



Mission and Installation Contracting Command



Doing Business with Mission & Installation Contract Command (MICC) Center-Fort Knox, KY

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DISCUSSION ITEMS

- **Who Are We?**
- **Pursuing Opportunities with MICC Center-Fort Knox**
- **Small Business Achievements**
- **Q&A**



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Who Are We?

- **1 March 2008:**
 - **Army Contracting Agency reorganized and is now--**

 - **Army Material Command (AMC)**
 - **Army Contracting Command (ACC)**
 - **Mission & Installation Contracting Command (MICC)**
 - » **MICC Center-Fort Knox Directorate of Contracting**



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Who Are We? (cont.)

- **Fort Knox is home to U.S. Army Accessions Command (USAAC) and new home of the Human Resources Center of Excellence (HRCE)**



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Who Are We? (cont.)

- **USAAC provides integrated command and control of the recruiting for the Army's officer, warrant officer, and enlisted forces. Subordinate commands are:**
 - **U.S. Army Recruiting Command (USAREC)**
 - **U.S. Army Cadet Command (USACC)**
 - **U. S. Accessions Support Brigade (USASB)**



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Who Are We? (cont.)

- **HRCOE—Provide full spectrum of human resources services to Soldiers, Veterans, Retirees, and Army Families. HRCOE is the largest human resources organization in the world.**



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Who Are We? (cont.)

- **“Partners in Excellence” on Fort Knox include, but are not limited to:**
 - **1st Brigade of the ROTC**
 - **Active Army organizations**
 - **Army Reserve**
 - **National Guard**
 - **U.S. Marine Corps**



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Who Are We? (cont.)

- **MICC Center-Fort Knox currently provides support to the following commands:**
 - **Fort Knox**
 - **Fort Belvoir**
 - **Fort Campbell**
 - **Fort Carson**
 - **Joint Base Lewis-McChord (JBLM)**



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Who Are We? (cont.)

- **Contracts Division: Provides acquisition support for all activities on the installation, as well as tenant and satellite activities**
- **Contract Management Division: Administers construction, service, and supply contracts**
- **Government Purchase Card (GPC) Team**



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What We Buy

- **MICC Center-Fort Knox also is responsible for base operations support on Fort Knox to include:**
 - **Supplies**
 - **Services**
 - **Minor Construction**
 - **Repairs**
 - **Information Technology Services**



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What We Do Not Buy

- **Military Construction Appropriations (ground up)**
 - **Corps of Engineers (COE, Louisville District)**
- **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 Knox

- **Army/Air Force Exchange Services (AAFES)**
- **Defense Commissary Agency (DECA)**
- **Non-appropriated Fund Instrumentality (NAFI)**
- **Corps of Engineers (COE)**
- **U. S. Army Medical Command, Southeast Regional Contracting Officer**
- **Army Materiel Command**



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Pursuing Opportunities

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



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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) and North American Industry Classification System (NAICS) code 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. www.sba.gov for more information



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Pursuing Opportunities (cont.)

- **Know your customers product/service requirements**
- **Focus your marketing efforts**
 - **Research tools**
 - **Federal Procurement Data System Next Generation--**
www.fpdsng.gov
- **Develop a 1-page capabilities brief**
- **Investigate small business fairs or matchmaking session**



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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**
 - **Registration in Central Contractor Registration (CCR) database is mandatory—www.ccr.gov**
 - **CCR, Small Business Search, 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—**
 - <http://doc.knox.army.mil>
 - **Army Single Face to Industry**
<https://acquisition.army.mil/asfi/>
 - **Federal Business Opportunities**
www.fedbizopps.gov or www.fbo.gov
 - **FedBid (Optional for Army)**



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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**
 - **GSA Louisville office: 502-582-6436**



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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 Credit Card Office (Ms. Catherine “Jainie” Bell, 502-624-4254)**



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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.)

ON THE HORIZON--

- **Our website provides a link to Advance Acquisition Planning as well as active solicitations**
- **Other requirements:**
 - **Fort Carson Logistics (2011)**
 - **Fort Knox Logistics (2011)**
 - **Army Advertising (2011-Unrestricted – awesome subcontracting opportunities)**



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Pursuing Opportunities (cont.)

- **Know the resources available to assist you**
 - **Procurement Technical Assistance Centers (PTACS) are located in most states and provide small business concerns with information on how to do business with the Government**
 - **Small Business Specialists are normally available to provide information on how to do business with the Government as well as site specific information**
 - **Vendors are not authorized to market “door-to-door” to units/activities.**



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SB ACHIEVEMENT – FY09

Small Business Category	FY 2009 (\$000)	FY 2009 Target %	FY 2009 Actual %
	\$614,030		
Small Business	\$188,964	30.0%	30.8%
Small Disadvantaged	\$95,580	15.0%	15.6%
Women-Owned	\$33,498	6.0%	5.5%
HUBZone	\$32,095	10.0%	5.2%
SDVOSB	\$53,944	4.5%	8.8%
8(a)	\$59,896	---	9.8%



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SB ACHIEVEMENT – FY10 (As of July 2010)

Small Business Category	FY 2010 (\$000)	FY 2010 Target %	FY 2010 Actual %
	\$306,292		
Small Business	\$99,785	27%	32.58%
Small Disadvantaged (incl. 8(a))	\$55,488	13%	11.71%
Women-Owned	\$12,556	5%	4.10%
HUBZone	\$24,274	5%	7.93%
SDVOSB	\$38,537	7%	12.58%



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QUESTIONS ???????



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