Doing Business With
The Marine Corps System Command
(MARCORSYSCOM)

2010 APBI Conference
MCSC Contracts (CT)

Mission Statement:
“To contribute to the warfighting mission of the United States Marine Corps by providing quality, timely, cost-effective and value-added procurement solutions to our Marine Corps customers; all while being diligent and faithful stewards of the taxpayers dollars and trust.”

Core Values:
Ethical Contracting
Customer Responsiveness
Smart Business Decisions
Quality End Products

Motto:
CT02 – Doing things RIGHT…doing RIGHT things!
WHO DO WE SUPPORT?

CT Provides Contract Support for:
- 8 Product Groups
- 1 PEO (LS)
- 4 Standalone PMs
- 4 USMC Acquisition-related Activities (JNLWD, MCTSSA MCOTEA & MCWL)
- Int’l Programs & Foreign Military Sales (FMS)
- Command Support and R&D Contracts Support
- Overall MCSC Contracting Subject Matter Expertise for internal & external USMC, DoN and DoD customers
- Ongoing command strategic and organizational initiatives
- THIS EQUALS = The contractual execution of over 220 ACAT I thru IV Command programs to include over 50+ “Joint Programs” as well as support for over 175 non-ACAT acquisition programs, systems and projects.
“CT Workload in Dollars”

<table>
<thead>
<tr>
<th>Year</th>
<th>Billions</th>
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<tbody>
<tr>
<td>FY01</td>
<td>$676,838,1</td>
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<tr>
<td>FY02</td>
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<tr>
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<td>FY08</td>
<td>$12,611,383</td>
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<tr>
<td>FY09</td>
<td>$6,054,383</td>
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</table>
FY-2010 CONTRACT DOLLARS

• Year to date contract obligations - FY 2010
  – $4,086,110,219
PEO-LS
Contracting Opportunities

• Procured $226M - Automobile Manufacturing NAICS: 333611 for Trucks and Truck Tractor Manufacturing Product Code 2320
• Procured $244M - Military Armored Vehicle, Tank, and Tank Component Manufacturing NAICS: 336992 for Combat Assault and R&D-Tank
• Total Obligated FY10 to date: $604 Million+
PG-9
Contracting Opportunities

• Procured $223M- Engineering Services
  NAICS code: 541330 Product Code: R425

• Procured $188M- Administrative Management and Consulting Services
  NAICS code: 541611 Product Code: R408

• Total Obligated FY10 to date: Over $485 Million+
PG-10
Contracting Opportunities

• Computer Manufacturing
• NAICS Codes: 33411 Electronic Computer Manufacturing, 423430 Computer and Peripheral Equipment, 541519 Other Computer Related Services
• Primarily looking for ADP Components
• Over 45% obligated to Small Businesses
• Total Obligated FY10 to date: Over $431 Million+
PG-11
Contracting Opportunities

• Primarily looking for NAICS codes: 334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing, 334119 Other Computer Peripheral Equipment

• Product Codes: R425 Engineering Services, AC65 R&D Electronics and Communication Equipment

• Total Obligated FY10 to date: over $236 Million+
PG-12
Contracting Opportunities

- Obligated contract actions for Radios, Printed Circuit Assemblies, Telephone Apparatus, Electronic Counter-Measure Equipment, and Other Professional Services
- Almost 30% of action obligations were to Small Business
- Total Obligated FY10 to date: $220 Million+
PG-13
Contracting Opportunities

• $116 Million obligated to Small Business
• Obligated $139M for Ammunition (other than small arms) NAICS code 332993
• Primary focus on Small Arms, Optical Equipment, Machine Shops and Operational Weapons
• Total Obligated FY10 to date: Over $375 Million+
PG-14
Contracting Opportunities

• 34% of action obligations were for Testing Laboratories NAICS 541380, Product code H225 Equipment Testing SVCS/Vehicular Equipment

• 56% of action obligations were for Ammunition NAICS 332993

• Total Obligated FY10 to date: $132 Million+
PG-15
Contracting Opportunities

• Over 220 contract action obligations for Military Armored Vehicle, Tank, and Tank Component Manufacturing NAICS 336992

• Also looking for Engineer Services, Photographic Equipment, Pump and Pump Equipment, Air-Conditioning, Other Plastics Product Manufacturing

• Total Obligated FY10 to date: $2.2 Billion+
PG-16
Contracting Opportunities

• $110M in Special Purpose Clothing Product code 8415 and Footwear 8430
• $30M in Tents and Tarps Product Code 8340
• Obligated over $255M in Personal Armor Product Code 8470
• Over $46M in Men’s Outwear 8405
• Total Obligated FY10 to date: $500 Million+
PM TRASYS
Contracting Opportunities

- Over $112M for Training Aids Product Code 6910
- Over $93M for Facilities Support Services NAICS code 561210
- Over $40M in Fabricated Structural Manufacturing NAICS code 332312
- Over $31M in Operational Training Devices Product Code 6930
- Total Obligated FY10 to date: $403 Million+
MRAP
Contracting Opportunities

• Over 99% obligations for Military Armored Vehicle, Tank, and Tank Component Manufacturing NAICS 336992, Combat Assault and Tactical Vehicle Product Code 2350

• Total Obligated FY10 to date: $700 Million+
Low Hanging Fruit

Small Business

• There are many opportunities available for 8(a) small businesses
• FY 09 8(a) $’s = $295,067,435.08
• SBIRs - $17.6M in FY09
• SBIRs - $18.2M projected for FY10

ACSS/CEOss

• Approximately 84% of obligating actions are for Program Management and Support Services
• Task Orders are issued to GSA schedule holders in the CEOss program
• Total Obligated FY 09: $43M+
Low Hanging Fruit (cont)

Micro Purchases

• FY 09 - $3.2M in Purchase Card Transactions – Non-competitive actions!
• Top five purchase card users:
  ✓ Workforce Management Services Training $974,438.74
  ✓ Infantry Weapon Systems $159,375.47
  ✓ CIO $156,436.91
  ✓ AC F&S $148,228.62
  ✓ Program Manager Training Systems $87,165.70
Small Business Innovation Research (SBIR)

The SBIR PM solicits Topics three times a year.

Current Active SBIR’s:

Product Groups
Currently have 36 Active SBIRs

PEO Land Systems
Currently have 12 Active SBIRs

Independent PMs
Currently have 2 Active SBIRs
MCSC SBIR Program

- Marine Corps System Command’s position on Topic and funding allocation
  - SBIR is a Marine Corps asset
  - All PGs and PEO have equal opportunity to submit Topics for consideration – PEO has never been denied a topic request by USMC SBIR PM
  - Funding is allocated on an as needed basis to support the Command’s priorities and is controlled by the MCSC SBIR PM
  - No POM process – each FY allotment isn’t known until it arrives – 1st increment Nov-Jan, 2nd Feb-Apr
MCSC SBIR Program (cont)

- Outreach, Collaboration and Support
  - Army SBIR
  - PEO Soldier
  - SOCOM
  - MCWL
  - Navy -- NAVFAC ESC, Port Hueneme

- Commercialization Pilot Programs
  - Portable Fuel Analyzer
  - Non-woven FR Materials
  - Automatic Test Equipment
  - Night Vision Fusion

- Significant efforts
  - Sensing through Walls
  - Pre-Shot Sniper Detection
  - Tritium Replacement for Weapons Sights
  - Energy Conservation
How Do We Publicize Our Actions?

**NECO**
- Single point of entry for all MARCORSYSCOM open market competitive solicitations
- NECO automatically uploads to FEDBIZOPS
  https://NECO.navy.mil

**GSA E-Buy**
- Used for commercial items IAW FAR Part 8
- RFQs are posted to
  https://gsaebuy.gov
GET PREPARED

• Identify your product or service
  ➢ Know your Federal Supply Classification (FSC) code.
  ➢ Many government product/service listings and future procurements are broken down by FSC or North American Industry Classification System (NAICS) code.
  ➢ Classification System (NAICS) code.
• Obtain a DUNS Number
  [Link]
• Register in the CCR System
  [Link]
• Obtain a CAGE Code
  [Link]
• Obtain a NAICS Standards Code
  [Link]
• Obtain an EIN
  [Link]
Know the Rules of the Road

- Federal Acquisition Regulations (FAR)  
  http://www.arnet.gov/far

- Defense Federal Acquisition Regulation Supplement (DFARS)  

- Navy Marine Corps Acquisition Regulation Supplement (NMCARS)  
  http://acquisition.navy.mil/policy_and_guidance/nmcars
DO YOUR MARKET RESEARCH

• FPDS-NG

• NECO
What is FPDS?

- An automated system used to collect and report on federal procurement spending:
  - Data is submitted via a contract writing system (CWS) or directly into FPDS using direct web input
  - Standard and ad hoc reports are available to be run by individuals
- The single authoritative repository for federal procurement award data
  
http://fpds.gov
Who Uses FPDS?

- Designed for Use by:
  - Programming and Procurement Analysts
  - Contracting Officers
  - Senior Procurement Executives
  - Congress, state, and local governments
  - System Administrators
  - Media, research groups, marketing groups, students, and commercial businesses
  - All other interested public parties
What Data Does FPDS Contain?

- Contract Data in General Categories
  - Dates
    - Date Signed
    - Date Effective
    - Last Date to Order
    - Completion Date
  - Amounts
    - Action Obligation
    - Base and Exercised Options Value
    - Base and All options Value
  - Purchaser Information
    - Contracting Office Information
  - Contractor Information
    - CCR information
    - Contractor Name
    - DUNS
    - Socio/Economic Data

- Contract data (no CLIN information.)
  - Type of Contract
  - NIA

- Legislative Mandates
  - Walsh Healey Act
  - Davis Bacon Act

- Service/Commodity Information
  - Service Code
  - NAICS Code

- Competition Information
  - Extent Competed
  - Set Asides
  - Sole Source

- Preference Programs
  - CO’s Business Size Selection
  - Reasons Not Awarded
  - Set Asides
Getting Started with NECO

- You will need a PC with a modem and Internet Service
- Register with NECO at https://neco.navy.mil
- Complete the daily e-mail customization option
- Contact the NECO Help Desk at 1-800-503-6326 with questions or technical support issues
**NECO Capabilities**

- Provides Vendors access to all Procurement Opportunities, receipt of new postings pushed daily based on customized Vendor registration.

- Vendors have the ability to Submit a Bid electronically via EDI or the NECO website for secure delivery to the Buyer, this at no cost to the Vendor.
HOW TO MARKET TO US

• Identify the appropriate PG that is acquiring your product or service
• Send the appropriate Program Manager and Contracting Officer your Capability Brief
• Attend Industry Days – Check NECO
• Attend Expos/Conferences/Marine Day
• Submit responses to RFI’s
• Have an innovation idea? Submit An Unsolicited Proposal
• Be persistent
Unsolicited Proposals

- Make sure your unsolicited proposal offers a unique and innovative methods or approaches and that offer significant technological promise toward the accomplishment of our mission.
- A valid unsolicited proposal must be independently originated and developed, prepared without Government supervision, and provides sufficient detail for Government review, but must not be an advance proposal for a known agency requirement.
- Submission of an unsolicited proposal does not in any way guarantee a contract award.

SUBMIT TO:
Subcontracting

- Many subcontracting opportunities
  - Check NECO for contract awards
  - Check RFPs for subcontracting plan requirements
  - Consider Joint Ventures and Teaming Arrangements with Large Contractors and 8(a) or ANC firms
  - There are benefits for Large Businesses to subcontract with SB, SDVOB, HubZone Businesses, etc.
For Additional Information…

Beverly Hobbs, Career Manager  
Beverly.hobbs@usmc.mil

Mohammed Haque, Contract Specialist  
Mohammed.n.haque@usmc.mil

Tiffany Parker, Contract Specialist  
Tiffany.parker@usmc.mil