

GovWin
from Deltek

Federal Agency Profiles

Army Materiel Command – *Account Planner*

January 4, 2022



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Table of Contents

- » [Methodology](#)
- » [Account Summary](#)
- » [Employee Summary](#)
- » [Budget Summary](#)
- » Capital Plans and Initiatives
 - » [Information Technology](#)
 - » [Architecture, Engineering, & Construction](#)
- » [Buying Behavior](#)
- » [Competitive Landscape](#)
- » [Procurement](#)

01

Methodology

Methodology

- » Strategic plans outline the budget by agency strategic goal when available. In cases where budget by strategic goal is not available the department/agency strategic goals and objectives are provided.
- » Employee data represents civilian employees only (it does not include contractors or military enlisted personnel) as reported by federal agencies to the Office of Personnel Management.
- » Total agency budgets represent highlighted portions of a department's / agency's budget authorization as posted on the Government Printing Office website, or from the agency's own Budget Briefs and/or Congressional Budget Justifications.
 - » Total agency budget authorization data represents discretionary budget data only. It does not include offsetting fees, mandatory fees, service fees, etc., unless stated otherwise.



Methodology (Cont)

- » Listed opportunities constitute the leading opportunities from this department / agency, sorted by value, tracked by GovWin IQ . All reported opportunities are based on publicly available information.
- » Each year GovWin IQ forecasts the IT spending of the Executive Branch agencies over a five fiscal year period*. GovWin IQ's forecast is produced using the following sources:
 - » The President's Fiscal Year budget request & supporting documentation
 - » Economic Forecasts
 - » Congressional documents
 - » Legislative and policy documents
 - » OMB A-11 circular, IT Portfolio, and Exhibit 300s
 - » Agency budget documentation, reports and strategic plans
 - » Deltek GovWin IQ databases
 - » Federal Procurement Data System (FPDS) data
 - » Industry articles and publications
 - » Interviews with agency officials and industry experts and thought leaders
 - » Public statements of federal IT executives

Methodology (Cont)

- » Federal Information Security Modernization Act (FISMA) compliance scores and explanations are reported by each Executive branch agency and issued in the *Annual Report to Congress on the Implementation of the FISMA Modernization Act of 2014* . No scores were reported for the Department of Defense.
- » All parts of a department's / agency's buying behavior is figured using reported spending through the current fiscal, as reported by FPDS.
- » FPDS spending is current as of the listed date and is refreshed during each update.
- » Leading contractors are determined using data from (FPDS) and sorted by value.
 - » Leading contractors under specific types of spending are determined by the total obligations of Product Service Codes (PCS) mapped to each specific spending type.
- » Government-wide initiatives are programs all Executive branch agencies must participate in as mandated by the White House. The President's Management Agenda was revised at the beginning of the current administration and provides its long-term vision to reform government functions. The plan's Cross Agency Priority Goals specify the areas where agencies will focus to meet the administration's overall objectives. The President's Management Agenda is publicly available at the Performance.gov website.

02

Account Summary

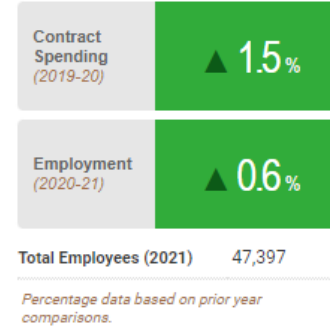
AMC Organization - Summary

» Headquarters:

4400 Martin Road
Redstone Arsenal, AL 35898

Leadership:

- » **Commanding General:**
Gen. Edward M. Daly



Additional points of contacts & deeper lower level office coverage are available on [GovWin IQ's Army Materiel Command Organization Chart](#)

Source: AMC, OPM, FPDS

AMC Mission and Vision

» **Mission Statement:**

Army Materiel Command delivers logistics, sustainment and materiel readiness from the installation to the forward tactical edge to ensure globally dominant land force capabilities.

» **Vision Statement:**

Army Materiel Command is operationalized to ensure Army materiel readiness for a globally dominant land force.

Source: AMC Website

AMC Organization Structure



Source: AMC

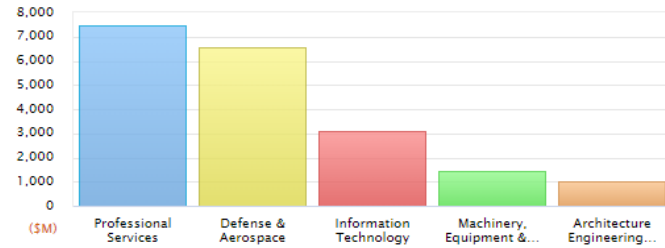
AMC Agency Contracting Summary

Contract Spending vs. Discretionary Budget Authority

AMC does not publish a total discretionary budget.

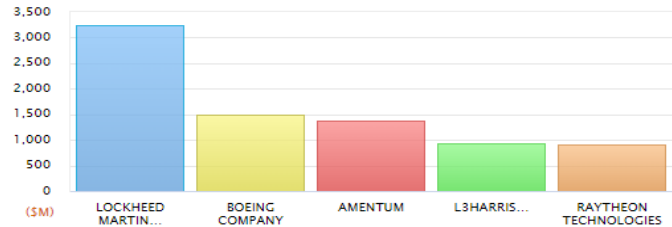
Top Segment Spending

Top Segment Spending (2020) (Top 5 only)

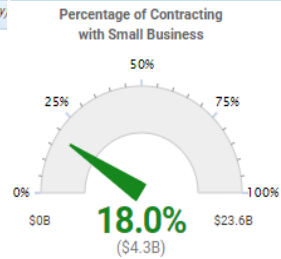


Top Contractors

Top Contractors (2020) (Top 5 only)



FY 2020 Small Business Spending



Socioec. Status	Actual	% Actual	% Goal
Certified HUBZone Small Business	\$431.4M	1.8%	3.0%
Service Disabled Veteran Owned	\$383.9M	1.6%	3.0%
Small Disadvantaged Business	\$1.5B	6.2%	5.0% ✔
Women Owned	\$712M	3.0%	5.0%

Source: FPDS
✔ - Indicates goal achieved

Source: AMC, President's Budget Request FY 2022, OMB, FPDS

03

Agency Employee Summary

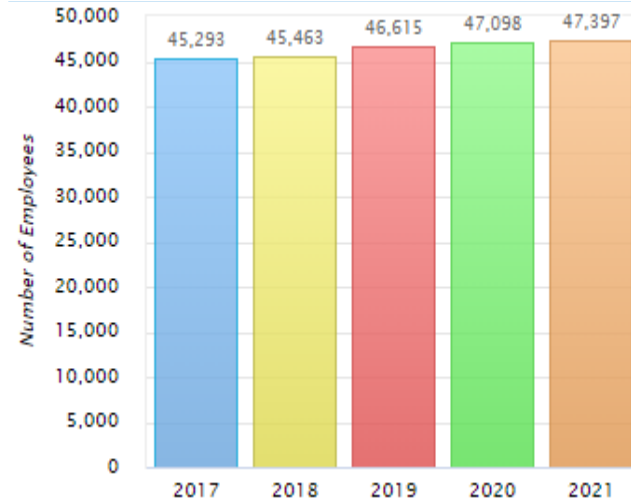
AMC Employee Summary

Employee Statistics

	Agency	Federal
Employees (2021)	47,397	2,171,790
Employment Growth (2020 vs. 2021)	0.6 %	0.6 %
Retirement Rate (2019)	2.1 %	1.6 %
Turnover Rate (2019)	5.3 %	5.4 %
Largest Age Group (2021)	50-59 (15,829)	50-59 (624,584)
Length of Service (2021)	10-19 Yrs (20,113)	1-9 Yrs (852,158)

Source: FedScope (March 2021)

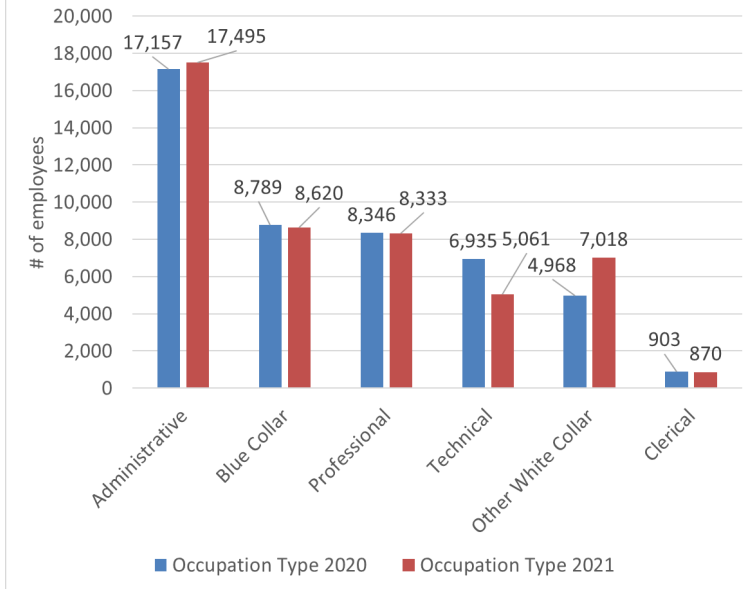
Annual Employment Trend



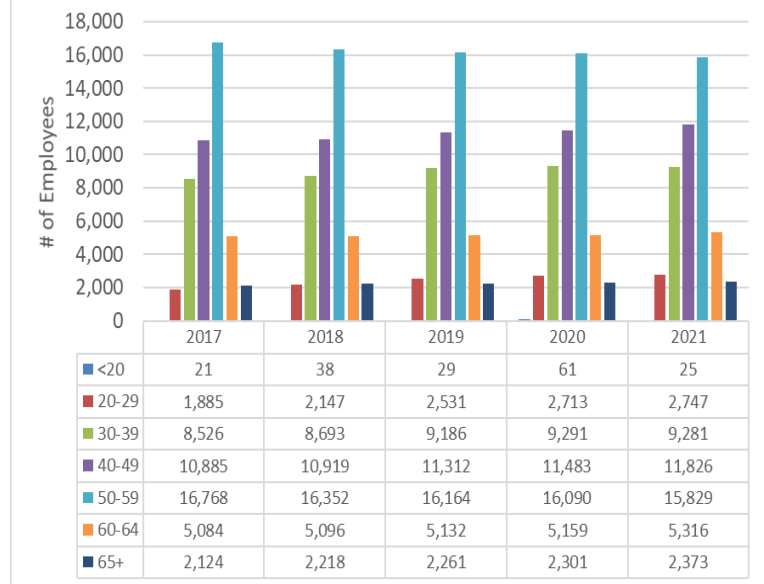
Source: OPM FedScope, Deltek

AMC Employee Summary (Cont.)

Employees by Occupation (FY 2020 - 2021)



Employees by Age



Source: OPM FedScope, Deltek

04

Account Budget Summary



Annual Federal Budget Timeline



**1st Monday
in Feb**

President submits
budget to
Congress



April 15*

Congress begins
works to complete
action on budget
resolutions



June 30*

House Completes
action on regular
appropriation bills
and any required
reconciliation
legislation.



July 15*

President submits
mid-session
review of his
budget to
Congress

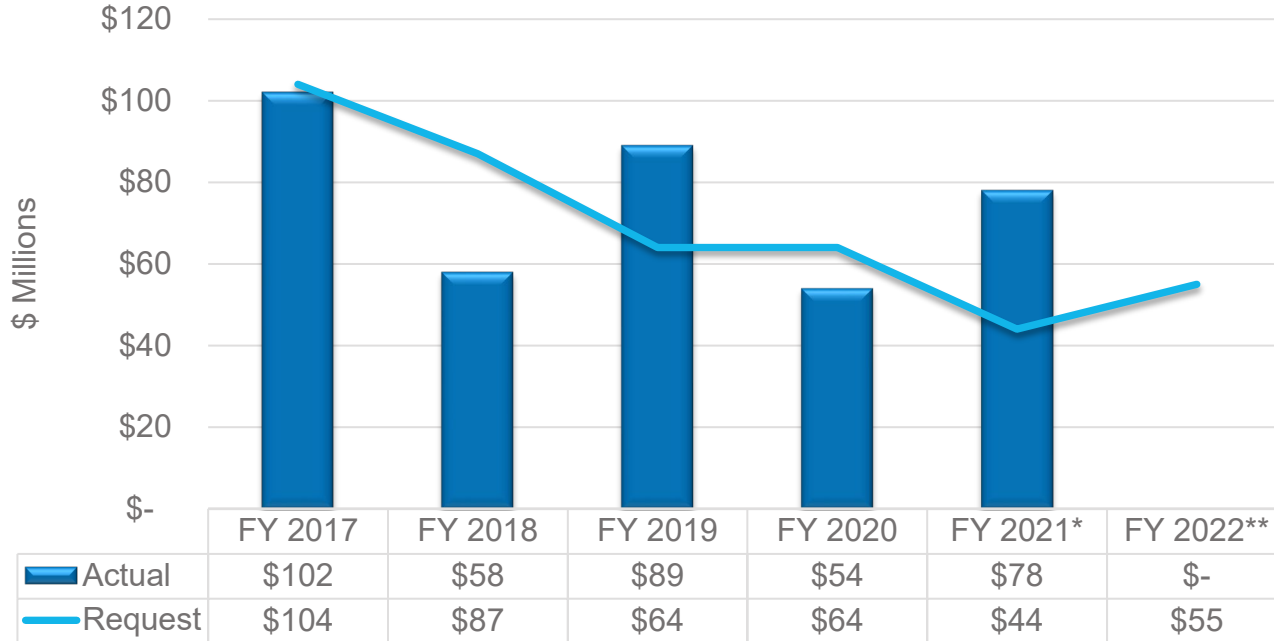


Oct 1st

Government
Fiscal Year Begins

Source: Committee on the Budget, U.S. Senate Glossary, and GovWin IQ

AMC Total Budget Request vs. Actual



* FY 2021 Actual is an OMB estimated value

** FY 2022 Actual has not yet been reported

Source: GovWin IQ, President's Budget Request FY 17 - 22

AMC Budget Authorization

Headquarters, Army Materiel Command conducts a thorough vetting process to ensure capital projects deliver a positive return on investment and comply with strategic plans for each industrial facility. Capital projects within the Industrial Operations enterprise focus primarily on replacing and upgrading equipment, while the Supply Management enterprise focuses solely on software development in support of the Logistics Modernization Program.

(Supply Management Budget) Account Name	FY 2020 (\$M) (Actual)	FY 2021 (\$M) (Enacted)	FY 2022 (\$M) (Proposed)
Software	\$9	\$17	\$18

The following table shows categories and respective values of the Industrial Operations capital budget and the projected capital cash outlays.

(Industrial Operations Capital Budget) Account Name	FY 2020 (\$M) (Actual)	FY 2021 (\$M) (Enacted)	FY 2022 (\$M) (Proposed)
Equipment	\$29	\$38	\$28
Equipment, ADPE / Telecom	\$7	\$9	\$6
Software	\$5	\$8	\$5
Minor Construction	\$13	\$20	\$16

05

Account Initiatives – Information Technology

AMC – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
LOGISTICS SUPPORT FOR 401ST ARMY FIELD SUPPORT BRIGADE THROUGHOUT THE SOUTHWEST ASIA THEATER OF OPERATIONS (AFSB)(SWA)(APS-5)	Pre-RFP	01/2022	1,044	188904
ENVIRONMENTAL REMEDIATION MAIDIQ (ERMA)(FY23)	Pre-RFP	03/2022	510	207778
LOGISTICS SUPPORT SERVICES FOR ARMY PREPOSITIONED STOCK EUROPEAN ACTIVITY SET GERMANY EAGLE STEP 3 (APS-2)(EAS)	Pre-RFP	03/2022	362	197303
MAINTENANCE SUPPORT SERVICES FOR THE SECURITY ASSISTANCE MANAGEMENT DIRECTORATE (SAMD)	Forecast Pre-RFP	08/2023	338	170277
LOGISTICS SUPPORT SERVICES FOR FORT BRAGG EAGLE STEP 3	Pre-RFP	01/2022	291	156680

Source: GovWin IQ

Account Initiatives – Architecture, Engineering, and Construction (AEC)

AMC – Leading AEC Opportunities

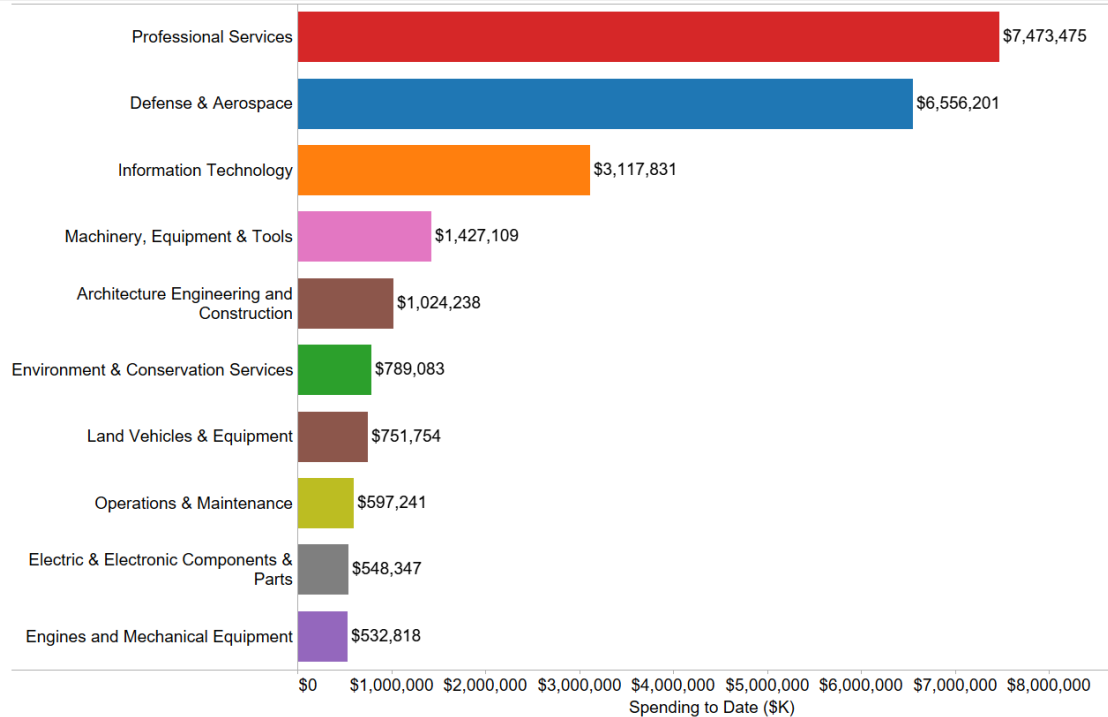
Program	Status	RFP-Date	Value (\$ M)	Opp. ID
AEC MULTIPLE AWARD TASK ORDER CONTRACT FOR CONSTRUCTION SERVICES AT FORT CAMPBELL KY (MATOC)(IDIQ)	Forecast Pre-RFP	08/2022	175	181040
AEC MULTIPLE AWARD TASK ORDER CONTRACT AT FORT SILL OKLAHOMA (MATOC)	Pre-RFP	01/2022	100	192218
AEC JOB ORDERING CONTRACT AT FORT DRUM	Pre-RFP	02/2022	99	184860
AEC FORT DRUM MATOC CONSTRUCTION SERVICES	Forecast Pre-RFP	10/01/2022	99	206248
AEC CONSTRUCTION REPAIR RESTORATION AND REHABILITATION OF ROADWAYS AND HARDSTANDS	Pre-RFP	06/2022	75	209420

Source: GovWin IQ

06

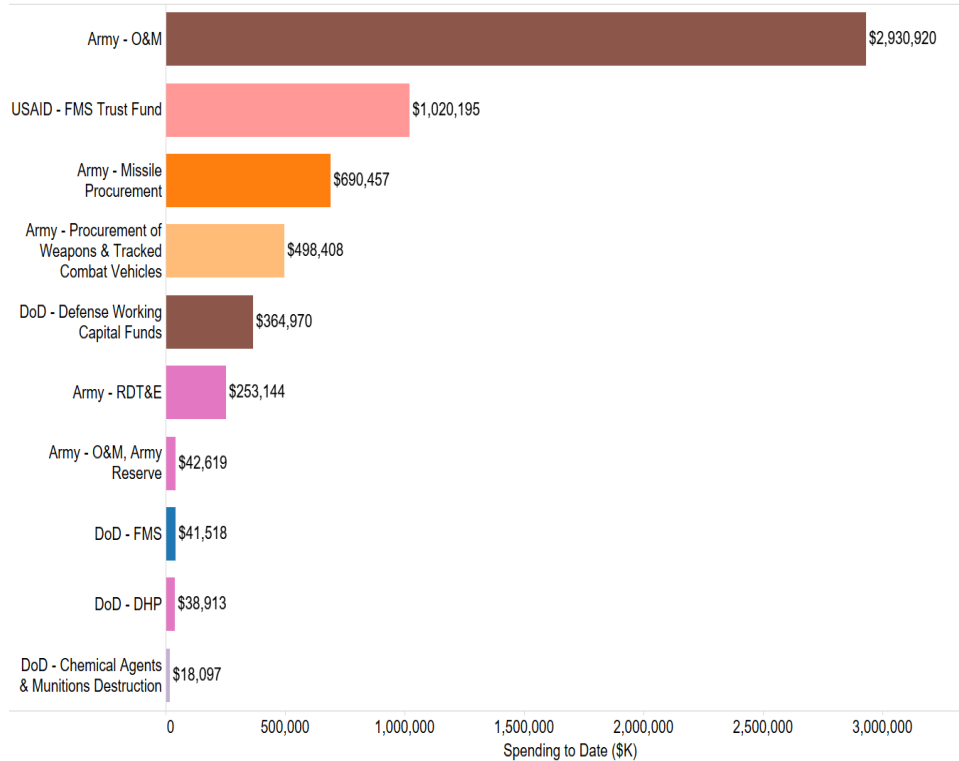
Account Buying Behavior

Leading AMC Spending by Segments, FY 2020

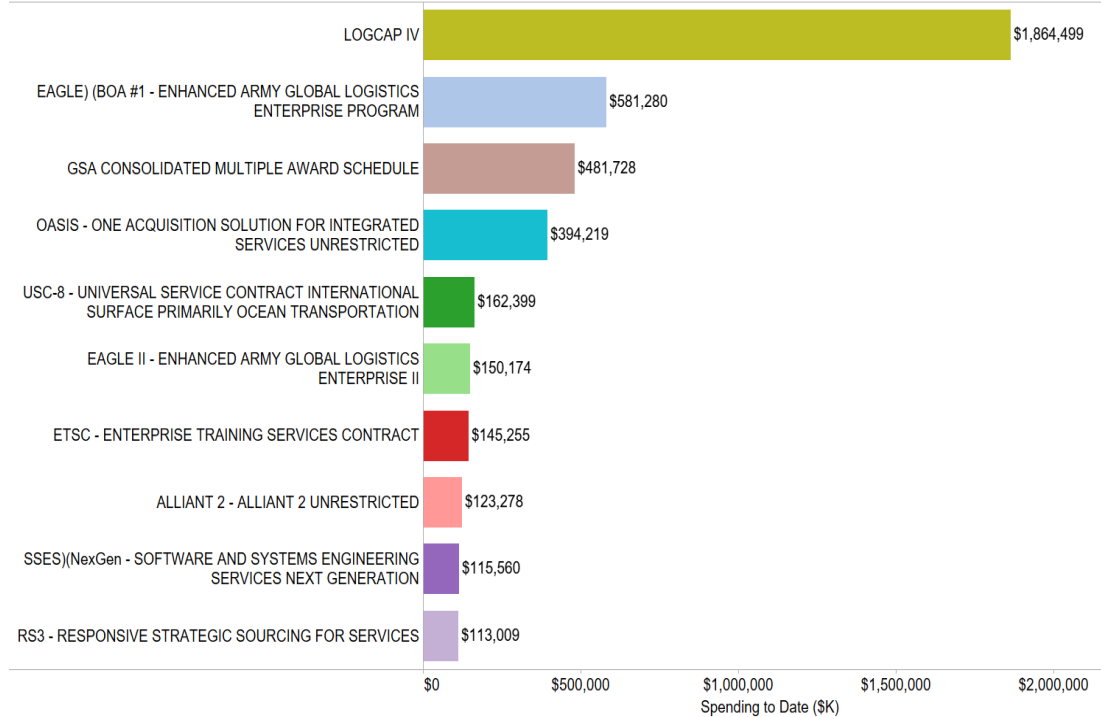


Source: Federal Procurement Data System, GovWin IQ

Leading AMC Budget Accounts, FY 2020

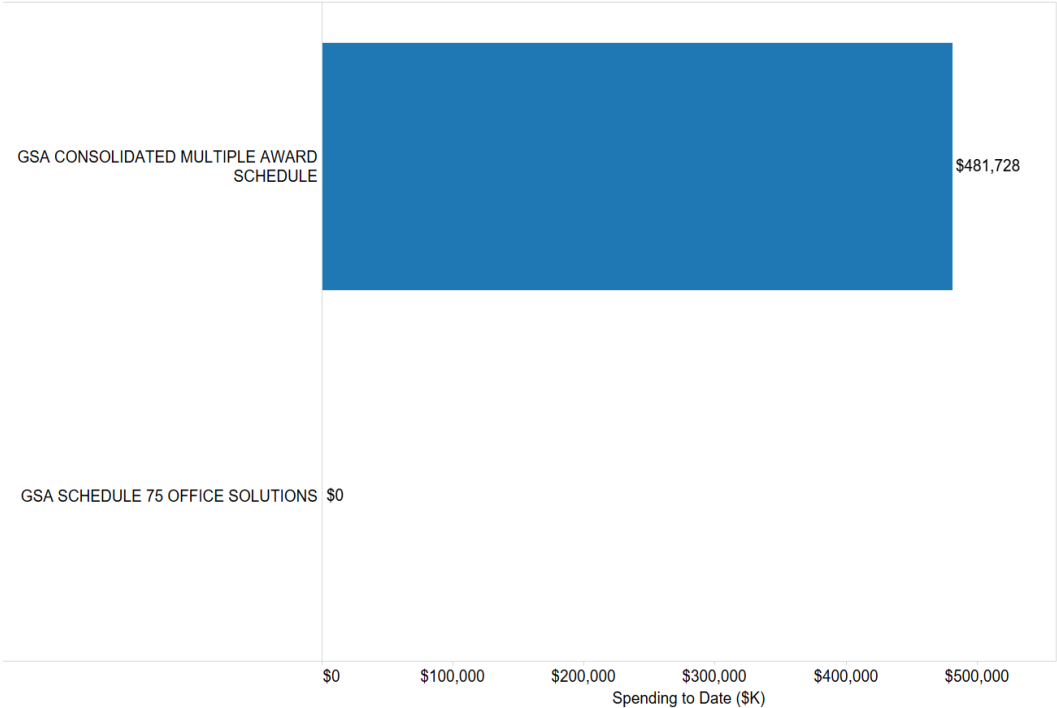


Leading AMC Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

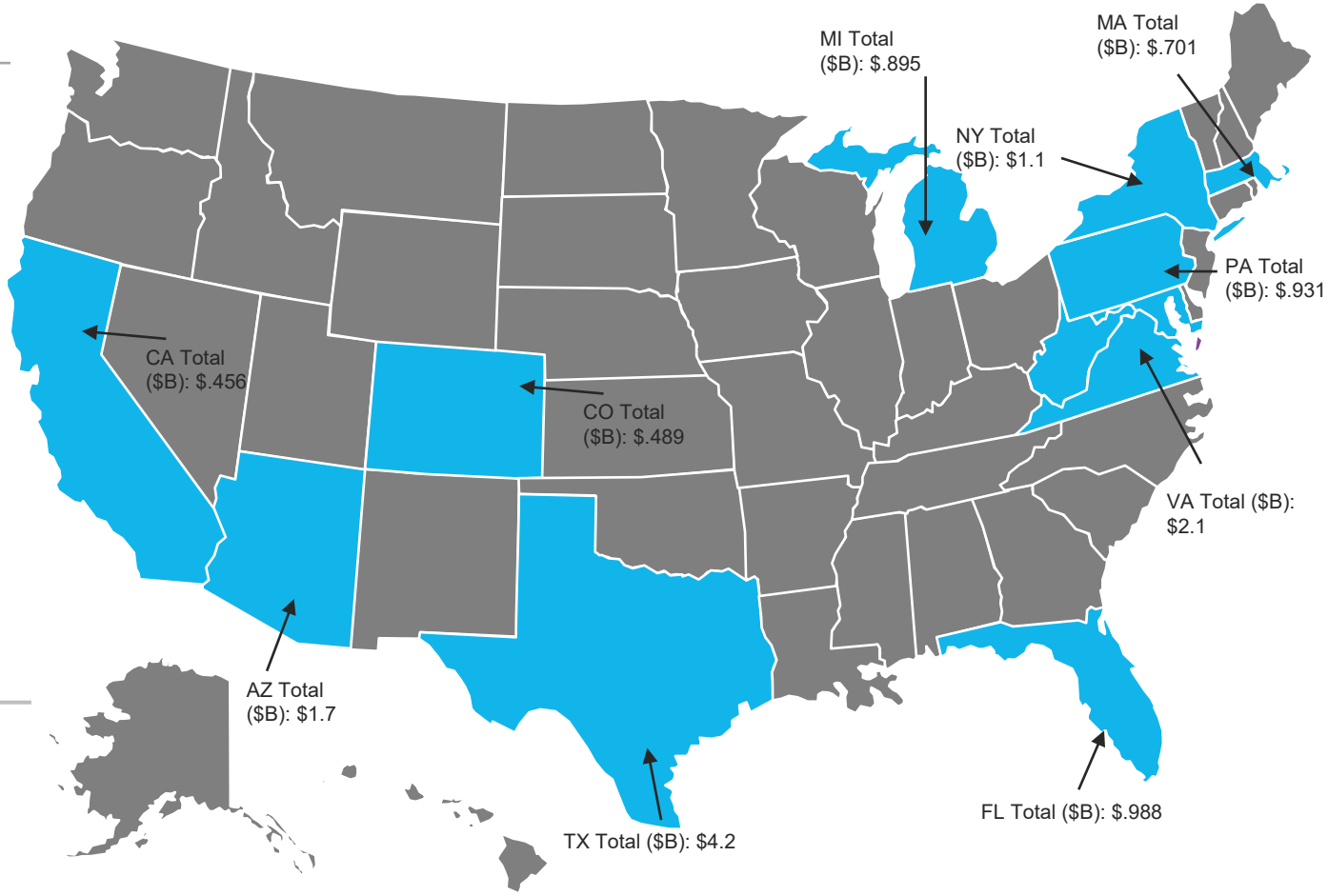
Leading AMC Spending GSA Schedules, FY 2020



Source: Federal Procurement Data System, GovWin IQ

FY 2020 Total Army Materiel Command Federal Reported Spending: \$23.6B

» In FY 2020, Texas had the highest reported total spending obligations.

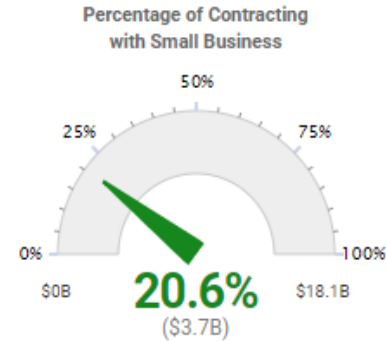


- Top 10 States by Spending FY 2020
- States outside of Top 10 by FY 2020 spending

AMC Small Business Contracting Goals FY 2021

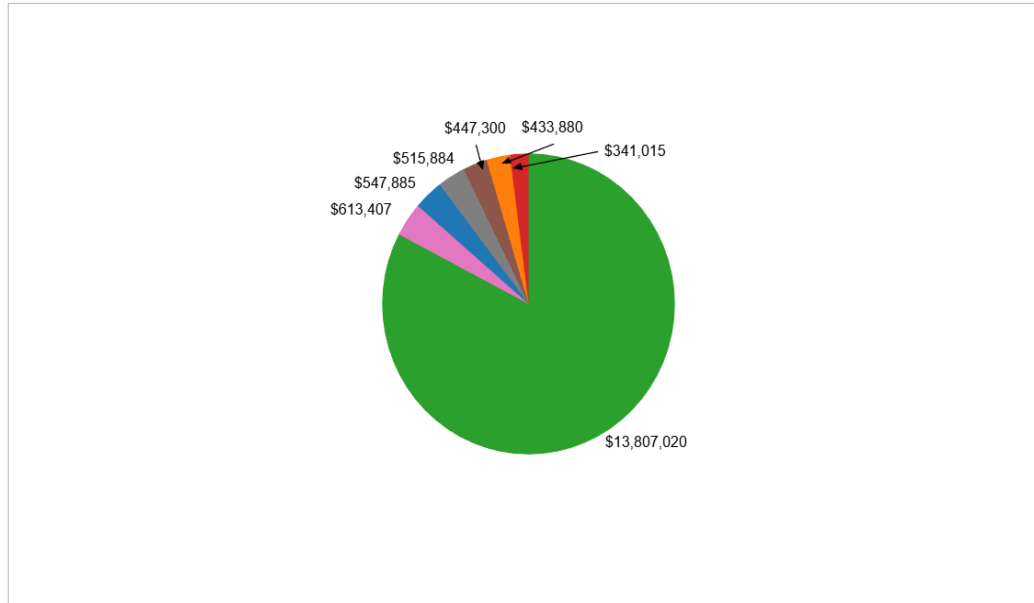
Socioec. Status	Actual	% Actual	% Goal
Certified HUBZone Small Business	\$376.2M	2.1%	3.0%
Service Disabled Veteran Owned	\$375.2M	2.1%	3.0%
Small Disadvantaged Business	\$1.6B	9.1%	5.0%
Women Owned	\$607.4M	3.4%	5.0%

Source: FPDS



Source: Small Business Dashboard

AMC Total Small Business Spending by Socioeconomic Status, FY 2020*



Socioeconomic Status

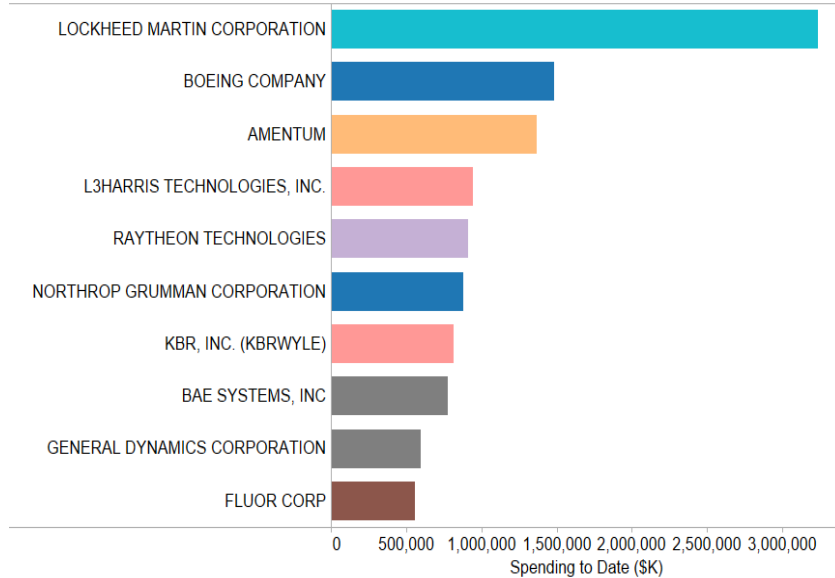
- Small Business (in one or more NAICS)
- Women Owned
- 8(a)
- Alaskan Native Corporation Owned
- Veteran Owned
- HUBZone
- Service Disabled Veteran Owned

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

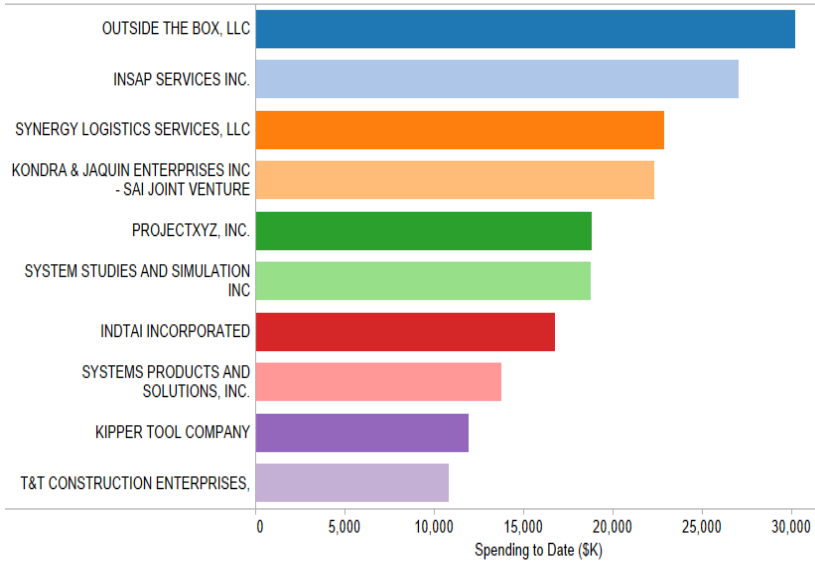
Leading AMC Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$3,235,745	14%
BOEING COMPANY	\$1,485,699	6%
AMENTUM	\$1,369,102	6%
L3HARRIS TECHNOLOGIES, INC.	\$944,822	4%
RAYTHEON TECHNOLOGIES	\$908,932	4%
NORTHROP GRUMMAN CORPORATION	\$881,930	4%
KBR, INC. (KBRWYLE)	\$812,497	3%
BAE SYSTEMS, INC	\$779,557	3%
GENERAL DYNAMICS CORPORATION	\$599,022	3%
FLUOR CORP	\$560,522	2%
Grand Total	\$23,576,979	100%

Source: Federal Procurement Data System, GovWin IQ

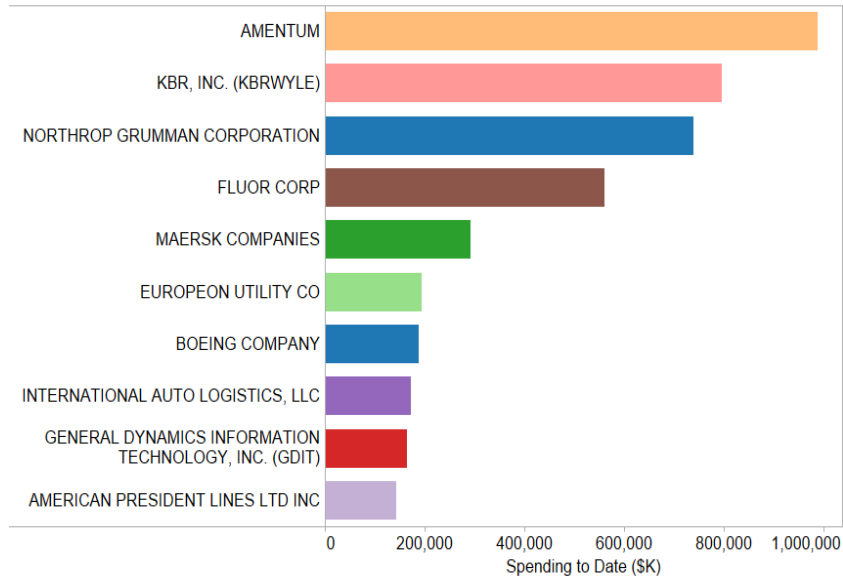
Leading AMC Prime Women Owned Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
OUTSIDE THE BOX, LLC	\$30,184	5%
INSAP SERVICES INC.	\$27,018	4%
SYNERGY LOGISTICS SERVICES, LLC	\$22,892	4%
KONDRA & JAQUIN ENTERPRISES INC - SAI JOINT VENTURE	\$22,333	4%
PROJECTXYZ, INC.	\$18,812	3%
SYSTEM STUDIES AND SIMULATION INC	\$18,771	3%
INDTAI INCORPORATED	\$16,777	3%
SYSTEMS PRODUCTS AND SOLUTIONS, INC.	\$13,748	2%
KIPPER TOOL COMPANY	\$11,948	2%
T&T CONSTRUCTION ENTERPRISES,	\$10,797	2%
Grand Total	\$613,407	100%

Source: Federal Procurement Data System, GovWin IQ

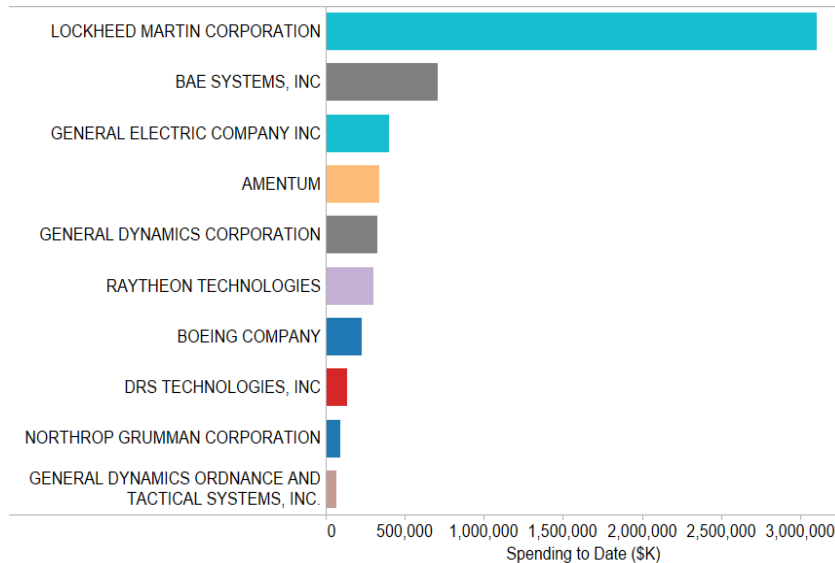
Leading AMC Prime Professional Services Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
AMENTUM	\$987,655	13%
KBR, INC. (KBRWYLE)	\$796,058	11%
NORTHROP GRUMMAN CORPORATION	\$738,096	10%
FLUOR CORP	\$560,522	8%
MAERSK COMPANIES	\$291,333	4%
EUROPEON UTILITY CO	\$194,907	3%
BOEING COMPANY	\$189,002	3%
INTERNATIONAL AUTO LOGISTICS, LLC	\$171,934	2%
GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC. (GDIT)	\$165,430	2%
AMERICAN PRESIDENT LINES LTD INC	\$143,238	2%
Grand Total	\$7,473,475	100%

Source: Federal Procurement Data System, GovWin IQ

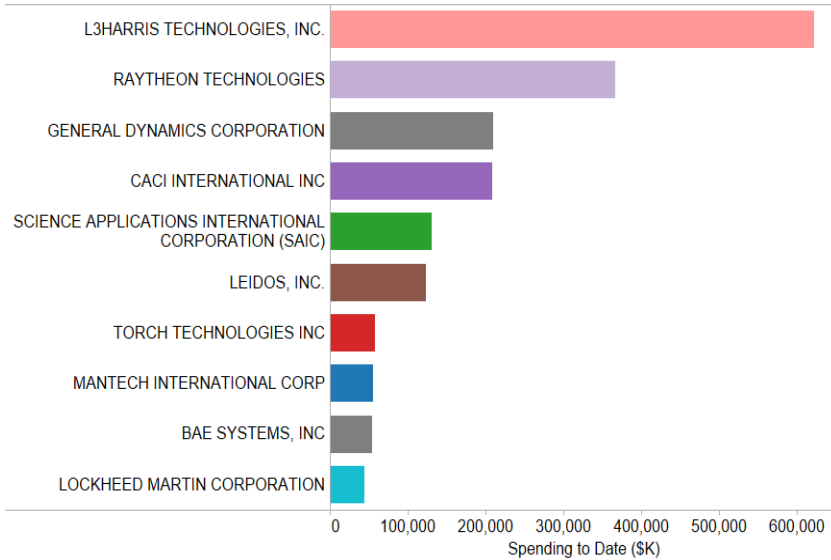
Leading AMC Prime Defense & Aerospace Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$3,103,614	47%
BAE SYSTEMS, INC	\$708,121	11%
GENERAL ELECTRIC COMPANY INC	\$397,829	6%
AMENTUM	\$336,871	5%
GENERAL DYNAMICS CORPORATION	\$328,027	5%
RAYTHEON TECHNOLOGIES	\$299,948	5%
BOEING COMPANY	\$227,324	3%
DRS TECHNOLOGIES, INC	\$133,670	2%
NORTHROP GRUMMAN CORPORATION	\$90,156	1%
GENERAL DYNAMICS ORDNANCE AND TACTICAL SYSTEMS, INC.	\$66,489	1%
Grand Total	\$6,619,451	100%

Source: Federal Procurement Data System, GovWin IQ

Leading AMC Prime Information Technology Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
L3HARRIS TECHNOLOGIES, INC.	\$621,856	20%
RAYTHEON TECHNOLOGIES	\$366,013	12%
GENERAL DYNAMICS CORPORATION	\$209,320	7%
CACI INTERNATIONAL INC	\$208,859	7%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$130,711	4%
LEIDOS, INC.	\$123,178	4%
TORCH TECHNOLOGIES INC	\$58,257	2%
MANTECH INTERNATIONAL CORP	\$54,983	2%
BAE SYSTEMS, INC	\$54,444	2%
LOCKHEED MARTIN CORPORATION	\$43,857	1%
Grand Total	\$3,117,831	100%

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

AMC Procurement

- » All Department of the Army (Army) acquisition regulations fall within the [Army Federal Acquisition Regulation Supplement \(AFARS\)](#), which implements and supplements the [Federal Acquisition Regulation \(FAR\)](#) and the [Department of Defense FAR Supplement \(DFARS\)](#) to establish uniform policies for Army acquisition. Additionally, all businesses must be listed in the System for Award Management database. The registration must be completed prior to award of any contract or agreement. Registration can be accomplished on-line at with the [System for Award Management \(SAM\)](#). Any time there is a change in status, such as if a company attains 8(a) status, it is necessary for the company to update its SAM information.
- » With an agency as large as the Department of Defense (DoD), the [Procurement Technical Assistance Centers](#) can be a helpful resource in winning business. The Centers are located in most states and are partially funded by DoD to provide small business concerns information on how to do business with the DoD. They provided in-depth counseling on marketing, financial and contracting issues to small business concerns at minimal or no cost.
- » Headquartered at Redstone Arsenal, Alabama, ACC is a major subordinate command of the Army Materiel Command. It is a two-star level command with two subordinate one-star commands, the Expeditionary Contracting Command and the Mission and Installation Contracting Command, and seven major contracting centers that provide support to AMC's life cycle management commands and major subordinate commands

AMC Procurement (Cont.)

- » For more information on AMC procurement, please contact the Army Contracting Command (ACC) at the following address and/or telephone number:

HQ, U.S. Army Contracting Command
4505 Martin Road
Redstone Arsenal, AL 35898

AMC – MICC Advanced Acquisition Plan (Cont.)

- » The Army Mission and Installation Contracting Command (MICC) Advanced Acquisition Plan is a forecasting tool targeted to both industry and government. This spreadsheet provides a snapshot of existing and planned contracting actions for numerous installations and Army Commands for next fiscal year and beyond. The listing may be especially helpful to small businesses seeking prime and subcontracting contracting opportunities with the U.S. Army. The spreadsheet is current as of November 2021, and will be updated biannually.
- » [MICC Advanced Acquisition Plan](#)

AMC Contracting (Cont.)

- » The [Army Contracting Command](#) supports the warfighter worldwide through the acquisition of goods and services vital to the Army's mission and well-being. As the Army's business conduit, ACC offers contracting expertise to support the warfighter while ensuring responsible stewardship of taxpayers' funds. ACC ensures contracting support to the warfighter as mission requirements emerge and as the Army transforms and moves within the Continental United States and throughout the world.
- » Headquartered at Redstone Arsenal, Alabama, ACC is a major subordinate command of the Army Materiel Command. It is a two-star level command with two subordinate one-star commands, the Expeditionary Contracting Command and the Mission and Installation Contracting Command, and seven major contracting centers that provide support to AMC's life cycle management commands and major subordinate commands.

AMC Contracting (Cont.)

- » [Aberdeen Proving Ground ACC-APG](#)
- » [Detroit Arsenal ACC-DTA](#)
- » [New Jersey ACC-NJ](#)
- » [Orlando ACC-ORL](#)
- » [Redstone Arsenal ACC-RSA](#)
- » [Rock Island ACC-RI](#)

AMC Contracting (Cont.)

- » The [Mission and Installation Contracting Command](#) (MICC) plans, integrates, awards, and administers contracts throughout the Army Force Generation (ARFORGEN) Cycle supporting the Army Commands (ACOMs), Direct Reporting Units (DRUs), USANORTH, and other organizations. The MICC is made up of seven mission contracting centers, nine mission contracting offices and 28 installation contracting offices throughout the country. The MICC is responsible for planning, integrating, awarding and administering contracts in support of Army commands, direct reporting units, U.S. Army North and other organizations. Contracting professionals at the MICC's subordinate units work with installation leadership throughout the generating force, or institutional Army, to translate their requirements into contracted materiel and services.

AMC Contracting (Cont.)

- » Focused on Army weapons programs and systems, AMC's Life Cycle Management Commands feature an integrated acquisition, logistics and technology environment for optimal Army readiness, modernization and sustainment. ACC provides policy, procedures, career guidance and support to the contracting centers dedicated to the AMC Life Cycle Management Commands and Program Executive Office/Program Manager missions.
- » ACC's National Capitol Region incorporates the Army's Contracting Center of Excellence (CCE) and the U.S. Army Information Technology, E-Commerce and Commercial Contracting Center (ITEC4). CCE provides contracting support to the Army Secretariat and the Army Staff. ITEC4 provides worldwide IT contracting support and procures enterprise IT support and equipment for Army and DoD activities.
- » AMC provides more information on the breakdown of its contracting commands in its [Resource Guide](#).

AMC – Office Small Business Programs (OSBP)

- » The [AMC Headquarters \(HQ AMC\) Office of Small Business Programs](#) provides information and resources necessary for the small business industry to become eligible to conduct business with AMC. Tapping into industry provides the Army access to specialized expertise, innovation and agile solutions for the Force of the Future. AMC Small Business representatives are knowledgeable and seek to ensure a fair portion of contract awards and percentage of total U.S. business dollars is placed with organizations within the specified socioeconomic programs: small business (SB), small disadvantaged business (SDB), women-owned small business (WOSB), historically underutilized business zone (HUBZone) small business, service-disabled veteran-owned small business (SDVOSB), and historically black colleges, universities and minority institutions (HBCU/MIs).
- » The AMC released a [Resource Guide](#), which covers key small business regulations, statistics, congressional philosophy, program overviews, goals and targets, and certifications.

AMC – Office Small Business Programs (OSBP) (Cont.)

- » Information concerning small business activities at AMC can be obtained from the ACC Office of Small Business Programs at the following address, e-mail address, and/or telephone number:

HQ, U.S. Army Materiel Command
4505 Martin Rd., ATTN: AMCSB
Redstone Arsenal, AL 35898
Phone: (256) 450-7953
usarmy.redstone.usamc.mbx.small-business@mail.mil

Thank You!