

U.S. ARMY CORPS OF ENGINEERS, ENGINEERING AND SUPPORT CENTER, HUNTSVILLE



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U.S. ARMY CORPS OF ENGINEERS

HNC

Cutting-Edge Innovation **GLOBAL ENGINEERING SOLUTIONS**
Specialized Technical Expertise



U.S. ARMY



US Army Corps
of Engineers.





U.S. ARMY

MISSION & VISION



our

MISSION:

Provide **specialized technical expertise**, **global engineering solutions**, and **cutting-edge innovations** through centrally managed programs in support of national interests

our

VISION:

A **certified, professional workforce** with an expeditionary mindset capable of **pioneering solutions** to unique, complex and high-risk missions in **strengthened partnership** with the USACE enterprise, key DOD stakeholders and our strategic allies





U.S. ARMY

AREA OF OPERATIONS

HNC



Colonel

Sebastien P. Joly

Commander, U.S. Army Engineering
& Support Center Huntsville

The U.S. Army Engineering & Support Center Huntsville (**CEHNC**) employs approximately 1,006 Civilian Employees and Military personnel.

CEHNC supports specialized missions that require **unique technical expertise** in programs that are generally **national** or **very broad in scope**. The **Center** supports tasks not normally accomplished by a Headquarters U.S. Army Corps of Engineers element; tasks that require a **centralized management structure**, integrated facilities or systems that **cross geographic division boundaries**; and tasks that require commonality, standardization, multiple-site adaption or technology transfers.

Unlike the Corps' traditional geographically based organizations, the **Center** is not tied to water or other geographic boundaries. Instead, **Huntsville Center** is able to provide **specialized support** to all of the Corps' divisions and districts throughout the world.



**CEHNC CROSSES
ALL 9 MSC BOUNDARIES**



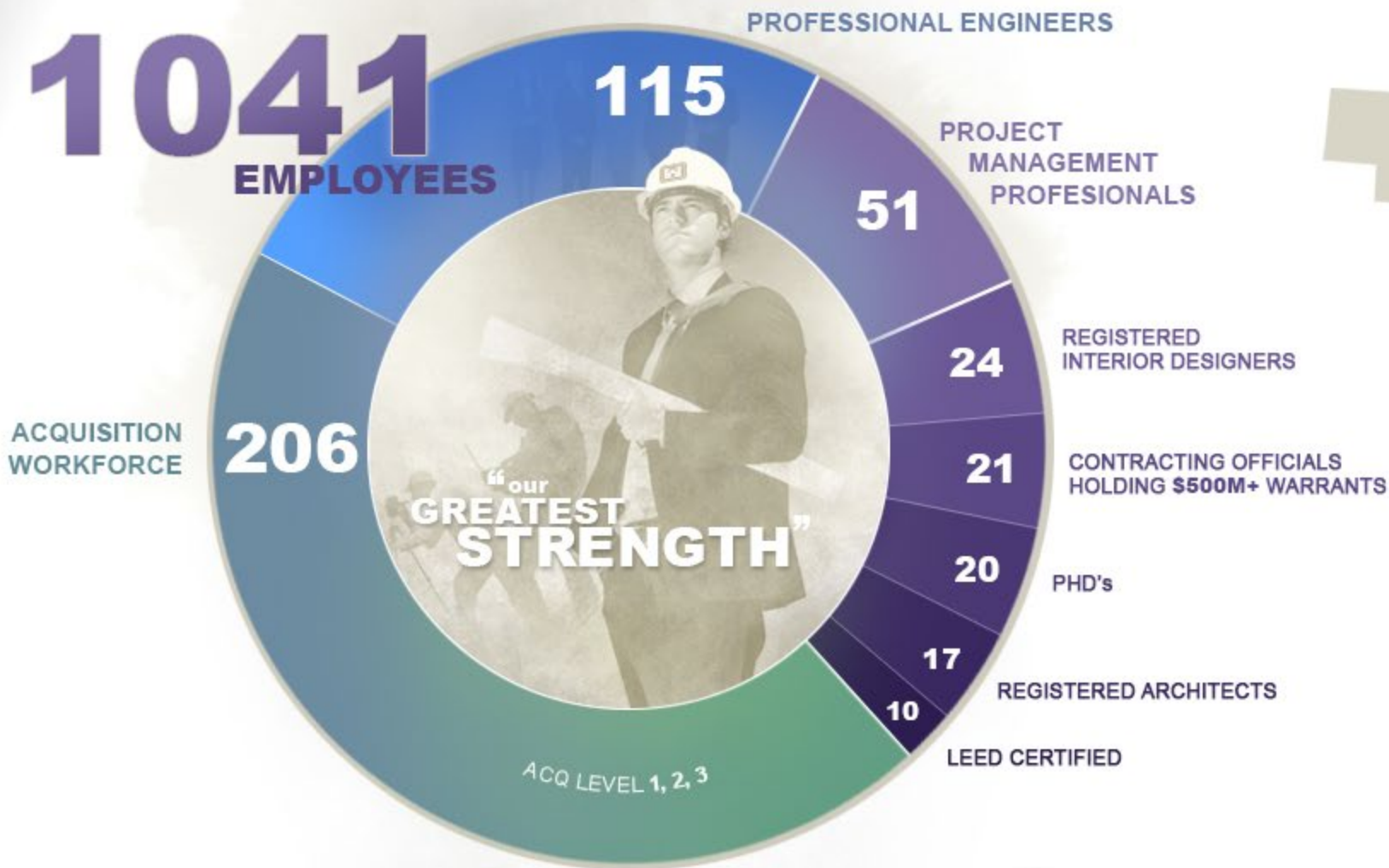


U.S. ARMY

PROFESSIONAL WORKFORCE



PEOPLE: The Huntsville Center's **greatest strength** is its people – the intelligent, adaptable and professional **Soldiers** and **civilians** who deliver vital public and military **engineering solutions** and services to the nation and its partners.



LOCATIONS





U.S. ARMY

AT A GLANCE



5 PORTFOLIOS

- MEDICAL
- BASE OPERATIONS & FACILITIES
- ENERGY
- OPERATIONAL TECHNOLOGY
- ENVIRONMENTAL

PROGRAM AREAS

41

PROJECTS

2000+
WORLD-WIDE



8

MANDATORY CENTERS OF EXPERTISE

6

TECHNICAL CENTERS OF EXPERTISE

17

CENTERS OF STANDARDIZATION

\$2.3B
ANNUAL
OBLIGATIONS

BUILD
STRONG

No MILCON, no Civil Works

Programs and projects assigned by HQs which:

- Require **centralized** program management, unique/highly specialized/niche **technical expertise**, are **national** or **broad in scope** (cross MSC boundaries), require systems functionality, commonality, and/or adaptation, or require **emerging technology** which later must promulgate across the enterprise
- We provide **back-up** to MSCs/Districts as required










U.S. ARMY

LINES OF EFFORT



	END USERS	STRATEGIC PARTNERS	PROGRAMS	KEY ACQUISITIONS	EFFECT
 MEDICAL	<ul style="list-style-type: none"> • HOSPITAL COMMANDERS • MEDICAL RESEARCH • HEALTH CARE PROVIDERS • VETERANS AFFAIRS 	DHA, HQ/USACE, DVA	<ul style="list-style-type: none"> • MEDICAL CX • RENOVATION • OUTFITTING • OPERATIONS & MAINTENANCE 	<ul style="list-style-type: none"> • MFAES • MATOC • WHICS • SATOC 	Evidenced-based health facilities that enable world-class health care
 BASE OPS & FACILITIES	<ul style="list-style-type: none"> • INSTALLATION COMMAND TEAMS • PUBLIC WORKS • MISSILE DEFENSE AGENCY • DEFENSE LOGISTICS AGENCY 	ASA IE&E, G-9, DoD IMCOM, HQ/USACE, AMC, USACE MSCs, USARC/RSCs, USARC/RDs	<ul style="list-style-type: none"> • FACILITY ENHANCEMENT & BASE OPS • CRITERIA & STANDARDS • ACCESS CONTROL • DLA FUELS • RANGES/MISSILE DEFENSE CX 	<ul style="list-style-type: none"> • REGIONAL MATOCS 	Sustainable, integrated, and secure installations that allow commanders to focus on readiness
 ENERGY	<ul style="list-style-type: none"> • INSTALLATION COMMAND TEAMS • ENERGY MANAGERS 	OEI, G-9, OEA, DoD, AFCEC, ESCO, DOE/FEMP, IMCOM, HQ/USACE, DASA-ES, ASA-IE&E	<ul style="list-style-type: none"> • PLANNING • EXECUTION • SUSTAINMENT, MEASUREMENT & VERIFICATION • THIRD PARTY FINANCE/PPA 	<ul style="list-style-type: none"> • 3rd PARTY • MATOC • GSA 	Comprehensive, cyber-secure, and integrated energy security/resiliency/efficiency solutions that enable customers to make decisions, troubleshoot, and manage critical infrastructure
 OPERATIONAL TECHNOLOGY	<ul style="list-style-type: none"> • FACILITY MANAGERS • UTILITY MANAGERS • INFRASTRUCTURE MANAGERS 	DoD, VA, USACE DISTRICTS, HQ/USACE	<ul style="list-style-type: none"> • ELECTRONIC SECURITY CX • CIS2 • ICS CYBER-SECURITY CX • UMCS METERING CX 	<ul style="list-style-type: none"> • ESS V • UMCS IV • FEM • GSA 	Increased security, productivity, and efficiency of facilities
 ENVIRONMENTAL	<ul style="list-style-type: none"> • USACE DISTRICTS • INSTALLATIONS • COMBATANT COMMANDS • US AIR FORCE 	ASA IE&E, EPA, OSD, G-9, MSCs, DTRA, ACWA, HQ/USACE, CARA	<ul style="list-style-type: none"> • ORDNANCE RESPONSE ACTIONS • CHEMICAL WARFARE MATERIEL RESPONSE • CHEMICAL/RADIOACTIVE/MUNITIONS CONTAMINATION • USACE ENVIRONMENTAL & MUNITIONS CX 	<ul style="list-style-type: none"> • MEGA • WERS • GSA 	Expertise, facilities, and lands that ensure protection of human health and the worldwide environment



U.S. ARMY

TEN THINGS ABOUT HNC...



1. WE DO NO MILCON OR CIVIL WORKS

- We upgrade, repair, sustain & maintain existing facility, utility, infrastructure & lands
- We provide back-up support to MSC/GDs
- We have great depth in technical SME

2. WE DO NOT HAVE GEOGRAPHIC BOUNDARIES

- We execute programmatically w/ 41 programs
- Our programs are unique, niche, technically complex or cutting edge, low density or require central program management

3. WE HAVE A STANDING LNO PROGRAM

- GS-15 Directors w/ HQs and strategic stakeholder
- GS-15 Division Chiefs w/ USACE MSCs
- GS-14 Branch Chiefs w/ USACE GDs

4. WE ARE ASSIGNED 14 CENTERS OF EXPERTISE

- 8 Mandatory Centers of Expertise
- 6 Technical Centers of Expertise

5. WE HAVE MAJOR CONTRACT TOOLS (\$100M+)

- Environmental, Energy, FRR/FRP/MRR, UMCS/ESS, Land Clearance, P&P, BMD AE, etc.

6. WE HAVE CUTTING EDGE EXPERTISE

- Medical Facilities
- Control Systems Cyber Security (Tech & Execution) (RMF/ATO)
- Facilities Technology Integration
- Low Voltage Systems

7. WE HAVE OTHER CRITICAL CAPABILITIES

- Ordnance & Explosives Assessment/Remediation/Demilitarization
- HTRW/Chem/Bio/Nuclear Expertise
- Facilities Explosives Safety Experts for USACE and DA (DDESB Review for DA/DoD)

8. WE HAVE A DIVISION DEDICATED TO ENERGY AND ENERGY SAVINGS

- 3D Party Financed (ESPC, UESC)
- CUP/UP/Rate Intervention
- AMP
- ERCIP

9. WE ARE DLA-ENERGY'S CENTRAL PROGRAM MANAGERS FOR FUELS SRM WORK

- RM and MR
- Surge capacity for incident repair

10. WE ARE BMD CENTRAL PROGRAM MANAGER (P&P, COMMS, & COORDINATION – NOT CONSTRUCTION)

- MDA
- SMDC
- Enterprise BMD AE Services IDC



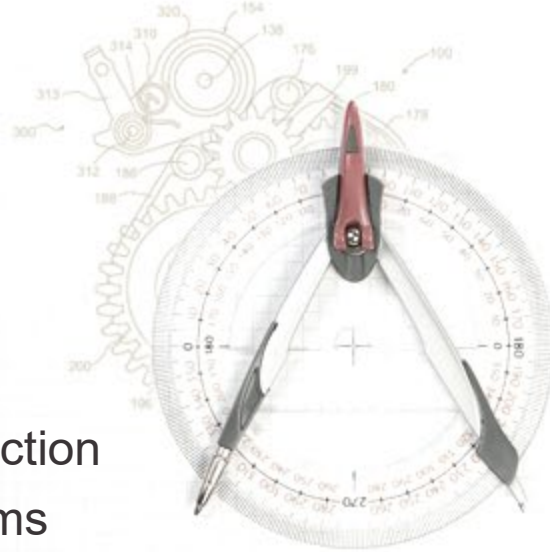


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UNIQUE ENGINEERING EXPERTISE



Explosive Safety
Systems Safety
Cyber Security
GIS/BIM
Criteria Update
Ammunition Production
Missile Facilities
Chemical Weapon Destruction
Electronic Security Systems
1391 / 3086 / LCCAs
Utility Monitoring & Controls
Lightning Protection
Furniture Acquisition & Interior Design
Energy LCCAs



Control Systems Cyber Security
Repair and Renovation
Medical Facilities
Grounding
Ammunition Storage/Blast Effects
Military Munitions Remediation
Contract Acquisition
Post Award Construction Contract Administration
Construction & Service Quality Assurance
Topographic Survey
Range Design & Line-of-Sight Analysis
Munitions & Explosives of Concern Surveys
Ordnance/Environmental Remediation





U.S. ARMY

SMALL BUSINESS PRIME AWARDS FY 24



**FY24 USACE
Targets**
 SB 41.00%
 SDB 25.00%
 WOSB 6.60%
 HUBZone 6.15%
 SDVOSB 3.60%

CATAGORIES	FY24 Eligible \$		
		Actuals	Goals
		FY24	FY24
Eligible Awards	\$2,327,387,225.46		
Small Biz	\$1,000,524,543.36	42.99%	41.00%
Disadvantaged SB	\$527,289,671.62	22.66%	23%
Woman Owned SB	\$195,075,290.91	8.38%	8%
HUBZone SB	\$140,735,017.25	6.05%	4.9%
Service Disabled Veteran Owned SB	\$101,828,749.39	4.38%	4.51%
Other Than Small Biz	\$1,326,826,682.10	57.01%	

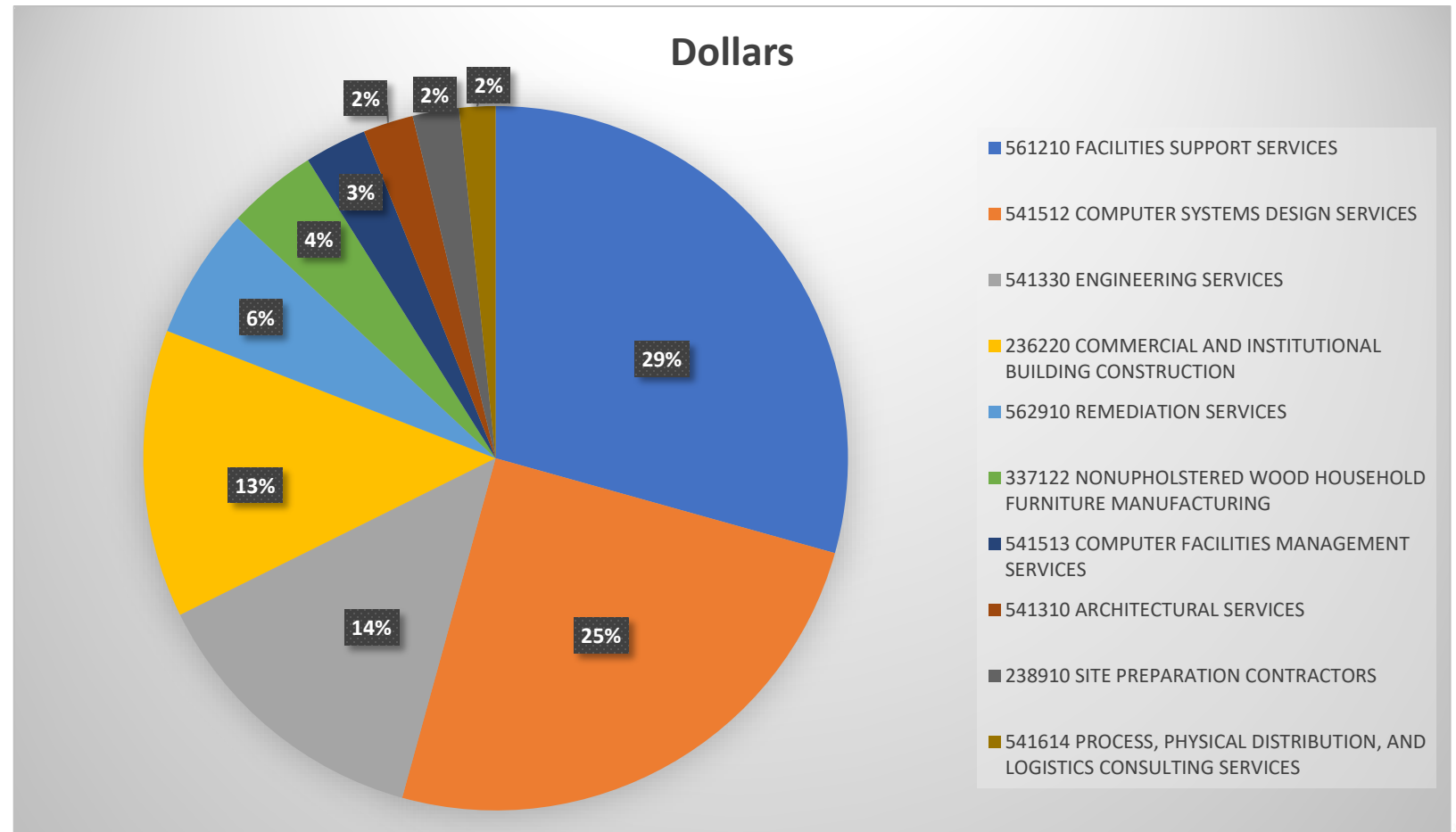




TOP TEN NAICS & DOLLARS FOR FY 2024



NAICS	8G NAICS Description	Dollars
561210	FACILITIES SUPPORT SERVICES	\$683,030,369.75
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$580,325,637.82
541330	ENGINEERING SERVICES	\$311,635,557.34
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$307,893,241.86
562910	REMEDiation SERVICES	\$140,616,449.02
337122	NONUPHOLSTERED WOOD HOUSEHOLD FURNITURE MANUFACTURING	\$96,106,254.36
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	\$66,310,380.47
541310	ARCHITECTURAL SERVICES	\$53,681,747.02
238910	SITE PREPARATION CONTRACTORS	\$49,481,731.15
541614	PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES	\$38,654,894.96





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UPCOMING OPPORTUNITIES



Project Name	ACQ Type	Planned Capacity	RFP Date or PSSTP Date (A-E Contracts)	Award Date
MRR VII DB Construction	MATOC	\$1.3B	1Q22	1Q25
Medical Facilities Support Services (MFSS) IIIB	MATOC	\$210M	3Q23	1Q25
EMR2 (Environmental and Munitions Response - Restricted)	MATOC	\$960M	4Q23	1Q25
Veterans Affairs Architect Engineering (AE)	IDC	\$249M	4Q23	1Q25
OE OEG TF Safe	IDC	\$40M	3Q24	1Q25
IO&T IV Services	MATOC	\$371M	1Q25	3Q26
Missile Defense AE	IDC	\$48M	2Q23	3Q25
Energy Resilience and Conservation Investment Program (ERCIP) AE	IDC	\$249M	3Q23	3Q25
Metering Meter Data Management System	SATOC	\$49M	3Q24	3Q25





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UPCOMING OPPORTUNITIES



Project Name	ACQ Type	Planned Capacity	RFP Date or PSSTP Date (A-E Contracts)	Award Date
Ranges Training Land Planning (RTLTP) AE	IDC	\$49M	4Q24	4Q25
Technical and Program Support Services (TPSS)	MATOC	\$99M	3Q25	1Q26
Real Property Support Services (RPSS)	MATOC	\$60M	4Q25	3Q26
Facilities Reduction Program (FRP) Services	IDC	\$285M	3Q26	3Q27
Facilities Repair and Renewal (FRR) Design Build (DB) Construction	MATOC	\$960M	4Q23	TBD
Honolulu District Military Munitions Response Program (POH MMRP) 8A Services	MATOC	\$42M	TBD	TBD
Utility Monitoring and Control System (UMCS)	MATOC	TBD	TBD	TBD
Metasys	SATOC	\$630M	TBD	TBD



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TOP TEN DO'S AND DON'TS



DO read the RFP and ask questions. When in doubt, ask. Double check before submitting proposals.

DO your homework. Review fact sheets and know where your capabilities fit.

DO respond to Sources Sought opportunities during market research phase. Update SAM regularly.

DO sharpen your pencils – Incumbents are not automatically the winners. Requirements change. Be ready.

DO ask for a debrief – This could impact your CPARS going forward.

DO register with SBO-HNC@usace.army.mil and leverage the free services of the Small Business Office. Have a great relationship with your Procurement Center Representative (PCR).

DON'T use blast e-mail hoping to reach the right person.

DON'T overextend yourself. Do not take on work that you cannot do well. It could hurt you going forward in your CPARS.

DON'T play with the math – Do not plan to bid low and make it up using modifications.

DON'T be afraid to leverage your Contracting Officer. Some customers want that which they didn't include in the scope. Your KO can help manage flawed expectations.





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INFORMATION ABOUT UPCOMING OPPORTUNITIES



- Federal Business Opportunities
(<https://sam.gov/content/opportunities>)
- Small Business Conferences
(www.samesbc.org)
- Announcements of business opportunity conferences, trade fairs and other federally attended or sponsored liaison meetings in your area
- Corps of Engineers division, district and laboratory websites

SMALL BUSINESS RESOURCES:

[Federal Business Opportunities](#)

[SBA Learning Center. The U.S. Small Business Administration.](#)

[SBA District Offices](#)

[Size Standard Tools](#)

[Women-Owned Small Businesses](#)

[Office of Small & Disadvantaged Business Utilization](#)

[SBA 8\(a\) Business Development Program](#)

[HubZone Program](#)

[Service-Disabled Veteran-Owned Businesses](#)

[Procurement Technical Assistance Program](#)

[System for Award Management](#)

[Dynamic Small Business Search Database](#)

[North American Industry Classification System \(NAICS\)](#)

[USACE Huntsville Small Business Web Site](#)

[USACE Huntsville Contracting Web Site](#)

[Small Business -- Headquarters U.S. Army Corps of Engineers](#)

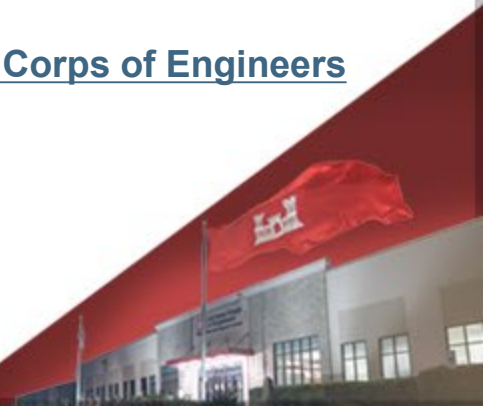
[Small Business Loan](#)

[SB Outreach Events](#)

[Obtaining a DUNS Number](#)

[Huntsville Center Main Web Site](#)

[USA Spending.gov Web Site](#)





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QUESTIONS

