



U.S. ARMY®

Doing Business with Mission & Installation Contracting Command (MICC)

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Mission and Installation Contracting
Command

Office of Small Business Programs



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CUI



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Agenda

- ✓ Introduction
- ✓ Locations and Support
- ✓ What We Buy
- ✓ Mandatory Sources
- ✓ Small Business Achievement
- ✓ The Do's and Don'ts of Small Business Contracting
- ✓ Questions



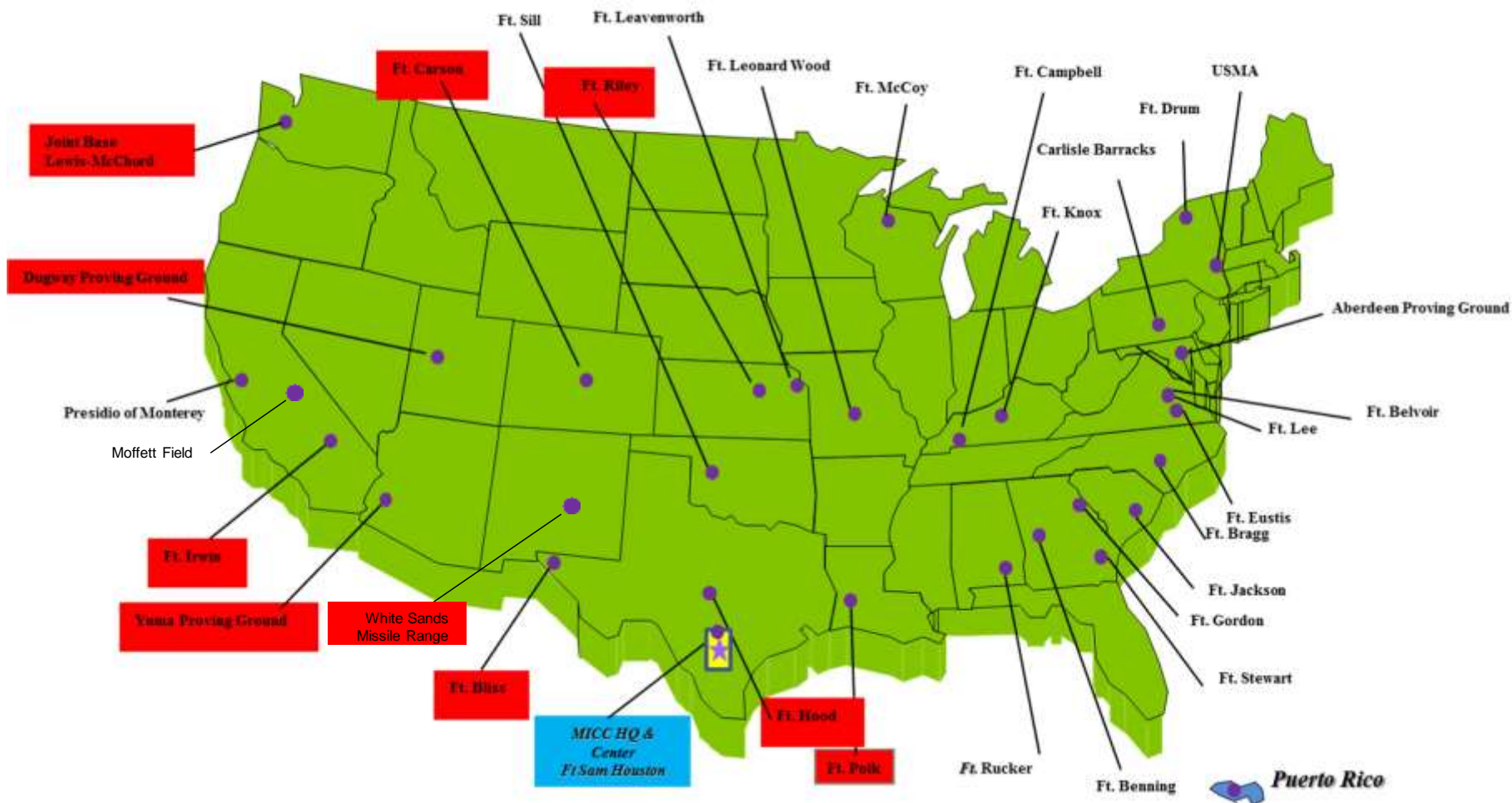


Introduction

- ✓ **Mission: MICC OSBP fosters acquisition opportunities to all small business categories where small businesses can best support soldiers and their families, thus ensuring Army Readiness and developing a viable, robust industrial base.**
- ✓ **Purpose: Serves as an advocate to maximize small business opportunities.**
 - Advises and assists acquisition team on small business matters to include, but not limited to:
 - Conducting training to acquisition and requiring activity personnel
 - Assisting in market research and acquisition strategies
 - Serving on Source Selection Advisory Committees & Evaluation Boards
 - Recommending small business set-asides
 - Verifying accuracy and timely submission of subcontracting plans



MICC Locations We Support

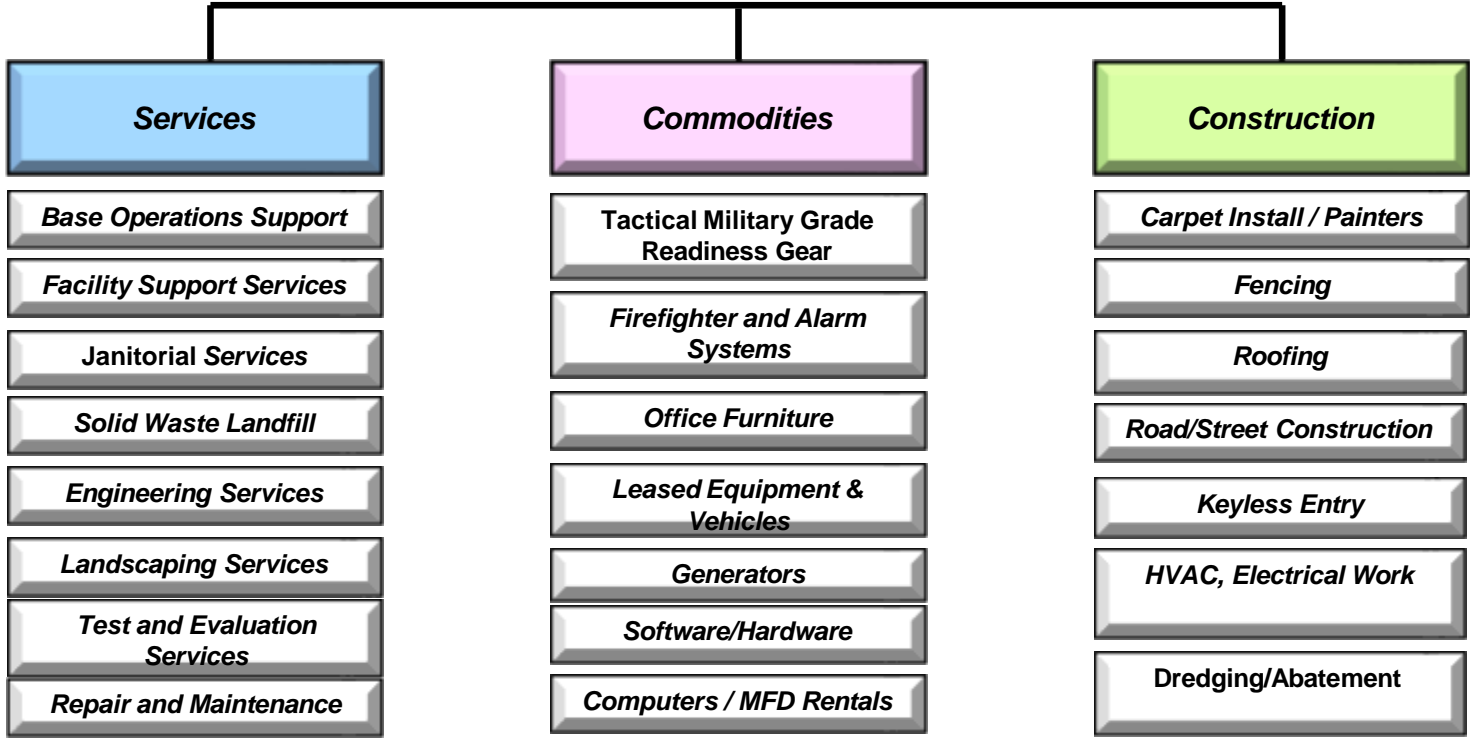


<https://www.army.mil/micc#org-small-business>





Examples of What We Buy at the MICC



Note: Simple supply purchases and services are primarily purchased through a reverse auction tool called UNISON. Go to <https://www.unisonglobal.com/product-suites/acquisition/marketplace/> for more info.





MANDATORY SOURCES

- **CHESS (Computer Hardware Enterprise Software Solutions)**
 - Designated source for computer hardware / software and IT services
 - CHESS waiver required if procuring outside of CHESS
- **PROCUREMENT LIST (Ability One Program-NonProfit Agencies Employing People Who Are Blind or Severely Disabled)**
 - Custodial Maintenance
 - Grounds Maintenance
 - Dining Facility Attendant
 - Post Laundry
- **MATOC/JOC CONSTRUCTION**
- **OTHER MISC. MANDATORY SOURCES:**
 - Federal Prison Industries
 - GPC: Envision/Army DoD E-Mall/FSSI (GSA Advantage)





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MICC FY22 Goal Achievement

MICC FY22 Goals

- ✓ Small Business – **50.50%**
- ✓ Small Disadvantaged Business (SDB) – **30.33%**
- ✓ Service-Disabled Veteran-Owned SB (SDVOSB) – **9.19%**
- ✓ Women-Owned Small Business(WOSB) – **9.80%**
- ✓ HUBZone Small Business – **7.45%**

MICC SB FY22 Achievement

- ✓ Small Business – **61.45%**
- ✓ Small Disadvantaged Business (SDB) – **40.25%**
- ✓ Service-Disabled Veteran-Owned SB (SDVOSB) – **11.35%**
- ✓ Women-Owned Small Business(WOSB) – **14.40%**
- ✓ HUBZone Small Business – **11.98%**





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Do's of Small Business Contracting

- ✓ DO register in System for Award Management (SAM) SAM.gov
- ✓ DO become familiar with government contracting regulations
- ✓ DO research the contracting office and what they buy to determine if your capabilities match up
- ✓ DO search SAM.gov and respond to Sources Sought Notices/Requests for Information (RFIs)
- ✓ DO network and contact APEX Accelerators (formerly PTAC)
- ✓ DO utilize the MICC Small Business website at <https://www.army.mil/micc#org-small-business>
- ✓ DO explore subcontracting, joint venture, and teaming opportunities
- ✓ DO schedule capability briefings with SBPs





Don'ts of Small Business Contracting

- ✓ **DON'T set up a meeting before you're ready**
- ✓ **DON'T present a broad range of offerings**
- ✓ **DON'T rely on the same pitch**
- ✓ **DON'T be overly aggressive**
- ✓ **DON'T monopolize the conversation**
- ✓ **DON'T name drop senior leaders or competing companies**
- ✓ **DON'T ask for procurement sensitive information**
- ✓ **DON'T add SBPs to automated marketing emails**
- ✓ **DON'T only focus resources on being a prime contractor**





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Questions

