



# U.S. Army Robert Morris Acquisition Center Natick Contracting Division (NCD)

## Government Initiatives Partnering for Success

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Chief, NCD



The U.S. Army Materiel  
Command

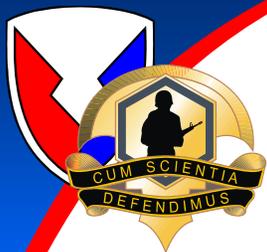


# Agenda



Natick Contracting Division

-  What We Do
-  Primary Customer Base
-  Acquisition Reform
-  Supporting the Warfighter
-  Industrial Base Issues
-  Small Business Issues
-  Links of Interest



# What We Do



Natick Contracting Division

Base Operations

Research and Development (all phases)

Low Rate Initial Production (LRIP)

Production (limited)

Services

Secondary Items

Core  
Functions



# Primary Customer Base



Natick Contracting Division

**USMC**  
US Marine  
Corp

**IMMC**  
Integrated Materiel  
Management  
Center

**ARIEM**  
Army Research  
Institute of  
Environmental  
Medicine

**DARPA**  
Defense Adv.  
Rsch Projects  
Agency

**PM**  
Force Sustainment  
Systems

**RDEC**  
Rsch, Dev &  
Engr Center  
(COE)  
Center of  
Excellence

**PWD**  
Publics Works  
Division

**PM**  
Soldier



# Commodity Areas



Natick Contracting Division

In general terms:

**“Anything a Soldier Wears, Carries, Eats, or Lives In...”**

Shelters

Force Provider

Airdrop

Field Service

Field Feeding

Clothing

Sustainment



# “ Acquisition Reform “



Natick Contracting Division

-  Alpha Contracting
-  Performance Specifications
-  Government Purchase Card
-  Best Value Source Selections
-  Long Term Contracts
-  Electronic Contracting
-  Teaming



# Alpha Contracting



Natick Contracting Division

- Partnership with industry to enhance contract performance and reduce lead time
- Works well in a sole-source or change order/modification environment
- Must be able to dedicate individuals to process
- Great at resolving technical issues



# Performance Specifications



Natick Contracting Division

- Defines desired results
- Does not address “how” to achieve end results
- Allows innovation and flexibility
- Buying expertise and experience in addition to requirements



# IMPAC Credit Card Program

- **Provides individuals with government credit cards**
  - **\$2500 single action limit**
- **Facilitates payment**
- **159 card holders**
- **Cumulative FY02 total of 14,490 actions for \$6,617,852**



# Best Value



Natick Contracting Division

- Structured evaluation process
- Defines specific factors for evaluation
- Price is not always the controlling factor
- Provides for best overall value to government (not necessarily in this order)
  - Technical
  - Management
  - Cost
  - Past performance



# Long Term Contracts



Natick Contracting Division

- **Indefinite Delivery/Indefinite Quantity Contracts (IDIQ)**
- Initiated Use of 5+ Year IDIQ Contracts for Customers
  - Benefits
    - Decreased ALT/PLT
    - Steady Production Line
    - Ability to Place Orders as Requirements Arise
    - More Prudent Spending of Army Working Capital Funds
    - Expanded use enhances PM's ability to adapt to changing funding flows and allows for rapid response
    - Hybrid IDIQ contracts combining development, LRIP, and production contributes shorter fielding timelines



# Electronic Contracting



Natick Contracting Division

## An Automated Process.....



It is here to stay !

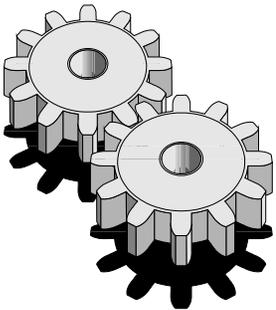
Shapes our current operating environment !

Requires thinking “outside the box”!

Drastic paradigm shift !

Outside of our comfort zone !

Initial learning curve can be steep !





# Teaming Arrangements



Natick Contracting Division

- **PARTNERING WITH INDUSTRY**
  - Enhances contract performance and reduces lead time
  - Works well in a sole-source or change order/ modification environment
  - Must be able to dedicate individuals to the process
  - Is great at resolving technical issues



# “ Supporting the Warfighter “



Natick Contracting Division



**No single player can make it happen !!!**

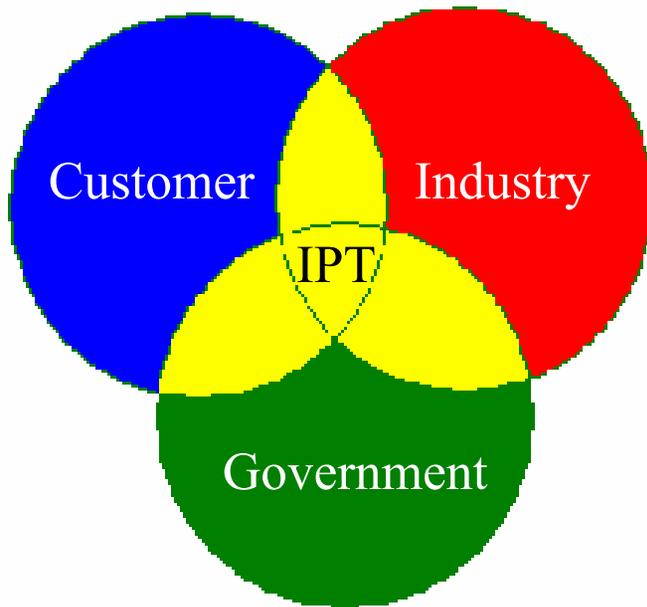


# “ Supporting the Warfighter “



Natick Contracting Division

“Integrated Product Teams”



User identifies the requirement

R&D  
Production  
Fielding  
Sustainment



Goal is to provide a product/service...within cost, schedule, performance

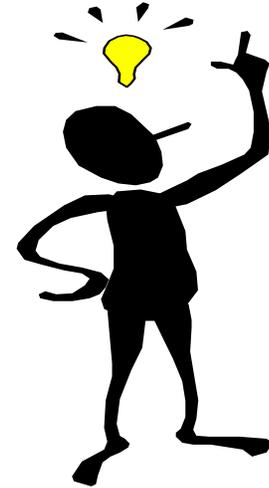


# “ Industrial Base Issues “



Natick Contracting Division

- ✓ Viable, healthy Industrial Base.
- ✓ Responsive.
- ✓ Effective competition.
- ✓ Promote innovation.
- ✓ Use of dual-use / commercial technology and practices.
- ✓ Ideally - Steady State Demand.





# “ Industrial Base Issues “



Natick Contracting Division

Bottom Line ....

It is in our collective best interest to  
maintain a responsive, viable  
Industrial Base.

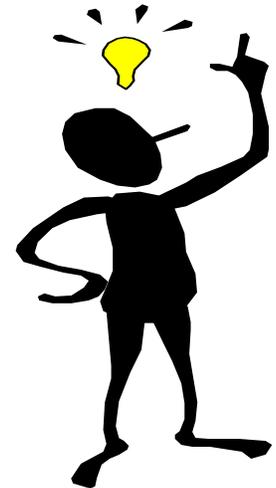


# “ Small Business Issues “



Natick Contracting Division

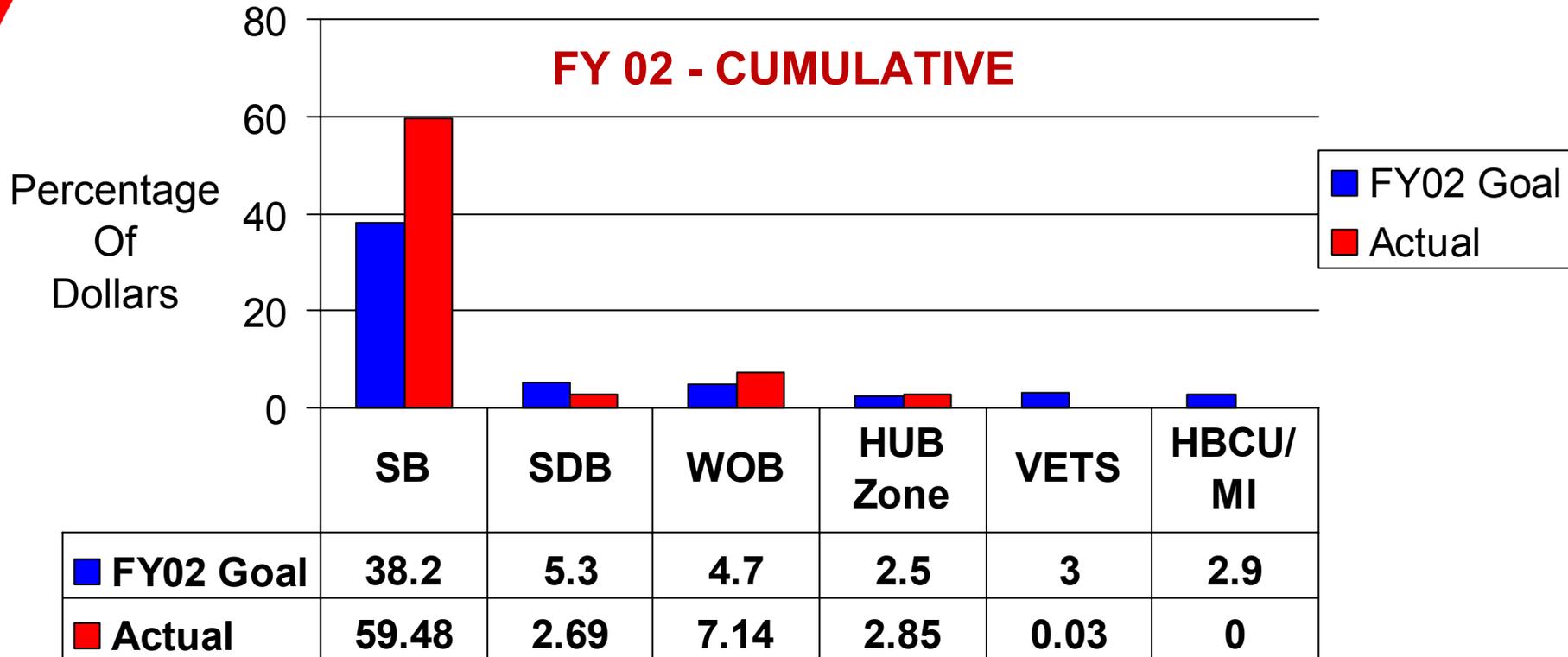
- ✓ Seek assistance (e.g., PTAC, SBA).
- ✓ Identify areas of opportunity.
- ✓ Categorize yourself properly in CCR.
- ✓ Viable, healthy Small Business Base.
- ✓ Responsive.
- ✓ Competitive.





# Small Business Program

## FY 02 - CUMULATIVE



Small Business (SB)

Small Disadvantaged Business (SDB)

Woman Owned Business (WOB)

Historically Underutilized Business Zone (HUBZone)

Disabled Veteran Owned (VETS)

Historical Black Colleges & Univ.. (HBCU/MI)



# “ Small Business Issues “



Natick Contracting Division

Bottom Line ....

It is in our collective best interest to  
maintain a responsive, viable  
Small Business base.



## “ Links of Interest “



Natick Contracting Division

Soldier Systems Center

**Natick Contracting Division**

**Federal Business Opportunities**

DoD Business Opportunities

Army Single Face to Industry

Commerce Business Daily

FAR Site

**Central Contractor Registry**

CAGE Codes

DoD Forms Program

<http://www.natick.army.mil>

<https://www3.natick.army.mil>

<http://www.eps.gov/spg/USA/index.html>

<http://www.dodbusopps.com/>

<http://acquisition.army.mil/>

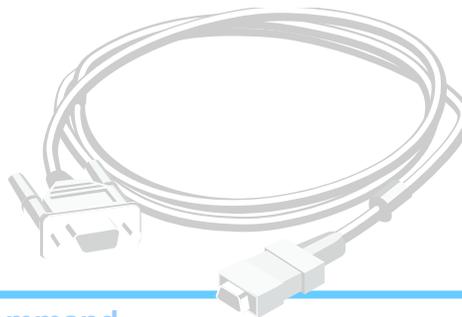
<http://cbdnet.access.gpo.gov>

<http://www.arnet.gov/far/>

<http://www.ccr.gov>

<http://www.dlis.dla.mil/CAGESearch>

<http://web1.whs.osd.mil/icdhome/formtab.htm>





# “ SSC Points of Contact “



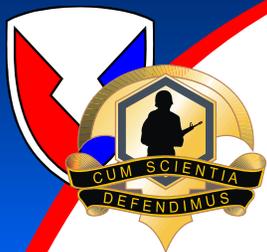
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# “ Summary “



Natick Contracting Division

- ☀ Supporting the “Warfighter” as a team.
- ☀ Maintaining a healthy Industrial Base.
- ☀ Maintaining a healthy Small Business Base
- ☀ Partnering



# Natick Contracting Division



Natick Contracting Division

**Questions and possibly answers....**