



ARMY CONTRACTING COMMAND

CONTRACTING FOR VICTORY.

ACC-RSA Overview

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**Business Management and Contracting Operations
U.S. Army Contracting Command-Redstone Arsenal**



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As of 02 May 23

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U.S. ARMY

Agenda

- AMC Campaign Plan
- ACC Mission Overview
- ACC Strategic Focus to 2030
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- Strategy Map
- Executive Director Priorities
- Senior Leaders
- Magnitude
- Portfolio Overview
- Small Business Achievements
- AMTC OTA Overview
- Contracting Discussion
- Questions



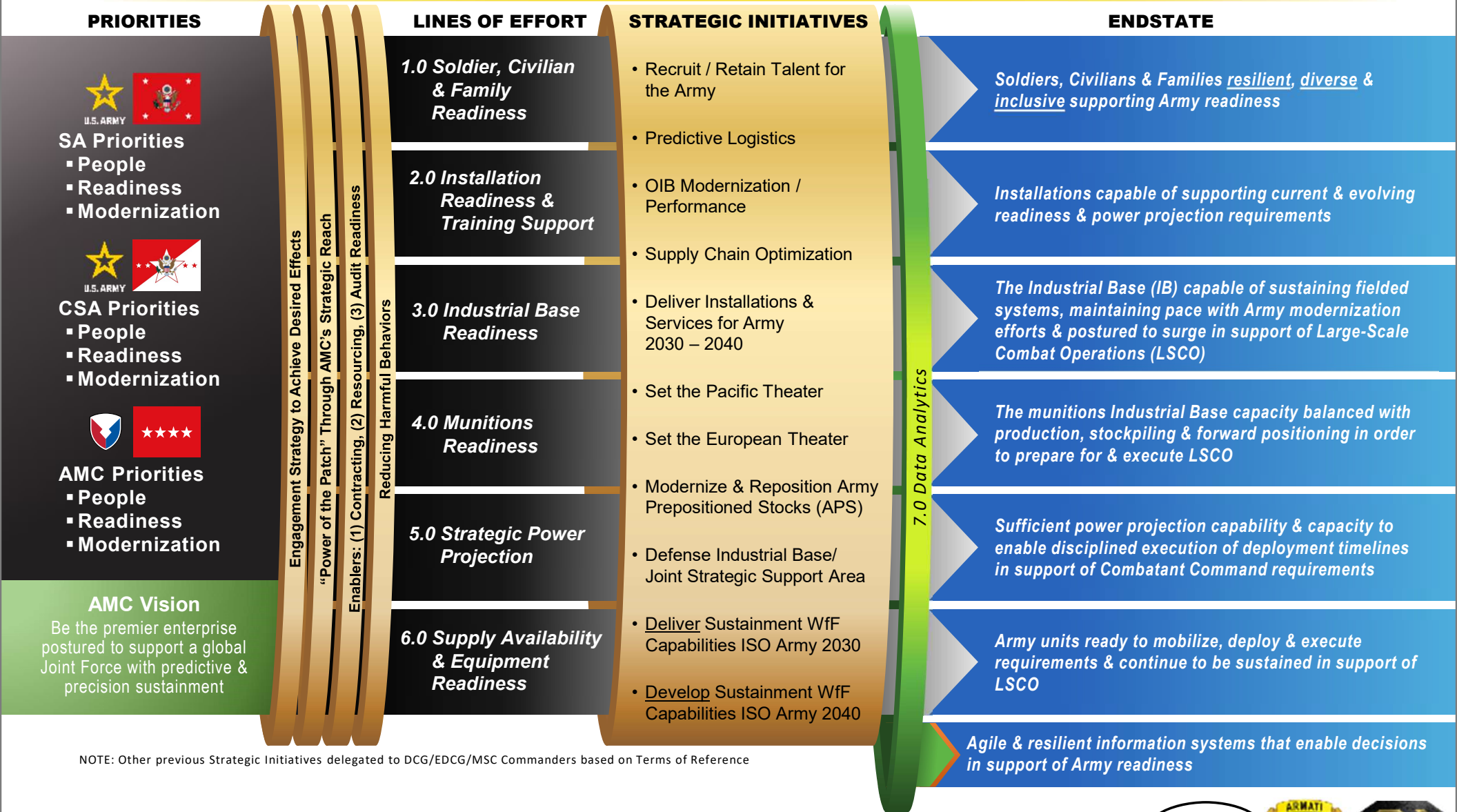


U.S. ARMY

U.S. Army Materiel Command

AMC MISSION

AMC delivers precision sustainment and materiel readiness to an expeditionary global force from the Joint Strategic Support Area to the tactical point of contact across the spectrum of conflict in support of the Joint Force.



NOTE: Other previous Strategic Initiatives delegated to DCG/EDCG/MSC Commanders based on Terms of Reference





U.S. ARMY



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

Army Contracting Command Strategic Focus to 2030

PEOPLE

EMPLOYER/
UNIT OF CHOICE

Acquire

Individual and Organizational
Strategic Readiness

Trained & Certified

Transform Recruitment

Develop

Diverse

Empowered

Right People, Right Place
at the Right Time

Foster Positive, safe and
productive environment

Employ

Professional

Engaged

Programs support
Workforce Retention &
Balance

Embrace/Leverage New
Technologies

Retain

READINESS

SET CONDITIONS
TO WIN

Transform

Identify, Develop, Implement Improved Business Process
Optimize Automated Tools, Knowledge Management, Strategic Communication

Current Readiness

Contract Planning

Synchronize Strategies with Army, understand Industry Interest, and apply lessons learned/Best Practices

Sustain and
Improve

Contracting Operations

Optimize Resources and Partnering

Contract Management

Integrate with Mission Partner, identify areas of Operational Risk and develop mitigation measures

MODERNIZATION

ENABLE
THE ARMY
OF 2030

Critical Army
2030 Actions

OIB Modernization:
Synchronize and support OIB Modernization requirements to field and sustain the Army of 2030

ACC enables
MDO Capable
Forces

Contracting Support to Modernization:
Support modernization requirements through the right contracting capabilities to deliver MDO forces

Data Centric / Assured Communications : Up for ASL direction
Mitigate threats to delivering contract support and enabled data driven decision making

ACC Force Posture:
ACC refined capabilities support COCOM requirements through ReARMM and Army 2030 priorities

REFORM & ACCOUNTABILITY

IMPROVED CONTRACTING
CAPABILITIES AND ORGANIZATIONS
TO GAIN EFFICIENCIES.

Reform

Workload Analysis
Posture Command for future missions

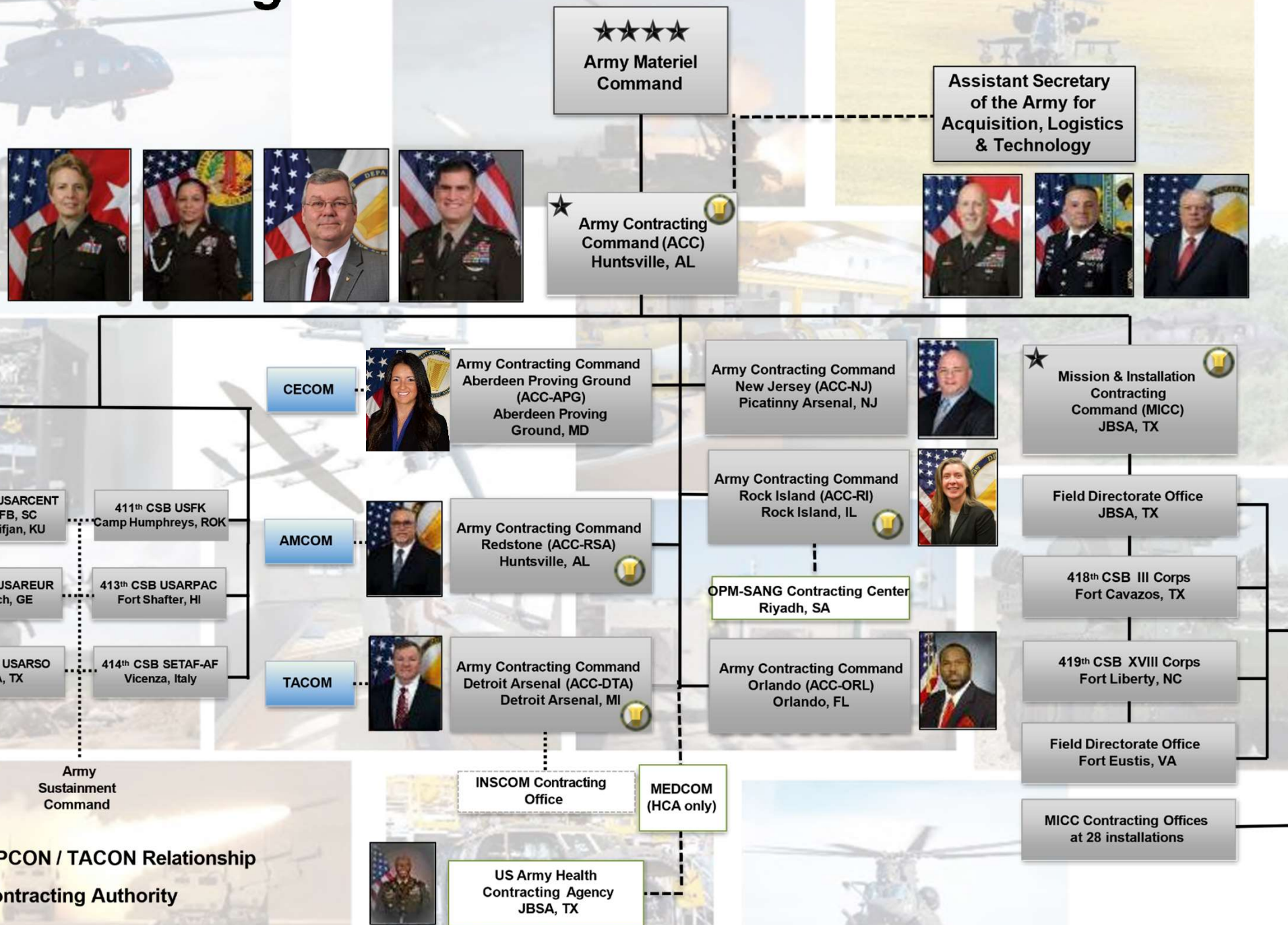
Reduce 1102 Touch Labor
Focus on higher value activities

Accountability

Metrics
Improve metrics utilization and drive Contract
Optimization

Contracting Reviews
Optimize the Reviews/PMRs review process

ACC Organizational Structure





U.S. ARMY

ACC-RSA Mission, Vision & Philosophy

Mission

Enabling Army readiness through responsive contracting support by empowered acquisition professionals

Vision

Unmatched readiness through world-class contracting

Philosophy

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





U.S. ARMY

ACC-RSA Strategy Map

Mission

Enabling Army **READINESS** through responsive Contracting support by Empowered Acquisition Professionals.

Vision

Unmatched **READINESS** through World-Class Contracting!



Objectives	Initiatives	Results	Output to Army
Goals 1.0 Re-enforce the ACC-RSA Culture			
1. A culture of DEI 2. Ensure leader commitment to DEI 3. Implement diversity training & education programs	1. Create and maintain desired DEI Vision & Culture 2. Develop socio-cultural competency strategies	1. Conducted 65 listening sessions w/Sr. Leadership (Est. POAM) 2. Integrated DEI leader development 3. Enhanced DEI competency	Increased civilian, military, and family readiness; creating the preferred center of choice
Goal 2.0 Maximize Contracting Capacity & Capabilities			Contracting capabilities that meet or exceed Stakeholder Requirements
1. Support Army Modernization Priorities 2. Support Army Category Mgmt (CM) Initiative 3. Secure Environment Contracting	1. Est. Modernization capabilities 2. Advance EXPRESS into the Next Gen. (Army Strategic Solution) 3. Establish SEC procedures	1. Modernization FOC 2. Employ and manage CM principles and maximize the use of available strategic sources 3. Standardized Review process	Motivated Professional Workforce that exceeds Stakeholder Expectations
Goal 3.0 Optimize Workforce Capabilities, Skills and Well Being			Faster, more effective/efficient System of delivering Contract Solutions
1. Define Skills gaps to support new Capability 2. Implement Career/Professional enhancement programs	1. Conduct monthly Trng needs analysis 2. Implement Talent Management programs	1. Conducted 52 Ldrship courses - 86 Functional trng courses - 23 Prof. trng courses 2. Exec. Prof. enhancement Prog.	
Goal 4.0 Return on Army Investment			
1. Improve Contract Administration 2. Hiring process reform 3. Shape the Fight Workload Transfer	1. Operationalize Contracting to support Army Readiness (Support AMC – “Find \$1B”) 2. Implement Phase II / III (EMT) 3. Return all ACC-RSA workload	1. FY21 De-obligations = \$114M 2. Standard/Streamlined process and revised Business Instructions 3. WIP – executing transfer plans	





U.S. ARMY

ACC-RSA Executive Director Priorities

➤ People First

- “We must invest in our workforce to ensure **Army Readiness!**”
- Empower Employees

➤ Readiness

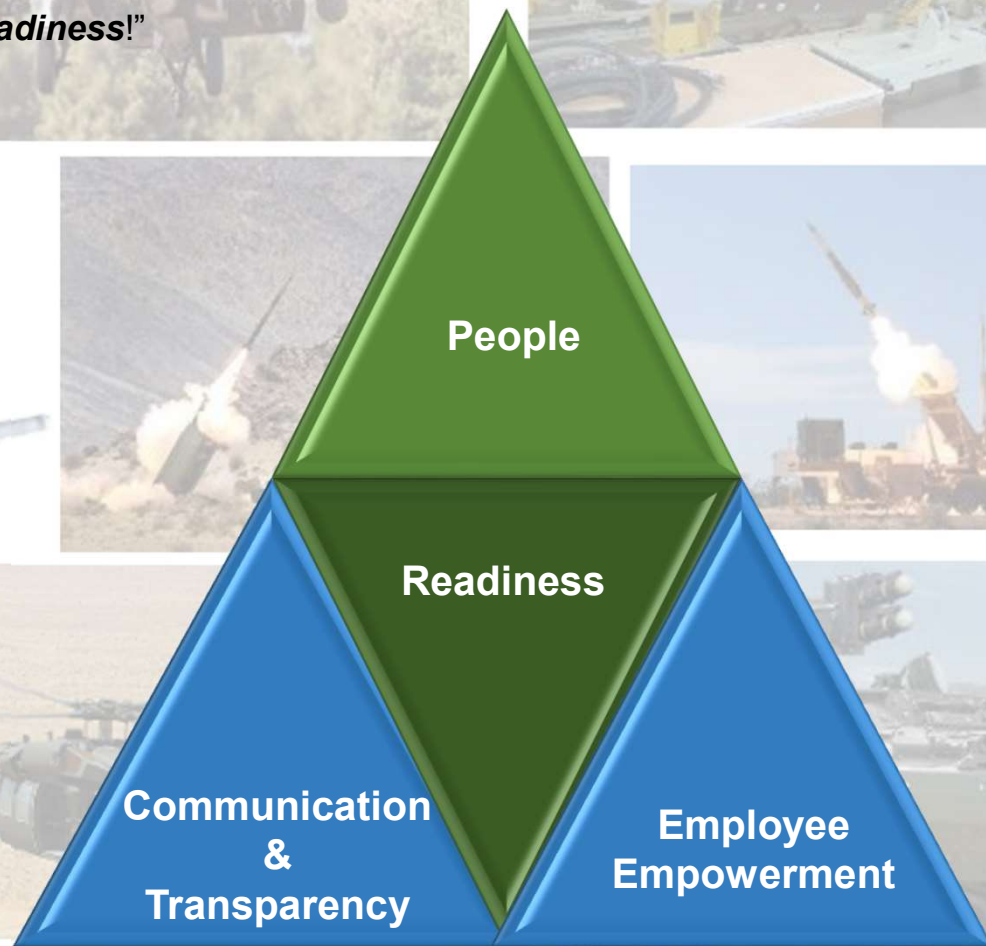
- A **Data Driven** Organization, Delivering *Quality* Contracting Solutions within Cost, on Schedule...*Anytime... Anywhere* that exceed Customer expectations.
- Support Future **Army Modernization** Priorities / Initiatives

➤ Communication & Transparency

Fostering a culture of **effective & efficient** communication, collaboration, and Transparency to increase Trust

➤ Employee Empowerment

- Give employees the **tools and resources** necessary to make confident informed business decisions to overcome workplace obstacles
- **Power down to the lowest level!**



Army Contracting Command – RSA Senior Leaders

Mission Support Directorate



Ms. Mary Drayton
Director



Mr. Cody Jackson
Operations Manager



Ms. Virginia Rosacia
Advocate for Competition



Ms. Yvette Krasts
Pricing



Mr. Jon Martel
Post Award Policy, Review, Compliance
& GPC



Ms. Bobbie Terry



Mr. Jeff Sullivan



Mr. Jeffery Caldwell
Deputy Executive Director



Mr. Joe Giunta
Executive Director



COL Nate Bryant
Military Deputy



Mr. Renardo Bastian
Executive Officer



ACC-RSA PRIMARY STAFF & CONOPS



Mr. Daniel Cottrell



Ms. Lavana Grantham
Human Resources



Mr. Dale Aaknes
Combined Staff



Ms. Tammy Williams
Resource Management



Ms. Angela Williams
Workforce Development



Ms. Kim Woodberry
Data Collection



Ms. Bridgett Helem
Procurement Systems



Dr. Robert Taylor
Management Support

ACC-RSA MILITARY



LTC Tangela Robinson
Senior Contracts Mgr.



MAJ Corey Griffin



MAJ Daniel Magar



MAJ Michael Gerbasi
Defense Innovation
Unit

AMCOM DIRECTORATE



Ms. Heidi Herron
Director



Ms. Devin Fountain
Operations Manager



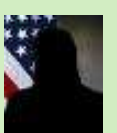
Mr. Michael Owens
Aviation Logistics



Ms. Angela King
AMCOM Enterprise/LSF



Mr. Donald Wagoner
Missile Logistics



MAJ Jared Tharp

AVIATION DIRECTORATE



Mr. Rod Mathews
Director



Ms. Leslie Duncan
Operations Manager



Mr. Dexter Hornsby
Apache



Mr. Jiley McNease
Fixed Wing



Ms. Cheryl Davis
UAS/AMSA



Ms. Emily Springer
Blackhawk



Ms. Winnifer C. Magee
International Contracts



LTC Ross B. Lindsey
Propulsion/CH47

MISSILES & SPACE DIRECTORATE



Mr. Mark Smith
Director



Ms. Evelyn Armour
PATRIOT PAC-3



Ms. Jennifer Kimzey
Air & Missile Defense



LTC T Ray Harris



Ms. Mattie Tillman
Operations Manager



Mr. Joseph Carrol
Precision Fires



Mr. Johnnie Irby
Tactical Missiles

SPACE, MISSILE DEFENSE & SPECIAL PROGRAMS DIRECTORATE



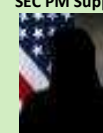
Mr. Steve Hayes
Director



Mr. Willie Travis
SMDC HSV OPS



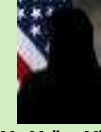
Ms. Cassandra Boyd
SEC PM Support



VACANT
Green Platoon



Ms. Carolyn Williams
Operations Manager



Ms. Melissa Mitchell
SEC



Ms. Pamela Milton
OPS & SVS



Ms. Carol Pendergrass
Director



Ms. Tonya Wood
CCDC Aviation &
Missile Center



Ms. Cynthia Sherman
Technology Development
Division - Aviation



MAJ Vernell Rixner



Ms. Allison Friar
Operations Manager



Mr. Mark Hicks
CCDC Service Support



Ms. Sherry Miller
CCDC Future Vertical Lift



LTC Mathis Wright

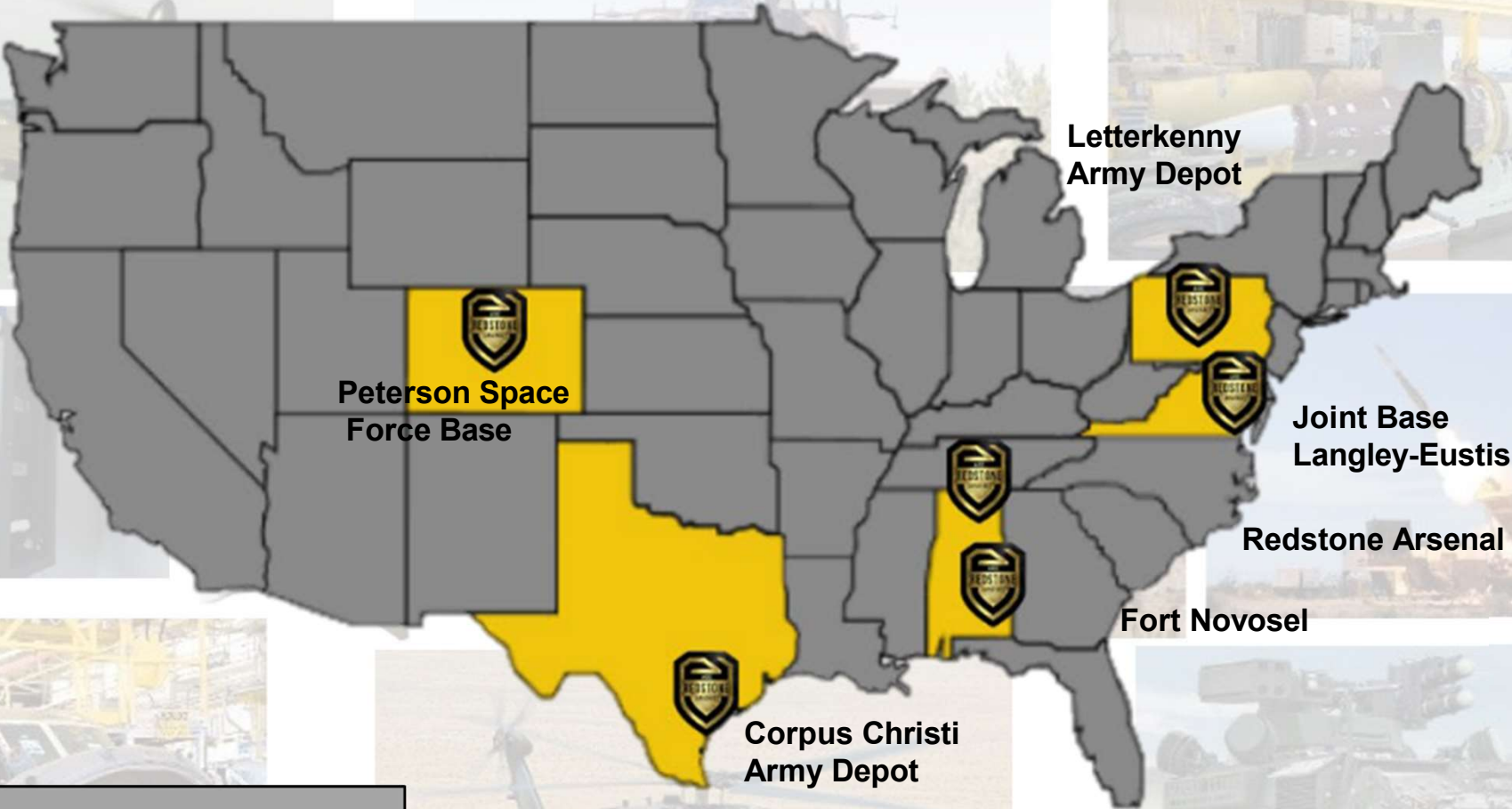
As of May 2023

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U.S. ARMY

ACC-RSA Magnitude



Workforce Composition

DA Civilian	889
ACTEDS	11
<u>Military</u>	<u>12</u>
Total	912

FY	Actions	Dollars
2019	15,172	\$21.5B
2020	15,515	\$24.7B
2021	14,414	\$19.6B
2022	13,930	\$18.8B





U.S. ARMY

ACC-RSA Portfolio Overview

Largest, Most Diverse DoD Buying Center
\$18.8+ Billion & 13,930 Actions in FY22



Army Futures Command

- Combat Capabilities Development Command-Aviation & Missile Center
- Cross Functional Team Support:



* Future Vertical Lift



* Long Range Precision Fires



* Air & Missile Defense



TRADOC



Army Space & Missile Defense Command



Rapid Capabilities & Critical Technologies Office

- Army Hypersonic Project Office



Aviation & Missile Command

- Army Logistics Center
- Security Assistance Management Directorate



PEO Missiles & Space



PEO Aviation



PEO Combat Support & Combat Service Support



PEO Simulation, Training and Instrumentation



PEO Soldier



PEO Intelligence, Electronic Warfare & Sensors



USAG Redstone Arsenal

We Contract For:

- *Major Weapon System Production/Services*
- *29 ACAT I, 12 ACAT II, 11 ACAT III and 2 ACAT IV Programs*
- *Over 75 systems, programs & organizations*
- *Systems Engineering and Technical Assistance*
- *Concept Development & Prototyping*

- *Installation Services*
- *Foreign Military Sales*
- *Advisory & Assistance Services*
- *Operational Support*
- *Range Support*
- *Contingency Support*

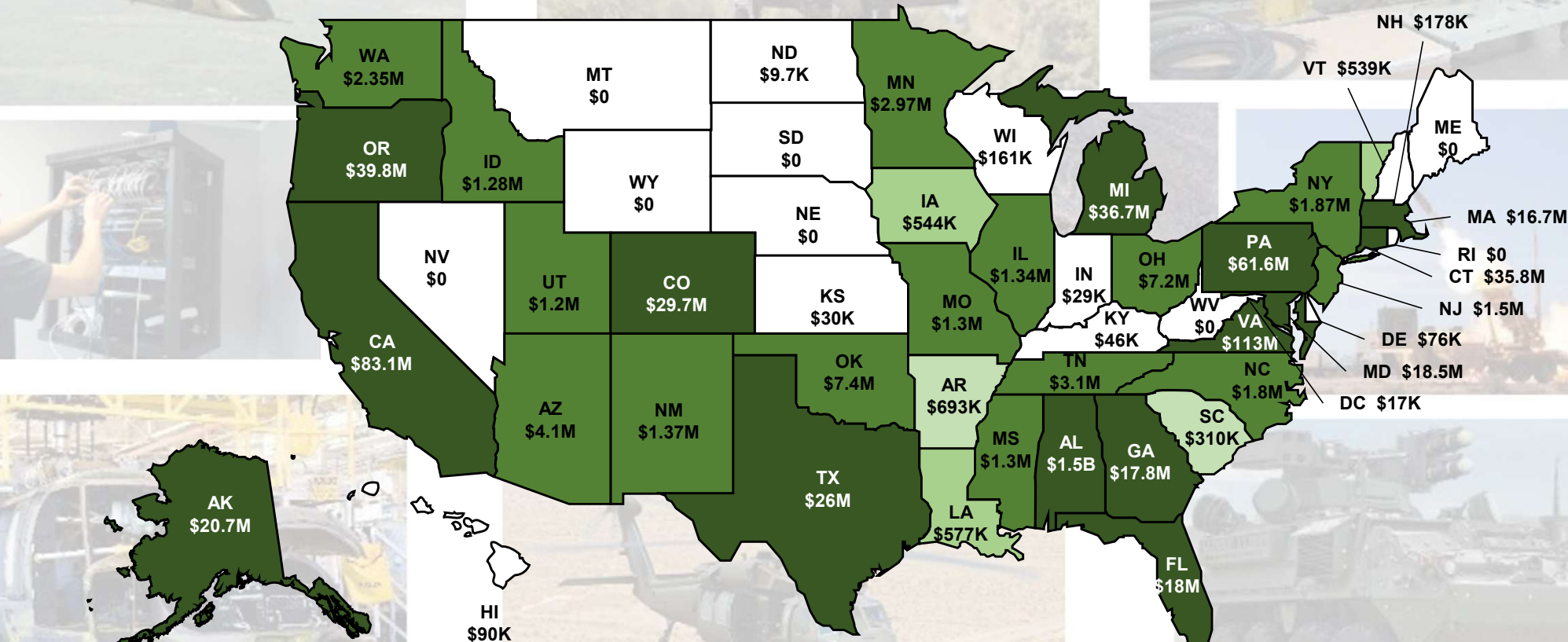




U.S. ARMY

FY22 ACC-RSA Small Business Achievement

Total SB Obligation \$2.1B



Top 10 - Small Business Companies (FY22)	
AEROVIRONMENT, INC.	
AVION INC	
CCI UTILITY AND CONSTRUCTION SERVICES, LLC	
DEFENSE SYSTEMS AND SOLUTIONS	
DIGIFLIGHT INCORPORATED	
INTREPID, L.L.C.	
INTUITIVE RESEARCH AND TECHNOLOGY CORPORATION	
IRONMOUNTAIN SOLUTIONS, INC.	
RADIANCE TECHNOLOGIES, INC.	
TORCH TECHNOLOGIES INC	

Less Than \$250K
\$250K to \$500K
\$500K to \$750K
\$750K to \$1Million
\$1 Million to \$10 Million
Greater than \$10 Million



U.S. ARMY

AMTC-OTA Overview

DEFINITION & SCOPE

Definition: Other Transaction Authorities (OTAs) are legally binding instruments that may be used to engage industry and academia for a broad range of research and prototype projects and include the option to extend to follow-on production contracts. OTAs are generally not subject to federal laws and regulations that apply to government procurement contracts (e.g., FAR, DFARS, etc.). An OTA can come in a variety of forms and is typically distinguished by whether its purpose is for a research & development or prototype projects. **The Aviation & Missile Technology Consortium (AMTC) OTA is for prototype projects.**

Scope: Three (3) entities work together to manage the AMTC OTA (2 x Government; 1 x Private):

- Army Contracting Command – Redstone Arsenal (ACC-RSA) is a government entity that serves as the **Contracting Activity** and provides warranted Agreements Officers (AOs) authorized to sign and modify the AMTC OTA, as well as execute bilateral modifications authorizing projects on behalf of the Government.
- The Combat Capabilities Development Command (DEVCOM) Aviation and Missile Center (AvMC) is a government entity that serves as the **Acquisition Liaison Office (ALO)** that oversees the consolidation of all prototype projects while also serving as the Program Management Office for the AMTC OTA.
- Advance Technology International (ATI) is a private entity that serves as the **Consortium Administrative Organization (CAO)** and acts on behalf of the Consortium to execute and administer project agreements under the AMTC OTA as defined in the specific management agreement between the Consortium and the CAO. The CAO has the authority to execute the OTA on behalf of the Consortium.

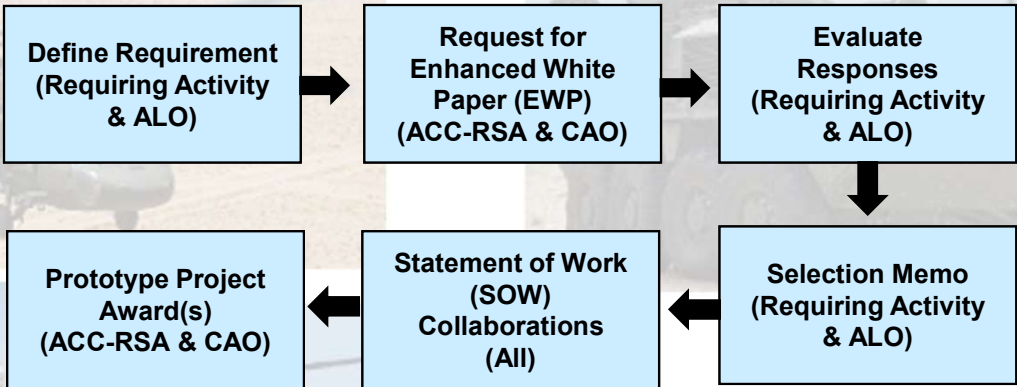
CAPABILITIES

The AMTC OTA brings together the extensive, diverse, and innovative capabilities of the National Armaments Consortium (NAC) and the Vertical Lift Consortium (VLC). The AMTC OTA is an integration of Government, Industry and Academia capabilities into a single enterprise designed to rapidly develop co-funded prototype projects in support of Army modernization priorities. Consortium membership consists of both traditional and nontraditional defense contractors.

Business Class	Traditional	Non-Traditional	Totals
Academic	13	30	43
Large	160	97	257
Not-For-Profit	9	10	19
Small	44	775	819
Totals	226	912	1,138

AMTC OTA Membership as of 31 Jan 2022

PROCESS (Abbreviated)





Contracting Discussion





Thoughts on Contracting



"To preserve the faith of the nation by an exact discharge of its debts and contracts, expend the public money with the same care and economy we would practice with our own, and impose on our citizens no unnecessary burden... are the landmarks by which we are to guide ourselves in all our proceedings." Thomas Jefferson: 2nd Annual Message, 1802. ME 3:348

"The universe never did make sense; I suspect it was built on government contract."
Robert A. Heinlein

"It's a very sobering feeling to be up in space and realize that one's safety factor was determined by the lowest bidder on a government contract." Astronaut Alan Shepard

"A verbal contract isn't worth the paper it's written on." Samuel Goldwyn





Sources of Authority

- **Constitution—Article 1, Section 8 is the foundation for contracting authority**
- **Title 10, US Code**
- **Other Statutes**
 - **Contract Disputes Act of 1978**
 - **Procurement Integrity Act of 1988**
 - **Armed Services Procurement Act of 1947**
 - **Federal Procurement Policy Act Amendments of 1979 (FAR)**
 - **Competition in Contracting Act of 1984**
 - **Federal Acquisition Streamlining Act of 1994**
 - **Federal Acquisition Reform Act of 1995**
- **Administrative Law**
 - **Executive Orders**
 - **Rules and Regulations**
 - **FAR**
 - **DFARS**
 - **AFARS**
 - **DAR Council ,Comptroller General Decisions**
- **Previous Court Decisions**





Continuous Issues in Contracting

- Competition
- Appropriate Use of Socioeconomic Programs
- Use of other Contracts
- Appearance of...
- Undefined Contract Actions
- Contracting for Services
- Contract/Cost Pricing
- Personal Services Contracting
- Privity of Contract
- Independent Government Cost Estimates
- Getting what the Customer wants vs. what the Customer asked for!





Questions?

