

U.S. Army Corps of Engineers (USACE) Engineering and Support Center, Huntsville 2015 *ANNUAL SMALL BUSINESS FORUM*

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Agenda

- Huntsville Center Mission and Vision
- Competition Goal Achieved
- FY 14 / FY 15 HNC Small Business Achievements
- Acquisition Sequence
- How Do We Determine Set-Asides?
- Is USACE HNC the right Business Target for YOU?
 - ▶ Interested in doing business with the Corps?
 - ▶ System For Award Management
 - ▶ How to Register in FBO
 - ▶ Secrets of Success
- Small Business Resources
- Information about upcoming opportunities
- Installation Support and Programs Management
- Proposed Contracts
- Recap and Closing



Huntsville Center Mission

The U.S. Army Engineering and Support Center serves the U.S. Forces, their Families and the nation by providing specialized technical expertise, global engineering solutions, and cutting edge innovations through centrally managed programs in support of national interests.

Huntsville Center Vision

A world class workforce with an expeditionary mindset providing effective, innovative, global engineering solutions to unique, complex, and high-risk missions in strengthened partnership with our strategic allies, in support of the Warfighter, their Families, and the nation.



Competition Goal Achieved

	Actions	Total Dollars (\$M)	Competed Dollars (\$M)	Competition Goal	% Competed Dollars
FY 15	5,210	\$1,859.62	\$1,548.49	85.00%	83.27%
FY 14	4,993	\$1,518.97	\$1,330.11	85.00%	87.57%

* FY 15 actions as of 1 Oct 15



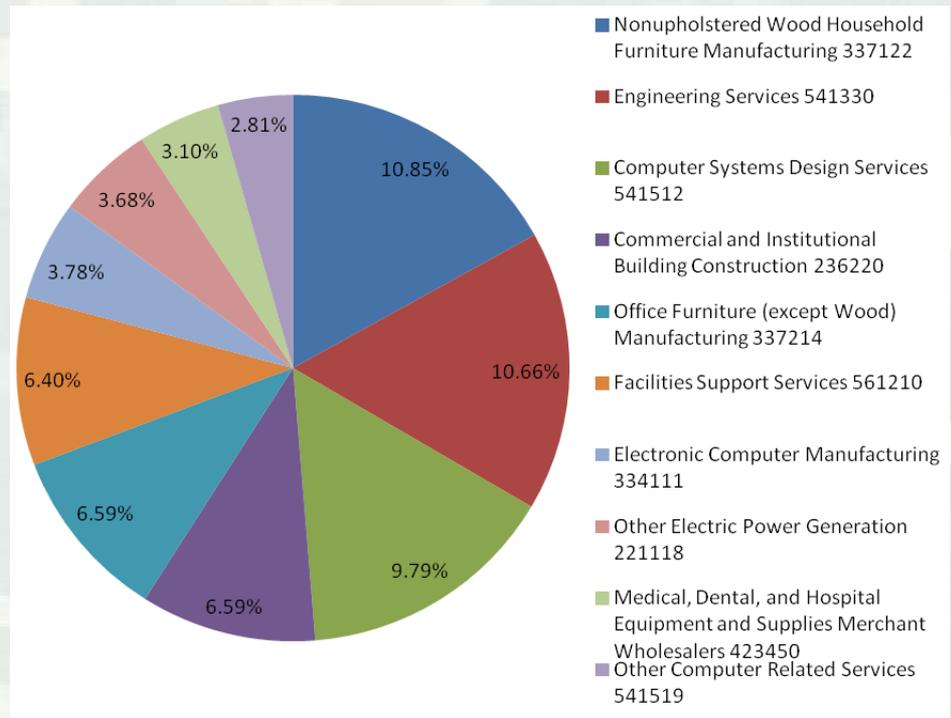
FY 14 / FY 15 HNC Small Business Achievements

Category	FY 14 Actions	% Actions	Dollars	% Dollars	Goal	Variance	FY 15 Actions	% Actions	Dollars	% Dollars	Goal	Variance
Small Business	2,330	48.67%	\$697,876,591	43.89%	36 %	7.89%	1,967	47.67%	\$492,749,161	46.65%	36 %	10.65%
SDB	920	19.22%	\$294,703,901	18.53%	13 %	5.53%	774	18.76%	\$180,779,165	17.12%	13 %	4.12%
SDVOSB	319	6.66%	\$57,007,887	3.58%	3 %	0.58%	275	6.67%	\$37,033,233	3.51%	3 %	0.51%
Woman Owned	361	7.54%	\$77,044,221	4.84%	4 %	0.84%	288	6.98%	\$52,785,739	5.00%	4 %	1.00%
HubZone	194	4.05%	\$34,264,520	2.15%	4 %	-1.85%	166	4.02%	\$25,201,008	2.39%	4 %	-1.61%



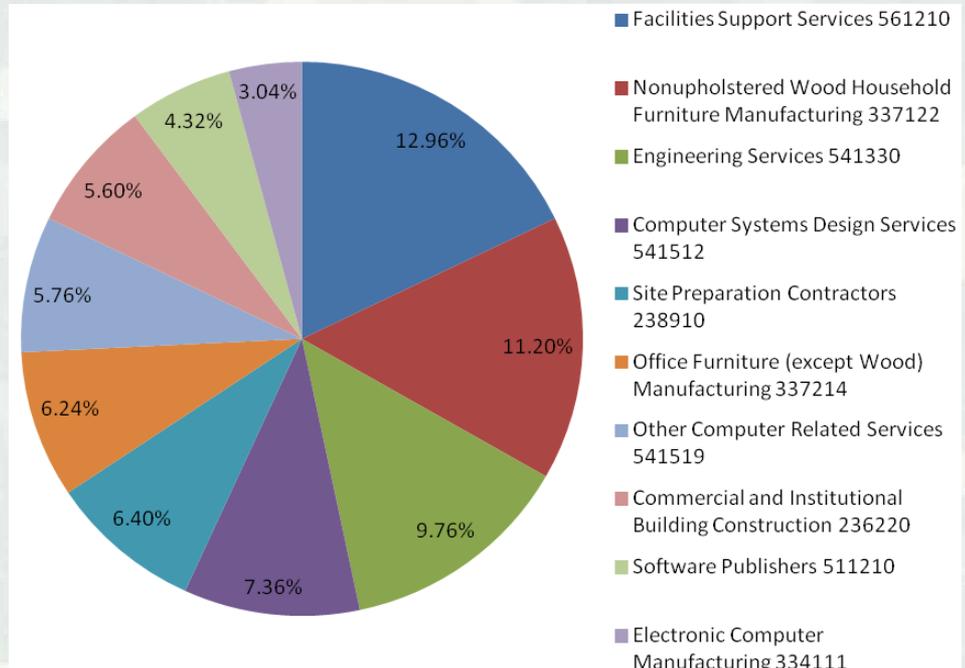
USACE HNC Top 10 NAICS FY 14

Category Description	NAICS	Amount	Percentage
Non upholstered Wood Household Furniture Manufacturing	337122	112	10.85%
Engineering Services	541330	110	10.66%
Computer Systems Design Services	541512	101	9.79%
Commercial and Institutional Building Construction	236220	68	6.59%
Office Furniture (except Wood) Manufacturing	337214	68	6.59%
Facilities Support Services	561210	66	6.40%
Electronic Computer Manufacturing	334111	39	3.78%
Other Electric Power Generation	221118	38	3.68%
Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	423450	32	3.10%
Other Computer Related Services	541519	29	2.81%



USACE HNC Top 10 NAICS FY 15

Category Description	NAICS	Amount	Percentage
Facilities Support Services	561210	81	12.96%
Non upholstered Wood Household Furniture Manufacturing	337122	70	11.20%
Engineering Services	541330	61	9.76%
Computer Systems Design Services	541512	46	7.36%
Site Preparation Contractors	238910	40	6.40%
Office Furniture (except Wood) Manufacturing	337214	39	6.24%
Other Computer Related Services	541519	36	5.76%
Commercial and Institutional Building Construction	236220	35	5.60%
Software Publishers	511210	27	4.32%
Electronic Computer Manufacturing	334111	19	3.04%



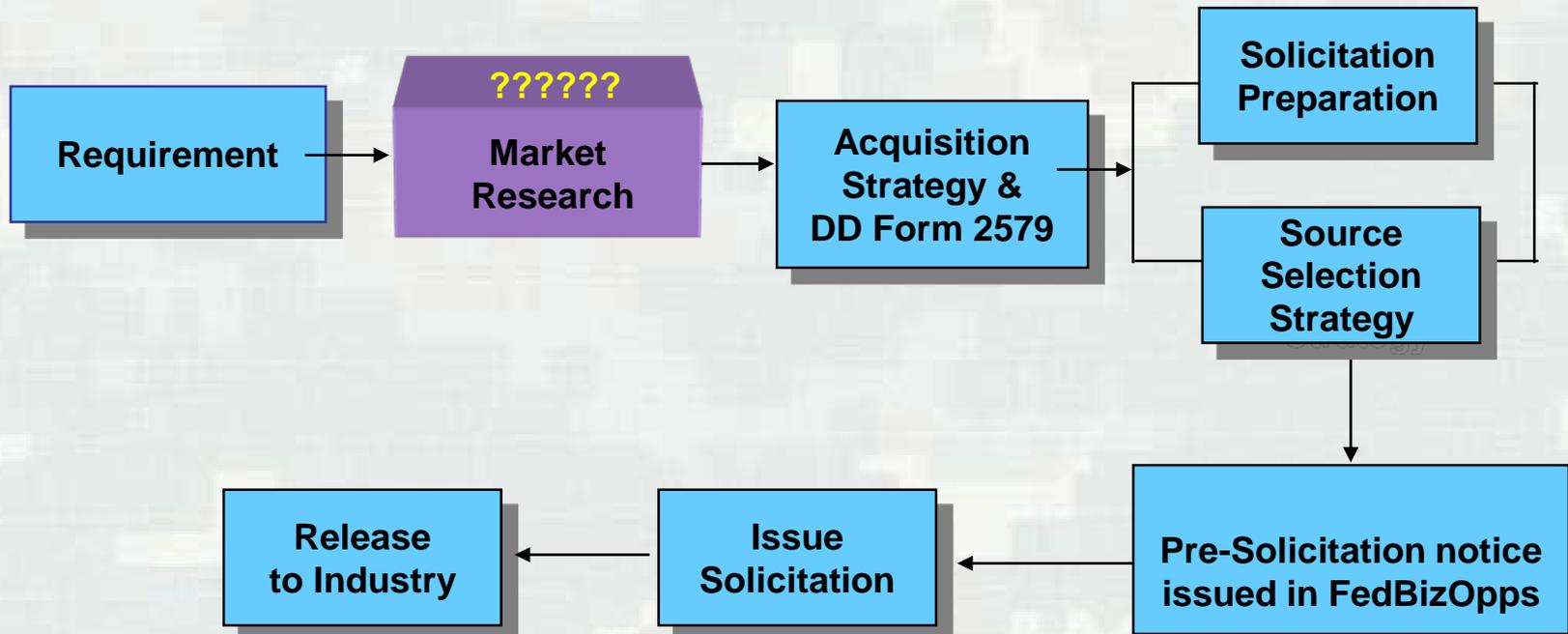
USACE HNC NAICS and PSC/FSC per Program

Program	NAICS	PSC / FSC
Access Control Program	811219	J059
CTR-Support	541611, 541519, 238210, 562910, 541611, 485510, 236220	R408, R425, N070, P999, R408, V212, V999, Z2JZ
ENERGY	541618, 541330, 562910, 541519, 221118	B599, R425 , R426, S112 , Z1NA
ESS	541512	N059
FRP Shared	236220, 238130, 238910 , 334519, 451211, 541620, 485510, 541330, 541370	5999, 7610, B510, C1PZ, P500 , R425, V212, Z2JZ
FRR	54130, 488210, 561730, 236220	C219, R799, Y1JZ
IMMSS	337214, 333298, 337122, 337214 , 33999, 453920	6530, 7110, 7195, 7210, 7290
IO&T	541614, 811219	6515, R706
ITS	334111, 423430, 511210, 517110, 541512	5805, 5821, 5895, 5920, 7010, 7020 , 7022, 7025, 7030 , 7035, 7045, 7050, 7490, D308, D316, D317, D318, D3999, R408, R425, R604
METERING	541512	N059
MFAES	541330	C1DA, C211, C212 , R425
MRR	511210, 334112, 541519, 541330, 561210, 541611, 561210 , 236220	7020, 7021, 7030, R425, C211, C212, R406, R408, R425, R707, R799, Z2DA
OE	562910 , 541330, 561612, 541519, 236220	F108, F999 , R408, R413, R425, R499, R702, Y1JZ , Z2JZ
OMEE	561210	S216
Pre Award	541512, 236220 ,	N059 , Y1JZ,
RANGES	541330, 542512, 541620, 541990	C219 , R425
ULC	423830, 511130,, 611430 , 485510	7610, U009, V212 , V213
UMCS	541512 , 541330	N059, R425
UPH	337122 , 337211, 337214 , 532420, 337122, 337214, 314120, 314121 , 337122, 337214, 333415 , 339950, 337910	7110, 7195 , 7230, 7210, 7230

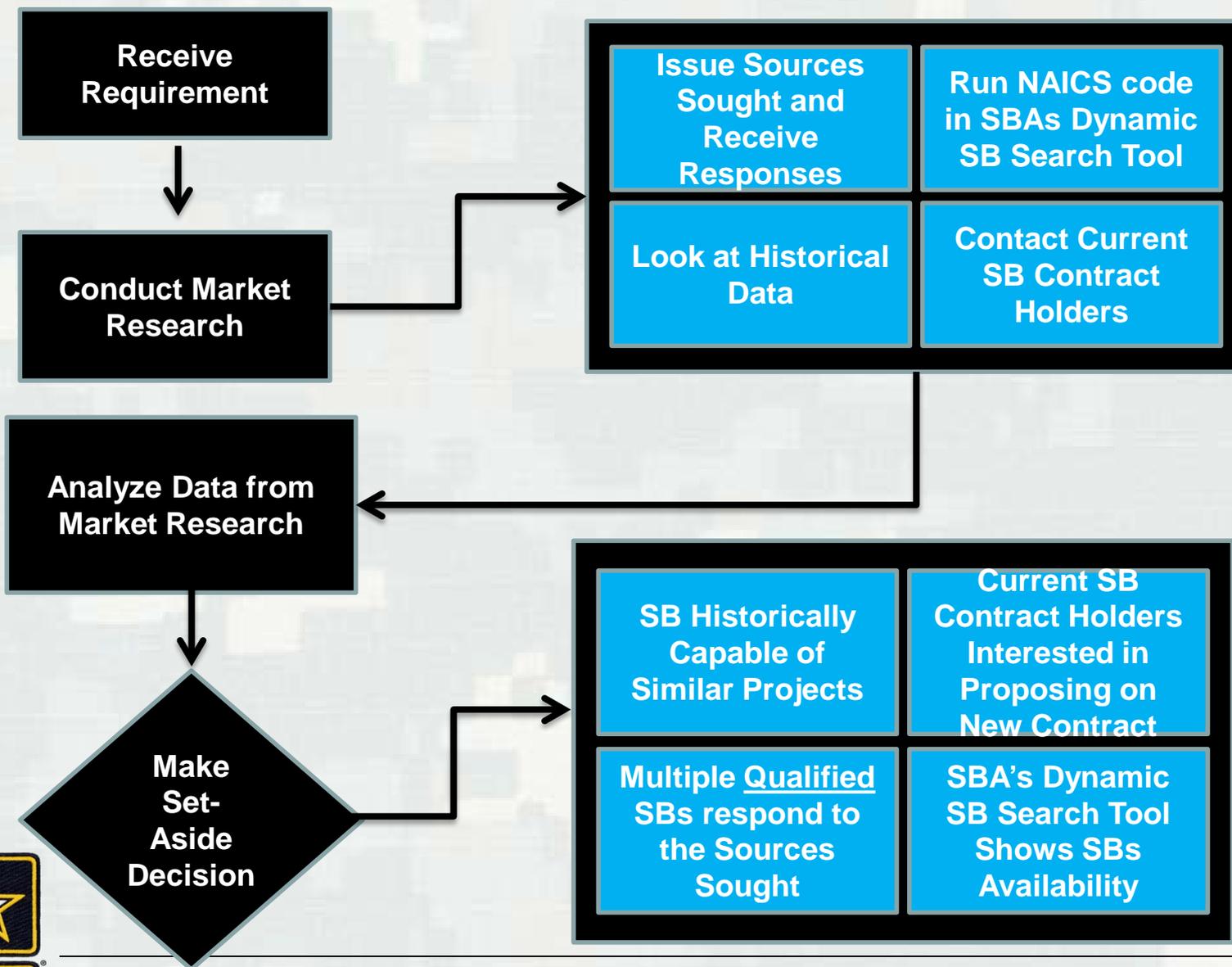
* The bold NAICS and PSC / FCS are the mostly utilized per Program.



Acquisition Sequence



How Do We Determine Set-Asides?



Is USACE HNC the right Business Target for YOU?

- Can you provide what we need?
- Do you have the management capability we expect?
- Do you have financial strength?
- What size requirement can you handle?
- Do you have strong credentials, reputation & references?
- Do you have access to E-mail and Internet? Do you have a website? Are you registered in System for Award Management (SAM)?
- Do you accept Government Credit Cards for small purchases?



Interested in doing business with the Corps?

- Register in the System for Award Management (SAM) database. It is MANDATORY that all vendors be registered under the SAM program.
- Ensure your company cross reference the solicitation's NAICS with your company SAM registration.
- Find information on available opportunities through the Federal Business Opportunities (FedBizOpps) website.
- Complete the appropriate forms stated in or provided in the synopsis or solicitation.
- Visit the website for the division, district, center or laboratory with which you desire to do business in order to learn about the missions and the types of services/supplies each procures.
- If you are a small or small disadvantaged business, call, write or visit the Corps of Engineers, Deputy for Small Business in the location of interest to you to discuss your firm's capabilities, interest and capacities to perform.



System For Award Management

The screenshot shows the SAM.gov website interface. At the top, there is a navigation bar with 'Tools' and 'Help' links. Below this is a dark blue header with the SAM logo and the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right of the logo is a login form with fields for 'USER NAME' and 'PASSWORD', a 'LOG IN' button, and links for 'Forgot Username?' and 'Forgot Password?'. Below the login form is a link for 'Create an Account'. A dark blue navigation menu contains links for 'HOME', 'SEARCH RECORDS', 'DATA ACCESS', 'GENERAL INFO', and 'HELP'. The main content area is divided into three columns: 'CREATE USER ACCOUNT', 'REGISTER/UPDATE ENTITY', and 'SEARCH RECORDS'. Each column contains descriptive text and a corresponding button. Below this is a 'WHAT IS SAM?' section with a 'Need Help?' button, followed by 'NEWS AND ANNOUNCEMENTS', 'USER GUIDES/HELPFUL HINTS', and 'ATTENTION EXTRACT AND WEB SERVICE USERS' sections.

Click on create an account after getting CAGE code and DUNS number



How to register in SAM link: [How do I access or register my business in SAM?](#)



How to Register in FBO

The screenshot shows the FEDBIZOPPS.GOV website interface. At the top, there is a navigation menu with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. Below the menu, a search bar displays "Search more than 32,600* active federal opportunities." The search filters include "Posted Date" (Last 90 Days), "Set-Aside Code" (Any), "Place of Performance" (Any State or Territory), "Type" (Any), "Keyword / Solicitation #", and "Agency". A "Search" button is present. Below the search bar, there are sections for "Buyers / Engineers" and "Vendors / Citizens". The "Buyers / Engineers" section includes a "View Opportunities" link, a "Register Now" link, a "Password Reminder" link, and a "Recovery FAQs" link. The "Vendors / Citizens" section includes a "Find Opportunities" link, a "Register Now" link, a "Password Reminder" link, and a "Recovery FAQs" link. An arrow points from the text "Sign up to receive notifiers" to the "Register Now" link in the Vendors / Citizens section. At the bottom of the page, there are "ADDITIONAL RESOURCES" including links for FAQs, Federal Service Desk, Recovery.gov, Whitehouse.gov/recovery/, Business Partner Network (BPN), Central Contractor Registration (CCR), Federal Agency Business Forecasts, Federal Assets Sales, Federal Grants, USA.gov, Minority Business Development Agency, and SUB - Net (Subcontracting Opportunities).

Sign up to receive notifiers



Secrets of Success

- Do your homework and understand the mission of HNC
- Schedule a meeting through Small Business Office
 - ▶ POC: Karen Baker, Rebecca Goodsell , Nicole Boone
- Be **PREPARED** to discuss your capabilities, interest, and capacity to perform
- Be **AWARE** of announcements - business opportunity notifications, industry days, and federally attended meetings in the area
- Register in the System for Award Management (SAM) www.sam.gov



▶ **KEEP IT UPDATED!!**



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](#)
- [USA Spending.gov Web Site](#)
- [Small Business Loan](#)
- [SB Outreach Events](#)
- [North American Industry Classification System \(NAICS\)](#)
- [Obtaining a DUNS Number](#)
- [Huntsville Center Main Web Site](#)
- [USACE Huntsville Small Business Web Site](#)
- [USACE Huntsville Contracting Web Site](#)
- [Small Business -- Headquarters U.S. Army Corps of Engineers](#)



Information about upcoming opportunities

- Federal Business Opportunities (www.fbo.com)
- Small Business Conferences
- 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



What IS (Installation Support and Programs Management) Does

- Supports U.S. Army Engineering and Support Center, Huntsville (CEHNC) Mission/Charter by
 - ▶ Managing a wide range of projects and programs, primarily Sustainment, Restoration, and Maintenance (SRM) / reimbursable
 - ▶ Executing In Accordance With (IAW) Project Management Business Process (PMBP) and Project Management Community of Practice
 - ▶ Supporting U.S. Army Corps of Engineers (USACE) Major Subordinate Command (MSCs)/Districts with technical and contracting resources
 - ▶ Serving as Installation Support Center of Expertise



IS Programs/Responsibilities

- Installation Support CX
- Facilities Reduction Program (FRP)
- Facilities Repair and Renewal (FRR)
- Access Control Points (ACP)
- Energy Execution Program (EEP)
- Special Projects (SPP)
- Information Technology Services (ITS)
- DLA-Fuels
- Utility Monitoring and Control Systems (UMCS MX)
- Electronic Security Systems (ESS CX for DOD/MCX for Army)
- Metering (Army Program Mgr)
- Medical Repair and Renewal (MRR)
- Medical Operations & Maintenance Engineering Enhancement (OMEE)
- Integrated Medical Furniture (IMF)
- Initial Outfitting & Transition (IO&T)
- Medical Project Support Service (PSS)
- Energy Conservation Investment Program (ECIP)
- Energy Savings Performance Contracting (ESPC)
- Energy Engineering and Analysis Program (EEAP)
- Office of Energy Initiatives (OEI)
- Resource Efficiency Mgmt Program (REM)
- Energy Information Management (EIM)
- Meter Data Mgmt System (MDMS)
- Commercial Utilities Program (CUP)
- Power Purchase Agreement (PPA)
- Utility Energy Services Contracting (UESC)
- Ranges and Training Lands (RTLTP MCX)
- Planning & Programming (P&P)
- Centers of Standardization (CoS)
- Standards and Criteria
- Value Engineering
- Furniture



Learn more about ISPM programs on the [Huntsville Center website](#)



Proposed Contracts

Program	Contract Type	Value	RFP Release Date
Medical	Medical Repair and Renewal Design/Build	\$990M	Q1FY16
	IMF BPA II	\$200M	Q2FY16
	Medical Division A-E	\$225M	Q3FY16

Proposed contracts are updated monthly and posted to the [Huntsville Center website contracting page](#).



This information updated 8-OCT-2015, and is subject to change. Distribution A, Approved for Public Release For the most up-to-date information visit the Federal Business Opportunities Web site at www.fbo.gov. For more information contact Contracting (256-895-1110) or the Small Business Office (256-895-1385).



BUILDING STRONG®

Proposed Contracts

Program	Contract Type	Value	RFP Release Date
Ordnance & Explosives	International Remediation and Environmental Services	\$950M	Q2FY16
Facilities	ACE-IT Radio Systems and Services (ARSS)	\$44M	Q2FY16
	FCBH Technical Support Services	\$55M	Q1FY16

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BUILDING STRONG®

Pending Awards (RFP/Solicitation Complete)

Contract Type	Value	Projected Award Date
Resource Efficiency Manager (REM)	\$40M	Q1FY16
Initial Outfitting and Transition Unrestricted	\$495M	Q1FY16
Multiple Environment Government Acquisition (MEGA) (Omaha)	\$400M	Q3FY16
Multiple Environment Government Acquisition (MEGA) (Huntsville)	\$400M	Q3FY16
HITS Un-Restricted	\$600M	Q3FY16
Electronic Security Systems	\$450M	Q4FY16
A/E Services Missile Defense Agency's Homeland	\$70M	Q3FY16
Siemens Government Technologies	\$200M	Q3FY16
NRMC Technical Services	\$28.5M	Q1FY16



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Thank You!!!

