



U.S. Army Contracting Command



Office of Small Business Programs

Small Business Workshop

October 26, 2011





Army Contracting Command Office of Small Business Programs

Address: AMSCC-SB 3334F Wells Road Redstone Arsenal, 35898
Website: www.army.mil/acc "click small business/Doing Business with ACC"



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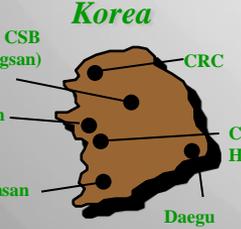
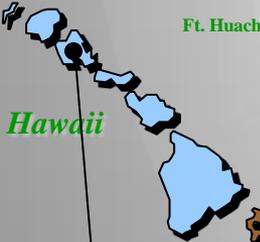
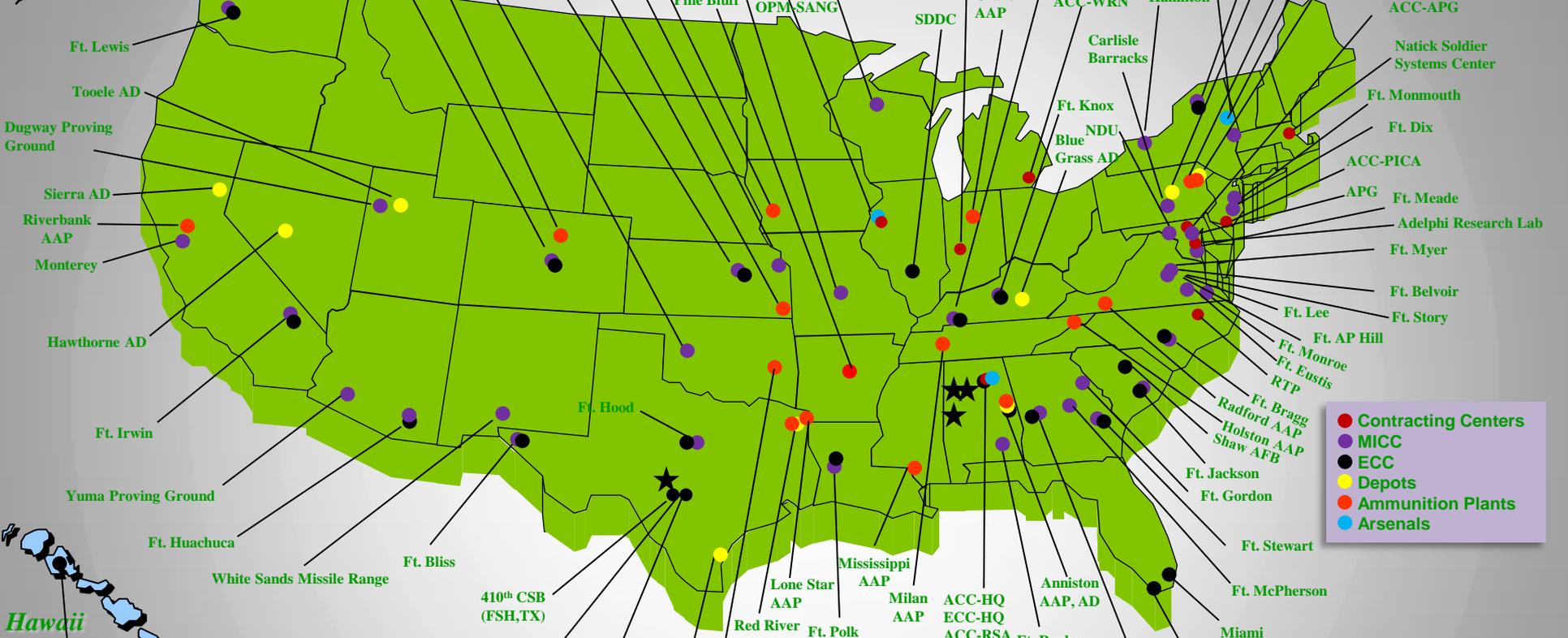
Ms. Constance Jones
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Locations

117+ Locations

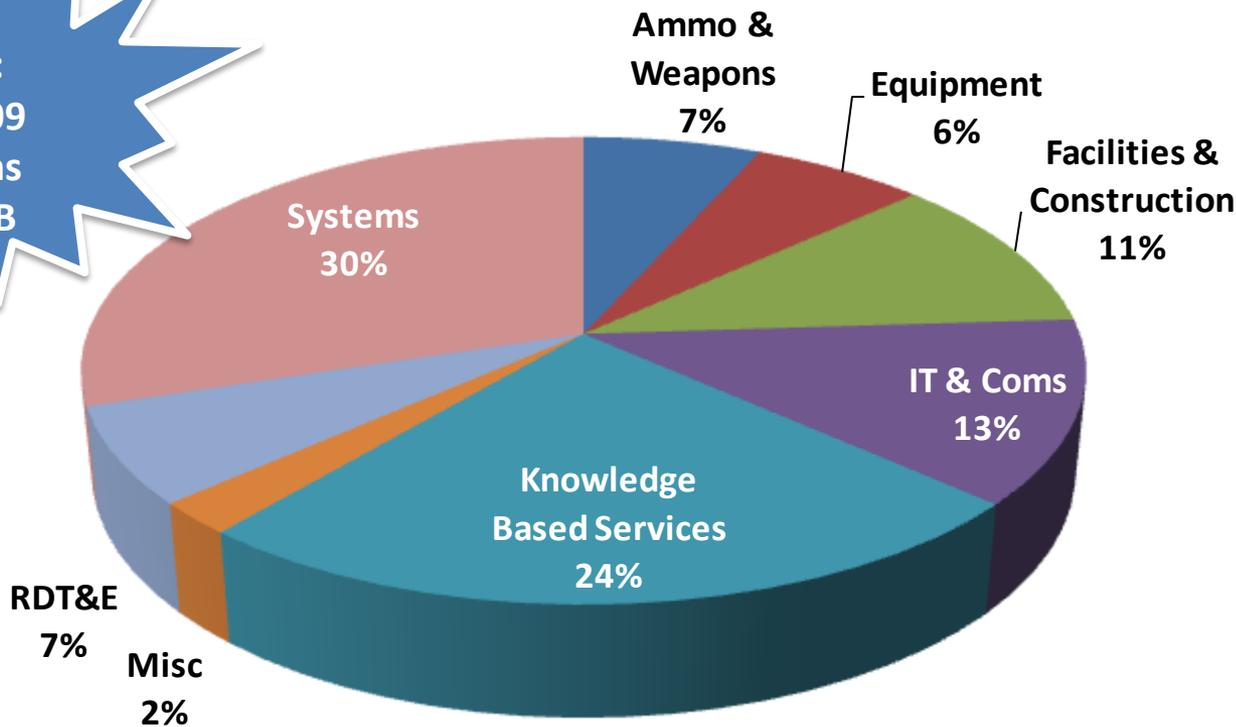




U.S. Army Contracting Command

What ACC Procures

**FY10:
261,109
Actions
\$92.9B**



- PEOs/PMs
- ASCC

- IMCOM
- NETCOM

Major Customers

- AMC
- USAR

- ATEC
- TRADOC

- FORSCOM
- DA Staff

-PEO/PM: Program Executive Office Program/Project/Product Manager

IMCOM: Installation Management Command

AMC: Army Materiel Command

ATEC: Army Test and Evaluation Command

FORSCOM: United States Army Forces Command

ASCC: Army Service Component Command

NETCOM: Network Enterprise Technology Command

USAR: United States Army Reserve

TRADOC: United States Army Training and Doctrine Command

DA Staff: Department of the Army Staff

Army Contracting Command Office of Small Business Programs



Office of Small Business Programs

MISSION

Develop and implement strategies that provide maximum procurement opportunities to small business while supporting the ACC in executing the Army's contracting mission that supports the warfighter.

VISION

A premier group of forward thinking acquisition professionals that provides quality customer service to the small business community and promotes teaming between internal and external customers.

Small Business Programs

- Small Business (SB)
- Small Disadvantage Business (SDB) 8(a)
- Historically Underutilized Business Zones (HUBZone)
- Women-Owned Small Business (WOSB)
- Service Disabled Veteran Owned Small Business (SDVOSB)
- Historically Black Colleges and Universities/Minority Institutions (HBCU/MI)

Explanation/definition of categories go to www.sba.gov
and Federal Acquisition Regulations (parts 19 and 26)
go to <http://farsite.hill.af.mil/>

HQ ACC - OSBP Functions

- Serve as lead advisor to the Head of Contracting Activity relative to Small Business Programs.
- Review ACC Acquisition Strategies over \$500M
- Manage effective outreach programs on doing business with ACC, AMC, Army and the Federal Government.
- Implement ACC Small Business Goals and monitor progress for SB Programs

Bottom Line

The US Army Contracting Command is a global organization with a **STRONG COMMITMENT to our Nation's Small Businesses.**



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U.S. Army Contracting Command

***EXpedited
PRofessional and
Engineering
Support
Services***



History

- 1990's** Advisory & assistance services (A&AS) acquired via multiple stand-alone contracts
- 1997** BRAC >ATCOM to RSA; multiple IDIQ contracts/100+ TOs (Avn)
- 2000** A&AS (Avn/Msl) combined under Omnibus 2000 (O2K)
12 IDIQ Contracts
3 Domains (Logistics, Programmatic, Technical)
Approx 200 businesses participated



History (Cont'd)

- 2002** **02K Concerns:**
Task order processing time
Paperwork volume
Availability of diverse expertise
Labor rates
- 2005** **EXPRESS began – Leveraging of GSA schedule pricing solved issues**
16 BPAs
4 domains (B&A, Logistics, Programmatic, Technical)
Approx 311 companies
- 2009** **15 additional BPAs awarded, for a total of 31**
- 2011** **31 BPA teams consist of almost 1500 companies**



Program Overview

- **Group of 31 Blanket Purchase Agreements (BPAs)**
- **Established Against GSA Schedules (IT, LOG, MOBIS, PES)**
- **Four Domains:**
 - Business & Analytical**
 - Logistics**
 - Programmatic**
 - Technical**
- **Full Gamut of Advisory and Assistance Services for Team Redstone**



Statement of Work Summary

BUSINESS AND ANALYTICAL DOMAIN

- BA1: Strategic Planning***
- BA2: Communication Support***
- BA3: Conference Support***
- BA4: Business Management Support***
- BA5: Process Improvement Support***
- BA6: Financial Management Support***
- BA7: Property Management Support***
- BA8: Human Capital Management***
- BA9: Organizational Development Support***

PROGRAMMATIC DOMAIN

- PS1: Resource Management Support***
- PS2: Cost Estimating/Analysis***
- PS3: Schedule Development/Assessment***
- PS4: Program Management, Plans and Integration***
- PS5: Strategic Planning Analysis***
- PS6: International Program Support***
- PS7: Security Assistance Program Support***
- PS8: Operations Research and Systems Analysis***



Statement of Work Summary

LOGISTICS DOMAIN

- ILS1: Design Influence/Concept Definition***
- ILS2: Maintenance Planning***
- ILS3: Manpower and Personnel***
- ILS4: Supply Support***
- ILS5: Support Equipment and Test, Measurement and Diagnostics Equipment***
- ILS6: Training and Training Devices***
- ILS7: Logistics Support Technical Data***
- ILS8: Computer Resources Support***
- ILS9: Packaging Handling and Storage***
- ILS10: Transportation and Transportability***
- ILS11: Facilities***
- ILS12: Standardization and Interoperability***
- ILS13: Continuous Acquisition and Life Cycle Support***
- ILS14: Logistics Program Support***
- ILS15: Reliability Availability and Maintainability Support***
- ILS16: Logistics Support of Automated Information Systems***



Statement of Work Summary

TECHNICAL DOMAIN

- 3.1 Aeromechanics Technology**
- 3.2 Airworthiness Qualification/Release**
- 3.3 Electronics/Avionics/Visionics/Survivability Equipment**
- 3.4 Environmental/Safety Initiatives**
- 3.5 Guidance Technology (Guidance Analyses)**
- 3.6 Guidance Technology (Electronics/Computer Tech Support)**
- 3.7 Guidance Technology (Weapon System Guidance)**
- 3.8 Industrial Operations**
- 3.9 Infrared**
- 3.10 Image and Seismic, Acoustic, SAM EM Signal Processing**
- 3.11 Manpower and Personnel Technical Support**
- 3.12 Manufacturing Science and Technology**
- 3.13 Navigation and Control**
- 3.14 Optics and Laser**
- 3.15 Product Assurance**
- 3.16 Production Engineering**
- 3.17 Propulsion Systems/Technology**
- 3.18 Radio Frequency Technology**
- 3.19 Systems Engineering**
- 3.20 Structures and Materials**
- 3.21 Systems Simulation and Modeling**
- 3.22 Software Engineering**
- 3.23 Technical Data Management**
- 3.24 Test and Evaluation**
- 3.25 Test Program Set/Automated Test Equipment**
- 3.26 Warheads**
- 3.27 Weapons Science**



Business and Analytical Domain Primes

***Analytical Services, Inc. (ASI) (LB) - Huntsville, AL**

Delta Solutions & Strategies, LLC (WOSB) – Colorado Springs, CO

Navigator Development Group, Inc. (LB) - Huntsville, AL

Perkins Technical Services, Inc. (WOSB) - Huntsville, AL

QuantiTech, Inc. (WOSB) – Huntsville, AL

***Expected Graduation from Program - 31 Jan 2012**



Logistics Domain Primes

VT AEPCO (LB) – Rockville, MD

Belzon, Inc. (SDVO/SB) - Huntsville, AL

ELEIT Technology, Inc. (SDB/WOSB/HZ) – Huntsville, AL

LogiCore Corporation (8a/WOSB) – Huntsville, AL

Metters Industries, Inc. (SDVO/SB) – McLean, VA

Millennium Systems Services, Inc. (8a/SDVO/SB) –Huntsville, AL



Programmatic Domain Primes

***3D Research Corporation (LB) - Huntsville, AL**

CAS, Inc. (LB) - Huntsville, AL

DigiFlight, Inc. (8a/VOSB)– Manassas, VA

Intuitive Research and Technology (8a/SDB) – Huntsville, AL

MicroTechnologies, LLC (8a/SDVO/SB) – Vienna, VA

Sigmatech, Inc. (SB) - Huntsville, AL

Total Computer Solutions, Inc. (SB) – Arlington, VA

***Expected Graduation from Program - 31 Jan 2012**



Technical Domain Primes

Aviation and Missile Solutions, LLC (AMS) (LB) - Huntsville, AL
Computer Sciences Corporation (CSC) (LB) - Huntsville, AL
DCS Corporation (SB) – Alexandria, VA
Intuitive Research and Technology Corporation (8a/SB) – Huntsville, AL
***Madison Research Corporation (LB) - Huntsville, AL**
Quantum Research International, Inc. (SB) – Huntsville, AL
Radiance Technologies, Inc. (SB) – Huntsville, AL
Science Applications International Corporation (SAIC) (LB) - Huntsville, AL
Sigmatech, Inc. (SB) – Huntsville, AL
***Stanley Associates (LB) - Huntsville, AL**
System Studies & Simulation, Inc. (S3) (WOSB) – Huntsville, AL
Torch Technologies, Inc. (SB) – Huntsville, AL
Westar Aerospace and Defense Group, Inc. (LB) - St. Charles, MO

***Expected Graduation from Program - 31 Jan 2012**



BPA Overview

Award Date: Jan/Apr 2005; May 2009

Ordering Agency: AMCOM

Expiration: Not to Exceed One Year/Annual Award Terms

Empty Bucket: No Guaranteed Minimum

ALL Domain Awardees Compete for All Task Orders Unless Exempt From Competition

Primary Purpose – Advisory & Assistance Services; Not End Items



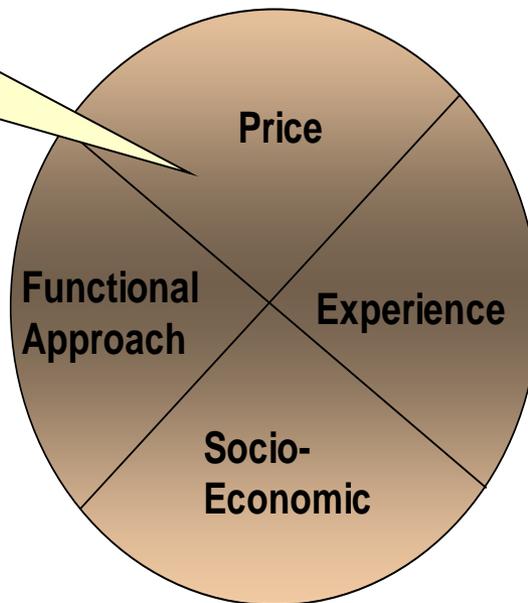
General Information

- **BPA Period:** Base Year with Unlimited Award Terms
- **Task Order Performance** - NTE 5 Years
- **Performance Based** Task Orders unless Approved IAW DFARS 237.170
- **Flexible Pricing Arrangements:** Fixed Price (Level of Effort or Completion), Time and Materials, Labor Hour
- **Discounting** of GSA Rates Allowed at BPA and/or Task Order Level
- **Annual Open Season** for team restructuring



Standard Task Order Evaluation Criteria

- Discounting on Task Orders Expected**
- GSA Rates Maximum**





EXPRESS Public Website

https://ams8.redstone.army.mil/acweb/acwebdba.acweb_systems_public?p_system_id=1&p_link_id=83

- **Announcements**
- **Questions**
- **Link to Contractor Websites**
 - **Team Information (Subcontractors and Team Members)**
 - **GSA Schedule/BPA Rates**
 - **Prime Contractor Point of Contact Information**
 - **EXPRESS Marketing/Capabilities Information**



U.S. Army Contracting Command



EXPRESS (Expedited Professional & Engineering Support Services) - Windows Internet Explorer

https://ams8.redstone.army.mil/acweb/acwebdba.acweb_systems_public2?p_system_id=1&p_link_id=

EXPRESS (Expedited Professional & Engineering S...



EXPRESS (Expedited Professional & Engineering Support Services)



- [Open Season \(There are Currently No Open Season Opportunities\)](#)
- [EXPRESS Downloads](#)
- [EXPRESS Prime/Team Leaders \(Document\)](#)
- [Historical and Other Program Information](#)
- [Anticipated Requirements](#)
- [Questions](#)

[Back](#)

Local intranet | Protected Mode: Off 100%

EXPRESS (Expedited ... 10:03 AM



Direct Awards

- **Limited to Small Business Team Members**
- **Based on Task Order RFQ Response Only**
- **Will not be Government-Directed**
- **Direct Award must be the BPA Team's Performance Approach**
- **Expected to Enhance Command's Small Business Goal Performance**
- **Privity of Contract Established by GSA schedule**



Primary Customers

| CUSTOMER | Task Order Percentages |
|----------------------|-------------------------------|
| AMRDEC | 35% |
| PEO AVIATION | 26% |
| AMCOM | 12% |
| LOGSA | 9% |
| PEO MISSILES & SPACE | 6% |
| AMC | 2% |
| OTHER | 10% |



U.S. Army Contracting Command

Distribution of Task Orders (As of September 2011)

67% of TO's
Awarded to SB

| <i>DOMAIN</i> | <i>% TO'S</i> | <i># TO'S</i> | <i># DIRECT AWARDS</i> | <i>OBLIGATED \$</i> |
|----------------------------------|----------------------|----------------------|-------------------------------|----------------------------|
| TECHNICAL | 50% | 205 | 50 | \$4.4B |
| PROGRAMMATIC | 21% | 87 | 9 | \$942M |
| LOGISTICS | 21% | 85 | 13 | \$691M |
| BUSINESS & ANALYTICAL | 8% | 34 | 3 | \$205M |
| TOTALS | 100% | 411 | 75 | \$6.2B |



Program Metrics

Customer Satisfaction: 92%

Timeliness: 49 Working Days

Competition Rate: 78%

Socioeconomic Program Support: 42% obligated dollars

Direct Awards to Small Businesses: 18%

Costs Savings (Compared to GSA Rates): 8.2%



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U.S. Army Contracting Command

EXPRESS- The Next Generation



**Request For Information- RFI
Future EXPRESS Town Hall**

**Right for the Customer - Right for the Organization
Agile/Flexible
Rapidly Changing Operational Environment**



U.S. Army Contracting Command



QUESTIONS?

Ask EXPRESS Mailbox: askexpress@conus.army.mil

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