AGENDA

• Huntsville Center Mission and Vision
• Our Portfolio and a Quick Program Look
• Small Business Achievements
• Upcoming Opportunities
• Closing
HNC MISSION AND VISION

**HNC MISSION:** The U.S. Army Engineering and Support Center, Huntsville provides specialized technical expertise, global engineering solutions, and cutting edge innovations through centrally managed programs in support of national interests.

**HNC VISION:** A certified, professional workforce with an expeditionary mindset capable of pioneering solutions to unique, complex and high-risk missions in strengthened partnership with the USACE enterprise, key DOD stakeholders and our strategic allies.

The U.S. Army Engineering and Support Center, Huntsville, engineers adaptive, specialized solutions across a broad spectrum of global enterprise covering five main lines of effort: Energy, Operational Technology, Environmental, Medical, and Base Operations and Facilities.

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**HNC ORGANIZATIONAL OVERVIEW**

Huntsville Center's more than 1,000 employees manage nearly 3,000 ongoing projects at any given time. These projects fall into five portfolios: Medical, Facilities and Base Operations, Energy, Operational Technology, and Environmental. The portfolios comprise 43 program areas, as well as 9 mandatory and 5 technical centers of expertise, and 17 centers of standardization. Projects are generally broad in scope, require specialized technical expertise, centralized management or are functions not normally accomplished by a Headquarters, USACE organizational element.

**HNC PORTFOLIOs:**

- Medical
- BASEOPS and Facilities
- Energy
- Operational Technology
- Environmental

Represents 40+ Programs, 9 Mandatory Centers of Expertise and 5 Technical Centers of Expertise
HUNTSVILLE CENTER TIMELINE

PROFESSIONAL WORKFORCE

- Professional Engineers – 115
- Project Management Professionals – 51
- Contracting Officers holding warrants $500 million or higher – 18
- PhD – 20
- Registered Architects – 17
- Registered Interior Designers – 24
- LEED Certified – 10
- Acquisition Workforce – 660
  (Level 1: 60  Level 2: 385 Level 3: 215)
- Certified Energy Managers – 11
- CyberSecurity: 6

HNC – 1,067 employees
Three locations:
• Huntsville, Alabama
• Omaha, Nebraska
• Fort Belvoir, Virginia*

*Numbers as of 20200716

PEOPLE: The Huntsville Center’s greatest strength is its people – the intelligent, adaptable and professional Soldiers and civilians who deliver vital public and military engineering solutions and services to the nation and its partners.

EXPERTISE: The U.S. Army Engineering and Support Center, Huntsville’s workforce of professional, highly skilled, technical experts are committed to providing innovative engineering solutions to unique, complex, global missions to meet the needs of our stakeholders and the nation.

*Numbers as of 20190101
WHAT WE DO

- No MILCON
- No Civil Works

Programs and projects assigned by HQs which require...

- Centralized program management
- Unique/highly specialized/niche technical expertise
- National or broad in scope – crosses MSC boundaries
- Requires systems functionality, commonality, adaptation
- Emerging technology which later must be promulgated across the enterprise
- Backup to MSC/District as required
## FY19 HSV SMALL BUSINESS PRIME AWARDS

<table>
<thead>
<tr>
<th>Category</th>
<th>Obligations</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available Obligations</td>
<td>$1,801,547,081</td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$789,868,583</td>
<td>43.84%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$416,702,076</td>
<td>23.13%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>$114,578,695</td>
<td>6.36%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$92,938,445</td>
<td>5.16%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned SB</td>
<td>$98,223,253</td>
<td>5.45%</td>
</tr>
<tr>
<td>Veteran Owned Small Business</td>
<td>$198,421,658</td>
<td>11.01%</td>
</tr>
</tbody>
</table>

Source: FPDS-NG
01 OCT 2019

## TOP TEN FY19 OBLIGATIONS-IN DOLLARS

<table>
<thead>
<tr>
<th>External Source</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>GSA</td>
<td>$378,381,720</td>
</tr>
<tr>
<td>Information Technology Enterprise Solutions 3 Hardware</td>
<td>$69,714,572</td>
</tr>
<tr>
<td>Information Technology Enterprise Solutions - 2 Services (ITES-2S)</td>
<td>$10,960,222</td>
</tr>
<tr>
<td>Commercial Enterprise Technology Solutions (ComETS)</td>
<td>$9,507,582</td>
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<tr>
<td>NASA-SEWP</td>
<td>$6,470,988</td>
</tr>
<tr>
<td>Information Technology Services</td>
<td>$2,493,715</td>
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<tr>
<td>HHS</td>
<td>$2,192,063</td>
</tr>
<tr>
<td>NAVY</td>
<td>$2,157,004</td>
</tr>
<tr>
<td>Multi Functional Devices CHESS</td>
<td>$1,116,187</td>
</tr>
<tr>
<td>Information Technology Enterprise Solutions-Software (ITES-SW)</td>
<td>$626,033</td>
</tr>
</tbody>
</table>
**FY19 TOP NAICS CODES BY DOLLARS**

- **541512** COMPUTER SYSTEMS DESIGN SERVICES, $524.3M
- **561210** FACILITIES SUPPORT SERVICES, $340.2M
- **541330** ENGINEERING SERVICES, $242.5M
- **236220** COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION, $132.2M
- **334111** ELECTRONIC COMPUTER MANUFACTURING, $124.3M
- **562910** REMEDIATION SERVICES, $110.4M
- **213112** SUPPORT ACTIVITIES FOR OIL AND GAS OPERATIONS, $81.6M
- **238910** SITE PREPARATION CONTRACTORS, $52.2M
- **337214** OFFICE FURNITURE (EXCEPT WOOD) MFG, $36.4M
- **337122** NONUPHOLSTERED WOOD HOUSEHOLD FURNITURE MFG, $34.5M

*Other NAICS Codes: $250.4M 12.44%

**TOP TEN NAICS BY NUMBER OF ACTIONS FY19**

- **238910** SITE PREPARATION CONTRACTORS
- **334111** ELECTRONIC COMPUTER MANUFACTURING
- **213112** SUPPORT ACTIVITIES FOR OIL AND GAS OPS
- **337122** NONUPHOLSTERED WOOD HH FURN MFG
- **562910** REMEDIATION SERVICES
- **236220** COMM AND INSTITUTIONAL BLDG CONSTR
- **337214** OFFICE FURNITURE (EXCEPT WOOD) MFG
- **541330** ENGINEERING SERVICES
- **561210** FACILITIES SUPPORT SERVICES
- **541512** COMPUTER SYSTEMS DESIGN SERVICES
### HNC Current Underway/Planned Acquisitions
(as of 22 July 2020)

<table>
<thead>
<tr>
<th>Requiring Organization</th>
<th>Project Name</th>
<th>ACQ Type</th>
<th>Funds</th>
<th>RFP Date or PSSTP Date (A-E Contracts)</th>
<th>Proposals Due Date</th>
<th>Award Date</th>
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</thead>
<tbody>
<tr>
<td>ISC HPCIT Vicksburg, MS</td>
<td>HPCMP HITS-R (FY20)</td>
<td>SATOC</td>
<td>$249M</td>
<td>28-Dec-18</td>
<td>28-Jan-19</td>
<td>21-Apr-20</td>
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<tr>
<td>ISC HPCIT Vicksburg, MS</td>
<td>HPCMP HITS-U II (FY21)</td>
<td>GSA Task Order</td>
<td>$807M</td>
<td>15-SEP-2020</td>
<td>18-OCT-2020</td>
<td>24-AUG-2021</td>
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<tr>
<td>OE CHEM RU</td>
<td>MATOC</td>
<td>$1.13B</td>
<td>29-SEP-2020</td>
<td>09-NOV-2020</td>
<td>25-AUG-2021</td>
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<tr>
<td>ED ESS VII</td>
<td>MATOC</td>
<td>$950M</td>
<td>TBD</td>
<td>TBD</td>
<td>01-APR-2022</td>
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<td>ISC HPC TI BOA</td>
<td>BOA</td>
<td>$480M</td>
<td>TBD</td>
<td>TBD</td>
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<tr>
<td>ISM MFSS IIA PROJECT</td>
<td>PROJECT MATOC</td>
<td>$125M</td>
<td>04-JUN-2019</td>
<td>10-JUL-2019</td>
<td>TBD</td>
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<tr>
<td>OE QA Seeding</td>
<td>MATOC</td>
<td>$49M</td>
<td>01-SEP-2020</td>
<td>02-OCT-2020</td>
<td>01-MAR-2021</td>
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<tr>
<td>OE IRES2</td>
<td>TBD</td>
<td>$750M</td>
<td>25-JUN-2021</td>
<td>27-JUL-2021</td>
<td>24-AUG-2021</td>
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<tr>
<td>OE TF SAFE</td>
<td>GSA Schedule</td>
<td>$42M</td>
<td>10-Feb-20</td>
<td>6-Mar-20</td>
<td>13-Mar-20</td>
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<tr>
<td>ISF FY18 IOT</td>
<td>MATOC3 MATOC</td>
<td>$495M</td>
<td>13-JAN-2020</td>
<td>14-FEB-2020</td>
<td>09-DEC-2020</td>
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<tr>
<td>ISF D5 FY20 FRP</td>
<td>MATOC MATOC</td>
<td>$475M</td>
<td>25-AUG-2020</td>
<td>24-SEP-2020</td>
<td>23-NOV-2021</td>
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<tr>
<td>ISC NSSG Internal Support Services</td>
<td>GSA Task Order</td>
<td>$69M</td>
<td>TBD</td>
<td>TBD</td>
<td>21-MAR-2021</td>
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<tr>
<td>ISF D2 FY 20 FRR</td>
<td>MATOC MATOC</td>
<td>$450M</td>
<td>25-AUG-2020</td>
<td>24-SEP-2020</td>
<td>23-NOV-2021</td>
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<tr>
<td>ISC ITHC Hardware Catalog Recompete</td>
<td>$96M</td>
<td>12-Nov-19</td>
<td>12-Dec-19</td>
<td>10-Jan-20</td>
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<tr>
<td>ED DM Desigo/Apogee</td>
<td>SATOC III Acquisition SATOC</td>
<td>$295M</td>
<td>01-DEC-2020</td>
<td>15-JAN-2021</td>
<td>01-JUN-2021</td>
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<td>ISM Medical Division</td>
<td>AE IDC</td>
<td>$200</td>
<td>20-OCT-2020</td>
<td>20-NOV-2020</td>
<td>10-NOV-2021</td>
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<tr>
<td>OE EERA CONUS</td>
<td>MATOC</td>
<td>$49M</td>
<td>17-OCT-2020</td>
<td>16-NOV-2020</td>
<td>20-SEP-2021</td>
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<tr>
<td>ISC DHA FCDS Support 8(a) Direct Stand-Alone</td>
<td>$34M</td>
<td>15-AUG-2020</td>
<td>31-AUG-2020</td>
<td>30-NOV-2020</td>
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<tr>
<td>ISE TPSS GEN II</td>
<td>MATOC</td>
<td>$49M</td>
<td>31-AUG-2020</td>
<td>1-OCT-2020</td>
<td>15-JAN-2021</td>
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<tr>
<td>ISE OEI/OEA SUPPORT SERVICES</td>
<td>TBD</td>
<td>$118M</td>
<td>TBD</td>
<td>TBD</td>
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<td>$118M</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
<td></td>
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</table>
SMALL BUSINESS RESOURCES

- Federal Business Opportunities
- SBA Learning Center, The U.S. Small Business Administration
- SBA District Offices
- Size Standard Tools
- Women-Owned Small Businesses
- Office of Small & Disadvantaged Business Utilization
- SBA 8(a) Business Development Program
- HubZone Program
- Service-Disabled Veteran-Owned Businesses
- Procurement Technical Assistance Program
- System for Award Management
- Dynamic Small Business Search Database
- USA Spending.gov Web Site
- Small Business Loan
- SB Outreach Events
- North American Industry Classification System (NAICS)
- Obtaining a DUNS Number
- Huntsville Center Main Web Site
- USACE Huntsville Small Business Web Site
- USACE Huntsville Contracting Web Site
- Small Business – Headquarters U.S. Army Corps of Engineers

INFORMATION ABOUT UPCOMING OPPORTUNITIES

- Federal Business Opportunities (www.fbo.com)
- Small Business Conferences (https://osbp.army.mil/Events)
- Announcements of Business Opportunity Conferences, Trade Fairs and other federally attended or sponsored liaison meetings in your area (https://osbp.army.mil/Events)
- Corps of Engineers division, district and laboratory websites (https://www.usace.army.mil/Business-With-Us/Small-Business/)
KEY TAKE AWAYS

We welcome all small business to schedule a capability briefing with our Small Business Office & PDTs.

Huntsville Center is predominantly funded with O&M dollars for SRM work. This equates to many EOFY awards.

Many EOFY awards go 8A direct due to limited solicitation and award time. We have to know who you are and what your capabilities are to get to you.

HNC conducts its Small Business Conference during mid to late October of each year. The 2020 SBC will be conducted virtually; tentatively scheduled for 22 October.

CONTACT INFO

Office of Small Business Programs: SBO-HNC@usace.army.mil

Huntsville Center’s Official Website WWW.HNC.USACE.ARMY.MIL

Huntsville Center Social Media

Follow Huntsville Center Social Media for the latest hiring opportunities and information on programs and projects ongoing globally!