



# ARMY CONTRACTING COMMAND



CONTRACTING FOR VICTORY.

## ACC-RSA

### Space, Missile Defense, and Special Programs (SMD&SP) Directorate

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# Agenda (ESM D)

- ✓ **ACC Mission, Vision, Priorities and Focus Areas**
- ✓ **ACC-RSA Mission, Vision, Philosophy**
- ✓ **ACC-RSA Organizational Structure**
- ✓ **SMD&SP Organizational Structure**
- ✓ **Government Communications Best Practices**
- ✓ **Common Proposal Errors from a KO Perspective**
- ✓ **Question and Answer**







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





# ACC-RSA Mission, Vision & Philosophy

## Mission

*Enabling Army readiness through responsive contracting support by empowered acquisition professionals*

## Vision

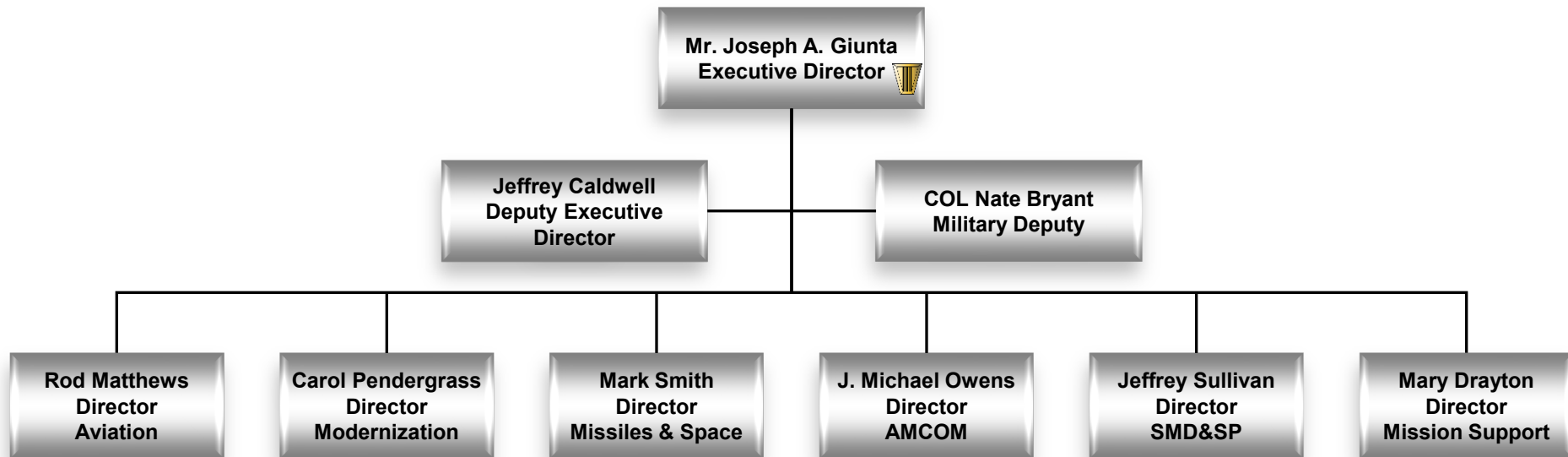
*Unmatched readiness through world-class contracting*

## Philosophy

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



# ACC – Redstone Arsenal

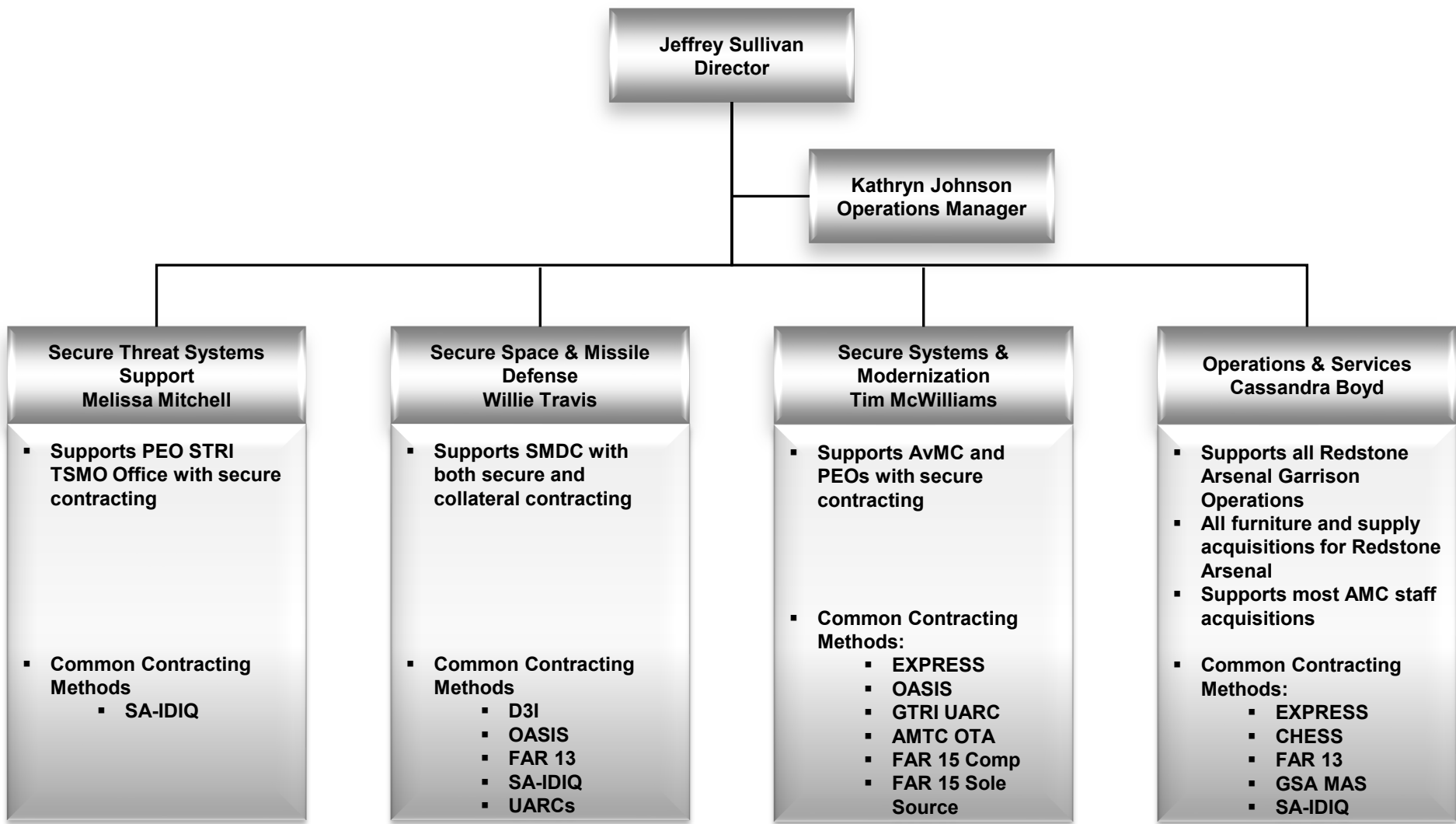


Within each “Buying” Directorate, there are multiple levels of leadership:

- Division Chief – Manages multiple branches
- Branch Chief – Manages a branch of anywhere between 8-20 Contracting Officers and Contracting Specialists
- Contracting Officer – The individual who releases requirements and signs contracts. Usually, they will have a few different contract specialist supporting them
- Contracting Specialist – The individual from ACC who does the leg work in building the solicitation and contract documents, while usually not supervised by the KO, will work for one or multiple



# Space, Missile Defense & Special Programs



# Government Communication Tips

- ✓ **Understand the Contracting Activity's org structure and leadership**
- ✓ **Engage at the right level and develop a relationship**
- ✓ **Less marketing briefs and more “win-win” solutions**
- ✓ **When there is a perceived issue or problem, provide recommendations to the Government**
- ✓ **Share best practices from other Government agencies**
- ✓ **When requesting a meeting, provide what the purpose or agenda of the meeting is**





# Proposal Errors from a KO Perspective

## ✓ Pricing

- Subcontractor unsanitized proposals
- Traceability from quoted rates to supporting documentation
- Education and Experience qualifications
- Weighted labor category mistakes
- Supporting documents for indirect rates
- Ambiguities

## ✓ Written or Oral Questions and Answers

- Not answering the question
- Not following the instructions

## ✓ Technical Proposals

- Assuming the Government knows your qualifications
- Inefficient use of space

## ✓ Compliance

- If there is any ambiguity, ask during Q&A process and get a clear answer

**\* This is all just an individual perspective from my experience**







# Questions

