Army Contracting Command
Aberdeen Proving Ground

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

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

- Merger as result of BRAC
  - Workforce Demographics
  - Customers
Workforce Demographics

C4ISR 1102s Years of Experience

<table>
<thead>
<tr>
<th>Years of Experience</th>
<th>FY07</th>
<th>%</th>
<th>FY11</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-5</td>
<td>110</td>
<td>33.13%</td>
<td>350</td>
<td>03.33%</td>
</tr>
<tr>
<td>6-10</td>
<td>31</td>
<td>9.34%</td>
<td>29</td>
<td>6.30%</td>
</tr>
<tr>
<td>11-15</td>
<td>26</td>
<td>7.83%</td>
<td>16</td>
<td>3.81%</td>
</tr>
<tr>
<td>16-20</td>
<td>25</td>
<td>7.53%</td>
<td>12</td>
<td>2.06%</td>
</tr>
<tr>
<td>21-25</td>
<td>68</td>
<td>20.63%</td>
<td>10</td>
<td>2.38%</td>
</tr>
<tr>
<td>26-30</td>
<td>58</td>
<td>17.47%</td>
<td>2</td>
<td>0.48%</td>
</tr>
<tr>
<td>31-35</td>
<td>14</td>
<td>4.22%</td>
<td>1</td>
<td>0.24%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>352</td>
<td></td>
<td>420</td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Years of Experience</th>
<th>FY07</th>
<th>%</th>
<th>FY11</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-5</td>
<td>32</td>
<td>18.50%</td>
<td>114</td>
<td>36.77%</td>
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<tr>
<td>6-10</td>
<td>15</td>
<td>8.67%</td>
<td>62</td>
<td>20.00%</td>
</tr>
<tr>
<td>11-15</td>
<td>16</td>
<td>9.25%</td>
<td>24</td>
<td>10.93%</td>
</tr>
<tr>
<td>16-20</td>
<td>12</td>
<td>6.94%</td>
<td>15</td>
<td>4.84%</td>
</tr>
<tr>
<td>21-25</td>
<td>45</td>
<td>26.01%</td>
<td>43</td>
<td>13.87%</td>
</tr>
<tr>
<td>26-30</td>
<td>34</td>
<td>19.65%</td>
<td>23</td>
<td>7.42%</td>
</tr>
<tr>
<td>31-35</td>
<td>16</td>
<td>9.35%</td>
<td>19</td>
<td>6.11%</td>
</tr>
<tr>
<td>36-40</td>
<td>3</td>
<td>1.73%</td>
<td>0</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>173</td>
<td></td>
<td>310</td>
<td></td>
</tr>
</tbody>
</table>

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
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

Customers as Percentages of Obligations

Other Customers Include:
- CMA
- CHPPM
- RMA
- Navy Health Res Ctr
- Marines
- DLA
- TSWG
- AEC
- DARPA
- SOUTHCOM
- PEO Ammo
- CID
- CSTC-A
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?