DOD

4.7 ton load limit
70-plus ton load limit

Electro-Osmotic Pulse
Before
After

Reactive Vitreous-Coatings on Reinforcement Steel

Army R&D Award Winner

Remote Structural Health Monitoring and Corrosion Rate Modeling of Bridges

FLC Award Winner
R&D 100 Award Winner
Army R&D Award Winner
Invasive Species

Registered new herbicides with USEPA and developed new use patterns for managing resistant populations.

Armored Catfish threatening levees

Chemical/mechanical control followed by restoration in areas affected by Phragmites in Great Lakes Restoration Initiative.

Biocontrol Agents
Controlling the Asian Carp

Swim Performance Studies of Carp for Electrical Barrier Settings
Climate Change and Sea Level Rise Risks to Naval Station Norfolk

Demonstrate a rigorous, yet flexible approach to quantitatively evaluate risks to critical military assets and mission capabilities threatened by a range of SLR, tidal fluctuation, and storm stage-frequency hazards.

Approach
- **Characterize** the impacts
- **Decompose** mission & infrastructure systems
- **Pinpoint** vulnerabilities
- **Identify** thresholds or tipping points
- **Quantify** risks
- **Communicate** these to the field

ERDC
Innovative solutions for a safer, better world
Providing Innovative Solutions for a Safer, Better World

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