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**Welcome To the 2<sup>nd</sup> Annual**

**Team Aberdeen Proving Ground  
Advanced Planning  
Briefing for Industry**

**“Where Innovation Thrives”**

**December 2, 2013**



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# ABERDEEN PROVING GROUND TEAM APBI: *WHERE INNOVATION THRIVES*

MG Robert S. Ferrell  
Commanding General



**2 December 2013**





# Why is Team APBI so critical for us all?

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## ***At Aberdeen Proving Ground – in 2013:***

- ✓ More than **\$13.6 Billion** Dollars in Contract Obligations
  - ✓ More than **36K** Individual Contract Actions
- ✓ Team APG is now Center of Gravity for key Army & Joint Missions





# APG – A Unique Installation



- **72,000 acres**
- **Workforce of about 22,000**
- **Largely civilian workforce**
- **Army's largest enhanced use leasing site**
- **Robust environmental program**
- **BRAC and APG**





# Today's APG – Post BRAC

## Five Communities of Excellence

- Chem-Bio (CBRNE)



- C4ISR



- Public Health and Medical Research



- Research and Development



- Test and Evaluation



- Overall: 96 Supported Organizations



# What BRAC Meant to APG

# APG BRAC 2005 Facts

**\$ 1 Billion** worth of design and construction

**2.8 MILLION** square feet of new construction – comparable to

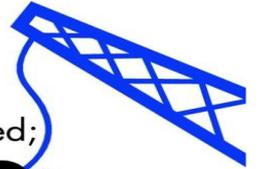
**14** Aberdeen Walmart Supercenters

**12** Aberdeen High Schools

**8** Harford Community Colleges

**146** buildings demolished;

**837,000** Gross Square Feet



First BRAC project completed in Maryland – 715 Gate, May 2009

**2.5 MILLION** square feet of new parking



Over **9** miles of roadway improvements/new roadways



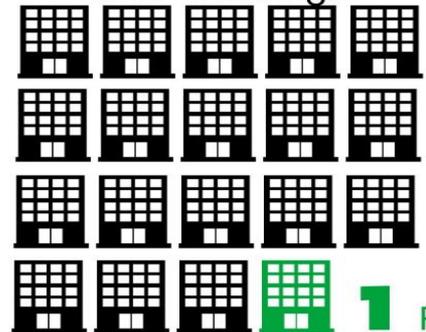
**749,000** cubic yards or **202,000** tons of soil moved for BRAC projects



**8,200** Positions  
Net gain of **6,500**

**28** Swing Space Buildings with over **2,000** personnel

**19** Buildings



**18** New

**1** Re-use



# Demographics

## APG Workforce Change: 2003 - 2013

Category	FY03 (Prior to BRAC)	FY13
Full Time Military	1904	1777
<b>Military Trainee/Student</b>	<b>2998</b>	<b>11</b>
<b>DA Civilians</b>	<b>6218</b>	<b>11839</b>
<b>Embedded Contractors</b>	<b>3122</b>	<b>6907</b>
Other Civilians	991	1017
National Guard	1257	1323
<b>Total</b>	<b>16490</b>	<b>22874</b>



# Key Leaders of APG

**6 General Officers  
31 Senior Executive Service  
Members**



**MG Robert Ferrell**  
CECOM / Senior Commander Public Health Command



**MG Dean Sienko**



**BG James Burton**  
20<sup>th</sup> SUPCOM



**Mr. Carmen Spencer**  
Joint PEO-Chem-Bio



**Mr. Conrad Whyne**  
Program Manager-  
Assembled Chem  
Weapons Assessment



**MG Peter Utley**  
Army Test & Eval  
Command



**BG Dan Hughes**  
PEO Command, Control and  
Communications-Tactical



**Mr. Dale Ormond**  
Research, Development &  
Eng Command



**COL Greg McClinton**  
Garrison



**Mr. Bryon Young**  
Army Contracting  
Command



**Ms. Barbara Panther**  
Civilian Human Resource  
Agency



**Mr. Steve Kreider**  
PEO-Intelligence, Electronic  
Warfare & Sensors



**Mr. Patrick O'Neil**  
Army Materiel Systems  
Analysis Activity





# Change, Challenges and Opportunities

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- **Rapid and Historic Change**
  - ✓ Drawdown from OEF
  - ✓ Transitioning to Sustainment
  - ✓ Reshaping for the future
  - ✓ Teaming across APG
- **Challenges in an era of reduced resources**
  - ✓ Sequestration
  - ✓ Furloughs
  - ✓ Operating under Continuing Resolutions (at least thru Jan 2014)
- **Smaller Army – more agile, flexible, faster**
- **Maintaining a healthy Industrial Base**
- **Still opportunities out there**
- **‘Team APG’ well-positioned - Supporting key Army/DoD Missions**
- **Going to be a great APBI!**



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# ABERDEEN PROVING GROUND TEAM APBI: *WHERE INNOVATION THRIVES*

MG Robert S. Ferrell  
Commanding General



**2 December 2013**



# ***AMC . . . By the Numbers***

- 95** Battalion and Brigade Commands
- 50** States with an AMC Presence or Impact
- 146** Countries with AMC Support
- 139.5** Billion Dollars in Foreign Military Sales Total
- 38** Billion Dollars in the AMC FY13 Budget
- 61** Billion Dollars in Contract Obligations in FY13
- 3,738,933** Pieces of Equipment Reset since 2003
  - 24** Brigade Combat Team Equivalent Units Reset in FY13
- 638,000** Pieces of Equipment Reset in FY13
- 202,000** Pieces of Equipment to be Reset in FY14
- 13,107** Scientists and Engineers
  - 1.6** Billion Dollars in Research and Development in FY13
- 47** Shingo Awards for Operational Excellence (Public Sector)
  - 27** (of 47) Shingo Awards earned by AMC
- 30** DA Level Safety Awards since 2007
- 7,747** Mechanics, Electricians and Machinists
- 548** Million Dollars in Joint Depot Work in FY13
- 530** Million Dollars in Joint Parts Supply in FY13
- \$1.87** Average **Substantiating the Strength of the Nation!**
- 67,000** Dedicated AMC Employees Worldwide





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# **PUBLIC TO PRIVATE PARTNERING**

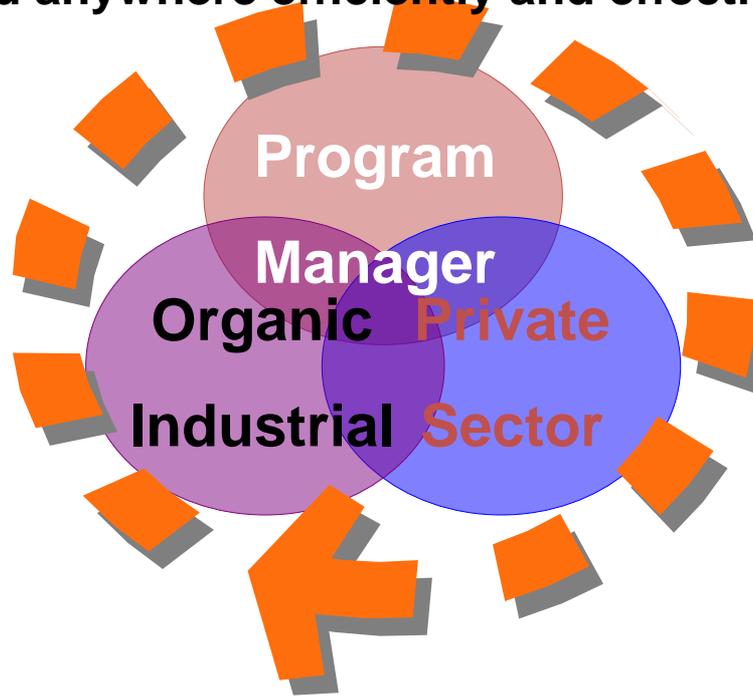
**Tobyhanna Army Depot  
CECOM APBI  
2 December 2013**





# Warfighter Combat Capability

Ensure a ready and controlled source capable of providing combat ready weapon systems anytime and anywhere efficiently and effectively



**Partnering**



# Partnering: The Big Picture

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- Partnership Initiatives are intended to
  - Improve operational efficiencies
  - Lower the cost of products and services
  - Accelerate innovation
  - Sustain critical skills and capabilities
- Partnering is a logistics sustainment philosophy involving a cooperative agreement among
  - Program and/or System Support Manager
  - Original Equipment Manufacturer and/or other Private Sector firm(s)
  - Service Maintenance Depot(s)



# Public-Private Partnering

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## Applicable Statutes under Title 10 USC

- 2474 - Center of Industrial and Technical Excellence (CITE)
  - Depot maintenance activities designated as CITE authorized and encouraged to enter into public-private partnerships
  - Work must be related to core competencies
- 2208j - Subcontracting by competitive sale of articles and services
  - DoD contract and open competition or
  - Satisfies the intent of 2474
- 4543 - Direct Sales of manufactured articles or services
  - Requires commercial non-availability statement
- 4544 – Cooperative Arrangement
  - Gives arsenals/ammunition plants 2474-like authority
  - Commercial articles or services require non-availability statement
- 2667 – Leasing
- FAR Part 45 Facility Use



# Joint Electronics Designations



## Army

Center of Industrial and Technical Excellence (CITE) for C4ISR, Electronics, Avionics and Missile Guidance and Control

## Air Force

Technology Repair Center (TRC) for Command, Control, Communications, Computers and Intelligence and Tactical Missiles





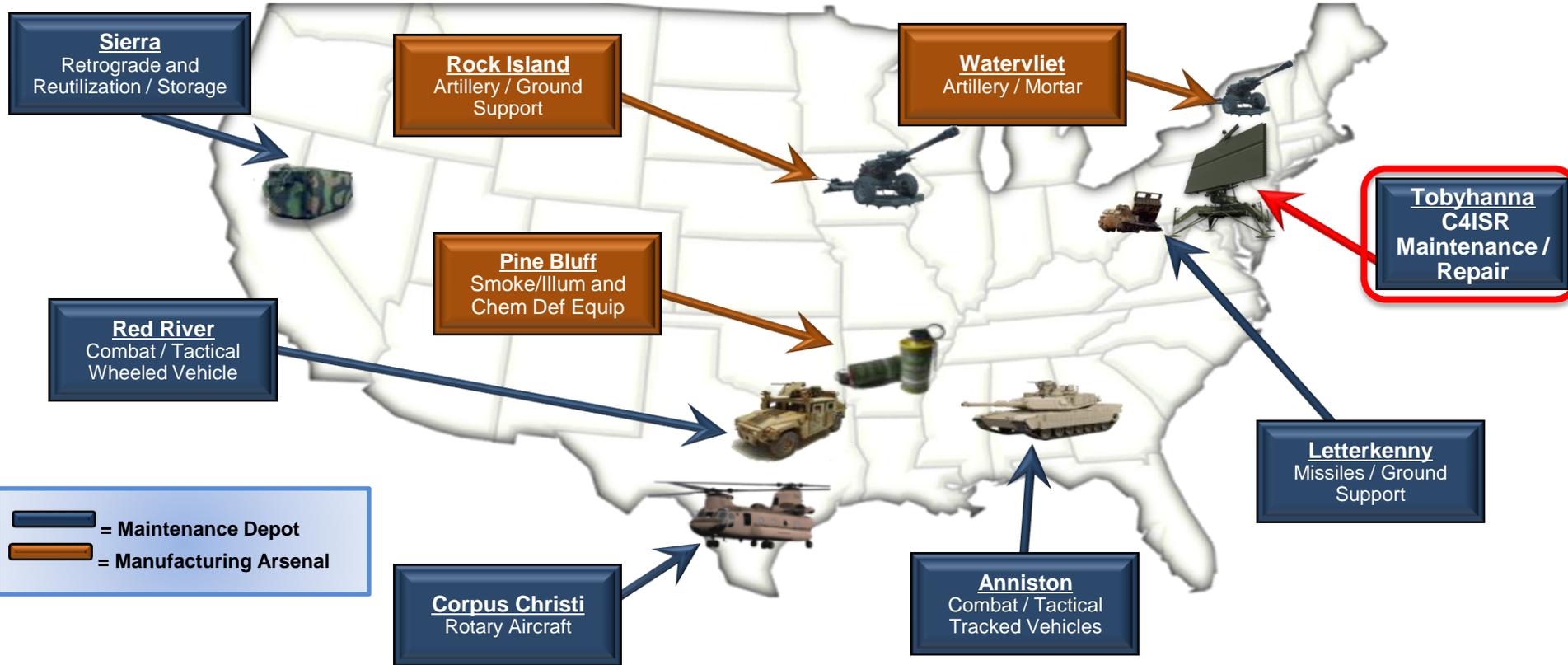
# Why is CITE Important?

- When new systems are developed
  - An organic source of repair (SOR) has to be designated for ‘Core’ items
  - The designated SOR is based on CITE
- Title 10 USC Section 2474 authorizes TYAD to perform work as subcontractor to private corporations



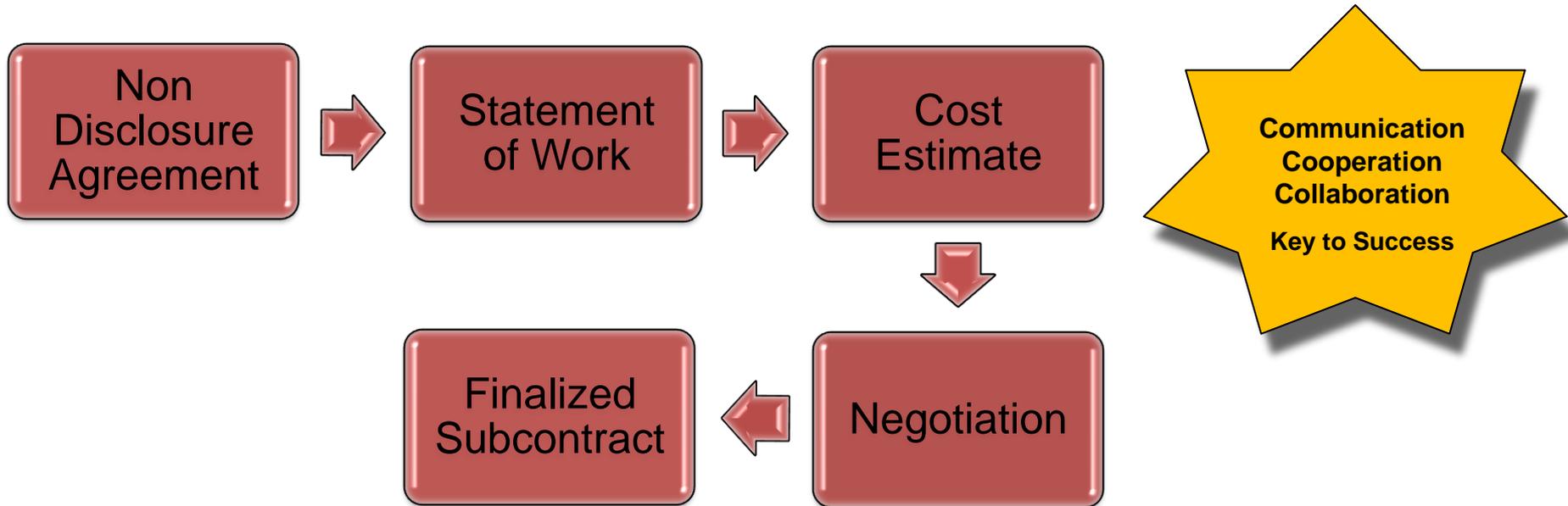


# AMC Depots & Arsenals





# Partnering Process

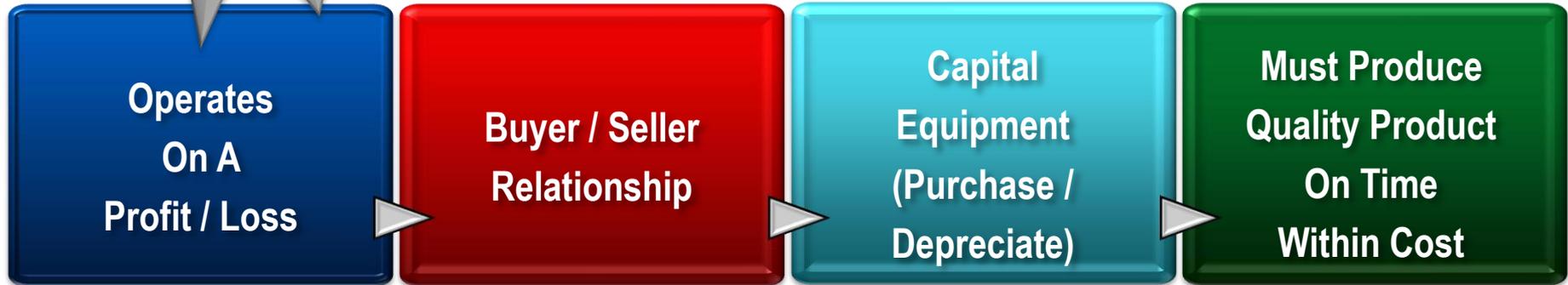


Please note this process is driven by TYAD and the potential customer. Complete cooperation and sharing of technical information ensures a faster pathway to a subcontract.



# Army Working Capital Fund

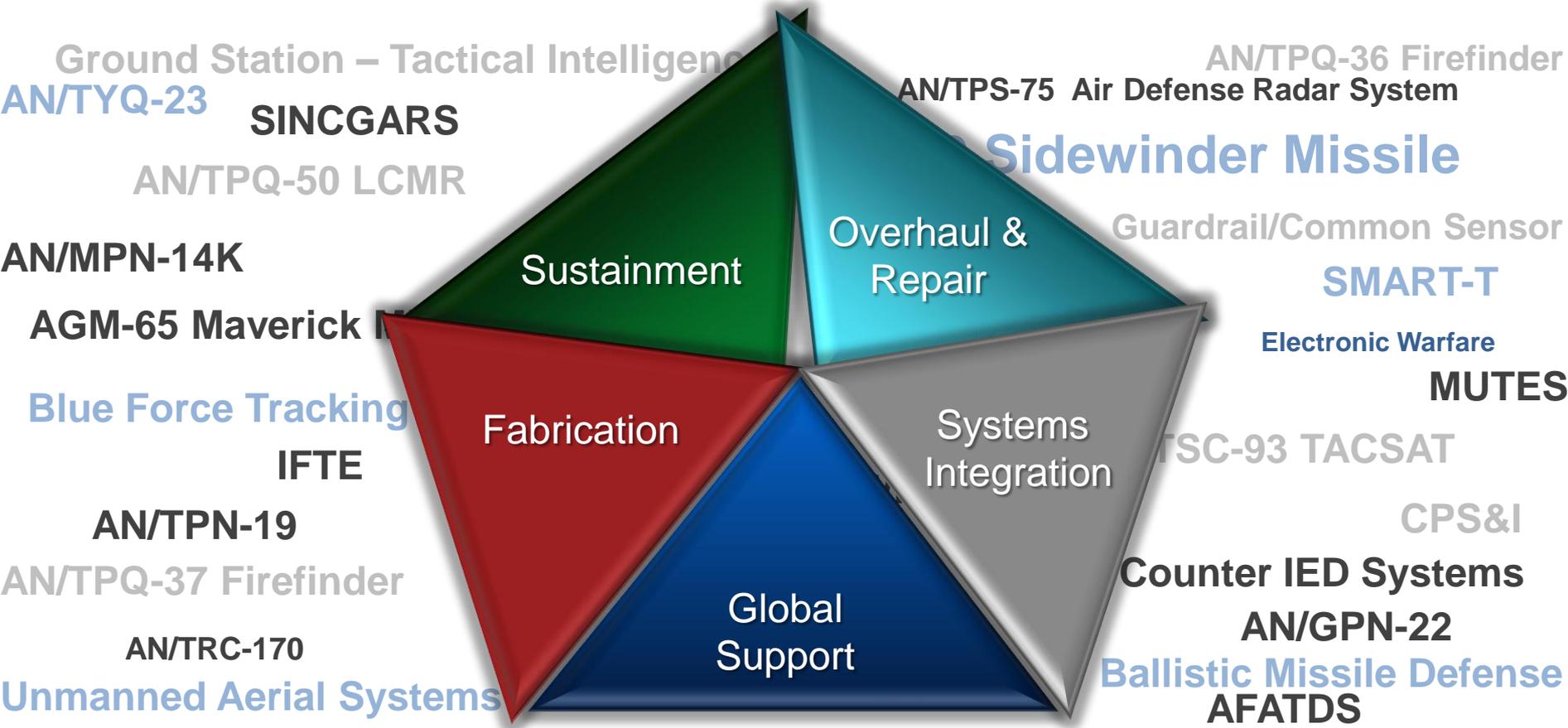
*Depots Operate  
Like a Business*



***TYAD is the Best Value***



# Life Cycle Logistics Support





# Partnership Experience

## TYAD has been Partnering since 1996

- TYAD participates and responds to
  - Requests for Information
  - Requests for Quotes
  - Requests for Proposals
  - Proposal development
- Status of Partnerships with Private Industry
  - 35 Active Partnerships
  - 78 Potential Opportunities
  - Types of Partnerships include
    - Title 10 USC 2474: CITE Designation
    - Workshare



**Through these initiatives, TYAD has remained a competitive, innovative repair facility for the Joint Forces.**



# Why should the private sector partner with depots?

- Best value
  - Cost
  - Quality
  - Schedule
  - Experience
  - Infrastructure
- 50/50
- Competitive advantage
- No different than any other sub-contractor



# Issue Mitigation

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- Liability
- Funding required prior to work performed
- Accountability



# At the End of the Day...



**It's all about the Warfighter!**



**ABERDEEN PROVING GROUND  
ADVANCED PLANNING BRIEFINGS TO INDUSTRY**

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# **Army Materiel Systems Analysis Activity**

## **AMSAA**

*Presenters:*

*Mr. Steven Kratzmeier – Chief, Field Studies Branch*

*Mr. James Arters – Engineer, Field Studies*

*2 December 2013*



# Opportunities

- 3-Year Ordering Period
- CPFF and FFP Task Orders

**Title:** Sample Data Collection and Analytic (SDC&A) Services associated with Army ground and aviation systems  
**Organization:** U.S. Army Materiel Systems Analysis Activity

## **Contract Type / Estimated Value:**

- Single Award
- Maximum Value – Not To Exceed \$96 Million

**Description / Key Scope Elements:** The contractor shall collect, maintain, and deliver required data elements for the SDC&A program. Data are collected for Army aviation systems (manned and unmanned), ground combat systems, tactical wheeled vehicles, and ground support equipment. Data are captured for identified systems on a continuous basis for an indefinite period of time with Army Units at home station, field training exercises, and deployments in support of contingency operations. Data elements are used for multiple analyses, including repair parts analysis, identifying reliability and maintainability characteristics of equipment over the life cycle, providing assessments of fleet health, analysis of component life, and determining manpower requirements. Work will be done at CONUS and OCONUS locations. Incumbent is QinetiQ.

**Estimated Solicitation Release:** Draft RFP 6-29 November 2013

**Contracting Officer:** Ian Quillman, 443 861 4755, [ian.h.quillman.civ@mail.mil](mailto:ian.h.quillman.civ@mail.mil)

**Technical POC:** Steven Kratzmeier, 410-278-3432, [steven.h.kratzmeier.civ@mail.mil](mailto:steven.h.kratzmeier.civ@mail.mil)

**Solicitation Number:** W91ZLK14R0002

**The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services**



**Title:** Analytical Services Support for Reliability, CBRN, Mobility, Power & Energy (MPE), ISR, and C3 Branches  
**Organization:** U.S. Army Materiel Systems Analysis Activity

**Contract Type / Estimated Value:**

- Single Award - ID/IQ (Task Order) Contract
- Maximum Value - Not Fixed \$9.9M and FFP Task Orders

**Description / Key Scope Elements:** Contractor shall provide analytical support to conduct studies, analyses and evaluations to address critical issues with the development of current and future Army concepts. Two key areas of focus shall be in model development and analysis related to following specialties: (1) Reliability, (2) CBRN and Chem Demil, (3) MPE and Geospatial Intelligence, (4) ISR, and (5) C3. Research into model verification and validation methodologies will be required using field, test, and system specification data. A broad range of analyses will include, but are not limited to, fatigue and dynamic systems analysis, chemical agent dispersion, chemical agent destruction processes, mobility and geospatial analysis of ground vehicles, fuel consumption predictions, ISR sensor performance, and C3 network communication analysis. Work location will be CONUS. Incumbent is ManTech International Corporation.

**Estimated Solicitation Release:** January 2014

**Contracting Officer:** Ian Quillman, 443-861-4755, ian.h.quillman.civ@mail.mil

**Technical POC:** Dr. David Mortin, 410-278-6248, david.e.mortin.civ@mail.mil

**Solicitation Number:** W91ZLK-13-R-0008

**The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services**

The Leader in Empowering the World's Most Capable Soldiers



# US Army Natick Soldier RD&E Center

# Technology

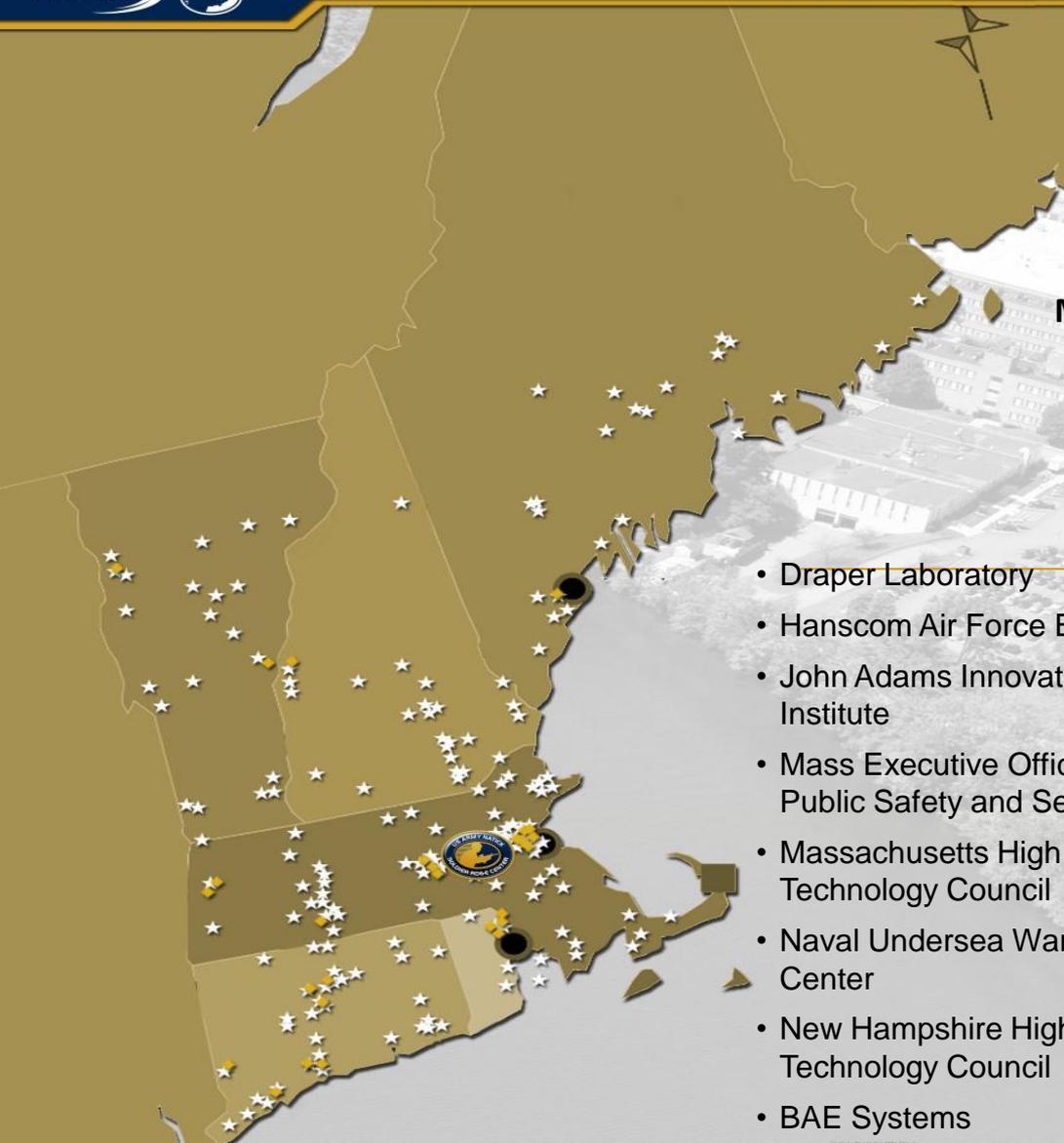
**Massachusetts Ranked #1  
for Science & Technology**  
2004, 2008, 2010, 2012  
*Milken Institute*

**Massachusetts Ranked #2 for Total R&D Expenditures**  
*National Science Foundation*

**Massachusetts 1 of 6 Leading Technology States**  
*US Census*

## Sample of S&T Partners

- Draper Laboratory
- Hanscom Air Force Base
- John Adams Innovation Institute
- Mass Executive Office of Public Safety and Security
- Massachusetts High Technology Council
- Naval Undersea Warfare Center
- New Hampshire High Technology Council
- BAE Systems
- Fosta-Tek Optics, Inc.
- Lilliputian Systems, Inc.
- Metabolix, Inc.
- New England Ropes, Inc.
- Niche, Inc.
- Pascale Industries, Inc.
- Polartec, LLC
- Qinetiq North America
- Triton Systems, Inc.
- Kaman Aerospace



Natick Soldier RD&E Center

# The Leader in Empowering the World's Most Capable Soldiers

Research, development and engineering to maximize the Warfighter's

- **Survivability**
- **Sustainability**
- **Mobility**
- **Combat Effectiveness**
- **Field Quality of Life**

by treating the Warfighter as a system



# NSRDEC: Focused on the Soldier Domain



**Basic & Early Applied Research**



**Airdrop/  
Aerial Deliver**



**Clothing &  
Protective  
Equipment**



**Human Systems  
Integration**



**Expeditionary  
Basing/Collective  
Protection**



**Soldier/SCU Tech  
Maturation and  
Demonstration**



**Joint Service  
Combat Feeding**

## Director's Assessment / Concerns

### Top Three (3) Priorities:

1. **Implement Soldier Systems Engineering Architecture (SSEA), a game changer for the Army and a unifying construct for the Soldier System**
2. **Shape workforce to immediate demands of today and evolving priorities of tomorrow**
3. **Leverage collaborative efforts with all partners (other RDECs/ARL, OGA, industry, academia, State, etc.)**

### Top Three Challenges / Concerns:

1. **Gain acceptance of a new Soldier Systems Engineering Architecture paradigm and integrate into broader Army**
2. **20<sup>th</sup> Century tools for 21<sup>st</sup> Century demands addressing workforce restructuring and infrastructure sustainment/improvement**
3. **Becoming the Go-To-Place that drives defense, other government, industrial, and academic communities resulting in Win-Win, Spin-In/Spin-Out solutions**

# Soldier Systems Engineering



SUBSYSTEMS
Electronics
Propulsion
Optics
Controls
Fuel / Power
Communications & Networks
System Health



**Soldier & Small Units**

# Opportunities for Funding

BAA and Unsolicited Proposals must comply with the FAR but still provide the offeror with more flexibility than a typical contract solicitation.

## Broad Agency Announcement (BAA)

- The BAA is an open solicitation for proposals.
- It is funded to fulfill requirements for scientific study and experimentation.
- The BAA does **not** focus on specific systems or hardware.
- The solicitation is divided into several topic groups that are of interest to the sponsoring lab and identifies a POC for that area.

## Unsolicited Proposals (UPs)

- Innovative and unique;
- Independently originated and developed by the offeror;
- Prepared without Government endorsement or involvement;
- Include **sufficient detail** to permit a proper evaluation;
- Not be an advance proposal for a known agency requirement;
- Not address a previously published agency requirement.

# Contact Information

U.S. Army Natick Soldier Systems Center (NSSC)

<http://www.army.mil/info/organization/natick/>

Natick Soldier Research, Development and Engineering Center (NSRDEC)

<http://nsrdec.natick.army.mil/index.htm>

NSRDEC  
Broad Agency Announcement  
(BAA)

<http://www3.natick.army.mil/NSRDEC-Broad-Agency-Announcement.aspx>

Unsolicited Proposals

[http://nsrdec.natick.army.mil/media/print/DoingBusiness-Guidebook\\_Web.pdf#page=30](http://nsrdec.natick.army.mil/media/print/DoingBusiness-Guidebook_Web.pdf#page=30)

Phil Varney; Business Development Office, Small Business Advocate  
Natick Soldier Research Development and Engineering Center  
Kansas Street  
Natick, MA 01760  
508-233-4995  
Email: philip.r.varney.civ@mail.mil



# BAA For Basic and Applied Research

**Solicitation Number: W911QY-13-R-0032**

**Effective from 1 March 2013 – 31 March 2015**

- A. Combat Feeding Equipment and Systems
- B. Combat Ration Research and Development
- C. Warfighter Systems Technologies
- D. Shelters and Life Support Technologies for Contingency Basing
- E. Airdrop – Advanced Personnel and Cargo Airdrop Systems
- F. Textile Technologies
- G. Modeling and Simulation
- H. Warfighter Advanced Technologies
- I. Technology Enabled Capability Demonstrations (TECDs)

# Ballistics and Blast Protection

## Challenge Areas:

- Lightweight materials and systems to mitigate broad ballistic threats
- Modular body armor that can be tailored to defeat specific threats
- Primary blast injury models
- Updated standards to evaluate behind armor blunt trauma



# Contingency Basing

## Challenge Areas:

- Self-sufficient base camp technologies that reduce waste generate and energy & water consumption
  - Waste remediation/disposal
  - Efficient energy solutions
  - Rapid Deployment
  - Survivability



# Airdrop/Aerial Delivery

## Challenge Areas:

- Precision airdrop in complex terrains
  - Cargo and personnel
- Tactical resupply for enhanced ground force maneuverability
- “On demand” air drop
  - Similar to call for fire
  - Support unburdening Soldier load
- Alternative forms of navigation to allow for use in GPS denied areas



# Combat Feeding

## Challenge Areas:

- Cutting-edge solutions for food processing, packaging and preservation
- Improved selectivity and/or sensitivity of foodborne pathogen and toxin detection sensors
- Reduction in energy expenditure and manpower consumption while providing flexibility to support feeding Soldiers in various operational scenarios



# Industry Forums



**Parachute Industry Association**  
Airdrop/Aerial Delivery



**North American Association of Uniform  
Manufacturers & Distributors**  
Clothing



**Joint Committee on Tactical Shelters**  
Shelters



**Research & Development Associates for  
Military Food & Packaging Systems**





US Army Natick Soldier  
Research, Development &  
Engineering Center

# The Science Behind the Soldier

*Yesterday,  
Today and  
Tomorrow*



# **ABERDEEN PROVING GROUND ADVANCED PLANNING BRIEFINGS TO INDUSTRY**

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**US Army Research Development and Engineering Command  
National Defense Center for Energy and Environment  
Program Management Office**

*Erik Hangeland  
NDCEE Program Manager  
2 December 2013*



# Program Overview

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## NDCEE History

- Established in 1990 by Public Law 101-302
- Six contracts have been awarded between 1991 and 2010
- Current solicitation will be the seventh contract

## NDCEE Mission

The mission of NDCEE is to demonstrate, validate, and transition environmentally acceptable materials and processes to industry, to provide training supporting the use of new environmentally acceptable technologies, and to perform research and development where appropriate to accelerate the transition of new technologies



# Item or Service Description

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## Technology Areas

- Hazardous waste treatment
- Management of Resource Conservation and Recovery Act (RCRA)-type wastes Waste minimization
- Municipal solid waste and incineration issues
- Management and treatment of hazardous air pollutants
- Medical waste disposal
- Mixed waste management and disposal
- Remediation of contaminated sites
- Chemical and biological weapons destruction
- Pollution of ground and surface water
- Above ground and underground storage tanks
- Nuclear waste management and disposal
- Corrosion prevention and control
- Solvent substitution and aqueous based cleaners
- Recycling of materials
- Water treatment issues and water use and reuse



# **Item or Service Description Continued**

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- **Ozone depleting substances**
- **Location, removal, and demilitarization of unexploded ordnance**
- **De-manufacturing of electronic equipment for recycles and reuse (DEER2)**
- **Alternative energy use solutions**
- **Fossil fuel conservation solutions (reduction of DOD's carbon footprint)**
- **Safety initiatives/technologies to reduce preventable accidents including meeting challenges laid out by the Defense Safety Oversight Committee (DSOC)**
- **Occupational Health initiatives such as facilitation of increased participation in the OSHA Voluntary Protection Program (VPP)**
- **Occupational Health improvement technologies to reduce occupational health hazards**



# Item or Service Description

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## Potential Expertise Requirements

- Project Management
- Process Engineering
- Environmental Engineering
- Alternative/Renewable Energies
- Environmental Regulations and Laws
- Economic and Life Cycle Analysis
- Industrial Hygiene
- Safety and Occupational Health
- Risk Assessments
- Military-Unique Materials (primarily explosives, propellants, and chemical and biological agents))
- Industrial Waste Treatment
- Environmental Sampling (all media)
- Waste Minimization
- Analytical Chemistry
- Physical, Chemical, and Biological Sciences
- Geology
- Data Processing and Computer Modeling
- Unexploded Ordnance (UXO)
- Ecology
- Management of Nuclear Waste and Mixed Waste
- Archaeology
- Graphic Arts
- Other Engineering Fields



# Opportunities

**TITLE: NDCEE Operating Contract**

**CONTRACT TYPE: IDIQ, single or multiple award, performance based**

**ESTIMATED VALUE: \$250M - \$350M ceiling over 5 years**

**KEY MILESTONES:**

- - Issue RFP: Sep 2014
- - Forecast Award: Mar 2015

**CONTRACTING CONTACT: APG-ACC, solicitation will include POC**

**SOLICITATION #: TBD**

**MARKET RESEARCH: Currently Ongoing**

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# Item or Service Description

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## Potential Task Assignments

**Problem Definition**

**Research & Development**

**Testing**

**Demonstration/Validation**

**Technology Transition/Transfer  
including Train-the-Trainer**



# Item or Service Description

## Past Activity

<u>Fiscal Year</u>	<u>FY10</u>	<u>FY11</u>	<u>FY12</u>	<u>FY13</u>	<u>Total</u>
Tasks Awarded	30	52	20	13	115
Total Funds Obligated (\$M)	32.7	56.7	48.2	12.0	149.6

**INCUMBANT CONTRACTOR: CONCURRENT TECHNOLOGIES CORP**



# The Baltimore District

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# Aberdeen Proving Ground Industry Day

**Gregory E. Johnson, PE, CDFM, PMP**

**USACE APG Account Executive**

**2 December 2013**



# Mission Areas



Flood Wall in Wyoming Valley Levee System



Defense Logistics Agency Solar Wall



U.S. Central Command, Afghanistan



Fort Detrick Navy Bio-Lab



# Department of Defense Mission Support



Defense Distribution Susquehanna



Ft. Belvoir Northern Regional Medical Command



Walter Reed Military Advance Training Center



Utah Data Center



# U.S. Army Mission Support



Fort Detrick Emergency Services Center



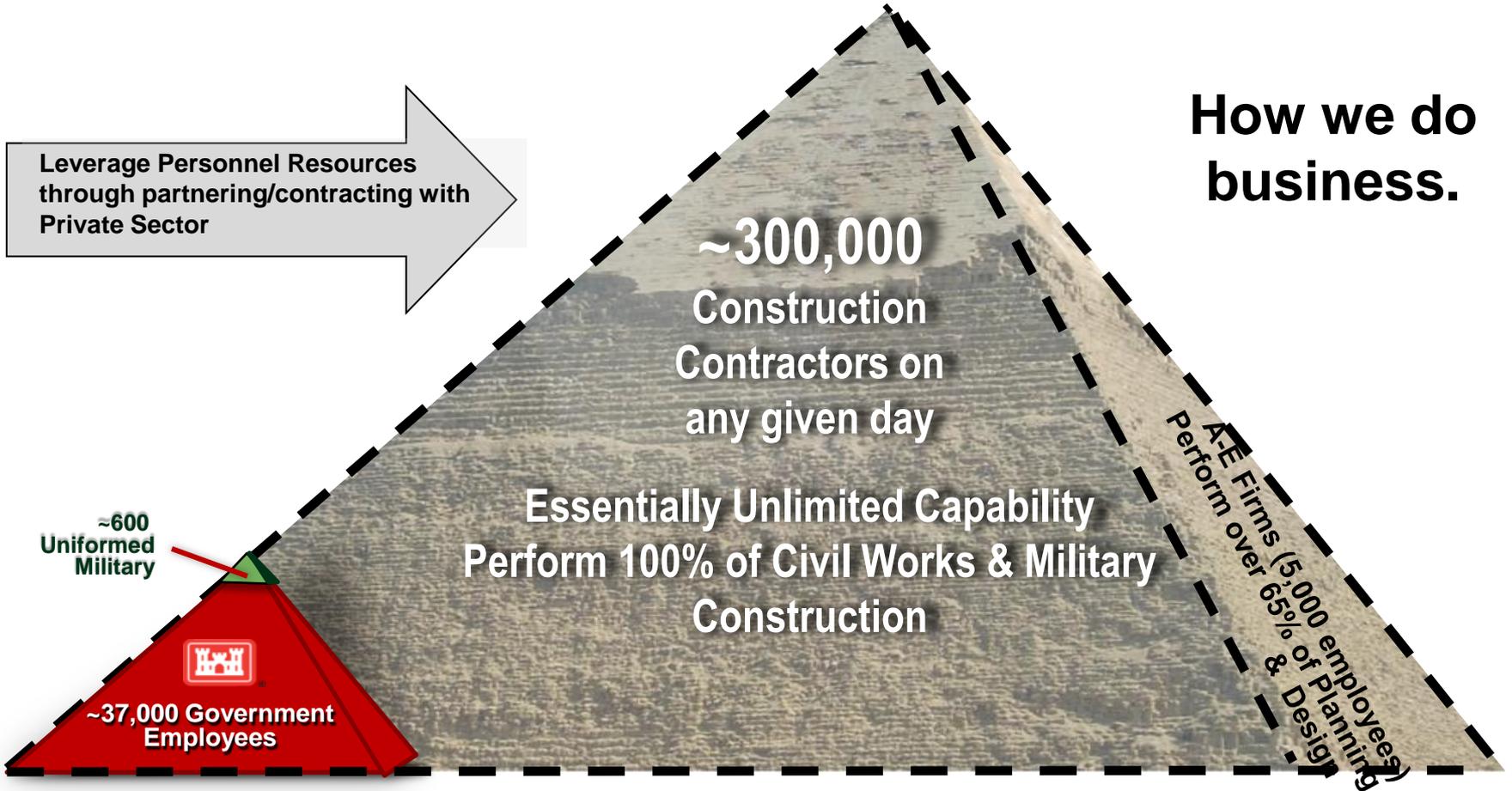
U.S. Army Automotive Technology Evaluation Facility



U.S. Army Medical Research Institute of Infectious Diseases



# Workforce Projection







# Baltimore District Missions



Real Estate



Military Support



Environmental Services



Civil Works



Emergency Management



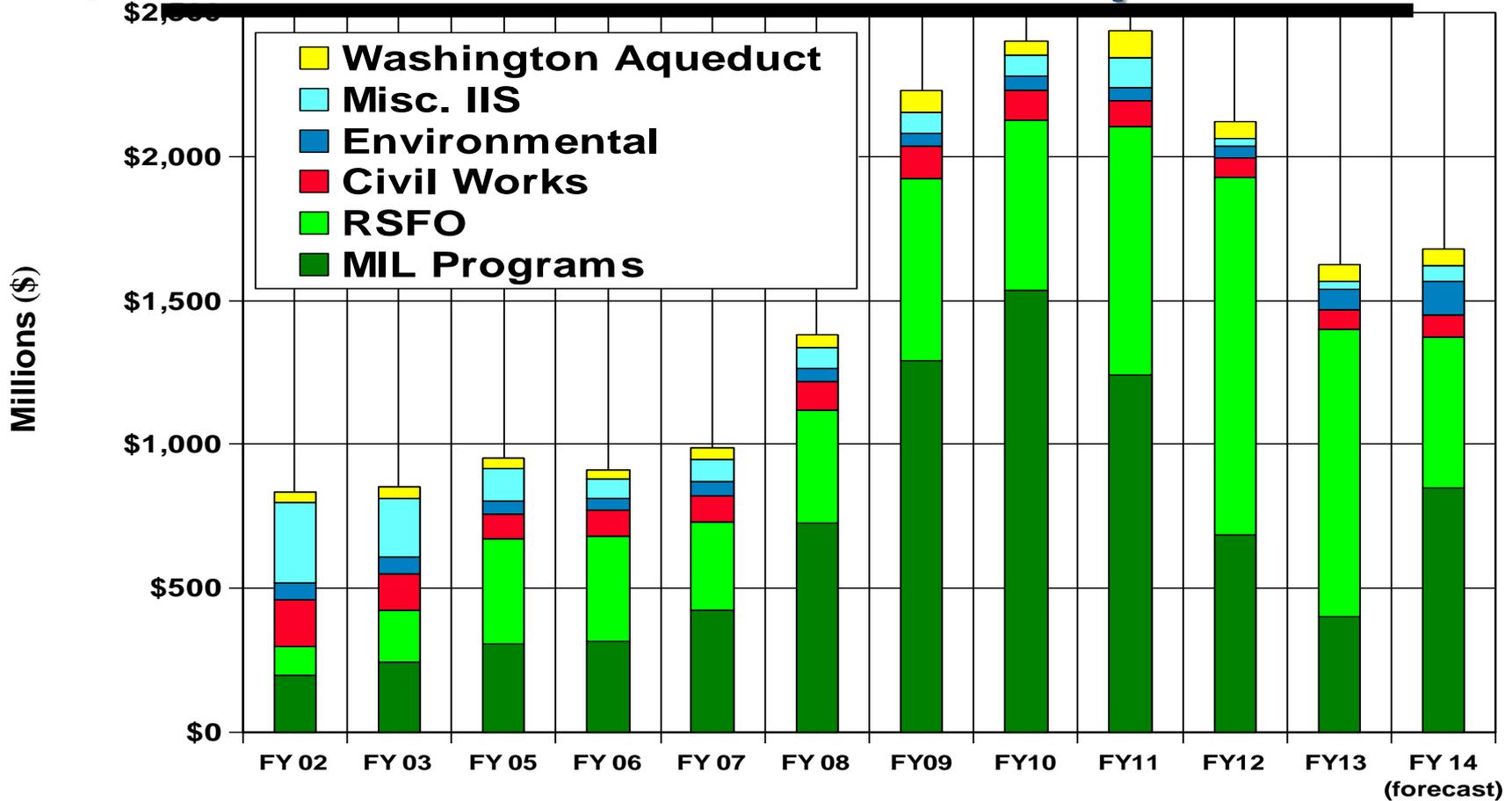
Interagency Services



Regulatory

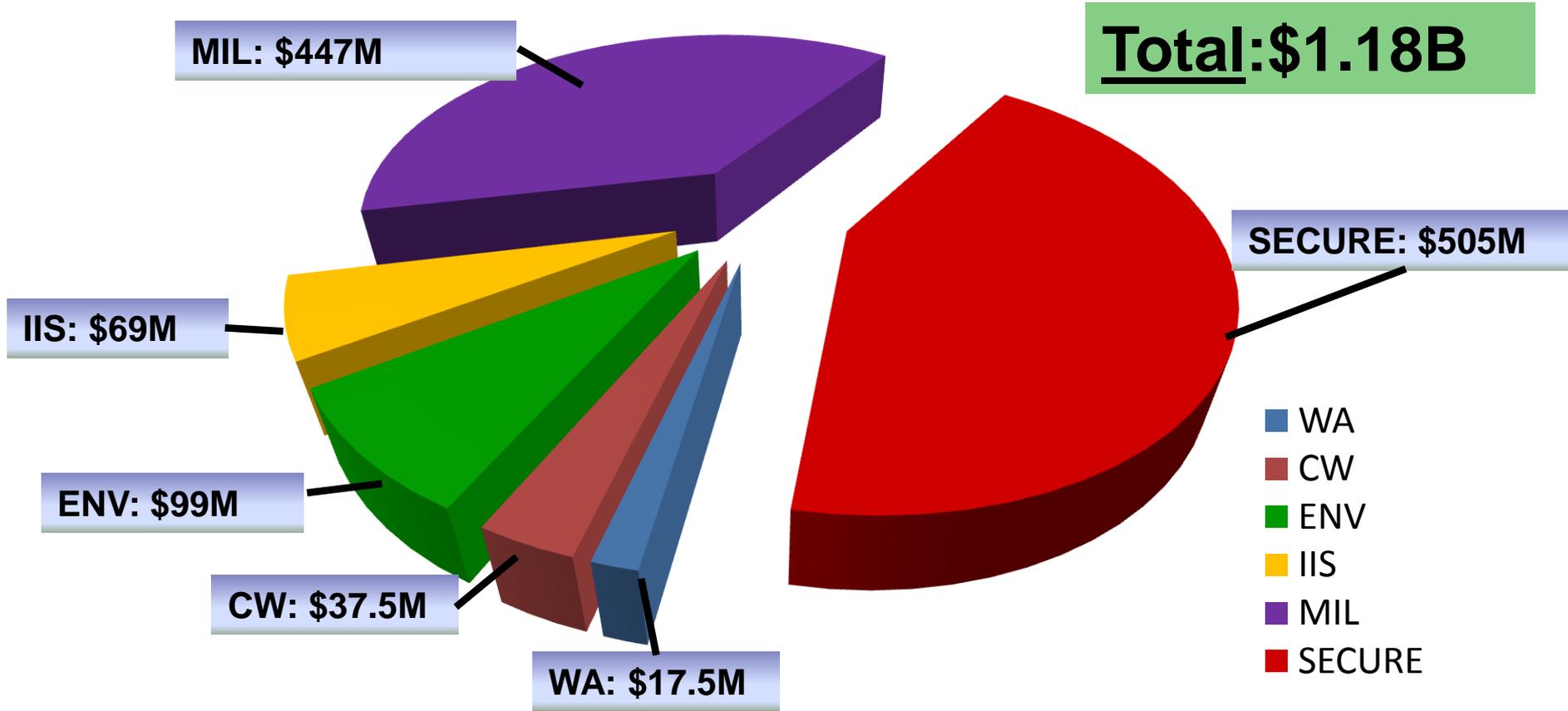


# Baltimore District Annual Expenditures





# FY14 Projected Obligations

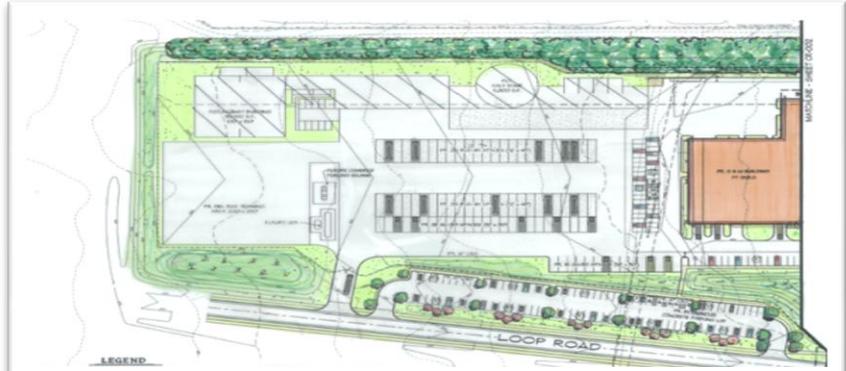




# Military Construction

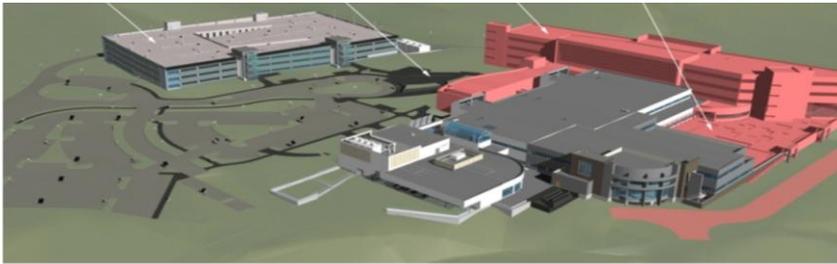


Replace Defense Distribution Center Headquarters



Ft. Detrick Hazardous Material Storage Building

Ft. Belvoir Sensitive Compartmented Information Facility



Replace U.S. Army Public Health Command Laboratory at Aberdeen Proving Ground





# FY14 Regional Support Contracts

## North Atlantic Division

### • A-E Master Planning Services

- Project Magnitude: Two (2) \$10M Contracts
- Procurement: Brooks Act
- Advertisement: 2<sup>nd</sup> Quarter
- Proposed Acquisition Strategy: Small Business Set Aside

### • Construction MATOC (Baltimore District )

- Project Magnitude: \$49M
- Procurement Type: Multiple Award Task Order Contract (MATOC)
- Advertisement: 3rd or 4th Quarter FY14
- Proposed Acquisition Strategy: Set Aside for Small Disabled Veteran Owned Small Business, 8(a) & HUBZone





# FY14 Nationwide Contracts

## Architecture-Engineering (A-E) Contracts

- Indefinite Delivery, Indefinite Quantity (IDIQ) contracts
- Magnitude: Two (2) Contracts, \$49M each
- Advertisement: 2<sup>nd</sup> Quarter and 3<sup>rd</sup> Quarter of FY 14
- Proposed Acquisition Strategy: Unrestricted





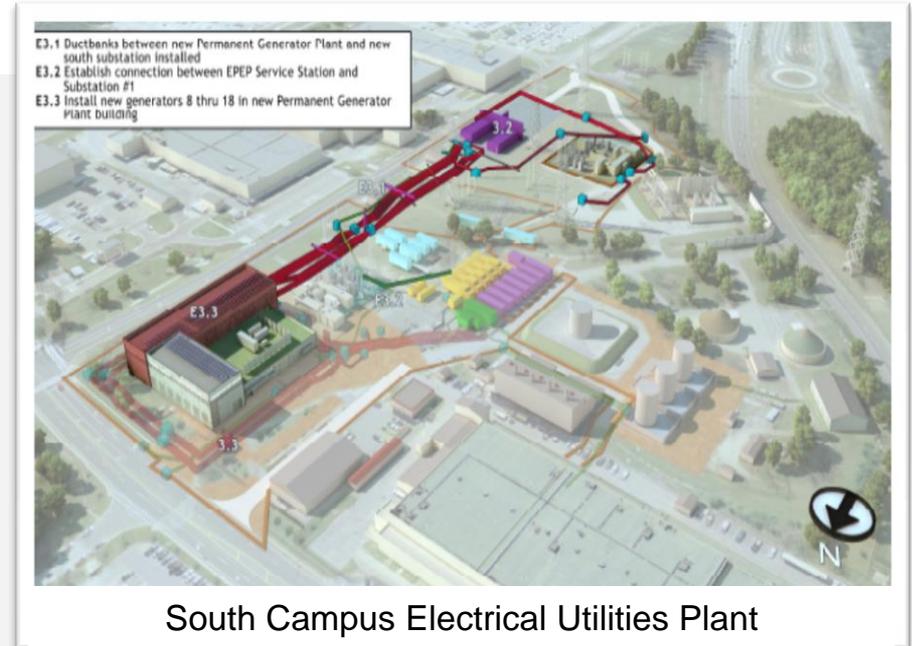
# FY14 Nationwide Contracts

## Construction Phase Support Services

- Magnitude: ~\$25M
- Procurement Type: IDIQ
- Advertisement: 2<sup>nd</sup> Quarter
- Proposed Acquisition Strategy: TBD

## Commissioning Support A-E

- Project Magnitude: \$25M
- Procurement Type: IDIQ
- Advertisement: 1<sup>st</sup> Quarter
- Proposed Acquisition Strategy: Unrestricted





# FY14 Nationwide Contracts

## Single Award Task Order Contract (SATOC)

- Project Magnitude : \$103M
- Advertisement: 2<sup>nd</sup> Quarter
- Proposed Acquisition Strategy: Unrestricted
- Typical Task Order Values: \$0-\$10M



Utah Data Center Earth Work

## Single Award Task Order Contract (SATOC) (2 Awards)

- Project Magnitude : 2 Contracts - \$49M Each
- Advertisement: 2<sup>nd</sup> Quarter
- Proposed Acquisition Strategy: Small Business
- Typical Task Order Values: \$0-\$5M



# FY14 Nationwide Contracts

## Construction (MATOC)

- Project Magnitude: **\$950M**
- Procurement: Multiple Award Task Order Contract
- Advertisement: 3<sup>rd</sup> - 4<sup>th</sup> Quarter FY14
- Proposed Acquisition Strategy: Two-Tiered (Unrestricted & Small Business)
- Task Order Values: \$10M (Typical Value)



Intelligence Community Campus - Bethesda



# Civil Works



Hurricane Sandy Debris Removal Process

Trend: Stable Program, Emergency Funding Spikes



# FY14 Operations/Civil Works

## Construction Multiple Award Task Order Contract (MATOC)

- Project Magnitude: \$20M
- Advertisement: 3<sup>rd</sup> Quarter FY14
- Proposed Acquisition Strategy: Small Business Set Aside



Bainbridge, N.Y. PL84-99 Repairs

## Public Law 84-99 Emergency Response Actions



# Environmental Services



Former Frankford Arsenal Remediation



W.R. Grace Building 23 Remediation



Spring Valley Formerly Used Defense Site



Sturgis Decommissioning



# FY14 Radiological Transport & Disposal Continental U.S.

## Multiple Award Radiological Transport & Disposal (MARTADS)

- Project Magnitude: \$100M-\$250M
- Advertisement: 2<sup>nd</sup> Quarter FY14
- Proposed Acquisition Strategy: TBD
- Task Order Values: ~\$2M-\$10M



Colonie FUSRAP Site, New York



# Multiple Award Military Munitions Services Continental U.S.

## Multiple Award Military Munitions Services, II (MAMMS, II)

- Project Magnitude: \$100M-\$250M
- Advertise: 3<sup>rd</sup> Quarter (FY14)
- Proposed Acquisition Strategy: Unrestricted & Small Business
- Task Order Values: \$2M-\$3M



Tobyhanna, P.A. Field Investigation



# We Support Small Business

## Small Businesses play key roles in Baltimore District

- Planting Oyster Bars
- Flood Risk Reduction Projects
- Environmental Restoration Projects

## The Office of Small Business

Mission is to offer a level playing field and help further support the local economy.

**Baltimore District looks to benefit from expertise and talents from all businesses.**

[http://www.nab.usace.army.mil/Portals/63/docs/SmallBusiness/FY%202014%20Forecast%20of%20Contracting%20Opportunities%20As%20of%201NOV%202013\\_.pdf](http://www.nab.usace.army.mil/Portals/63/docs/SmallBusiness/FY%202014%20Forecast%20of%20Contracting%20Opportunities%20As%20of%201NOV%202013_.pdf)



DC Local Flood Protection Project



# Small Business Accomplishments

## FY 13

(As of 7 October 2013)

Category	Dollars	Actual % / Statutory Goal / NAB Goal	USACE NAD Goal
Small Business	\$183,568,414	29.21% / 23% / 23%	43.3%
Small Disadvantaged	\$126,328,263	20.10% / 5% / 10%	18%
8(a)	\$42,056,552	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$76,322,865	12.14% / 5% / 6%	7%
Service-Disabled Veteran-Owned	\$15,256,108	2.43% / 3% / 3%	4%
HUBZone	\$4,269,480	.68% / 3% / 3%	11%

**Total Dollars Obligated: \$628,504,587**

Green - Met both the statutory and USACE NAB SB goal	
Amber - Met the statutory goal, but didn't meet the USACE NAB SB goal	
Red - Didn't meet the statutory or USACE NAB SB goal	





# **HOW TO DO BUSINESS WITH US**

- Register in the ‘System for Award Management’ database at [www.sam.gov](http://www.sam.gov)
- Find our projects on **FedBizOpps** at [www.fbo.gov](http://www.fbo.gov)
- Respond to the solicitation
  - Read, understand and comply with all requirements
  - Write a strong proposal
- Grow your capabilities
  - Team with experienced firms to share knowledge
  - Create effective Prime/Sub and Joint Venture Teams
  - Request a debriefing at the end of the acquisition
- Understand and comply with bonding requirements for construction contracts



# Stay in Touch

**USACE Baltimore**  
U.S. Army Corps of Engineers

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 Headquartered adjacent to Baltimore's Inner Harbor, the Baltimore District provides design, engineering, construction, environmental and [real estate expertise](#) to a variety of important projects and customers.

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Tamika Gray	<a href="mailto:tamika.gray@usace.army.mil">tamika.gray@usace.army.mil</a>	Deputy for Small Business
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Chris Nolta	<a href="mailto:christopher.m.nolta@usace.army.mil">christopher.m.nolta@usace.army.mil</a>	Civil Programs
Randy Winemiller	<a href="mailto:randy.winemiller@usace.army.mil">randy.winemiller@usace.army.mil</a>	Real Property Services Field Office

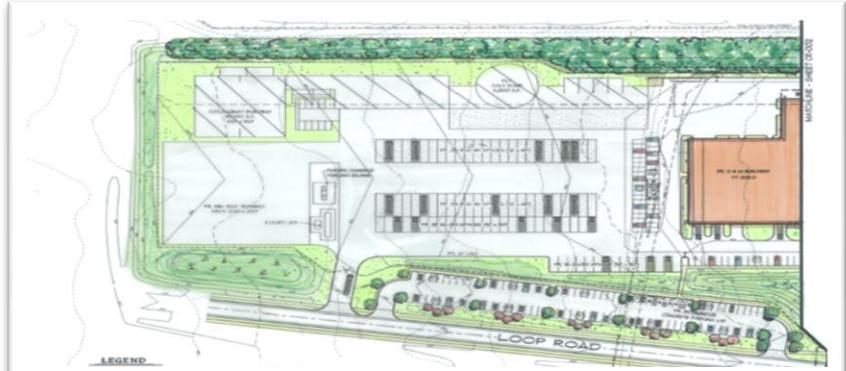
<http://about.me/usace.baltimore>



# Military Construction

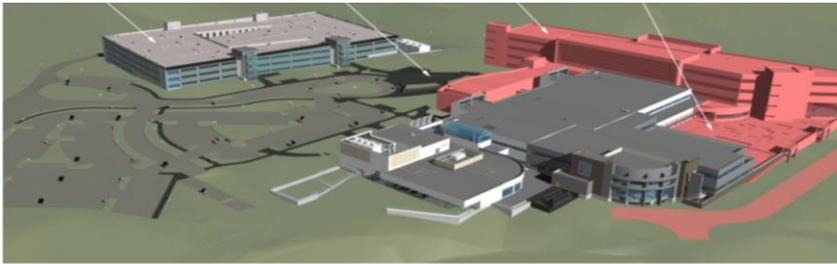


Replace Defense Distribution Center Headquarters



Ft. Detrick Hazardous Material Storage Building

Ft. Belvoir Sensitive Compartmented Information Facility



Replace U.S. Army Public Health Command Laboratory at Aberdeen Proving Ground





# FY14 Aberdeen Proving Ground, Md.

- **Public Health Command Lab Replacement**
  - Project Magnitude: \$100M-\$250M
  - Procurement: Design-Bid-Build
  - Advertisement: 1<sup>st</sup> or 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Unrestricted
- **Downer Hall Renovations**
  - Project Magnitude: \$10M-\$25M
  - Procurement: Design-Bid-Build
  - Advertisement: 1<sup>st</sup> or 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Small Business
- **Construction of Operation & Maintenance Facility Supporting Aerostats**
  - Project Magnitude : \$10M-\$25M
  - Procurement: To be determined
  - Advertisement: 1<sup>st</sup> or 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: To be determined



U.S. Army Public Health Command, Aberdeen Proving Ground



# FY14 Fort Belvoir, Va.

- **North Area National Geospatial-Intelligence Agency IPO Parking & Access Road Deconstruction**
  - Project Magnitude: \$1M-\$5M
  - Procurement: Design-Bid-Build
  - Advertisement: 3<sup>rd</sup> Quarter
  - Proposed Acquisition Strategy: Small Business
- **Roof Replacement for McNamara Headquarters Building**
  - Project Magnitude: \$1M-\$5M
  - Procurement: To be determined
  - Advertisement: 1<sup>st</sup> or 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Small Business



National Geospatial Intelligence Agency Campus



# FY14 Fort Meade, Md.

- **Directorate of Public Works Facility**
  - Project Magnitude: \$1M-\$5M
  - Procurement: Design-Bid-Build
  - Advertisement: 2<sup>nd</sup> or 3<sup>rd</sup> Quarter
  - Proposed Acquisition Strategy: To be determined
- **Building 4554 Renovation**
  - Project Magnitude: \$10M-\$25M
  - Procurement: Design-Bid-Build
  - Advertisement: 4<sup>th</sup> Quarter
  - Proposed Acquisition Strategy: To be determined

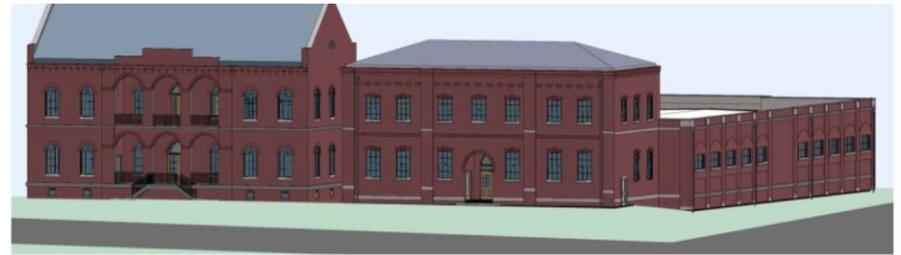




# FY14 Fort McNair, Washington, D.C.

- **Vehicle Storage Facility**
  - Project Magnitude: \$5M-\$10M
  - Procurement: Design-Bid-Build
  - Advertisement: 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Small Business

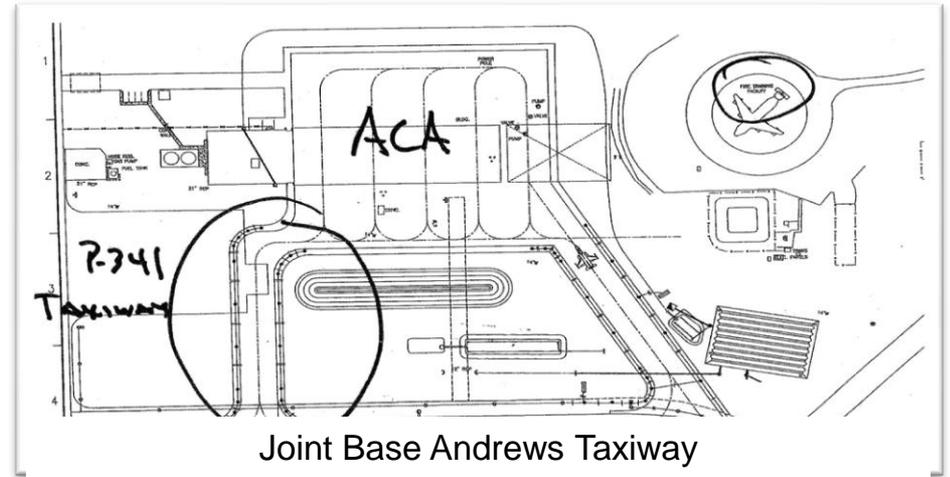
U.S. Army Transportation Agency Vehicle Storage Facility





# FY14 Joint Base Andrews, Md.

- **Construct Taxiway to North of Aerospace Control Alert Facility**
  - Project Magnitude: \$1M-\$5M
  - Procurement: Design-Bid-Build
  - Advertisement: 3<sup>rd</sup> or 4<sup>th</sup> Quarter
  - Proposed Acquisition Strategy: Small Business





# FY14 New Cumberland, Pa.

- **Replace Communications Building in the Defense Logistics Agency Distribution Center**
  - Project Magnitude: \$10M-\$25M
  - Procurement: Design-Bid-Build
  - Advertisement: 1<sup>st</sup> or 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Small Business



Defense Logistics Agency Distribution Center  
Communications Building



# FY14 Regional Support

- **North Atlantic Division A-E Master Planning Services (3)**
  - Project Magnitude: \$10M each
  - Procurement: Brooks Act
  - Advertisement: 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Small Business/MATOC (3)
- **Baltimore District Construction Services**
  - Project Magnitude: \$10M
  - Procurement: To be determined
  - Advertisement: 1<sup>st</sup> or 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Small Disabled Veteran Owned, 8(a) & HUBZone MATOC





# Military Emerging Trend: Workload Centers in FY16-19



Defense Distribution Center Susquehanna Headquarters Facility



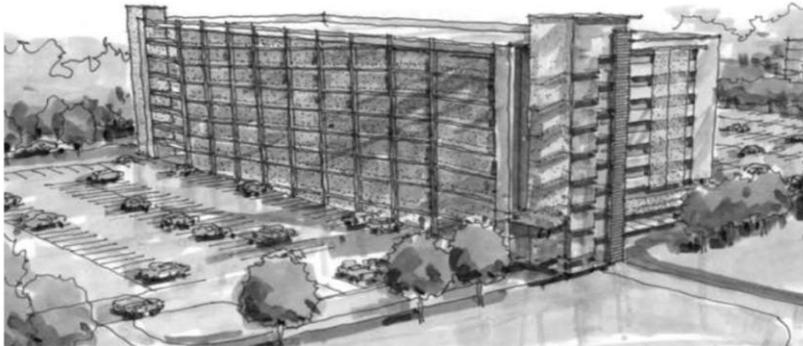
# Secure Environment



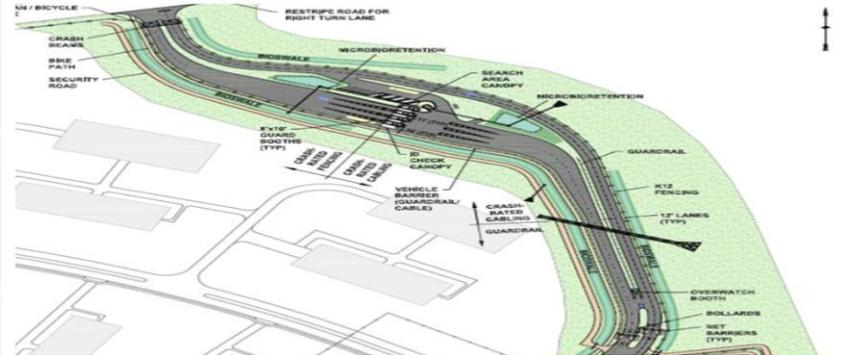
Joint Operations Center



East Campus Building Marine Corps



East Campus South Parking Structure



East Campus Vehicle Control Point 'M'



# FY14 Fort Meade, Md.

- **Joint Operations Center**
  - Project Magnitude: \$250M-\$500M
  - Procurement: Design-Bid-Build
  - Award Date: 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Unrestricted





# FY14 Fort Meade, Md.

- **East Campus Building  
Marine Corps**
  - Project Magnitude: \$25M-\$100M
  - Procurement: Design-Build
  - Award Date: 3<sup>rd</sup> Quarter
  - Proposed Acquisition Strategy: Unrestricted

Marine Corps Forces Cyberspace Command

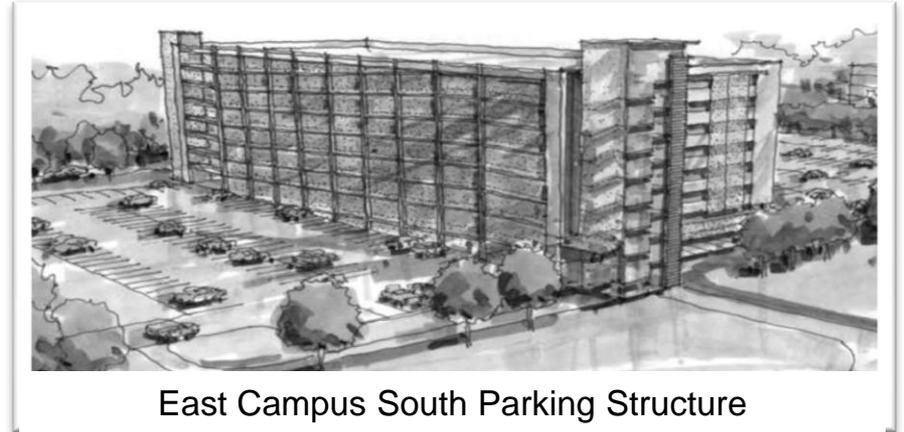




# FY14 Fort Meade, Md.

- **East Campus South Parking Structure**

- Project Magnitude: \$25M-\$100M
- Procurement: Design-Bid-Build
- Advertisement: 3<sup>rd</sup> Quarter
- Proposed Acquisition Strategy: To be determined





# FY14 Fort Meade, Md.

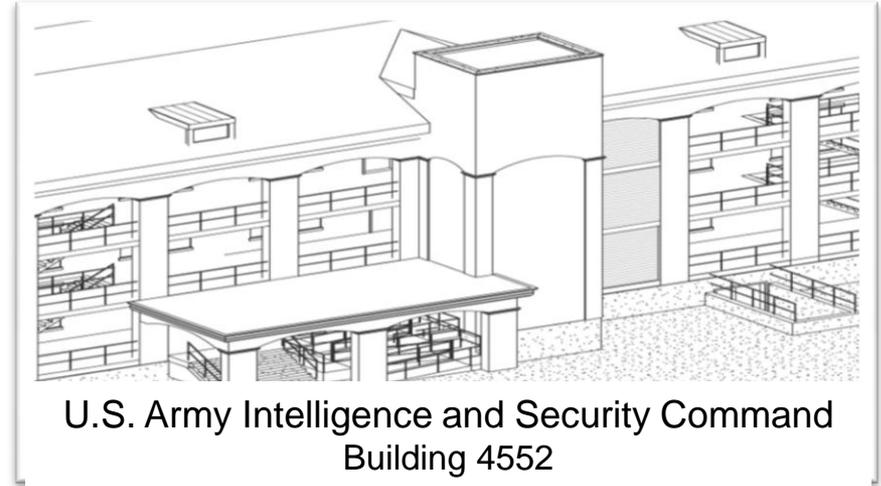
- **East Campus Vehicle Control Point 'M' (VCP M)**
  - Project Magnitude: \$10M-\$25M
  - Procurement: Design-Bid-Build
  - Advertisement: 4<sup>th</sup> Quarter
  - Proposed Acquisition Strategy: Small Business





# FY14 Fort Meade, Md.

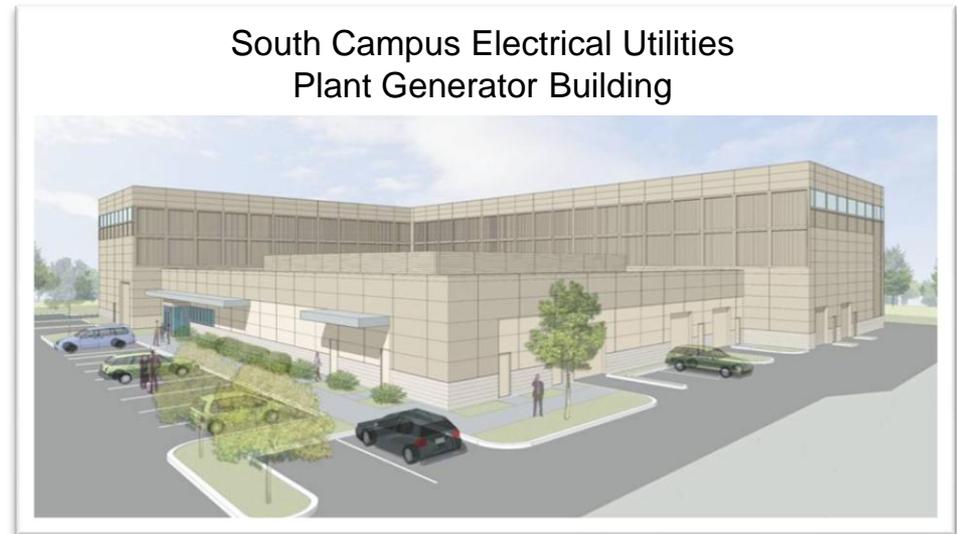
- **U.S. Army Intelligence and Security Command (INSCOM) Building 4552**
  - Project Magnitude: \$10M-\$25M
  - Procurement: Design-Bid-Build
  - Advertisement: 3<sup>rd</sup> Quarter
  - Proposed Acquisition Strategy: To be determined





# FY14 Continental United States

- **Two (2) A-E Indefinite Delivery, Indefinite Quantity (IDIQ) contracts**
  - Project Magnitude: \$49M each
  - Procurement: IDIQ
  - Advertisement: 2<sup>nd</sup> Quarter and 3<sup>rd</sup> Quarter, respectively
  - Proposed Acquisition Strategy: Unrestricted





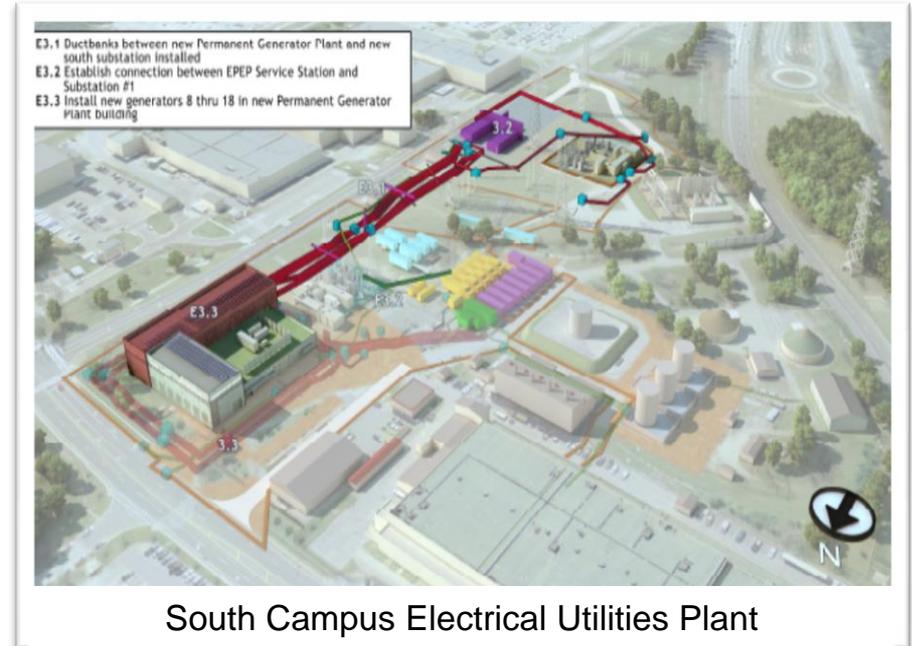
# FY14 Continental United States

- **Construction Management Services**

- Project Magnitude: \$25M
- Procurement: IDIQ
- Advertisement: 2<sup>nd</sup> Quarter
- Proposed Acquisition Strategy: To be determined

- **Commissioning Support A-E**

- Project Magnitude: \$25M
- Procurement: IDIQ
- Advertisement: 1<sup>st</sup> Quarter
- Proposed Acquisition Strategy: Unrestricted





# FY14 Continental United States

- **Single Award Task Order Contract (SATOC)**
  - Project Magnitude : \$103M
  - Procurement: Single Award Task Order Contract
  - Advertisement: 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Unrestricted
  - Task Order Values: \$0-\$10M
- **Single Award Task Order Contract (SATOC) (2)**
  - Project Magnitude : \$49M
  - Procurement: Single Award Task Order Contract
  - Advertisement: 2<sup>nd</sup> Quarter
  - Proposed Acquisition Strategy: Small Business
  - Task Order Values: \$0-\$5M



Utah Data Center Earth Work



# FY14 Continental United States

- **Multiple Award Task Order Contract (MATOC)**
  - Project Magnitude: \$950M
  - Procurement: Multiple Award Task Order Contract
  - Advertisement: 4<sup>th</sup> Quarter
  - Proposed Acquisition Strategy: Unrestricted & Small Business
  - Task Order Values: \$10M+



Intelligence Community Campus - Bethesda



# Secure Environment Trend: Planning Despite Uncertainty



National Security Agency East Campus