



Mission and Installation Contracting Command



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

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DISCUSSION ITEMS

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



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Who We Are

- **MICC - Fort McCoy is made up of 39 personnel. We support the Garrison here and it's many tenants with the largest two being the 88th Regional Support Command (RSC) & the 63rd RSC which spans over a 26 state geographical region and over 400 facilities.**
- **MICC - Fort McCoy is one of 33 offices within the MICC at the field office level and falls under the Army Contracting Command (ACC) and the Army Materiel Command (AMC).**





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Who We Are (cont.)

- **Mission Division: Provides pre and post award service acquisition support for all activities such as custodial, grounds maintenance, refuse, snow removal, and a multitude of other services.**
- **Pre-Award Division Chief is Matthew Allen (608) 388-5601**
- **Lead KO is Lynn Herrman x4571**
- **Post-Award Division Chief is Dawn Poppler x4424**
- **Lead KOs are Megan Abbott x6076 & Brittaniya (B) Poirier x8195**



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Who We Are (cont.)

- **Installation Division: Provides construction support for all activities such as building alterations/renovations, demolition, architect & engineering (A&E), etc. They also provide all activities with commodities support.**
- **Division Chief is Christina Lene x4525.**
- **Lead Construction KO is Steve Bailey x6077.**
- **Lead Commodities KO is Melanie Kiel x2123.**





Who We Are (cont.)

- **Business Operations Division: Provides customer support to all activities in the form of the Government Purchase Card (GPC), Purchase Request (PR) Package development, D&F review, COR support, training external/internal as well as administrative and technical support to MICC staff.**
- **Division Chief is Tony Steinhoff (608) 388-7351.**





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Who We Are (cont.)

- **GPC Team: Provides customer support to over 500 Cardholders and Billing Officials including monthly training and annual auditing.**
- **Lead A/OPC is Vance Bickford x5339**



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What We Buy

- **Supplies**
- **Services**
- **Minor Construction/Repair/Maint**
- **Architect & Engineering (A&E) Services**



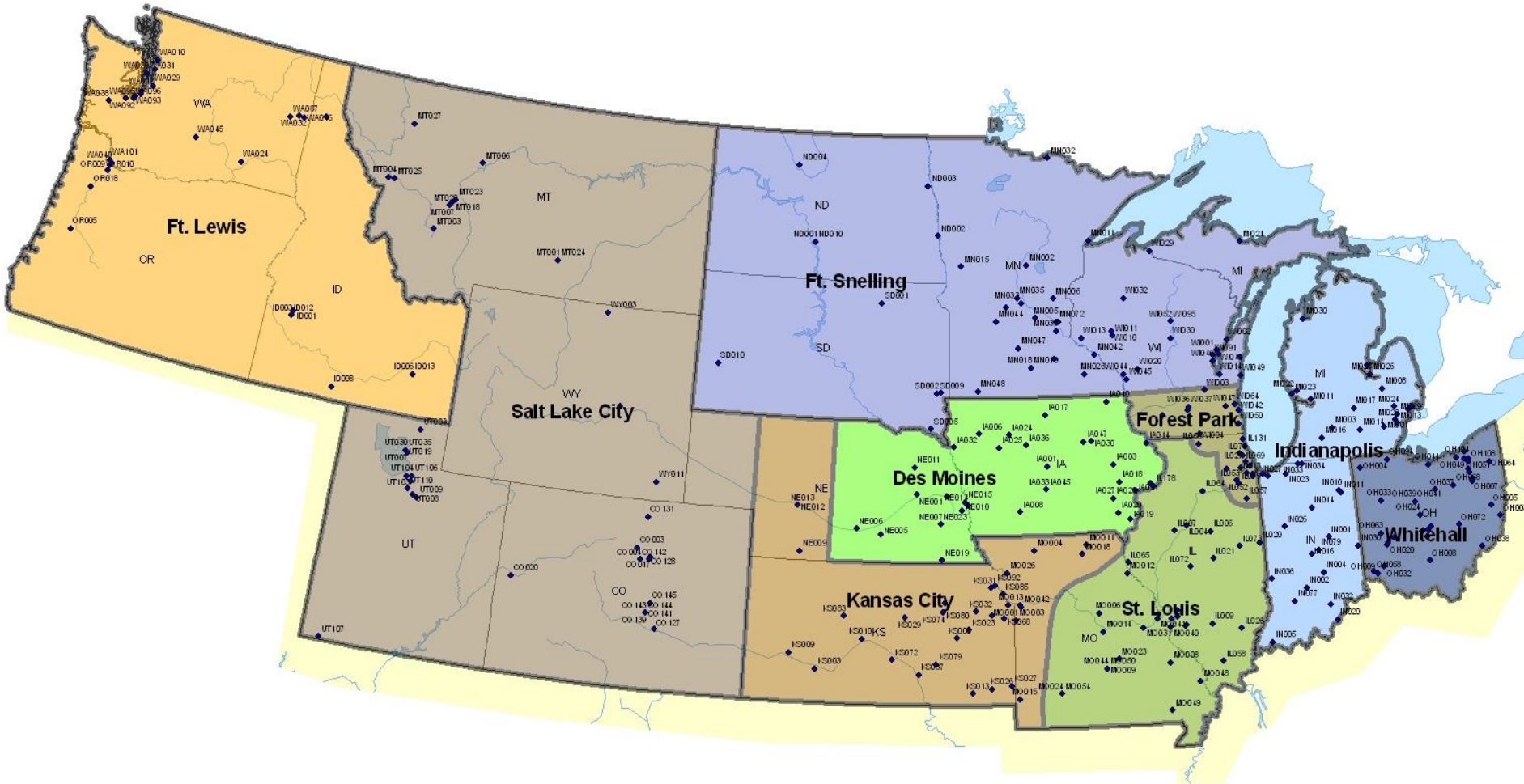
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88TH RSC FACILITY LOCATIONS





Historical Contract Workload (Actions/Dollars)

Fiscal Year	# Actions	Dollars
2012	2,122	\$127.9M
2013	1,774	\$116.4M
2014	1,462	\$127.1M
2015	1,450	\$ 94.0M
2016	1,380	\$ 83.9M
GPC Spend FY15:		\$ 20.1M
GPC Spend FY16:		\$ 14.8M





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MICC McCoy Small Business Goals

- TOTAL SMALL BUSINESS ELIGIBLE DOLLARS: \$72,386,549.35

	<u>FY16 Goal</u>	<u>Achieved</u>	<u>Goal +/-</u>
• SB	60.06%	66.62%	+ 6.56%
• SDB	36.30%	43.75%	+ 7.45%
• SDVOSB	17.20%	17.86%	+ 0.66%
• WOMAN-OWNED	30.56%	18.49%	+ 18.49%
• HUBZONE	8.59%	11.18%	+ 2.59%





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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>



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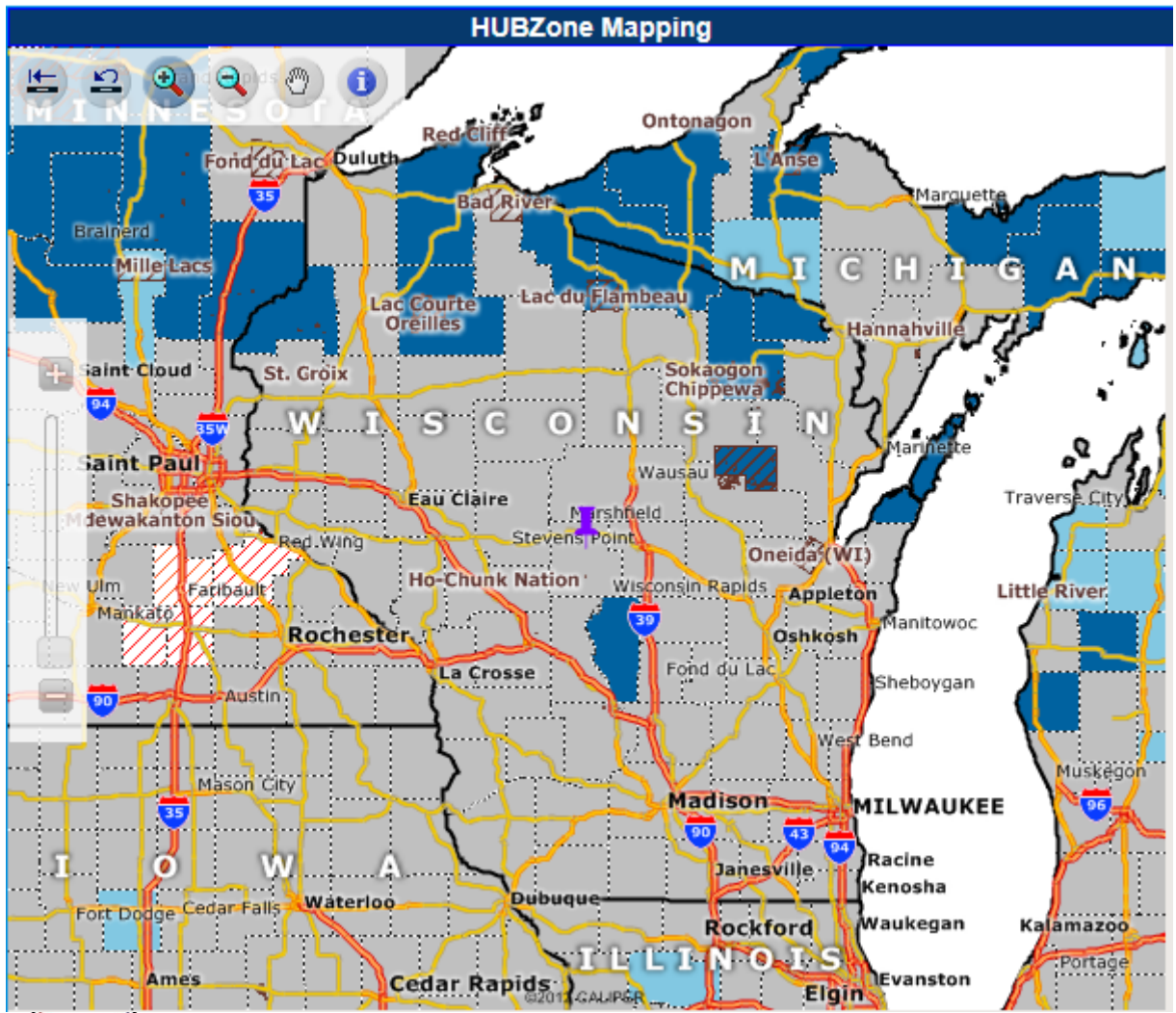
Pursuing Opportunities (cont.)

- **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 contact 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.





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<http://map.sba.gov/hubzone/maps/>

Legend

Counties

- Non-Qualified County
- Qualified Non-Metro County
- Redesignated County

Other Qualified Areas

- DDA
- Base Closure Area
- Indian Land

0 50 100
Miles

Zoom in to view tracts

Powered by Maptitude for the Web

(Review HUBZone Program Definitions)

Burnett, Sawyer, Adams, Vilas, Menominee, Forest, Florence, Bayfield, Iron & Door Counties.





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





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Pursuing Opportunities (cont.)

- Know where to seek opportunities:
 - Federal Business Opportunities
<https://www.fbo.gov/>



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Pursuing Opportunities (cont.)

- **The Department of Defense Activity Address Code (DoDAAC) is a six position code that uniquely identifies a Department of Defense unit, activity, or organization that has the authority to requisition, contract for, receive, have custody of, issue, or ship DoD assets, or fund/pay bills for materials and/or services. The first positions of the code designate the particular Service/Agency element of ownership.**
- **Our DoDAAC is W911SA**





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Business
Opportunities



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Search more than **29,700*** active federal opportunities.

Posted Date: Set-Aside Code:

Place of Performance: Type:

Keyword / Solicitation #:

Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).

* Notices posted within the last 90 days.



Locate actions funded by the American Recovery and Reinvestment Act.

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Search Tip: Use the [Advanced Search Form](#) for a wide array of search fields. To view opportunities by agency, go to the [Agencies](#) section. A quick search can be conducted using the fields below.

 Keyword / Solicitation #:

TIPS

 Posted Date:

[Search by Agency, Set-aside, State, and Type](#)
[Search by Classification, NAICS code, Recovery actions, and more](#)

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Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
Recycle Oil/diesel Filters Service at Fort McCoy, WI W911SA-16-T-0098 S -- Utilities and housekeeping services	Department of the Army Army Contracting Command, MICC MICC - Fort McCoy (RC - North)	Presolicitation	Apr 04, 2016
Yellow Ribbon Event, Schaumburg, IL 7-10 April 2016 W911SA-16-T-0005 V -- Transportation, travel, & relocation services	Department of the Army Army Contracting Command, MICC MICC - Fort McCoy (RC - North)	Award	Apr 01, 2016
Remove/Replace Culvert at Gate 8A Fort McCoy, Wisconsin W911SA16B0007 Z -- Maintenance, repair, and alteration of real property	Department of the Army Army Contracting Command, MICC MICC - Fort McCoy (RC - North)	Solicitation (Modified) / Total Small Business	Apr 01, 2016
Grounds Maintenance for 3 locations W911SA-16-T-0065 S -- Utilities and housekeeping services	Department of the Army Army Contracting Command, MICC MICC - Fort McCoy (RC - North)	Award / Woman Owned Small Business	Mar 31, 2016
S-OPTION - Grounds Maintenance MI009 & MI024 W911SA-16-T-0036 S -- Utilities and housekeeping services	Department of the Army FedBid FedBid.com -- for Department of Army procurements only	Award / Economically Disadvantaged Woman Owned Small Business	Mar 31, 2016
V--Short-term Vehicles Lease W911SA-16-T-0075 V -- Transportation, travel, & relocation services	Department of the Army FedBid FedBid.com -- for Department of Army procurements only	Award / Total Small Business	Mar 31, 2016



Pursuing Opportunities (cont.)

- We recommend you register with FBO so you can save searches and get e-mailed notifications based on your interest so you don't miss out on any opportunities.

Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

- ▶ [Find Opportunities](#)
No login is required to view opportunities.
- ▶ [Register Now](#)
- ▶ [Password Reminder](#)
- ▶ [Recovery FAQs](#)





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Pursuing Opportunities (cont.)

- **FedBid**

<http://www.fedbid.com/>



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Acquisition Solution

FedBid is a leading procurement platform serving governments, businesses and educational institutions.

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More than 75 Federal Agencies use FedBid's Reverse Auction Marketplace to Access a Network of 83,000+ Suppliers.



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 (GPC)**
 - **Though not mandatory, having the ability to accept credit cards may afford your firm opportunities it may not otherwise have. Many of our contracts have ordering officers and can obtain construction and services work via their GPC (not to exceed \$25K) against the existing contract.**
 - **Ensure Government cardholders buying from you are acting within their authority. If you have any questions, contact the MICC - Fort McCoy GPC Team:**
 - **Vance Bickford (Lead A/OPC) x5339**
 - **Kimberly Harris (A/OPC) x2450**





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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**



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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.micc.army.mil/small-business.asp>





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POINT OF CONTACT

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**QUESTIONS
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