

R.E.A.D.Y....SET...GROW

Doing Business with the USCG Contracting Enterprise





Acquisition Directorate

By the Numbers.....

**FY 18 Dollars
\$3.4B**



FY 18 TOP 5 NAICS

NAICS	\$'s
336611 SHIP BUILDING AND REPAIRING	\$1.1B
541330 ENGINEERING SERVICES	\$234M
336413 OTHER AIRCRAFT PARTSEQUIPMENT MANUFACTURING	\$172M
541611 ADMINISTRATIVE MANAGEMENT CONSULTING SERVICES	\$144M
541512 COMPUTER SYSTEMS DESIGN SERVICES	\$106M

FY 18 SB Achievements

Category	Achieved
Total SB	40.21%
SDB	16.20%
WOSB	6.43%
SDVOSB	5.12%
HUBZone	4.43%

FY 18 TOP 5 PSCs

1990 MISCELLANEOUS VESSELS
1905 COMBAT SHIPS AND LANDING VESSELS
R425 ENGINEERING TECHNICAL SUPPORT
J016 MAINT/REPAIR OF EQUIPMENT
D399 IT AND TELECOM



UNITED STATES COAST GUARD

Chiefs of Contracting Office

Who and Where are We?

SILC-Construction
Seattle, Washington

COCO(d)-Mark Snell

Surface Forces Logistics Center
Baltimore, Maryland

COCO-Mille Figueroa
COCO(d)-Thomas Fout

CG-912
Washington, DC

COCO-Jennie Peterson
COCO(d)-Andrew Carrington

HCA (Head of Contracting Activity)
Washington, DC

HCA-Michael Demos
HCA(d)-Eric Thaxton
HCA Chief of Staff-Trena Mills

C4IT (Command Control, Communication,
Computer & Information Technology)
Alexandria, Virginia

COCO-Orle Davis

SILC-BSS
Norfolk, Virginia

COCO-Mia Grant
COCO(d)-Jeanie Thome

SILC-Construction
Norfolk, Virginia

COCO-Ross Woodson

ALC (Aviation Logistics Center)
Elizabeth City, North Carolina

COCO-David Burgess
COCO(d)-Tabitha Calton

As of 12/05/2017



Acquisition Directorate

Chief of Contracting Offices (COCO) Areas of Responsibilities (AORs)

Office of Contract Operations (CG-912)

Support
Acquisitions for:

- ❖ CG HQs
- ❖ C4IT
- ❖ Aircraft Major
Systems
- ❖ Marine Vessel
Major Systems

Aviation Logistics Center (ALC)

Support
Acquisitions for
Aviation Fleet:

- ❖ Engineering
- ❖ Supply
- ❖ Logistics
- ❖ Depot
Maintenance

Command, Control, Communications, Computer & Information Technology (C4IT)

Support
Acquisitions for
C4IT Service
Center:

- ❖ IT Operations
and
Maintenance
- ❖ Hardware
- ❖ Software
- ❖ IT Services

Shore Infrastructure Logistics Center- Construction (SILC-CON)

Support
Acquisitions for
shore
infrastructure:

- ❖ Construction
- ❖ Architecture
- ❖ Engineering

Shore Infrastructure Logistics Center- Base Support (SILC-BSS)

Support
Acquisitions for
Base Operations:

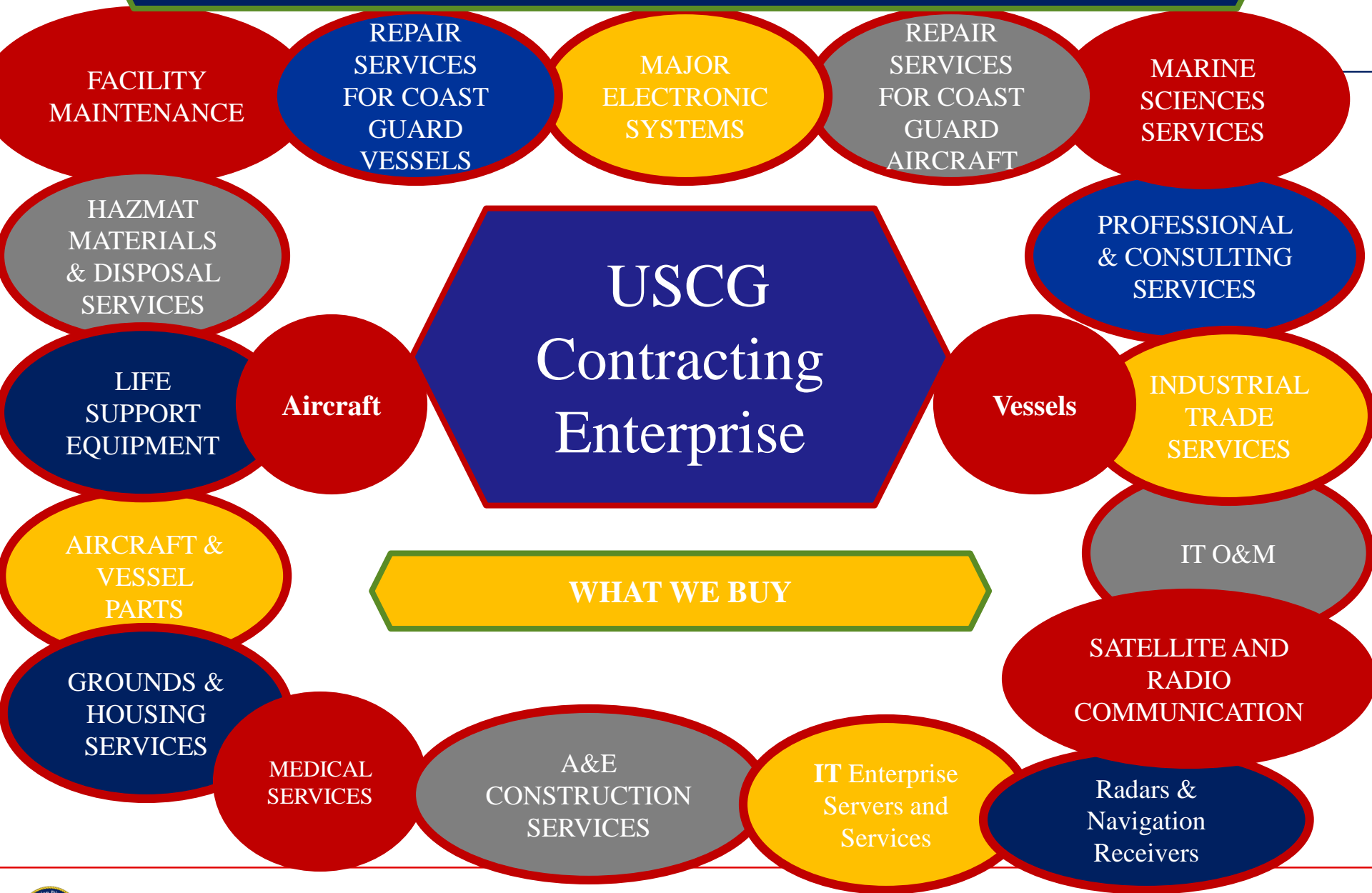
- ❖ Supplies
- ❖ Services

Surface Forces Logistics Center (SFLC)

Support
Acquisitions for
Fleet:

- ❖ Engineering
- ❖ Supply
- ❖ Logistics
- ❖ Depot
Maintenance

THE USCG BUYING CONTINUUM



DHS Strategic Sourcing & USCG Contracting Enterprise Spend Analysis

% of \$'s Spent

OASIS

51.3%

Scope: Professional Service IDIQ for 1) Pro Mgmt
2) Mgmt Consult 3) R&D 4) Eng 5) Log and 6) Fin

Architecture and Engineering Services II

1.5%

Scope: Architectural Engineering services IDIQ

EAGLE II

9.3%

Scope: Professional Services IDIQ for IT End-to-End Solutions Support

Alliant

14.6%

Scope: IT Professional Support Services IDIQ

National & Regional Design/Build Construction

16.5%

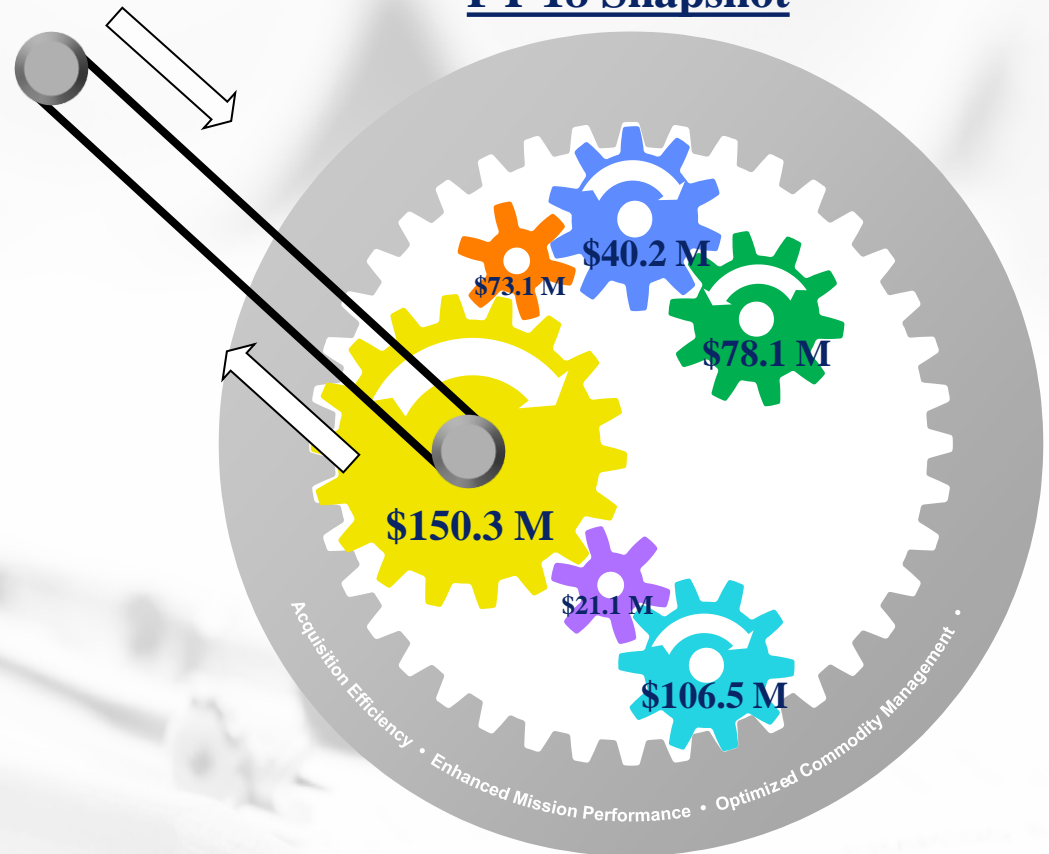
Scope: 1) Design/build construction 2) Performance based construction
3) Design-bid/build construction (e.g. prescriptive specs/drawings)
▪ Combination of any of the above

First Source II

6.8%

Scope: IT commodity products IDIQ in, but not limited to
1) Hardware 2) Software 3) Peripherals, Netwk 4) Infrast Support

FY 18 Snapshot



Total \$'s Spent:
\$469.3 M

DHS Office of Small & Disadvantage Business Utilization (OSDBU) Resources

DHS Mentor-Protégé Program

Key Highlights

- **Mentor's are responsible for selecting the protégé(s) and joint written applications**
- **Protégés may receive technical, managerial, financial or any other mutually agreed upon benefit from the mentor to include work that flows from government or commercial contracts through subcontracting or teaming arrangements**
- **Details and application format available at:**

<https://www.dhs.gov/mentor-protege-program>

Vendor Outreach Sessions (VOS)

Key Highlights

- **Vendor Outreach Sessions are a series of pre-arranged 15-minute appointments with Small Business Specialists from various components of the Department of Homeland Security procurement offices, plus several prime contractors who currently have contracts with DHS.**
- **These sessions provide the small business community an opportunity to discuss their capabilities and learn of potential procurement.**
- **Details and registration information available at:**

<https://www.dhs.gov/small-business-vendor-outreach-sessions>



DHS Acquisition Planning Forecast System (APFS)

Home | Acquisition Planning Forecast System - Windows Internet Explorer provided by U.S. Coast Guard


UNCLASSIFIED

http://apfs.dhs.gov/

Acquisition Planning Forecast System

Contact Us Government Users

How to find USCG projected procurement opportunities



Welcome

The Department of Homeland Security Acquisition Planning Forecast System provides a way for small business vendors to view a forecast of upcoming opportunities. The system has recently been upgraded to a new version which is designed to be easier to use.

[Download The APFS Tutorial](#)

Forecast

The DHS purchases a wide variety of goods and services and we are committed to small business participation in our acquisition program. We hope that this forecast will assist you in doing business with DHS. By helping firms identify procurement opportunities as early in the acquisition process as possible, we hope to improve communication with industry and assist the small business community with its marketing efforts.

[Search Forecast](#)

About

The Department of Homeland Security (DHS) Forecast of Contract Opportunities includes projections of all anticipated contract actions above \$150,000 that small businesses may be able to perform under direct contracts with DHS, or perform part of the effort through subcontract arrangements with the Department's large business prime contractors.

[Learn More](#)

NAICS Notification

Vendors seeking to track upcoming DHS opportunities can register to be notified when records are published to APFS. An internet email address is required for subscription to NAICS-based notification.

[Get Notified](#)

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<http://apfs.dhs.gov/>



KEY TAKEAWAYS FOR DOING BUSINESS WITH USCG

Accessibility:

- ❖ Understand the various strategic sourcing vehicles that USCG utilizes for acquisition efficiency and leverage these vehicles for business development

Capability:

- ❖ Understand your company's core capabilities and hone in on your capabilities to meet the USCG's business needs



Transferability:

- ❖ Understand your variety of past performance(s) and demonstrate through proposal responses how it applies to the USCG business needs

USCG SMALL BUSINESS & INDUSTRY LIAISON PROGRAMS

CONTACT US:

openforbusiness@uscg.mil

OPEN
FOR
Business

FOLLOW US:

“USCG Contracting
Enterprise”

Linked in

Find Business Opportunities

- Check out current and future **contract opportunities** with the Coast Guard.
- Get assistance, contact information, and resources for **small businesses**.
- Check out opportunities to partner with the Coast Guard on **research and development projects**.
- Learn more about international business opportunities thru the Coast Guard's **foreign military sales program**.

Upcoming Events

Surface Forces Logistics Center:
May 16, 2018, at the Coast Guard Yard in Baltimore.

Shore Infrastructure Logistics Center - Base Support and Services (TENTATIVE):
June 6, 2018, in the Alameda, California, area.

Resources

- Doing Business Fact Sheet



Acquisition Directorate
Procurement Policy & Oversight

NOTE:
Please contact the cognizant Small Business Specialist (SBS) in the command or logistics center with procurement questions regarding specific requirements germane to each Chief of Contracting Office (COCO) and marketing capabilities.