Acquisition Directorate

Procurement Policy & Oversight

Small Business & Industry Programs Overview

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Director of Small Business & Industry Liaison Programs



USCG CONTRACTING ENTERPRISE

A Community of Practice

The USCG Contracting Enterprise is an effective and high-performing organization, demonstrating flexibility, responsiveness, efficiency, agility and transparency and is recognized as a strategic asset in accomplishing the USCG mission set. We are trusted advisors, delivering reliable expertise and valued services to our partners throughout the acquisition life cycle. We are committed to results and our decisions drive optimal business outcomes. We employ best practices and creative strategies to continuously improve our performance. USCG is an employer of choice and a center of excellence for contracting professionals. -Semper Paratus



STRATEGIC GOALS FOR 2016-2021

People

Build and Develop the USCG Contracting Workforce to be Prepared for 21st Century Challenges

Culture

Establish the USCG Contracting Enterprise as a High Performing Organization and an Employer of Choice

Processes

Modernize Business Processes and Raise Technical Caliber of the USCG Contracting Enterprise

Technology

Enable the USCG Contracting Enterprise with Effective Tools to Promote Agility and Efficiency



The USCG Contracting Enterprise
CG-912 & CG-913
ALC
C4ITSC
SILC-BSS
SILC-CON
SFLC

OUR CORE VALUES

Integrity

We are committed to the highest ethical standards, exhibiting honesty and fairness in everything that we do and we are willing to do the same things we ask of others.

Partnership

We are dedicated to satisfying customer needs through thoughtful collaboration, focused communication and trusted relationships.

Respect

We cultivate a positive teamwork environment where everyone is encouraged to openly share opinions and views and everyone's contributions are valued.



Empowerment

We foster a high-performing workforce which takes initiative and responsibility for proactive decision-making and we hold ourselves accountable for results.

Quality

We set high standards and are committed to achieving excellence in our work products and in the guidance we provide.

Innovation

We are open-minded, pioneering and creative in delivering our best business judgment.

Purpose-driven Commitment

We are committed to our purpose of supporting the USCG mission by continually evolving as an organization to provide outstanding contracting and procurement support.

Acquisition Directorate
Procurement Policy & Oversight

PRIORITIES FOR USCG CONTRACTING ENTERPRISE

Competition

- Drives innovation
- Drives down costs

Standardization and Commonality

- Timely award of contracting instruments
- Portfolio management and compliance oversight
- Mission execution with current resources using demand signal optimization
- Enable continuity between current and new/planned assets
- Facilitate asset maintenance (acquisition-to-sustainment)

PRIORITIES FOR USCG CONTRACTING ENTERPRISE

Affordability

- New assets, equipment and services must fit into the Coast Guard budget
- Accurate life-cycle cost estimates are crucial in demonstrating affordability

Industry Outreach

- Establish more effective communication between Coast Guard and Industry to inform better mission outcomes

Delivering Value

- Leverage USCG Contracting as a strategic asset with the ability to impact the Service's fiscal position

FY18-20 Small Business & Industry Engagement Strategic Plan



MISSION STATEMENT

"To maximize and expand small business inclusion, industry engagement and business opportunities within USCG Contracting Enterprise."

VISION STATEMENT

"Create a USCG Contracting Enterprise culture that views small businesses and industry as: 1) Relevant 2) Economical 3) Advanced 4) Deliverable and 5) Yielding (R.E.A.D.Y) to support the execution of the USCG mission. "

1 LEADERSHIP: Empower the USCG Contracting Enterprise to drive meaningful engagement; industry outreach; and small business inclusion for mission achievement.

- **FY18** Engage USCG acquisition community across all levels to define empowerment needs, myth-busting roles and responsibilities, as well as strategic outreach priorities.
- **FY19** Implement myth-busting industry communication roles and responsibilities plan, annual strategic outreach plan and common core knowledge checks
- **FY20** Instill a culture of success through federal-wide thought leadership by executing USCG's commitment to value add industry engagement .



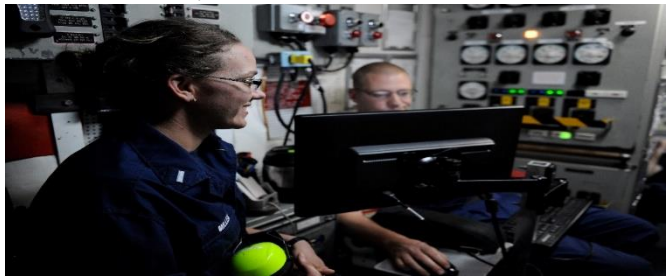
2 STAKEHOLDER ENGAGEMENT: Collaborate to implement databased industry analysis to produce robust industry engagement outcomes for the USCG Contracting Enterprise.

- **FY18** Identify the business needs of USCG internal acquisition stakeholders (i.e. KO's/PMs/CORs) to increase acquisition transparency and enhance the relationship between the USCG Contracting Enterprise and industry.
- **FY19** Identify the business needs of stakeholders external to the USCG in support of program outcomes and mission achievement.
- **FY20** Establish formal information exchange systems, engagements and/or resources that ensure stakeholders' (internal and external) needs are advance.



3 SERVICE: Provide sustainable and innovative business solutions that meet strategic priorities and business needs of USCG Contracting Enterprise.

- **FY18** Define engagement business needs that identify and address gaps between USCG Contracting Enterprise's current state and those of desired state, while socializing the role of the Director of Small Business & Industry Liaisons Programs.
- **FY19** Implement streamlined processes, policies and/or programs to increase efficiency and drive alignment with USCG Contracting Enterprise community of practice and industry development.
- **FY20** Provide sustainable, tailored, and innovative programs and policies that deliver accurate, timely, and transparent solutions for the USCG Contracting Enterprise and industry.



4 OUTREACH: Promote the dissemination of information related to mission outcomes for stakeholders.

- **FY18** Assess policies, technology, processes, and outreach methods to determine their return on mission outcomes
- **FY19** Execute foundational outreach strategies and initiatives that remove barriers and maximize return on mission outcomes
- **FY20** Promote the results of the USCG SB & Industry Liaison Program to value-add stakeholders (internal/external).



R.E.A.D.Y…SET…GROW

RELEVANT

1

INDUSTRY

- Industry is a valued partner to the USCG Contracting Enterprise

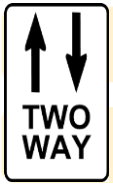
USCG CONTRACTING ENTERPRISE

- USCG Contracting Enterprise is Open for Business to Industry



2

ECONOMICAL



INDUSTRY ➢ Understands competitive and innovative pricing

USCG CONTRACTING ENTERPRISE ➢ Communicates the business need(s) for mission outcomes

3

ADVANCED

- ❑ Industry and USCG Contracting Enterprise embrace innovation
- ❑ Industry and USCG Contracting Enterprise embrace risk
- ❑ Industry and USCG Contracting Enterprise create business value metrics



4

DELIVERABLE

- ❑ USCG Contracting Enterprise communicates milestones for mission outcomes
- ❑ Industry activities are actionable, measurable, and will result in the intended mission outcomes



5

YIELDING

- ❑ Mission Achievement
- ❑ Industry & USCG Contracting Enterprise are:

"Semper Paratus"

For small business policy and industry engagement inquires contact:

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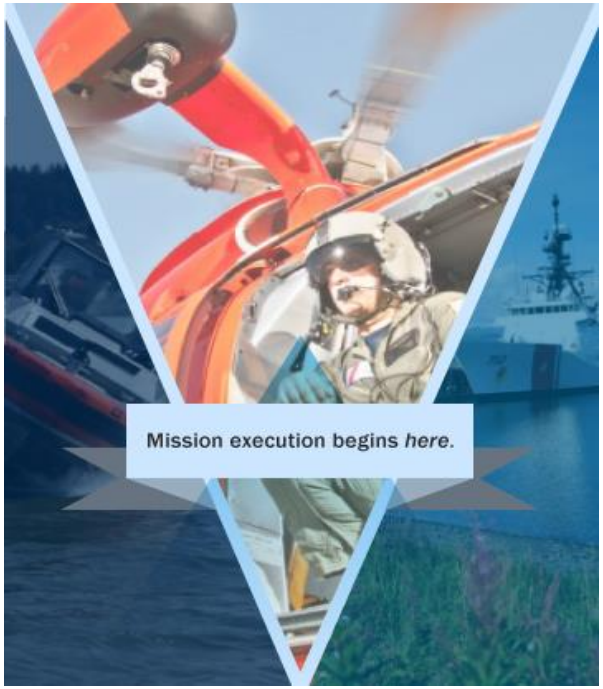
NOTE:
Please contact the cognizant Small Business Specialist (SBS) in the command or logistics center with procurement questions regarding specific requirements germane to each Chief of Contracting Office (COCO) and marketing capabilities . For SBS Point of Contact Information visit:
http://www.dcms.uscg.mil/Our-Organization/Assistant-Commandant-for-Acquisitions-CG-9/Doing-Business/Small-Business-Representatives/

FINISH

STRATEGIC FOUNDATION = READY-STATE;INDUSTRIAL BASE

Doing Business with the

USCG Contracting Enterprise



Acquisition Directorate

By the Numbers……..

FY 17 Dollars
$3.4B

FY 17 TOP 5 NAICS

NAICS	$'s
336611 SHIP BUILDING AND REPAIRING	$1.1B
541330 ENGINEERING SERVICES	$234M
336413 OTHER AIRCRAFT PARTSEQUIPMENT MANUFACTURING	$172M
541611 ADMINISTRATIVE MANAGEMENT CONSULTING SERVICES	$144M
541512 COMPUTER SYSTEMS DESIGN SERVICES	$106M

FY 17 SB Achievements

Category	Achieved
Total SB	40.21%
SDB	16.20%
WOSB	6.43%
SDVOSB	5.12%
HUBZone	4.43%

FY 17 TOP 5 PSCs

1990 MISCELLANEOUS VESSELS

1905 COMBAT SHIPS AND LANDING VESSELS

R425 ENGINEERING TECHNICAL SUPPORT

J016 MAINT/REPAIR OF EQUIPMENT

D399 IT AND TELECOM









UNITED STATES COAST GUARD
Chiefs of Contracting Office

Who and Where are We?



As of 12/05/2017

Chief of Contracting Offices (COCO) Areas of Responsibilities (AORs)

Office of Contract Operations (CG-912)

Support Acquisitions for:

- CG HQs
- C4IT
- Aircraft Major Systems
- Marine Vessel Major Systems

Aviation Logistics Center (ALC)

Support Acquisitions for Aviation Fleet:

- Engineering
- Supply
- Logistics
- Depot Maintenance

Command, Control, Communications, Computer & Information Technology (C4IT)

Support Acquisitions for C4IT Service Center:

- IT Operations and Maintenance
- Hardware
- Software
- IT Services

Shore Infrastructure Logistics Center-Construction (SILC-CON)

Support Acquisitions for shore infrastructure:

- Construction
- Architecture
- Engineering

Shore Infrastructure Logistics Center-Base Support (SILC-BSS)

Support Acquisitions for Base Operations:

- Supplies
- Services

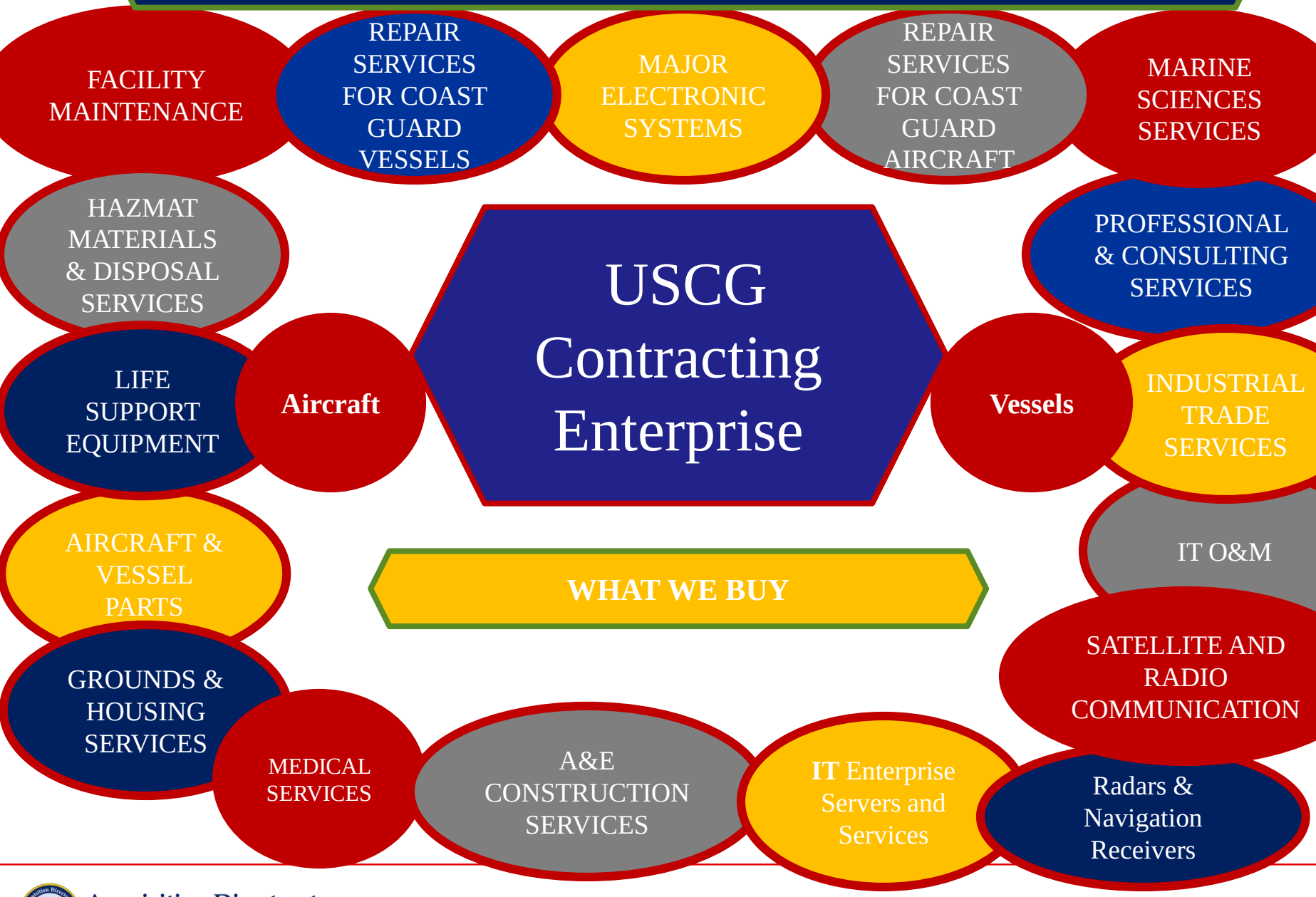
Surface Forces Logistics Center (SFLC)

Support Acquisitions for Fleet:

- Engineering
- Supply
- Logistics
- Depot Maintenance

9

THE USCG BUYING CONTINUUM



DHS Strategic Sourcing Directive* & USCG Contracting Enterprise Spend Analysis

% of $'s Spent

OASIS — 51.3%
Scope: Professional Service IDIQ for 1) Pro Mgmt 2) Mgmt Consult 3) R&D 4) Eng 5) Log and 6) Fin

PACTS II — 1.5%
Scope: Professional Services IDIQ for non-IT 1) Pro Mgmt, 2) Admin, 3)Ops and Tech Services

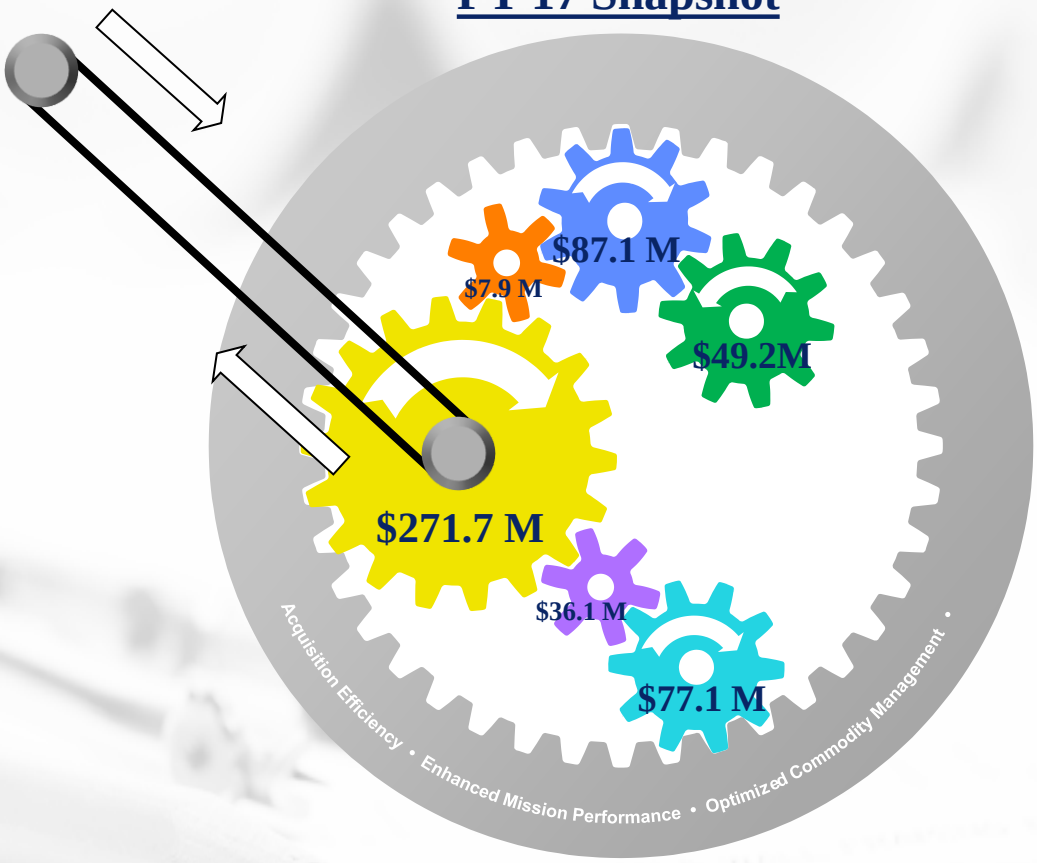
EAGLE II — 9.3%
Scope: Professional Services IDIQ for IT End-to-End Solutions Support

TABSS — 14.6%
Scope: Technical, Acquisition and Business Support Services. **Phased Out to OASIS**

Architecture and Engineering Services II — 16.5%
Scope: Architectural Engineering services IDIQ

First Source II — 6.8%
Scope: IT commodity products IDIQ in, but not limited to 1) Hardware 2) Software 3) Peripherals, Netwk 4) Infrast Support

FY 17 Snapshot



Total $'s Spent: $529.3 M

*DHS Directive **060-01**

Overview of USCG SILC-CON

Homeland Security

CG Shore Infrastructure

United States Coast Guard



•Industrial Facilities &
•Integrated Support Commands



•Sectors & Stations



•Housing & Barracks



•Training Centers



•Air Stations

- CG controls approx 2/3 of DHS's portfolio
- 25,900+ Buildings and Structures
- ~ 2,000 Sites, Covering 90,000+ Acres
- ~43Year Average Building Age



•Waterways

Overview of USCG SILC-CON

Homeland Security

Facilities Design & Construction Center (FD&CC)

United States Coast Guard



- Two Locations – Norfolk and Seattle
- Roughly 43 personnel, set up for ~$125M annual budget
- Primarily AC&I funded
- Area of Responsibility: United States and territories
- Primary Construction contract mechanism is the DHS/CG Strategic Sourcing Vehicle - National Multiple Award Construction Contract (NMACC).
  - Design-Build with bridging documents (~15% design)
- RFP development is done via in-house or with Architect/Engineering firms

USCG CIVIL ENGINEERING UNITS (CEU) OVERVIEW

CEU CLEVELAND

*Supports 11 installations & forward operating locations
*Manages and executes A&E, Aids to Navigation (ATON) and Maintenance Repair Projects
*Primarily Utilizes RMACC, 8(a)s and Invitations for Bid (IFBs)

CEU HONOLULU

*Supports Hawaii, Guam and the Pacific
*Manages maintenance-repair construction projects
*Primarily Utilizes RMACC, A&E IDIQ

CEU JUNEAU

*Supports 11 installations in the state of AK & forward operating locations (FOLs)
*Manages and executes A&E, Aids to Navigation (ATON) and Maintenance Repair Projects
*Primarily Utilizes RMACC, 8(a)s and Invitations for Bid (IFBs)



CEU MIAMI

*Supports 11 installations & forward operating locations
*Manages and executes A&E, Aids to Navigation (ATON) and Maintenance Repair Projects
*Primarily Utilizes RMACC, 8(a)s and Invitations for Bid (IFBs)

CEU OAKLAND

*Supports 11 installations & forward operating locations
*Manages and executes A&E, Aids to Navigation (ATON) and Maintenance Repair Projects
*Primarily Utilizes RMACC, 8(a)s and Invitations for Bid (IFBs)

CEU PROVIDENCE

*Supports 11 installations & forward operating locations
*Manages and executes A&E, Aids to Navigation (ATON) and Maintenance Repair Projects
*Primarily Utilizes RMACC, 8(a)s and Invitations for Bid (IFBs)

USCG Construction Contracting
SILC *National & Regional Multiple Award Construction Contracts (N/RMACCs)*

SILC-CON:

- **In order to expedite the processing of contracts for Design/Build requirement needs, the preferred USCG method of contracting is through the placement of orders via the DHS-Wide National Multiple Award Construction Contracts (NMACCs)**
  - ✓ Types of scopes include:
    - Design/build construction
    - Performance based construction
    - Design-bid/build construction (e.g. prescriptive specs/drawings)
    - Combination of any of the above
  - ✓ Types of work that can be accomplished on a task order include:
    - General construction
    - Marine construction
    - Demolition
    - Historical restoration



USCG Emergency Contracting
SILC Basic Ordering Agreements (BOAs)

SILC-BSS:

- **In order to expedite the processing of contracts for containment and clean-up of oil and hazardous substance spills, the preferred USCG method of contracting is through the placement of orders against Basic Ordering Agreements (BOAs)**

  - ✓ Services in oil/hazardous substance cleanup, equipment, material or other services as they relate to cleanup.
    (e.g. NAICS 562910)
  - ✓ U.S. Coast Guard's Oil Spill Removal Organization (OSRO) Classification Program Guidelines



KEY TAKEAWAYS FOR DOING BUSINESS WITH USCG

Accessibility:

- Understand the various strategic sourcing vehicles that USCG utilizes for acquisition efficiency and leverage these vehicles for business development

Capability:

- Understand your company's core capabilities and hone in on your capabilities to meet the USCG's business needs



Transferability:

- Understand your variety of past performance(s) and demonstrate through proposal responses how it applies to the USCG business needs

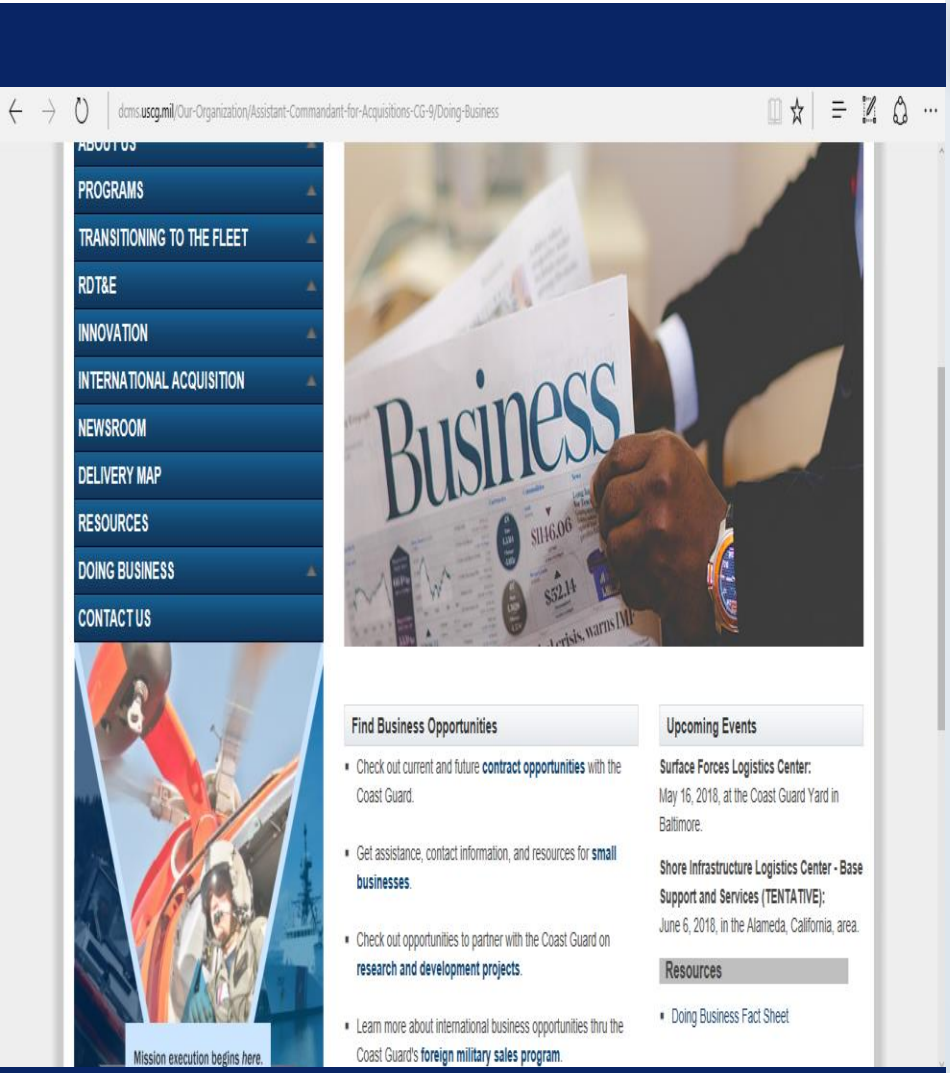
DHS Acquisition Planning Forecast System (APFS)

How to find USCG projected procurement opportunities



http://apfs.dhs.gov/

USCG Small Business Representatives



SMALL BUSINESS PROGRAM CONTACTS

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NOTE:
Please contact the cognizant Small Business Specialist (SBS) in the command or logistics center with procurement questions regarding specific requirements germane to each Chief of Contracting Office (COCO) and marketing capabilities .

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