



# UTSA Procurement Technical Assistance Center (PTAC) HOSTS MICC- FSH ACQUISITION FORECAST

## *Supporting America's Small Business*

Mr. Ray Harris  
Director of Contracting  
U.S. Army Mission and  
Installation Contracting  
Command

7 November 2018



# Contracting for Soldiers



[https://youtu.be/uhuNwQyZPRQ?list=PLqXuMYfWL3kZy-t\\_5Tq0LNxsOL9dnqCf3](https://youtu.be/uhuNwQyZPRQ?list=PLqXuMYfWL3kZy-t_5Tq0LNxsOL9dnqCf3)





# Mission and Installation Contracting Command

Joint Base San Antonio  
Fort Sam Houston, Texas

BG William M. Boruff  
and CSM Marco Torres  
U.S. Army Mission and Installation  
Contracting Command



# Contracting for Soldiers



[https://youtu.be/ovYhA26jK4Q?list=PLqXuMYfWL3kZy-t\\_5Tq0LNxsOL9dnqCf3](https://youtu.be/ovYhA26jK4Q?list=PLqXuMYfWL3kZy-t_5Tq0LNxsOL9dnqCf3)





# WELCOME TO THE MICC-FSH

Responsible for annual execution and oversight in support of Headquarters Department of the Army, the Office of Army Chief of Staff Installation Management, U.S. Army Reserve Command, Office of the Chief of Army Reserves, U.S. Army North, and U.S. Army Medical Command.



**Mr. Ray P. Harris**  
**Director**  
**U.S. Army Mission and Installation**  
**Contracting Command**





# Who We Are

- ✓ **Mission Division:** Provides acquisition support for all Army activities on the installation, as well as tenant and satellite activities
- ✓ **Energy & Environmental Division:** Awards and Administers environmental (remediation, compliance, natural and cultural resources) and utilities (water, electricity, gas) contracts
- ✓ **Installation Support Programs Division:** Food Services Center of Excellence, IMCOM, OACSIM, Chief of Chaplains, etc.
- ✓ **Government Purchase Card (GPC) Team**





# MICC FSH AWARDS BY NAICS

NAICS	DESCRIPTION	2018 OBLIGATION
561920	Convention and Trade Show Organizers	\$49.7M
221122	Electric Power Distribution	\$44.7M
562910	Remediation Services	\$39.4M
611710	Educational Support Services	\$25.5M
541611	Administrative Management and General Management Consulting Services	\$20.9M
221310	Water Supply and Irrigation Systems	\$19.1M
541513	Computer Facilities Management Services	\$19.0M
221320	Sewage Treatment Facilities	\$15.3M
541690	Other Scientific and Technical Consulting Services	\$12.5M
541512	Computer Systems Design Services	\$11.2M

**Note:** Source Data is from Federal Procurement Data Systems Next Generation. Search criteria used was DoDAAC W9124J.

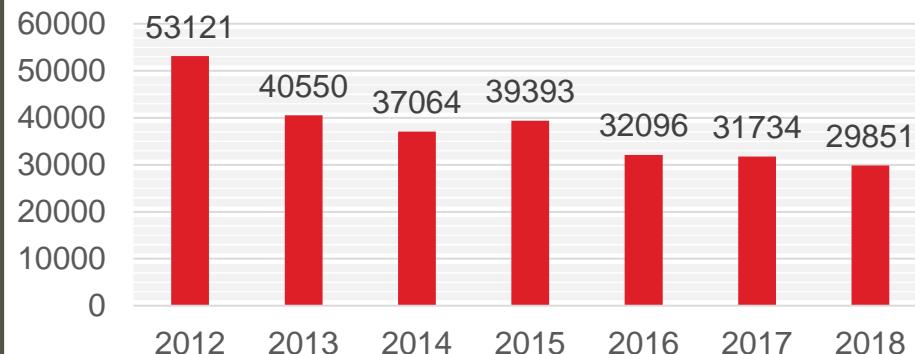




# Seven Year Workload Trend

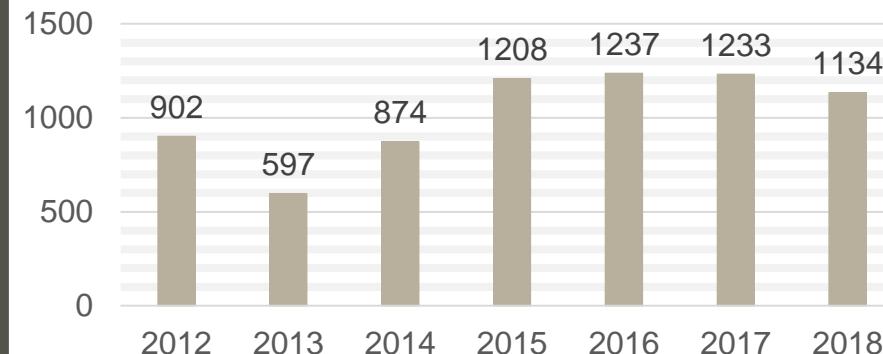
## MICC Actions

■ MICC Actions



## FSH Actions

■ FSH Actions



## MICC Obligations (BILLIONS)



## FSH Obligations (MILLIONS)





# AGENDA

0700-0745 Registration

0745-0800 National Anthem: SFC Charmakeitha M. Smith  
Invocation: Colonel Yvonne Hudson

0800-0815 Welcome – Commanding General William M. Boruff

0815-0820 UTSA PTAC Project Manager - Ms. Sheriley Smith

0820-0830 Opening Remarks - MICC-FSH Director - Mr. Ray Harris

0830-0900 Break / Meet KO & Breakout Session Sign-up

0900-0915 Army Environmental Command - Colonel Isaac Manigault

0915-0930 SBA Procurement Center Representative - Ms. Sheena Little

0930-0945 UTSA PTAC Project Manager - Sheriley Smith

0945-1000 Break / Meet KO & Breakout Session Sign-up

1000-1020 Army Category Management – Full Food Service Center of Excellence

1020-1100 MICC-FSH FY19/20 Forecast & Q&A

- Small Business Specialist – Ms. Deanna Ochoa
- Installation Support Division
- Mission Division
- Energy & Environmental Division

1100-1230 Lunch

1230-1245 Final Meet KO & Breakout Session Sign-up

1300-1600 Senior Government Panel & Q&A & Meet the KO's Breakout – Room 1.116 La Villita

1400-1600 Support Base Services Breakout – Room 1.208 El Mercado

1300-1600 Strong Bonds Industry Day – Room 1.124 River Walk





# Contracting for Soldiers



[https://youtu.be/eTxT7feUIPg?list=PLqXuMYfWL3kZy-t\\_5Tq0LNxsOL9dnqCf3](https://youtu.be/eTxT7feUIPg?list=PLqXuMYfWL3kZy-t_5Tq0LNxsOL9dnqCf3)





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# US Army Environmental Command (USAEC)

**COL Isaac C. Manigault  
Commander**

**CSM K. Antonio (Tony) Broadnax  
Command Sergeant Major**

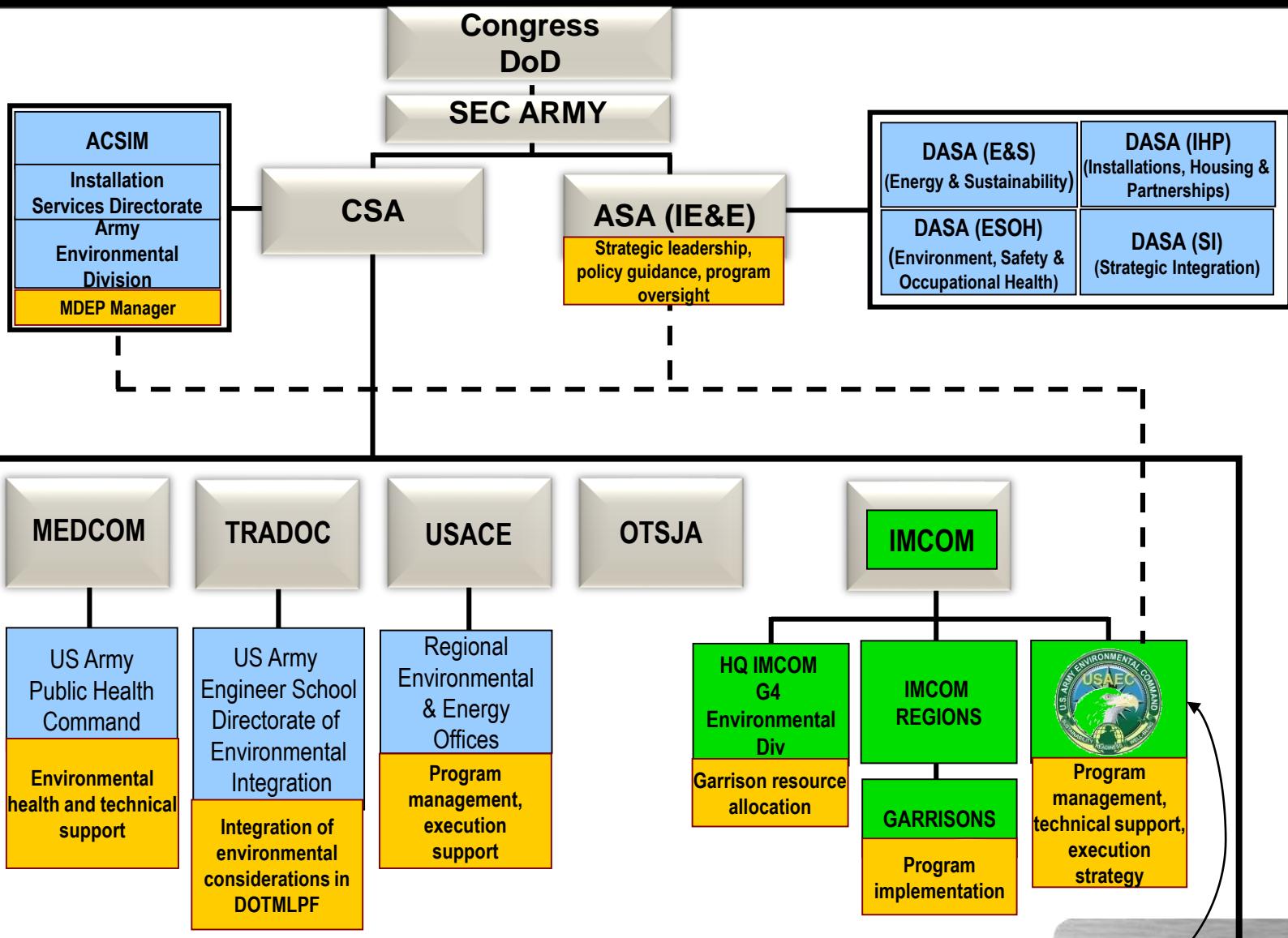


## Agenda:

- Organization Overview (4 slides)
- Geographic Coverage
- Program Activities
- Contact Information (2 slides)
- Summary

**Purpose:** Provide an overview of the our organization and program activities.

*U.S. Army Environmental Command Enables Readiness for our Army and Communities*



\*USAEC executes a dual environmental support role... DoD / Army wide support & IMCOM Garrisons





**Office of Counsel**  
LTC Scott Walters

- Provide legal support

**Office of the Commander**  
COL Isaac C. Manigault  
CSM K. Antonio (Tony) Broadnax  
Ms Janet Kim  
MAJ Erica Valente

- Provide outreach
- Identify communications, engagement requirements, and opportunities

**Environmental Futures, Communications & Engagements**

**AEC NCR**  
Liaison Officer

- Coordinate actions with environmental stakeholders
- DASA(ESOH)
- DASA (E&S)
- ACSIM
- USACE

**Support Branches**  
OPS/HR/RM

- Operations
- Human Resources
- Workforce Development
- Logistics
- Resource Management
- Training

**Environmental Solutions Division**  
Rick Weiner

- Contract Support
- Environmental Programs & Liabilities
- Compliance
- Conservation
- Acquisition & Technology

**Regional Environmental Service and Support Divisions**

**Northeast**  
Hap Gonser

**Southeast**  
Joel Godfrey

**Midwest**  
Randy Cerar

**West**  
Ann Wood

- Provide direct support to the IMCOM Directorates and Garrisons located in their geographic area, as well as clean-up support to AMC, ARNG and USAR





**U.S. ARMY**  
ENVIRONMENTAL  
COMMAND

**MISSION**

Deliver environmental services and solutions to sustain and in support of the Army's Environmental Program.

**VISION**

Enable Readiness for our Army and communities.

**COMPETENCIES**

Environmental Expertise  
Compliance  
Conservation  
Restoration  
Pollution Prevention



*The U.S. Army Environmental Command executes its Mission through four Lines of Effort:*

**LOE 1: Skilled and Ready Workforce**

**LOE 2: Enabled Readiness**

**LOE 3: Leveraged Strategic Partnerships**

**LOE 4: Engaged Future Initiatives**

**FOR QUESTIONS**

**CONTACT:**

Commander, U.S. Army Environmental Command  
2450 Connell Road  
JBSA Fort Sam Houston, TX 78234-7664

**EMAIL:** [usarmy.jbsa.aec.mbx@army.mil](mailto:usarmy.jbsa.aec.mbx@army.mil)

**CALL:** 210-466-1590, or  
Toll Free 855-846-3940)

**U.S. ARMY**  
ENVIRONMENTAL  
STRATEGIC PARTNERS



**HQDA**



**OACSIM**



**OASAIIE**



**IMCOM**



**OEI**



**USAEC**



**AMC**



**USACE**



**DOD**



**USAPHC**



**NGB**



**MICC**



**USAR**



**AFCEC**



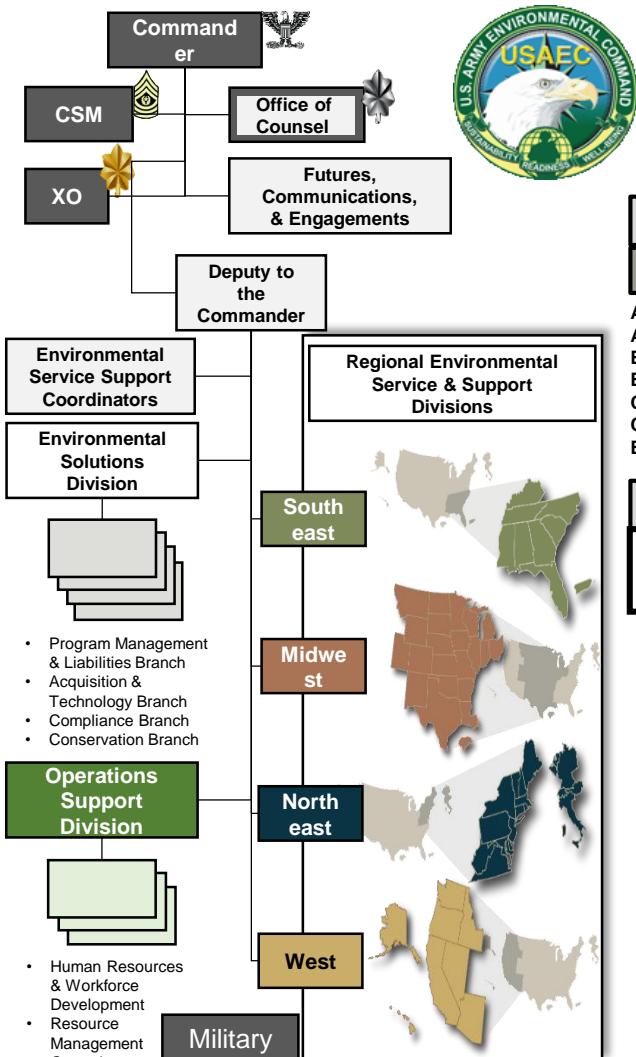
**NAVFAC**  
Naval Facilities Engineering Command





**Mission:** Deliver environmental services and solutions to sustain and in support of the Army's Environmental Program.

**VISION:** Enable Readiness for our Army and communities.



**Purpose - Why we Exist:**  
*To ensure our Army is able to prepare for war (Train) and able to go to war (Fight)...*

### Our AEC Team

BA or BS (43%)	MA or MS (38%)	PhD (10%)	Other (9%)
Air Quality Specialists	Engineers – Biological Systems	Entomologists	Horticulturists
Archeologist	Environmental Attorneys	Environmental Planners	Human Resource Specialists
Biologists	Environmental Planner	Environmental Scientists	Microbiologists
Business Analysts	Environmental Scientists	Foresters	Natural Resource Specialists
Chemists	Environmental Mechanical	Geographers/GIS	Physical Scientists
Conservationists	Environmental Mechanical	Geologists	Physicists
Ecologists	Environmental Mechanical	Geologists	Program Managers
			Range Scientist

### Our Core Competencies

Compliance	Conservation	Restoration	Pollution Prevention	Environmental Expertise
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#### LOE 1: Skilled and Ready Workforce:

- Reception and Integration (Sponsorship, Orientation)
- Service & Culture (Team Building, Life skills, Recognition)
- Leader Development (Counseling, Assessment, Education, Training)

#### LOE 2: Enable Readiness:

- IMCOM G4 ENV
- IMCOM 3/5/7
- ID Training
- ID Sustainment
- ID Readiness
- ID Pacific
- ID Europe

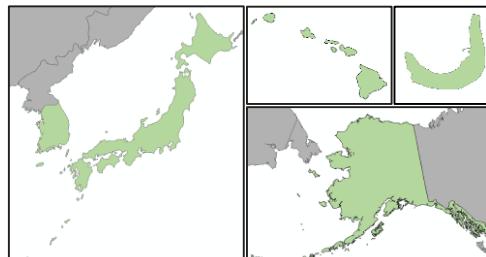
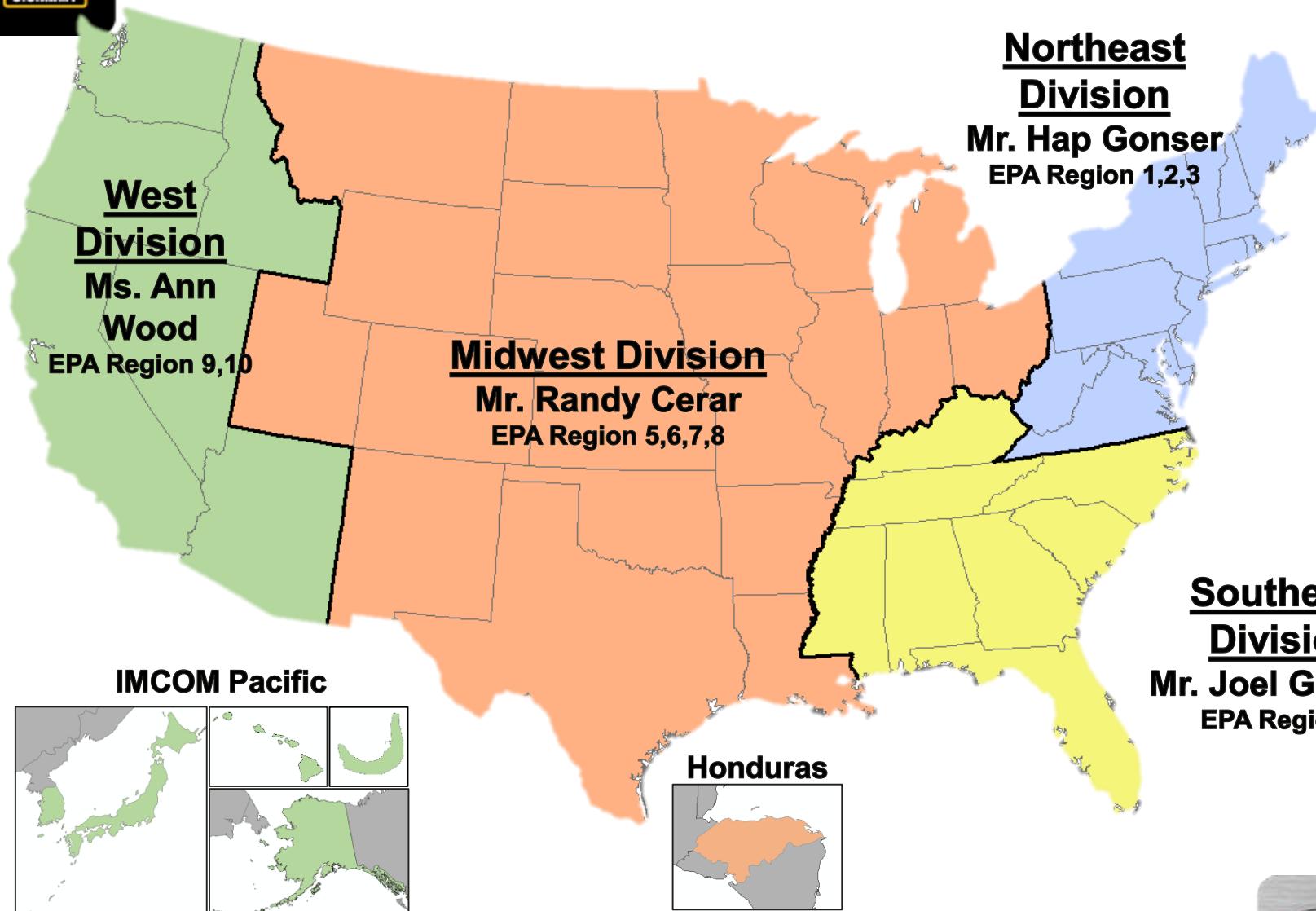
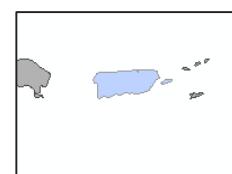
#### LOE 3: Enable Strategic Partnerships:

- SEC / ACSIM / IEE
- USACE
- AMC
- RES
- NG
- ACOMs

#### LOE 4: Engaged Future Initiatives

- Army Reform
- Community Engagement
- Environmental Program Review



**IMCOM Europe****USAREUR Contingency Locations Puerto**



# Environmental Mission Support

## **Restoration / Compliance:**

- **Support to Military Munitions Response Program**
- **Support to optimize long-term monitoring and treatment**
- **Support to mitigate emerging contaminant (PFOS/PFOA)**

## **Pollution Prevention(P2)- Support to innovative technology for P2 plans & assessments**

*Purpose: To ensure our Army is able to prepare for war (Train) and able to go to war (Fight)...*





# USAEC website: Opportunities/Contracting

<https://aec.army.mil/index.php/careers/contracting>

HOME > OPPORTUNITIES > CONTRACTING

## CONTRACTING

USAEC in conjunction with the Mission and Installation Contracting Command Fort Sam Houston Center (MICC-FSH) has several multiple award task order contracts that may be used to address garrison environmental requirements.

**Protect**

In the past 15 years, Congressional and Executive Branch actions have reformed the laws and policies that govern federal acquisition. All of these laws emphasized the need to focus contracting on results rather than on the process, sending an important message about performance in federal programs and acquisitions. As a result, Performance-Based Acquisition (PBA) initiatives were developed at many federal agencies to meet the requirements of these reforms.

**Preserve**

The Army's default position for acquiring environmental cleanup services is to use PBA unless there is a strong justification for using another acquisition approach. The belief is the use of PBA will significantly improve overall project performance and expedite environmental cleanup. The Army's approach is based on several years of successful PBA implementation, where PBA has been demonstrated to improve cost, quality, and schedule performance without compromising cleanups that are protective of human health and the environment. Use of PBA can:

- Lower cost growth
- Accelerate cleanup
- Reduce contract reporting and oversight
- Be aligned to exit strategies or encourage system optimization
- Lower remediation costs
- Encourage the use of innovative approaches

PBA is a contracting approach in which contractor performance is judged against the desired outcome rather than the level of effort performed. The Army PBA initiative is designed to ensure:

- Contractors are provided flexibility to determine and implement the best approach to meet the Government's performance objectives;
- Appropriate performance quality levels are achieved; and
- Payments are made to contractors only for services that meet the agreed upon levels of quality and performance stated on the contract.

The PBA approach is used in the environmental cleanup contracting arena to promote innovative cleanup technologies and strategies that expedite completion of the environmental cleanup actions. Through PBA, remediation firms are allowed the flexibility to conduct cost effective environmental cleanups in a technically sound approach of their design, while ensuring the agreed upon milestones and regulatory requirements are achieved. PBA provides financial incentives for contractors specializing in remediation services to develop and implement an expedited and efficient approach to achieve environmental cleanup goals. PBA also provides contractors flexibility in executing approaches that are more cost effective to both the contractor and the Government.

[Click HERE](#) for more contracting information and [FREQUENTLY ASKED QUESTIONS](#).

HOME > OPPORTUNITIES > CONTRACTING > CONTRACTING FREQUENTLY ASKED QUESTIONS

## CONTRACTING FREQUENTLY ASKED QUESTIONS

- Q** What is Performance Based Acquisition?
- Q** What is a Performance-Based Contract (PBC)?
- Q** What types of activities are generally conducted as part of the PBC?
- Q** When in the life of a restoration project does PBC start to be attractive?
- Q** Can PBC efforts be directed to address specific sites within an installation or must they go fence to fence?
- Q** What if a site is not adequately characterized?
- Q** How are site boundaries defined?
- Q** How are performance objectives selected?
- Q** If I am not one of the pre-approved contractors on an Independent Delivery/Independent Quantity contract, can I still bid on the PBC solicitations?
- Q** Will incumbent contractors be permitted to bid on PBC efforts?
- Q** What type of regulatory coordination is needed to implement a PBA?
- Q** Who will be the point of contact for regulators during negotiations?





**USAEC Website: <https://aec.army.mil>**

**Contracting Opportunities Link:**

**<https://aec.army.mil/index.php/careers/contracting>**

**Email: [usarmy.jbsa.aec.mbx@mail.mil](mailto:usarmy.jbsa.aec.mbx@mail.mil)**

**Phone #: 210-466-1590**





*“Army Green is Army Strong”*





U.S. Small Business  
Administration



# **Office of Government Contracting: Where Small Business is Big Business**



# Basis for SBA Programs

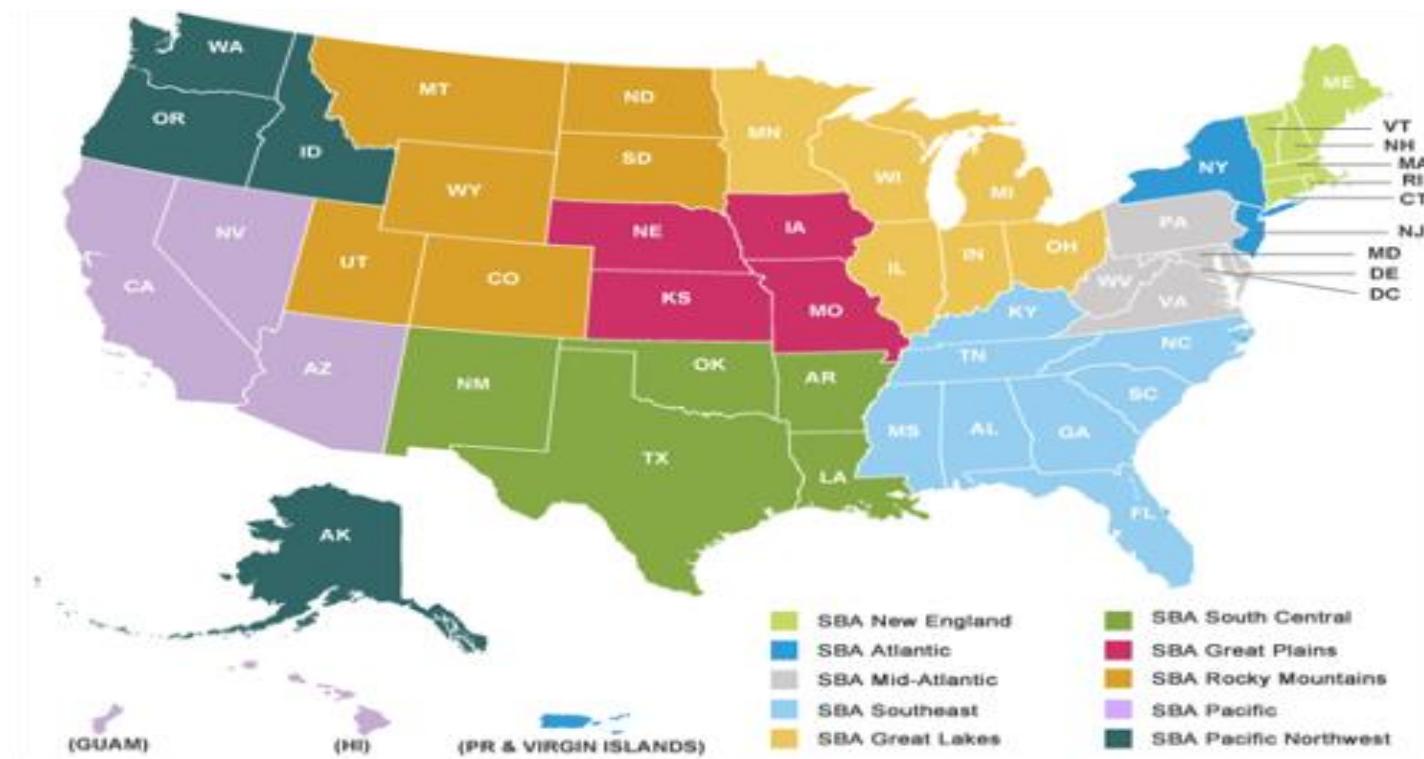
## ✓ Small Business Act

- Implements Congressional Policy that the Government should aid, counsel, assist & protect the interests of small business concerns
- Goal of policy is to ensure that a fair proportion of purchases, contracts & subcontracts be placed with small businesses





# SBA Regional and District Offices



Link to district offices at: <http://www.sba.gov/about-offices-list/3>





# Six SBA Government Contracting Areas

SBA Government Contracting Areas at hyperlink: <https://www.sba.gov/content/pcr-directory>



Area 1 | Area 2 | Area 3 | Area 4 | Area 5 | Area 6

Area Directors





# Types of SBA Contacts and Offices

- SBA Headquarters
- SBA Regional Offices
- SBA District Offices
  1. Business Opportunity Specialists (BOS)
  2. Economic Development Specialists (EDS)
  3. Lender Relations Specialists (LRS)
- SBA Government Contracting Area Offices
  1. SBA Procurement Center Representatives (PCRs)
  2. SBA Commercial Market Representatives (CMRs)
  3. Size Specialists
  4. Industrial Specialists





# Office of Government Contracting

- ✓ The Office of Government Contracting's mission is to help enhance the effectiveness of small business programs by working with Government Contracting and Business Development (GC/BD) program offices and others to develop policies, regulations, and statutory changes.





# Small Business Contract Assistance Programs

- **Prime Contract Assistance**
  - Small Business Set-Aside Program
  - Procurement Center Representative
- **Subcontracting Assistance**
  - Commercial Market Representatives (CMRs) (post-award)
  - Procurement Center Representative (pre-award)
- **Certificate of Competency (COC)**
  - Industrial Specialists
- **Size Determination Program**
  - Size Specialists
- **Natural Resources and Sales Assistance Program (Timber)**
  - Industrial Specialists (Forestry)





# Small Business Procurement Program/Goals

- Small Business(SB) – 23%
- Small Disadvantaged Business (SDB) – 5%
- Women-owned Small Business (WOSB) – 5%
- HUBZone Small Business – 3%
- Service-Disabled VOSB (SDVOSB) – 3%





- ✓ FAR 19.402 Small Business Administration procurement center representatives. (a)(1) The SBA may assign one or more procurement center representatives to any contracting activity or contract administration office to carry out SBA policies and programs...
- ✓ Small Business advocates employed by the SBA
  - Level III APDP in Contracting
  - GS 1102 series
- ✓ Help ensure a fair portion of purchases go to Small Businesses of all types
  - Represent SBA at major buying activities
  - Advise buying activities and SBs on SBA programs





# What PCRs Do

- Coordinate on Small Business Coordination Documents for contracting activities
  - Informal Form 70
  - Formal SBA Form 70, “SBA Recommendation”
- Review acquisitions
  - Recommend Set-asides
- Perform market research
- Monitor FedBizOpps notices
  - Review Solicitations
- Counsel small & ‘other than small’ businesses
  - Conduct compliance reviews businesses
- Surveillance reviews on buying activities
- Conduct periodic reviews of buying activities in area of responsibility





# What PCRs Do (cont'd)

- Promote SBA socio-economic programs
  - Small Disadvantaged (SDB) / 8(a) Business Development Program
  - Woman-Owned Small Business (WOSB)
  - Service-Disabled Veteran Owned Small Business (SDVOSB)
  - Historically Underutilized Business Zone (HUBZone)
- Provide and attend training
- Perform and attend outreach events
- Review bundling & consolidation cases
- Interface with SBs & contracting community
- Mediate SB issues
- ...and much more!





# What PCRs See

- Per FAR 19.402, PCRs can see all reasonably obtainable information that directly pertain to official duties, this includes (but not limited to):

*Small Business Coordination Records*

*Market research reports/surveys*

*Government estimates*

*J&As / D&Fs*

*Acquisition plans*

*Synopsis/Solicitations*

*A76 information*

*Source selection criteria*

*Purchase history*

*Bid abstracts*

*Subcontracting plans*

*CoC requests*

*Set-aside appeals*

*Congressional inquiries*

*Sensitive information*





# PCRs are Unique!

- Small Business Advocate
- Collaborative Relationships
- Small Business Specialist Support
- Special Authority
- Insider-Outer





# Common Mistakes in Attempting to Get Government Contracts

- Not responding to Sources Sought and Requests for Information
- Not READING the solicitation in its ENTIRETY
- Not responding to the solicitation appropriately
- Not having small business profiles up-to-date
- Not being prepared at capability meetings
- Pricing proposals too high or too low
- Not staying compliant with certifications





# Helpful Hints

- Utilize your pre-paid resources!
- Get certifications (if you can)
- All-small Mentor Protégé program
- Contact Small Business Specialists for capability meetings
- Represent your firm well
- Let us know if we got it wrong—you're the experts!
- NETWORK!
- PERFORM well!





# Helpful Websites

<https://www.sba.gov>

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

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

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

<http://dsbs.sba.gov/>

<http://farsite.hill.af.mil/> or [www.acquisition.gov](http://www.acquisition.gov)

<https://wawf.eb.mil/>





# Questions???





## Sheena L. Little

Procurement Center Representative  
Office of Government Contracting, Area V  
U.S. Small Business Administration  
615 E. Houston Street, Ste 298  
San Antonio, TX 78205  
Phone: (210) 403-5909  
Cell: (210) 307-9805  
Email: [sheena.little@sba.gov](mailto:sheena.little@sba.gov)



# The University Of Texas At San Antonio (UTSA) Procurement Technical Assistance Center (PTAC) Orientation

**Presented by**  
**Sheriley Smith, MA, CPP, UTSA PTAC Project Manager**  
*Contact Info: 210-458-2458*



# Agenda

- UTSA Institute for Economic Development (IED)
- PTAC Staff
- PTAC Service Areas
- PTAC Services
- All Services Overview
- Other PTAC Services
- Upcoming Training & Events
- Bid Button on website

The DLA PTAC video



The UTSA Institute for Economic Development (IED) provides ongoing:

- Small Business Advising & Training
- Technical research and information services in tandem with University-based assets and resources, and other state, federal and local agencies, to facilitate economic, community, and business development throughout the 79 Counties of South Texas and the Border Region plus Oklahoma and Louisiana.
- [www.iedtexas.org](http://www.iedtexas.org)
- [http://www.youtube.com/watch?feature=player\\_detailpage&v= ID71Zr0Qj8](http://www.youtube.com/watch?feature=player_detailpage&v=ID71Zr0Qj8)

# PTAC Service Areas

PTAC is a specialty center that assists small business entrepreneurs in **38 counties**.

**Government Contracting Services cover the following 38 counties**

- Atascosa
- Bandera
- Bexar
- Blanco
- Burnet
- Comal
- Concho
- Crockett
- Edwards
- Frio
- Gillespie
- Guadalupe
- Hays
- Irion
- Karnes
- Kendall
- Kerr
- Kimble
- Kinney
- La Salle
- Lampasas
- Llano
- Mason
- McCullough
- Medina
- Menard
- Mills
- Real
- San Saba
- Schleicher
- Sutton
- Travis
- Tom Green
- Uvalde
- Val Verde
- Williamson
- Wilson
- Zavala

**To Search for a PTAC Office in your area go to- <http://www.aptac-us.org/>**



# PTAC Staff & Programs

**Terri Williams, Director**

**Project Managers**

Sheriley Smith, *Government Contracting*

Eloy Garcia, *Alliance*

Deirdre Pattillo, *SBDC Employer Services*

**Training/Administrative**

Clara Chavez, *Training Coordinator*

Rose Marie Rayez, *Administrative Associate*

**Sr. Business Development Specialist**

Curtis G. Mohler, *Government Contracting*

**Business Development Specialists**

Susannah Munro, *Government Contracting*

James Roundtree, *Government Contracting*

Paul Herrera, *Alliance*



# Services

- ❖ Government Contracting
- ❖ Employer Services/Emergency Preparedness
- ❖ The Alliance Program
- ❖ Other Services
  - ❖ *Low or No Cost* Training
  - ❖ BidMatch (Get alerts for local, state, and federal contracting Opportunities)



**Procurement  
Technical Assistance Center**  
The University of Texas at San Antonio

# PTAC Services

- Government Contracting Staff can assist with:
  - *Federal*
  - *State*
  - *Regional, County*
  - *Local markets with government installations*
  - Provide assistance with advising, training and networking opportunities through specialized classes, monthly networking meetings, matchmaking events, and
- No cost one-on-one assistance for small business owners



# Other PTAC Services

- Host Panels, Trainings, Events, and Industry Day (s) for Local/ State/ Federal agencies and Prime contractors
- Feature Clients Success
- Surveys
- Networking/ Business Matchmaking Events
- Construction Plans Resource Room



# SBDC Employer Services Program

- Employment Practices
- Emergency Preparedness
- Regulatory Compliance
- Jobsite Safety
- Human Resource Management
- Cyber Security Academy
- Service Area covers 79 Counties





**Procurement  
Technical Assistance Center**  
The University of Texas at San Antonio

# Alliance Program

**Client Focus:** Construction related industries, interested in doing business with Texas Department of Transportation

## SERVICES INCLUDE:

- Increasing the number of Disadvantaged Business Enterprise certified small businesses
- Classroom and Workshop Components
- Industry Technical Assistance
- Vendor Events
- Safety, Regulatory Compliance, Bidding, & Estimating Training

# Upcoming Training & Events

- Monthly Supplier Vendor Network Breakfast (San Antonio & Austin)
- Monthly Training
- Support Other Small Business Owner Events
- Industry Day (local, state, and federal)

**Dec 05, 2018**

7:00 am - 3:00 pm

**UTSA SBDC PTAC Participates in the Bexar County SMWVBO Business Conference**

*Freeman Expo Hall, San Antonio Texas*



# BIDS Button on PTAC website- Contracting Opportunities!!

Links to Local, State, and Federal Agencies contracting opportunities and sub contracting opportunities with Prime Contractors:

## **Federal Business Opportunities- <https://www.fbo.gov>**

- **SubNet-** is a free database for small businesses seeking and business desiring to post small business **subcontracting opportunities** (solicitations, sources sought and outreach events). Primes and sub-contractors that post small business subcontracting opportunities in SubNet are showing a good faith effort **to obtain SB subcontractors**
- **Featured Bids-** Current bid/ contracting opportunities



# Questions?



# Defense Logistics Agency PTAC Video (Featuring UTSA PTAC & Clients)

[https://youtu.be/\\_mX88Sr18x8](https://youtu.be/_mX88Sr18x8)

# Contact Us

UTSA Procurement Technical Assistance Center (PTAC)  
501 W. Cesar E. Chavez Blvd. (2<sup>nd</sup> Floor Rm. 2.112)  
San Antonio, Texas 78207  
(210) 458-2458  
*Sheriley.Smith@utsa.edu*

*Building the Texas Economy  
One Business At a Time*



# AGENDA

0945-1000 Break / Meet KO & Breakout Session Sign-up

1000-1020 Army Category Management – Full Food Service Center of Excellence

1020-1100 MICC-FSH FY19/20 Forecast & Q&A

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- Installation Support Division
- Mission Division
- Energy & Environmental Division

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1300-1600 Senior Government Panel & Q&A & Meet the KO's Breakout – Room 1.116 La Villita

1400-1600 Support Base Services Breakout – Room 1.208 El Mercado

1300-1600 Strong Bonds Industry Day – Room 1.124 River Walk





# Category Management

7 Nov 2018

Patrick Hogston  
CONOPS  
U.S. Army Mission and Installation  
Contracting Command



# Category Management

*Operationalize execution of the high dollar, recurring services*

- Services Grouped into Categories:
  - Facilities Services & Construction
  - Food Services
  - Knowledge Management Training
  - Knowledge management Ranges
  - Knowledge Management Professional services
- Manage at enterprise level and execute at tactical Level
- Utilize Standardized Acquisition Packages and Approaches to the greatest extent possible
- Establish Centers of Excellence to execute pre-award actions





# Category Management, cont.

## Future

- Category Management implementation
  - Existing Centers of Excellences:
    - Food Services (MICC FSH)
    - Knowledge Management Training (MICC – Ft Eustis)
    - Knowledge management Ranges (MICC – Ft Hood)
    - Knowledge Management Professional services (MICC Ft Knox)
- Centers of Excellence for Facilities and Construction to be determined
  - Analyzing data
  - 1 to 4 possible Centers





# ADVISORY

**Data provided in the following briefings are to assist in business plan and solicitation preparation for upcoming fiscal years.**

**MICC does not guarantee solicitation issuance.**

**Provided information does not constitute sensitive, source selection materials nor is it intended to provide any competitive advantage should a solicitation be issued.**

**If you have additional questions, please contact the designated contracting officer.**





# SMALL BUSINESS & FORECAST

## MICC-FSH SMALL BUSINESS

### FY19/20 Forecast Discussion & Q&A

**POC: Ms. Deanna Ochoa  
Small Business Specialist  
210-466-2153  
[deanna.l.ochoa.civ@mail.mil](mailto:deanna.l.ochoa.civ@mail.mil)**





# Who We Are

**Fort Sam Houston is home to SAMMC, ARNORTH, MEDCOM, AMEDD C&S, IMCOM & AEC**

**We also provide acquisition support to 63rd US Army Reserve Command (USARC), USARC HQ, Office of Chief of Staff for Army Reserve Command, Army Chief of Chaplains Office & Office for Assistant Chief of Staff for Installation Management**

- **Staff Augmentation (Clerical, IT, Subject Matter Experts (SMEs))**
- **Training**
- **Environmental Services**
- **IT Support**
- **Lodging**
- **Construction**





# Who We Are

**Mission Division:** Provides acquisition support for all Army activities on the installation, as well as tenant and satellite activities

**Energy & Environmental Division:** Awards and Administers environmental (remediation, compliance, natural and cultural resources) and utilities (water, electricity, gas) contracts

**Installation Support Program:** IMCOM, OACSIM, Chief of Chaplains, etc.

**Government Purchase Card (GPC) Team**





# What We Buy

**MICC-FSH Contracting is responsible for support to include:**

- **Supplies**
- **Services (Non- Personal Clerical, Consulting, Food Services, Lodging, etc.)**
- **Educational Support Services**
- **Information Technology Services**
- **Utilities**
- **Environmental Services**





# What We Don't Buy

- **Military Construction Appropriations (ground up)**
  - Corps of Engineers
- **Medical Services and Supply**
  - Medical Command
- **Installation Support for Fort Sam Houston**
  - 502nd Contracting Squadron
- **Transportation requirements (include movement of freight)**
- **Military Surface Deployment and Distribution Command (MSDDC)**





# MICC FSH's SB Achievements – FY18

Total Dollars (LB & SB)	\$376,257,337.81		
Total Dollars eligible for SB	\$374,199,335.14		
Small Business Category	FY 2018 Obligations	FY 2018 Goal	FY 2018 Achieved
Small Business	\$249,576,118.92	56%	67.10%
Small Disadvantaged	\$116,325,722.37	35%	44.76%
Service Disabled Veteran-Owned	\$67,680,986.34	10%	18.28%
Women-Owned	\$45,896,022.95	12%	12.26%
HUBZone	\$17,606,469.40	4%	4.62%





# Hints

- FedBizOps (<https://www.fbo.gov>)
- Acquire and maintain SAM registration
- Maintain your SBA status; be prepared to graduate
- Read the solicitation and develop questions/demand answers
- If not awarded to you, request debrief
- Perform-Perform-Perform to Quality Standards
- Resolve issues early at the lowest level
- Request performance meetings and feedback





# MICC-FSH REQUIREMENTS FORECAST



# MICC-FSH POCS

UNCLASSIFIED

Division	Contracting Officers	Phone
Gary Stevens, Chief, Installation Support <a href="mailto:gary.l.stevens.civ@mail.mil">gary.l.stevens.civ@mail.mil</a> 210-466-2242	Ms. Salameya Paulouskaya Mr. Sam Colton Ms. Angelic Hatcher	210-466-2275 210-466-2250 210-466-2277
Andrea Vigliotti, Chief, Mission Division <a href="mailto:andrea.j.vigliotti.civ@mail.mil">andrea.j.vigliotti.civ@mail.mil</a> 210-466-2148	Ms. Lulu Cachola Ms. Regina Espinoza	210-466-2200 210-466-2187
Veronica Romero, Chief, Energy & Environmental Division <a href="mailto:veronica.a.romero.civ@mail.mil">veronica.a.romero.civ@mail.mil</a> 210-466-2131	Ms. Cindy Hildner Ms. April Kreps Mr. Dan Nascimento	210-466-2132 210-466-2130 210-466-2141





# INSTALLATION SUPPORT FORECAST

Requirement	Previous Contract	Estimated Start Date
HQ IMCOM AV Maintenance Re-compete - 8(A)	W9124J-16-C-0081	30 SEP 2019
Pins and Flags - (ABILITY ONE)	W9124J-14-D-0005	8 MAR 2019
Army Continuing Education System	W9124J-17-C-0018	27 JAN 2020
Technical Engineering And Professional Services	W9124J-16-C-0022	31 MAR 2019
GFEBS Real Property Data Quality Support Services	W52P1J-16-D-0030 F901	1 SEP 2019
HQIIS Support Services - 8(A) Competitive	W9124J-18-C-0027	1 FEB 2019
RPLANS Support Follow On - Hubzone Set-aside	W9124J-15-C-0077	1 APR 2019
EITM OASA IE&E Re-compete	NEW	1 MAY 2019
STRONG Bonds Re-compete	W9124J-16-D-0002	1 FEB 2020





# MISSION FORECAST

Requirement	Previous Contract	Current Contract Value	Estimated Start Date
JBAIDS Instructor Services	W9124J-17-C-0024	\$1.5M	29 MAR 2020
Indexing And Proofreading Services	W9124J-17-D-0011	\$60K	23 MAR 2019
Book Design And Layout Services	W9124J-17-P-0039	\$100K	9 MAR 2019
ARNORTH Analytical Support For Mexico	NEW	N/A	JAN 2019
ARNORTH CPX Sustainment Training	NEW	N/A	FEB 2019
ARNORTH CBRNE Support Services	W9124J-16-C-0062	\$24.8M	15 AUG 2019
Wounded Solider And Family Hotline Services	W9124J-16-C-0050	\$830,000.00	15 JUN 2019





# MISSION FORECAST

Requirement	Previous Contract	Current Contract Value	Estimated Start Date
Toolkit CPG Conference	W9124J-16-C-0030	\$507,960.00	11 APR 2019
REACHBACK: Asphalt @ FT BELVOIR/FORT AP Hill / JBMHH /RIVANNA Station/Arlington National Cemetery/Ft McNair	W91QV1-13-D-0007	\$24M	20 MAR 2019
REACHBACK: Roofing @ JBMHH/FT MCNAIR/FT AP HILL/RIVANA STATION	W91QV1-14-D-0002	\$26M	7 OCT 2020
REACHBACK: CONCRETE @ FT BELVOIR/AP HILL/ JBMHH/RIVANNA STATION/ARLINGTON NATIONAL CEMETERY/ FT MCNAIR	W91QV1-14-D-0001	\$20M	9 OCT 2020





# ENERGY & ENVIRONMENTAL FORECAST

Requirement	Previous Contract	Current Contract Value	Estimated Start Date
ERMA Task Order – Anniston	New	N/A	Jan 19
ERMA Task Order – Fort Jackson PBS IV	New	N/A	Jan 19
ERMA Task Order – Fort Bragg	New	N/A	Feb 19
ERMA Task Order – Dugway	New	N/A	June 19
ERMA Task Order – Fort Jackson PBA V	New	N/A	Feb 19
ERMA Task Order – Twin City	New	N/A	Mar 19
ERMA Task Order – Lake City	New	N/A	Feb 19





# QUESTIONS?





# WELCOME TO THE MICC

## AFTERNOON AGENDA

**1230 – 1245      Final Sign-up for Breakouts (available @ Registration)**

**1300 - 1400      Senior Government Panel & Q&A**

**1400 - 1600      Meet the KO's Breakout  
(Room 1.116 La Villita)**

**1400 - 1600      Support Base Services Breakout  
(Room 1.208 El Mercado)**

**1300 - 1600      Strong Bonds Industry Day  
(Room 1.124 River Walk)**





# SENIOR GOVERNMENT PANEL

**COL JASON K JEFFERIS, DIRECTOR**

**Principal Assistant Responsible for Contracting (PARC) Field Directorate  
Office (FDO) Fort Sam Houston Mission & Installation Contracting  
Command (MICC)**

**WADE C. COLE, Deputy to the Commanding General  
Mission & Installation Contracting Command**

**MARK A. MASSIE, Director, Office of Small Business Programs  
Mission & Installation Contracting Command**

**Patrick Hogston, CONOPS  
U.S. Army Mission and Installation Contracting Command**

