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*Mission and Installation
Contracting Command*



MICC Industry Outreach

BG Kirk F. Vollmecke
Commanding General
5 June 2012



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Agenda

- Organizational Structure
- Mission and Vision
- Who We Are / What We Do
- Small Business Program
- Eagle Transition



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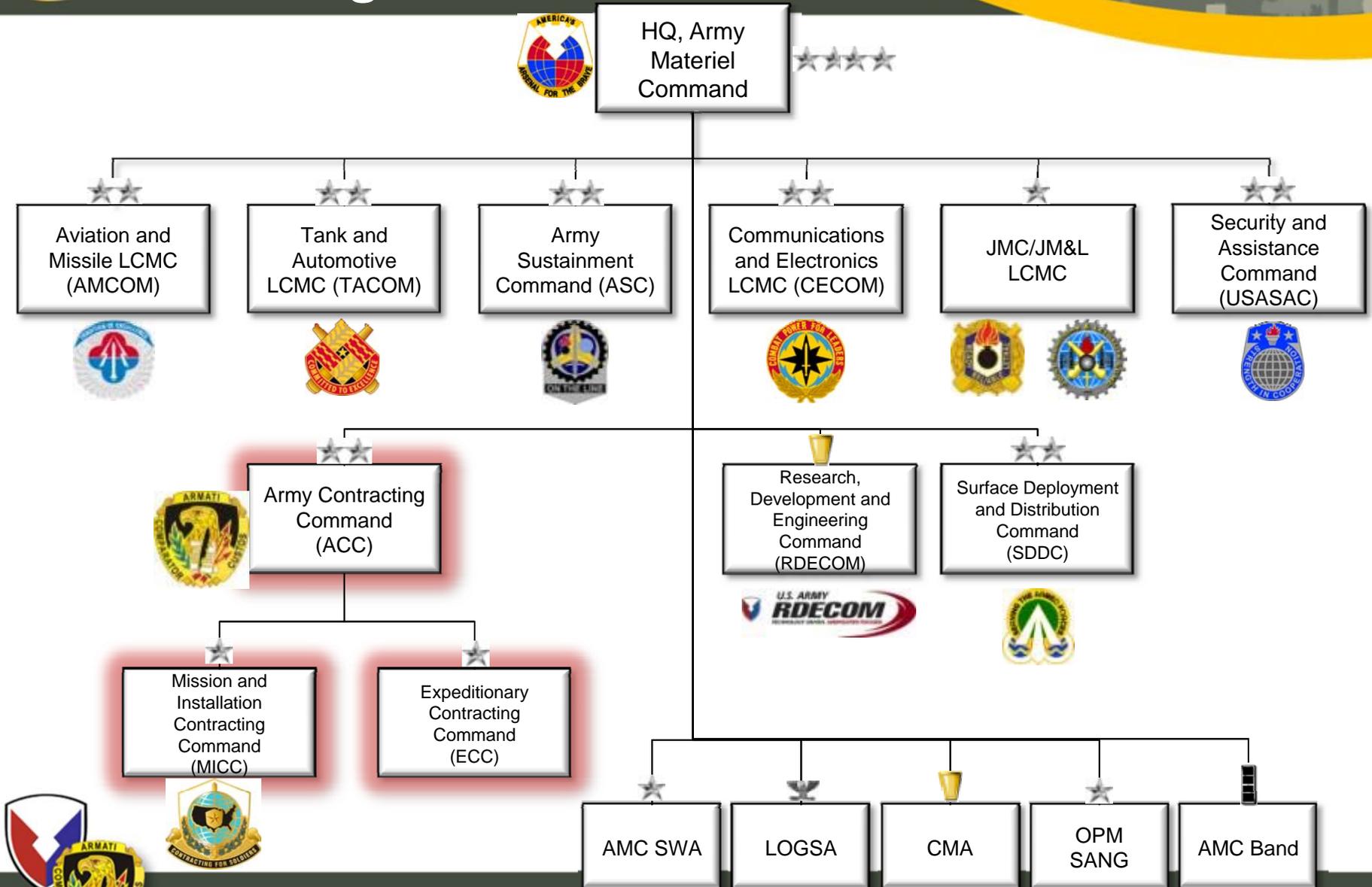
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AMC Organizational Structure



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Mission and Vision

Mission

Provide Army Commands, installations and activities with responsive contracting solutions and oversight.

Vision

Known for premiere and timely contracting support, practices, and oversight.

**End Wasteful Spending, Duplicative Contracts
and Poor Oversight of Contracts**



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MICC Operations

Supported Army Commands, Installations, and Activities



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Who We Are & What We Do

MINOR CONSTRUCTION



NON COMPLEX



COMPLEX

\$7B

SUPPLIES



Installation Support Contracting

- Over 1,586 Military & Civilians
- Over 7K Contractors Supporting
- Over 68K Contract Actions
- 40 Offices on Military Installations

SERVICES



Contracting is an Army Priority !



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Importance of Small Business

- **Small Business plays a critical role in the support of the Army's Mission and the overall strength of the US Industrial Base**
- **Army Small Business Program**
 - **FY 11 small business goal was 25.37%**
 - **Army exceeded goal by achieving 26.03%**

“Committed to building the future of the Army through Small Business!”



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Increasing Small Business Participation

16 July 11, Army Acquisition Executive memo entitled “Enhance Small Business Participation”

&

13 September 2011, Under Secretary of the Army memo entitled “Maximizing Support for the Army Small Business Program.”

- Encourages using existing contracts
- Use of Set aside programs
- Seek qualified small businesses
- Establish opportunities to serve as subcontractors
- Develop acquisition strategies
- Facilitate communication



“Committed to increasing opportunities for Small Business!”

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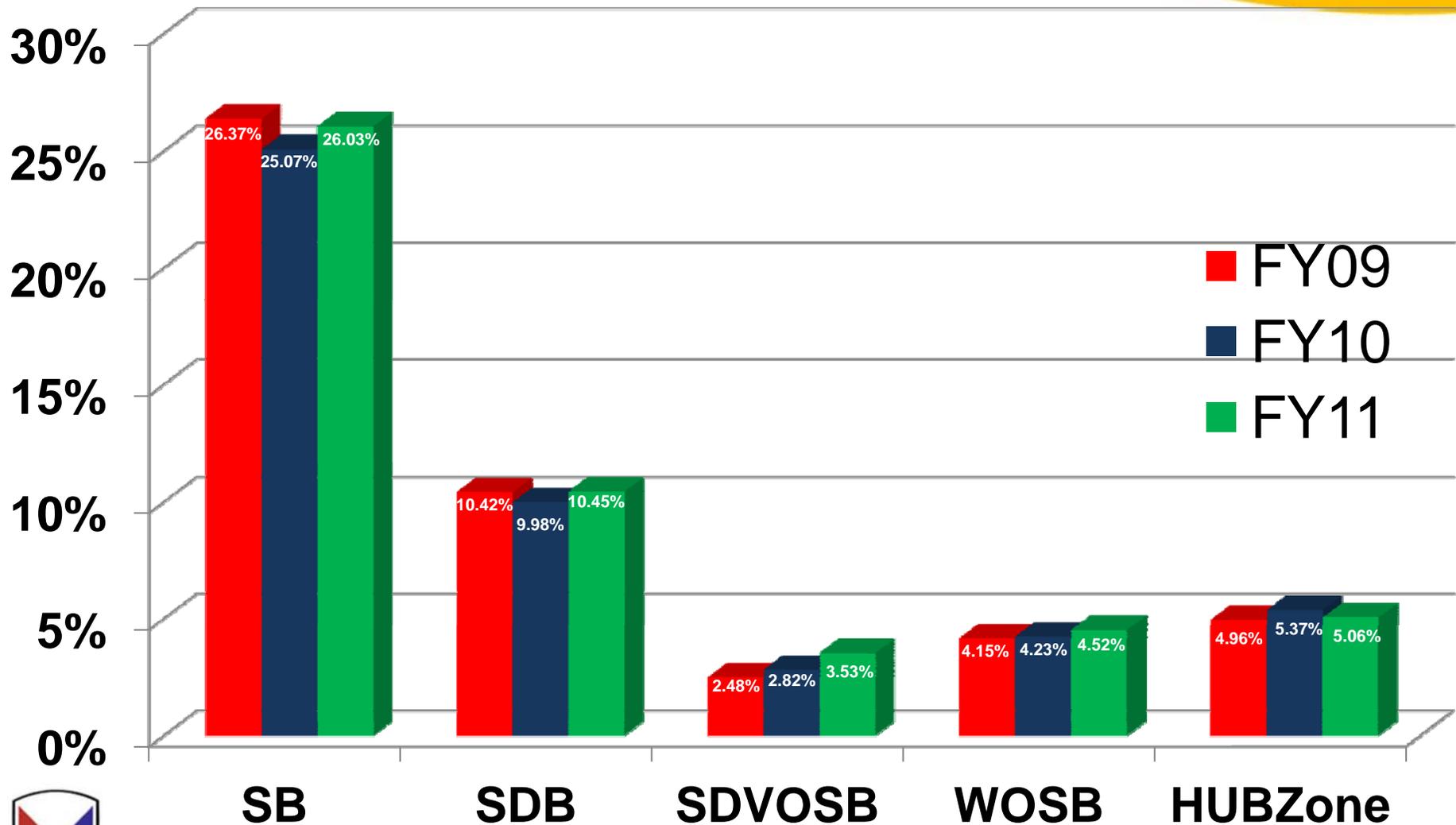
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Army Small Business Achievements



(Source: Federal Procurement Data System 05/31/2012)



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MICC Office Supply BPA Migration

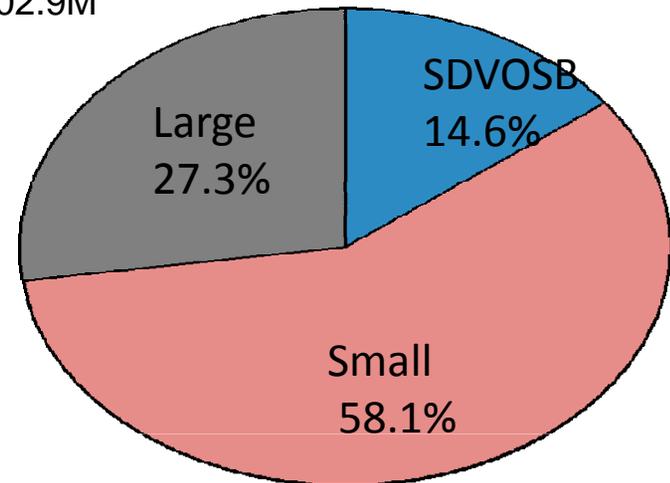
Army Blanket Purchase Agreements (BPA's)

- 12 Small Businesses
- Expire 31 July 2012
- DOD EMALL/Army Corridor
- Army Only

FSSI Blanket Purchase Agreements (BPA's)

- 13 Small Businesses
- 2 Large Businesses
- DOD / Other Agencies
- Multiple Purchase Portals

Spend by Socioeconomic Status thru May 2011
\$102.9M



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Consolidation of Requirements

OUSD (AT&L) issued a policy memorandum, dated 17 January 2002, on Small Business Participation in Consolidated Contracts and the Federal Acquisition Regulation (FAR) Part 7 & 10

Explore alternative buying strategies while aggressively enhancing small business participation

- FAR 7.103 Facilitate competition to the maximum extent possible
- FAR 7.107 Consolidation must be justified in acquisition strategy
- FAR 10.001 Must consult with the local Small Business Administration when conducting market research

Consolidation should not be feared!



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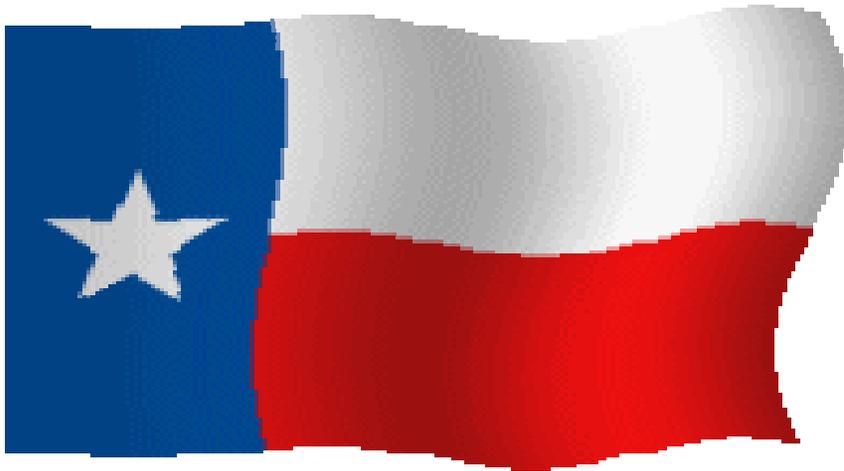
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Local Economic Impact



\$442,250,048

\$42,827,646



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MICC Subcontracting

77 Subcontracting Plans were submitted during FY11

Subcontracting to a prime contractor is a great way for a small business to “get a foot in the door” of government contracting



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Eagle Strategy

- Standardized Performance Work Statement, Quality Surveillance Plan, and Performance Requirements for Supply, Maintenance, and Transportation Support Services
- Single Installation Logistics Provider – Requirements Task Orders
- Executed through the use of Multiple Basic Ordering Agreements (BOAs) – 5 year period, reviewed annually
- Significant small business opportunities by virtue of substantial Small Business Set-Asides
- Requirements executed through Task Order Competitions
- Establishment of an EAGLE Business Office (validates requirements, tracks performance against established metrics)



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Eagle Principles

- Unlimited Number of BOAs
- Requirements Task Orders for an Installation Logistics Requirements
- BOAs reviewed annually – On-ramp
- Known requirements advertised annually, emerging requirements advertised as they occur
- Special projects, e.g. Army Prepositioned Stock, New Equipment Fielding, New Equipment Testing (those outside of installation logistics) will use the “Rule of 2” to determine set-aside
- Authorized contract types: Firm Fixed Price, Cost Reimbursable and Time & Material (least preferred)
- North American Industrial Classification System (NAICS) code 561210 – Facilities Support Services



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Eagle Principles

CONUS Installation Logistics

- Annual Requirements \leq \$1M - executed by the local Installation Contracting Office
- Annual Requirements $>$ \$1M and \leq \$35.5M, Small Business Set-Aside – executed by ACC-RI
- Annual Requirements $>$ \$35.5M, “Rule of 2”, otherwise Unrestricted – executed by ACC-RI

Non-Installation Logistics

- No annual dollar threshold – executed by ACC-RI, unless otherwise stated in task order request
- “Rule of 2” to determine set-aside; otherwise Unrestricted



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EAGLE BOA 3-Step Process

Step 1

- Issue Notice seeking contractors capabilities & experience
- Analyze for minimum qualifications
- Provide feedback to contractors
- Submission limited to 8 pages

Notice issued 22 NOV 2011.
 Industry Responses received
 12 JAN 2012. Notices to Ktrs
 provided
 8 MAR 2012.

Step 2 BOA RFP issued on 20 APR
 2012. RFP closes 11 JUN 2012

Establishes
 BOAs



Step 2

- Request for Proposal (RFP) - annual requirements
- Evaluate for qualified prime contractors
- Execute basic ordering agreements (BOA)
- Limited bid & proposal costs

BOAs in place by 4th Qtr FY12 followed by
 task order competitions

Task Order
 Competition

Step 3

- RFP - installation logistics requirements
- Compete among BOA holders
- Award requirements task order
- Price proposal submitted for specific requirement

(FAR 15.202)





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EAGLE Business Rules

- A BOA is not a contract
 - BOAs will be reviewed annually and updated accordingly
 - Either party may elect not to renew the BOA at the annual review
- A Task Order becomes a binding contract at the time of award
- EAGLE task order requirements will be synopsized/advertised on an annual basis
- Requirements that emerge during the year that were not previously advertised will be synopsized to allow non-BOA holders an opportunity to become qualified for an executed BOA



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EAGLE Business Rules

- The Government will execute BOAs to Offerors whose proposals are determined acceptable under the terms of the Step 2 RFP
- Offerors must demonstrate the capability to perform all 3 functional areas of Supply, Maintenance, and Transportation Support Services
 - If an offeror has the capability to perform all 3 functions there is NO requirement under the Step 2 RFP to identify subcontractors/teammates
 - If an offeror does NOT have the capability to perform all 3 functions on their own, then those subcontractors/teammates must be identified in their Step 2 proposal



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EAGLE Business Rules

- At Step 2, Past Performance will be assessed as acceptable or unacceptable
 - The Offeror and all proposed subcontractors/teammates will be assessed
 - An unsatisfactory performance record of an Offeror and/or any of its proposed subcontractors/teammates may prevent an Offeror from obtaining an executed BOA
- Step 3 Task Orders will only be competed amongst contractors that are rated as acceptable at Step 2
- Specific evaluation criteria will be identified in the Task Order Request for Proposal
 - Best value trade-off, LPTA, combination or price only



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EAGLE Business Rules

- At Step 3 Task Order –
 - Pricing Information will only be required for the task order
 - Offerors will certify size standards
 - Failure to comply with any term of the Task Order, to include meeting small business subcontracting goals, may result in negative past performance and negatively impact an offeror's ability to be successful for future task order competitions
 - The Government will assess a contractor's capacity at the task order level



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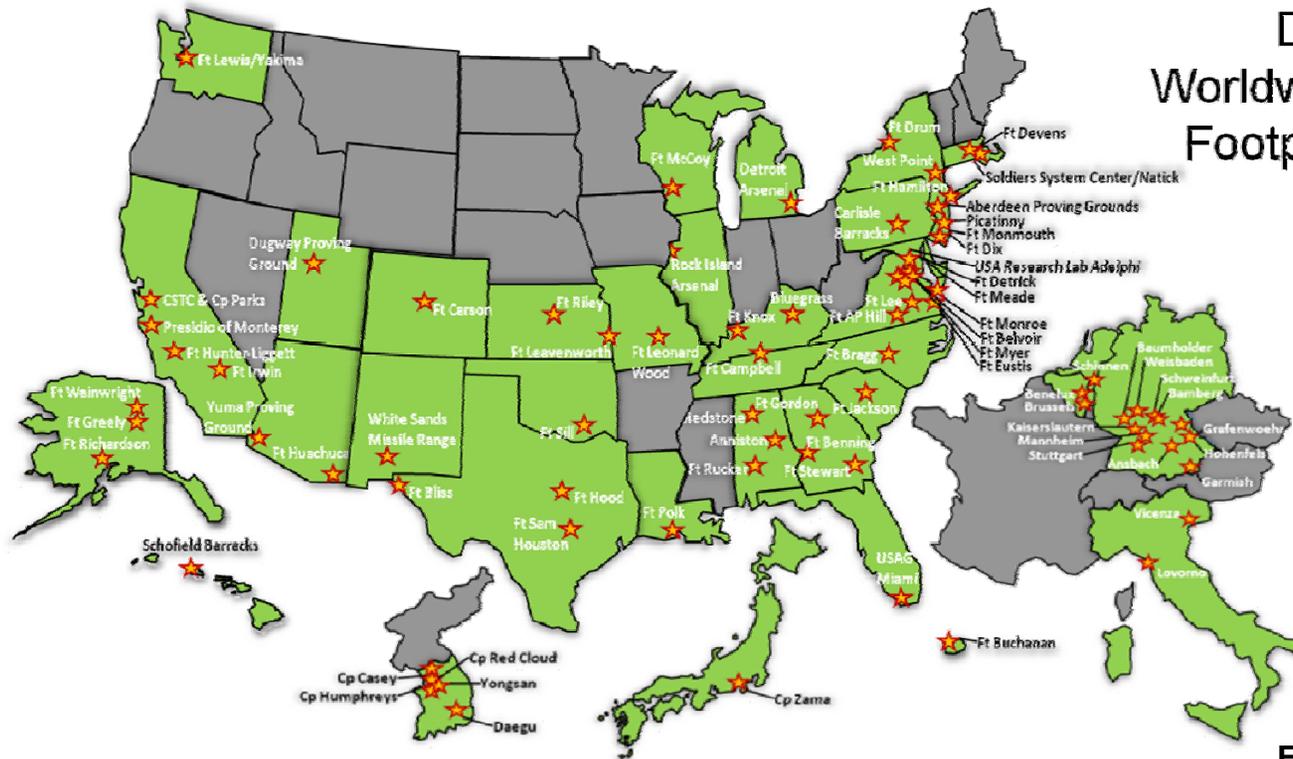


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Directorates of Logistics (DOL)

DOL Worldwide Footprint



EAGLE includes other CONUS and OCONUS locations supporting contingency and other requirements

Functions include:

- Field Level Maintenance
- Food Service
- Installation Transportation Support
- Retail Supply (CIF, CIIP, etc)
- Laundry & Dry Cleaning
- Ammo Supply Points



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Questions ?



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