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U.S. Army Contracting Command



Army Contracting Command Aberdeen Proving Ground

A soldier in full combat gear, including a helmet and a rifle, is sitting on a large, reddish-brown rock. He is looking out over a vast, hazy landscape with mountains in the distance. The sun is low on the horizon, creating a soft glow. The overall scene is a mix of natural and military elements.

Mr. Bryon J. Young
ACC-APG Executive Director
14 March 2012

ACC-APG



Agenda

- Army Contracting Command – Aberdeen Proving Ground (ACC-APG) Organization
- Contracting Process



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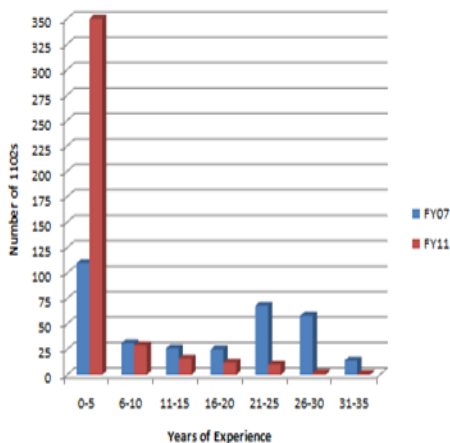
ACC-APG Organization

- Merger as result of BRAC
 - Workforce Demographics
 - Customers



Workforce Demographics

C4ISR 1102s Years of Experience

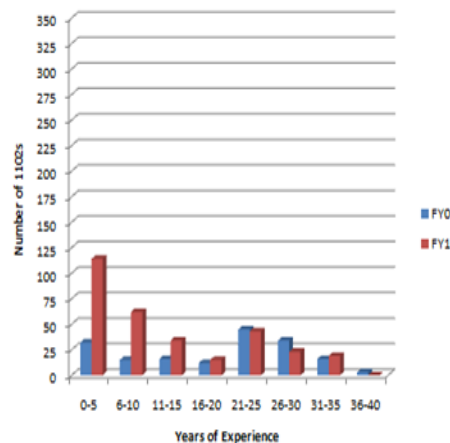


Years of Experience	FY07	%	FY11	%
0-5	110	33.13%	350	83.33%
6-10	31	9.34%	29	6.90%
11-15	26	7.83%	16	3.81%
16-20	25	7.53%	12	2.86%
21-25	68	20.48%	10	2.38%
26-30	58	17.47%	2	0.48%
31-35	14	4.22%	1	0.24%
Total	332		420	

In FY07:
33% of the C4ISR contracting workforce had 5 years or less of experience
42% of the C4ISR contracting workforce had over 20 years of experience

In FY11:
83% of the C4ISR contracting workforce has 5 years or less of experience
Only 3% of the C4ISR contracting workforce has over 20 years of experience

SCRT 1102s Years of Experience



Years of Experience	FY07	%	FY11	%
0-5	32	18.50%	114	36.77%
6-10	15	8.67%	62	20.00%
11-15	16	9.25%	34	10.97%
16-20	12	6.94%	15	4.84%
21-25	45	26.01%	43	13.87%
26-30	34	19.65%	23	7.42%
31-35	16	9.25%	19	6.13%
36-40	3	1.73%	0	0.00%
Total	173		310	

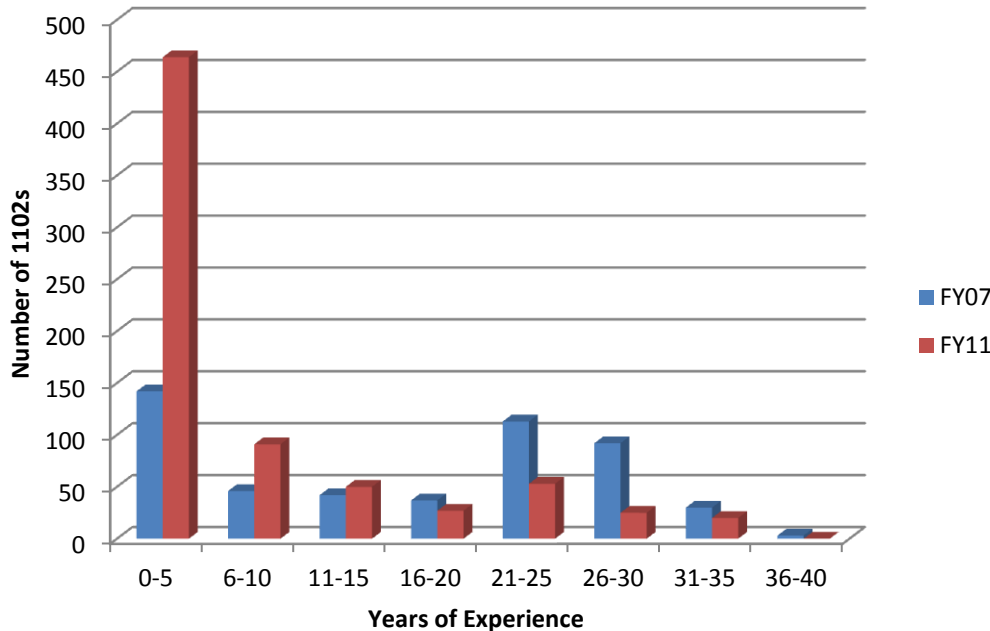
In FY07:
19% of the SCRT contracting workforce had 5 years or less of experience
57% of the SCRT contracting workforce had over 20 years of experience

In FY11:
37% of the SCRT contracting workforce has 5 years or less of experience
Only 14% of the SCRT contracting workforce has over 20 years of experience



Workforce Demographics (Combined)

ACC-APG 1102s Years of Experience



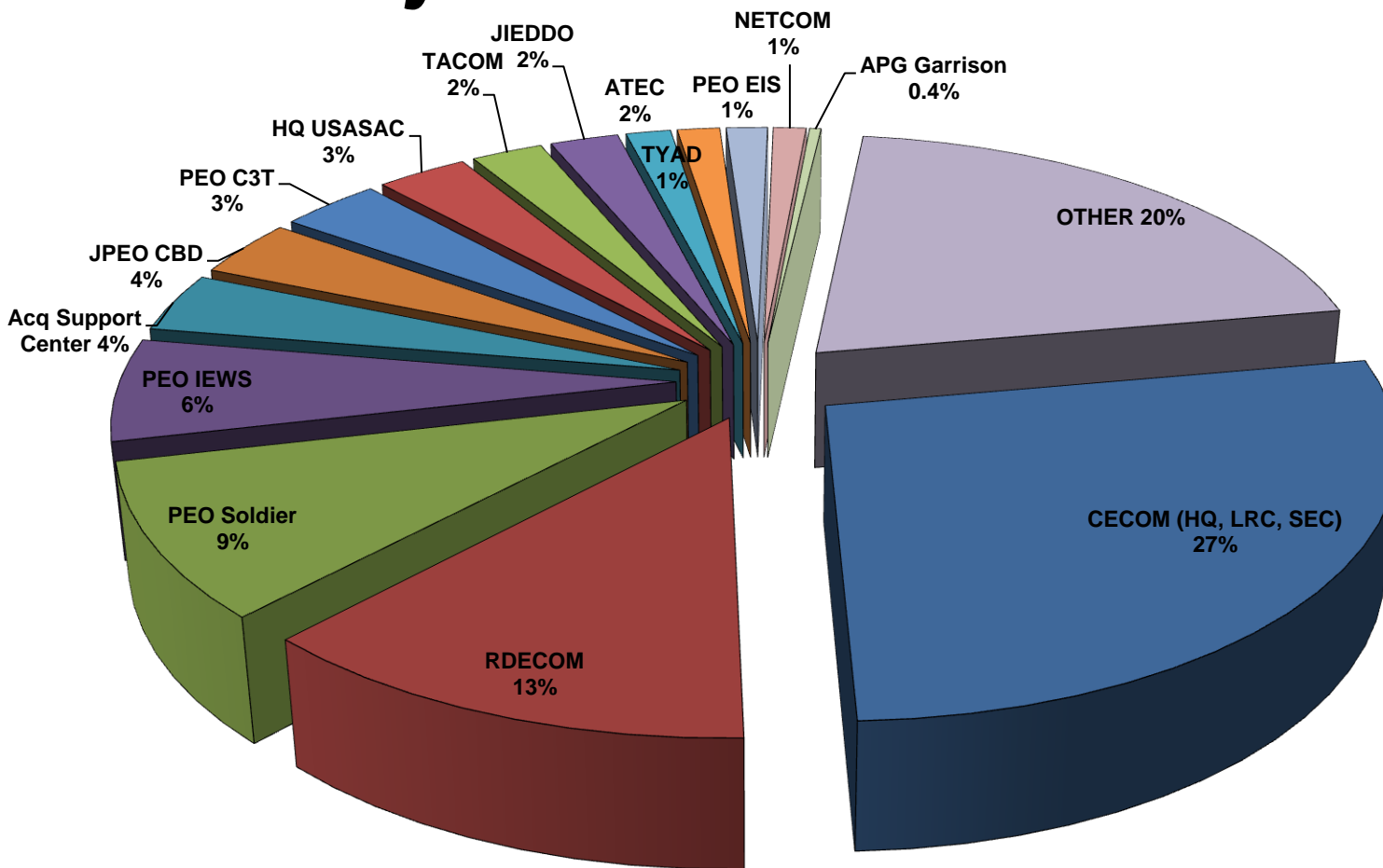
Years of Experience	FY07	%	FY11	%
0-5	142	28.12%	464	63.56%
6-10	46	9.11%	91	12.47%
11-15	42	8.32%	50	6.85%
16-20	37	7.33%	27	3.70%
21-25	113	22.38%	53	7.26%
26-30	92	18.22%	25	3.42%
31-35	30	5.94%	20	2.74%
36-40	3	0.59%	0	0.00%
Total	505		730	

In FY07:
 28% of the contracting workforce had 5 years or less of experience
 47% of the contracting workforce had over 20 years of experience

In FY11:
 64% of the contracting workforce had 5 years or less of experience
 Only 13% of the contracting workforce had over 20 years of experience



Major Customers as of FY11



Other Customers Include:

- CMA
- CHPPM
- RMA
- Navy Health Res Ctr
- Marines
- DLA
- TSWG
- AEC
- DARPA
- SOUTHCOM
- PEO Ammo
- CID
- CSTC-A

Customers as Percentages of Obligations



ACC-APG Organization

- Organizational Support
 - Senior mission command focus
 - Tenant activity support

- CBRN Support
 - Follow-on to CBRN contract
 - JPEO support
 - Other enterprise support



Contracting Process

- Better Buying Power
 - Competition
 - One-bid
 - Negotiation with cost and pricing data
- Service Contract Management
 - DA Level Senior Manager of the Services
 - ✓ DASA(P) proponent
 - ✓ Acq Strategy/SCA/Peer reviews
- Organizational Conflicts of Interest
 - Continued emphasis
 - ✓ Advisory vs. service provider
- Inherently governmental tasks



Contracting Process

- Source Selection Focus
 - New DoD Procedures
 - ✓ Standardized across DoD activities
 - ✓ Past performance
 - ✓ Evaluation of technical

- Multiple Award Contract Strategies
 - “Seaport Lite”
 - Focus on task order competition
 - LPTA, when appropriate



Questions?