

GovWin  
from Deltek

Federal Agency Profiles

# National Guard Bureau – *Account Planner*

June 30, 2022



# Copyright Statement

---

## Published by:

### **Deltek**

2291 Wood Oak Drive  
Herndon, VA 20171

**© 2022 Deltek, Inc. All Rights Reserved. Printed in the United States.**

The information provided in this report shall be used only by the employees of and within the current corporate structure of Deltek's clients, and will not be disclosed to any other organization or person including parent, subsidiary, or affiliated organization without prior written consent of Deltek.

No part of the publication may be reproduced or distributed in any form, or by any means, or stored in a database or retrieval system, without the prior written permission of the publisher.

Deltek exercises its best efforts in preparation of the information provided in this report and believes the information contained herein to be accurate. However, Deltek shall have no liability for any loss or expense that may result from incompleteness or inaccuracy of the information provided.

# Table of Contents

---

- » [Methodology](#)
- » [Account 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



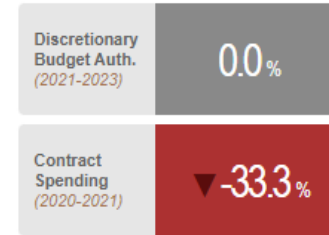
# NGB Organization - Summary

## » Headquarters:

111 S. George Mason Dr.  
Arlington, VA 22204

## » Leadership:

- » **Chief, NGB:** Gen. Daniel R. Hokanson
- » **Director, ARNG:** Lt Gen Michael A. Loh
- » **Director, ANG:** Lt Gen. Jon A. Jensen



FY 2023 Budget Request \$0M

FY 2023 IT Budget Request \$0M

*Percentage data based on prior year comparisons.*

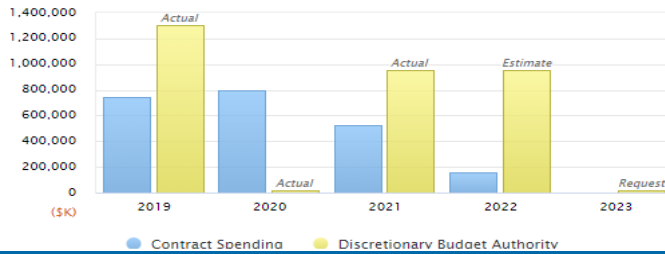
Additional points of contacts & deeper lower-level office coverage are available on [GovWin IQ's National Guard Bureau Organization Chart](#)

Source: NGB Website, OPM

# NGB Agency Contracting Summary

## Contract Spending vs. Discretionary Budget Authority

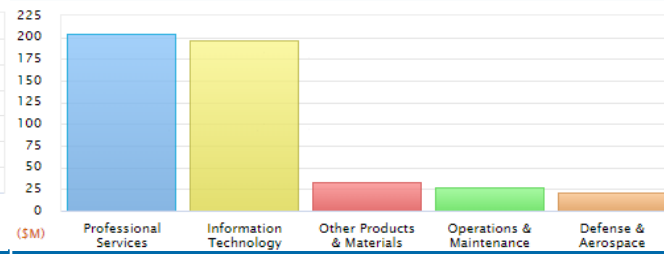
Contract Spending vs. Discretionary Budget Authority by Fiscal Year



## Top Segment Spending

Top Segment Spending (2021)

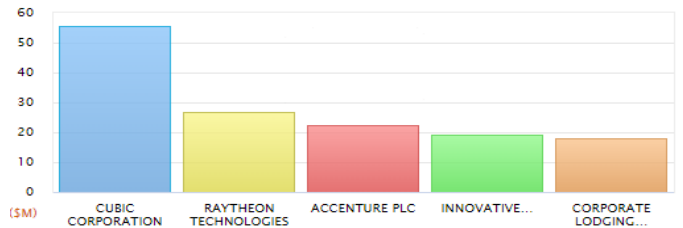
(Top 5 only)



## Top Contractors

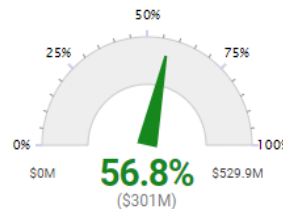
Top Contractors (2021)

(Top 5 only)



## FY 2021 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Small Disadvantaged Business	\$151M	28.5%	5.0%
Service Disabled Veteran Owned	\$53.6M	10.1%	3.0%
Certified HUBZone Small Business	\$16.8M	3.2%	3.0%
Women Owned	\$71.9M	13.6%	5.0%

Source: FPDS  
 - Indicates goal achieved

Source: NGB, President's Budget Request FY 2023, OPM, OMB, FPDS

# NGB Organization Metrics

---

- » The National Guard has supported more than one million overseas deployments to Iraq, Afghanistan, Kuwait, the Balkans, Guantanamo Bay, the Sinai, and other locations since 9/11.
- » National Guard Soldiers and Airmen served more than 10.2 million personnel days supporting warfight missions in 2020.
- » More than 20,000 National Guard Soldiers and Airmen are currently deployed in support of missions in Afghanistan, Kuwait, Bahrain, Jordan, Qatar, Ukraine, Poland, Kosovo, Eastern Europe, the Horn of Africa, Central and South America, and the Sinai Peninsula.
- » The Air Guard is providing 25% of the Total Force's Distributed Common Ground System (a system that produces military intelligence for multiple military branches) capacity in direct support of the overseas Combatant Commanders.
- » Nearly 1,500 Army Guard Soldiers and 64 aircraft are supporting U.S. Central Command aviation missions in Afghanistan and Kuwait.
- » The National Guard runs 17 battalion-sized (nearly 2,400 people) Chemical, Biological Radiological Nuclear (CBRN) Enhanced Response Force Packages, or CERFPs, in 17 states capable of responding in 3 to 6 hours.
- » National Guard Soldiers and Airmen comprise 55% of the DOD's chemical, biological, radiological, nuclear response capability.
- » There are more than 3,900 Army and Air National Guard personnel serving in 59 DOD cyber units in 40 states
- » Three National Guard brigades will deploy to the Joint Readiness Training Center in Fort Polk, La. this year: Ohio's 37th Infantry Brigade Combat Team in June; Arkansas's 39th Infantry Brigade Combat Team in July; and Indiana's Security Force Assistance Brigade in August.

# NGB Organization Metrics (Cont.)

- » 1,219 Guard members detected 57 “vulnerability events” while supporting the Nov. 3, 2020 national election. They provided their state’s IT support, vulnerability assessments, network monitoring, vehicle / foot traffic control, and COVID-19 screening and sanitizing.
- » 290 National Guard cyber warriors from 15 states also responded to 33 reported state cyber events in 2020.
- » More than \$11.2 billion of illicit drugs, weapons, property, and currency are off the streets thanks in part to the efforts of over 2,600 National Guard Counterdrug professionals assisting civilian law enforcement agencies throughout the 50 states, three territories and DC.
- » National Guard counterdrug operations supported 1,362 law enforcement agencies and over 439 community-based organizations.
- » Five National Guard counterdrug schools trained nearly 60,000 law enforcement personnel in 2020, using subject matter experts who are able to draw upon their military education, operational experience, and knowledge of DOD capabilities.
- » Guard members from 19 states logged 155,108 days responding to 52,834 wildfires covering over 9.5 million acres in 2020.
- » During hurricane responses, Guard members rescued 9,812 people, and distributed over 6 million meals, 12.1 million gallons of water, 1.6 million bags of ice, and nearly 319,000 tarps in 2020. They also cleared over 2,700 miles of road to assist recovery efforts.
- » National Guard Soldiers and Airmen conducted more than 1,200 SPP activities worldwide in support of Geographic Combatant Commands in Fiscal Year 2020

# NGB Organization Metrics (Cont.)

---

- » The Air National Guard Home Community Care Program is available at over 42 Air National Guard Wings with state-accredited providers offering free child care to Guard members. In FY20, the Home Community Care Program, provided over 27,000 hours of child care, spending \$290K in support of Air National Guard families.
- » The NGB Employment Support Program reached 102,141 Guard members and provided assistance to 45,385 Guard members, their families, veterans and other Reserve Component service members seeking jobs. The effort resulted in over 4,100 job referrals and nearly 900 hires. Each state has a program support specialist.
- » The Army Guard provided over \$36 million in Federal Tuition Assistance benefits to more than 19,000 Soldiers enrolled in over 71,000 courses in FY20.
- » The Army National Guard provides 54 Suicide Prevention Program Managers, one to each state, territory, and DC. They provided advanced training to 76,479 Soldiers and family members in FY20, enabling them to recognize the signs of suicide, giving them the skills to intervene appropriately, and connecting those in need to military and community resources.
- » NGB signed a memorandum with the Veteran's Administration to provide greater access to behavioral health services for Guard members during drill weekends. The initiative has seen an increase in the number of Guard members receiving services during drill weekends (14%) and at Vet Centers (44%).
- » The National Guard provides our nation and DOD partners a proven capability by supplying 100% of its unit-equipped, surge-to-war operational reserve forces.

# 03

---

## Account Budget Summary



# Annual Federal Budget Timeline



**1<sup>st</sup> Monday  
in Feb**

**April 15\***

**June 30\***

**July 15\***

**Oct 1st**

President submits budget to Congress

Congress begins works to complete action on budget resolutions

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

President submits mid-session review of his budget to Congress

Government Fiscal Year Begins

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

# NGB – Budget Authority

Bureau Name	Account Name	FY 2021 (\$K) (Actual)	FY 2022 (\$K) (Enacted)	FY 2023 (\$K) (Proposed)
<b>Operation and Maintenance</b>	Military Construction, Army National Guard	\$399,000	\$399,000	\$297,000
	Military Construction, Air National Guard	\$94,000	\$94,000	\$149,000
<b>Military Personnel</b>	National Guard Personnel, Army	\$9,363,000	\$8,859,000	\$9,325,000
	National Guard Personnel, Air Force	\$4,630,000	\$4,536,000	\$5,127,000
	Medicare-Eligible Retiree Health Fund Contribution, National Guard Personnel, Army	\$747,000	\$822,000	\$874,000
	Medicare-Eligible Retiree Health Fund Contribution, National Guard Personnel, Air Force	\$279,000	\$314,000	\$336,000
<b>Military Construction</b>	Operation and Maintenance, Army National Guard	\$7,599,000	\$7,401,000	\$8,157,000
	Operation and Maintenance, Air National Guard	\$6,919,000	\$6,865,000	\$6,901,000
*Accounts that have not been authorized during the last three fiscal years are not shown on this table.				

Source: Army FY 2023 Budget Highlights



# NGB – ARNG Budget Objectives

---

## » **FY 2023 Funding Highlights:**

- » Army National Guard's 336,000 Soldiers requested in FY 2023—comprise 28% of the Total Army. They fulfill vital national defense and homeland civil support roles and provide operational flexibility to Combatant Commands that complement the Regular Army in responding to National Security threats.
- » The FY 2023 budget request supports an end strength of 336,000, including 30,845 AGR Soldiers, to achieve the Army's and the National Guard Bureau's priorities of people, readiness, and modernization. As the combat reserve of the Army, the Army National Guard (ARNG) continues to support the active force in sustaining joint operations through a responsive and ready force-generating capability. ARNG readiness continues to provide both federal and state support in response to domestic emergencies to include COVID-19, hurricanes, wildfires and other requirements in addition to overseas operations.
- » The FY 2023 budget request supports an end strength of 336,000, including 30,845 AGR Soldiers, to achieve the Army's and the National Guard Bureau's priorities of people, readiness, and modernization. As the combat reserve of the Army, the Army National Guard (ARNG) continues to support the active force in sustaining joint operations through a responsive and ready force-generating capability. ARNG readiness continues to provide both federal and state support in response to domestic emergencies to include COVID-19, hurricanes, wildfires and other requirements in addition to overseas operations.

*Source: Army FY 2023 Budget Highlights*

# NGB – ANG Budget Objectives

---

- » The FY 2023 funding invests in the Soldiers, Civilians, and families of our workforce. ARNG will add 126 additional Sexual Assault Response Coordinators and 170 additional FTE's for Suicide Prevention. Additionally, this budget allows the ARNG to support Combatant Commander and Overseas Operations cost requirements in support of Operation INHERENT RESOLVE. The Guard continues to build and expand partnerships with local and state governments, the interagency, and the Services to provide a flexible domestic response force for the Nation. The domestic environment has called on Guardsmen to answer the call for natural and man-made events. These missions, have created opportunities for Soldiers and units to increase the Guard's readiness and provide a robust domestic response capability.
- » The Air National Guard's FY 2023 O&M budget request funds 138,235 peacetime flying hours, maintenance of 912 aircraft and day-to-day operational costs of 90 wings. The budget request also supports mission training for combat readiness of 108,400 ANG personnel.
- » The Air National Guard (ANG) MILPERS budget funds direct military compensation, including regular pay and benefits, retired pay accruals, recruiting and retention incentives, and clothing allowances. Funding supports 15 days of annual tours, 48 drill periods, and active duty tours for training of select ANG personnel in FY 2023. The ANG component total end-strength of 108,400 is an increase of 100 personnel from FY 2022

*Source: Air Force FY 2023 Budget Overview*

# 04

---

## Account Capital Plans and Initiatives – Information Technology

# NGB – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#">NGB CONSEQUENCE MANAGEMENT SUPPORT CENTER LEXINGTON KY (COMSUPCEN)</a>	Pre-RFP	09/2022	271,752	209155
<a href="#">NATIONAL GUARD BUREAU SUPPORT SERVICES (NGBSS)</a>	Pre-RFP	08/2022	112,000	179185
<a href="#">AVIATION TRAINING SERVICES AND OPERATIONAL SUPPORT (ATSOS)</a>	Forecast Pre-RFP	03/2023	90,000	186740
<a href="#">MAINTENANCE REPAIR AND CONSTRUCTION FOR THE 174TH ATTACK WING IN NEW YORK (MATOC)</a>	Pre-RFP	07/2022	40,000	213369
<a href="#">CONTRACT AVIATION DEPOT SUPPORT SERVICES FOR THE CONNECTICUT NATIONAL GUARD</a>	Forecast Pre-RFP	12/2022	28,840	179287

Source: GovWin IQ

---

# Architecture, Engineering and Construction (AEC)

# NGB – AEC Initiatives

---

- » The FY 2023 Air National Guard (ANG) MILCON budget request includes five priority requirements for current and new mission beddowns; Land Acquisition (\$10.0M) at Morris ANGB, AZ, Security and Service Training Facility (\$7.5M) at Sumpter Smith ANGB, AL, F-35 Flight Simulator Facility (\$22.2M) at Jacksonville IAP, FL, Munitions Maintenance and Storage Complex (\$12.8M) at Fort Wayne IAP, IN, and KC-135 Maintenance Shops (\$23.8M) at McGhee-Tyson Airport, TN.
- » Army's MILCON budget priorities include construction of barracks and new facilities for the Reserves and National Guard. The total request funds 27 military construction projects in 18 states. Specific to the Army National Guard is 14 projects, \$297 million.
- » Please see the [Air National Guard FY 2023 Military Construction Budget](#) and the [Army National Guard FY 2023 Military Construction Budget](#) files for complete details on all the military construction projects in the Air and Army National Guards.

*Source: Air Force FY 2023 Construction Budget*

# NGB – Leading AEC Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#"><u>AEC MANEUVER AREA TRAINING EQUIPMENT SITE FACILITY GENERAL CONSTRUCTION PUERTO RICO (MATES)</u></a>	Pre-RFP	07/2022	100,000	215538
<a href="#"><u>AEC NATIONAL GUARD READINESS CENTER GENERAL CONSTRUCTION PUERTO RICO</u></a>	Pre-RFP	08/2022	100,000	215539
<a href="#"><u>AEC ARMY AVIATION SUPPORT FACILITY GENERAL CONSTRUCTION PUERTO RICO</u></a>	Pre-RFP	08/2022	100,000	215540
<a href="#"><u>USACE AEC CONSTRUCT HANGAR 4 SELFRIDGE ANGB MI</u></a>	Pre-RFP	09/2022	100,000	217261
<a href="#"><u>AEC MULTIPLE AWARD TASK ORDER CONTRACTS FOR MAINTENANCE REPAIR CONSTRUCTION AND DESIGN BUILD SERVICES IN MINNEAPOLIS AND ST PAUL (MATOC)</u></a>	Pre-RFP	08/2022	49,000	185507

Source: GovWin IQ

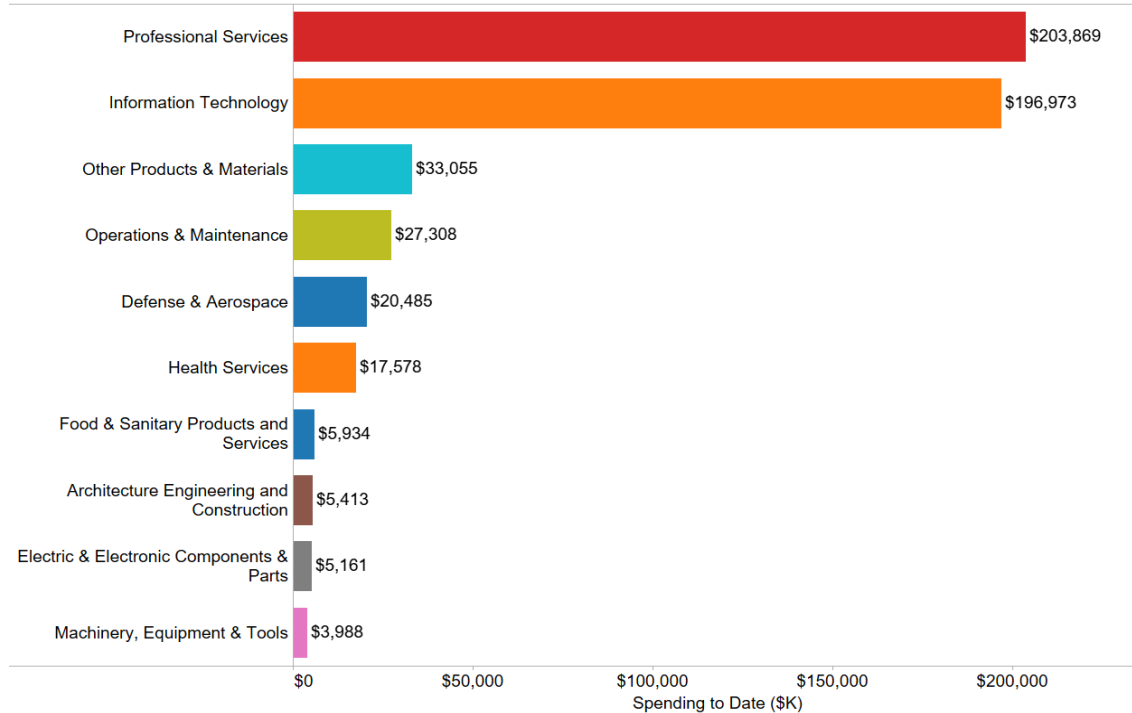
# 05

---

## Account Buying Behavior

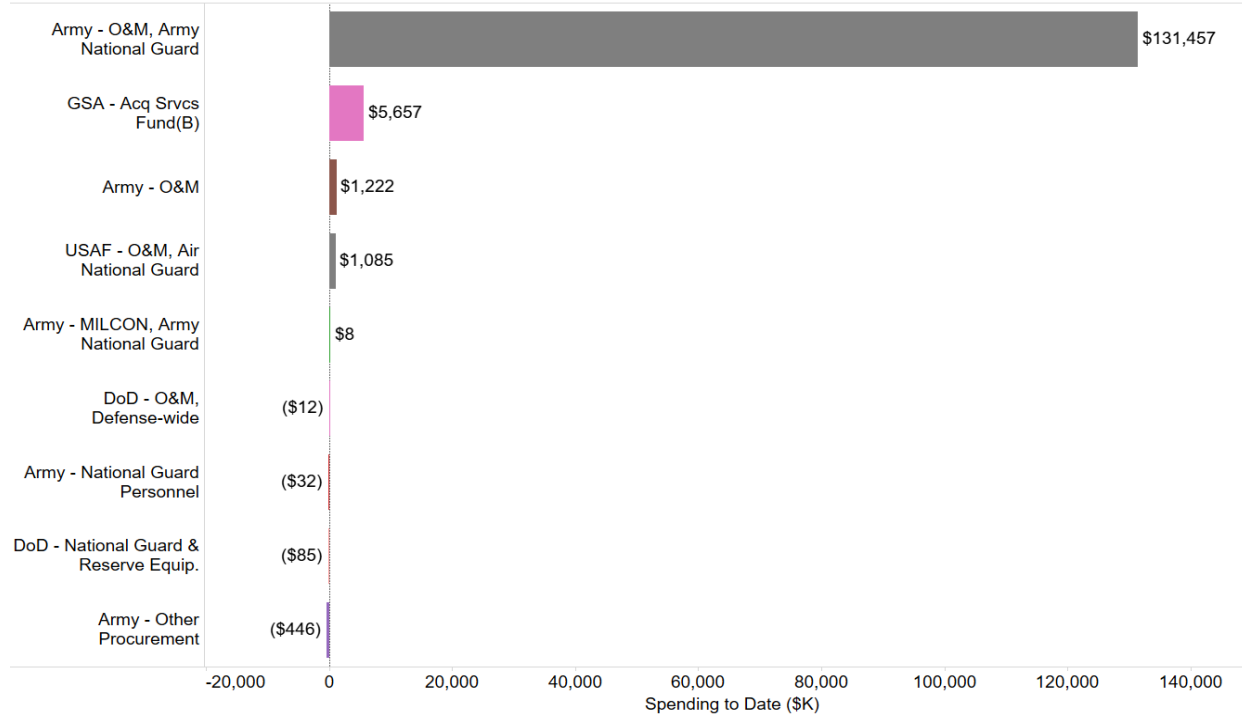


# Leading NGB Spending by Segments, FY 2021



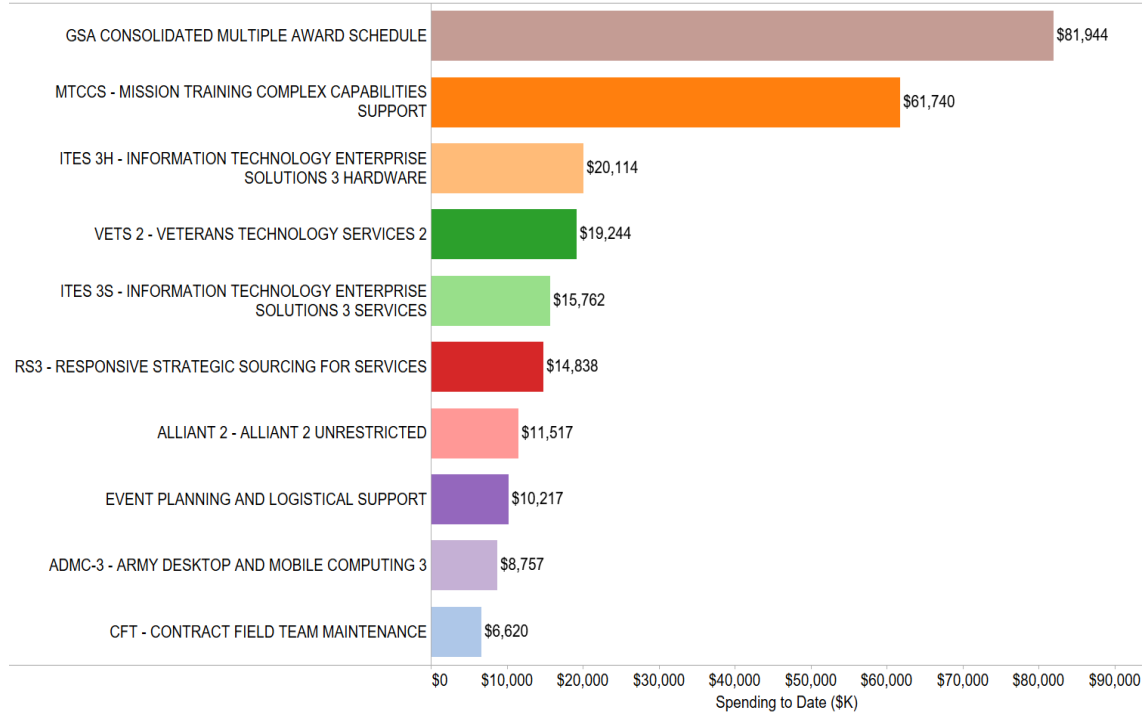
Source: Federal Procurement Data System, GovWin IQ

# Leading NGB Budget Accounts, FY 2021



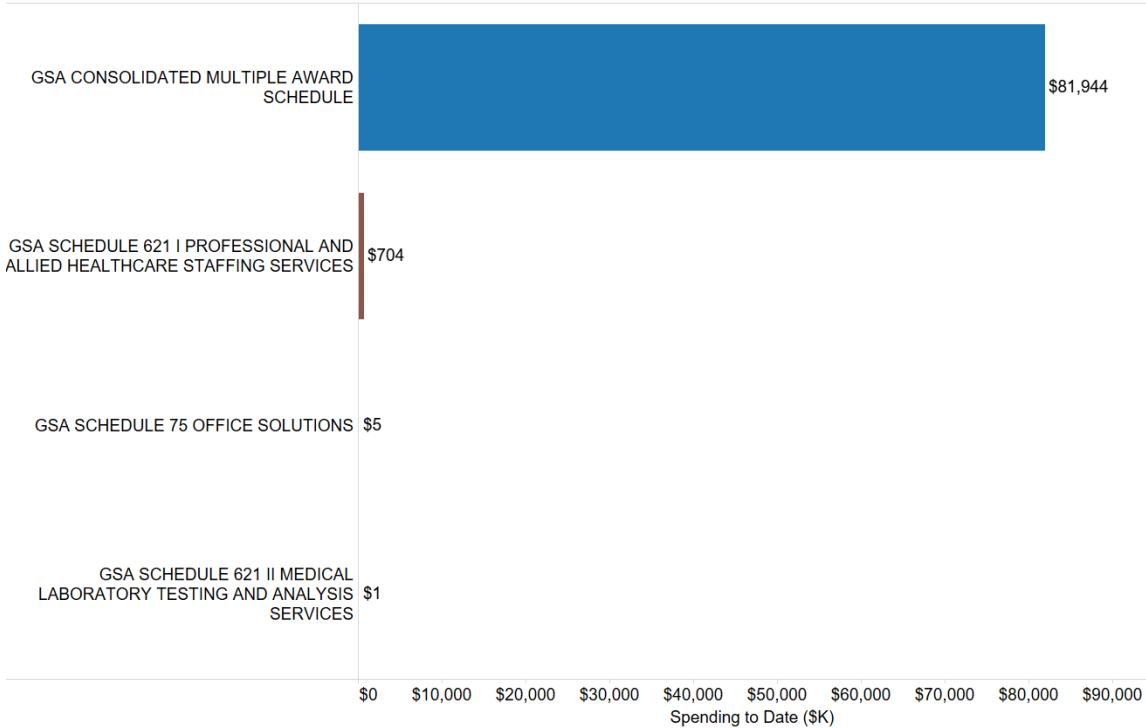
Source: Federal Procurement Data System, GovWin IQ

# Leading NGB Spending by Contract Vehicles, FY 2021



Source: Federal Procurement Data System, GovWin IQ

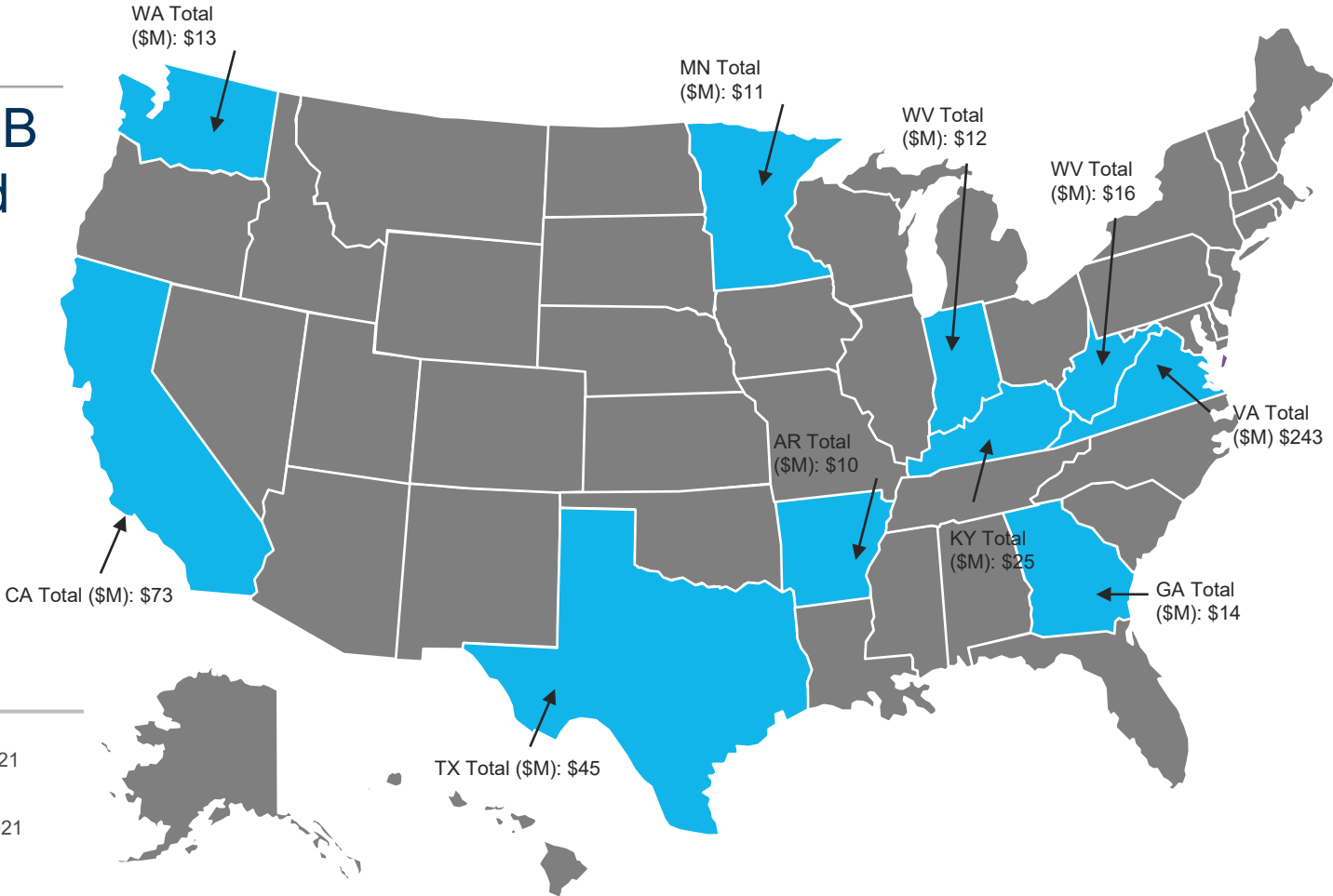
# Leading NGB Spending GSA Schedules, FY 2021



Source: Federal Procurement Data System, GovWin IQ

# FY 2021 Total NGB Federal Reported Spending: \$529M

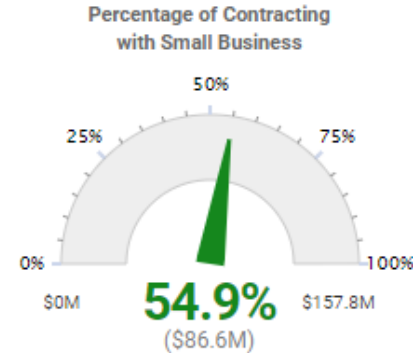
» In FY 2021, Virginia had the highest reported total spending obligations.



- Top 10 States by Spending FY 2021
- States outside of Top 10 by FY 2021 spending

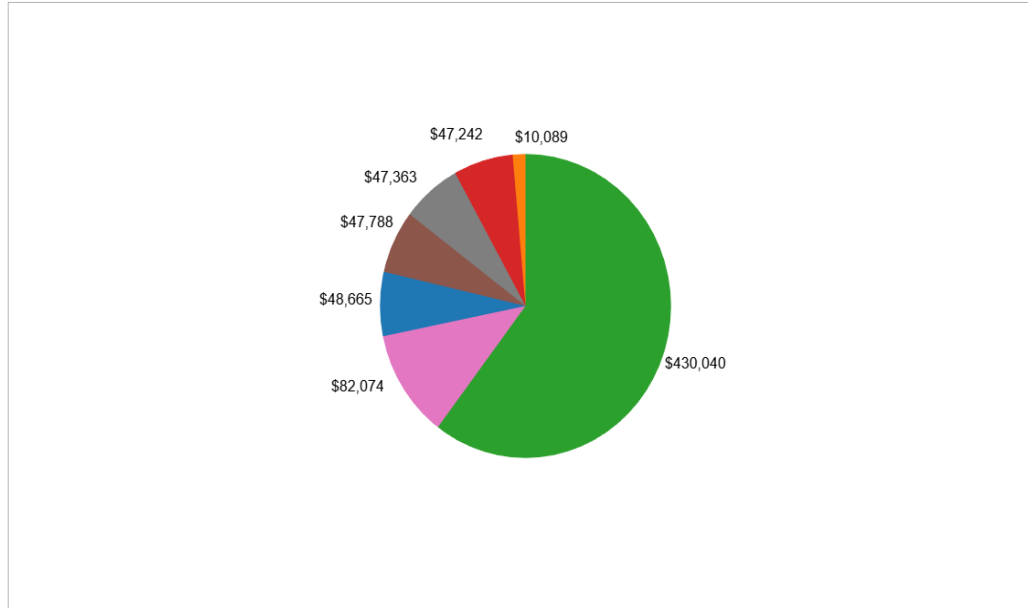
# NGB Small Business Contracting Goals FY 2022

Socioec. Status	Actual	% Actual	% Goal
Small Disadvantaged Business	\$32.2M	20.4%	5.0%
Service-Disabled Veteran Owned	\$22.7M	14.4%	3.0%
Certified HUBZone Small Business	\$3.6M	2.3%	3.0%
Women Owned	\$19.7M	12.5%	5.0%
<i>Source: FPDS</i>			



*Source: Small Business Dashboard*

# NGB Total Small Business Spending by Socioeconomic Status, FY 2021\*



**Socioeconomic Status**

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

Source: Federal Procurement Data System, GovWin IQ

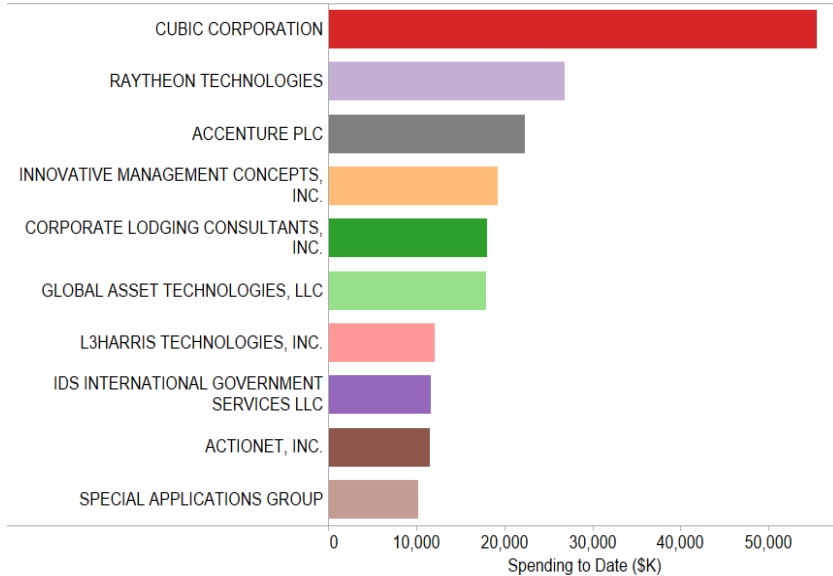
# 06

---

## Account Competitive Landscape



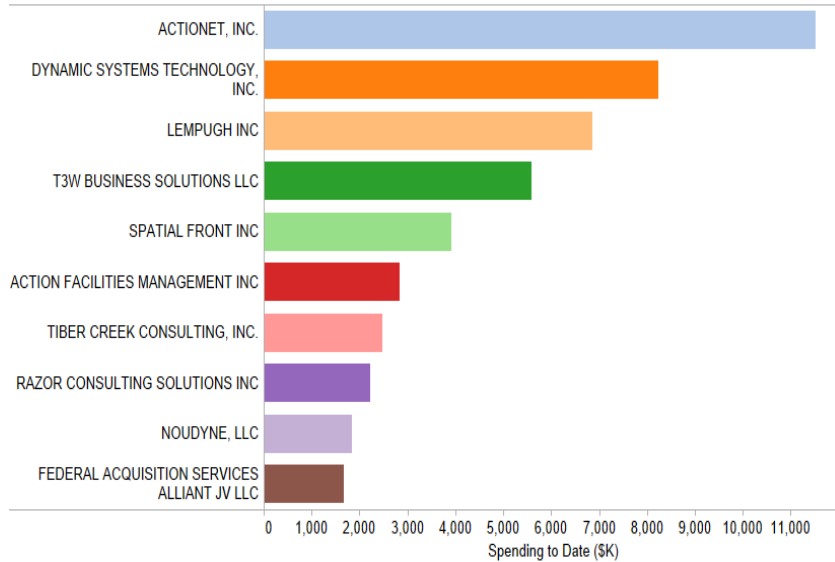
# Leading NGB Prime Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
CUBIC CORPORATION	\$55,450	10%
RAYTHEON TECHNOLOGIES	\$26,837	5%
ACCENTURE PLC	\$22,325	4%
INNOVATIVE MANAGEMENT CONCEPTS, INC.	\$19,244	4%
CORPORATE LODGING CONSULTANTS, INC.	\$18,002	3%
GLOBAL ASSET TECHNOLOGIES, LLC	\$17,893	3%
L3HARRIS TECHNOLOGIES, INC.	\$12,084	2%
IDS INTERNATIONAL GOVERNMENT SERVICES LLC	\$11,681	2%
ACTIONET, INC.	\$11,517	2%
SPECIAL APPLICATIONS GROUP	\$10,251	2%
<b>Grand Total</b>	<b>\$528,752</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

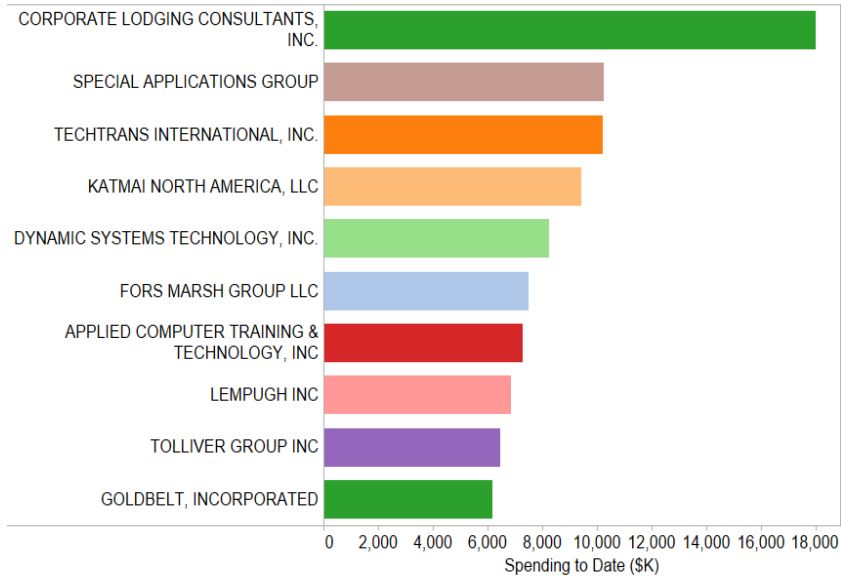
# Leading NGB Prime Women Owned Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
ACTIONET, INC.	\$11,517	14%
DYNAMIC SYSTEMS TECHNOLOGY, INC.	\$8,241	10%
LEMPUGH INC	\$6,859	8%
T3W BUSINESS SOLUTIONS LLC	\$5,593	7%
SPATIAL FRONT INC	\$3,908	5%
ACTION FACILITIES MANAGEMENT INC	\$2,843	3%
TIBER CREEK CONSULTING, INC.	\$2,470	3%
RAZOR CONSULTING SOLUTIONS INC	\$2,219	3%
NOUDYNE, LLC	\$1,850	2%
FEDERAL ACQUISITION SERVICES ALLIANT JV LLC	\$1,664	2%
<b>Grand Total</b>	<b>\$82,074</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

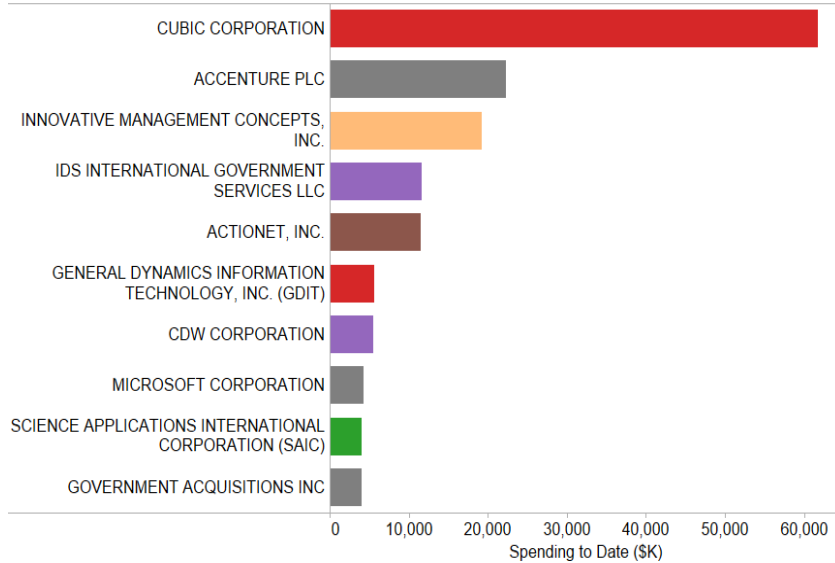
# Leading NGB Prime Professional Service Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
CORPORATE LODGING CONSULTANTS, INC.	\$18,002	9%
SPECIAL APPLICATIONS GROUP	\$10,251	5%
TECHTRANS INTERNATIONAL, INC.	\$10,217	5%
KATMAI NORTH AMERICA, LLC	\$9,434	5%
DYNAMIC SYSTEMS TECHNOLOGY, INC.	\$8,241	4%
FORS MARSH GROUP LLC	\$7,495	4%
APPLIED COMPUTER TRAINING & TECHNOLOGY, INC	\$7,283	4%
LEMPUGH INC	\$6,859	3%
TOLLIVER GROUP INC	\$6,470	3%
GOLDBELT, INCORPORATED	\$6,166	3%
<b>Grand Total</b>	<b>\$203,869</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

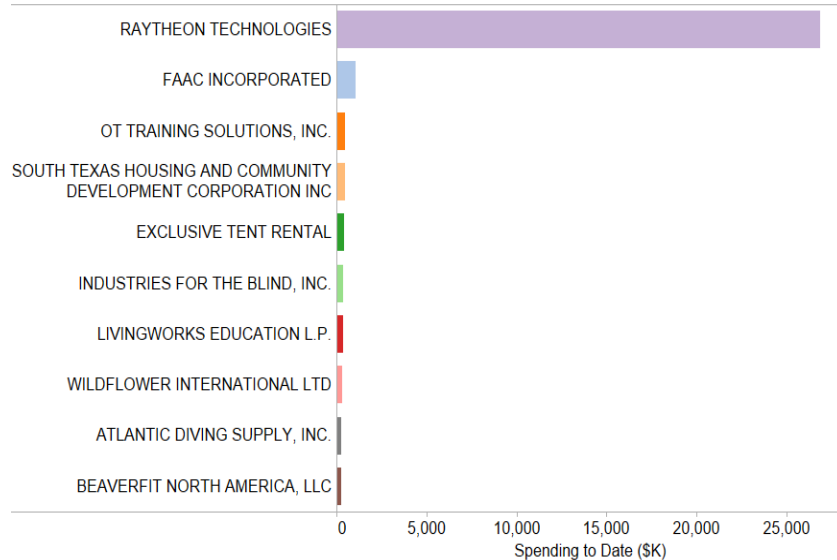
# Leading NGB Prime IT Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
CUBIC CORPORATION	\$61,740	31%
ACCENTURE PLC	\$22,325	11%
INNOVATIVE MANAGEMENT CONCEPTS, INC.	\$19,244	10%
IDS INTERNATIONAL GOVERNMENT SERVICES LLC	\$11,681	6%
ACTIONET, INC.	\$11,517	6%
GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC. (GDIT)	\$5,657	3%
CDW CORPORATION	\$5,460	3%
MICROSOFT CORPORATION	\$4,294	2%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$4,095	2%
GOVERNMENT ACQUISITIONS INC	\$3,993	2%
<b>Grand Total</b>	<b>\$196,973</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# Leading NGB Prime Other Products & Materials Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
RAYTHEON TECHNOLOGIES	\$26,846	81%
FAAC INCORPORATED	\$1,084	3%
OT TRAINING SOLUTIONS, INC.	\$478	1%
SOUTH TEXAS HOUSING AND COMMUNITY DEVELOPMENT CORPORATION INC	\$473	1%
EXCLUSIVE TENT RENTAL	\$425	1%
INDUSTRIES FOR THE BLIND, INC.	\$396	1%
LIVINGWORKS EDUCATION L.P.	\$348	1%
WILDFLOWER INTERNATIONAL LTD	\$334	1%
ATLANTIC DIVING SUPPLY, INC.	\$266	1%
BEAVERFIT NORTH AMERICA, LLC	\$265	1%
<b>Grand Total</b>	<b>\$33,055</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# 08

---

## Procurement

# NGB – Procurement

---

- » All Department of Defense (DoD) acquisition regulations fall under the authority of the [Federal Acquisition Regulation](#) (FAR) and the [Defense Federal Acquisitions Regulation Supplement](#) (DFARS). The FAR implements various statutes and regulations which impact the Federal contracting process. The DFARS applies to purchases and contracts by DoD contracting activities made in support of foreign military sales or North Atlantic Treaty Organization (NATO) cooperative projects without regard to the nature or sources of funds obligated, unless otherwise specified in the regulation.
- » Under the FAR, any contracting opportunities or projects that the National Guard Bureau (NGB) undertakes are solicited via normal contracting procedures, including approval from the Acquisition Planning Board. NGB performs the federal functions of the Army National Guard (ARNG) and the Air National Guard (ANG). All Department of the Army acquisition regulations fall within the [Army Federal Acquisition Regulation](#) and uniform policies and procedures for the Department of the Air Force are established in the [Air Force FAR Supplement \(AFFARS\)](#).
- » The NGB has 145 Federal buying offices located in each State, the District of Columbia and the Territories of Guam, Puerto Rico and the Virgin Islands:
  - » 54 United States Property and Fiscal Officer Contracting Offices
  - » 90 Air National Guard Buying Offices

# NGB – Procurement (Cont.)

---

- » NGB National Capital Region Support Office
  - » Army Guard Readiness Center, Arlington, VA
  - » Air National Guard Readiness Center, Joint Base Andrews
- » NGB observes all Federal, DoD and Army contracting statutes, policies and regulations
  - » Competition in Contracting Act
  - » Small Business Act Requirements



# NGB – Procurement (Cont.)

---

- » The Principal Assistant Responsible for Contracting (PARC) executes, oversees and manages all delegable contracting and grant/assistance authority for the Chief, National Guard Bureau; including the oversight and administration of all National Guard contracts and grants, cooperative, interagency and interservice agreements for the offices/directors of the Army National Guard and Air National Guard, the 50 states, three U.S. territories, the District of Columbia and National Capital Region.

# What does NGB Buy?

---

- » Supplies and services purchased by NGB include but are not limited to:
  - » Supplies and Services Subsistence
  - » Professional Support Services
  - » A&E Construction
  - » Consulting Services and Studies
  - » Professional Medical Services
  - » Environmental Restoration
  - » IT
    - » Army (CHESS)
    - » Air Force (AFWAy/NetCents)

# NGB – Acquisition Forecast

---

- » The National Guard Bureau is responsible for the procurement and contract administration functions for a variety of supply, service, environmental, and construction service contracts. The following contract list provides an acquisition forecast by North American Industry Classification System (NAICS).
- » [NGB Acquisition Forecast](#)

# NGB – Contracting

---

- » NGB's Contracting function is decentralized
  - » NGB Operational Contracting, National Capital Region (NCR)
  - » USPFO Contracting in each State, Territory, D.C.
- » NGB Operational Contracting Division (NGB-AQ) in the NCR:
  - » One of 145 Contracting offices in the National Guard Contracting Enterprise
  - » Customers/Stakeholders:
    - » Army National Guard (ARNG) HQ requirements
    - » Air National Guard (ANG) HQ requirements
    - » NGB Joint Staff and NGB Senior leadership
- » NGB-AQ Awards approximately a 1/2 of all contract dollars for the NGB – Army Guard, Air Guard, Joint Staff operations, support services, commodities/supply

# How to do Business with NGB

---

- » NGB provides [training sessions](#) for vendors that included an overview of the National Guard and the Bureau: Describing who NGB is, what the agency buys, and how to do business with NGB. This training is ideal for new small businesses who have never done business with the federal government or NGB.
- » Registration details are available through the website provided above.
- » [NGB 101: How to do Business with the National Guard Bureau](#)

# NGB - Office of Small Business Programs (OSBP)

---

- » The mission of the [National Guard Bureau's Office of Small Business Programs](#) is to serve as an advocate for small business enterprises. We ensure that a fair proportion of total purchases, contracts, subcontracts, and other agreements for property and services, be placed with small business, small disadvantaged business, women owned small business, Historically Underutilized business (HUBZone), and service disabled veteran owned small business.
- » NGB Small Business Set-asides will be used, if “Rule of Two” applies: – Offers will be obtained from at least two responsible SB categories described before; and – Award will be made at fair market price.
- » Information concerning any of the small business activities of the NGB can be obtained from the OSBP at the following mailing address:

## **National Guard Bureau Office of Small Business Programs**

Director, Office of Small Business Programs

(703) 582-8077

Email: [ngb.osbp@mail.mil](mailto:ngb.osbp@mail.mil)

---

# Thank You!