

U.S. Army Corps of Engineers (USACE) Engineering and Support Center, Huntsville (HNC)

APBI/ Industry Day

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Agenda

- Huntsville Center Mission and Vision
 - ▶ Installation Support and Programs Management & Ordnance and Explosives
- Competition Goal Achieved
- FY 14/15 HNC Small Business Achievements
- 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
- 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.



What IS (Installation Support and Programs Management) Does

- Supports U.S. Army Engineering and Support Center, Huntsville (HNC) Mission/Charter by
 - ▶ Managing a wide range of projects and programs, primarily Sustainment, Restoration, and Modernization (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
- BASEOPS
- Utility Monitoring and Control Systems (UMCS MX)
- Electronic Security Systems (ESS CX for DOD/MCX for Army)
- Industrial Control Systems CyberSecurity
- Metering (Army Program Mgr)
- Medical Repair and Renewal (MRR)
- Medical Operations & Maintenance Engineering Enhancement (OMEE)
- Integrated Medical Furniture (IMF)
- Initial Outfitting & Transition (IO&T)
- 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



What OE (Ordnance and Explosives) Does

- Supports DOD and U.S. Government Agency operations worldwide with qualified and responsive munitions and environmental support
 - ▶ Conventional OE Design Center
 - Conventional Munitions
 - Munitions Demilitarization
 - Range Support
 - Environmental Project Management
 - ▶ Chemical Warfare Material Design Center
 - ▶ International Operations
 - ▶ Missile Defense Agency Support



Supporting Military and Expeditionary Operations Worldwide

Current International Operations

- High Explosive Training Range Clearance-Afghanistan
- Joint Munitions Disposal-Afghanistan
- Environmental Footprint Reduction
- Task Force Power
- Environmental Response Teams
- Persistent Ground Surveillance System Facility Maintenance and Repair
- Iraq, Baghdad Diplomatic Support Center Clearance
- Korea, Story Training Area, Mine Clearance

Future

- Continue support to Corps Divisions/Districts and Army
- Expand outreach to COCOMs and other federal agencies
- Robotics
- Munitions demil expansion
- Expand support to Missile Defense Agency and become MCX for Missile Defense
- Prepare for next contingency operation
- Environmental support OCONUS



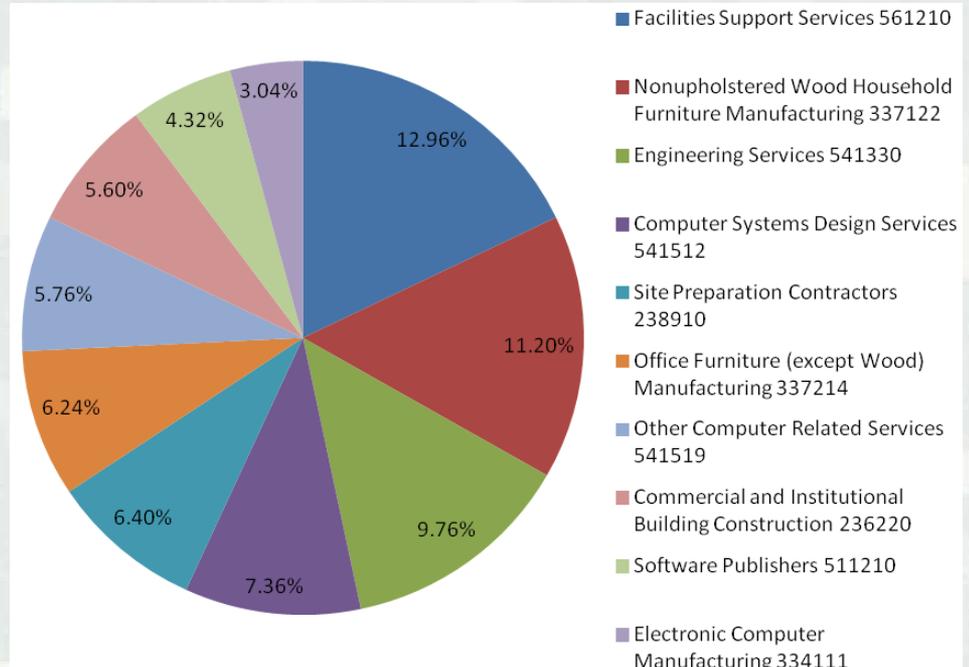
FY 14 / FY 15 HNC Small Business Achievements

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%

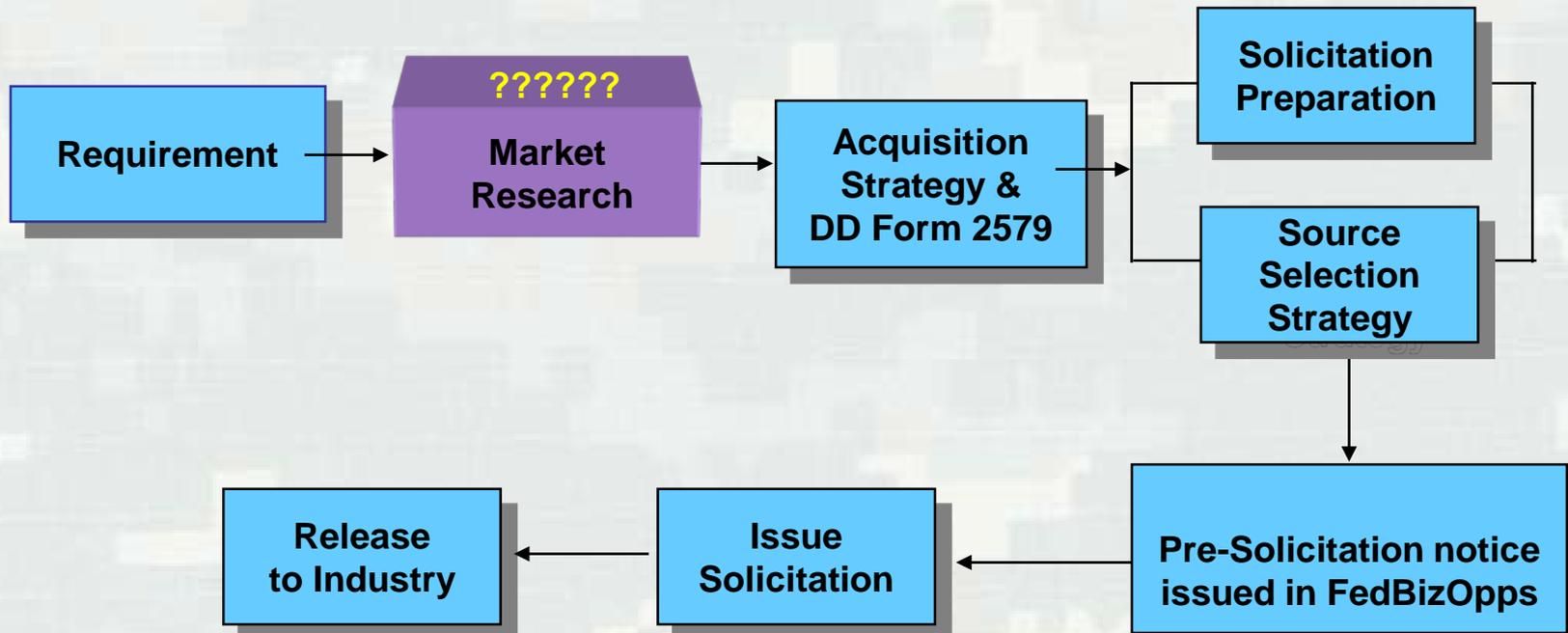


USACE HNC Top 10 NAICS FY 15

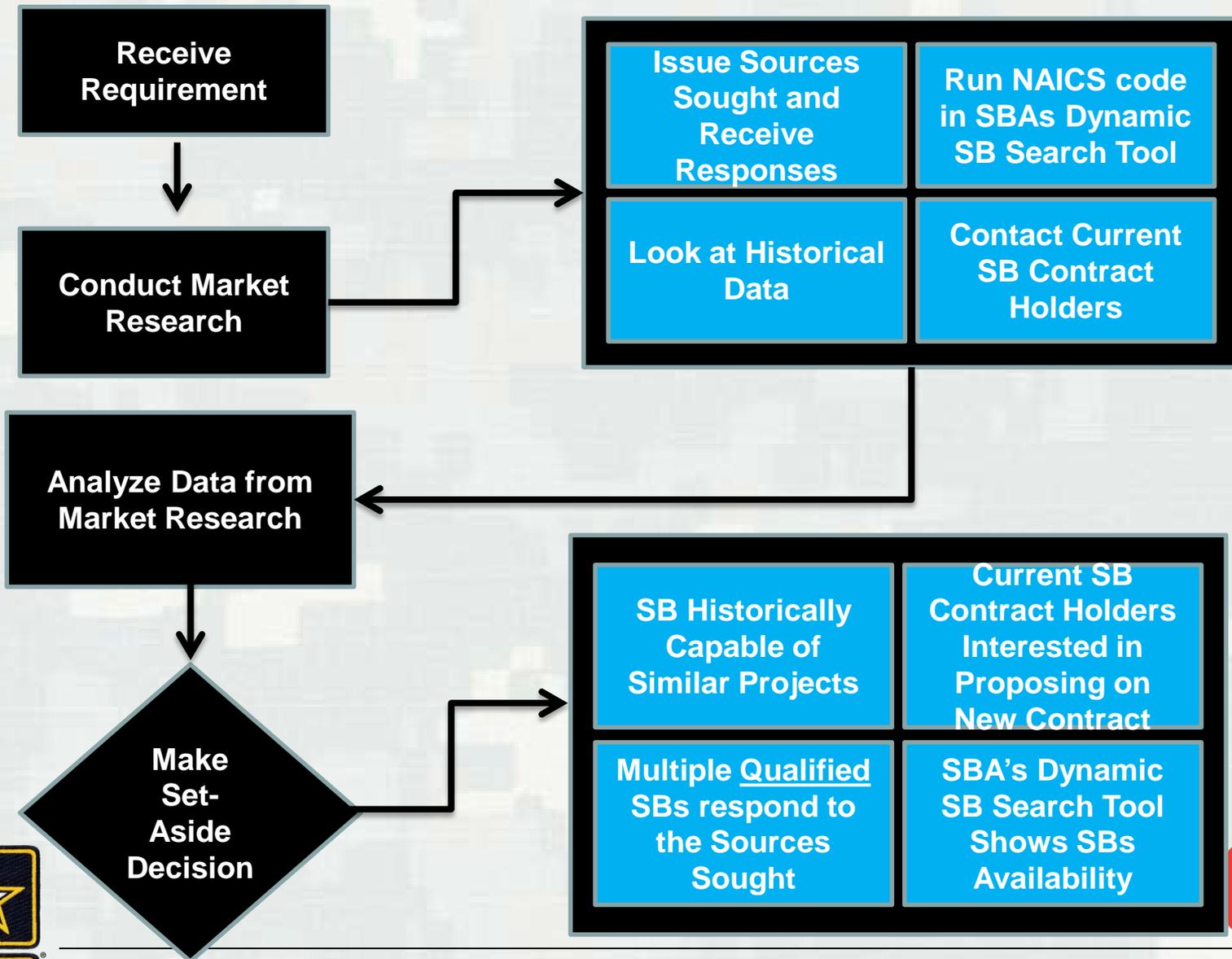
Category Description	NAICS	Amount	Percentage
Facilities Support Services	561210	81	12.96%
Non upholstered Wood Household Furniture Manufacturing	337122	70	11.20%
Engineering Services	541330	61	9.76%
Computer Systems Design Services	541512	46	7.36%
Site Preparation Contractors	238910	40	6.40%
Office Furniture (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%



Acquisition Sequence



How Do We Determine Set-Asides?



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



Proposed Contracts

Program	Contract Type	Value	RFP Release Date
Medical	Medical Repair and Renewal Design/Build	\$990M	Q3FY16
	IMF BPA II	\$200M	Q2FY16
	Medical Division A-E	\$225M	Q3FY16
Electronic Technology	ESS/UMCS/Metering AE MATOC	\$45M	Q3FY16
Military Support	Planning and Programming A-E	\$100M	Q1FY17



This information updated 3-MAR-2016, 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
Facilities	ACE-IT Radio Systems and Services (ARSS)	\$44M	Q2FY16
Ordnance and Explosives	International Remediation and Environmental Services (IRES)	\$950M	Q2FY16



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Pending Awards (RFP/Solicitation Complete)

Contract Type	Value	Projected Award Date
Multiple Environment Government Acquisition (MEGA) (Omaha)	\$400M	Q4FY16
Multiple Environment Government Acquisition (MEGA) (Huntsville)	\$400M	Q1FY17
HITS Un-Restricted	\$600M	Q3FY16
Electronic Security Systems	\$450M	Q4FY16
A/E Services Missile Defense Agency's Homeland	\$70M	Q3FY16
FBCH Technical Support Services	\$55M	Q3FY16
ACE-IT Radio Systems and Services (ARSS)	\$44M	Q4FY16



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www.hnc.usace.army.mil

