



U.S. Army Research, Development and Engineering Command



***TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.***

Office of Small Business Programs

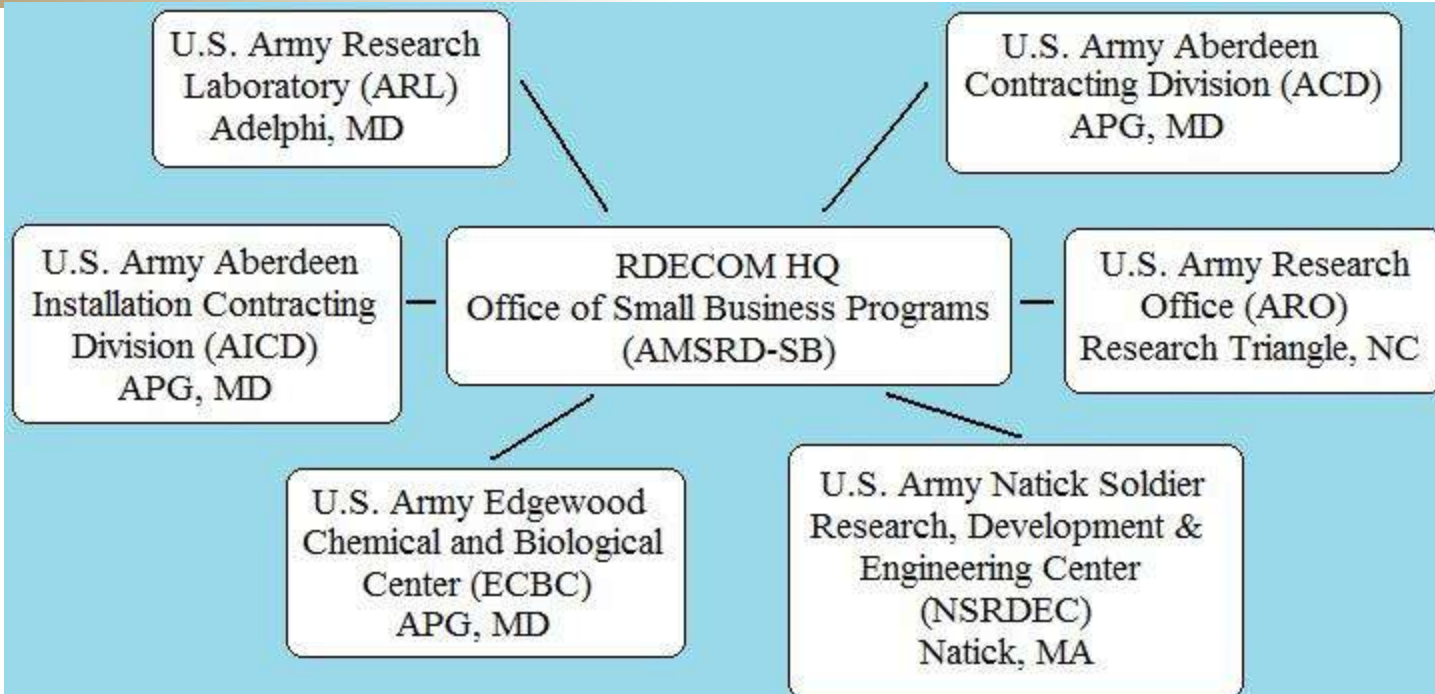
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# Topics Ahead:

- RDECOM OSBP Structure
- RDECOM and Edgewood spending in FY2012
- Top NAICS codes for Edgewood customers
- Small Business Program goals for FY2012
- Subcontracting vs. Participation
- RDECOM OSBP Website Introduction



These are supported by other LCMC Contracting Centers:

U.S. Army Armament Research, Development and Engineering Center (ARDEC) Picatinny Arsenal, NJ

U. S. Army Aviation and Missile Research Development and Engineering Center (AMRDEC) Hunstville, AL

U.S. Army Tank Automotive Research, Development and Engineering Center (TARDEC) Warren, Michigan

U.S. Army Communications-Electronics Research, Development, and Engineering Center (CERDEC) APG, MD



# FY2012: RDECOM

As of 16 Sep 2012, \$3.347 B obligated:

- Small Business: \$ 1.05B (31.48%)
- Small Disadvantaged: \$ 290M ( 8.65%)
- Women-Owned: \$ 139M ( 4.17%)
- HUBZone: \$ 78M ( 2.32%)
- Service Disabled Veteran: \$ 62M ( 1.86%)
- HBCU/MI\*: \$ 6M ( 6.42%)

\* HBCU is calculated against “higher education” total spend of \$96.85M



# FY2012: Edgewood Contracting Div.

As of 16 Sep 2012, \$490.39M obligated:

- Small Business: \$50.31 M (10.26%)
- Small Disadvantaged: \$ 7.61 M ( 1.55%)
- Women-Owned: \$ 8.11 M ( 1.65%)
- HUBZone: \$ .69 M ( 0.14%)
- Service Disabled Veteran: \$ .85 M ( 0.17%)
- HBCU/MI\*: \$ .20 M (4.27%)

\* HBCU is calculated against “higher education” total spend of \$4.68M



# Edgewood Contracting Division's

## Top NAICS, FY2012

(DODAAC: "W911SR")

- 541330 "Engineering Services"
- 541710 "R&D in Physical, Engineering, Life Sciences"
- 334516 "Analytical Lab Instrument Mfg"
- 334511 "Search, Detection.. Instrument Mfg"
- Runners up: 541712, 339113, 334519, 541711, 335999, 541620



# RDECOM FY2012 SB Goals

|                           |       |
|---------------------------|-------|
| Small Business:           | 30.5% |
| Small Disadvantaged:      | 7.0%  |
| Women-Owned:              | 5.0%  |
| HUBZone:                  | 7.0%  |
| Service Disabled Veteran: | 2.0%  |
| HBCU/MI:                  | 10.0% |
| - SB Subcontracting:      | 35.0% |
| - SDB Subcontracting:     | 3.0%  |
| - WOSB Subcontracting:    | 3.0%  |
| - HUBZone Subcontracting: | 3.0%  |
| - SDVOSB Subcontracting:  | 0.3%  |



# New Subcontracting Goals = More Attention

- Aggressiveness of Subcontracting Plan goals during source selection
- Follow-through on that Subcontracting Plan treated as a contract deliverable
- Likelihood of invoking Liquidated Damages Clause (52.219-16):
  - Contracting Officer determines “Good Faith Effort” of contractor to meet goals
  - Dollar-for-dollar consideration required: “The amount of probable damages attributable to the Contractor’s failure to comply, shall be an amount equal to the actual dollar amount by which the Contractor failed to achieve each subcontract goal”





# Subcontracting Plan vs. Participation Plan

- Not required from Small Businesses
- Percentage of subcontracts
- Acceptable/Unacceptable
- Incorporated into Contract at award
- Reported in eSRS, CPARS
- Provides subcontracting commitment
- Required from all offerors
- Percentage of entire effort
- Rated Factor
- Not incorporated
- Perhaps CPARS
- Provides magnitude

**Most participation plans are prepared incorrectly –**

**Industry still playing “Catch-Up” to learn what belongs in a Participation Plan**



## PARTICIPATION PLAN BASICS

- Base all percentage calculations on percentage of total contract value (TCV)
- If proposing on a multiple award contract, choose a percentage of the TCV (20%, 30%) as the total award amount so that you have a base against which to calculate your participation levels
- State the dollars and percentage of TCV planned for each subcontractor, broken out by the base and any option years
- State the dollars and percentages (of TCV) that are planned for SB and each of the subcategories of SB, also by base year and each option year



## PARTICIPATION PLAN BASICS

- The plan should state the NAICS and the description of the work to be performed by each subcontractor
- The plan will identify the subcontractors by name, address and CAGE code, will contain and will contain signed teaming agreements stating the level of planned participation for each subcontractor within their teaming agreement
- A table showing the planned levels of participation for SB and the socioeconomic groups vs. the goals of the solicitation shall be included
- Past performance against participation goals should be addressed
- Dollars to a subcontractor belonging to multiple socioeconomic groups gets to be counted toward the goal for each socioeconomic group to which they belong



# Office of Small Business Programs

*Small Business = Something Big*

RDECOM - specific info

Business Opportunities

RDECOM Spend Analysis

Public Events-Past & Future

Unsolicited Proposals

Join our supplier list

Contact RDECOM OSBP

Additional Resources

Related OSBP websites

Small Business Assistance

Policy Updates

External Links

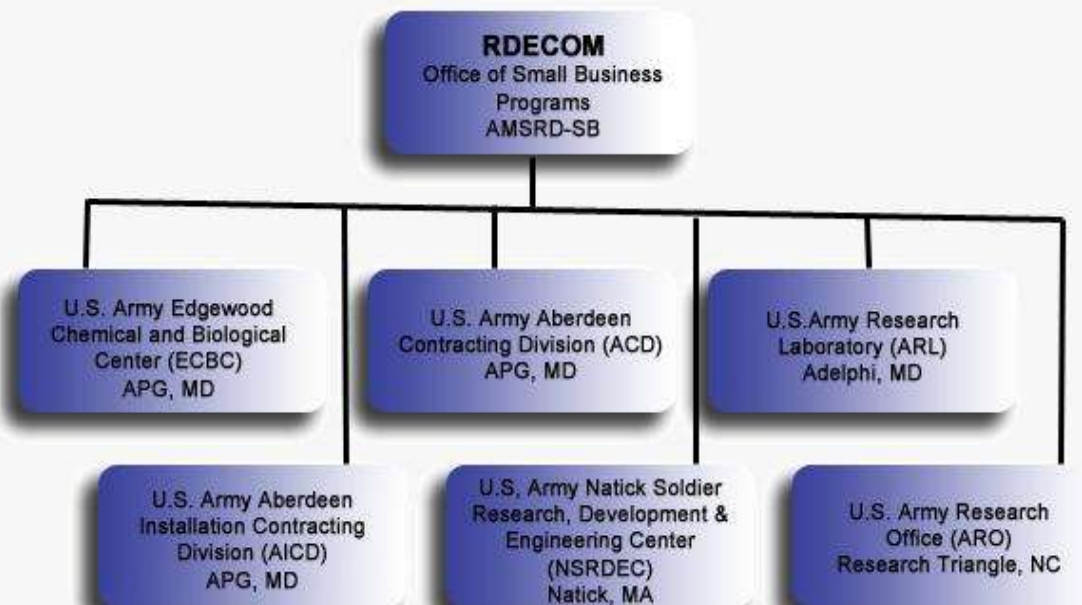
Federal Acquisition Regs  
(FAR)

DOD FAR Supplement  
(DFARS)

Army FAR Supplement  
(AFARS)

Welcome to the RDECOM Office of Small Business Programs (OSBP) website. I encourage all business concerns to use this website as an entry point for gathering actionable information about conducting business with RDECOM. We anticipate updating information often so that we may provide the best source of information to the business community. It is our hope that you will find this site useful and review it thoroughly prior to contacting our office.

-John O'Brien, Associate Director



Tony Jacobs, (left) President, Metropolitan Enterprises, listens to John O'Brien, Associate Director, Aberdeen Proving Ground.



AUSA Winter Symposium in Fort Lauderdale, FL. Army Photo by Cherish Washington, AMC Public Affairs.

## Additional Resources

Related OSBP websites

Small Business Assistance

Policy Updates

## External Links

Federal Acquisition Regs  
(FAR)DOD FAR Supplement  
(DFARS)Army FAR Supplement  
(AFARS)

## U.S. Army Edgewood Chemical and Biological Center (ECBC)

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Aberdeen Proving Ground, MD 21010-5423

**Principal Interests:** Research, concept exploration, demonstration, validation, and engineering manufacturing development for biological/chemical defense systems, obscuring smoke and aerosol systems, and flame weapons.

**DODAAC:** W911SR

US Business FY2010 Dollars: \$510,386,357

US Business FY2009 Dollars: \$733,492,877

US Business FY2008 Dollars: \$558,044,845

*\*Total dollar amounts as found in FPDS*

### Top 10 NAICS by Dollar for this Site:

541330 (Engineering Services)

541710 (Research and Development in the Physical, Engineering, and Life Sciences)

334516 (Analytical Laboratory Instrument Manufacturing)

334511 (Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing)

541712 (Research and Development in the Physical, Engineering, and Life Sciences (Except Biotechnology))

339113 (Surgical Appliance and Supplies Manufacturing)

334519 (Other Measuring and Controlling Device Manufacturing)

541711 (Research and Development in Biotechnology)

335999 (All Other Miscellaneous Electrical Equipment and Component Manufacturing)

541620 (Environmental Consulting Services)

Contracting Support is provided by [APG-CC-SCRT](#)

The following are a selection of major customers fulfilling requirements via the Contracting Center's Edgewood Division:

[ECBC- Edgewood Chemical Biological Center](#)

[CMA- Army Chemical Materials Agency](#)

[ACWA- Assembled Chemical Weapons](#)

[CBRN School](#)

[JPEO-CBD Chemical & Biological Defense](#)

[JPM-BD Biological Defense](#)

[JPM-CP Collective Protection](#)

[JPM-CA Contamination Avoidance](#)

[JPM-IP Individual Protection](#)

[DARPA Defense Advanced Research Projects Agency](#)

[DTRA- Defense Threat Reduction Agency](#)

UNCLASSIFIED

[Edgewood Contracting Division Sole Sourcing Activity](#)



- Solicitation Number:
- W911SR-12-R-0012
- Presolicitation
- Synopsis: Total Small Business
- The U.S. Army Contracting Command (ACC) Aberdeen Proving Ground (APG) Edgewood Contracting Division (ECD) intends to compete, as a total small business set-aside, Chemical Biological Applications & Risk Reduction (CBARR) support for the U.S. Army Edgewood Chemical Biological Center (ECBC). The objective of this contract is to obtain environmental, safety, health, and research support for operations at ECBC activities. The effort will utilize an indefinite delivery/indefinite quantity (IDIQ) contract with cost-plus-fixed fee (CPFF) task orders. The period of performance will be three (3) years from date of contract award.

Point of contact is Ms. Mackenzie Ebling, Contract Specialist,  
mackenzie.t.ebling.civ@mail.mil



# Let's talk today!

[www.rdecom.army.mil/SmallBusiness/](http://www.rdecom.army.mil/SmallBusiness/)