



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 McCoy is made up of 30 personnel and supports the Fort McCoy Garrison and it's 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 & Commodities Division:** Provides service and commodity acquisition support for all activities such as custodial, grounds maintenance, refuse, snow removal, and a multitude of supply type items. Lead Pre-Award Services KO is Lynn Herrman (608) 388-4571. Lead Commodities KO is Melanie Kiel (608) 388-7818.
- **Construction Division:** Provides construction support for all activities such as building alterations/renovations, demolition, architect & engineering (A&E), etc. Lead Construction KOs are Steve Bailey (608) 388-6077 & Robert Echternach (608) 388-2123.





Who We Are

- **Customer Support Division:** Provides customer support to all activities in the form of the Government Purchase Card (GPC), cost/price analysis, PWS assistance, D&F review, COR support, training external/internal and MICC staff personnel support administrative and technical.
- **GPC Team:** Provides customer support to over 500 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 & the 19 state geographical footprint of the 88th RSC to include, but not limited to:**
 - **Supplies**
 - **Services**
 - **Minor Construction/Repair/Maint**
 - **Architect & Engineering (A&E) Services**



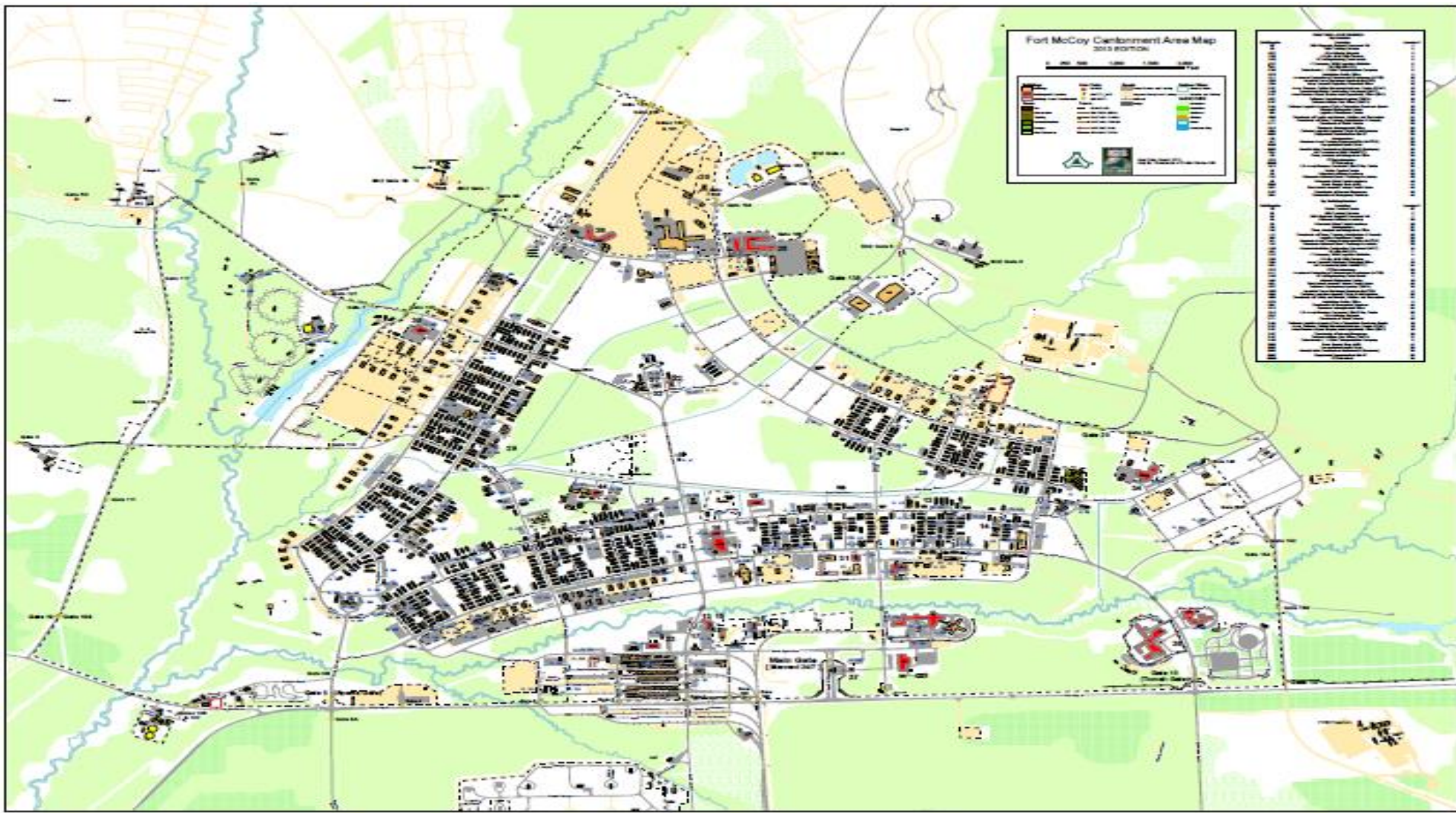


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FORT MCCOY CONTONMENT AREA



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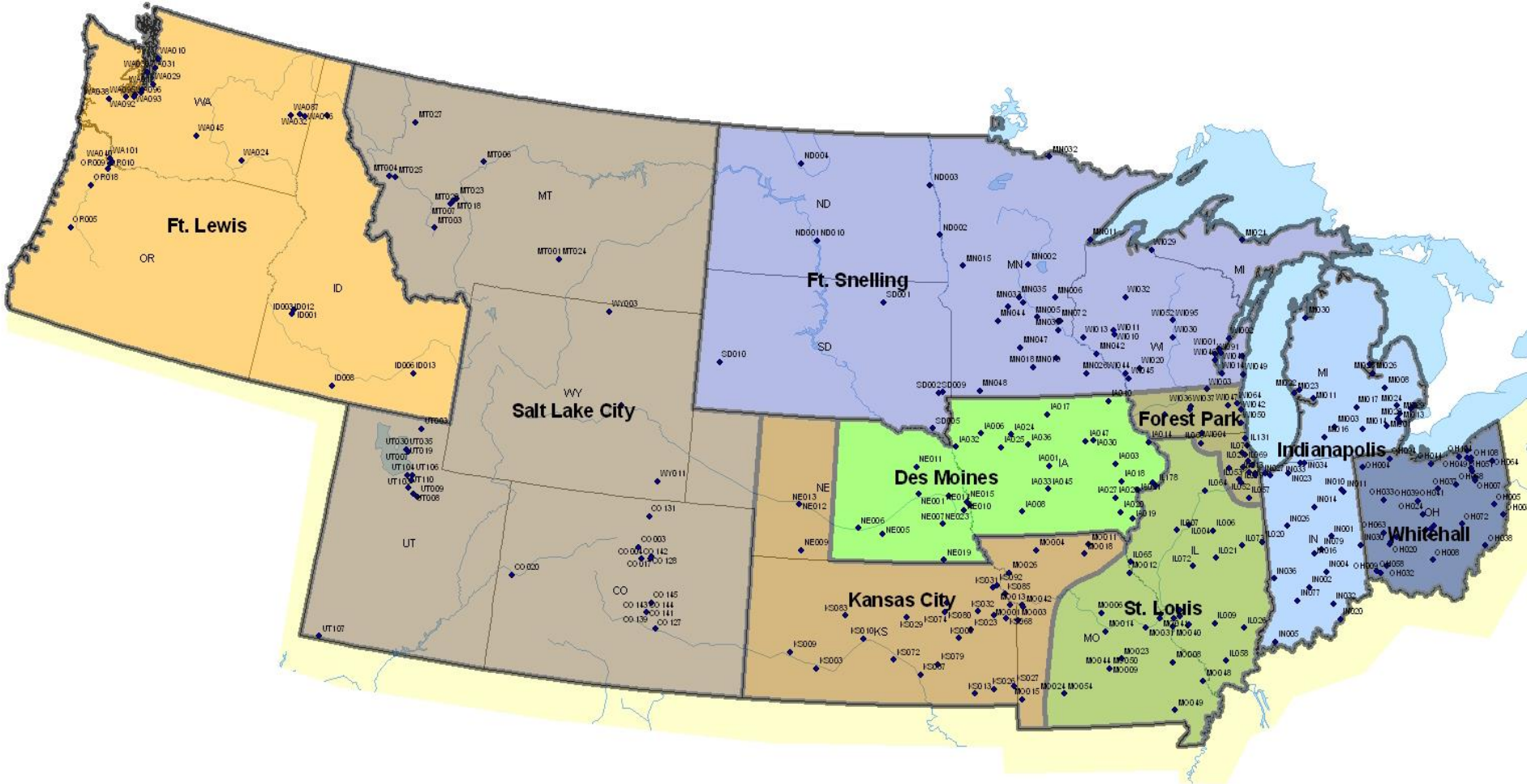


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88TH RSC FACILITY LOCATIONS





Historical Contract Workload (Actions/Dollars)

Fiscal Year	# Actions	Dollars
2011	2,747	\$134.7M
2012	2,122	\$127.9M
2013	1,774	\$116.4M
2014	1,462	\$127.1M
2015	1,449	\$ 94.0M
➤ GPC Spend FY15:		\$ 20.1M





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)**





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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)**



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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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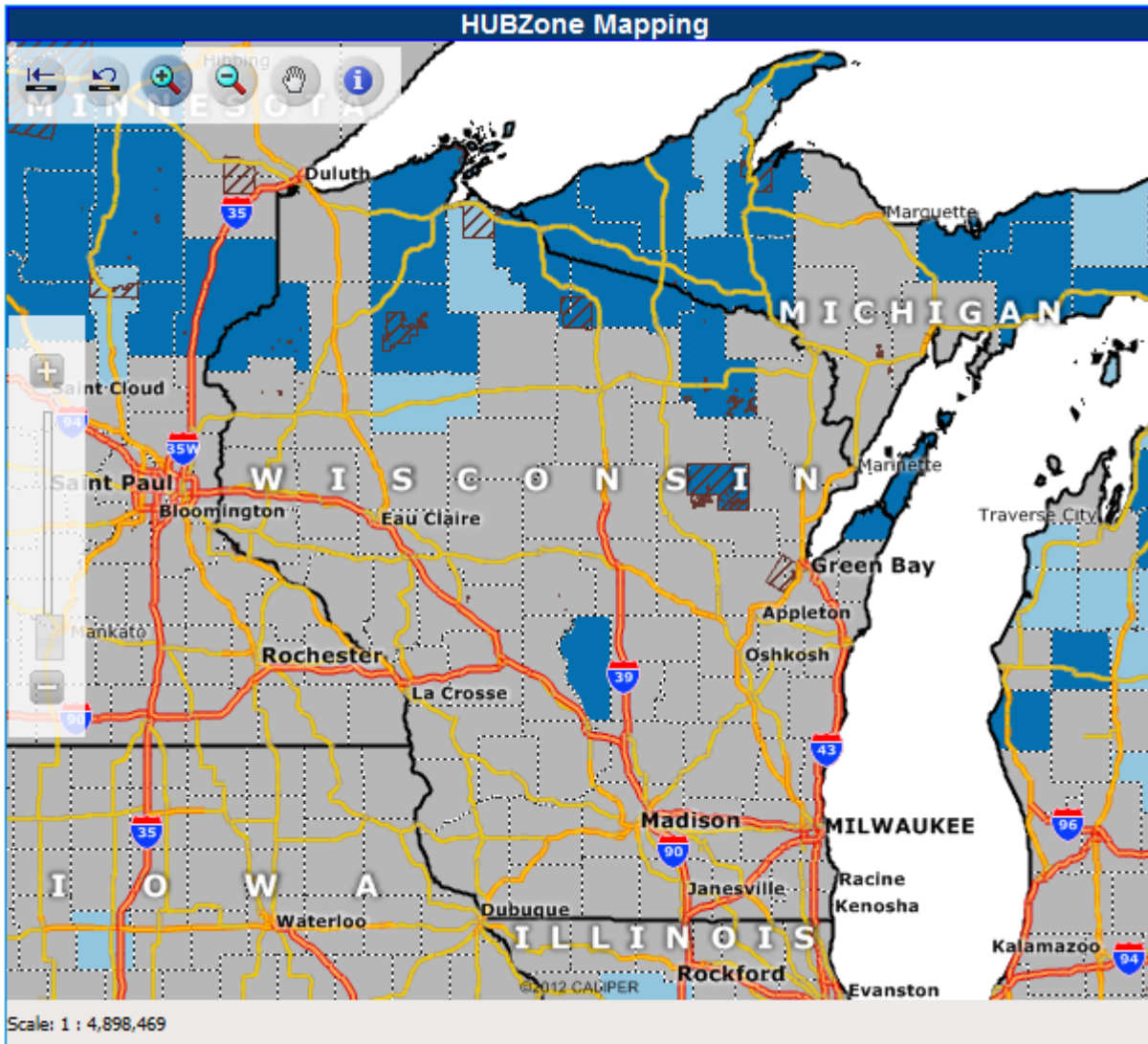
Pursuing Opportunities (cont.)

- **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 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.





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

Legend

Counties

- Non-Qualified County
- Qualified County
- Redesignated County

Other Qualified Areas

- Base Closure Area
- Indian Land

0 50 100
Miles

Zoom in to view tracts

Powered by Mapitude for the Web

[\(Review HUBZone Program Definitions\)](#)

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





Pursuing Opportunities (cont.)

MICC McCoy Small Business Goals

- TOTAL SMALL BUSINESS ELIGIBLE DOLLARS: \$83,314,219.55

	<u>FY15 Goal</u>	<u>Achieved</u>	<u>Goal +/-</u>
• SB	54.95%	67.50%	+12.55%
• SDB	31.39%	43.25%	+11.86%
• SDVOSB	12.04%	20.49%	+ 8.45%
• WOMAN-OWNED	12.13%	12.13%	+ 1.78%
• HUBZONE	6.10%	8.72%	+ 2.62%





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





Pursuing Opportunities (cont.)

- **Know where to seek opportunities:**
 - **Federal Business Opportunities**
<https://www.fbo.gov/>
 - Check specifically for “Award Notice” on the home page via drop down at the top section of the page where it states, “Search more than 26,100* active federal opportunities”.
 - **FedBid**
<http://www.fedbid.com/>





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**





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 GPC Team at 608-388-3818**





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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>





MTNT Properties, Inc.

- The facility maintenance contract was awarded by the COE to MTNT Properties, Inc., which is headquartered in Anchorage, Alaska. MTNT manages and maintains to more than 1,000 buildings on Fort McCoy.
- This maintenance includes managing the building, structurally, as well as all that is inside those buildings such as electrical and plumbing.
- They had intended on presenting some information today about their company and subcontracting opportunities; however, due to an unforeseen circumstance they were unable to attend.
- You can inquire about their subcontracting opportunities by contacting them locally at 608-269-1104, or visit their website at <http://www.mtnt.net/>.





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QUESTIONS

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