



*Mission and Installation
Contracting Command*



Doing Business with Mission & Installation Contract Command (MICC)



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Agenda

Event	Agenda
Training	1:00-2:00
Ombudsman	2:00-2:20
SBA	2:20-2:30
Matchmaking	2:30-5:00



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DISCUSSION ITEMS

- Who We Are
- What We Buy
- Pursuing Opportunities
- Q&A



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MICC

- **Mission:**
- The U.S. Army Mission and Installation Contracting Command provides Army Commands, installations and activities with responsive contracting solutions and oversight
- **Vision:**
- The MICC is known for premiere and timely contracting support, practices, and oversight



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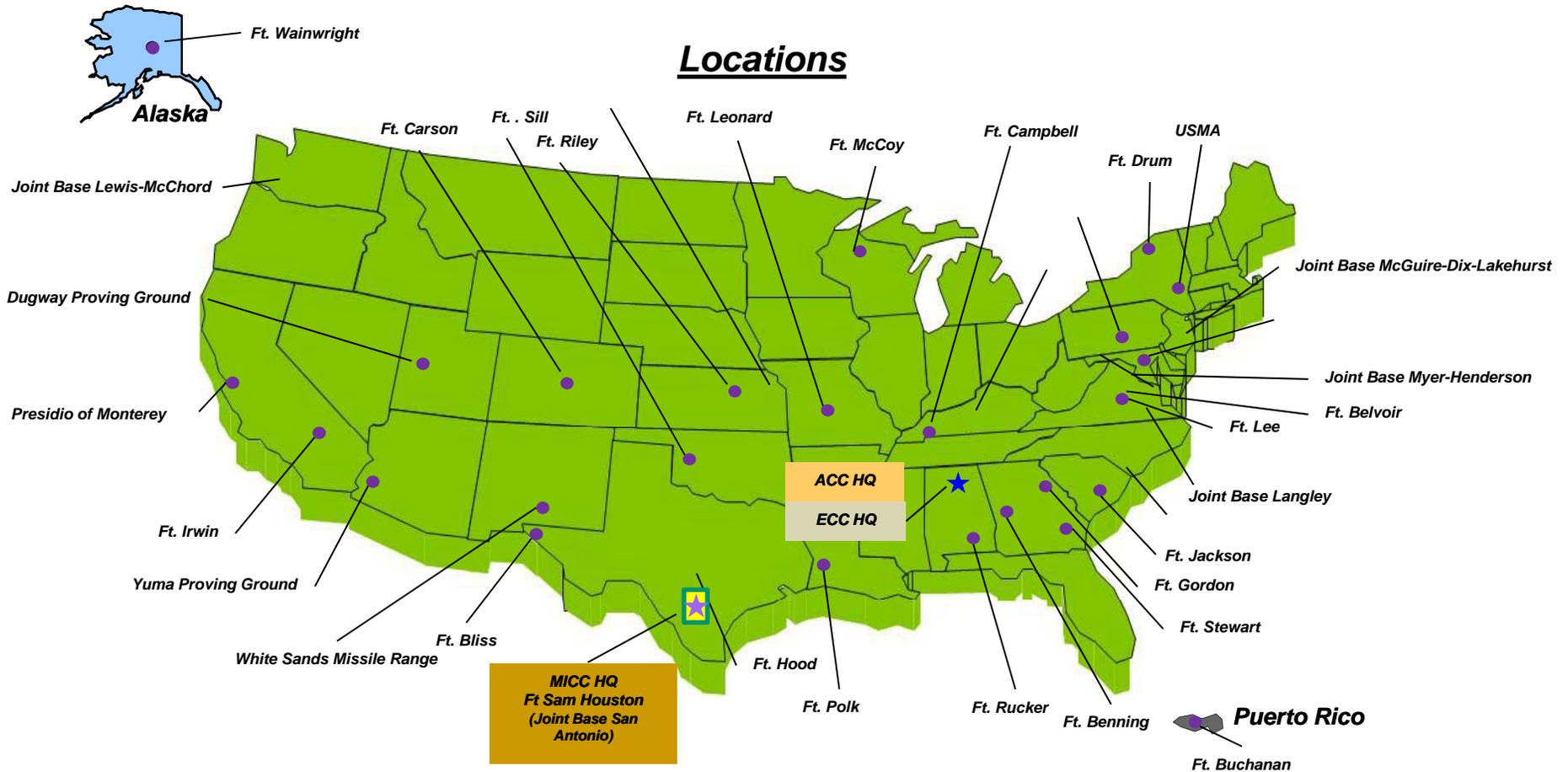


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Locations





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Who we are

- MICC provides major contract support
 - Force Command (FORSCOM)
 - Joint Readiness Training Center, National Training Center, Cultural Role Players
 - Training & Doctrine Command (TRADOC)
 - Combined Arms Center Omnibus, Battle Command Training Program, School House Instructor/Doctrine Development, Battle Lab Support
 - Installation Management Command (IMCOM)
 - Facility Infrastructure, Environmental compliance and Remediation, Security Guards, CONUS Support Base Services



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Who we are

- **Army Material Command (AMC)**
 - Installation Logistics, National Maintenance Program, Left Behind Equipment, Reset
- **Army Test & Evaluation Command (ATEC)**
 - Range Support, Instrumentation, Testing
- **Other Direct Reporting Units (DRUs)**
 - Defense Language Institute, Cyber Command, Medical Command, Distance Learning, Program Executive Office Support



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Who We Are?

- Contracts Division:
 - Provides acquisition support for all activities on the installation, as well as tenant and satellite activities
- Contract Management Division:
 - Administers construction, service, and supply contracts
- Government Purchase Card (GPC) Team



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What We Buy

- Contracting offices are responsible for base operations support at each site to include:
 - Supplies
 - Services
 - Minor Construction/Repair/Maintenance
 - Information Technology Services
 - Any other



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What We Do Not Buy

- Military Construction Appropriations (ground up)
 - **Corps of Engineers**
- Medical Services and Supply
 - **North Atlantic Regional Contracting Office (NARCO)**
- Transportation requirements (include movement of freight)
 - **Military Surface Deployment and Distribution Command (MSDDC)**



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Other Contracting Activities at each Site

- Army/Air Force Exchange Services (AAFES)
- Defense Commissary Agency (DECA)
- Non-appropriated Fund Instrumentality (NAFI)
- Corps of Engineers (COE)
- Other



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Pursuing Opportunities

- Knowledge is empowering
 - Federal Acquisition Regulation (FAR)
 - Defense Acquisition Regulation Supplement (DFARS)
 - Army Federal Acquisition Regulation Supplement (AFARS)

<http://farsite.hill.af.mil/farsite.html>



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Pursuing Opportunities (cont.)

- Marketing Sets the Pace
 - Know your product/service
 - Know your Federal Supply Class or Service Codes (FSC/SVC) and North American Industry Classification System (NAICS) code for your product or service
 - If you are an 8(a), HUBZone, Service Disabled Veteran (SDV), or otherwise eligible for one of the set-aside programs, then you **MUST** go visit the SBS and let them know who you are and what you can do
 - Work with the Small Business Administration to obtain certification or self-certify, as applicable should you believe you qualify for one, or more, of the programs.
 - Go to ***www.sba.gov*** for more information



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Pursuing Opportunities (cont.)

- Know your customer's product/service requirements
- Focus your marketing efforts
 - Research tools
 - Federal Procurement Data System Next Generation--
www.fpdsng.gov
- Develop a 1-page capabilities brief
- Investigate small business fairs or matchmaking sessions



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Pursuing Opportunities (cont.)

- Registrations:
 - Dun and Bradstreet DUNS number
 - Commercial and Government Entity (CAGE) Code
 - Identifying your North American Industrial Classification System (NAICS) codes
 - Central Contractor Registration (CCR)
 - Online Reqs and Certs (ORCA)



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D&B Data Universal Numbering System (DUNS) <http://dnb.com>

The screenshot shows the D&B website homepage. At the top, there are search bars for 'Company Search' and 'Site Search', a location dropdown set to 'United States', and a 'Customer Login' button. The main navigation bar includes 'Home', 'Solutions', 'Small Business', 'D&B D-U-N-S Number®', 'About Us', and 'Support'. The central banner features the D&B logo with the tagline 'Decide with Confidence' and a large blue box containing the text 'Zero in on the best new customers'. Below this, the phone number 'Call (888) 377-0465' is displayed, followed by a red 'Get Started' button. The background of the banner is a close-up of darts hitting a target. Below the banner, there are four service categories: 'Risk Management Solutions' (Credit solutions to protect your cash flow), 'Customer Credit Research' (Red flag your riskiest customers with DNBi Pro), 'CreditBuilder' (Improve your own business credit), and 'Sales & Marketing Solutions' (Sales & marketing solutions that accelerate sales). At the bottom, there are social media icons for Facebook, Twitter, LinkedIn, and YouTube, along with a 'CONTACT D&B NOW' button, a phone icon with the number '(888) 347-0475', and a 'Chat Live Now' button.



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Commercial & Government Entity (Cage) http://www.dlis.dla.mil/cage_welcome.asp

DEFENSE LOGISTICS AGENCY
Logistics Information Service

Home | Products | Services | Programs | Cataloging | Log Tools | Supplier | Training | Library

- **Products**
 - Web-Enabled
 - CD-ROM/DVDs
 - Electronic Documents
 - Indexed by Business Area
 - Indexed by Data Type
- Tailored Data Products

Commercial and Government Entity (CAGE)

[CAGE Code Search](#)

[Search Now!](#) - If you know the CAGE Code or Company Name

Welcome to the DLA Logistics Information Service lookup service of the Commercial and Government Entity (CAGE) Code system via the World Wide Web. DLA Logistics Information Service is the only source for the assignment/maintenance of CAGE Codes.

Guidelines for CAGE System Usage

Searches are free, however, The DLA Logistics Information Service reserves the right to restrict access if unreasonable use of the system is made.

Check out the [FAQs](#) area for basic information regarding CAGE Code.

DLA Logistics Information Service produces a DVD called PUB LOG that contains Federal Logistics Information System (FLIS) data. Within PUB LOG, two sections provide CAGE data: [H-Series](#) and [MCRD](#). [Click here](#) for more information about ordering PUB LOG.

Foreign registrants in CCR must have a NATO CAGE Code (NCAGE) assigned. A NCAGE code can be obtained by contacting the National Codification Bureau of the country where the company is located or by connecting to [Form AC135](#).



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North American Industrial Classification (NAICS) <http://www.census.gov/eos/www/naics>

The screenshot shows the official website for the North American Industry Classification System (NAICS). At the top, there is a navigation bar with the 'United States Census' logo and links for 'People', 'Business', 'Geography', 'Data', 'Research', and 'Newsroom'. A search bar is located on the right side of the navigation bar. Below the navigation bar, the breadcrumb trail reads 'You are here: Census.gov > Business & Industry > NAICS'. The main heading is 'North American Industry Classification System'. Below this heading are several tabs: 'Main', 'History', 'Development Partners', 'Federal Register Notices', 'NAPCS', and 'FAQs'. The 'Main' tab is currently selected. The content area is divided into three columns. The left column is titled 'NAICS Search:' and contains two search boxes. The first search box is labeled '2007 NAICS Search' and the second is labeled '2002 NAICS Search'. Below the search boxes is a section titled 'Downloads/Reference Files/Tools' which contains a list of links: '2007 NAICS', '2002 NAICS', 'Concordances', and 'NAICS Update Process Fact Sheet [PDF, 37KB]'. The middle column is titled 'Introduction' and contains text explaining the NAICS system, its development, and its use by federal statistical agencies. The right column is titled 'Announcements' and contains several announcements, including 'COMING SOON 2012 NAICS Search (Concurrent with the 2012 NAICS Manual)', '2012 NAICS Structure [249KB]', and '2012 to 2007 NAICS Concordance [XLS, 172KB]'. At the bottom of the screenshot, there is a small logo for the 'Contracting for Soldiers' command.



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Central Contractor Registration (CCR) <http://www.ccr.gov>

Central Contractor Registration

CCR Home CCR Search Federal Agency Registration News Release Notes Request Data Access Help

Contractors Grantees International Registrants Small Businesses Security Notes Active Registrants 634644

CCR Help
Getting Started
Frequently Asked Questions
Interactive Help
Contact Us

Quick Links
Dynamic Small Business Search
ORCA
SBA
Request DUNS Number
Federal Business Opportunities
System for Award Management (SAM)

Welcome to Central Contractor Registration (CCR)

Central Contractor Registration (CCR) is the official, FREE on-line registrant database for the U.S. Federal Government. CCR collects, validates, stores and disseminates data in support of agency acquisition and award missions. You do not need pay to register in CCR. [Learn more about CCR Policy and Background.](#)

Log in to CCR

User ID:
 Password:
[Forgot User ID](#) [Forgot Password](#)

Create New Registration

[What You Need to Register International Registrants](#)

Note: New registrations usually take **3-5** business days to process once completed by the vendor.

Top Frequently Asked Questions



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Dynamic Small Business Search

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

Skip Navigation Accessibility Options

SBA DSBS [Print](#) [Exit](#) [Help](#)
[DSBS](#) [Quick Market Search](#) [TM OnLine](#) Ready

Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser window.

NEW NEW MARKETING FEATURE FOR CONTRACTING OFFICERS:
 Use the "Quick Market Search" button above to go to the **Quick Market Search**

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

All form fields that require typing in data have "tooltips" with data format information.

Location of Profile

State(s):
(How to make multiple selections.)

(any state)

AL - Alabama

AK - Alaska

AA - American Atlantic (APO/FPO)

AE - American Europe (APO/FPO)

AP - American Pacific (APO/FPO)

AS - American Samoa

AZ - Arizona

AR - Arkansas

CA - California

Searching within a State:
(Requires exactly one state from the list at left.)

Congressional District: [Help](#)

County: Select 1 State, then press Lookup [Lookup](#) [Help](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

last modified: 07/13/2004 12:00:00 AM > FirstGov > E-Gov > Regulations.gov > White House SBA Processing: 0.164 seconds Version: Small Business Source System 7.3





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Online Representation & Certifications (ORCA) <https://orca.bpn.gov>



Home | Search | FAQs | Help | Security Notice

Welcome to the Online Representations and Certifications Application (ORCA)

****Recovery vendors must register at Federalreporting.gov (click [here](#) for more information)****

****ORCA Rolled Back to 2007 NAICS Structure (click [here](#) for more information)****

****SAM Go-Live Date Moved to End of July 2012 (click [here](#) for more information)****

ORCA is an e-Government initiative that was designed by the Integrated Acquisition Environment (IAE) to replace the paper based Representations and Certifications (Reps and Certs) process.

Please login to add or update your ORCA record

DUNS Number

+4 (if applicable)

MPIN

NOTE: [Click here](#) to learn how to create your MPIN.

Search current ORCA Record

DUNS Number

+4 (if applicable)

[Click Here](#) for Archive Search

Integrated Acquisition Environment  



ORCA and other systems will be migrating to the System for Award Management (SAM) at the end of July 2012. If you are a current registrant, [this is what to expect](#). If you use ORCA data in one of your systems today, please visit SAM.gov for additional information.



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Small Business Administration <http://www.sba.gov>

The screenshot shows the SBA.gov website homepage. At the top right, there are links for 'Share' and 'Translate'. Below that, 'Connect With Us' with social media icons for Facebook, Twitter, and YouTube. A search bar labeled 'Search SBA Gov' is present. The main navigation menu includes: Starting & Managing a Business, Loans & Grants, Contracting, Counseling & Training, SBA Direct, and For Lenders. The main banner features an American flag and the text: 'VETERANS, LET US SERVE YOU by helping your small business start up, succeed and grow'. Below the banner are four numbered tabs (1-4). To the right of the banner is a 'Featured Tasks' section with a list of links: Find Loans & Grants..., Register Your Business..., Apply for HUBZone Status..., Apply for 8(a) Certification..., Find Business Licenses & Permits..., Submit Your Idea for Reducing Regulatory Barriers..., and Find Exporting Opportunities... Below this is a 'What's New' section with two items: 'Meet Victoria Tift, National Small Business Person of the Year' and 'National Economic Council's Small Business Report: Moving America's Small Businesses and...'. At the bottom of the page, there are two sections: 'Find Information On:' with radio buttons for 'Starting a business', 'Getting a loan', and 'Government contracts'; and 'Get Local Assistance:' with a map of the United States and the text 'Enter Your Zip Code to find counseling, mentoring, and training near you:'. A blue box with the word 'Or' is between these two sections.



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System for Award Management (SAM)

<https://www.sam.gov/sam>



Welcome to the System for Award Management

Thank you for visiting SAM.gov.

Announcement

If you are looking for the SAM.gov application, please continue to use CCR/FedReg, ORCA, and EPLS. You can expect the capabilities to be here in late July. See [announcement](#).

What is SAM?

The System for Award Management (SAM) is combining eight federal procurement systems and the Catalog of Federal Domestic Assistance into one new system.

When will SAM launch?

SAM is being deployed in phases, beginning with the "Entity Management" capability and the Exclusions portion of the



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Pursuing Opportunities (cont.)

- Know where to seek opportunities—
 - Army Single Face to Industry
<https://acquisition.army.mil/asfi/>
 - Federal Business Opportunities
www.fbo.gov
 - FedBid (Optional for Army)
<http://www.fedbid.com>



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Federal Business Opportunities www.fbo.gov

★ FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **28,900*** active federal opportunities.

Posted Date: Last 90 Days

Set-Aside Code: Any

Place of Performance: Any State or Territory

Keyword / Solicitation #:

Agency:

Keyword / Solicitation

Type in the Command's DODAAC

ATTENTION: Agency users are responsible for... FBO using the access control procedures for... [Buyers Guide](#). Do not upload ANY classified...

RECOVERY
Locate actions funded by the American Recovery and Reinvestment Act.
[SEARCH RECOVERY OPPORTUNITIES](#)
[SEARCH RECOVERY AWARDS](#)

FBO RECOVERY REPORTS
Click [here](#) to learn more.

SMALL BUSINESS EVENTS
[Learn more](#) about the Small Business Central Event Listing or [search now](#) for events.
[SEARCH SMALL BUSINESS EVENTS](#)



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Western Locations

Location

- Ft Wainwright AK
- Joint Base Lewis- McChord WA
- Dugway Proving Ground UT
- Presidio of Monterey CA
- Ft Irwin CA
- Yuma Proving Ground AZ
- Ft Carson CO
- White Sands Missile Range NM

DoDAAC

W912D0
W911S8
W911S6
W9124N
W9124B
W9124R
W911RZ
W9124Q



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Midwest Locations

<i>Locations</i>	<i>DoDAAC</i>
• Ft Bliss TX	W911SG
• Ft Sill OK	W9124L
• Ft Riley KS	W911RX
• Ft Leavenworth KS	W91QF4
• Ft Hood TX	W91151
• Ft Leonard Wood MO	W911S7
• Ft McCoy WI	W911SA
• Ft Polk LA	W9124E
• Ft Campbell KY	W91248
• Ft Knox KY	W9124D
• Ft Rucker AL	W9124G
• Ft Sam Houston TX	W9124J



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Eastern Locations

Locations

DoDAAC

- | | |
|---------------------------------------|--------|
| • Ft Drum NY | W911S2 |
| • Carlisle Barracks PA | W91QFO |
| • USMA West Point NY | W911SD |
| • Joint Base McGuire-Dix-Lakehurst NJ | W911S1 |
| • Ft Meade MD | W91QF6 |
| • Joint Base Myer-Henderson Hall VA | W91QF7 |
| • Ft Belvoir VA | W91QV1 |
| • Ft Lee VA | W91QF5 |



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Eastern Locations, Continued

Locations

DoDAAC

- | | |
|--------------------------------|---------------|
| • Joint Base Langley-Eustis VA | W911S0 |
| • Ft Bragg NC | W911SE/W91247 |
| • Ft Jackson SC | W9124C |
| • Ft Gordon GA | W91249 |
| • Ft Stewart GA | W9124M |
| • Ft Buchanan PR | W912C3 |



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Pursuing Opportunities (cont.)

- Check Out GSA schedule – is it right for you?
 - Federal agencies may use Government-wide Acquisition Contracts (GWAC) and GSA Federal Supply Schedule (FSS) contracts to make purchases.
 - These pre-approved contracts are used to buy commonly used products, services, and solutions. Opportunities are rarely announced on FedBizOpps, but are normally competed among pre-qualified vendors already under contract. **www.gsa.gov**
 - Local GSA office:
 - Google: GSA in your area.



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Pursuing Opportunities (cont.)

- Government Purchase Card
 - Though not mandatory, having the ability to accept credit cards may afford your firm opportunities it may not otherwise have
 - Ensure Government cardholders buying from you are acting within their authority. If you have any questions, contact the Credit Card Office



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Pursuing Opportunities (cont.)

- Explore Subcontracting Opportunities
 - Subcontracting opportunities through prime contractors is a large secondary market
 - Our website contains a list of active, recurring type contracts; info on primes is available
 - SBA Sub-Net is a resource on which prime contractors can post subcontracting opportunities-
<http://web.sba.gov/subnet/>
 - Establish relationships with prime contractors



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Pursuing Opportunities (cont.)

- Know the resources available to assist you
 - Procurement Technical Assistance Centers (PTACS) are located in most states and provide small business concerns with information on how to do business with the Government
 - Small Business Specialists are normally available to provide information on how to do business with the Government as well as site specific information
 - Vendors are not authorized to market “door-to-door” to units/activities



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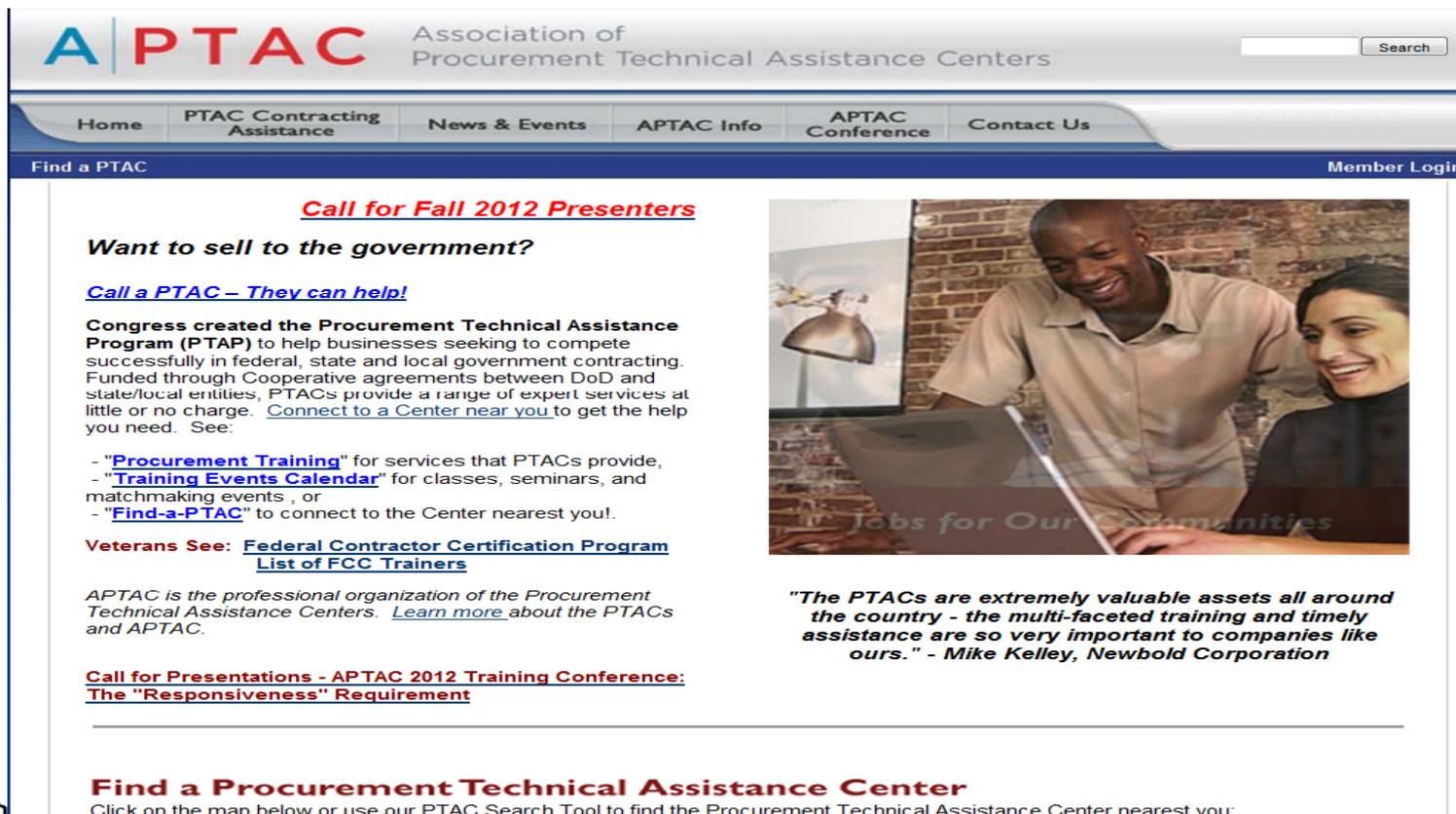
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Procurement Technical Assistance Centers (PTAC)

<http://www.aptac-us.org/new/>



The screenshot shows the APTAC website interface. At the top, the logo 'APTAC' is displayed next to the text 'Association of Procurement Technical Assistance Centers'. A search bar is located to the right. Below the logo is a navigation menu with links for Home, PTAC Contracting Assistance, News & Events, APTAC Info, APTAC Conference, and Contact Us. A 'Member Login' link is also present. The main content area features a 'Call for Fall 2012 Presenters' section with the heading 'Want to sell to the government?' and a sub-heading 'Call a PTAC - They can help!'. The text explains that Congress created the Procurement Technical Assistance Program (PTAP) to help businesses compete in government contracting. It lists resources like 'Procurement Training', 'Training Events Calendar', and 'Find-a-PTAC'. A quote from Mike Kelley of Newbold Corporation is featured next to a photo of two people working on a laptop. At the bottom, there is a section titled 'Find a Procurement Technical Assistance Center' with instructions to use a map or search tool.



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Find a PTAC near you – go to their website and scroll down
locate the map <http://www.aptac-us.org/new/>

Find a Procurement Technical Assistance Center

Click on the map below or use our PTAC Search Tool to find the Procurement Technical Assistance Center nearest you:



PTAC Search Tool

Counselor Last Name:

State:



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***A MICC Small Business
Specialist works in your area***



Contact one online NOW!
**[http://www.acc.army.mil/micc/
contact-sbo.html](http://www.acc.army.mil/micc/contact-sbo.html)**



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QUESTIONS ???????



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