

U.S. ARMY ENGINEERING AND SUPPORT CENTER, HUNTSVILLE



COL Sebastien P. Joly
Commander



LTC Dan Segura
Deputy Commander



'Chip' Marin, III
Program & Business Director



Colleen O'Keefe
Chief of Contracting



Rebecca Goodsell
Chief of Small Business Programs



U.S. ARMY



US Army Corps of Engineers

U.S. ARMY CORPS OF ENGINEERS

HNC

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





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



**CEHNC CROSSES
ALL 9 MSC BOUNDARIES**



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.



U.S. ARMY ENGINEERING AND SUPPORT CENTER, HUNTSVILLE





U.S. ARMY

TIMELINE



MISSILE PROGRAMS

NASA TEST FACILITIES

CHEMICAL DEMILITIRIZATION

MEDICAL PROGRAMS

INTERNATIONAL OPERATIONS

ENERGY PROGRAMS

CONTROL SYSTEMS CYBERSECURITY

1960

1970

1980

1990

2000

2010

2020



15 OCT 1967 ESTABLISHED



SEVEN NEW ASSIGNMENTS



SUPPORT & DEVELOPMENT

CENTERS OF EXPERTISE



UMCS



22 NOV 1995 DESIGNATED ENGINEERING & SUPPORT CENTER



INSTALLATION SUPPORT



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



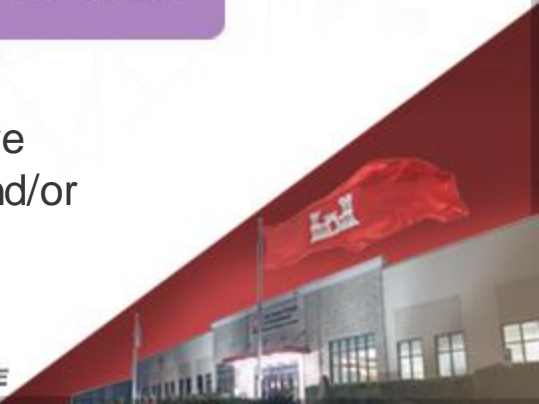
BUILD STRONG

\$2.4B
ANNUAL OBLIGATIONS

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










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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

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





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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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CURRENT PROGRAMS & CXs



14 Total CXs; 6 TCXs and 8 MCXs
41 Total Programs & Product Lines

Technical Centers of Expertise

- 1391 / 3086
- Facility Systems Safety **
- HVAC
- Installation Support
- Cybersecurity for ICS
- Energy Savings
- Performance Contracting (3rd Party Financing)

Mandatory Centers of Expertise

- Military Munitions
- Ranges & Land Training
- Electronic Security Systems
- Utility Monitoring & Controls
- Medical
- Ballistic Missile Defense
- Facilities Explosive Safety
- Control Systems
- Cybersecurity

Major Programs & Product Lines

- Ballistic Missile Defense
- Chemical Demilitarization *
- Ordnance & Explosives
- Medical
- Installation Support



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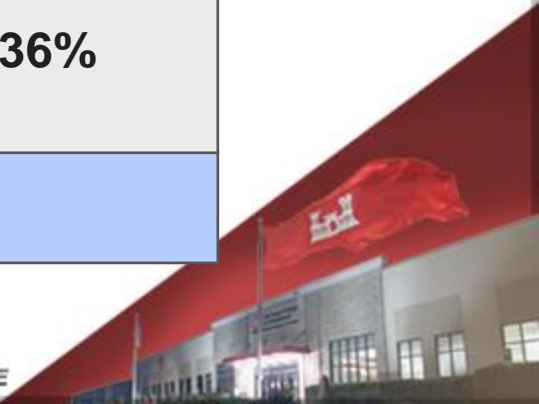
SMALL BUSINESS PRIME AWARDS FY 23



FY23 USACE
Targets
 SB 41.00%
 SDB 25.00%
 WOSB 6.60%
 HUBZone 6.15%
 SDVOSB 3.60%

CATAGORIES	FY23 Eligible \$	Actuals	Goals
		FY23	FY23
Eligible Awards	\$1,981,712,080		
Small Biz	\$918,997,623	46.37%	39.00%
Disadvantaged SB	\$495,664,757	22.16%	21.00%
Woman Owned SB	\$203,142,512	10.25%	7.00%
HUBZone SB	\$83,929,587	3.79%	3.90%
Service Disabled Veteran Owned SB	\$105,355,190	4.35%	4.36%
Other Than Small Biz	\$1,062,714,457	53.63%	

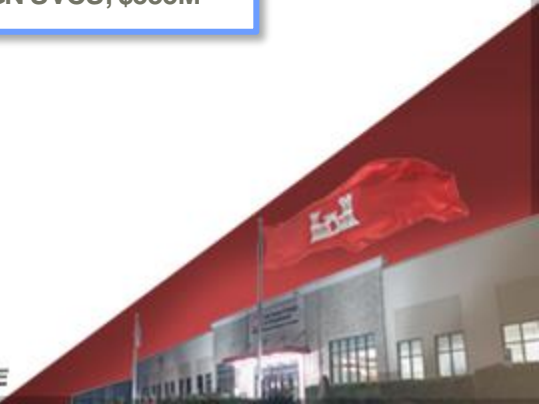
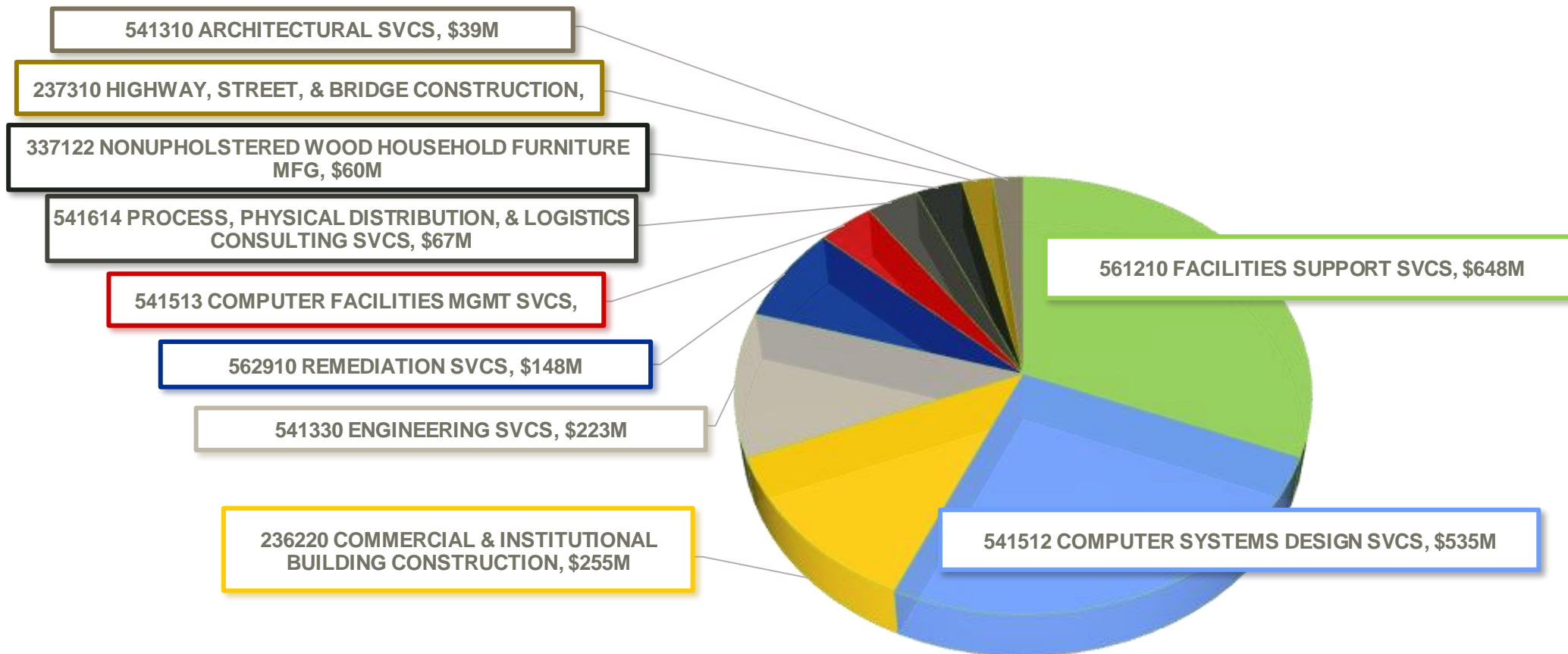
Source: SAM 01 OCT 2023





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TOP TEN NAICS & DOLLARS FOR FY 2023





UPCOMING OPPORTUNITIES



Project Name	ACQ Type	Planned Capacity	RFP Date or PSSTP Date (A-E Contracts)	Award Date
EMR2 \$350M (Environmental and Munitions Response - Restricted)	MATOC	\$960M	21-Aug-23	TBD
CH FY24 MLA GSA	GSA	\$44.8M	3-Mar-23	18-Mar-24
CH FY24 POH-Guam	GSA	\$70.8M	21-Apr-23	1-Dec-23
Veterans Affairs AE IDC	AE IDC	\$249M	16-Sep-23	8-Nov-24
Missile Defense AE IDC	AE IDC	\$48M	24-Mar-23	10-Jun-24
Huntsville AE Support IDC	AE IDC	\$49M	9-Jun-23	25-Jul-24
FY22 MA Centralized ERCIP AE IDC	AE IDC	\$249M	5-May-23	13-Sep-24
FY22 FT001 ESPC IV Services MATOC	MATOC	\$3.0B	14-Mar-24	25-Aug-25
FY23 MU Metering Meter Data Management System	SATOC	\$49M	22-May-24	13-May-25
FY24 LF ACP M&S NE Region	GSA	\$49M	28-Nov-24	28-May-24



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UPCOMING OPPORTUNITIES (CONT)



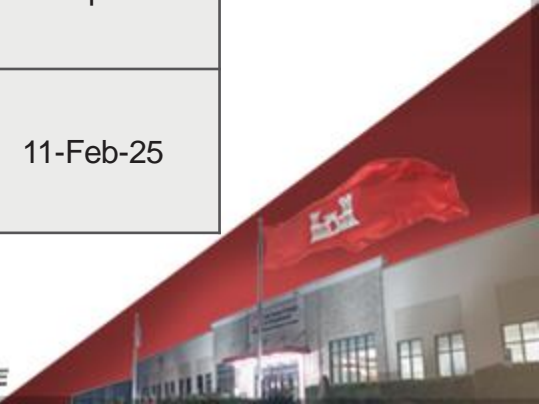
Project Name	ACQ Type	Planned Capacity	RFP Date or PSSTP Date (A-E Contracts)	Award Date
FY24 LF ACP M&S NW Region	GSA	\$44M	4-Jan-24	27-Jun-24
FY24 LF ACP M&S SW Region	GSA	\$44M	11-Jan-24	12-Jul-24
FY24 LF ACP M&S Hawaii Region	GSA	\$13.9M	14-Feb-24	13-Sep-24
CH FY24 SPD-N1	GSA	\$65.1M	6-Apr-23	17-Nov-23
CH FY24 NWD-A	GSA	\$59.7M	11-Aug-23	13-Mar-24
CH FY24 SWD-A/AF	GSA	\$52.1M	12-Jul-23	13-Mar-24
CH FY24 LRD-A/AF	GSA	\$67M	12-Jul-23	7-Feb-24
CH FY24 SAD-AF1	GSA	\$56.4M	11-Jul-23	7-Mar-24
FY21 J7 PSS MFSS IIIA Services MATOC	MATOC	\$840M	21-Feb-23	2-Nov-23



UPCOMING OPPORTUNITIES (FINAL)



Project Name	ACQ Type	Planned Capacity	RFP Date or PSSTP Date (A-E Contracts)	Award Date
OMEE MATOC VII - \$2.35B (Initial staggered awards)	MATOC	\$2.35B	19-May-23	15-Jul-24
FY21 ME/RP MRR VII DB Construction MATOC	MATOC	\$1.3B	10-Nov-22	15-Nov-24
FY23 F7 IMMSS BPA III	BPA	\$49M	7-Dec-23	26-Nov-24
FY23 F8 IO&T IV Services MATOC	MATOC	\$371M	13-Jan-25	16-Apr-26
FY22 DM UMCS Metasys SATOC	SATOC	\$400M	29-Apr-24	11-Feb-25





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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).





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TOP TEN DO'S AND DON'TS



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.





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

