<table>
<thead>
<tr>
<th>CATAGORIES</th>
<th>$ OBLIGATIONS</th>
<th>% OBLIGATIONS</th>
<th>GOALS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY17</td>
<td>FY18</td>
<td>FY17</td>
</tr>
<tr>
<td></td>
<td>$1,974,812,844</td>
<td>$1,910,639,295</td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$638,733,157</td>
<td>$814,798,017</td>
<td>32.34%</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>$302,190,869</td>
<td>$388,792,488</td>
<td>15.30%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>$90,525,075</td>
<td>$123,692,117</td>
<td>4.58%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$19,997,398</td>
<td>$50,255,883</td>
<td>1.01%</td>
</tr>
<tr>
<td>Service Disable Veteran</td>
<td>$75,624,590</td>
<td>$105,716,153</td>
<td>3.83%</td>
</tr>
<tr>
<td>*Veteran Owned</td>
<td>$125,814,648</td>
<td>$169,281,644</td>
<td>6.37%</td>
</tr>
</tbody>
</table>

| Historically Black College/University Minority Institutes | $62,070 | **2.5% | 100% | **Aspirational Goal |
TOP TEN NAICS BY NUMBER OF ACTIONS FY18

- 541519 COMPUTER RELATED SVCS
- 334111 ELECTRONIC COMPUTER MFG
- 238910 SITE PREPARATION
- 337122 WOOD FURNITURE MFG
- 562910 REMEDIATION SVCS
- 236220 BUILDING CONSTRUCTION
- 337214 OFFICE FURNITURE MFG
- 541330 ENGINEERING SVCS
- 561210 FACILITIES SUPPORT SVCS
- 541512 COMPUTER SYS DESIGN SVCS
TOP TEN NAICS BY DOLLARS FY18

236220 BUILDING CONSTRUCTION $949M

541330 ENGINEERING SVCS $318M

541512 COMPUTER SYS DESIGN SVCS $529M

561210 FACILITIES SUPPORT SVCS $280M

562910 REMEDIATION SVCS $144M

541513 COMPUTER FACILITIES MGMT SVCS $134M

334111 ELECTRONIC COMPUTER MFG $123M

213112 SUPPORT OIL & GAS OPS $90M

337122 WOOD FURNITURE MFG $75M

337214 OFFICE FURNITURE MFG $51M
MISSION: The U.S. Army Engineering and Support Center, Huntsville provides specialized technical expertise, global engineering solutions, and cutting edge innovations through centrally managed programs in support of national interests.

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.
Medical Facilities CX is responsible for design acquisition strategy, design development and technical oversight during design and construction medical aspects projects. Operations and Maintenance Engineering Enhancement / Project Support Services (OMEE/PSS) provides a simplified process to respond to the growing operation and maintenance (O&M) needs of DOD medical facilities, as well as other medical facility project support services. Medical Repair and Renewal (MRR) designs, repairs, replaces, renovates, sustains, restores and modernizes medical facilities. Medical Outfitting and Transition (MO&T) provides Medical Support Services, and Initial and Sustainment Outfitting and Transition.

Good news stories!
- MRR Program pushed for early release of RFPs and was successful in completing Year End awards by 29SEP.
- OMEE/PSS is further integrating project assignments for PMs between Maintenance projects and Support Services.
Access Control Points (ACP)
Upgrades security equipment and facilities at installation gates to meet new standards and assure consistency Army-wide.

Fuels Program Provides maintenance, inspections, repairs and emergency response actions for Defense Logistics Agency petroleum facilities on military installations worldwide.

Good news stories!
• ACP supported security upgrades at critical sites.

• Fuels PDT is the USACE representative for the David Packard Excellence in Acquisition Award which recognizes Department of Defense (DOD) organizations, groups, or teams, whose significant contributions demonstrate exemplary innovation and best acquisition practices.
Facilities Reduction Program (FRP) eliminates excess facilities.

Facilities Repair and Renewal (FRR) provides a fast, efficient method for design/build renovations for all federal agencies.

Army Centralized Furnishings Program provides program management for ACSIM/IMCOM MILCON and SRM administrative and barracks furniture.

Good news stories!
- FRP maintained Best-in-Class designation from Office of Management and Budget.
- FRR awarded two contracts totaling $1B to restore the power grid in Puerto Rico post Hurricane Irma and Maria.
- Furnishings Program reduced the number of contracts to purchase furniture for OCONUS lodging from nine to two in Korea.
• **USACE-IT** delivers value through Information Technology acquisition and project management for the USACE IT network and all peripherals.

• **High Performance Computing (HPC)** supports the DOD High Performance Computing Modernization Program through procurement of numerous HPC systems (supercomputers) with over 5 PetaFLOPS of computing capability and over 50 PetaBytes of mass storage archives.

• **Communication Infrastructure and Systems Support (CIS2)** delivers value through survey, design, acquisition, installation, testing, and/or maintenance of facility communications distribution systems in accordance with the Unified Facilities Criteria (UFC) standards and Telecommunications Distribution methods.

• **Facility Technology Integration Medical (FTI-Med)** offers comprehensive cyber-ready technical solutions in accordance with Army Regulation 420-1 and Chapter 12 Communications of UFC 4-510-01 Design: Military Medical Facilities.
Military Munitions Design Center
• Support to FUDS, BRAC, Active Installations, Range Clearance, Weapons Demil and traditional Environmental Programs
• Investigation and remediation of munitions and constituents

Chemical Warfare Design Center
• Support to DA, DOD, State Department, and DTRA worldwide
• Investigation and remediation of chemical munitions and constituents

Global Operations
• CENTCOM AOR – Landmine and range clearance, MILCON support, environmental support and Task Force Power/SAFE
• Poland – MDA support
• Korea and Okinawa – Landmine clearance and construction support

Ballistic Missile Defense (BMDS CX)
• Supports Missile Defense Agency and Space and Missile Command’s Ballistic Missile Defense System Program
Energy Savings Performance Contracting (ESPC)  
The contractor provides capital and expertise to make infrastructure energy improvements to significantly reduce energy utilization and cost.

**Power Purchase Agreements (PPA)** supports Office of Energy Initiatives (OEI) tools to execute third-party financing investment in renewable energy source power generation.

**Utility Energy Services Contracting (UESC)** is similar to ESPC, but works with the utility provider rather than the energy services company.
Environmental and Munitions (EM CX) provides support to USACE Headquarters and offices worldwide on complex environmental and munitions issues.

- Defense and State Memorandum of Agreement (DSMOA)
- Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA)
- Military Munitions Response Program
- Remediation System Evaluations (RSE)
- Long-term Monitoring Optimization (LTMO)
Controls Systems CyberSecurity Execution - Typical program execution focuses on specific systems accreditation efforts and/or performing inventory style assessments to determine a commands overall industrial controls cyber requirements.

Program still maturing as commands recognize the requirement of cyber accreditation and begin addressing the challenge.

CEHNC is positioned to maintain the program support with current contract vehicles and has just initiated a new cyber security specific contract vehicle acquisition to support future requirements.
# CEHNC TOP TEN FY18 OBLIGATIONS TO OTHER SOURCES

<table>
<thead>
<tr>
<th>Source</th>
<th>Sum of Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>GSA</td>
<td>$378,381,719.91</td>
</tr>
<tr>
<td>ARMY CHESS Information Technology Enterprise Solutions 3 Hardware</td>
<td>$69,714,571.63</td>
</tr>
<tr>
<td>ARMY CHESS Information Technology Enterprise Solutions-2 Services (ITES-2S)</td>
<td>$10,960,222.16</td>
</tr>
<tr>
<td>ARMY CHESS Commercial Enterprise Technology Solutions (ComETS)</td>
<td>$9,507,581.63</td>
</tr>
<tr>
<td>NASA-SEWP</td>
<td>$6,470,988.24</td>
</tr>
<tr>
<td>ARMY CHESS Information Technology Services</td>
<td>$2,493,714.68</td>
</tr>
<tr>
<td>Health and Human Services</td>
<td>$2,192,063.27</td>
</tr>
<tr>
<td>NAVY</td>
<td>$2,157,004.36</td>
</tr>
<tr>
<td>ARMY CHESS Multi Functional Devices</td>
<td>$1,116,186.71</td>
</tr>
<tr>
<td>ARMY CHESS Information Technology Enterprise Solutions-Software (ITES-SW)</td>
<td>$626,033.16</td>
</tr>
</tbody>
</table>

**TOP TEN**

- GSA
  - ARMY CHESS IT Enterprise Solutions 3 Hardware: 14%
  - ARMY CHESS IT Enterprise Solutions-2 Services: 2%
  - ARMY CHESS Commercial Enterprise Techn Solutions: 1%
  - NASA-SEWP: 1%
  - ARMY CHESS IT Services: 0.2%
  - HHS: 78%
  - NAVY: 0.1%
  - ARMY CHESS Multi Functional Devices: 0.01%
  - ARMY CHESS IT Enterprise Solutions-Sw: 0.01%
## CEHNC TOP TEN EXTERNAL SOURCES IN FY18
### NUMBER OF ACTIONS

<table>
<thead>
<tr>
<th>SOURCE</th>
<th>Count of Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>GSA</td>
<td>767</td>
</tr>
<tr>
<td>ARMY CHESS Information Technology Enterprise Solutions 3 Hardware</td>
<td>87</td>
</tr>
<tr>
<td>NASA-SEWP</td>
<td>37</td>
</tr>
<tr>
<td>ARMY CHESS Commercial Enterprise Technology Solutions (ComETS)</td>
<td>19</td>
</tr>
<tr>
<td>AIR FORCE NETCENTS</td>
<td>16</td>
</tr>
<tr>
<td>ARMY CHESS Information Technology Enterprise Solutions - 2 Services (ITES-2S)</td>
<td>15</td>
</tr>
<tr>
<td>NAVY</td>
<td>12</td>
</tr>
<tr>
<td>ARMY CHESS Information Technology Enterprise Solutions-Software (ITES-SW)</td>
<td>7</td>
</tr>
<tr>
<td>ARMY CHESS Information Technology Services</td>
<td>7</td>
</tr>
<tr>
<td>DOD ESI</td>
<td>7</td>
</tr>
</tbody>
</table>

### TOP TEN SOURCES

- **GSA**: 767 actions (79%)
- **ARMY CHESS Information Technology Enterprise Solutions 3 Hardware**: 87 actions (9%)
- **NASA-SEWP**: 37 actions (4%)
- **ARMY CHESS Commercial Enterprise Technology Solutions (ComETS)**: 19 actions (2%)
- **AIR FORCE NETCENTS**: 16 actions (1%)
- **ARMY CHESS Information Technology Enterprise Solutions - 2 Services (ITES-2S)**: 15 actions (1%)
- **NAVY**: 12 actions (1%)
- **ARMY CHESS Information Technology Enterprise Solutions-Software (ITES-SW)**: 7 actions (1%)
- **ARMY CHESS Information Technology Services**: 7 actions (1%)
- **DOD ESI**: 7 actions (1%)
CEHNC TOP TEN FSC CODES-FY18 EXTERNAL SOURCES

TOP TEN FSC CODES-OTHER SOURCES

- OFFICE FURNITURE: 23%
- HOUSEHOLD FURNISHINGS: 6%
- INFORMATION TECHNOLOGY SOFTWARE: 4%
- MISCELLANEOUS FURNITURE AND FIXTURES: 4%
- MISCELLANEOUS HOUSEHOLD AND COMMERCIAL FURNISHINGS AND APPLIANCES: 13%
- DRAPERIES, AWNINGS, AND SHADES: 9%
- IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS: 6%
- OTHER QC/TEST/INSPECT- SERVICE AND TRADE EQUIPMENT: 6%
- SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL: 5%
- INFORMATION TECHNOLOGY SUPPORT EQUIPMENT: 4%
GOOD FAITH EFFORTS

• Market Research
• Network Events
• Vendor/Subcontractor Agreements
• Standard Operating Procedures
• Documentation and Tracking
• Training
INCREASED ATTENTION ON CAPITOL HILL

Noncompliance could mean
• Breach of contract
• Adverse Past Performance
• Liquidated damages

Your small business subcontracting history will be used as Evaluation Factor.
Agencies are asking for list of top offenders.
Agencies must show they are holding firms accountable for their subcontracting goal compliance

- Understand the performance work statement and your ability to subcontract
- Ensure your eSRs are timely and thorough
- Explain any anomalies/failures to meet your goals
- Take any warning letters seriously
- Weigh small business subcontracting risks with Potential assessment of LDs and/or poor CPARs ratings
UPCOMING AWARDS FY19/20

- Proposed Major Acquisitions:
  - Estimated Acquisition Value: $10.56B

- Small Business Prime Opportunities:
  - Total Number Value: $3.6B
Acquisition: Utility Monitoring Control & Systems (UMCS) V
Type: MATOC
Requirement: Services
PoP: 7 Years
Estimated Value: $2.1B
Expected Solicitation Date: 2nd Qtr. FY19
Project Manager: Paula White
Acquisition: Metasys
Type: SATOC
Requirement: Services
PoP: 5 years
Estimated Value: $400M
Expected Solicitation Date: 3rd Qtr. FY19
Project Manager: Tanya Murray
Acquisition: Medical Facilities A-E Services 3.0 (MFAES)
Type: Indefinite Delivery Contract
Requirement: A&E Services
Estimated Value: $160M
Expected Solicitation Date: 1st Qtr. FY19
Project Manager: Mike Mollineaux
Acquisition: Operation & Maintenance Engineering Enhancement (OMEE)
Type: MATOC
Requirement: Services
PoP: 5 years
Estimated Value: $990M
Expected Solicitation Date: 4th Qtr. FY19
Project Manager: Mike Hunter
Acquisition: Medical Facilities Support Services Ila/b
Type: MATOC
Requirement: Services
Estimated Value: $150M
Set-Aside: 100% SB / $38.5M
Expected Solicitation Date: 1st/2nd Qtr. FY19
Project Manager: Marty Gates
Acquisition: Initial Outfitting & Transition Generation 3
Type: MATOC
Requirement: Services/Supplies
PoP: 5 years
Estimated Value: $495M
Set-Aside: SB Reserve / $15M
Expected Solicitation Date: 1 Qtr. FY20
Project Manager: Wes Johnson/ Edward Teer
FACILITIES SUPPORT

Acquisition: Grounds Maintenance Services 88th Regional Support Command (RSC)

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: $42M

Set-Aside: 100% SB / $7.5M

Expected Solicitation Date: 1st Qtr. FY19

Project Manager: Xavier Thigpen
FACILITIES SUPPORT

Acquisition: Janitorial Services 88th Regional Support Command (RSC)

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: $42M

Set-Aside: 100% SB / $18.0M

Expected Solicitation Date: 2nd Qtr. FY19

Project Manager: Xavier Thigpen
Acquisition: General Architect Engineering Services
Type: IDC
Requirement: Services
PoP: 5 years
Estimated Value: $49M
Expected Solicitation Date: Category 1, 2, 4 (1st Qtr. FY19); Category 3 (Closes 29 Oct 2018)

Project Manager: Hank Thomsen
Acquisition:  Ranges Training Land Program Architect-Engineering Design
Type:  IDC
Requirement:  Services
PoP:  5 years
Estimated Value:  $45M
Expected Solicitation Date:  3rd Qtr. FY19
Project Manager:  Emery Burlin
Acquisition: Meter Data Management System
Type: SATOC
Requirement: Services
PoP: 5 years
Estimated Value: $48M
Expected Solicitation Date: 2nd Qtr. FY20
Project Manager: Michael Ott
Acquisition: Facilities Reduction Program
Type: Regional MATOCs
Requirement: Services
PoP: 5 years
Estimated Value: $475M
Expected Solicitation Date: 1st Qtr. FY20
Program Manager: Michelle Clark
**FACILITIES SUPPORT**

Acquisition: Facility Repair and Renewal Program

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: $450M

Expected Solicitation Date: To Be Determined

Project Manager: Rodney Graham
Acquisition: Ballistic Missile Defense Program A-E
Type: IDC
Requirement: Professional Services
PoP: 5 years
Estimated Value: $249M
Expected Solicitation Date: To Be Determined
Project Manager: Jennifer Lawrence
INSTALLATION SUPPORT

Acquisition: Access Control Point Design Build Program
Type: MATOC
Requirement: Services
PoP: 5 years
Estimated Value: $200M
Expected Solicitation Date: To Be Determined
Project Manager: Lauren Ross
SUBCONTRACTING OPPORTUNITIES

(SOLICITATION CLOSED)
Acquisition: ESPC Small Business On-Ramp
Type: MATOC
Requirement: Services
PoP: 5 years
Estimated Value: $1.5B
Set-Aside: 100% SB On-Ramp
Estimated Award Date: 1st Qtr. FY18
Project Manager: Jason Bray
Acquisition: High Performance Computing Integrated Support Services (H-PASS)

Type: SATOC

Requirement: Services

PoP: 5 years

Estimated Value: $33M

Set-Aside: 8A SB

Expected Award Date: 1st Qtr. FY19

Project Manager: Robert Reynolds
Acquisition: Multiple Environmental Government Acquisition (MEGA) - Restricted

Type: MATOC

Requirement: Services

PoP: 5 years

Estimated Value: $400M

Set-Aside: 100% SB /

Estimated Award Date: 3rd Qtr. FY19

Project Manager: Brian Johnson
Acquisition: Robotics
Type: SATOC
Requirement: Supplies/Services
PoP: 5 years
Estimated Value: $40M
Set-Aside: 100% SB / 750 Employees
Expected Award Date: 1st Qtr. FY20
Project Manager: Spencer O'Neal
REMEMBER!

- Stay current on Contracting Laws and Regulations
- The Secrets to Success: Perform and Deliver
We consider small business to be the heart of the U.S. economy and a very vital part of the Corps’ procurement process.

- Huntsville Center fully supports the government’s policy of placing a fair proportion of our contracts with qualified small, small disadvantaged, woman-owned, HUBZone, veteran-owned and service-disabled veteran-owned business concerns.

- A current listing of contracting opportunities for the Huntsville Center may be obtained at the Federal Business Opportunities website (www.fbo.gov).

- Center Contracting opportunities are updated monthly and posted the Center’s website (www.hnc.usace.army.mil).

- For more information or assistance, call us at (256) 895-1050.