ACC-RI Mission
Providing global contracting support to America’s Warfighters

Vision
A professional contracting workforce dedicated to the support of the Warfighter through the highest quality contracting solutions.
## ACC-RI Mission Areas Obligations

### FY14 Actual & FY15 Projected

<table>
<thead>
<tr>
<th>Division</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>INFORMATION TECHNOLOGY DIVISION</strong></td>
<td>Awards &amp; Administers Contracts in support of Program Executive Office (PEO) – Enterprise Information Systems</td>
</tr>
<tr>
<td><strong>CHEM DEMIL DIVISION</strong></td>
<td>Contracts for the destruction of the U.S. Stockpile of Chemical Weapons and Information Technology Agency</td>
</tr>
<tr>
<td><strong>AMMUNITION DIVISION</strong></td>
<td>Contracts for Conventional Ammo and operation of Government Owned Contractor Operated in support of PEO AMMO and Joint Munitions Command (JMC)</td>
</tr>
<tr>
<td><strong>INSTALLATION DIVISION</strong></td>
<td>Installation-level contracting in support of JMC Installations, JMTC, and the RIA Garrison</td>
</tr>
<tr>
<td><strong>REACHBACK DIVISION</strong></td>
<td>Awards &amp; Administers Contracts in support of C-JTSCC and Expeditionary Contracting Command</td>
</tr>
<tr>
<td><strong>EAGLE &amp; SUSTAINMENT DIVISION</strong></td>
<td>Enhanced Army Global Logistics Enterprise (EAGLE) Program – Includes Army Preposition Stock Equipment Maintenance, Global Property Accountability, and ASC Logistics Readiness Center Supply, Maintenance, and Transportation Support Services</td>
</tr>
<tr>
<td><strong>Logistics Civil Augmentation Program (LOGCAP) DIVISION</strong></td>
<td>Awards &amp; Administers Task Orders under LOGCAP IV</td>
</tr>
<tr>
<td><strong>SDDC AND PENTAGON</strong></td>
<td>Awards &amp; Administers Contract in support of Surface Deployment and Distribution Command and other customers located in and around the Pentagon.</td>
</tr>
<tr>
<td><strong>OPM SANG</strong></td>
<td>Awards &amp; Administers Contract in support of the Office of the Program Manager for the Saudi Arabian National Guard.</td>
</tr>
</tbody>
</table>

### Bar Chart

- **SDDC AND PENTAGON**
- **REACHBACK**
- **OPM SANG**
- **LOGCAP**
- **INSTALLATIONS**
- **INFO TECHNOLOGY**
- **EAGLE AND SUSTAINMENT**
- **CHEM DEMIL**
- **AMMO**

**Billions**

- $9
- $8
- $7
- $6
- $5
- $4
- $3
- $2
- $1
- $0

**FY14 Actual** vs **FY15 Projected**
FY15 Competition Actions and Dollars Obligated FY to Date

**Actions**
- Competed: 79%
- Not Competed: 21%

**Dollars**
- Competed: 44%
- Not Competed: 56%
FY 15 ACC-RI Contractor Base

**Total Business Base 1,269**

- Large Businesses: 460 (34%)
- Small Businesses: 889 (66%)

**Business Breakdown**

<table>
<thead>
<tr>
<th>Business Type</th>
<th>Count</th>
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<tbody>
<tr>
<td>Large Businesses</td>
<td>460</td>
</tr>
<tr>
<td>Small Businesses</td>
<td>889</td>
</tr>
</tbody>
</table>

**Selected Small Business Sub-category Detail**

<table>
<thead>
<tr>
<th>Small Business Sub-category</th>
<th>Count</th>
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<tbody>
<tr>
<td>Small Disadvantaged Businesses</td>
<td>214</td>
</tr>
<tr>
<td>Woman-Owned Small Businesses</td>
<td>156</td>
</tr>
<tr>
<td>HUBZone Small Businesses</td>
<td>40</td>
</tr>
<tr>
<td>Service Disabled Veteran Small Businesses</td>
<td>73</td>
</tr>
<tr>
<td>Veteran Owned Small Businesses</td>
<td>151</td>
</tr>
<tr>
<td>Minority Owned Small Businesses</td>
<td>183</td>
</tr>
<tr>
<td>Certified 8(a) Concerns Small Businesses</td>
<td>91</td>
</tr>
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</table>
Annual Small Business Award Dollars
FY05-FY14

<table>
<thead>
<tr>
<th>Year</th>
<th>Million Dollars</th>
</tr>
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<tbody>
<tr>
<td>FY05</td>
<td>555</td>
</tr>
<tr>
<td>FY06</td>
<td>550</td>
</tr>
<tr>
<td>FY07</td>
<td>607</td>
</tr>
<tr>
<td>FY08</td>
<td>690</td>
</tr>
<tr>
<td>FY09</td>
<td>741</td>
</tr>
<tr>
<td>FY10</td>
<td>714</td>
</tr>
<tr>
<td>FY11</td>
<td>547</td>
</tr>
<tr>
<td>FY12</td>
<td>723</td>
</tr>
<tr>
<td>FY13</td>
<td>655</td>
</tr>
<tr>
<td>FY14</td>
<td>766</td>
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</table>
Army Contracting Command – Rock Island
Historical and Projected in Billion Dollars

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Historical</th>
<th>Projected</th>
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</thead>
<tbody>
<tr>
<td>FY05</td>
<td>8.6</td>
<td>11.5</td>
</tr>
<tr>
<td>FY06</td>
<td>9.1</td>
<td>11.6</td>
</tr>
<tr>
<td>FY07</td>
<td>8.9</td>
<td>13.5</td>
</tr>
<tr>
<td>FY08</td>
<td>11.5</td>
<td>14.38</td>
</tr>
<tr>
<td>FY09</td>
<td>11.6</td>
<td>12.46</td>
</tr>
<tr>
<td>FY10</td>
<td>13.5</td>
<td>12.25</td>
</tr>
<tr>
<td>FY11</td>
<td>14.38</td>
<td>5.96</td>
</tr>
<tr>
<td>FY12</td>
<td>12.46</td>
<td></td>
</tr>
<tr>
<td>FY13</td>
<td>12.25</td>
<td></td>
</tr>
<tr>
<td>FY14</td>
<td>5.96</td>
<td></td>
</tr>
</tbody>
</table>
ACC-RI Impact on Local Economy (100 Mile Radius) Contract Work

- **FY2014**
  - 100 Mile Radius around Rock Island Arsenal
  - Contract Actions: 636
  - Dollars Obligated: $106.0M
  - No. of Businesses: 101
  
  * Small Business Dollars Obligated: $9.3M

- **FY2015 (As of 28 May)**
  - 100 Mile Radius around Rock Island Arsenal
  - Contract Actions: 374
  - Dollars Obligated: $49.2M
  - No. of Businesses: 75

  * Small Business Dollars Obligated: $7.3M

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**ACC-RI Contribution to US Army Obligations**

ACC-RI FY14 Obligations $7.3B

ACC $51B

Army Total: $65.3B

ACC-RI Obligations more than 11.2% of Army Total
SDDC & Pentagon Support Division

- Requirements are executed for:
  - Information Technology Agency - DA G-4
  - DA Chief of Information Officer G-6 (CIO) G-6 - National Guard Bureau
  - Surface Deployment and Distribution Command - Human Resources Command
- Supporting CONUS and OCONUS; predominately NORTHCOM, CENTCOM, and SOUTHCOM
- $500M Annual Spending
- Procures:
  - Staff Augmentation Services; Computer Hardware; Enterprise Software; Installation Information Infrastructure*
- Opportunities for Industry*:
  - National Guard Bureau
    - Employer Support Program (ESGR), Est Value: $25M; OASIS Pool 1 Small Business, Solicitation Release: June 2015
    - Recruitment Sustainment Program (RSP), Est Value: $95M, 8(a) Set-Aside, Solicitation Release: June 2015
  - CIO G-6
    - Strategic Communications (STRATCOM) Staff Augmentation, Est Value: $46M, Small Business Set-Aside, Solicitation Release: July 2015
  - Human Resources Command

*List is not all inclusive
SDDC & Pentagon Support Division

U.S. Army Information Technology Agency (ITA) - Opportunities for Industry

- Strategic Planning, Governance, & Technology Support (SPGTS); $161M; 5 years; GSA Alliant; **Solicitation Release: June 2015**
- Application Management Support (AMS); $42M; 3 years; GSA Alliant Small Business; **Solicitation Release June 2015**
- Strategic Customer Communications; $15M; 3 years; unknown; **Solicitation Release: 4th Qtr 2015**
- Customer Relationship Management; $50M; 5 years; unknown; **Solicitation Release: 1st Qtr 2016**
- Enterprise Physical Personnel & COOP Security Service; $25M; 5 years; unknown; **Solicitation Release: 1st Qtr 2016**
- Design, Build & Implement IT Solutions; $500M; 3 years; Small Business; **Solicitation Release: 2nd Qtr 2016**
- Enterprise Transport Management; $400M; 5 years; ITES-2S; **Solicitation Release: Jan 2016**
Global Reachback Division

- Overview:
  - Execution of requirements supporting the CENTCOM AOR – both CONUS and OCONUS
  - $1.2 Billion Annual Spending with Contracts Valued at Over $10B

- Procures:
  - Overseas Base Life Support Services
  - Staff Augmentation Services
  - Specialized Services (working dogs, security, mentoring, transportation, etc.)

- Upcoming Opportunities for Industry*:
  - Contract Working Dogs; $198M; 5 years; unrestricted; Solicitation Release: June 2015
  - Theater Signal Service Support (SWA-TS3) ; $250M; 5 years; unrestricted; Solicitation Release: October 2015
  - Heavy Lift 8 ; $600M; 5 years; unrestricted; Solicitation Release: November 2015
  - Kuwait Dining Facilities ; $200M; 5 years; unrestricted; Solicitation Release: November 2015
  - Intelligence Support Services Afghanistan (ISSA) ; $480M; 5 years; unrestricted; Solicitation Release: December 2015
  - Qatar Base Operations Support Services (Q-BOSS) ; $250M; 5 years; unrestricted; Solicitation Release: January 2016

*List is not all inclusive
## ACC-RI

**Small Business Points of Contact**

<table>
<thead>
<tr>
<th>Location</th>
<th>Point of Contact</th>
<th>Phone #</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rock Island</td>
<td>Bob Matthys</td>
<td>(309) 782-5554</td>
</tr>
<tr>
<td>Blue Grass</td>
<td>Teri Jones</td>
<td>(859) 799-6867</td>
</tr>
<tr>
<td>Crane</td>
<td>Rachel Eaggleston</td>
<td>(812) 854-4412</td>
</tr>
<tr>
<td>McAlester</td>
<td>Stephen Dunbar</td>
<td>(918) 420-7401</td>
</tr>
<tr>
<td>Pine Bluff</td>
<td>Elaine Nelson</td>
<td>(870) 540-3014</td>
</tr>
<tr>
<td>Tooele</td>
<td>Brenda Alverson</td>
<td>(435) 833-2616</td>
</tr>
</tbody>
</table>
Doing Business with ACC-RI

Business opportunities for all ACC-Rock Island Sites are posted to the ACC-RI Public Website under “Business Opportunities” at:


- Enhanced Army Global Enterprise (EAGLE) Program
- Army Enterprise Resource Planning (ERP) Services
- Federal Business Opportunities
- Army Single Face to Industry (ASFI)
- US Small Business Administration Subcontracting Network
- Draft Solicitations/Scopes of Work
Army Single Face to Industry (ASFI)

- ASFI is projected to end 30 SEP 2015
- Federal Business Opportunities (FBO) will replace ASFI
- The ACC-RI Public Website will be updated to include the FBO link at that time
Source Selection Lessons Learned

- The Government may not open discussions/negotiations, so Contractors must provide their best proposal the first time
- The Government wants Industry questions, comments and suggestions about the RFP and PWS - Constructive feedback is always appreciated
- Provide questions, comments and suggestions early in the solicitation process
- Incumbent contractors & contractors who have performed like services should carefully read the entire PWS/SOW and solicitation to gain a full understanding prior to submitting a proposal
- Ensure quality/completeness of proposals especially in pricing volumes and supporting detail
- Ensure continuity among related parts of the proposal
- If cost or pricing data are required and Government templates are provided, strictly adhere to that format
- Avoid providing information or data that is not asked for
Source Selection Lessons Learned

- Update your proposal/prices/quotes during discussions in anticipation of a short turn-around for final proposal revisions
- Request a debriefing, even if you get the award
- Industry should carry through on their proposals in contract performance
ACC-RI requests that communication with the Government start at the lowest possible level.
QUESTIONS?