



## ***Mission and Installation Contracting Command***



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

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## ***Mission and Installation Contracting Command***

# ***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 37 personnel and supports the Fort McCoy Garrison and its many tenants with the largest being the 88<sup>th</sup> 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.**



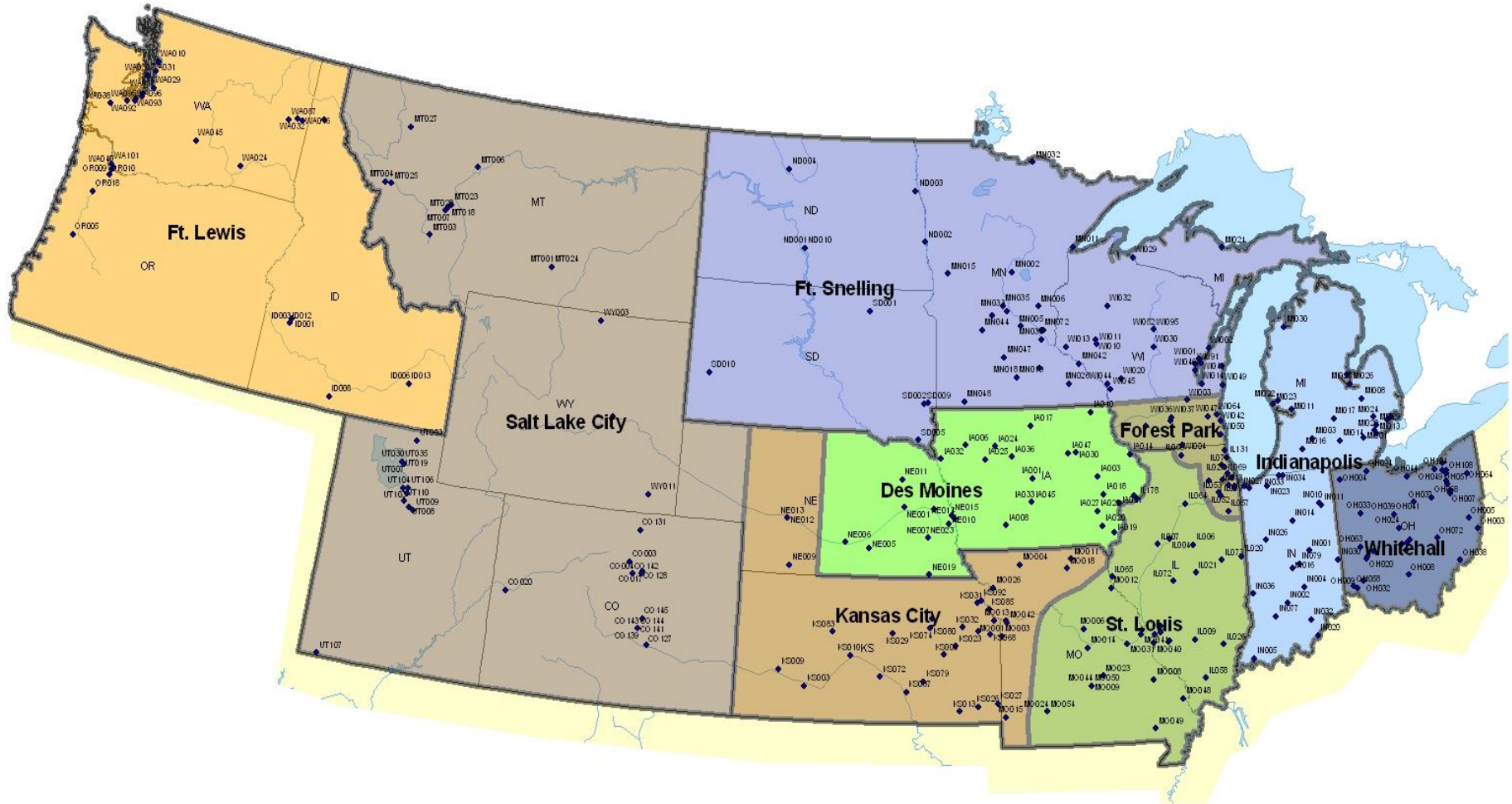


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# 88<sup>TH</sup> RSC FACILITY LOCATIONS



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## ***Mission and Installation Contracting 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 593 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**
  - **Architect & Engineering (A&E) Services**





## ***Historical Contract Workload (Actions/Dollars)***

<b>Fiscal Year</b>	<b># Actions</b>	<b>Dollars</b>
<b>2010</b>	<b>2,708</b>	<b>\$193.8M</b>
<b>2011</b>	<b>2,747</b>	<b>\$134.7M</b>
<b>2012</b>	<b>2,122</b>	<b>\$127.9M</b>
<b>2013</b>	<b>1,774</b>	<b>\$116.4M</b>
<b>2014</b>	<b>1,449</b>	<b>\$127.1M</b>

➤ **GPC Spend FY14: \$ 12.5M**





## ***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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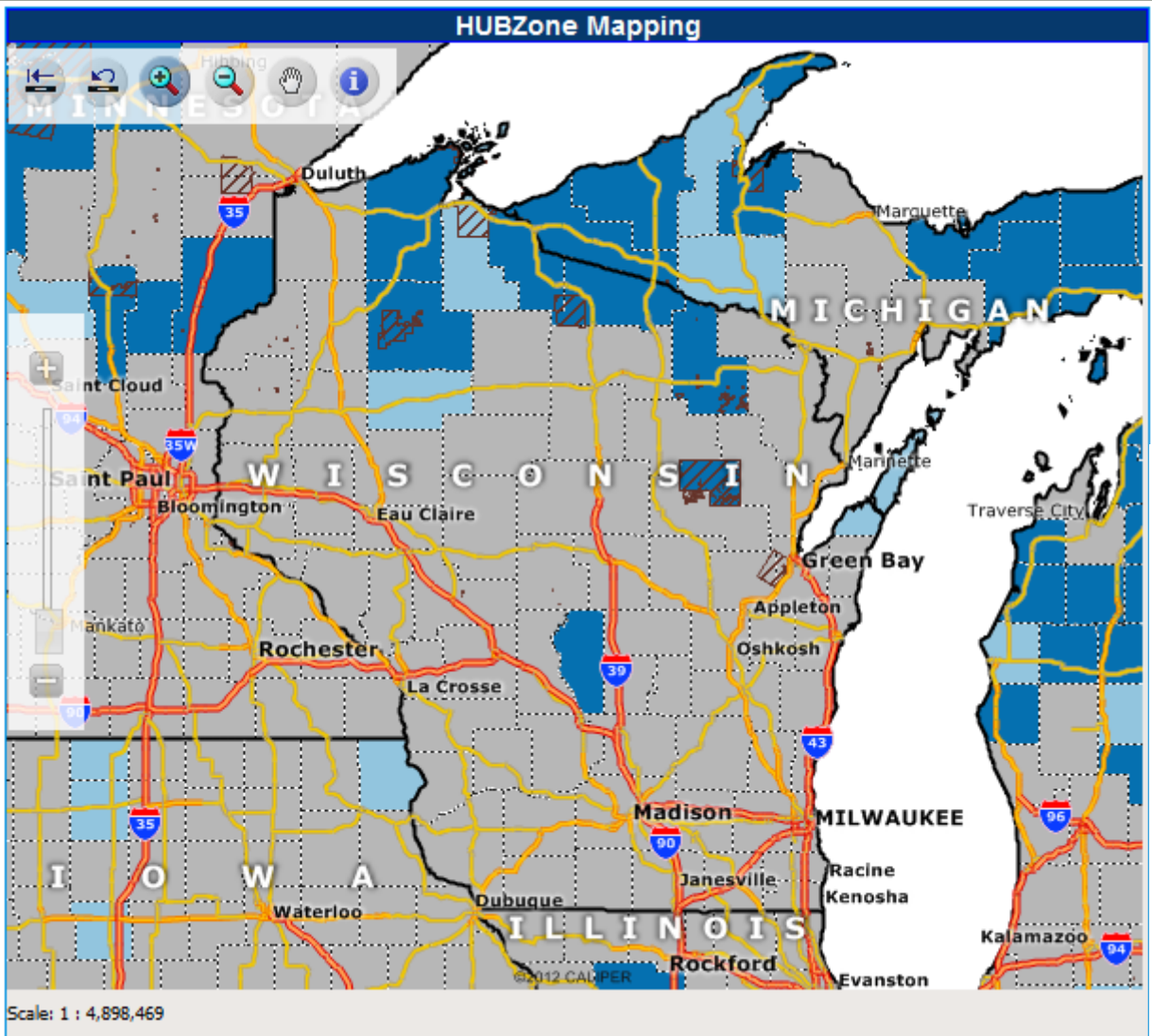
## ***Pursuing Opportunities (cont.)***

- **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

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





# Pursuing Opportunities (cont.)

## MICC McCoy Small Business Goals

	<u>FY15 Goal</u>	<u>Achieved</u>
• SB	54.95%	86.54%
• SDB	31.39%	56.72%
• SDVOSB	12.04%	24.57%
• WOMAN-OWNED	12.13%	16.90%
• HUBZONE	6.10%	10.11%





## ***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/](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](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:
  - Army Single Face to Industry  
<https://acquisition.army.mil/asfi/default.cfm>
  - Federal Business Opportunities  
<https://www.fbo.gov/>
  - FedBid  
<http://www.fedbid.com/>



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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**





## ***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](http://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**





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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.mccoys.army.mil/Visitors/Doingbusiness.asp>





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# **POINT OF CONTACT**

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**QUESTIONS**  
**???????**



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