



**MARINE CORPS SYSTEMS COMMAND**  
**UNITED STATES MARINE CORPS**

# **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.**

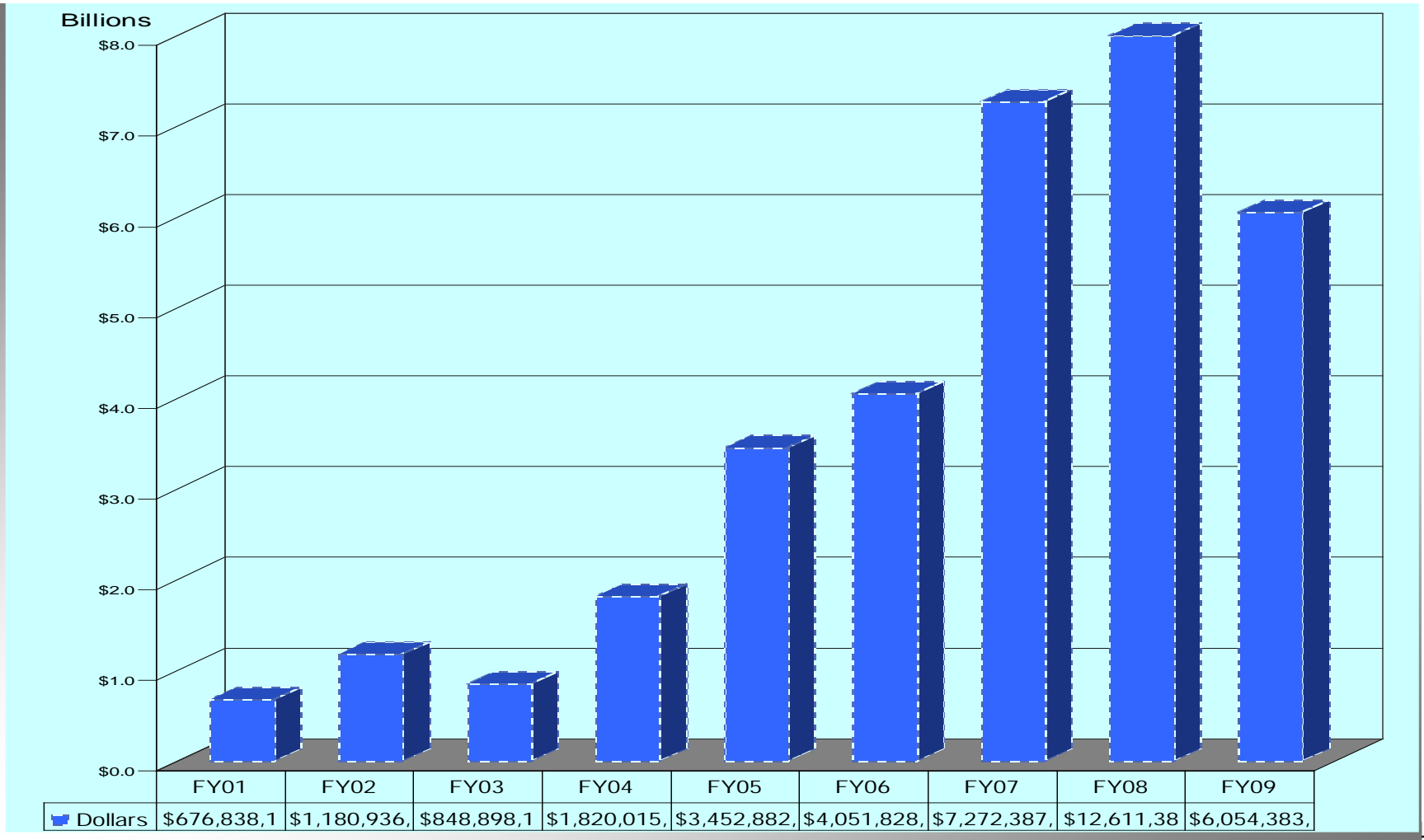


# MARINE CORPS SYSTEMS COMMAND

## UNITED STATES MARINE CORPS



### “ CT Workload in Dollars”





## 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  
Program Management and Support Services
- 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 – 1<sup>st</sup> increment Nov-Jan, 2<sup>nd</sup> 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.
- **Obtain a DUNS Number**  
<http://fedgov.dnb.com/webform/displayHomePage.do>
- **Register in the CCR System**  
[www.ccr.gov/](http://www.ccr.gov/)
- **Obtain a CAGE Code**  
[www.dlis.dla.mil/cage\\_welcome.asp](http://www.dlis.dla.mil/cage_welcome.asp).
- **Obtain a NAICS Standards Code**  
<http://www.census.gov/epcd/www/naics.html>
- **Obtain an EIN**  
<http://www.irs.gov/businesses/small/article/0,,id=102767,00.html>



## Know the Rules of the Road

- Federal Acquisition Regulations (FAR)  
<http://www.arnet.gov/far>
- Defense Federal Acquisition Regulation Supplement (DFARS)  
<http://www.acq.osd.mil/dpap/dars/index.htm>
- Navy Marine Corps Acquisition Regulation Supplement (NMCARS)  
[http://acquisition.navy.mil/policy\\_and\\_guidance/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:**

Marine Corps Systems Command, 2203 Sherwood Ave,  
Attn: Contracts, Business Operations 02B, Quantico, VA  
22134.





## 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](mailto:Beverly.hobbs@usmc.mil)

Mohammed Haque, Contract Specialist

[Mohammed.n.haque@usmc.mil](mailto:Mohammed.n.haque@usmc.mil)

Tiffany Parker, Contract Specialist

[Tiffany.parker@usmc.mil](mailto:Tiffany.parker@usmc.mil)