

US Army Corps of Engineers

Setting the Stage to Maximize Small Business Contracting

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6 March 2012



US Army Corps of Engineers
BUILDING STRONG®



Mission Areas

Military Program

- 11,000 personnel
- Military Construction
- Base Operations
- Environmental Support
- Geospatial Engineering



HQ

9 Divisions

44 Districts

249th EN BN
(Prime Power)

2 Engr Ccmds
(412th & 416th)

- Real Estate
- Energy & Sustainability
- Homeland Security

Civil Works Program

- 22,500 personnel
- Navigation
- Hydropower
- Flood Control
- Shore Protection
- Water Supply
- Regulatory
- Recreation
- Environmental Restoration
- Disaster Response

- ✓ **Engineer Research and Development Center:** (Six diverse research laboratories)
- ✓ **U.S. Army Geospatial Center**
- ✓ **Huntsville Engineering Center**
- ✓ **Five Field Operating Agencies:** (Log, Support, Finance, IWR, Marine Design Center)



Our Campaign Plan

- GOAL 1** Ready for Contingencies
- GOAL 2** Engineering Sustainable Water Solutions
- GOAL 3** Delivering Effective, Resilient, Sustainable Solutions
- GOAL 4** Recruit and Retain Strong Teams



Bottom Line, USACE ...

- ❑ Executes multiple diverse missions simultaneously.
- ❑ Has a diverse world-class workforce.
- ❑ Is a global organization, providing services to our Nation
- ❑ Is a GREAT engineering force of highly disciplined people working with our partners to deliver innovative and sustainable solutions to the Nation's engineering challenges.

USACE is looking for Small Businesses with new ideas and the ability to develop those ideas into solutions!



Fiscal Year 2011

Small Business Achievements

\$18.9B Obligated within CONUS

	USACE Goal	% Achieved	\$ Achieved
Small Business	35.0%	42.6%	\$8.0B
Small Disadvantaged Bus	18.0%	23.7%	\$4.5B
Women-Owned SB	6.0%	8.0%	\$1.5B
HUBZone Small Business	10.5%	12.9%	\$2.4B
Service-Disabled Veteran	3.2%	5.1%	\$982M



Setting the Stage to Maximize Small Business Opportunities

- ❑ Market Research
- ❑ Ensure Effective Competition
 - ❑ Translate requirements and share early with industry
 - ❑ Period of Performance
 - ❑ On Ramps / Off Ramps for ID/IQ MACS
- ❑ Emphasize the Quality of the Deal
 - ❑ Identify and share risk – appropriate contract type and agreements
 - ❑ Reinvigorating the tradecraft of pricing



Points of Contact for Small Businesses

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