

# June 24 2020



## 14<sup>th</sup> Annual Wisconsin Government Opportunities Business Conference (GOBC)



*In partnership with Volk Field ANG and Fort McCoy*





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## HOSTS





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## PARTNERS





U.S. ARMY



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

Tony Steinhoff  
Director



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

### ***DISCUSSION ITEMS***

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



***U.S. Army Contracting Command***

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## **Mission and Installation Contracting Command**

### **Who We Are**

- **MICC - Fort McCoy is made up of 47 personnel. We are one of 33 offices within the MICC writing contracts and fall under the 419<sup>th</sup> Contracting Support Brigade (CSB) Fort Bragg, NC.**
- **The Chain of Command from there is MICC HQ, Joint Base San Antonio (JBSA); Army Contracting Command (ACC) Redstone Arsenal, and the Army Materiel Command (AMC) Redstone Arsenal, AL.**
  - **MICC Fort McCoy Director is Mr. Tony Steinhoff, [tony.r.steinhoff.civ@mail.mil](mailto:tony.r.steinhoff.civ@mail.mil) (608) 388-2818**





## Mission and Installation Contracting Command

### Who We Are (cont.)

- **Mission Support 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 Mr. Matthew Allen, [matthew.a.allen4.civ@mail.mil](mailto:matthew.a.allen4.civ@mail.mil) (608) 388-4571
    - Team Lead KO is Kelly Gordon, [kelly.j.gordon.civ@mail.mil](mailto:kelly.j.gordon.civ@mail.mil) (608) 388-5601
    - Team Lead KO is Jamie Gregar, [jamie.j.gregar.civ@mail.mil](mailto:jamie.j.gregar.civ@mail.mil) (608) 388-7818
  - **Post-Award Division Chief** is Ms. Dawn Poppler, [dawn.m.poppler.civ@mail.mil](mailto:dawn.m.poppler.civ@mail.mil) (608) 388-4424
    - Team Lead KO is Megan Abbott, [megan.m.abbott4.civ@mail.mil](mailto:megan.m.abbott4.civ@mail.mil) (608) 388-8195
    - Team Lead KO is Shannon Wamsley, [shannon.g.wamsley.civ@mail.mil](mailto:shannon.g.wamsley.civ@mail.mil) (608) 388-6076
    - Team Lead KO is Melissa Larson, [melissa.t.larson.civ@mail.mil](mailto:melissa.t.larson.civ@mail.mil) (608) 388-1247





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

### ***Who We Are (cont.)***

- **Installation Support 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 Ms. Christina Lene, [christina.l.lene.civ@mail.mil](mailto:christina.l.lene.civ@mail.mil) (608) 388-4525**
    - **Team Lead Construction KO is Steve Bailey, [steven.m.bailey2.civ@mail.mil](mailto:steven.m.bailey2.civ@mail.mil) (608) 388-6077**
    - **Team Lead Commodities KO is Melanie Kiel, [melanie.s.kiel.civ@mail.mil](mailto:melanie.s.kiel.civ@mail.mil) (608) 388-2123**





## Mission and Installation Contracting Command

### 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, Interagency Acquisitions (IAs), COR support, training external/internal as well as administrative and technical support to MICC Fort McCoy staff.
  - **Division Chief** is Ms. Lynn Herrman, [lynn.m.herrman.civ@mail.mil](mailto:lynn.m.herrman.civ@mail.mil) (608) 388-7351
    - Quality Assurance Specialist (QAS) is Jeremy Berlin, [jeremy.l.berlin.civ@mail.mil](mailto:jeremy.l.berlin.civ@mail.mil) (608) 388-4517
    - Procurement Analyst is Katie Opper, [katie.j.opper.civ@mail.mil](mailto:katie.j.opper.civ@mail.mil) (608) 388-3102
    - GPC Program is Jami Brown, [jami.m.brown.civ@mail.mil](mailto:jami.m.brown.civ@mail.mil) (608) 388-5539
    - GPC Program is Kim Harris, [kimberly.k.harris.civ@mail.mil](mailto:kimberly.k.harris.civ@mail.mil) (608) 388-6104
    - GPC Program is Khanh Do, [khnah.k.do.civ@mail.mil](mailto:khnah.k.do.civ@mail.mil) (650) 526-6073
    - Purchasing Agent receiving PRs is Mary Vender, [mary.e.vender.civ@mail.mil](mailto:mary.e.vender.civ@mail.mil) (608) 388-2450
    - Purchasing Agent assisting the QAS is Kendall Wedemeier, [kendall.s.wedemeier.civ@mail.mil](mailto:kendall.s.wedemeier.civ@mail.mil) (608) 388-1255





# Mission Partners

## Mission and Installation Contracting Command



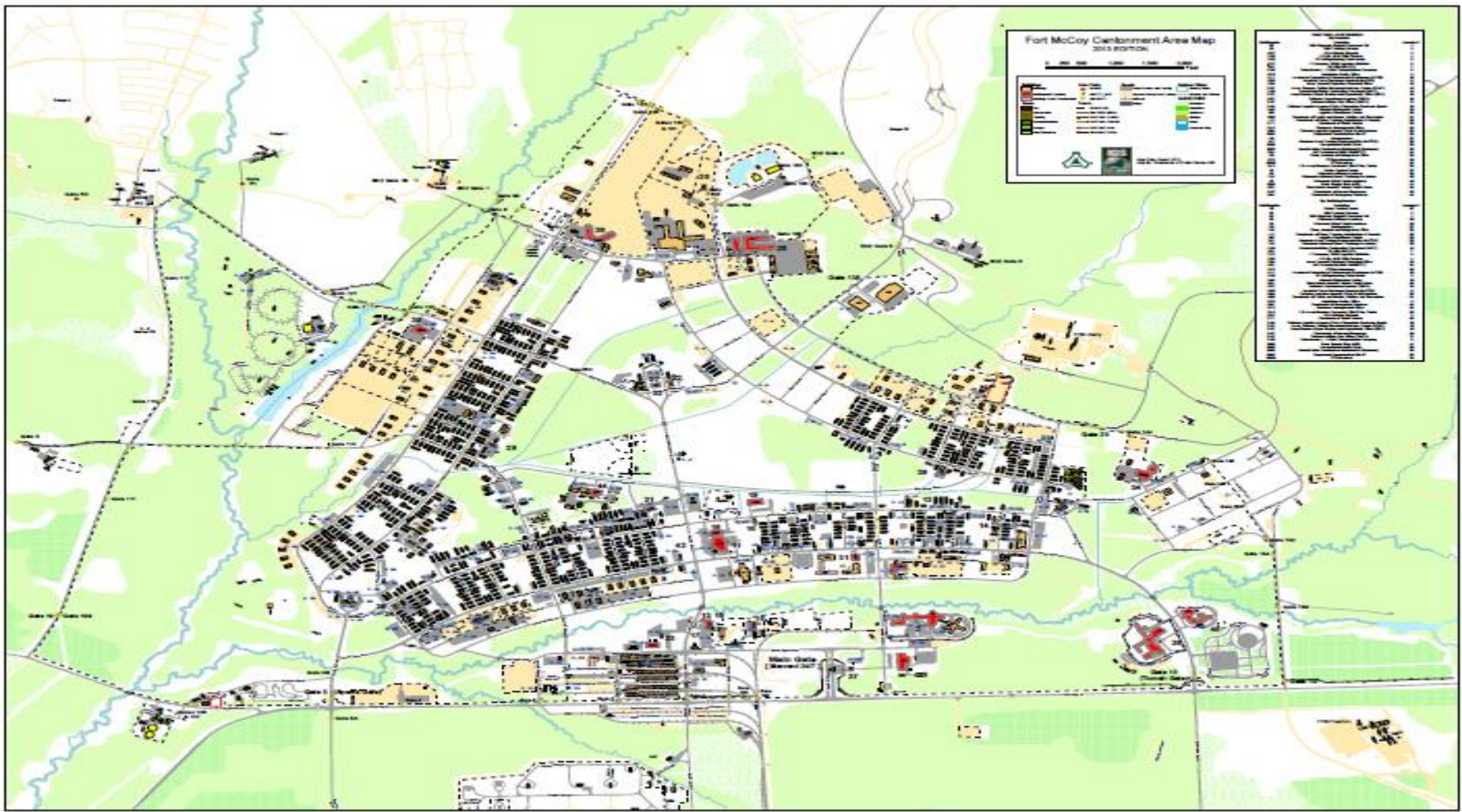
- **Fort McCoy Installation: Directorate of Plans, Training, Mobilization, and Security (DPTMS), Directorate of Public Works (DPW), Directorate of Emergency Services (DES), Directorate of Human Resources (DHR), Resources Management Office (RMO), Command Group (CMD GRP)**
  - **Fort McCoy Tenants: Network Enterprise Center (NEC), Logistics Readiness Center (LRC), 181st Infantry Brigade & Noncommissioned Officer (NCO) Academy**
- **88th Readiness Division (RD) - 19 States**
  - **Geographic & Functional Commands**
  - **416th Theater Engineer Command (TEC)**
  - **807th Medical Deployment Support Command (MDSC)**
  - **76th Operational Response Command (ORC)**
  - **85th Support Command (SPT CMD)**
- **63rd RD - 7 States**
  - **Geographic Functional Commands**
  - **79th Theater Support Command (TSC)**
  - **75th Training Command (TC)**
  - **75th Innovation Command (IC)**
- **84th TC - Trains and assesses Army Reserve units (Example CSTX)**
  - **Subordinate Commands**
  - **78th Training Division (TD)**
  - **86th TD**
  - **91st TD**
  - **Atlantic TD, Great Lakes TD, Pacific TD, Gulf TD & Southern TD**

**Fort Hunter Liggett (FHL) and Parks Reserve Forces Training Area (PRFTA)**



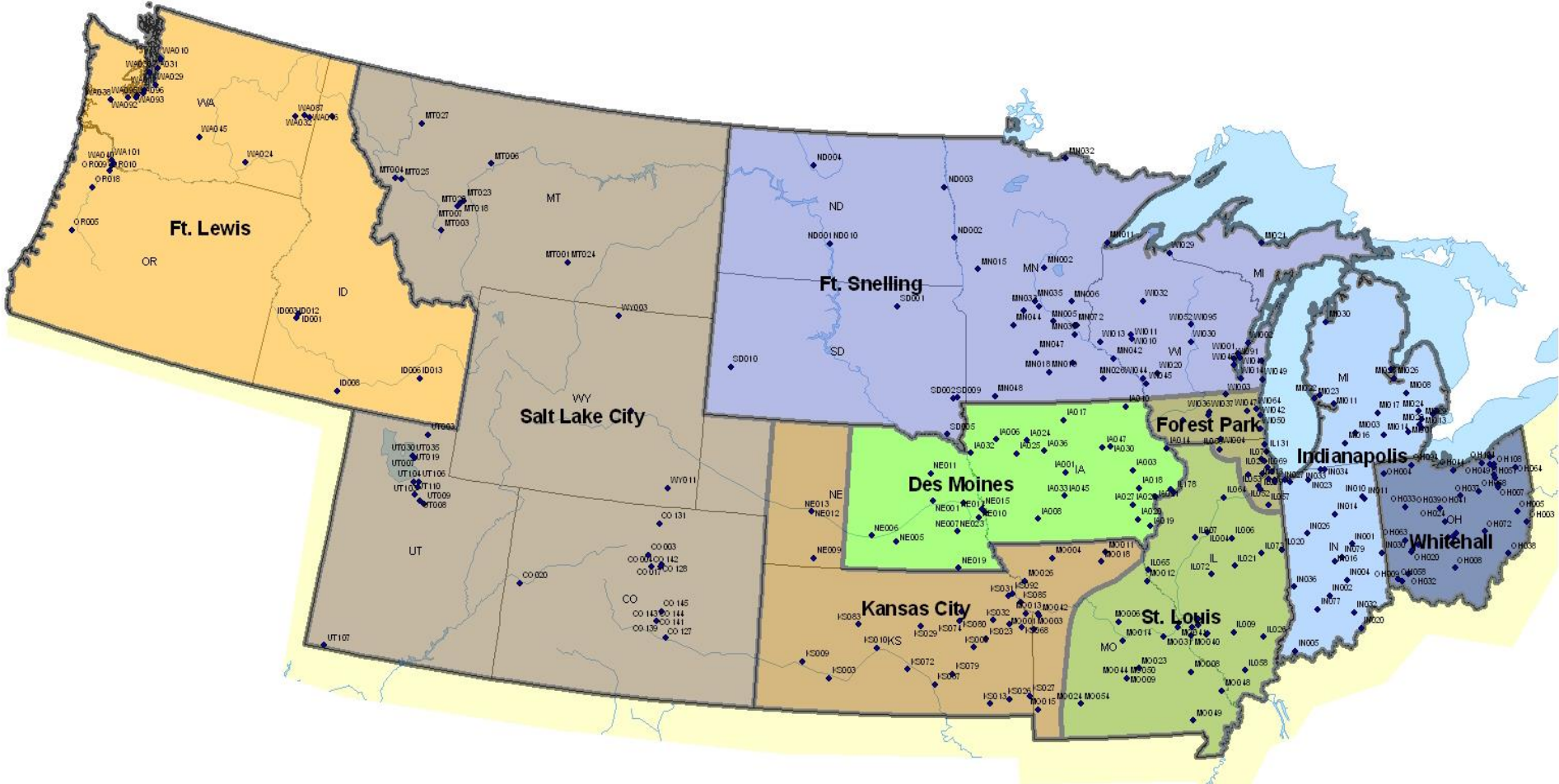


# FORT MCCOY Footprint





# 88<sup>TH</sup> RD Footprint



MICC Fort McCoy's support covers the 19-state region







# Mission Partners (cont.)

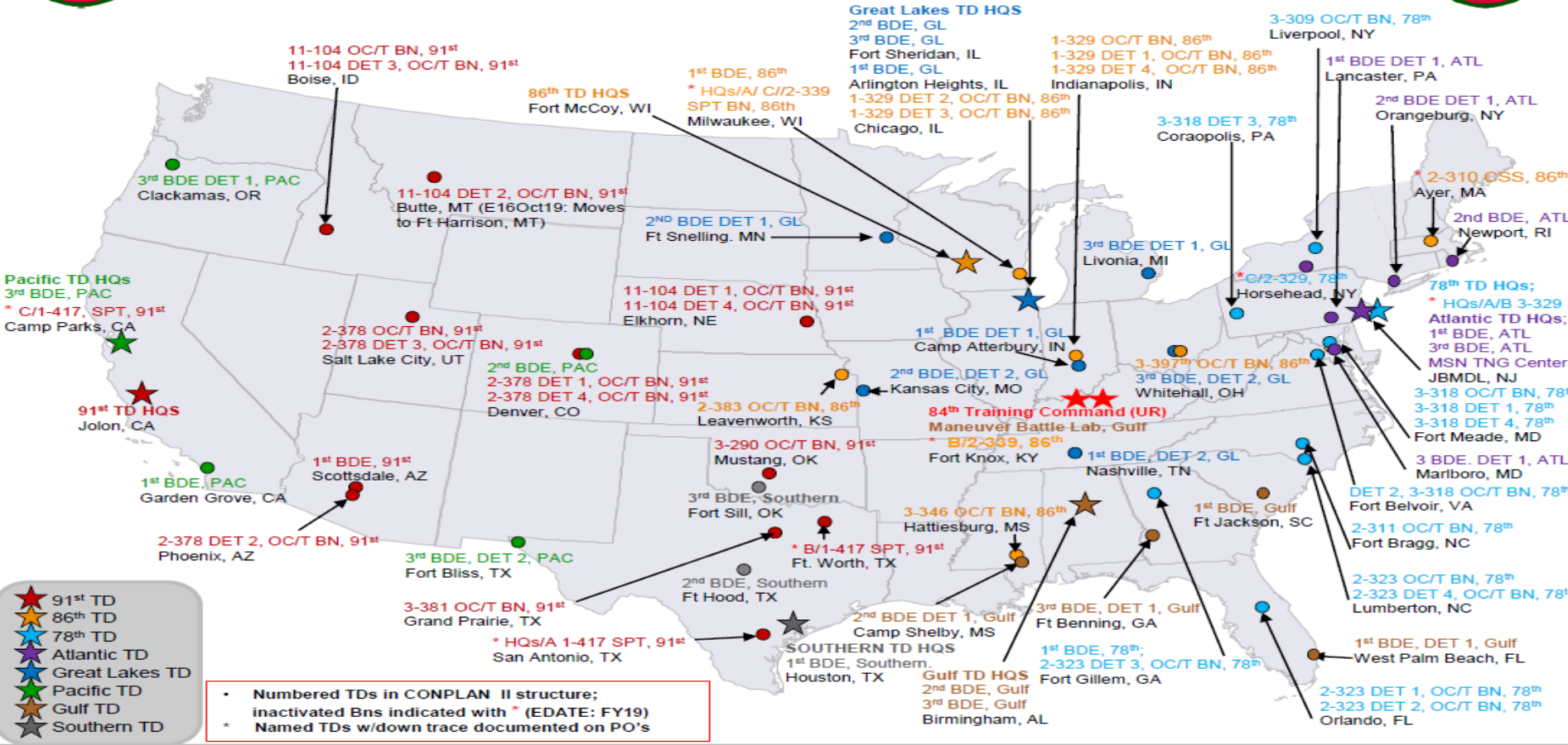
## Mission and Installation Contracting Command

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### 84<sup>th</sup> TC Footprint

### 84<sup>th</sup> Training Command (UR) Unit Map Locations, as of 1 OCT 2017 (FY18)



MICC Fort McCoy's support covers the 8-Training Divisions





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

### ***What We Buy***

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



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

<b>Fiscal Year</b>	<b># Actions</b>	<b>Dollars</b>
<b>2015</b>	<b>1,450</b>	<b>\$ 94.0M</b>
<b>2016</b>	<b>1,380</b>	<b>\$ 83.9M</b>
<b>2017</b>	<b>1,530</b>	<b>\$103.7M</b>
<b>2018</b>	<b>1,475</b>	<b>\$143.9M</b>
<b>2019</b>	<b>1,493</b>	<b>\$144.9M</b>
<b>GPC Spend FY18:</b>		<b>\$ 31.9M</b>
<b>GPC Spend FY19:</b>		<b>\$ 41.7M</b>





## ***Pursuing Opportunities***

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

<https://www.acquisition.gov/content/regulations>





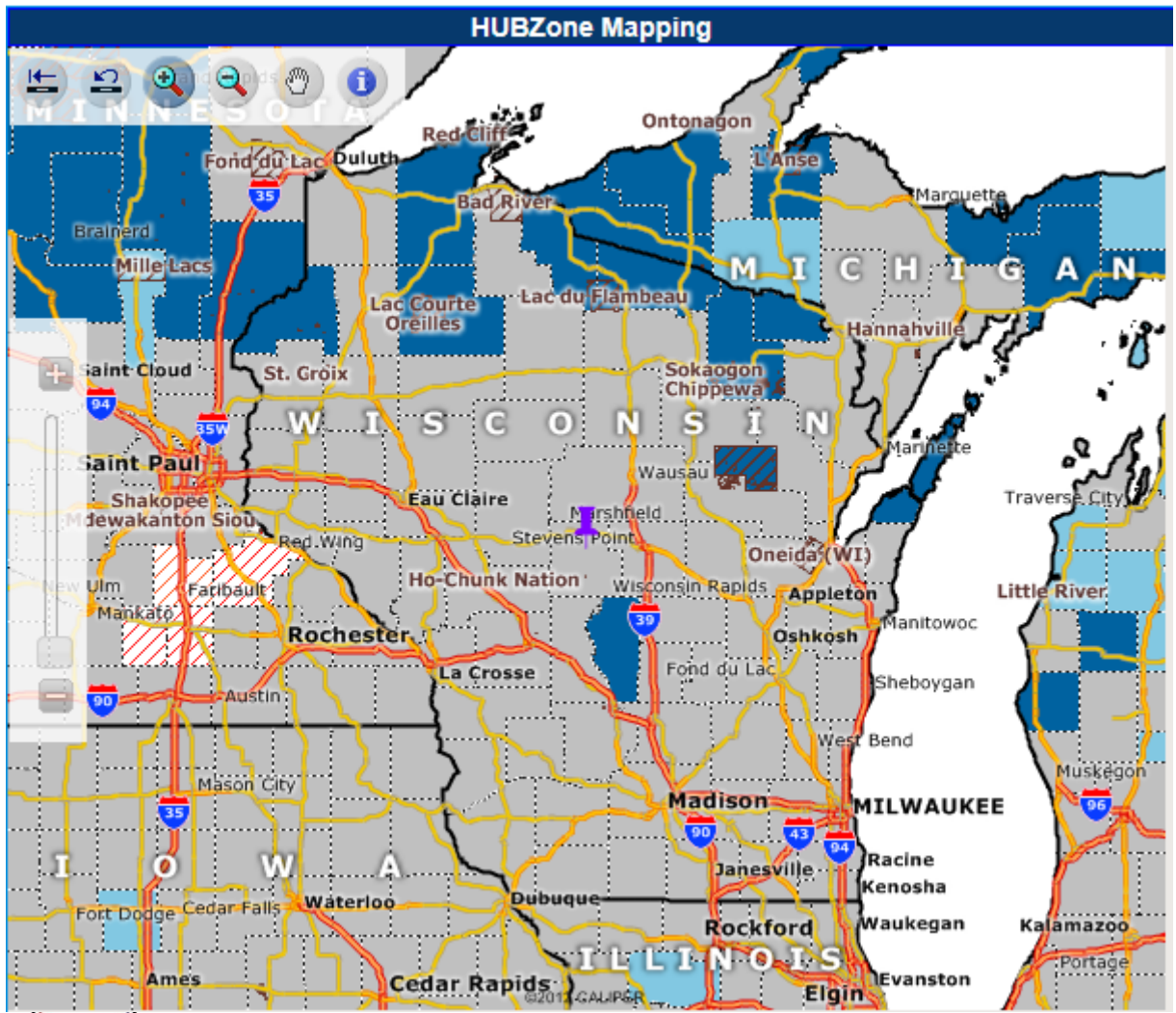
## ***Pursuing Opportunities (cont.)***

- **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.





# Mission and Installation Contracting Command



<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/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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## *Mission and Installation Contracting Command*

# *Pursuing Opportunities (cont.)*

- Know where to seek opportunities:
  - Federal Business Opportunities  
<https://beta.sam.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





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

- **Defense Procurement and Acquisition Policy (DPAP) published a memo on 13 April 2018 regarding Micro-Purchase Threshold (MPT), Simplified Acquisition Threshold (SAT) and Special Emergency Procurement Authority. The biggest change of note was the increase of the SAT from \$150K to \$250K, which is effective immediately. The MPT is still at \$5K for supplies, \$2.5K for services and \$2K for construction.**





# Mission and Installation Contracting Command



Sign in

Contract Opportunities ▾

Search

## Contract Opportunities

Change Filters

Clear All

### Status

Active Only

### Keywords

w911sa ✕

Clear All

### Inactive Date

Any Time ▾

Clear

Filter

### Published Date

## Search Results

Showing 1 - 10 of 34 results

Sort By

Relevance ▾



### Refuse MI043 Multi-Site Locations

Contract W911SA-20-P-3064 was awarded on 1 June 2020. The contract award dollar amount is for the base year, four (4) option years, and the si

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#### Awardee

VMX INTERNATIONAL LLC (105680917)

#### Department/Ind. Agency

[DEPT OF DEFENSE](#)

#### Sub-tier

[DEPT OF THE ARMY](#)

#### Office

W6QM MICC FT MCCOY (RC)

Contract Opportunities

#### Notice ID

W911SA-20-P-3064

#### Last Updated Date

Jun 1, 2020

#### Last Published Date

Jun 1, 2020

#### Type

Original Award Notice





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

- **S2P2**
  - **The Simplified Acquisition Threshold (SAT) Supply Procurement Program (S2P2) was established to reduce the procurement lead time and touch labor associated with the purchase of supplies under the SAT (\$250K). By utilizing this program, end users of supplies will get the items they need faster by reducing inefficient processes in the procurement life cycle.**
- **Unison Marketplace (formerly FedBid)**

<https://www.unisonglobal.com/product-suites/acquisition/sourcing/marketplace/>



[← Acquisition](#)

# Marketplace

[LOGIN](#)[MARKETPLACE BUYER](#)[MARKETPLACE SELLER](#)

Unison Marketplace optimizes the way that government Buyers source products and services, at the right time, at the best price. It is a full-service online platform supported by dedicated account managers, sourcing experts, and customer service agents always available to help with the acquisition process, including supplier recruiting. Unison Marketplace enables small and large companies to easily bid, win, and manage contracts.



## ***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 (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:**
    - **Jami Brown (Lead A/OPC) x5339**
    - **Kimberly Harris (A/OPC) x6104**





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

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

- **Explore Subcontracting Opportunities**
  - **Subcontracting opportunities through Prime contracts is a large secondary market**
  - **There are several directories available to find subcontracting opportunities. They can be found at: <https://www.sba.gov/federal-contracting/contracting-guide/prime-subcontracting>**



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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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***Mission and Installation Contracting Command***

## ***Small Business Point of Contact***

Mr. Raja J. Seshadri  
Small Business Specialist, OSBP-MICC  
2175 Reilly Road, Stop A  
Building 1731 Armistead St.  
Fort Bragg, NC 28310  
Comm: (910) 396-9223  
E-Mail: [raja.j.seshadri.civ@mail.mil](mailto:raja.j.seshadri.civ@mail.mil)



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## *Mission and Installation Contracting Command*

# QUESTIONS

# ??????



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# *MICC-Fort McCoy*

## Advance Planning Briefing for Industry

*Mr. Tony Steinhoff*  
Director, MICC-Fort McCoy

# Welcome to the MICC





# MICC CG's Overarching Guidance

**Priorities: People + Process + Performance = Readiness**

*Mission: Deliver ready, decisive, and synchronized business solutions and contracting support to the Army enterprise*

*Vision: Operationalized support focused to enable and sustain the Globally Dominant Land Force*

*Commander's Intent: Forge strategic alliances, synchronize and integrate premier contracting operations, and optimize readiness with mission partners*

## The MICC 7 Focus Areas: 4-1-2 Framework (AMC/ACC Aligned)

**Readiness**  
Soldier & Family Readiness

Installation Readiness

Strategic Power Projection

Supply Availability & Equip Readiness

**Transform**  
Reform and Adapt

- Category Management
- Shape the Fight

**Enduring**  
Execute Funding

Active Contract Administration



# Small Business Support

- Responsible for supporting contract requirements for Fort McCoy.
- In fiscal 2019, MICC-Fort McCoy executed more than 1,493 contract actions valued at \$144,901,481 to include more than \$91,843,134 to American small businesses.

## ADVISORY

- **The information provided is to assist you in preparing your business plan for the upcoming fiscal years and assessing whether you may be interested in submitting an offer/bid in response to a solicitation for such a requirement.**
- MICC cannot guarantee that it will issue a solicitation for the exact requirement or within the same range of value for the current contract price.
- Moreover, this information does not constitute sensitive source selection materials nor is it intended to provide any potential offeror/bidder any type of competitive advantage should MICC issue a solicitation for the requirement.
- If you have additional questions, please contact the designated contracting officer.

## 88<sup>th</sup> Readiness Division (RD) Equipment Maintenance Training and Exercise Support Services located at Fort McCoy, WI and Ogden, UT

- **Mission Partner:** 88<sup>th</sup> RD Directorate of Logistics
- **Requirement:** Equipment maintenance training and exercise support. Support is required to make equipment available to Army Reserve units in Collective Training environments at Fort McCoy while saving the Government transportation resources. The Contractor will be solely responsible for the implementation of the Platinum Support Hands-on-Training (HOT). Operation Platinum Support allows USAR Soldiers in low-density supply and maintenance specialties to perform and gain proficiency in their technical skills while acting in direct support of Combined Support Arms Exercises held at Fort McCoy, WI. The Contractor shall provide the foundational requirements for the 88th RD FMCDY's equipment maintenance training and exercise support mission. These tasks include conducting 10/20 field level maintenance checks and services on all types of ground support equipment to include, but not limited to light wheeled vehicles, tractor trailers, tracked vehicles, generators, and engineer equipment. Maintenance operations (TM 10/20 particular), supply support, equipment storage/exercise, and property accountability operations will be involved with this Army Reserve equipment. Training sites will be at Fort McCoy, WI and Ogden, UT or other training sites as required by the 88<sup>th</sup> RD. Support services also include maintenance support staff and instructors to train and develop the United States Army Reservists (USAR). The Contractor shall plan, manage, receive, store, maintain, issue and report select unit equipment to meet unit needs for exercise training. The Contractor shall provide technical and professional training to USAR staff for equipment maintenance and maintenance support at Fort McCoy, WI. The Contractor shall execute property accountability, inventory, and movement for new equipment received by USAR.
- **Estimated Start Date:** 10 Sep 2020
- **Contract Type:** FFP
- **Place of Performance:** Fort McCoy, WI and Ogden, UT
- **Anticipated NAICS:** 561210 - Facilities Support Services
- **Set-Aside:** Competitive 8(a) competed against the GSA Professional Services Schedule
- **Current Contract Information:**
  - **Current Contract:** W912DY-18-C-0009
  - **Incumbent:** Advancia-UBT JV
  - **Awarded Value:** \$11,427,333.90
  - **POP:** 30-MAR-2018 TO 09-SEP-2020
  - **Set-Aside:** Direct 8(a)
  - **Source Selection:** N/A
  - **NAICS:** 561210 - Facilities Support Services
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Custodial Services at U.S. Army Reserve Facilities throughout the State of Kansas

- **Mission Partner:** 88<sup>th</sup> RD Directorate of Public Works
- **Requirement:** Custodial Services
- **Estimated Start Date:** 1 August 2020
- **Contract Type:** FFP
- **Place of Performance:** U.S. Army Reserve Facilities throughout the State of Kansas
- **Anticipated NAICS:** 561720 – Janitorial Services
- **Set-Aside:** Woman-Owned Small Business Set Aside
- **Current Contract Information:**
  - **Current Contract:** W911SA-15-P-0183
  - **Incumbent:** Sharpo LLC
  - **Awarded Value:** \$24,255.47
  - **POP:** 01-AUG-2019 TO 31-JUL-2020
  - **Set-Aside:** Economically Disadvantaged Woman-Owned Small Business Set Aside
  - **Source Selection:** Not Applicable (FAR Part 13)
  - **NAICS:** 561720 – Janitorial Services
  - **SBP** Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil

## Grounds Maintenance Services at U.S. Army Reserve Facility located in Indianapolis, IN

- **Mission Partner:** 88<sup>th</sup> RD Directorate of Public Works
- **Requirement:** Grounds Maintenance Services
- **Estimated Start Date:** 1 February 2021
- **Contract Type:** FFP
- **Place of Performance:** U.S. Army Reserve Facility located in Indianapolis, IN
- **Anticipated NAICS:** 561730 – Landscaping Services
- **Set-Aside:** Woman-Owned Small Business Set Aside
- **Current Contract Information:**
  - **Current Contract:** W911SA-16-P-0112
  - **Incumbent:** K & I Contracting LLC
  - **Awarded Value:** \$208,249.00
  - **POP:** 01-AUG-2016 TO 31-JAN-2021
  - **Set-Aside:** Woman Owned Small Business
  - **Source Selection:** Not Applicable (FAR Part 13)
  - **NAICS:** 561730 – Landscaping Services
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Groundwater Monitoring & Well Abandonment at Fort McCoy, WI

- **Mission Partner:** Fort McCoy Directorate of Public Works
- **Requirement:** Groundwater Monitoring & Well Abandonment
- **Estimated Start Date:** 1 July 2020
- **Contract Type:** FFP
- **Place of Performance:** Fort McCoy, WI
- **Anticipated NAICS:** 541380 - Testing Laboratories
- **Set-Aside:** Small Business
- **Current Contract Information:**
  - **Current Contract:** W911SA-15-D-0013
  - **Incumbent:** Hyde Environmental, Inc.
  - **Awarded Value:** \$200,577.50
  - **POP:** 01-JUN-2015 TO 31-MAY-2020
  - **Set-Aside:** Small Business
  - **Source Selection:** Not Applicable (FAR Part 13)
  - **NAICS:** 541380 - Testing Laboratories
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Mechanic Shop Towels Cleaning Services at U.S. Army Reserve Facilities located in the States of OR, WA, ID, MT, IA, MN, SD, ND, WI, MI, IL, OH, IN, MO, KS, CO, NE, UT, and WY

- **Mission Partner:** 88<sup>th</sup> RD Directorate of Logistics
- **Requirement:** Mechanic Shop Towels Cleaning Services
- **Estimated Start Date:** 1 August 2020
- **Contract Type:** FFP
- **Place of Performance:** U.S. Army Reserve Facilities located in the States of OR, WA, ID, MT, IA, MN, SD, ND, WI, MI, IL, OH, IN, MO, KS, CO, NE, UT, and WY
- **Anticipated NAICS:** 812320 - Dry-cleaning and Laundry Services
- **Set-Aside:** Small Business
- **Current Contract Information:**
  - **Current Contract:** W911SA-15-D-0027
  - **Incumbent:** ARAMARK UNIFORM & CAREER APPAREL, LLC
  - **Awarded Value:** \$216,918.12
  - **POP:** 25-SEP-2015 TO 24-SEP-2020
  - **Set-Aside:** Unrestricted
  - **Source Selection:** Not Applicable (FAR Part 13)
  - **NAICS:** 812332 - Industrial Launderers
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Custodial Services U.S. Army Reserve Facilities throughout the State of Washington

- **Mission Partner:** 88<sup>th</sup> RD Directorate of Public Works
- **Requirement:** Custodial Services
- **Estimated Start Date:** 1 September 2020
- **Contract Type:** FFP
- **Place of Performance:** U.S. Army Reserve Facilities throughout the State of Washington
- **Anticipated NAICS:** 561720 – Janitorial Services
- **Set-Aside:** Small Business
- **Current Contract Information:**
  - **Current Contract:** W911SA-15-P-0190
  - **Incumbent:** JOHN'S JANITORIAL SERVICE, L.L.C.
  - **Awarded Value:** \$81,523.20
  - **POP:** 01-SEP-2015 TO 31-AUG-2020
  - **Set-Aside:** Small Business
  - **Source Selection:** Not Applicable (FAR Part 13)
  - **NAICS:** 561720 – Janitorial Services
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

Intrusion Detection System (IDS) preventative maintenance, corrective maintenance, replacement, or installation support services at U.S. Army Reserve Facilities located in the States of OR, WA, ID, MT, IA, MN, SD, ND, WI, MI, IL, OH, IN, MO, KS, CO, NE, UT, and WY

- **Mission Partner:** 88<sup>th</sup> RD Directorate of Emergency Services
- **Requirement:** Intrusion Detection System (IDS) preventative maintenance, corrective maintenance, replacement, or installation support services
- **Estimated Start Date:** 1 September 2020
- **Contract Type:** FFP
- **Place of Performance:** U.S. Army Reserve Facilities located in the States of OR, WA, ID, MT, IA, MN, SD, ND, WI, MI, IL, OH, IN, MO, KS, CO, NE, UT, and WY
- **Anticipated NAICS:** 561621 Security Systems Services (except Locksmiths)
- **Set-Aside:** TBD
- **Current Contract Information:** Not applicable, this is a new requirement
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Grounds Maintenance Services at U.S. Army Reserve Facility located in Leavenworth, KS

- **Mission Partner:** 88<sup>th</sup> RD Directorate of Public Works
- **Requirement:** Grounds Maintenance Services
- **Estimated Start Date:** 1 March 2021
- **Contract Type:** FFP
- **Place of Performance:** U.S. Army Reserve Facility located at Leavenworth, KS
- **Anticipated NAICS:** 561730– Landscaping Services
- **Set-Aside:** Service Disabled Veteran Owned
- **Current Contract Information:**
  - **Current Contract:** W911SA-16-P-0057
  - **Incumbent:** Gateway Outdoor Solutions, LLC
  - **Awarded Value:** \$53,411.55
  - **POP:** 01-MAR-2016 TO 28-FEB-2021
  - **Set-Aside:** Service Disabled Veteran Owned
  - **Source Selection:** Not Applicable (FAR Part 13)
  - **NAICS:** 561730– Landscaping Services
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Grounds Maintenance Services at U.S. Army Reserve Facility located in Tonganoxie, KS

- **Mission Partner:** 88<sup>th</sup> RD Directorate of Public Works
- **Requirement:** Grounds Maintenance Services
- **Estimated Start Date:** 1 July 2020
- **Contract Type:** FFP
- **Place of Performance:** U.S. Army Reserve Facility located in Tonganoxie, KS
- **Anticipated NAICS:** 561730 – Landscaping Services
- **Set-Aside:** Service Disabled Veteran Owned
- **Current Contract Information:** Not applicable, this is a new requirement
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Fort McCoy DPW Repair Burma Road

- **Mission Partner:** Fort McCoy DPW
- **Requirement:** Contractor shall provide all labor, equipment, materials, transportation, and supervision necessary to perform the work under this contract including but not limited to: Excavation of Burma Road to the lines and grades shown on the drawings. Installing new culverts and headwalls. Placing and compacting fill, topsoil, guardrails, and aggregate surfacing to the lines and grades shown on the drawings. Installing and relocating new telecommunication line, utility lines and appurtenances as shown on the drawings. Installing erosion control measures in accordance with the storm water erosion control plan. Provide permit fee and submit application for the construction storm water erosion control plan. Monitor, report, and perform maintenance in accordance with Wisconsin Department of Natural Resources. Final grading of roadway side slopes, topsoil placement, final erosion control, and seeding. Where the drawings represent or indicate asphalt or concrete paving, the finished surface of the roadway must consist of aggregate base.
- **Estimated Start Date:** 15 Sep 20
- **Contract Type:** FFP
- **Place of Performance:** Fort McCoy, WI
- **Anticipated NAICS:** TBD
- **Set-Aside:** TBD
- **Current Contract Information:**
  - **Current Contract:** N/A
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Fort McCoy DPW Construct Facility for Warrior Skills Trainer

- **Mission Partner:** Fort McCoy DPW
- **Requirement:** Contractor shall provide all labor, equipment, materials, transportation, and supervision necessary to perform the work under this contract including but not limited to: Building construction and related site work as illustrated in the Bid Documents, Installation of proposed utilities including sanitary sewer, water main, gas and electrical, and Erosion control and seeding
- **Estimated Start Date:** Currently SAF FY20/21
- **Contract Type:** FFP
- **Place of Performance:** Fort McCoy, WI
- **Anticipated NAICS:** TBD
- **Set-Aside:** TBD
- **Current Contract Information:**
  - **Current Contract:** N/A
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Fort McCoy DPW Exterior Lighting

- **Mission Partner:** Fort McCoy DPW
- **Requirement:** Provide all parts, labor, tools, equipment, materials, transportation, and supervision necessary to repair existing/install new lighting in MEP area B2791-2794 at Fort McCoy, Wisconsin in accordance with the specifications, drawings, and contract documents and provide all parts, labor, tools, equipment, materials, transportation, and supervision necessary to repair lighting circuit on West F Street near the ski hill at Fort McCoy, Wisconsin in accordance with the specifications, drawings, and contract documents.
- **Estimated Start Date:** 15 Aug 2020
- **Contract Type:** FFP
- **Place of Performance:** Fort McCoy, WI
- **Anticipated NAICS:** 238210
- **Set-Aside:** 100% SB set-aside
- **Current Contract Information:**
  - **Current Contract:** N/A
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## Fort McCoy DPW Repair/Reconstruction of Ski Hill Drive

- **Mission Partner:** Fort McCoy DPW
- **Requirement:** Contractor shall provide all labor, equipment, materials, transportation, and supervision necessary to perform the work under this contract including but not limited to: Work to Ski Hill Drive, Overlook Road and J Street including: culvert removal, precast concrete box culvert installation, precast pipe culvert installation, excavation and grading, base aggregate, asphalt paving, traffic control, landscaping, seeding and erosion control.
- **Estimated Start Date:** 30 Aug 2020
- **Contract Type:** FFP
- **Place of Performance:** Fort McCoy, WI
- **Anticipated NAICS:** 237310
- **Set-Aside:** Full and Open
- **Current Contract Information:**
  - **Current Contract:** N/A
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## 88<sup>th</sup> RD Hazard Waste Sheds

- **Mission Partner:** 88<sup>th</sup> RD
- **Requirement:** Delivery of Hazmat Sheds to the various estimated locations. The resultant contract will be a firm fixed price, multiple year, indefinite delivery indefinite quantity (IDIQ) contract.
- **Estimated Start Date:** 01 June 2020 through 31 May 2025 (or subsequent date)
- **Contract Type:** FFP
- **Place of Performance:** Various delivery locations
- **Anticipated NAICS:** 332311
- **Set-Aside:** 100% WOSB set-aside
- **Current Contract Information:**
  - **Current Contract:** N/A
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

## 84<sup>th</sup> TC Mobile Shower Trailers Purchase

- **Mission Partner:** 84<sup>th</sup> TC
- **Requirement:** The 84<sup>th</sup> Training Command is seeking to purchase Four (4) mobile shower units in support of all USAR units attending organized exercise training events.
- **Estimated Start Date:** 1 Aug 20
- **Contract Type:** FFP
- **Place of Performance:** Delivery to Fort McCoy, WI
- **Anticipated NAICS:** 336212 (Truck Trailer Manufacturing)
- **Set-Aside:** SB set-aside utilizing GSA
- **Current Contract Information:**
  - **Current Contract:** N/A
  - **SBP Raja J. Seshadri, (910) 396-9223, raja.j.seshadri.civ@mail.mil**

MICC OSBP

## **MICC Office of Small Business Programs (OSBP)**

## MICC OSBP Mission

- MICC OSBP fosters acquisition opportunities to all small business categories where small businesses can best support Soldiers and their families, thus ensuring Army Readiness and developing a viable, robust Industrial base.

# Role of Small Business Office (SBO)



# Role of Small Business Office



# Small Business Goals and Achievements

CATEGORY	MICC FY19 GOAL	MICC FY19 ACHIEVEMENT %	MICC FY19 ACHIEVEMENT \$
SB	45.00%	50.31%	\$2.5B
SDB	24.00%	30.32%	\$1.5B
SDVOSB	9.00%	11.55%	\$571M
WOSB	9.00%	11.11%	\$549M
HUBZone	6.00%	10.25%	\$507M



# Pursuing Opportunities

[www.micc.army.mil/business-opportunities.asp](http://www.micc.army.mil/business-opportunities.asp)





UNCLASSIFIED

## *Mission and Installation Contracting Command*



# QUESTIONS

# ??????



*U.S. Army Contracting Command*

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# 14<sup>th</sup> Annual Wisconsin Government Opportunities Business Conference (GOBC)

*In partnership with Volk Field ANG and Fort McCoy*



## HOSTS





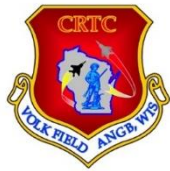
# 14<sup>th</sup> Annual Wisconsin Government Opportunities Business Conference (GOBC)



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## PARTNERS





# 14<sup>th</sup> Annual Wisconsin Government Opportunities Business Conference (GOBC)

*In partnership with Volk Field ANG and Fort McCoy*



## AGENDA

8:00 am	Briefings from Volk Field ANG, Ft. McCoy, and Wisconsin National Guard
9:30 am	Legal Update for Federal Contractors and Subcontractors
11:00 am	Where is the Money – Priorities, Opportunities and Strategy
11:40 am	Update for Federal Contractors from the US Small Business Administration
Noon	Lunch
12:30 pm	U.S. Navy Shipbuilding Outlook presented by Leonardo DRS & Update from Fincantieri Marinette Marine
1:30 pm	Briefing from Fort McCoy, the 88th Readiness Division (29 states), and the 84th Training Division
2:30 pm	<b>DOD Contract Management Update</b>
3:30 pm	Business Development, The New Normal
4:00 pm	Emergency and Disaster Contracting

## UP NEXT...

### **DOD Contract Management Update presented by DCMA and DIBCAC**

Presented by...

Jason Rathsack, Dana C. Mason and Carley E. Salmon;  
Defense Contract Management Agency

**- SAVE THE DATE -**



**14<sup>th</sup> Annual Wisconsin  
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Business Conference (GOBC)**

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**October 15, 2020**

**In-person at Volk Field in Camp Douglas, WI**