



Army Contracting Command - Huntsville Aerospace Marketing Association

11 Mar 2022

BG Christine A. Beeler
Commanding General
U.S. Army Contracting Command

Version Number 6
As of 10 Mar 2022





ACC MISSION

DELIVERING THE POWER OF ARMY
CONTRACTING TO WIN - EVERYDAY,
ANYWHERE, EVERY-TIME!



**ARMY
CONTRACTING
COMMAND**
CONTRACTING FOR VICTORY



PEOPLE

EMPLOYER/
UNIT OF CHOICE

READINESS

SET CONDITIONS
TO WIN

MODERNIZATION

ENABLE THE
ARMY OF 2030

REFORM & ACCOUNTABILITY

IMPROVED CONTRACTING
CAPABILITIES AND
ORGANIZATIONS

INSTALLATION & TRAINING SUPPORT



EXPEDITIONARY



WEAPON SYSTEMS & CAPABILITIES



COMPETITION

MAINTAIN READINESS

CRISIS

SURGE CAPABILITIES

CONFLICT

ENABLE VICTORY

CHANGE

SUPPORT MODERNIZATION



ACC Organizational Structure

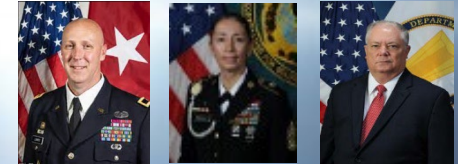
As of 01 Aug 2021

★★★★★
Army Materiel
Command

Assistant Secretary
of the Army for
Acquisition, Logistics
& Technology



★
Army Contracting
Command (ACC)
Huntsville, AL



CECOM



Army Contracting Command
Aberdeen Proving Ground
(ACC-APG)
Aberdeen Proving
Ground, MD

Army Contracting Command
New Jersey (ACC-NJ)
Picatinny Arsenal, NJ



★
Mission & Installation
Contracting
Command (MICC)
JBSA, TX

408th CSB USARCENT
Shaw AFB, SC
Camp Arifjan, KU

411th CSB USFK
Camp Humphreys, ROK

409th CSB USAREUR
Sembach, GE

413th CSB USARPAC
Fort Shafter, HI

410th CSB USARSO
JBSA, TX

414th CSB USARAF
Vicenza, Italy

AMCOM



Army Contracting Command
Redstone (ACC-RSA)
Huntsville, AL

Army Contracting Command
Rock Island (ACC-RI)
Rock Island, IL



Field Directorate Office
JBSA, TX

OPM-SANG Contracting Center
Riyadh, SA

Army Contracting Command
Orlando (ACC-ORL)
Orlando, FL



418th CSB III Corps
Fort Hood, TX

419th CSB XVIII Corps
Fort Bragg, NC

Field Directorate Office
Fort Eustis, VA

MICC Contracting Offices
at 34 installations

TACOM



Army Contracting Command
Detroit Arsenal (ACC-DTA)
Detroit Arsenal, MI

INSCOM Contracting
Office

MEDCOM
(HCA only)

US Army Health
Contracting Agency
JBSA, TX

US Army Medical
Acquisition Activity
Fort Detrick, MD



Army
Sustainment
Command

..... OPCON / TACON Relationship

- - - Contracting Authority

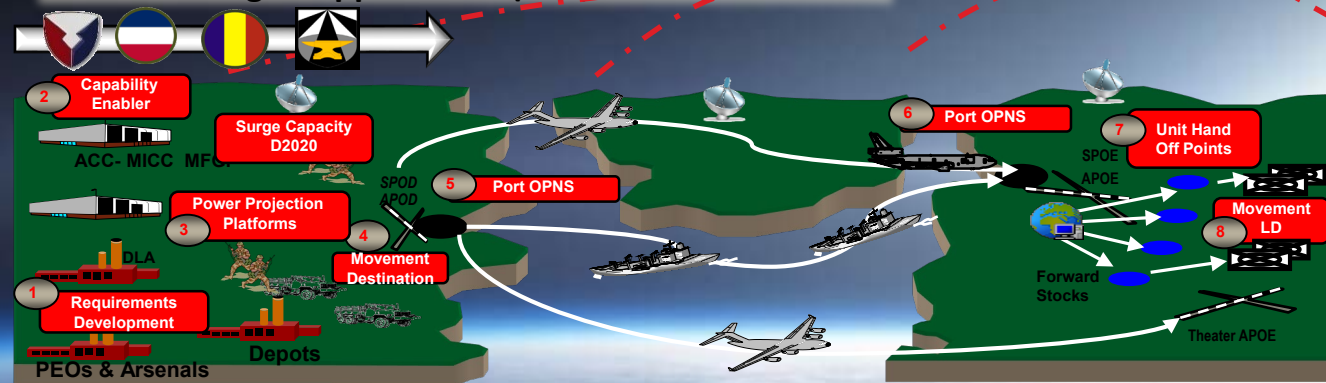




U.S. ARMY

Operationalizing Contracting Laydown

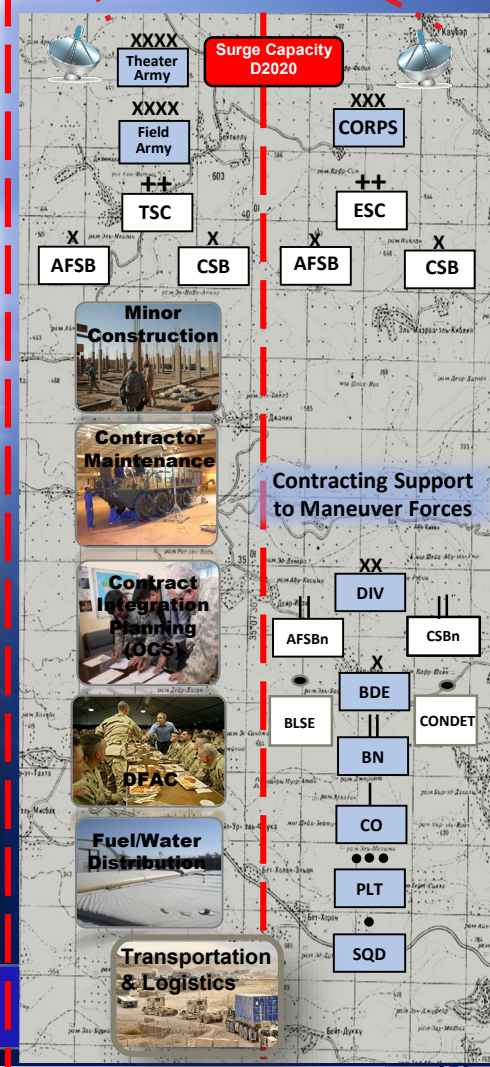
Strategic Support Area (SSA) - Homeland



Large Scale CBT OPNS (LSCO)

Operational Support Area

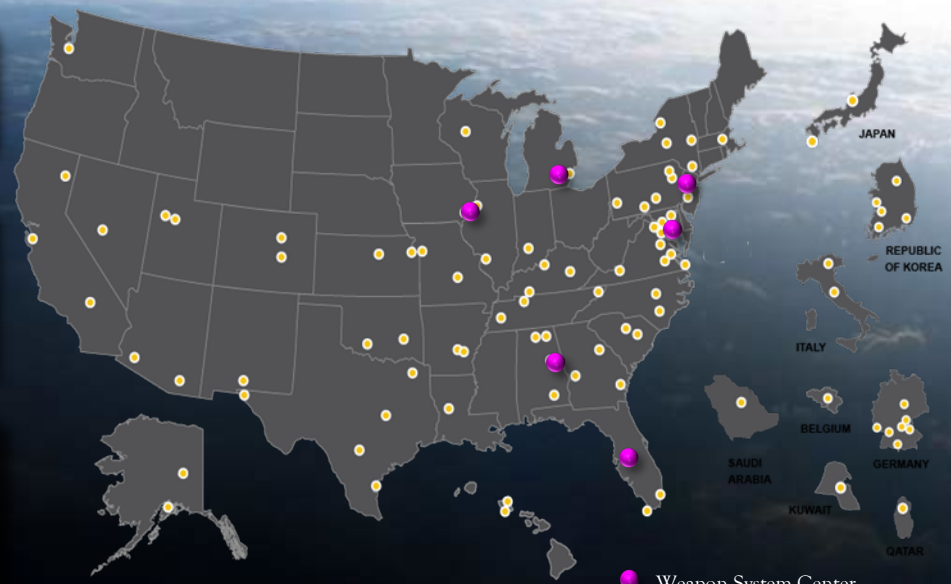
Tactical Support Area



Weapons System Center

Mission and Installation Contracting Command

OCONUS Contracting Support Brigades



● Weapon System Center
● Contracting Office



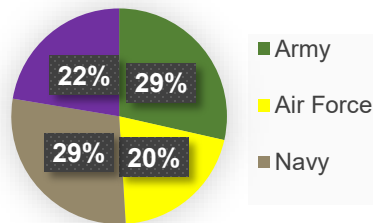
Providing E2E Contracted Installation, Weapon System, Operations and Mission Contracting Solutions for the War Fighter.



Army Contracting Command – by the numbers

~6,000+ employees at over 100 permanent locations worldwide

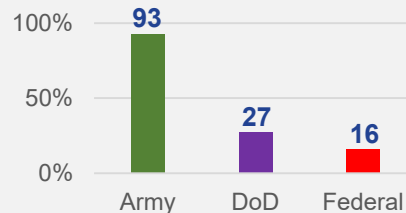
FY21 Contracts (in \$B)



FY21 DoD Spend \$383.3B

FY21 ACC Spend \$102B

ACC FY21 Spend \$102B



FY20-21 Comparison

Category	Total FY20 Obs	Total FY21 Obs
Contracts	\$68.26B	\$87.4B
OTA'S	\$12.9B	\$10.2B
Grants & Agreements	\$0.756B	\$2.15B
Other Contracting	\$2.374B	\$2.3B
Total	\$84.29B	\$102B

FY20-21 Small Business

	Total Actions		Total Obligations	
	FY20	FY21	FY20	FY21
	53,227	49,595	\$13.4 B	\$18.1 B
Goal: 22.60%			26.69%	25.15%

FY20-21 Competition

FY	Obligated *	Completed	Goal	% Completed	+/- Goal
20	\$88 B	\$33 B	49%	47%	-1.5%
21	\$102 B	\$31 B	48%	36%	-11.8%
* Contract Dollars obligated include actions that are NOT available for competition (COVID/OTA/OAW).					

148,000+ transactions / year





ACC Centers Weapons & Capabilities

Aberdeen Proving Ground



Chemical/biological defense, sensors, night vision, satellites, communications, radars, radios, software
(PEOs C3T, IEWS, Soldier, JPEO Chem Bio)

Detroit Arsenal



Combat and tactical vehicles, small arms, targetry, fire control, intelligence
(PEOs GCS, CS/CSS, Soldier)

New Jersey



Weapons, armaments, ammunition, information technology
(PEOs AMMO, EIS, Soldier)

Orlando



Simulation, instrumentation, training devices
(PEO STRI)

Redstone Arsenal



Aviation, missiles
(PEOs AVN, M&S)

Rock Island



Ammunition, logistics, information technology, chemical demilitarization
(PEOs Ammo, EIS, ACWA)

ACC's "centers of gravity" account for ~89% of ACC's obligations ~\$91B (FY21)





Importance of Industry and Communication

Source Selection Process

Acquisition
Planning

Solicitation

Evaluation

Award

ALT

PALT

- Early and Frequent Engagement with Industry for Best Results

- How Can Industry Help?

- ➔ Respond to Requests for Information/Comments
- ➔ Attend Industry Days
- ➔ Provide Capability Briefings
- ➔ Notify KO early of any potential issues (such as OCIs)
- ➔ Provide input on Draft RFPs & Final RFPs
- ➔ Attend Pre-Proposal Conferences
- ➔ Verify Proposal Adequacy/Compliance with all solicitation instructions
- ➔ Consistency between Technical and Cost Proposal
- ➔ Provide adequate supporting detail in Cost Proposal
- ➔ Consistency between Prime Proposal and Subcontract Info
- ➔ Attend Post-Award Debrief with Goal of How to Improve





Army Contracting Command Competition

Advocates for Competition

- One @ every organization
- Advanced Planning Briefings for Industry and other Industry day Events
- Ombudsman

Modernization

- Continuous market research
- Adapt from traditional contracting to OTA arrangements
- Science and Technology projects and demonstrations

ACC-RSA's US Future Vertical Lift (FVL) Program

- Initial award was \$1.9B OTA in 2018
- Currently in source selection for production





Upcoming Aerospace Opportunities

FY 22 ARMY MATERIEL COMMAND ACQUISITION FORECAST

Jan-22

PROJECT DESCRIPTION or Contract Number if follow-on action	ANTICIPATED CONTRACT VALUE	PERIOD OF PERFORMANCE (including options)		PRODUCT or SERVICE (P or S)	NAICS	PSC	SET-ASIDE INFORMATION	CONTRACT VEHICLE	ANTICIPATED AWARD DATE	BUYING ACTIVITY OFFICE	ASSIGNED SMALL BUSINESS OFFICE
Production and Sustainment Engineering	\$ 179,899,347	8/1/2022	7/31/2028	S	541715	R425	SB	EXPRESS TO	8/15/2022	ACC-RSA (HSV)	AMCOM-OSBP
Airworthiness Platform Support	\$ 72,916,363	11/25/2022	11/24/2028	S	541330	R425	SB	EXPRESS TO	11/25/2022	ACC-RSA (HSV)	AMCOM-OSBP
Hellfire II M34 Dummy Missile w Containers	\$ 3,500,000	FY23	FY26	P	336419	6920	SB	Basic Contract with Options	3Q/FY23	ACC-RSA (HSV)	AMCOM-OSBP
Simulation Center	>\$25M-\$50M	3-5 years		S	541715	AC13	8a	Stand Alone	FY22Q2	ACC-RSA (HSV)	SMDC OSBP
Directed Energy System Integration Laboratory Technologies (DESIL)	>\$50M-\$250M	3-5 years	2022-2027	S	541715	AC23	SB within Domain	D3I Domain 3	FY22Q2	ACC-RSA (HSV)	SMDC OSBP
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<https://acc.army.mil/smallbusiness>





U.S. ARMY

Finding Opportunities

OTA CONSORTIA – More detailed & additional information can be found at:

<https://aida.mitre.org/ota/existing-ota-consortia/>

Consortium	Website
Aviation & Missile Technology Consortium (AMTC)	https://www.amtcenterprise.org/
Department of Defense Ordnance Technology Consortium (DOTC)	www.nac-dotc.org
National Advanced Mobility Consortium	www.defensemobility.Org
Space Enterprise Consortium	https://space-enterprise-consortium.org
Vertical Lift Consortium	www.verticalliftconsortium.org

REDSTONE AREA SMALL BUSINESS OFFICES AND EVENTS

Redstone Area Small Business Offices	Website	Upcoming Event	Date	Registration
Army Contracting Command (ACC)	https://acc.army.mil/smallbusiness/	TBD	TBD	TBD
U.S. Army Aviation & Missile Command (AMCOM)	https://www.amcom.army.mil/portals/39/documents/Fact%20Sheets/AMC-AMCOM-FactSheet_OSBP.pdf	Team Redstone APBI	March 22-24, 2022	https://conference.redstone.army.mil/
U.S. Army Space and Missile Defense Command (SMDC)	https://www.smdc.army.mil/RESOURCES/SBO/	SMD Symposium	Aug 9-11, 2022	https://smdsymposium.org/attendee/
Missile Defense Agency (MDA)	https://www.mda.mil/business/smallbus_programs.html	MDA SB Conference	May 10-12, 2022	https://www.mda.mil/business/smallbus_programs.html
National Aeronautics and Space Administration (NASA)	https://www.nasa.gov/osbp	Breaking Down Barriers and Opening Doors	March 24, 2022	https://www.eventbrite.com/e/breaking-down-barriers-and-opening-doors-registration-274835609707
U.S. Army Engineering & Support Center Corps of Engineers (USACE)	https://www.usace.army.mil/Business-With-Us/Small-Business/	TBD	TBD	TBD
Defense Logistics Agency (DLA)	https://www.dla.mil/SmallBusiness/	TBD	TBD	TBD

Can't find what you are looking for? Email Us!

Email: usarmy.redstone.acc.mbx.acc-sb@army.mil





Questions

