



Mission and Installation Contracting Command



Doing Business with Mission & Installation Contract Command (MICC) MICC - McCoy

***Tony Steinhoff, Assistant Director
Office of Small Business Programs (OSBP)
1108 South R Street
Fort McCoy, WI 54656
tony.r.steinhoff.civ@mail.mil***





UNCLASSIFIED



Mission and Installation Contracting Command

DISCUSSION ITEMS

- **Who We Are**
- **What We Buy**
- **Pursuing Opportunities**
- **Q&A**



U.S. Army Contracting Command

UNCLASSIFIED



Who We Are

- **MICC McCoy is made up of 37 personnel and supports the Fort McCoy Garrison and its many tenants with the largest being the 88th Regional Support Command which spans over a 19 state geographical region and over 350 facilities.**
- **MICC McCoy is one of 33 offices within the MICC at the field level and falls under the Army Contracting Command and the Army Materiel Command.**





Who We Are?

- **Services Division:** Provides service acquisition support for all activities such as custodial, grounds maintenance, refuse, snow removal, etc. Lead Pre-Award Services KO is Brittaniya Poirier (608) 388-4571.
- **Construction & Commodities Division:** Provides construction and commodity support for all activities such as building alterations/renovations, demolition, A&E and a multitude of supply type items. Lead Pre-Award Construction KO is Matthew Allen (608) 388-6077. Lead Commodities KO is Melanie Kiel (608) 388-5601





Who We Are?

- **Customer Support Division:** Provides customer support to all activities in the form of cost/price analysis, PWS assistance, D&F review, COR support, training external/internal and MICC staff personnel support administrative and technical.
- **Government Purchase Card (GPC) Team:** Provides customer support to over 605 Cardholders and Billing Officials including monthly training and annual auditing. Lead A/OPC is Vance Bickford (608) 388-6568.





What We Buy

- **MICC McCoy is responsible for base operations support on Fort McCoy to include, but are not limited to:**
 - **Supplies**
 - **Services**
 - **Minor Construction/Repair/Maint**
 - **Information Technology Services**





What We Do Not Buy

- **Military Construction Appropriations (ground up)**
 - **Corps of Engineers**
- **Medical Services and Supply**
 - **North Atlantic Regional Contracting Office (NARCO)**
- **Transportation requirements (include movement of freight)**
 - **Military Surface Deployment and Distribution Command (MSDDC)**





UNCLASSIFIED



Mission and Installation Contracting Command

Other Contracting Activities at Fort McCoy

- **Army/Air Force Exchange Services (AAFES)**
- **Defense Commissary Agency (DECA)**
- **Non-appropriated Fund Instrumentality (NAFI)**
- **Corps of Engineers (COE)**



U.S. Army Contracting Command

UNCLASSIFIED



UNCLASSIFIED

Mission and Installation Contracting Command



Pursuing Opportunities

- **Knowledge is empowering**
 - **Federal Acquisition Regulation (FAR)**
 - **Defense Acquisition Regulation Supplement (DFARS)**
 - **Army Federal Acquisition Regulation Supplement (AFARS)**

<http://farsite.hill.af.mil/vffar.htm>



U.S. Army Contracting Command

UNCLASSIFIED



Pursuing Opportunities (cont.)

- **Marketing Sets the Pace**
 - **Know your product/service**
 - Know your Federal Supply Class or Service Codes (FSC/SVC) <http://www.outreachsystems.com/resources/tables/pscs/> and North American Industry Classification System (NAICS) code <http://www.naics.com/search.htm> for your product or service
 - **If you are an 8(a), HUBZone, Service Disabled Veteran (SDV), or otherwise eligible for one of the set-aside programs, then you MUST go visit the SBS and let them know who you are and what you can do**
 - Work with the Small Business Administration to obtain certification or self-certify, as applicable should you believe you qualify for one, or more, of the programs. Please visit <http://www.sba.gov/> for more information.





Pursuing Opportunities (cont.)

- Know your customers product/service requirements
- Focus your marketing efforts
 - Research tools
 - Federal Procurement Data System Next Generation
https://www.fpds.gov/fpdsng_cms/
- Develop a one page capabilities brief
- Investigate small business fairs or matchmaking sessions





Pursuing Opportunities (cont.)

- **You must register your business before being eligible to receive award with the Federal Government:**
 - **Obtain a DUNS number (Data Universal Number System (DUNS) - a unique 9-character ID. Contact Dun and Bradstreet for further information**
<http://fedgov.dnb.com/webform>
 - **Registration in System for Award Management**
<https://www.sam.gov/portal/public/SAM/>
 - **SBA, Dynamic Small Business Search**
http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm, as well as a wide variety of search engines are used by the Government to identify small business concerns for potential prime contract opportunities





UNCLASSIFIED



Mission and Installation Contracting Command

Pursuing Opportunities (cont.)

- Know where to seek opportunities:
 - Army Single Face to Industry
<https://acquisition.army.mil/asfi/default.cfm>
 - Federal Business Opportunities
<https://www.fbo.gov/>
 - FedBid
<http://www.fedbid.com/>



U.S. Army Contracting Command

UNCLASSIFIED



Pursuing Opportunities (cont.)

- **Check Out GSA schedule -is it right for you?**
 - **Federal agencies may use Government-wide Acquisition Contracts (GWAC) and GSA Federal Supply Schedule (FSS) contracts to make purchases. These pre-approved contracts are used to buy commonly used products, services, and solutions. Opportunities are rarely announced on FedBizOpps, but are normally competed among pre-qualified vendors already under contract.**

www.gsa.gov





Pursuing Opportunities (cont.)

- **Government Purchase Card**
 - **Though not mandatory, having the ability to accept credit cards may afford your firm opportunities it may not otherwise have**
 - **Ensure Government cardholders buying from you are acting within their authority. If you have any questions, contact the MICC GPC Team at 608-388-3818**





UNCLASSIFIED



Mission and Installation Contracting Command

Pursuing Opportunities (cont.)

- **Explore Subcontracting Opportunities**
 - **Subcontracting opportunities through Prime contracts is a large secondary market**
 - **Our website contains a list of active, recurring type contracts-info on prime's is available**
 - **SBA Sub-Net is a resource on which Prime contractors can post subcontracting opportunities - <http://web.sba.gov/subnet/>**
 - **Establish relationships with prime contractors**



U.S. Army Contracting Command

UNCLASSIFIED



Pursuing Opportunities (cont.)

- **Know the resources available to assist you**
 - **Wisconsin Procurement Institute (WPI) guides, trains and provides hands-on assistance to firms interested in developing government business, and improving process and technical capabilities to access and compete in the government marketplace.**
<http://www.wispro.org/>
 - **Association of Procurement Technical Assistance Centers (APTACS) provides technical and marketing assistance to businesses interested in selling products and services to the government.**
<http://www.aptac-us.org/new/index.php>
 - **Small Business Specialists are normally available to provide information on how to do business with the Government as well as site specific information**
<http://www.mccoys.army.mil/Visitors/Doingbusiness.as>





UNCLASSIFIED

Mission and Installation Contracting Command



POINT OF CONTACT

**Tony Steinhoff, Assistant Director
Office of Small Business Programs (OSBP)**

(608) 388-7351

tony.r.steinhoff.civ@mail.mil



U.S. Army Contracting Command

UNCLASSIFIED



UNCLASSIFIED



Mission and Installation Contracting Command

QUESTIONS ???????



U.S. Army Contracting Command

UNCLASSIFIED