



FINDING OPPORTUNITIES

Across Army Contracting Command
and
Army Materiel Command

Beth Scherr, Director
HQ Army Contracting Command
Office of Small Business Programs





ACC MISSION

DELIVERING THE POWER OF ARMY CONTRACTING TO WIN - EVERYDAY, ANYWHERE, EVERY-TIME!



ARMY CONTRACTING COMMAND

CONTRACTING FOR VICTORY



PEOPLE

EMPLOYER/
UNIT OF CHOICE

READINESS

SET CONDITIONS
TO WIN

MODERNIZATION

ENABLE THE
ARMY OF 2030

REFORM & ACCOUNTABILITY

IMPROVED CONTRACTING
CAPABILITIES AND
ORGANIZATIONS



INSTALLATION & TRAINING SUPPORT



EXPEDITIONARY



WEAPON SYSTEMS & CAPABILITIES



COMPETITION

MAINTAIN READINESS



CRISIS

SURGE CAPABILITIES



CONFLICT

ENABLE VICTORY



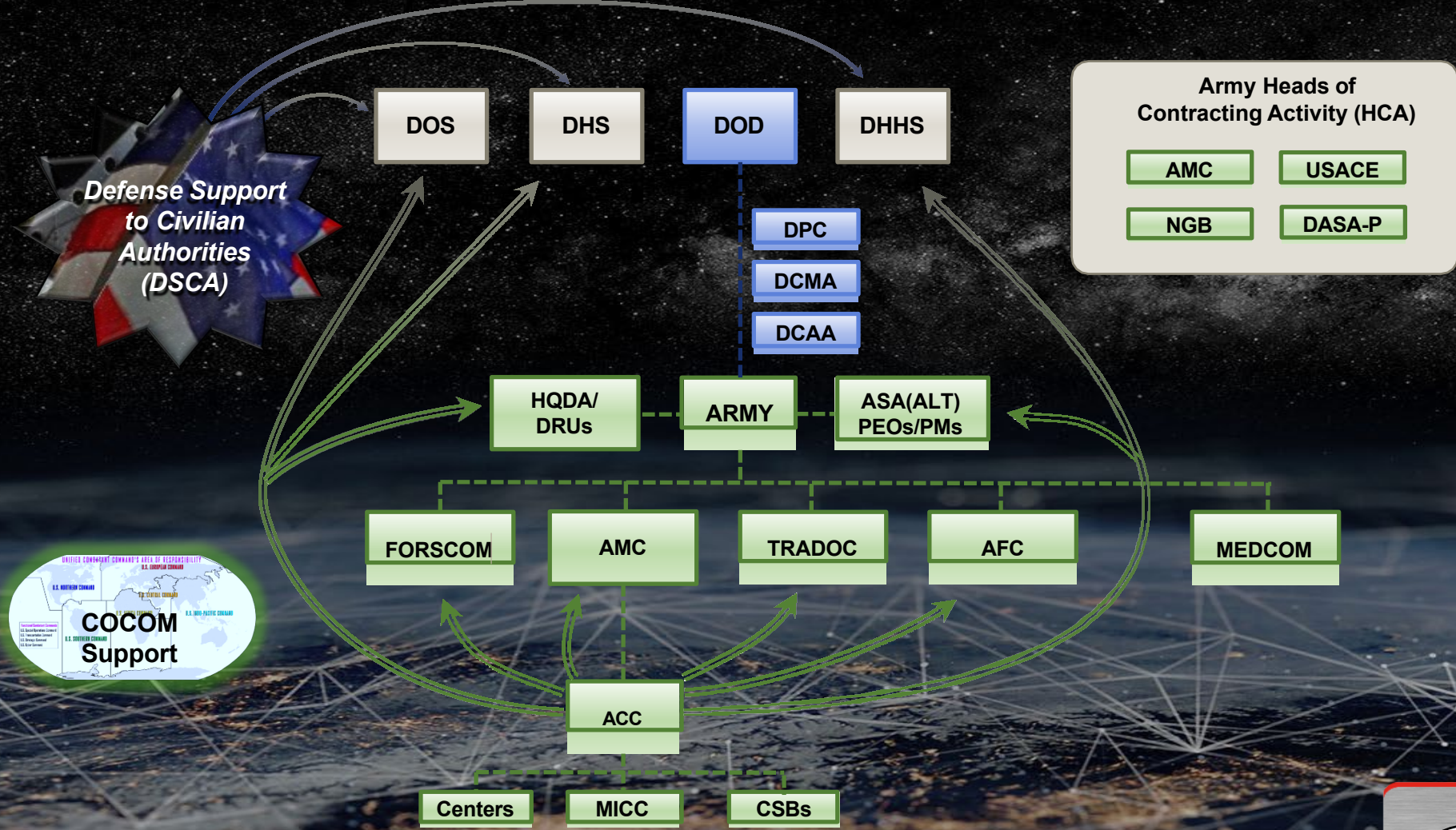
CHANGE

SUPPORT MODERNIZATION





Where ACC Fits



Supporting the "Whole of Government"





U.S. ARMY

ACC Centers Weapons & Capabilities

Detroit Arsenal



Combat and tactical vehicles, small arms, targetry, fire control, intelligence
(PEOs GCS, CS/CSS, Soldier)

Aberdeen Proving Ground



Chemical/biological defense, sensors, night vision, satellites, communications, radars, radios, software
(PEOs C3T, IEWS, Soldier, JPEO Chem Bio)

New Jersey



Weapons, armaments, ammunition, information technology
(PEOs AMMO, EIS, Soldier)

Orlando



Simulation, instrumentation, training devices
(PEO STRI)

Rock Island



Ammunition, logistics, IT and cloud, chemical demilitarization
(PEOs Ammo, EIS, ACWA)

Redstone Arsenal



Aviation, missiles
(PEOs AVN, M&S)

ACC's "centers of gravity" account for ~89% of ACC's obligations \$92B (FY23)





Mission and Installation Contracting Command

Mission: The Mission and Installation Contracting Command delivers the power of Army contracting within the CONUS Strategic Support Area for Army forces to ensure globally dominant land force capability.

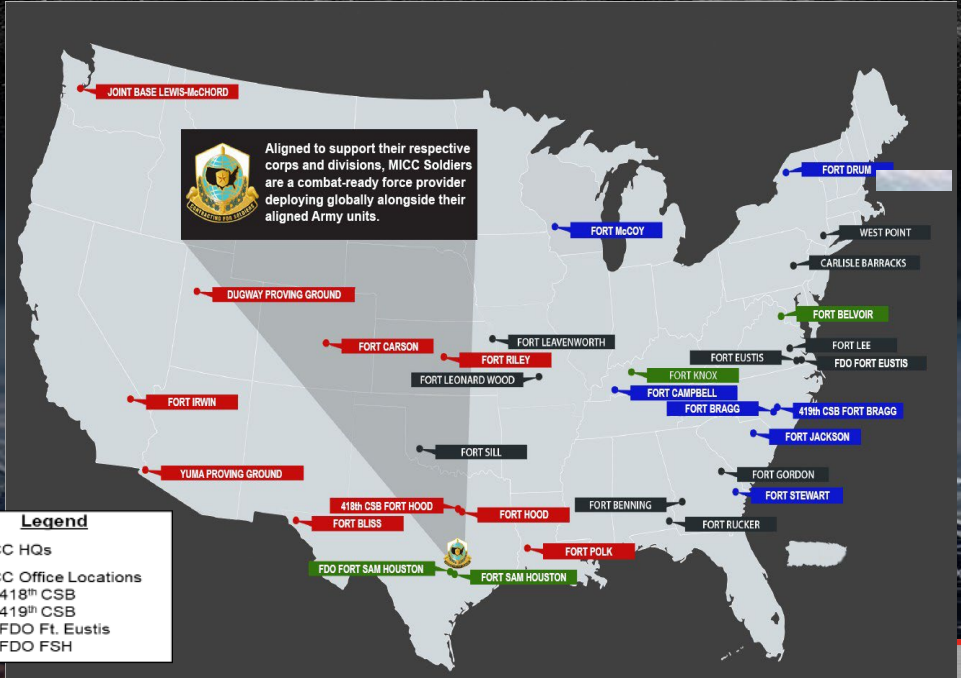
Who We Are

- Headquartered at Joint Base San Antonio, TX
- 1,300 MIL & CIV members
- 28 Contracting Offices throughout the US and Puerto Rico
- \$5.04B in annual obligations in FY22
- Employer Of Choice
- Acquisition Partner Of Choice

MICC Commander's Intent



Provides responsive, complete and compliant contracting solutions to Army commands, installations, and activities in the continental United States



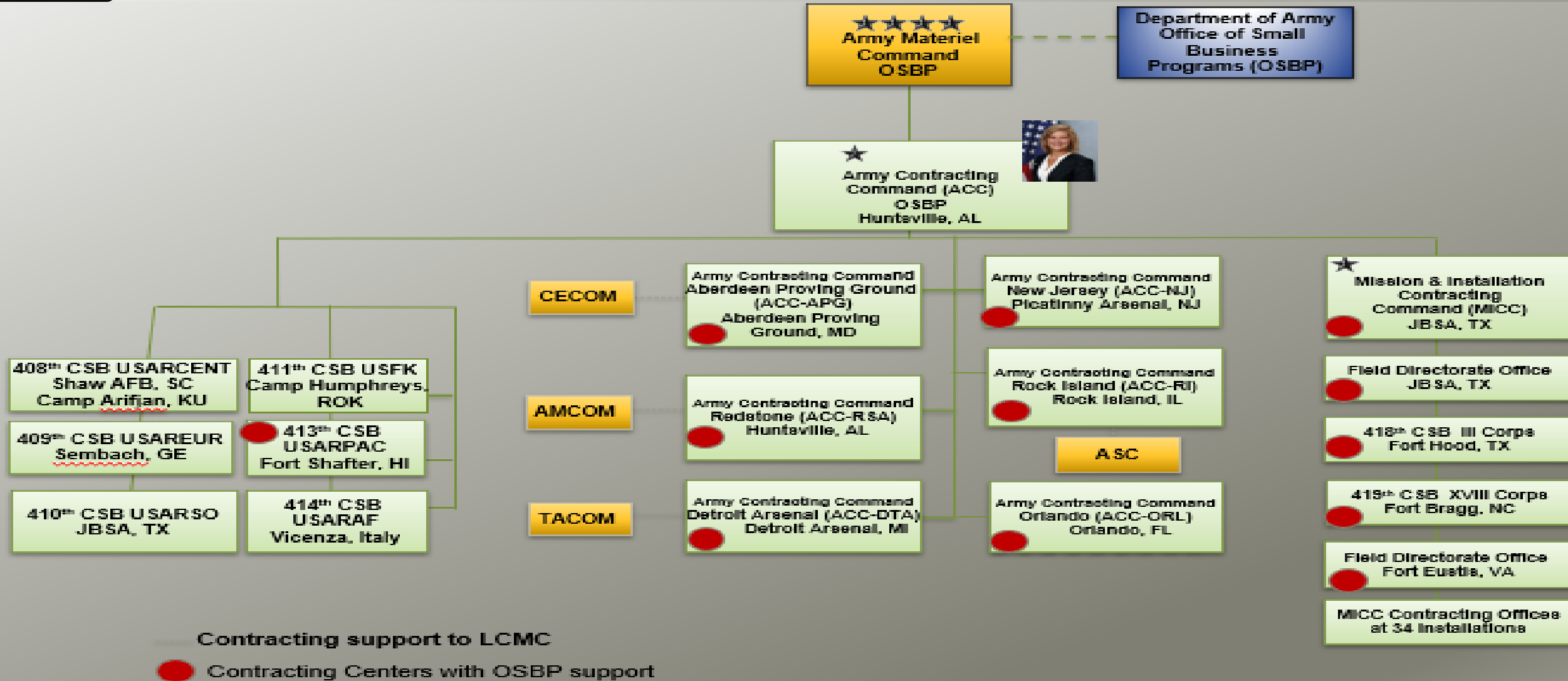
People First.....Winning Matters.....WIN Every Day





U.S. ARMY

Small Business Support Across AMC/ACC





Small Business Support

Tank Automotive
Command (TACOM)
LCMC

★ BG Michael B. Lalor Ms. Marie Gapinski



HQ, Army Materiel Command

★★★★ GEN Charles R. Hamilton
★★★ LTG Christopher O. Mohan
★ EDCG Ms. Marion Whicker
★ Mr. Thaddeus L. Martin



HQ, Army Contracting Command

★ BG Christine A. Beeler Ms. Beth Scherr



Army Sustainment
Command (ASC)

★★ MG David Wilson Mr. Todd Kowalke



Mission & Installation
Contracting Command

★ BG Douglas S. Lowrey Mr. Luis Trinidad



ACC-NJ

Mr. Thomas Daugherty Mr. Gherin Fracasso



Aviation & Missile LCMC

★ MG Thomas W. O'Connor Mr. Chris Evans



JMC/JM&L LCMC

✈️ COL Ronnie D. Anderson Mr. Todd Kowalke



413th CSB

✈️ COL Jason L. Miles Mr. Charles C. Allen



ACC-Orlando

Mr. Michael Harris Mr. Randy A. Edney



Communications Electronics Command

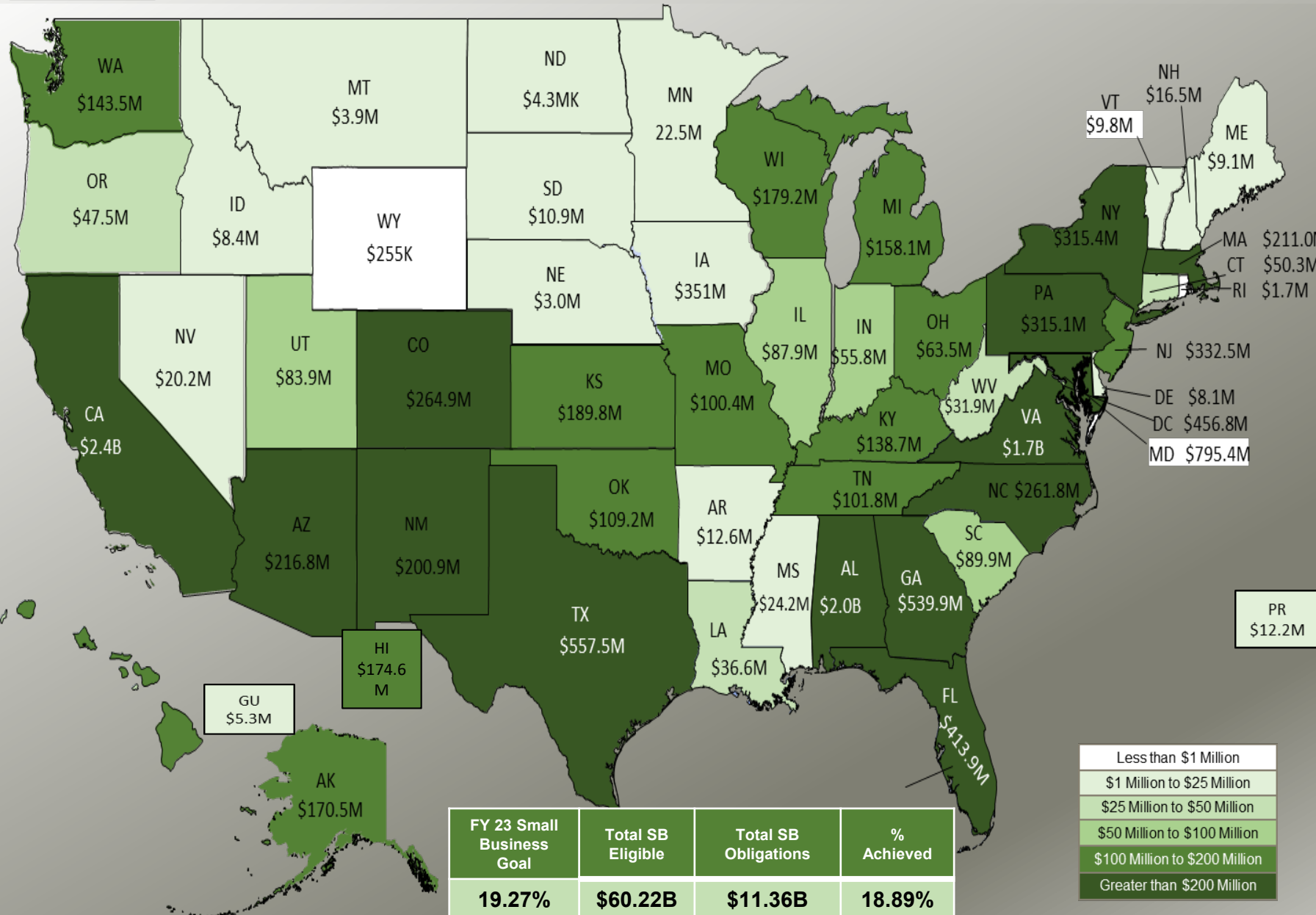
★★ MG Robert L. Edmonson (a) Ms. Diane House





FY 23 SMALL BUSINESS ACHIEVEMENTS BY STATE*

*by Place of Performance



FY 23 Small Business Goal	Total SB Eligible	Total SB Obligations	% Achieved
19.27%	\$60.22B	\$11.36B	18.89%

Less than \$1 Million
\$1 Million to \$25 Million
\$25 Million to \$50 Million
\$50 Million to \$100 Million
\$100 Million to \$200 Million
Greater than \$200 Million

Mission

- To maximize opportunities for small businesses that support Army readiness and aid in the growth of innovative and sustaining solutions

ACC Contracts for AMC Priorities

- People
- Readiness
- Modernization
- Reform





**OFFICE OF
SMALL
BUSINESS
PROGRAM
(OSBP) POC's**

ORGANIZATION	PRIMARY SB NAICS	WEBSITE / EMAIL
ACC-Aberdeen Proving Grounds (APG) / Communications-Electronics Command (CECOM) OSBP	541330 541513 541519 541712 541715	Website: https://osbp.apg.army.mil/ Email: usarmy.apg.cecom.mbx.small-business-outreach@army.mil
ACC - 413th Contracting Support Brigade OSBP	212112 236220 237310 238160 561210	Website: https://acc.army.mil/reportingunits/413th/alaska/rco-hi_small_business.html Email: usarmy.redstone.acc.mbx.acc-sb@army.mil
ACC - New Jersey OSBP	332439 332993 541330 541519 541612	Website: https://www.pica.army.mil/osbp/ Email: https://www.pica.army.mil/SBP/
ACC- Orlando OSBP	334111 334519 336419 541330 541512	Website: https://acc.army.mil/contractingcenters/acc-ori/OSB_programs.html Email: usarmy.orlando.peo-stri.list.office-of-small-business-programs@army.mil
ACC-Rock Island (RI) / Army Sustainment Command (ASC) OSBP	332993 541511 541512 541519 561210	Website: https://www.aschq.army.mil/Resources/ Email: usarmy.ria.asc.mbx.sb@army.mil
ACC-Redstone Arsenal (RSA) / Aviation and Missile Command (AMCOM) OSBP	236220 336413 541330 541712 541715	Website: Currently down for revision/updates Email: usarmy.redstone.amcom.list.osbp-all@army.mil
Mission Installation Contracting Command (MICC) OSBP	236220 237310 541330 541519 561210	Website: https://www.army.mil/MICC#org-small-business Email: usarmy.jbsa.acc-micc.list.hq-osbp-headquarters@army.mil
ACC-Detroit Arsenal (DTA) / Tank-Automotive & Armaments Command (TACOM) OSBP	236220 333517 336212 336611 541330	Website: https://www.tacom.army.mil/osbp Email: usarmy.detroit.tacom.mbx.lcmc-osbp@army.mil





SMALL BUSINESS LINKS to Opportunities

ACC Office of Small Business Programs (OSBP)	Forecast of Opportunities & OSBP's POC's across ACC/AMC, Request Capability Brief & more https://acc.army.mil/smallbusiness/
Army Material Command (AMC) OSBP	AMC installations by location and core competencies https://www.amc.army.mil/Connect/Business-Connections/
Department of Army OSBP	Forecast of Opportunities for ACC and other Army commands https://osbp.army.mil/
Department of Defense OSBP	Listing of OSBP's across DoD https://business.defense.gov/
System for Award Management (SAM)	Official site for registering, contract opportunities & contract data https://sam.gov/
Computer Hardware Enterprise Software and Solutions (CHES)	Primary source for commercial IT across the Army and information how to on-ramp. https://ches.army.mil
General Services Administration (GSA)	Buying_selling/purchasing-programs/ gsa-multiple-award-schedule https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule
Apex Accelerators (formerly PTAC)	Axis for existing & new business to strengthen the defense industrial base https://www.apexaccelerators.us/#/
Small Business Administration (SBA)	Aids in planning, starting, growing, resourcing & funding small businesses https://www.sba.gov/
Subcontracting Network (SubNet)	Aligns businesses seeking small business subcontracting opportunities. https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm
Small Business Innovation Research/Small Business Technology Transfer-SBIR/STTR	Fosters, encourages, and strengthens the role of small businesses to meet Army research and development needs in the face of great-power competition https://www.armysbir.army.mil/
Mentor-Protégé Program (MPP) Department of Defense (DOD) and Small Business Administration (SBA)	DoD: https://business.defense.gov/Programs/Mentor-Protege-Program/ SBA: https://www.sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program
xTech Search	Assistant Secretary of Army for AT&L sponsored prize competition www.xtechsearch.army.mil
Project Spectrum	Educate, train, and equip businesses with tools necessary to strengthen cybersecurity resilience www.projectspectrum.io
AMCOM Commercial Solutions Opening (CSO)	Acquisition tool that allows innovative proposals to meet AMCOM's innovation capability gaps ("Areas of Interest"). As of Oct 2023, 14 Areas of Interest listed... https://sam.gov/opp/d569706a33df4db1bede10bcf4a5dd57/view



PURSUING OPPORTUNITIES

Homework

- Understand federal government contracting procedures
- Know your customer and what's important to them
- How can your company help them & the Army accomplish its' mission?

Leverage SB Advocates

- APEX Accelerators, (formerly PTAC)
- Small Business Development Centers
- Small Business Professionals
- There to help – but be respectful of their time

Research Opportunities

- Visit SAM.gov regularly
- Advanced Acquisition Forecast, updated semiannually posted on ACC & Army OSBP websites:
 - ACC: <https://acc.army.mil/smallbusiness/>
 - Army: <https://osbp.army.mil/>

Capability Statements

- Highlight your company and what differentiates you from your competitors
- Be specific and succinct – use specific examples that align to your audience – no more than 5 slides
- Include NAICS, socio-economic status, past performance and other certifications (CMMC, ISO, etc)

Be a Disrupter

- Respond to sources sought notices and Requests for Information (RFI's).
- Tell your small business competitors to respond. Think Rule of Two!

Network

- Small business fairs,
- Outreach events,
- Industry Days (APBI's)
- Matchmaking sessions

Open Aperture

- subcontracting,
- joint venture,
- teaming

Elevate urgent matters

- Utilize Activity's ombudsman on *active* acquisitions

FINDING OPPORTUNITIES

The screenshot shows the website header for the Army Office of Small Business Programs. The navigation menu includes: Home, About Us, Programs, Small Business, Events, Resources, Contact Us, and Search. A blue arrow points from the 'Resources' menu item to a highlighted box containing the text 'LONG-RANGE ACQUISITION FY 2023 FORECASTS'. Below this box is a list of four commands:

- U.S. Army Corps of Engineers (USACE)
- U.S. Army Futures Command (AFC)
- U.S. Army Materiel Command (AMC)
- U.S. Army Medical Research and Development Command

A second blue arrow points from the left towards the list of commands. At the bottom of the page, the URL <https://osbp.army.mil/Resources/Army-Long-Range-Acquisition-Forecasts> is displayed.



ACC OSBP CONTACT INFO

Website:

<https://acc.army.mil/smallbusiness>



Beth Scherr, Director
Army Contracting Command
Office of Small Business Programs

More Info:

- ACC Overview
- Request for Meetings
- Helpful Links
- AMC Small Business Offices
- Acquisition Forecast
- Industry Engagements

Email us:
usarmy.redstone.acc.mbx.acc-sb@army.mil

