

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

ANNUAL SMALL BUSINESS CONFERENCE

HNC ACQUISITIONS - FY 2013

John Mayes
Center Chief of Contracting

November 09, 2012



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US Army Corps of Engineers
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HNC ACQUISITIONS (FY2013 - 2014) OVERALL PROJECTIONS

- Upcoming Awards:
 - ▶ Total Number of Acquisitions: 14
 - ▶ Total Acquisition Value: \$7.8 Billion



Medical Support

Acquisition: Medical Facility Support Services (MFSS)

New or Replacement: New

Requirement: Services

PoP: 5 years

Estimated Value: \$220 Million (Small Business Set-Aside)

Expected Solicitation Date: 1st Quarter FY13

Project Manager: Mark Batchelor



Medical Support

Acquisition: Operation & Maintenance Engineering Enhancement (OMEE)

New or Replacement: New

Requirement: Services

PoP: 5 years

Estimated Value: \$990 Million

Expected Solicitation Date: 2nd Quarter FY13

Project Manager: Mike Hunter



Medical Support

Acquisition: Initial Outfitting and Transition (IO&T)

New or Replacement: Replacement

Requirement: Services

PoP: 5 years

Estimated Value: \$495 Million

Expected Solicitation Date: 2nd Quarter FY13

Project Manager: Julia Chlarson & Sarah Coleman



Medical Support

Acquisition: Initial Outfitting and Transition (IO&T) Korea

New or Replacement: New

Requirement: Services

Estimated Value: \$87 Million (Stand-Alone)

Expected Solicitation Date: 2nd Quarter FY13



Project Manager: Julia Chlarson



Medical Support

Acquisition: Medical Facilities A-E Services (MFAES)

New or Replacement: Replacement

Requirement: Services

PoP: 5 years

Estimated Value: \$249 Million

Expected Solicitation Date: 1st Quarter FY13

Project Manager: Todd Watts



Facilities Support

Acquisition: Facility Repair Renewal (FRR)

New or Replacement: New

Requirement: Design/Build

PoP: 5 years

Estimated Value: \$490 Million

Expected Solicitation Date: 2nd Quarter FY13

Project Manager: George Murphy



Facilities Support

Acquisition: Facility Repair Renewal (FRR)

New or Replacement: Replacement

Requirement: A-E Services

PoP: 5 years

Estimated Value: \$9 Million (Small Business Set-Aside)

Expected Solicitation Date: 2nd Quarter FY13

Project Manager: Mike Murphy



Facilities Support

Acquisition: Facility Repair Renewal (FRR) Resilient Power (PREP)
Blanket Order Agreement (BOA)

New or Replacement: New

Requirement: Design/Build

PoP: 5 years

Estimated Value: \$240 Million

Expected Solicitation Date: 1st Quarter FY13

Project Manager: Mike Murphy



Energy Support

Acquisition: Energy Savings Performance Contracting (ESPC) III

New or Replacement: Replacement

Requirement: Services

PoP: 10 years

Estimated Value: \$1.5 Billion

Expected Solicitation Date: 4th Quarter FY13

Project Manager: William Irby



Energy Support

Acquisition: Defense Logistics Agency-Energy (DLA-E)
Basic Ordering Agreement (BOA)

New or Replacement: Replacement

Requirement: Services

PoP: 5 year term

Estimated Value: \$400 Million

Solicitation Date: 02 November 2012

Project Manager: Levi Gabre



Electronic Technology Support

Acquisition: Utility Monitoring Control & Systems IV

New or Replacement: Replacement

Requirement: Services

PoP: 5 years

Estimated Value: \$2.5 Billion

Expected Solicitation Date: 4th Quarter FY13

Project Manager: Laura Mabee



Electronic Technology Support

Acquisition: Utility Monitoring Control & Systems Support Services

New or Replacement: New

Requirement: Services

PoP: 5 years

Estimated Value: \$150 Million

Expected Solicitation Date: 3rd Quarter FY13

Project Manager: Tonya Murray



Ordnance & Explosives Support

Acquisition: Services OE Robotics

New or Replacement: New

Requirement: Services

PoP: 5 years

Estimated Value: \$40 Million (SATOC)

Solicitation Date: 16 October 2012

Project Manager: Plyler McManus



International Support

Acquisition: International Base Camps and Security Support (IBCASS)

New or Replacement: New

Requirement: Services

PoP: 5 years

Estimated Value: \$450 Million

Expected Solicitation Date: 3rd Quarter FY13

Project Manager: Plyler McManus



Possible Subcontracting Opportunities

(Acquisitions currently under evaluation or recently awarded)

Acquisition	Type	Value
Access Control Point (ACP)	Design/Build	\$230 Million (Unrestricted) \$200 Million 8(a)
ACP/ESS/UMCS Maintenance & Services	Services	\$160 Million (Restricted) \$315 Million (Unrestricted)
Energy Initiative Task Force	Services	\$7 Billion
Energy Conservation Investment Program	Design/Build	\$600 Million
Medical Repair & Renewal (recently awarded)	Services	\$165 Million Restricted 8(a)



USACE as a Business Target

Is the time right for you?

- Can you provide what we need?
- Management capability
- Financial strength
- Capacity: What size requirement can you handle?
- Credentials, reputation & references
- E-mail, internet, website
- Accept Government Credit Cards for small buys.



The Secrets of Success

- Do your homework
- Learn the language
- Read everything
- Review everything
- Know the players
- Be patient



How To Do Business with Huntsville Center

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



Remember!

- USACE Huntsville Engineering & Support Center is committed to maximizing Small Business opportunities in support of our Mission
- To **stay** current on Contracting Laws and Regulations
- The Secrets to Success
- **Perform and Deliver**



Where Do I Find Information on Contracting Opportunities?

- HNC Website: <http://www.hnd.usace.army.mil/>
- Contract Opportunities with CEHNC:
<http://www.hnd.usace.army.mil/contract.aspx>
 - ▶ Existing Contracts
 - ▶ Upcoming Acquisitions
 - ▶ FBO Link- www.Fedbizopps.gov
 - ▶ Industry Days



Thank You!!!

