



Strategic Services & Category Management Division

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U.S. Army Contracting Command-Redstone**





Agenda

- **AMC Campaign Plan**
- **ACC's CG's Overarching Guidance**
- **ACC-RSA Mission Overview**
- **Senior Leaders**
- **Footprint and Magnitude**
- **Portfolio Overview**
- **What is Category Management (CM)?**
- **Total Cost Ownership**
- **CM Implementation Objectives**
- **CM Governance and Structure**
- **CM Implementation & Execution**
- **CM Spend Categories**
- **ACC-RSA CM Analysis**
- **Strategic Services and Category Management Overview**
- **SSCM Functions**
- **EXPRESS Overview**
- **SSCM Accomplishments and Way Ahead**





AMC Campaign Plan

Priorities



SA Priorities

- People
- Readiness
- Modernization



CSA Priorities

- People
- Readiness
- Modernization



AMC Priorities

- People
- Readiness
- Modernization

AMC Vision

Army Materiel Command is Operationalized to Ensure Army Materiel Readiness for a Globally Dominant Land Force

Engagement Strategy to Achieve Desired Effects

"Power of the Patch" Through AMC's Strategic Reach

Enablers: (1) Contracting, (2) Resourcing, (3) Audit Readiness

Lines of Effort

1.0: Soldier, Civilian & Family Readiness

2.0: Installation Readiness & Training Support

3.0: Industrial Base Readiness

4.0: Munitions Readiness

5.0: Strategic Power Projection

6.0: Supply Availability & Equipment Readiness

7.0: Data Analytics & Logistics Information Readiness

Strategic Initiatives

- Spouse Employment
- Post-COVID PCS Moves
- MWR Strategy
- Facility Investment Plan Optimization
- Bill of Rights Implementation
- Housing Investment Plan
- RCI Partner Quality & Increased Investments
- Baseline / Common Levels of Service & Equipment
- Standardization & P/D Associated with Construction
- OIB Workload and Repair Cycle Float
- Transition to Sustainment
- Advanced Manufacturing / Digital Thread
- OIB Facilities Modernization
- Ammunition Strategy
- Expanding / Repositioning / Modernizing APS
- BUILDER Transition
- Regional Alignment of Army Readiness & Modernization Model (ReARMM)
 - Strategic Divestiture
 - New Equipment Fielding Process
- Increase Supply Availability
- Readiness Rates for Tactical Units
- Prognostics / Predictive Maintenance (PPMx)
- Class VIII / MEDLOG Reform
- Medical & Ammunition to GCSS-A
- Advancing SABRE => VANTAGE
- EBS (ERP) Convergence
- Data Analytics, Management & Information
- Cloud Migration
- Smart Voucher Implementation

Endstate

Soldiers, civilians and families resilient, diverse and inclusive supporting Army readiness

Installations capable of supporting current and evolving readiness and power projection requirements

The Industrial Base (IB) capable of sustaining fielded systems, maintaining pace with Army modernization efforts and postured to surge in support of Large Scale Combat Operations (LSCO)

The munitions Industrial Base capacity balanced with production, stockpiling and forward positioning in order to prepare for and execute LSCO

Sufficient power projection capability and capacity to enable disciplined execution of deployment timelines in support of Combatant Command requirements

Army units ready to mobilize, deploy and execute requirements and continue to be sustained in support of LSCO

Agile and resilient information systems that enable Army readiness





ACC CG's Overarching Guidance

Priorities: Readiness / Modernization / Soldiers & People / Reform & Adapt

ACC Mission Statement: ACC delivers decisive contracting solutions across the full spectrum of conflict as part of the Joint Force, Anytime, Anywhere

ACC Vision Statement: ACC is operationalized to provide contracting solutions to enable and sustain a Globally Dominant Land Force.

Enduring Tasks:

- **Execute funding**
- **Active Contract Administration**

9 ACC Focus Areas: 7 AMC Focus Areas plus two... Contracting touches everything the Army does

Readiness

Installation Readiness: Supporting current and evolving readiness

Soldier & Family Readiness: Enables Army readiness

Industrial Base Readiness: Sustaining fielded systems, surge to support LSCO

Munitions Readiness: Set Theaters and execute LSCO

Strategic Power Projection: Build sufficient capability and capacity

Supply Availability & Equip Readiness: Units ready to train, mobilize & deploy

Logistics Information Readiness: Mitigate disrupted / loss of info systems

Transform

Modernization: Urgency of modernization to meet LSCO requirements

Reform and Adapt: Improve funding execution, emphasize contract admin and adapt to MDO priorities

AMC Priorities:





ACC-RSA Mission & Vision



MISSION



Enabling Army readiness through responsive contracting support by empowered acquisition professionals



Vision



Unmatched readiness through world-class contracting

***Supporting Soldiers is our Mission,
Acquisition Excellence is our Focus!***



MISSION SUPPORT
DIRECTORATE



Ms. Mona Neal
Director



Ms. Virginia Rosacia

Advocate for Competition



Ms. Pat Beumer
Pricing



Ms. Cassandra Maxwell
Post Award



Ms. Bobbie Terry
Policy, Review,
Compliance & GPC



Mr. Jordan Miller
SSCM



ARMY CONTRACTING COMMAND-RSA
SENIOR LEADERS



Mr. John Mayes
Deputy Executive Director



Mr. Joe Giunta
Executive Director



MAJ Renardo Bastian
Executive Officer



COL Anthony Hughley
Military Deputy

ACC-RSA PRIMARY STAFF & CONOPS



Mr. Daniel Cottrell



Ms. Lavana Grantham
Human Resources



Ms. Angela Williams
Workforce Development



Mr. Dale Aaknes
Combined Staff



Ms. Tammy Williams
Resource Management

ACC-RSA MILITARY



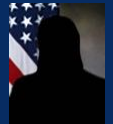
LTC Tangel Robinson
Senior Contracts Mgr.



LTC Amy Saal
Senior Contracts Mgr.



MAJ Mathis Wright
Compliance & Policy



MAJ Magen McKeithen
M&S Directorate

AMCOM
DIRECTORATE



Ms. Heidi Herron
Director



CPT Michael Gerbasi
Operations Manager



Vacant
Aviation Logistics



Ms. Angela King
AMCOM Enterprise/LSF



Ms. Shirley Martin
Missile Logistics

AVIATION
DIRECTORATE



Mr. Rod Mathews
Director



Ms. Leslie Duncan
Operations Manager



Mr. Dexter Hornsby
Apache



Mr. Jiley McNease
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Ms. Cheryl Davis
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Ms. Emily Springer
Blackhawk



Ms. Winnifer C. Magee
International Contracts



LTC Ross B. Lindsey
Propulsion/CH47

SPACE, MISSILE DEFENSE & SPECIAL
PROGRAMS DIRECTORATE



Mr. Steve Hayes
Director



Ms. Barbara Alquist
Operations Manager



Mr. Willie Travis
SMDC HSV OPS



Mr. LR Thrasher
SMDC CoS OPS



Ms. Cassandra Boyd
SEC PM Support



Ms. Pamela Milton
OPS & SVS



Ms. Jennifer Kimzey
Green Platoon

MISSILES & SPACE
DIRECTORATE



Ms. Rosemary Hill
Director



Ms. Tiffany Campbell
Operations Manager



Ms. Evelyn Armour
PATRIOT PAC-3



Mr. Mark Smith
Precision Fires



Ms. Vicky Spivey
Air & Missile Defense

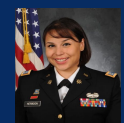


Mr. Mitchell Hailstone
Tactical Missiles

MODERNIZATION
DIRECTORATE



Ms. Julia Kidd
Director



CPT Cynthia
Rodriguez-Herndon
Operations Manager



Ms. Tonya Wood
CCDC Aviation &
Mission Support



Ms. Carol R. Pendergrass
CCDC Service Support



Mr. Michael Owens
Aviation & MS/OTA



ACC-RSA Footprint

The Magnitude



<u>Who We Are</u>	
Civilian	823
ACTEDS	22
Military	7
Total	852

<u>FY</u>	<u>Actions</u>	<u>Dollars</u>
2015	18,890	\$18.1B
2016	16,642	\$18.8B
2017	16,000	\$20.5B
2018	16,400	\$19.8B
2019	15,172	\$21.5B
2020	15,515	\$24.7B





ACC-RSA Portfolio Overview

We Contract For:

- Major Weapon System Production/Services
- 32 ACAT I and 3 ACAT II Programs
- Over 75 systems, programs & organizations
- Systems Engineering and Technical Assistance
- Concept Development & Prototyping
- Foreign Military Sales
- Advisory & Assistance Services
- Operational Support
- Range Support
- Contingency Support

**Largest, Most Diverse DoD Buying Center
\$24.7+ Billion & 15,515 Actions in FY20**



- PEO Missiles & Space
- PEO Aviation
- PEO Combat Support & Comba Service Support
- PEO Simulation, Training and Instrumentation
- PEO Intelligence, Electronic Warfare & Sensors
- Army Space & Missile Defense Command
- Army Futures Command
 - Combat Capabilities Development Command-Aviation & Missile Center
 - Cross Functional Team Support:
 - * Future Vertical Lift
 - * Long Range Precision Fires
 - * Air & Missile Defense
- Aviation & Missile Command
 - Army Logistics Center
 - Security Assistance Management Directorate
- Army Hypersonic Project Office
- Redstone Garrison





Category Management – What is it?



Information and Technology

- CIO G-6
- ARCYBER

Category Management is a structured approach to create categories for *Common Goods and Services* which enable the Federal Government to eliminate redundancies, increase efficiency and effectiveness, achieve cost savings and enhance warfighter capabilities



Medical

- ASA(M&RA)
- The Surgeon General



Construction

- ASA(CW)
- USACE



Facilities

- ASA(IE&E)
- Army Materiel Command



Professional Services

- ASA(ALT) – DASA(PPR)
- Army Futures Command



Transportation and Logistics

- DCS G-4
- ASA(ALT) - TBD
- Army Materiel Command

Overarching Category Management Goals

**Eliminate
Redundancies**

**Set Standard
Levels of Service**

Generate Savings





Category Management – What is it?

USA-signed *Directive for Implementation of Category Management*, 8 April 2019

MEMORANDUM FOR THE SECRETARY OF THE ARMY
WASHINGTON
8 APR 2019

SUBJECT: Directive for Implementation of Category Management

1. Reference memorandum, Secretary of the Army, subject: Department of the Army Reform Initiative, dated 10 April 2018.

2. The Secretary of the Army directed the implementation of Category Management (CM) to improve Army services contracting processes and supporting data analysis, and enable the Army to save time, money, and manpower for higher priorities. Over the past year, we have made significant progress in improving services contracting efficiencies resulting in \$1.2 billion per year in Program Objective Memorandum (POM) 2021 savings for reinvestment.

3. Category Management is the business practice of buying common goods and services as an enterprise to eliminate redundancies, increase efficiency, and deliver more value and savings from the Army's acquisition programs. As a component of the Army Reform Initiative, category management is central to improving Army services contracting processes to consistently provide best value, and will enable us to save time, money, and manpower for higher Army priorities.

4. I direct implementation of category management no later than 30 September 2019 for the following categories: Facilities and Construction, Professional Services, Information Technology, Transportation and Logistics Services, and Medical.

5. Army co-category managers and leads identified in the following table are responsible for planning and implementing category management of their assigned categories. Implementing guidance at enclosure 1 details category co-manager roles and responsibilities. Enclosure 2 is the CM implementation plan. Army category co-managers are:

Category	Category Co-Manager & Leads
Construction	ASA (CM) and Chief of Engineers
Facilities	ASA (CM) and Commander USAMC
Professional Services	ASA (ALY) and Commander USAFC
Information Technology	CGO-IT and Commander USMC-SEC
Transportation and Logistics Services	ASA (ALY), Commander USAMC, and DCS, S&L
Medical	ASA (ALY) and The Surgeon General

DISTRIBUTION:
Principal Officials of Headquarters, Department of the Army
Commander
U.S. Army Forces Command
U.S. Army Training and Doctrine Command
U.S. Army Materiel Command (COMT)

Army Problem State re. Category Management:
The Army is not leveraging USG and private-sector best business practice of category management (CM) to integrate purchases for goods and services and leverage common contracts and best practices to drive savings and efficiencies

Category Management



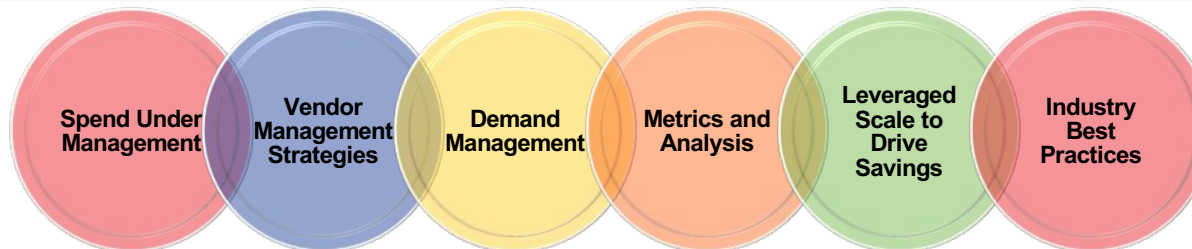
Evolution of Category Management

Strategic Sourcing	Category Management
Analysis conducted for immediate requirements	Analysis continually refreshed
One-time event	End-to-end process
May not include aspects of Supplier and Contract Management	Includes robust Supplier Management program
Typically no Demand Management program	Includes Demand Management
Typically no Supplier Development program	Supplier Development is key component
Occurs in a silo within the organization	Occurs with full supply chain input

Source: Redstone Consulting and Iron Mountain, 2013

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Category Management Is More Than Strategic Sourcing





Total Cost Ownership (TCO) Total Cost Tree

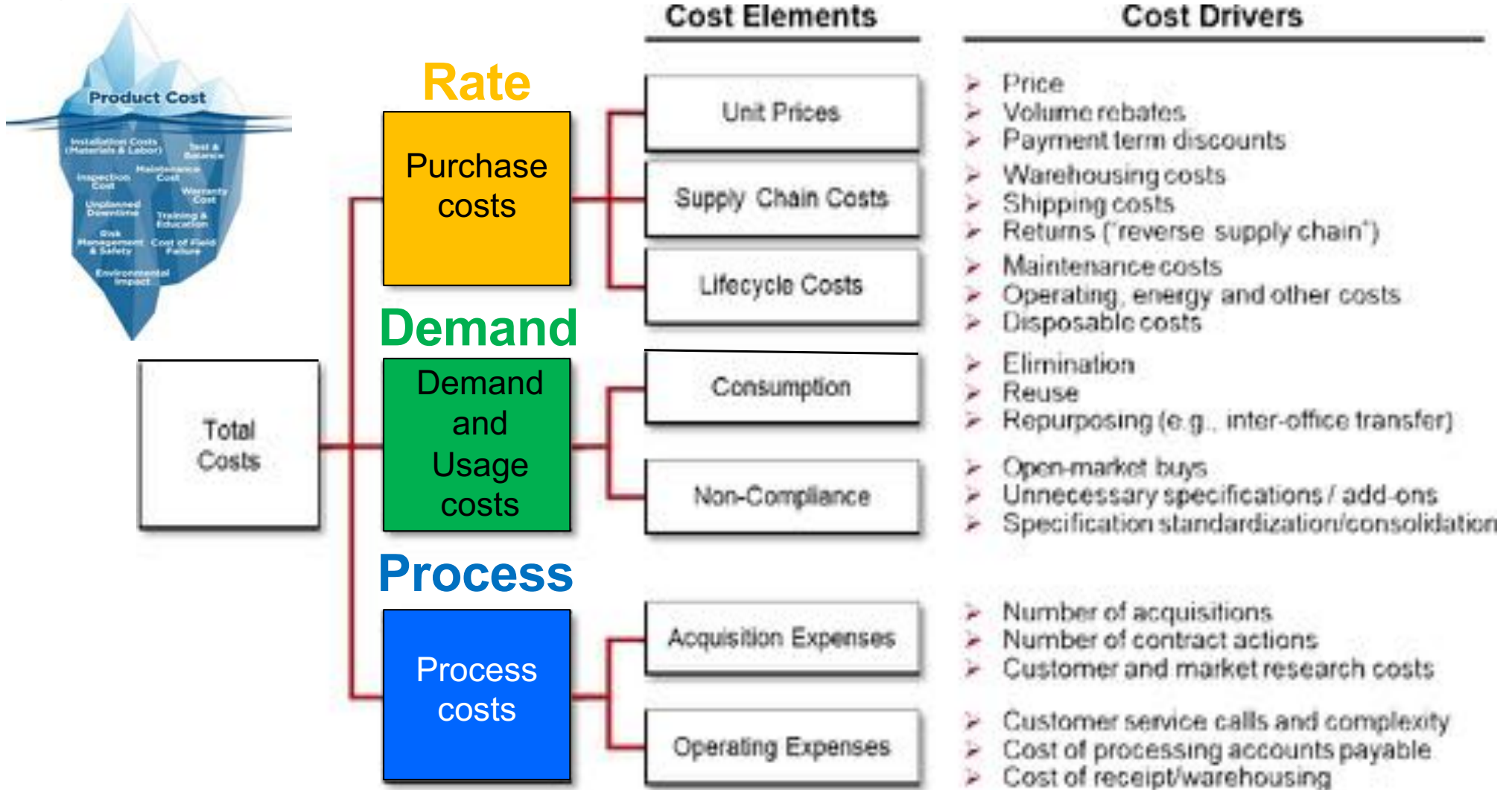


Diagram from the Government-Wide Category Management Guidance Document – Version 1.0 dated May 2015

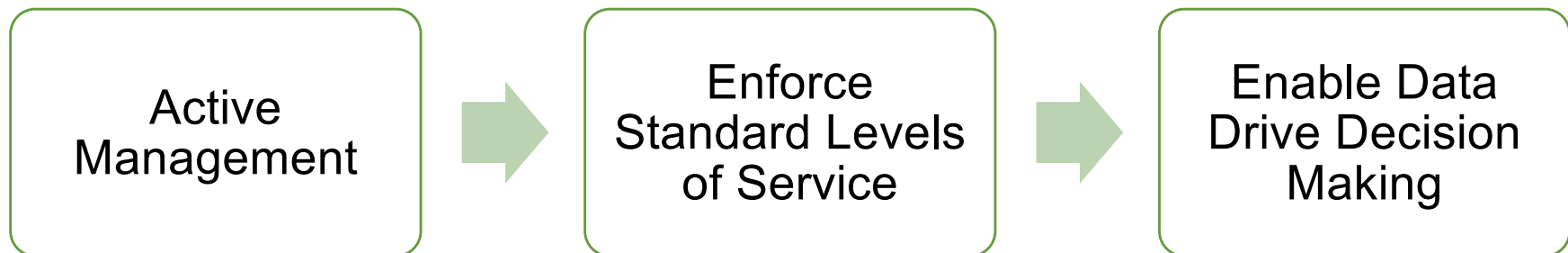
CM looks at all costs, not just contracts





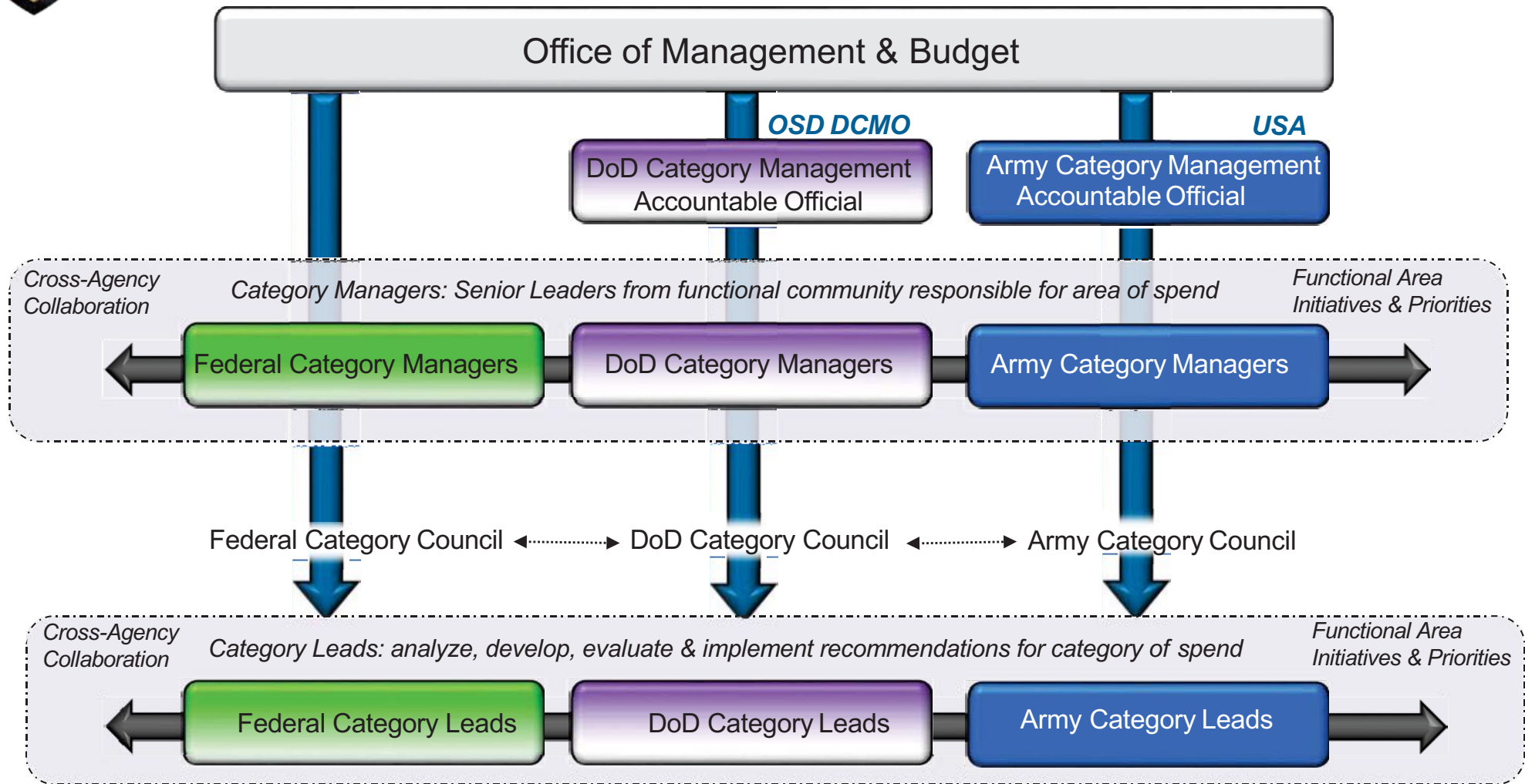
CM Implementation Objectives

- **Free time, money, and manpower to apply to higher priorities.**
- **Empower Commanders to make more timely and effective decisions.**
- **Deploy CM principles to increase the Army's buying power to:**
 - Drive better value;
 - Generate savings;
 - Reinvest savings in higher Army priorities;
 - Eliminate redundancies and other inefficiencies.





Category Management Governance

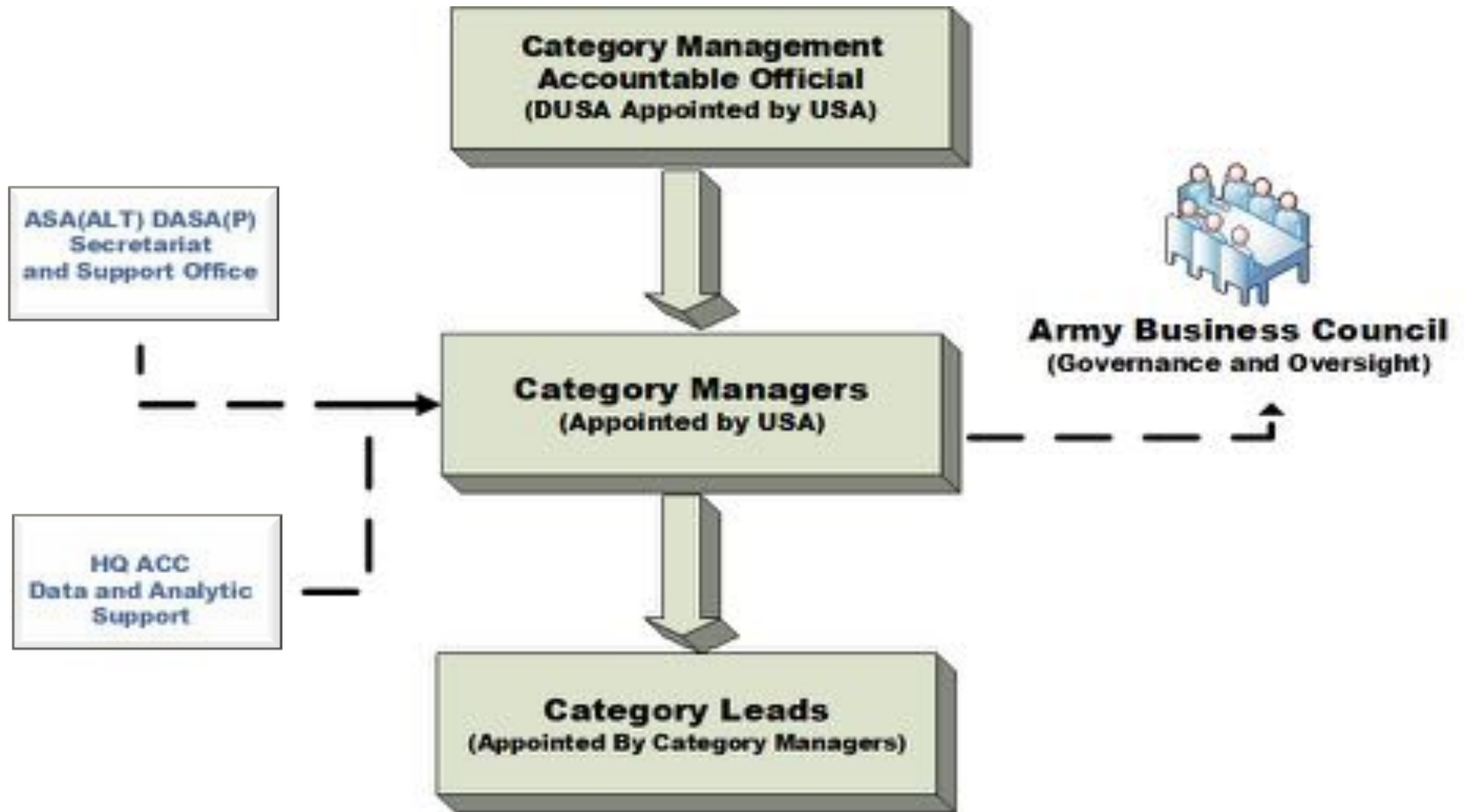


Governance Framework: The Army Business Council (ABC) serves as the CM governance body to frame CM implementation and execution issues for Army Senior Leader (ASL) decisions, and to assess CM performance and execution relative to directed outcomes. The ABC reports CM status to the Under Secretary of the Army (USA) quarterly.





Army Category Management Governance Structure



Authority originates with the Chief Management Accountable Official and flows down to Category Managers who are assigned authority and responsibility for the Army-wide strategic cost management of assigned categories





Army CM Implementation & Execution

From the DUSA Memorandum, 6 FEB 2020

Small Business Programs

- Army policy to meet the annual DoD Small Business Program Goals.
- Maximize practicable sub contractor opportunities.

Stand Alone Contract Vehicle Use

- Requiring Activities (RA) should limit the use of Stand Alone contracts
- Establishes definitions of stand alone contract, common good, and common service.

Contract Actions \$250k or Less

- Avoid stand alone contracts to procure common goods/services above micro-purchase threshold, but under \$250k
- Requires written approval by two-star General Officer or tier-two member of SES to use a stand alone contract

Intergovernmental Support Agreements (IGSA)

- Public-Public Partnerships that support the Army mission by allowing state and local public entities to partner with the Army
- IGSA's are not FAR based contracts, but should be considered where appropriate based on opportunity and market analysis

Best Practices

- Identify best practices to drive cost savings and increase efficiencies.
- CM empowers the Army to align with industry and other federal agency best practices.

Standardized CLIN Structure

- Accurate data is key to increase efficiencies and savings. The Army must improve how contract data is captured and shared.
- Category Managers must coordinate with KO's to establish standardized CLINs and item descriptions.

Standard Levels of Service

- Category Managers are responsible for establishing standard levels of service for their assign category.
- Once implemented, KOs and RAs must comply with SLS.

End of Year IT Spending

- End of FY IT Spending has not traditionally achieved the same level of savings or discounts as purchase made outside of this period.
- Organizations shall buy only the minimum number of mission critical IT purchases during the fourth quarter, waiver required.





Category Management Spend Categories

Common Categories	Information Technology	Professional Services	Security and Protection	Facilities and Construction	Industrial Products and Services
	Office Management	Transportation and Logistics Services	Travel and Lodging	Human Capital	Medical
DOD Centric Categories	Miscellaneous Supplies and Equipment	Research and Development	Equipment Related Services	Electronic and Communications Services	Clothing, Textiles, and Subsistence Supplies and Equipment
	Aircraft, Ships/Subs, and Land Vehicles	Weapons and Ammunition	Electronic and Communication Equipment	Sustainment Supplies and Equipment	

Army goods and services are categorized in accordance with the Office of Management and Budget (OMB) category taxonomy. Within this taxonomy are 19 General Categories—10 categories are (common spend) and 9 categories are Defense-centric.





Categorization of Spend – Army Focused Categories

1. IT 1.1 IT Software 1.2 IT Hardware 1.3 IT Consulting 1.4 IT Security 1.5 IT Outsourcing 1.6 Telecommunications	2. Professional Services 2.1 Business Administration Services 2.2 Legal Services 2.3 Management Advisory Services (Excludes R&D 17.0) 2.4 Marketing and Distribution 2.5 Public Relations and Professional Communications Services 2.6 Real Estate Services 2.7 Trade Policy and Services 2.8 Technical and Engineering Services (non-IT) (Excludes 1.0) 2.9 Financial Services 2.10 Social Services	3. Security and Protection 3.1 Security Animals & Related Services 3.2 Security Systems 3.3 Security Services	4. Facilities & Construction 4.1 Construction Related Materials 4.2 Construction Related Services 4.3 Facility Related Materials 4.4 Facility Related Services 4.5 Facilities Purchase & Lease	5. Industrial Products and Services 5.1 Machinery & Components 5.2 Fire/Rescue/Safety/Environmental Protection Equipment 5.3 Hardware & Tools 5.4 Test & Measurement Supplies 5.5 Industrial Products Install/Maintenance/Repair/Rebuild 5.6 Basic Materials 5.7 Oils, Lubricants, and Waxes
6. Office Management 6.1 Office Management Products 6.2 Office Management Services 6.3 Furniture	7. Transportation and Logistics Services 7.1 Package Delivery & Packaging 7.2 Logistics Support Services 7.3 Logistics Civil Augmentation Program 7.4 Transportation of Things 7.5 Motor Vehicles (non-combat) 7.6 Transportation Equipment 7.7 Fuels	8. Travel and Lodging 8.1 Passenger Travel 8.2 Lodging 8.3 Travel Agent & Misc. Services	9. Human Capital 9.1 Alternative Educational Systems 9.2 Educational Facilities 9.3 Educational Institutions 9.4 Specialized Educational Services 9.5 Vocational Training 9.6 Human Resources Services	10. Medical 10.1 Drugs and Pharmaceutical Products 10.2 Medical Equipment & Accessories & Supplies 10.3 Healthcare Services

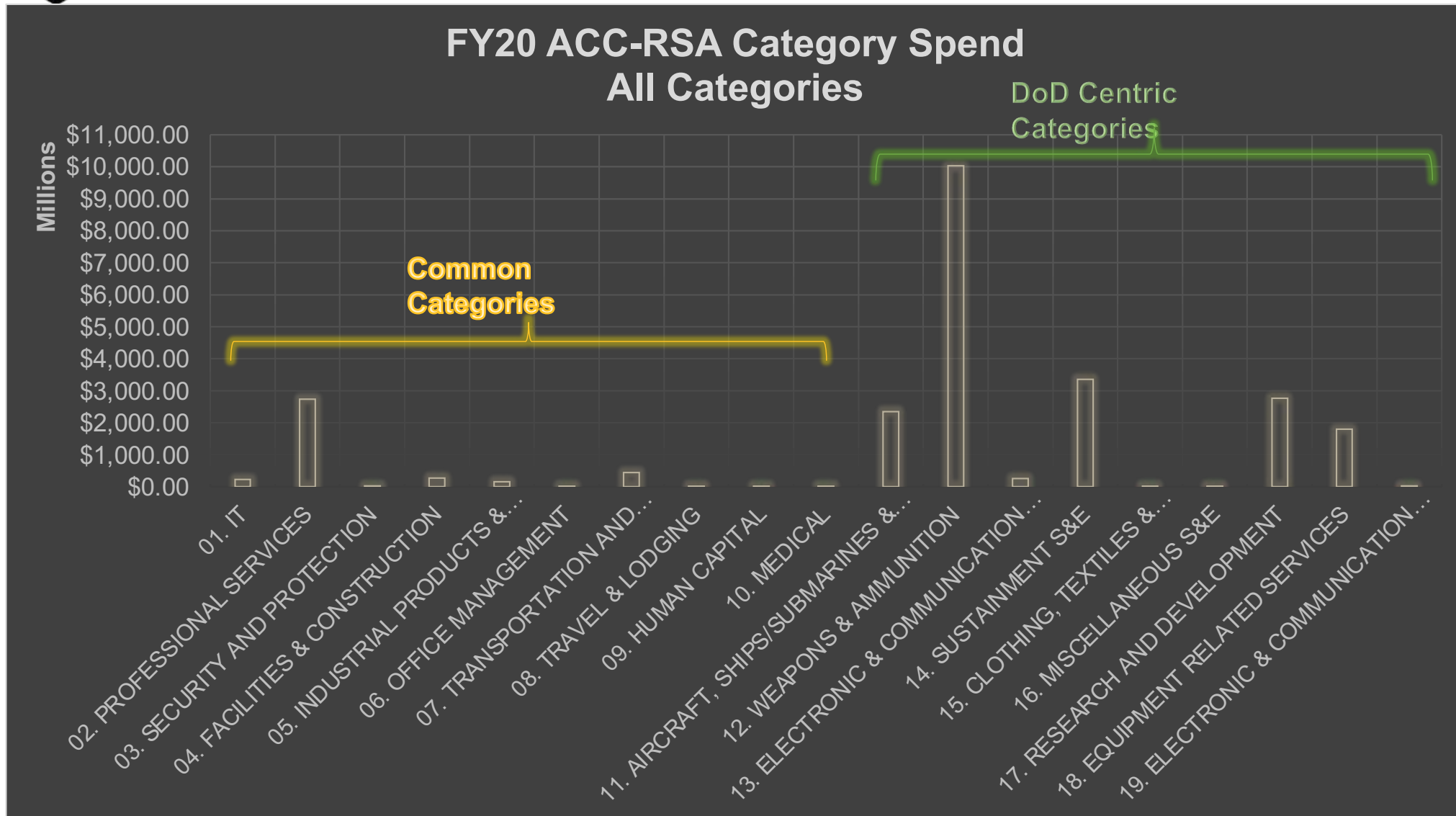
— Current Army Focus Categories

Weapon Systems spend not included in these categories





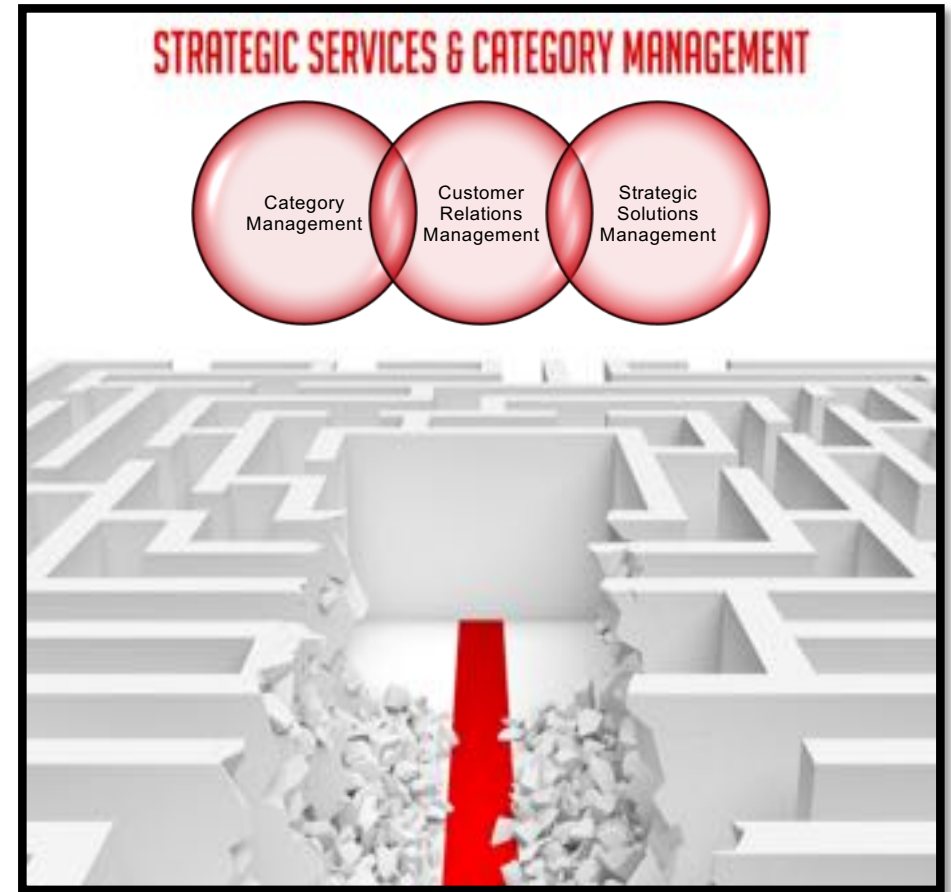
ACC-RSA Category Management Analysis





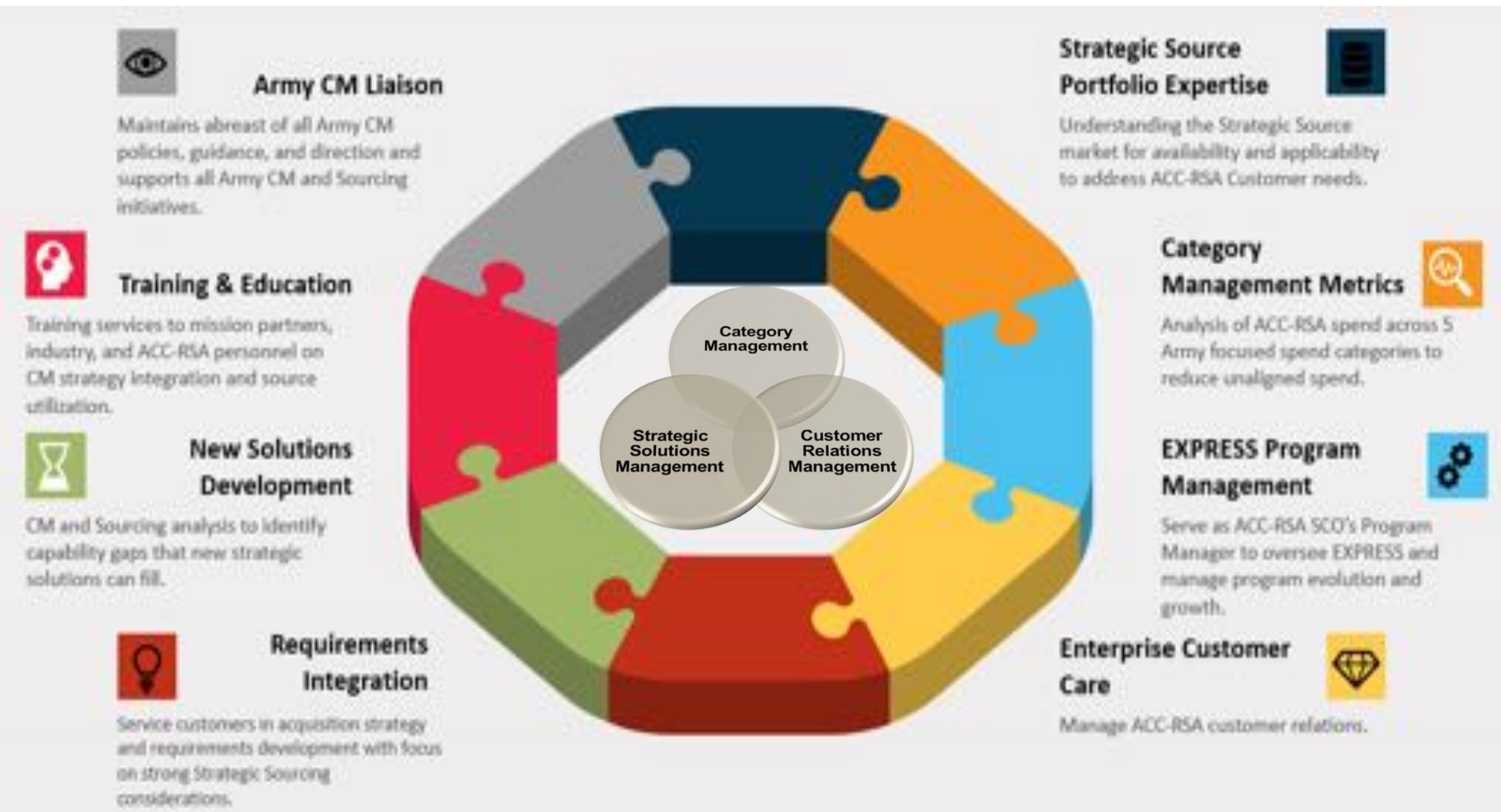
Strategic Services & Category Management Division Overview

- ✓ **Provide advice, guidance, and assistance to customers.**
 - ACC-RSA contracting professionals
 - Mission Partners
- ✓ **Responsibilities include:**
 - Management and implementation of CM;
 - Provide holistic strategic solutions management, e.g. EXPRESS;
 - Managing and nurturing customer relationships in support of optimizing the use strategic sources;
 - Engaging with Industry





SSCM Functions





EXPRESS Overview

- ✓ **The Expedited Professional & Engineering Support Services (EXPRESS) program is one of the Army's preferred sources for acquiring Advisory and Assistance Services.**
- ✓ **Comprised of 65 Blanket Purchase Agreements, leveraging GSA's Multiple Award Schedule (MAS) program that are categorized within five domains, aligned by NAICS:**
 - Technical R&D (541715)
 - Technical Non R&D (541330)
 - Programmatic (541611)
 - Logistics (541614)
 - Business & Analytics (541611)
- ✓ **EXPRESS has served the professional and A&AS service needs of AMCOM and its material enterprise organizations as well as other Army Team Redstone members.**
- ✓ **In FY20, ACC-RSA took programmatic control of EXPRESS and developed the Strategic Services and Category Management (SSCM) to perform program management.**
- ✓ **The EXPRESS Evergreen Acquisition Strategy approved in February 2017 allows for other Army organizations to utilize EXPRESS. ACC-RSA has initiated efforts to pilot potential customer expansion to allow for more Army users.**
 - Currently working an effort for Technical Engineering Support Services for the Army Futures Command (AFC);
 - Working with industry to obtain possible Delegation of Procurement Authority (DPA) opportunities with other potential Army customers.





SSCM Accomplishments and Way Ahead

Achievements

- Established Program Management Control over EXPRESS
- Founded the EXPRESS Working Group
- Enabled ACC-RSA to Implement Rapid Remote Work Capabilities on Service Contracts
- Provided Mission Partner Assistance in CRP Development
- Conducted Virtual Industry Engagement Events

On the Horizon

- Finalizing EXPRESS 360 Process Improvement Initiative
- Exploring the Expanded Customer User Base for EXPRESS
- Balancing the Use of Appropriate Contract Type Under EXPRESS
- Developing Business Rules for SSCM Engagement
- Increase Local CM Education Opportunities for ACC-RSA and its Mission Partners





Questions?

