

UNCLASSIFIED



Army Contracting Command – Aberdeen Proving Ground (ACC-APG)

Research Triangle Park Division

Sheila McClelland

Division Chief

U.S. Army Contracting Command – APG
Research Triangle Park, NC

UNCLASSIFIED



Army Contracting Command



Formed Oct. 1, 2008, as a subordinate command of the U.S. Army Materiel Command, the U.S. Army Contracting Command enables U.S. Army readiness by contracting for equipment and services vital to the Army's global mission. Dedicated to delivering readiness through contracting solutions in support of the Army and Unified Land Operations, anytime, anywhere. If a Soldier needs it, ACC buys it.

A two-star command Headquartered at Redstone Arsenal, Alabama. ACC with one subordinate one-star command and six major contracting centers located at:

- [ACC-Aberdeen Proving Ground, APG, Maryland](#)
- ACC-New Jersey, Picatinny Arsenal
- ACC-Orlando, Orlando, Florida
- ACC-Redstone, Redstone Arsenal, Alabama
- ACC-Rock Island, Rock Island Arsenal, Illinois
- ACC-Warren, Detroit Arsenal, Michigan

Execute more than 170,000 contracts each fiscal year

Obligate more \$56.4 billion (approx. 73 percent of the Army's total contract dollars)

More than 6,000 military and civilian employees at more than 100 locations worldwide.

[ACC-Aberdeen Proving Ground, APG, Maryland](#)

- 12 Contracting Divisions at: Adelphi, MD; Denver, CO; Ft. Belvoir, VA; Ft. Huachuca, AZ; Frederick, MD; Natick, MA; Orlando, FL; [Research Triangle Park, NC](#); Tobyhanna Army Depot, PA; and White Sands Missile Range, NM



Leadership

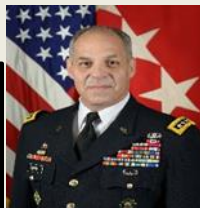


ACC-APG-RTP Division

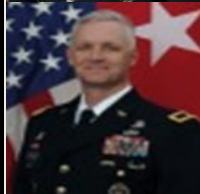
Contracts (R&D/Knowledge Based Services/Operational Support in theater)
Assistance Instruments
IDIQs (MAC and Single Awards)
SBIR/STIR Program
HBCU/MI Program

ACC-APG-RTP Division

Obligates > \$1B annually
>4000 total actions
>1000 New Assistance Instruments
>1500 Modifications (AI)
>\$650M Assistance Instruments



General Gustave F. Perna
AMC Commander



Brig. Gen. Paul H. Pardew
ACC Commander



Kenyata Wesley
ACC-APG Executive Director



Associate Director SCRT
Mr. Tom Ficklin

Strategic Objective

- ✓ Increase awareness of Strategic alignment to Army Priorities
- ✓ Continue to Improve Industry Engagement
- ✓ Continue to operationalize Contracting
- ✓ Continued development of responsive, Agile, & Qualified Workforce
- ✓ Provide Exceptional Customer Service



Deputy Associate
Director
for ARL Contracting
Ms. Patty Fox



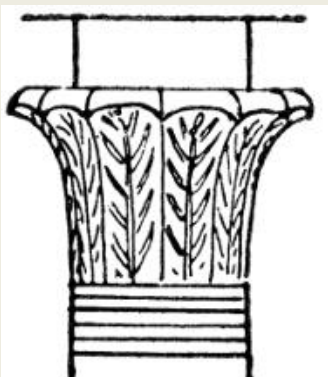
ACC-APG Research Triangle
Park
Sheila McClelland, Chief
ARI
RDECOM ARL
RDECOM ARL STTC
NVESD



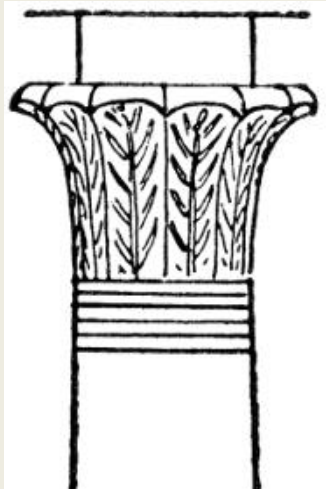
ACC-APG Adelphi
Christi Winkler, Chief
IMCOM
RDECOM ARL



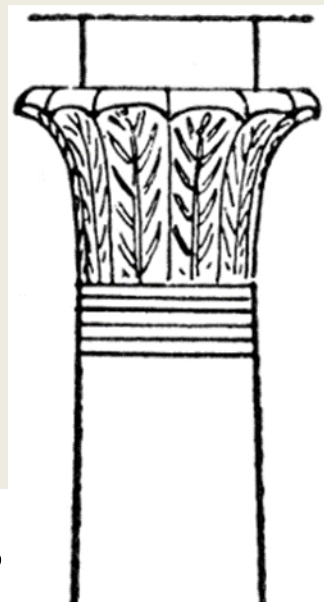
Opportunities within the Army Contracting Command



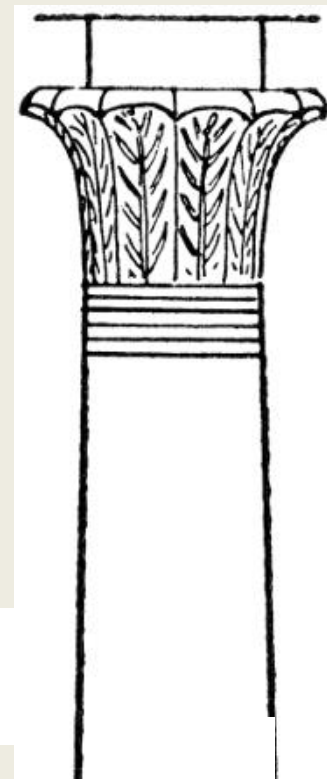
Contracts



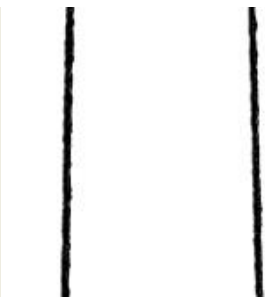
Assistance Instruments



Subcontracting



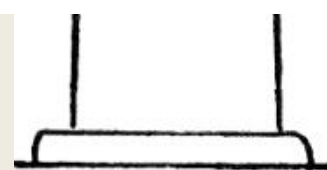
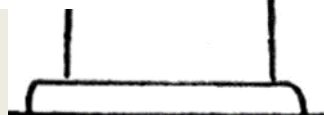
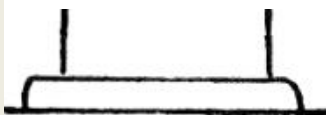
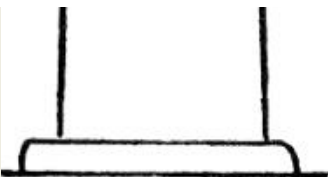
Professional Careers



Post Doc Programs



SBIR/STTR





Procurement Contracts vs Assistance Instruments



Procurement Contracts

1. Goods and services acquired for the **direct benefit or use** of the Government.
2. Buyer/Seller Relationship
3. Includes Performance Work Statement and specific deliverables that govern effort
4. Allows profit or fee
5. Requires compliance with Federal Acquisition Regulation (FAR), Defense Federal Acquisition Regulation Supplement (DFARS), Army Federal Acquisition Regulation Supplement (AFARS)- Parts 35, Research and Development and Parts 15, Services
6. Cost Plus Fixed Fee, Firm Fixed Price, IDIQs, SBIR
7. Intellectual Property government by Regulation Parts 27 and --- respectively
8. Contract Requirements and Broad Agency Announcements: <https://www.fbo.gov/> (FedBizOps)
9. Terms and Conditions government by regulation, policy and contracts.

Assistance Instruments

1. Used when the principal purpose of the transaction is to stimulate or support research and development for public purpose (furthering science).
2. Recipient performs proposed research effort without substantial Government involvement
3. No PWS- Deliverables must be incidental and not primary purpose of the award
4. No profit or fee permitted
5. Guidance found in Department of Defense Grant and Agreement Regulations (DoDGARs) and 2 CFR 200 (it is called Chapter II - Office of Management and Budget Guidance),
6. Grants, Cooperative Agreements, Assistance Transactions other than Grants or Cooperative Agreements (Technology Investment Agreements of TIAs), Other Transaction Agreements for Prototypes
7. Government gets rights to intellectual property
8. Announcements: Grants.Com
9. More flexibility with agreement terms and conditions
10. Typically faster to award than procurement contracts for similar efforts



Procurement Contracts vs Assistance Instruments



Procurement Contracts

✓ Contracts

1. **Contractor** has performance objectives as stated in the Performance Work Statement (PWS) and specific deliverables
2. W911NF-13-C-0202
3. **Contracting Officer**
4. FEDBizOps: <https://www.fbo.gov/>

Assistance Instruments

✓ Grants

1. **Recipient** performs proposed research effort without substantial Government involvement
 - Mostly used with universities

2. W911NF-13-1-0364 (Grants)

3. **Grants Officer**

✓ Cooperative Agreements

1. **Recipient** performs proposed research effort with substantial Government involvement
 - The Government/Recipient relationship is essentially a partnership
 - Each year a Program Plan is jointly developed that describes the research milestones and budget
 - Research is performed collaboratively and could result in joint papers and inventions
 - Collaboration necessary to leverage and enhance individual efforts/integrated solutions/joint publications desired
 - “Joint” is the optimal approach through planning, research, D&V, publications and inventions

2. W911NF-13-2-0018 (CA)

3. **Grants Officer**

4. Grants.com



Professional Career with the Army Contracting Command Army Contract Specialist Paid Internship – Pathway/852 Programs



2 year Program (formal and informal training)

Certification in Contracting

GS-5/7 Entry w/ promotion to GS-11/12

Competitive Promotion Potential to GS-15 thru Senior Executive Service Positions

Must be a U.S. citizen

Ability to obtain and maintain a *security* clearance

4 year Degree from Accredited Educational Institution

Degree w/ 24 academic hours in business related disciplines of; accounting, business finance, law, contracts, purchasing, economics, industrial management, marketing, quantitative methods, and organization and management

Cumulative grade point average (GPA) of 2.95 or higher

<https://www.usajobs.gov/> for job search and to register Resumes and Transcripts

Contact: ACC.Career@conus.army.mil for questions



Noteworthy Takeaways



- **Understand that we are Mission Driven and impacted by timelines**
 - Timely submissions of Proposals
 - Proposal Compliance – Important
 - Disbursement Important (No cost extensions problematic)
 - Communication between HBCU Business office PIs sometimes disconnected
 - Every Assistant Instrument proposal must be submitted through Grant.gov
- **Extend Opportunities**
 - Consider requirements beyond Assistance Instruments
 - All Government Agencies post requirements in FEDBiz Ops
- **Maximize Government Advisory Assistance Resources**
 - Small Business Specialist – David Christ (ARL-Associate Director of Small Business (919) 549-4278)
 - AMC Office of Small Business Programs, Nancy Small, Director, <https://amc.army.afpims.mil/Connect/Business-Connections/>
 - Office of Small Business Programs –APG, <https://osbp.army.mil>
 - DoD Small Business Programs (Dr. James Galvin, Acting Director), <http://business.defense.gov/>
 - Army Office of Small Business Programs (Tommy Marks, Director - Ms. Sharon R. Morrow, Program Manager), <http://osbp.army.mil/>
 - Association of Procurement Technical Assistance Centers National (PTAC), <http://www.aptac-us.org/>
 - Small Business Administration- <https://www.sba.gov/>
 - Small Business Innovation Research/Small Business Technology Transfer-DoD: <https://www.acq.osd.mil/osbp/sbir/>
 - Small Business Innovation Research/Small Business Technology Transfer-Army, <https://www.armysbir.army.mil/awards/Default>