

GovWin  
from Deltek

Federal Agency Profiles

# Department of the Army – *Account Planner*

August 12, 2021



# Copyright Statement

---

## Published by:

### **Deltek**

2291 Wood Oak Drive  
Herndon, VA 20171

**© 2021 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](#)
- » [Employee Summary](#)
- » [Budget Summary](#)
- » Capital Plans and Initiatives
  - » [Information Technology](#)
  - » [Architecture, Engineering, & Construction](#)
- » [Buying Behavior](#)
- » [Competitive Landscape](#)
- » [Procurement](#)
- » [Government-wide Initiatives](#)

# 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

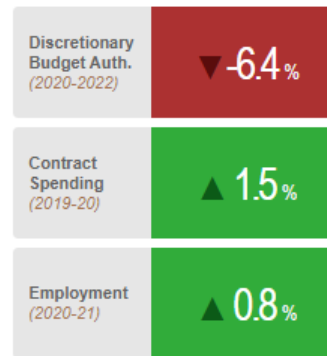


# Army Organization - Summary

» **Headquarters:**  
101 Army Pentagon,  
Washington, DC 20310

## Leadership:

- » **Secretary:**  
Christine Wormuth
- » **Chief Information Officer:**  
Lt. Gen. John B. Morrison, Jr
- » **Deputy Assistant Secretary (Procurement)**  
Mr. Stuart Hazlett



Total Employees (2021)	255,165
FY 2022 Budget Request	\$179,480M
FY 2022 IT Budget Request	\$4,552M

*Percentage data based on prior year comparisons.*

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

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

# Army Mission

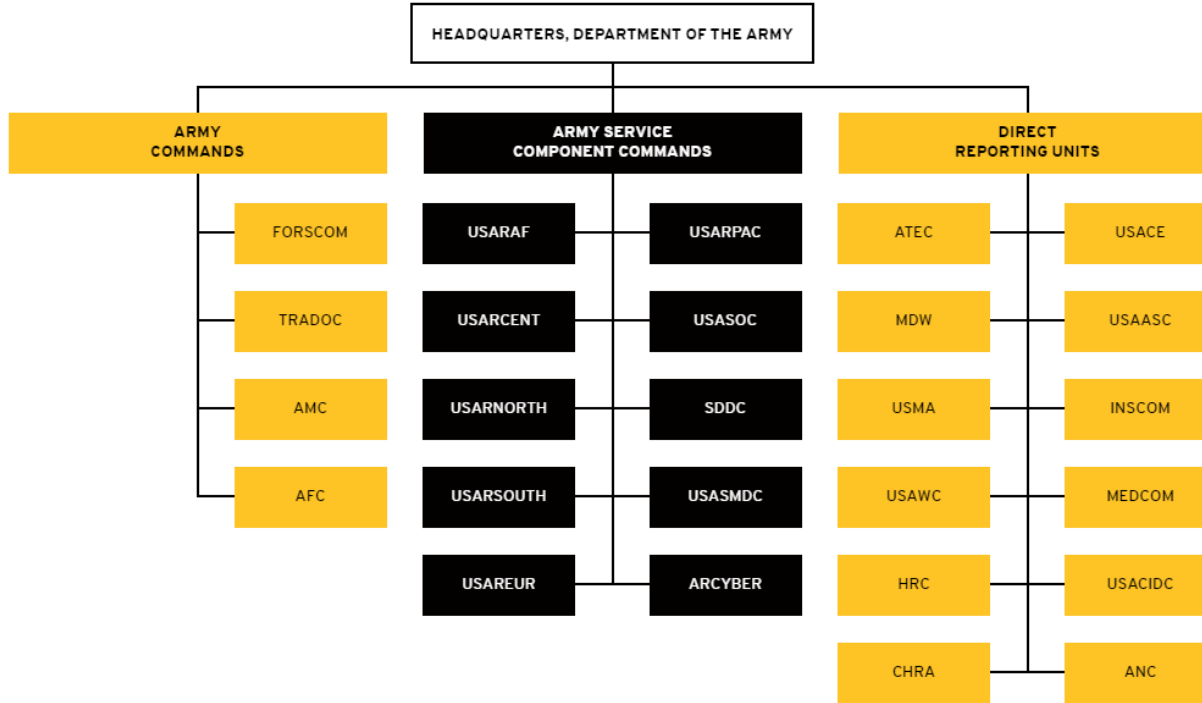
---

## » **Mission Statement:**

To deploy, fight and win our nation's wars by providing ready, prompt and sustained land dominance by Army forces across the full spectrum of conflict as part of the joint force.

*Source: Army Website*

# Army Organization Structure

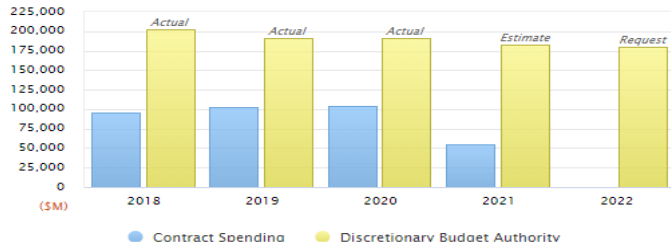


Source: Army Website

# Army Agency Contracting Summary

## Contract Spending vs. Discretionary Budget Authority

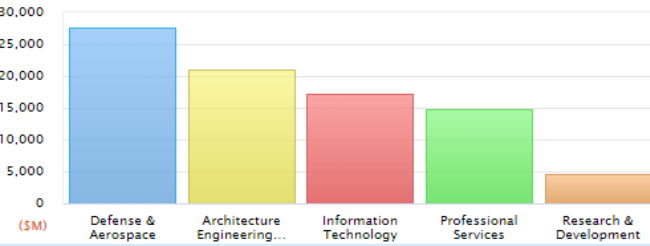
Contract Spending vs. Discretionary Budget Authority by Fiscal Year



## Top Segment Spending

Top Segment Spending (2020)

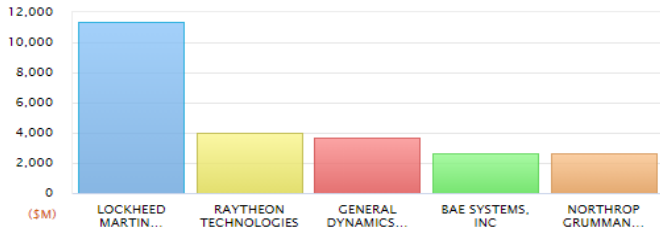
(Top 5 only)



## Top Contractors

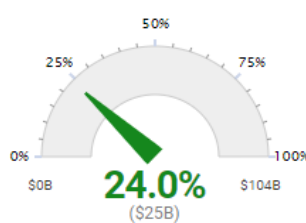
Top Contractors (2020)

(Top 5 only)



## FY 2020 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Service Disabled Veteran Owned	\$2.8B	2.7%	3.0%
Small Disadvantaged Business	\$9.2B	8.8%	5.0%
Women Owned	\$3.5B	3.3%	5.0%
Certified HUBZone Small Business	\$2.3B	2.3%	3.0%

Source: FPDS  
 ● - Indicates goal achieved

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

# Army, Major Management Challenges

---

- » The US Army Audit Agency (USAAA) determined that the Army did not have visibility of information technology (IT) spending in FYs 2018 and 2019 when commands used reimbursable orders. Army guidance was unclear on what to report as IT in the Army Portfolio Management Solution or to pursue through Computer Hardware, Enterprise Software and Solutions contracts.
- » The Army needs to take additional actions to ensure that it properly reports the implementation status of assigned tasks and fully establishes the process frameworks necessary to achieve strategic goals.
- » The USAAA determined that the Soldier Protection System clearly defined Soldiers' personal protection needs. The system provided multiple levels of ballistic protection that met or exceeded threshold requirements at a reduced weight. However, the Army did not establish accurate quantities for the Soldier Protection System. This occurred because the Army procurement objective was not updated to reflect leadership's decisions to limit fielding to Soldiers designated as members of the Close Combat Force and Security Force Assistance Brigades.
- » USACE's Honolulu District did not effectively manage the cleanup and restoration of formerly used defense sites. While the district appropriately prioritized projects for FY 2019, district personnel identified that past cleanup actions on 29,000 acres in the former Waikoloa Maneuver Area (Waikoloa) costing \$159 million may not have successfully cleared the land of munitions which may impact future development.

*Source: DOD, Semi-Annual Report to Congress Oct, 2020– Mar, 2021*

# 03

---

## Agency Employee Summary

# Army Employee Summary

## Employee Statistics

	Agency	Federal
Employees (2021)	255,165	2,171,790
Employment Growth (2020 vs. 2021)	0.8 %	0.6 %
Retirement Rate (2019)	1.6 %	1.6 %
Turnover Rate (2019)	5.9 %	5.4 %
Largest Age Group (2021)	50-59 (78,559)	50-59 (624,584)
Length of Service (2021)	1-9 Yrs (99,236)	1-9 Yrs (852,158)

Source: FedScope (March 2021)

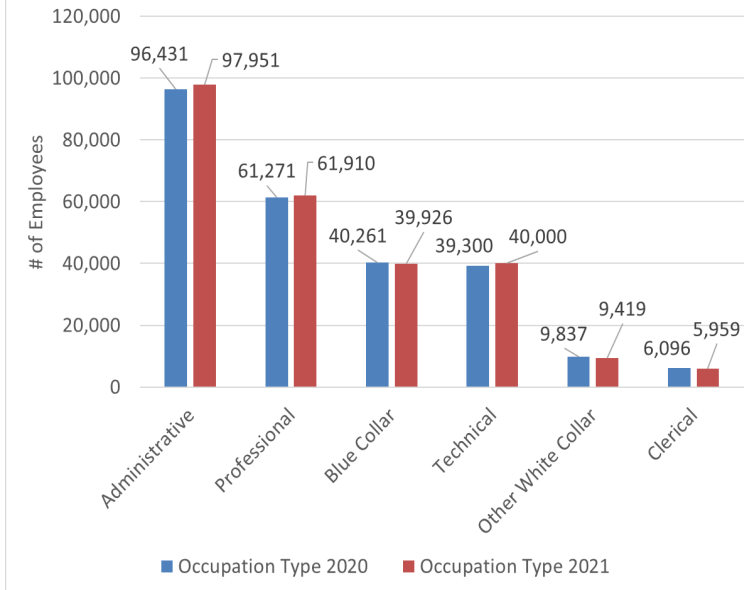
## Annual Employment Trend



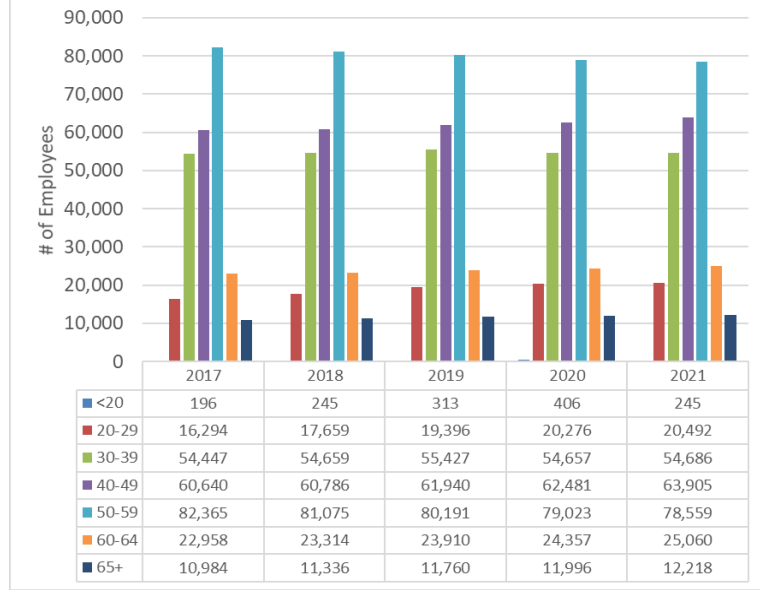
Source: OPM FedScope, Deltek

# Army Employee Summary (Cont.)

## Employees by Occupation (FY 2020 - 2021)



## Employees by Age



Source: OPM FedScope, Deltek



# 04

---

## 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

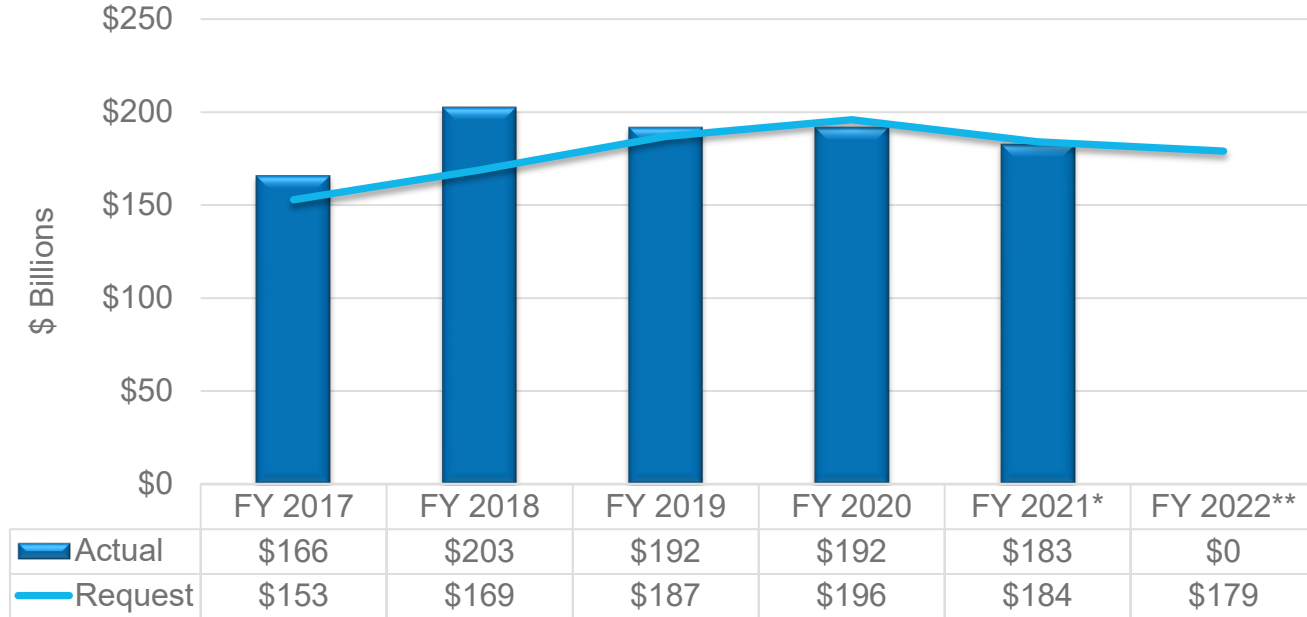
House Completes action on regular appropriation bills and any required reconciliation legislation.

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*

# Army 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

# Army Budget Authorization

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
<b>Family Housing</b>	Family Housing Operation and Maintenance, Army	\$408,000	\$373,000	\$391,000
	Family Housing Construction, Army	\$141,000	\$124,000	\$100,000
<b>Military Construction</b>	Military Construction, Army	\$1,390,000	\$930,000	\$835,000
	Military Construction, Army National Guard	\$432,000	\$399,000	\$257,000
	Military Construction, Army Reserve	\$64,000	\$88,000	\$65,000

Source: Department of Defense, President's Budget Request FY 2022

# Army Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
<b>Military Personnel</b>	Military Personnel, Army	\$45,725,000	\$47,575,000	\$47,974,000
	National Guard Personnel, Army	\$9,077,000	\$8,859,000	\$9,051,000
	Reserve Personnel, Army	\$4,788,000	\$5,071,000	\$5,230,000
	Medicare-Eligible Retiree Health Fund Contribution, Army	\$2,186,000	\$2,351,000	\$2,623,000
	Medicare-Eligible Retiree Health Fund Contribution, National Guard Personnel, Army	\$704,000	\$747,000	\$820,000
	Medicare-Eligible Retiree Health Fund Contribution, Reserve Personnel, Army	\$395,000	\$418,000	\$460,000

Source: Department of Defense, President's Budget Request FY 2022

# Army Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
<b>Operation and Maintenance</b>	Operation and Maintenance, Army	\$65,266,000	\$55,615,000	\$54,616,000
	Operation and Maintenance, Army National Guard	\$7,674,000	\$7,401,000	\$7,647,000
	Afghanistan Security Forces Fund	\$3,804,000	\$1,948,000	\$3,328,000
	Operation and Maintenance, Army Reserve	\$3,040,000	\$2,915,000	\$3,001,000
	Counter-Islamic State of Iraq and Syria Train and Equip Fund	\$745,000	\$310,000	\$522,000
	Operation and Maintenance, Army	\$65,266,000	\$55,615,000	\$54,616,000

Source: Department of Defense, President's Budget Request FY 2022

# Army Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
Procurement	Other Procurement, Army	\$8,407,000	\$9,515,000	\$8,874,000
	Procurement of Weapons and Tracked Combat Vehicles, Army	\$4,523,000	\$3,265,000	\$3,876,000
	Missile Procurement, Army	\$4,256,000	\$4,015,000	\$3,556,000
	Aircraft Procurement, Army	\$4,200,000	\$4,025,000	\$2,806,000
	Procurement of Ammunition, Army	\$2,727,000	\$2,886,000	\$2,158,000
	Chemical Agents and Munitions Destruction, Defense	\$992,000	\$1,050,000	\$1,094,000

Source: Department of Defense, President's Budget Request FY 2022

# Army Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
<b>Research, Development, Test, and Evaluation</b>	Research, Development, Test and Evaluation, Army	\$12,682,000	\$13,858,000	\$12,800,000
<b>Revolving and Management Funds</b>	Working Capital Fund, Army	\$490,000	\$202,000	\$385,000
*Accounts that have not been authorized during the last three fiscal years are not shown on this table.				

Source: Department of Defense, President's Budget Request FY 2022



# Army Budget Objectives

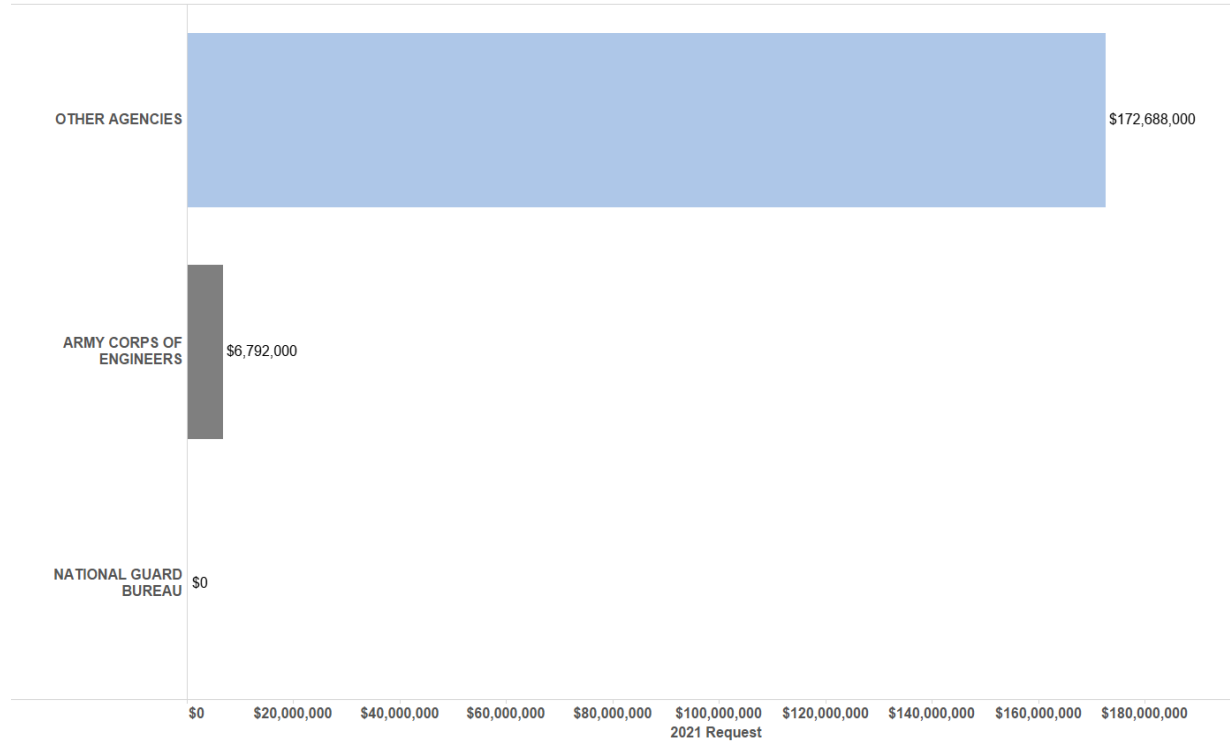
---

## FY 2022 Funding Highlights:

- » The Army's FY 2022 budget request is approximately \$173.0B. Accounting for the change in funding from FY 2021 to FY 2022, the Army, through painstaking review and deliberate prioritization, optimized the FY 2022 budget request to address its top priorities of People, Readiness and Modernization. These priorities fully nest with the Department of Defense's priorities. The Army developed its budget with a commitment to deliver sound financial stewardship. Whether supporting efforts abroad or responding to requests from civil authorities for combating COVID-19, providing additional security or responding to natural disasters.
- » In FY 2022 the Army will transition to a new readiness model, Regionally Aligned Readiness and Modernization Model (ReARMM), this model will enable the Army to align both modernization and readiness requirements necessary to build future readiness at the strategic, operational and tactical levels. The FY 2022 budget request enables the Army to maintain its current readiness, and to build future readiness by incorporating equipment fielding and training associated with modernization into its training strategy. Although the Army is transitioning to the ReARMM model, Army Readiness is built on the foundation of trained, disciplined and fit Soldiers who make up the squads, platoons and companies that provide the ground combat capability to the Joint Force in support of Combatant Commanders. ReARMM as a model incorporates all aspects of manning, training, equipping, and sustaining the force in order to achieve strategic readiness. The Army measures Strategic readiness by how rapidly the service can deploy forces in support of Combatant Commanders.
- » The Army's FY 2022 budget remains committed to the Army's Modernization Strategy. The focus remains on the Army's six modernization priorities (Long Range Precision Fires; Next Generation Combat Vehicle; Future Vertical Lift; Network; Air and Missile Defense; Soldier Lethality), supported by the eight Cross Functional Teams (CFTs) and the Rapid Capabilities and Critical Technologies Office (RCCTO). The CFTs and the RCCTO continue to concentrate on 31+4 signature efforts, and the Army is seeing real results from the experiments, prototype development and Soldier Touch Points. The FY 2022 budget carries these efforts forward through continued investment aimed at providing the Nation a Joint All Domain ready force in 2028 (Waypoint) and a fully capable force by 2035 (Aimpoint).

*Source: Army, President's Budget Request FY 2022*

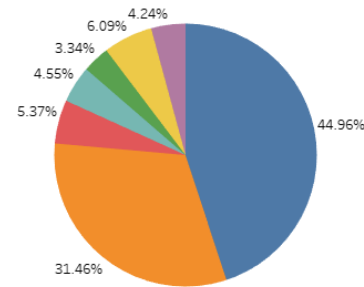
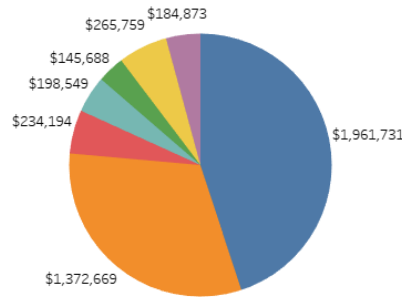
# Army Budget Authorization by Agency Component FY 2022



# Army Research, Development, Test & Evaluation Budget Request, FY 2022

Army RDT&E Total Budget Request FY 2022

% of Army RDT&E Total Budget Request FY 2022



- Budget Activity Title
- Advanced Component Development & Prototypes
  - Advanced Technology Development
  - Applied Research
  - Basic Research
  - Operational Systems Development
  - Software And Digital Technology Pilot Programs
  - System Development & Demonstration

All Values Shown in (\$ Thousands)

# 05

---

## Account Capital Plans and Initiatives – Information Technology

# Army Technology Priorities

---

## CIO/G6 Areas

Protecting our Data and Moving to the Cloud

Support to Army Futures Command

IT Investment Accountability

Enterprise Network Modernization

# Army IT Budget

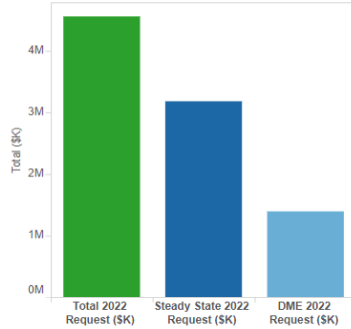
Department of the Army			
Program (In Thousands of Dollars)	Actual	Estimate	
	2020	2021	2022
<b>Total Department of the Army</b>	<b>\$3,254,354</b>	<b>\$3,673,193</b>	<b>\$4,551,802</b>

Source: Budget of the U.S. Government, FY 2022 (Exhibit 53), GovWin IQ

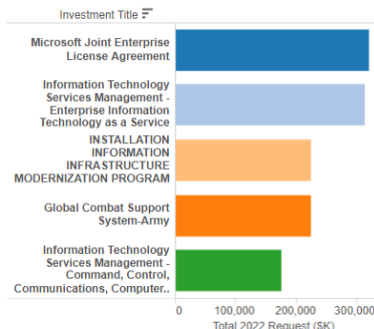
# Army IT Budget Request Summary

## FY 2022 Federal Information Technology Budget Request Summary

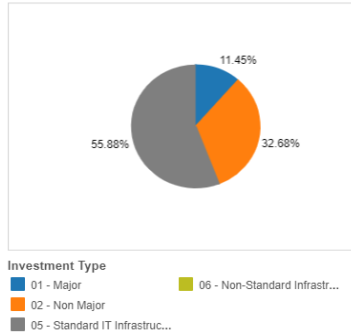
DME vs Steady State Budget Request



Top Investments



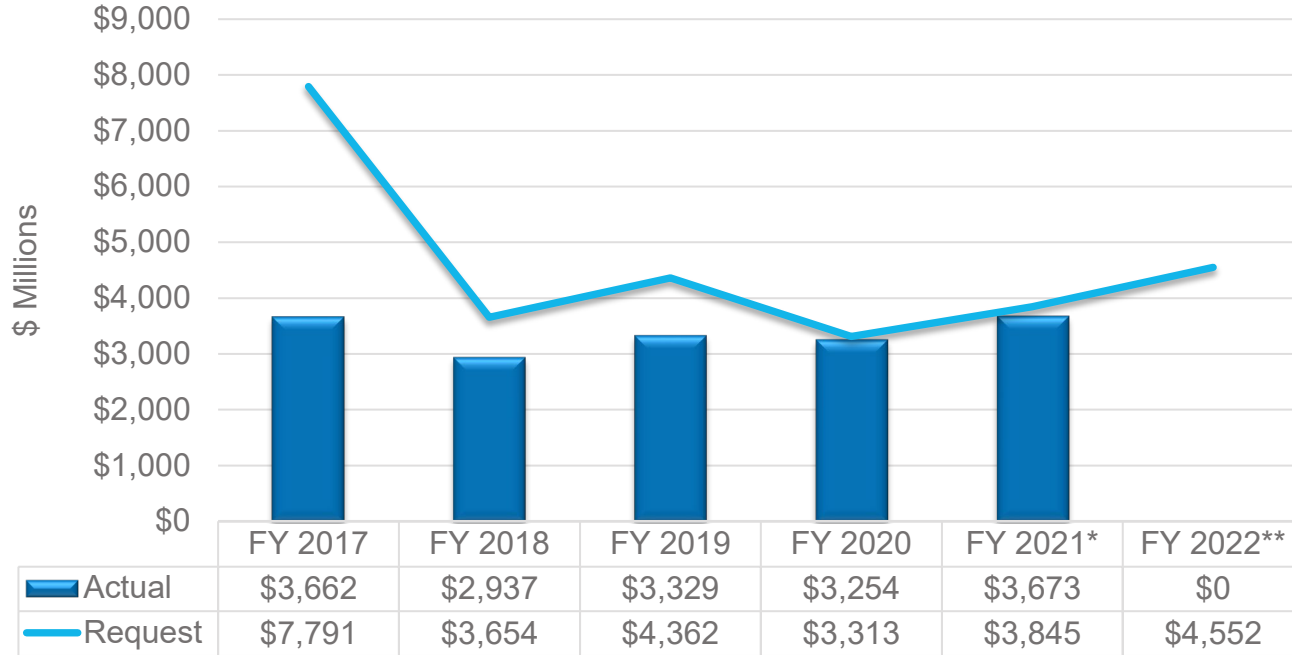
% of Request by Type of Investment



Top Programs by % Change in Investment

Investment Title	Total 2021 Estimate (\$K)	Total 2022 Request (\$K)	Year over Year % Change Request vs. Est.
816 - Pittsburg Military Entrance Processing Station	30	14,234	47347%
Information Technology Services Management - Enterprise Informatio..	6,673	313,437	4597%
FORT HOOD RESIDENTIAL KEYLESS ENTRY CONTROL SYSTEM	2	37	1750%
89 - DATA CENTER - KNOX	21	208	890%
BAVARIA POTABLE WATER SYSTEM	10	90	800%

# Army IT Budget Request vs. Actual



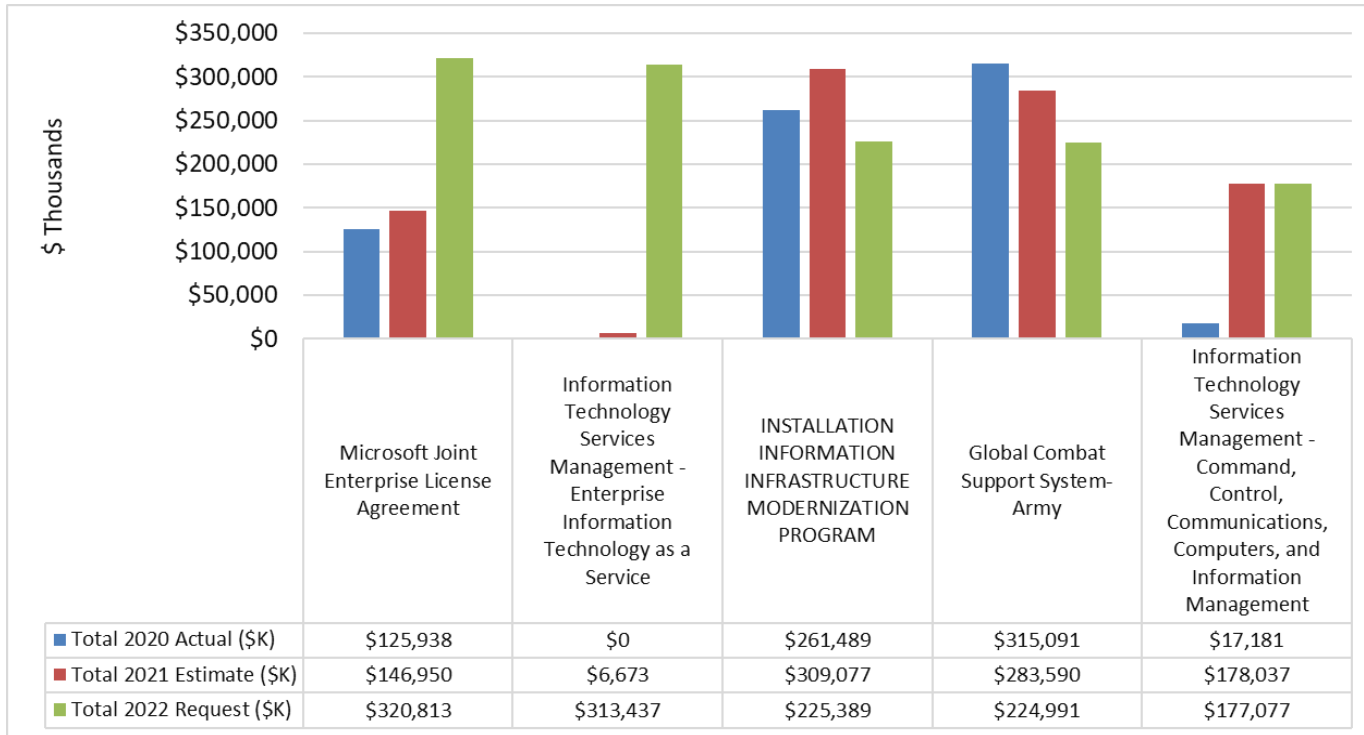
\*FY 2021 is an OMB estimated Value.

\*\*FY 2022 Actual has not yet been reported.

Source: OMB, Budget of the U.S. Government, FY 2022 (Exhibit 53), GovWin IQ



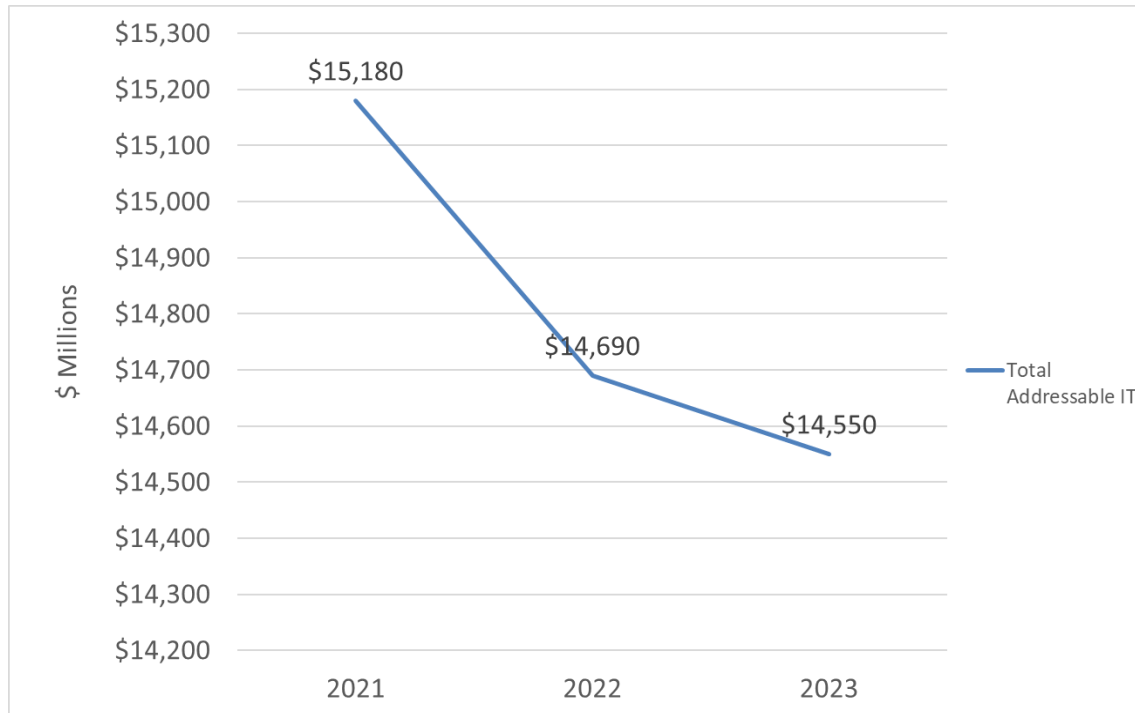
# Army– Leading IT Programs by Annual Request





# Army, FY 2021-2023 Federal IT Forecast

Addressable Market CAGR – -2.1%



# Army – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#"><u>JOINT LIGHT TACTICAL VEHICLE FAMILY OF VEHICLES (JLTV)(FOV)</u></a>	Pre-RFP	02/2022	12,300	182652
<a href="#"><u>INFORMATION TECHNOLOGY ENTERPRISE SOLUTIONS 4 HARDWARE (ITES-4H)</u></a>	Pre-RFP	08/2021	10,000	168492
<a href="#"><u>ATEC HEADQUARTERS ENTERPRISE CONSOLIDATION OF RANGE SUPPORT SERVICES</u></a>	Pre-RFP	03/2022	7,000	184841
<a href="#"><u>COMMON HARDWARE SYSTEMS 6TH GENERATION (CHS-6)</u></a>	Pre-RFP	07/2022	6,000	189204
<a href="#"><u>WESTERN MULTIPLE AWARD TASK ORDER CONTRACT FOR HORIZONTAL CONSTRUCTION (MATOC)</u></a>	Pre-RFP	10/2021	4,000	197720

Source: GovWin IQ

---

# Account Capital Plans and Initiatives – Architecture, Engineering, and Construction (AEC)

# Army – FY 2022 AEC Budget Request

Program (In Millions of Dollars)	Estimate
	2022
Inside the United States	\$565
Worldwide	\$279
Unspecified Locations	\$96
<b>Total Department of the Army Military Construction Budget Authorization Request</b>	<b>\$941</b>

Source: GovWin IQ, FY 2022 Department of the Army Budget Overview

# Army AEC Initiatives

---

- » The FY 2022 Military Construction Budget request funds the Army's most critical facility needs for the Active and Reserve Components focusing on replacement of aging facilities that directly support Army Readiness by incorporating priorities to improve Soldier quality of life and to enhance warfighter readiness and modernization. The Quality of Life projects includes five barracks projects across all three components. Other investment priorities include construction of training ranges and new facilities for the Reserve and National Guard.
  - » This request funds 30 military construction projects in 20 states.
  - » Regular Army: 15 projects, \$835M
  - » Army National Guard: 12 projects, \$257M
  - » Army Reserve: 3 projects, \$65M, \$321M
  - » Army Reserve: 4 projects, \$88M
- » The Army is dedicated to providing Soldiers, Family members and Civilians who choose to live on Army installations with safe, clean and healthy homes. The Army provides resources and policy to encourage maintenance reporting systems on housing issues and concerns, and takes its obligation seriously to care for the health and welfare of its Soldiers, Families and Civilians.

*Source: Army, President's Budget Request FY 2022*

# Army AEC Initiatives

---

- » The FY 2022 Army Family Housing Operations budget supports the operation, maintenance and repair, utilities and oversight of homes for
  - » Soldiers and their Families in both the United States and overseas. It provides funding for:
    - » 10,040 Army-owned units
    - » 3,799 leases
    - » Portfolio and asset management for 85,283 privatized homes
- » The FY 2022 Army Family Housing Construction request includes new construction of 130 Family Housing units at Villaggio housing area in Italy.
- » Please see the [Defense Wide Military Construction Budget](#) FY 2022 file for further detail on other Army construction projects.

*Source: Army, President's Budget Request FY 2022*

# Army – Leading AEC Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#">USACE AEC HORIZONTAL CONSTRUCTION CONTRACTS FOR USACE GALVESTON DISTRICT</a>	Pre-RFP	08/2021	7,000	172447
<a href="#">WESTERN MULTIPLE AWARD TASK ORDER CONTRACT FOR HORIZONTAL CONSTRUCTION (MATOC)</a>	Pre-RFP	10/2021	4,000	197720
<a href="#">USACE AEC EASTERN MULTIPLE AWARD TASK ORDER CONTRACT FOR HORIZONTAL CONSTRUCTION (MATOC)</a>	Pre-RFP	10/2021	4,000	197721
<a href="#">USACE AEC VERTICAL CONSTRUCTION MATOC</a>	Pre-RFP	08/2021	2,200	186058
<a href="#">USACE AEC CENTRAL EVERGLADES PLANNING PROJECT EVERGLADES AGRICULTURAL AREA A2 RESERVOIR CONTRACT 11 PROJECT (CEPP)(EAA)</a>	Forecast Pre-RFP	07/19/2022	2,054	208042

Source: GovWin IQ

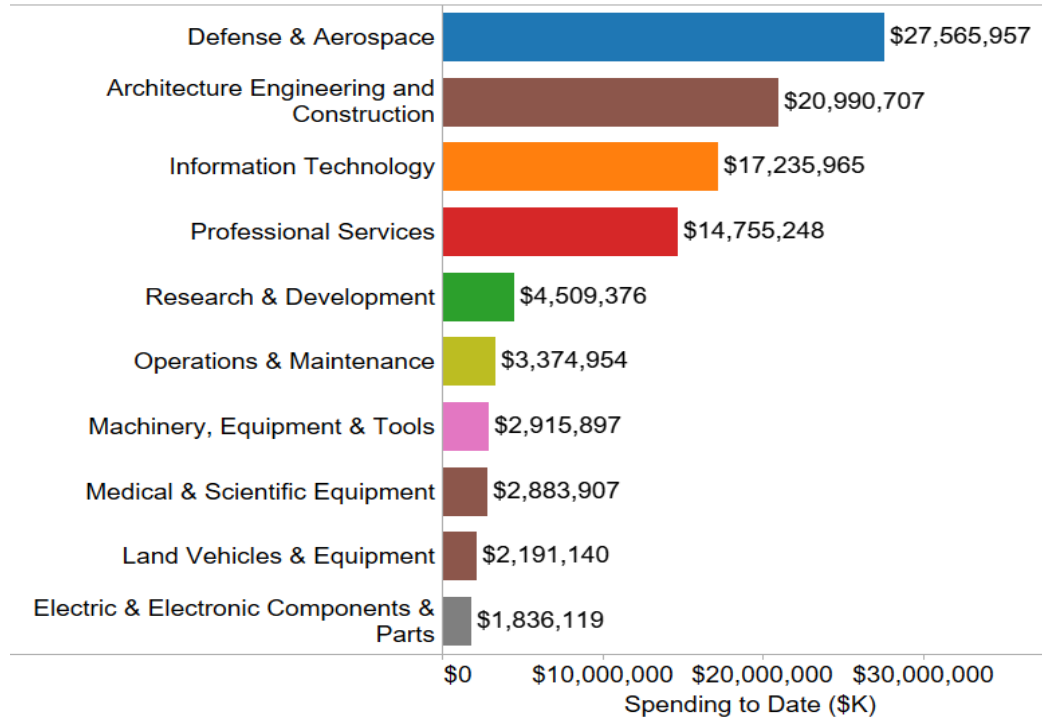


# 06

---

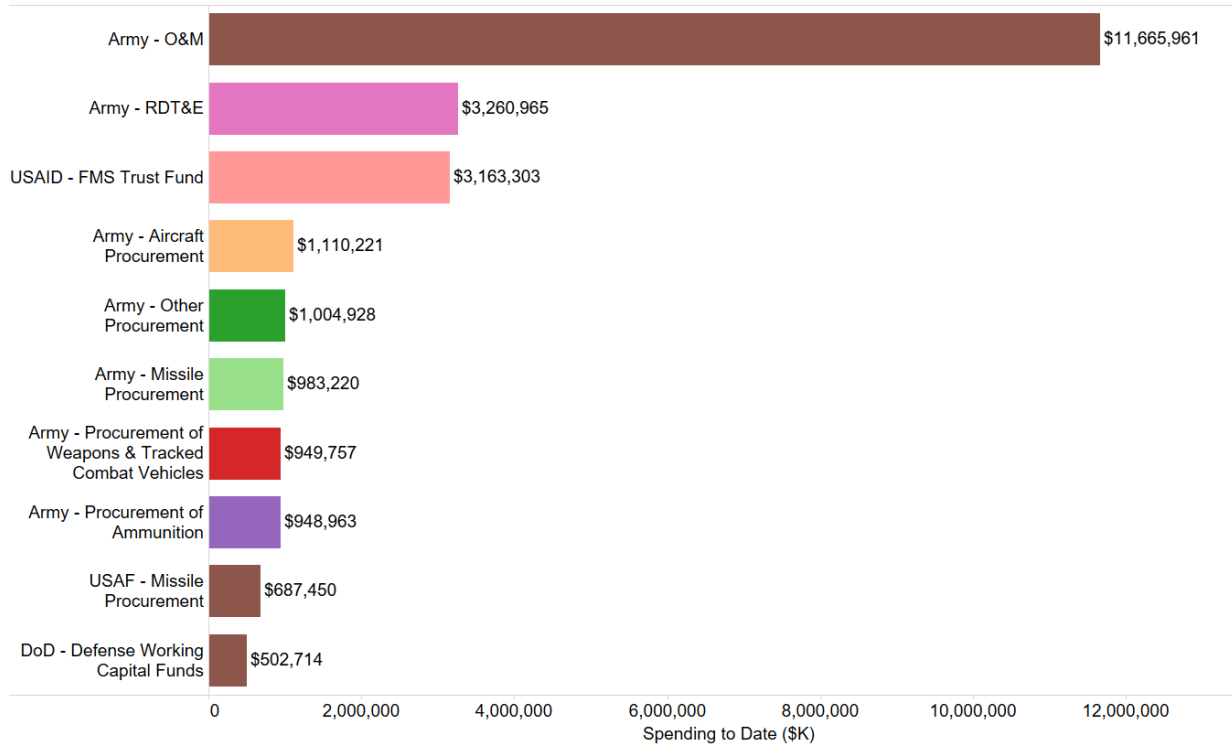
## Account Buying Behavior

# Leading Army Spending by Segments, FY 2020

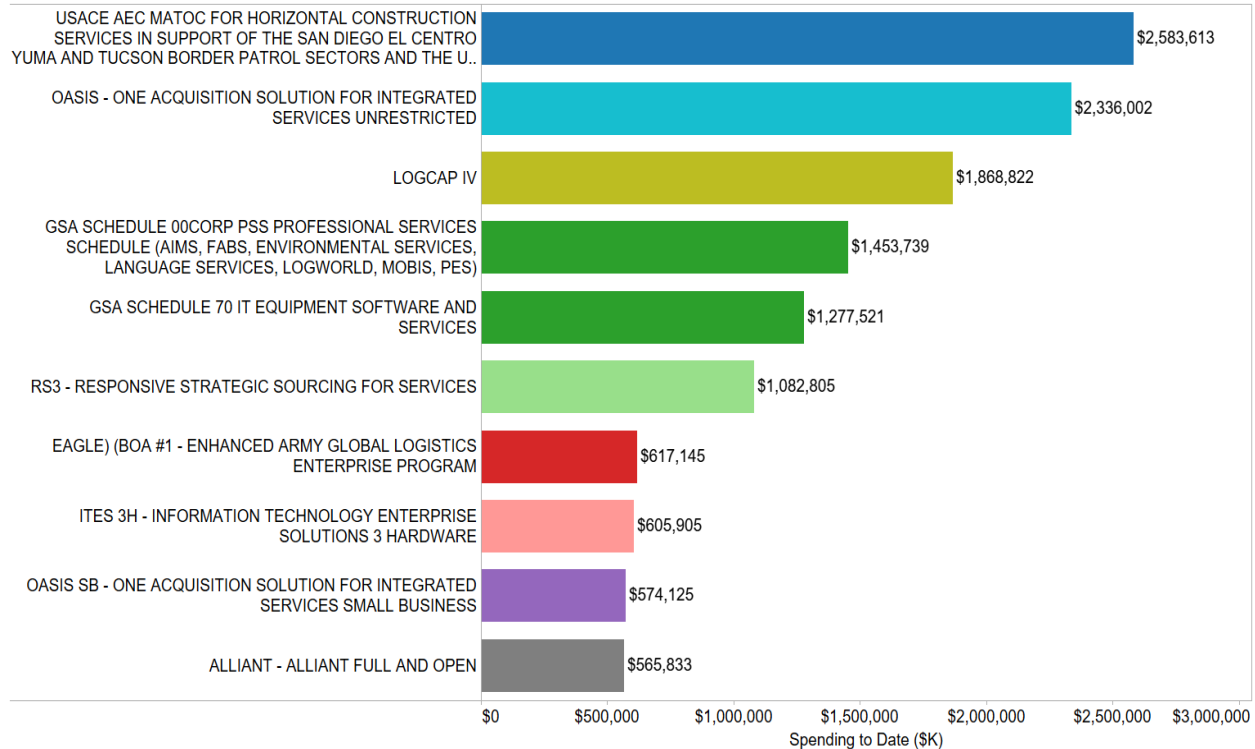


Source: Federal Procurement Data System, GovWin IQ

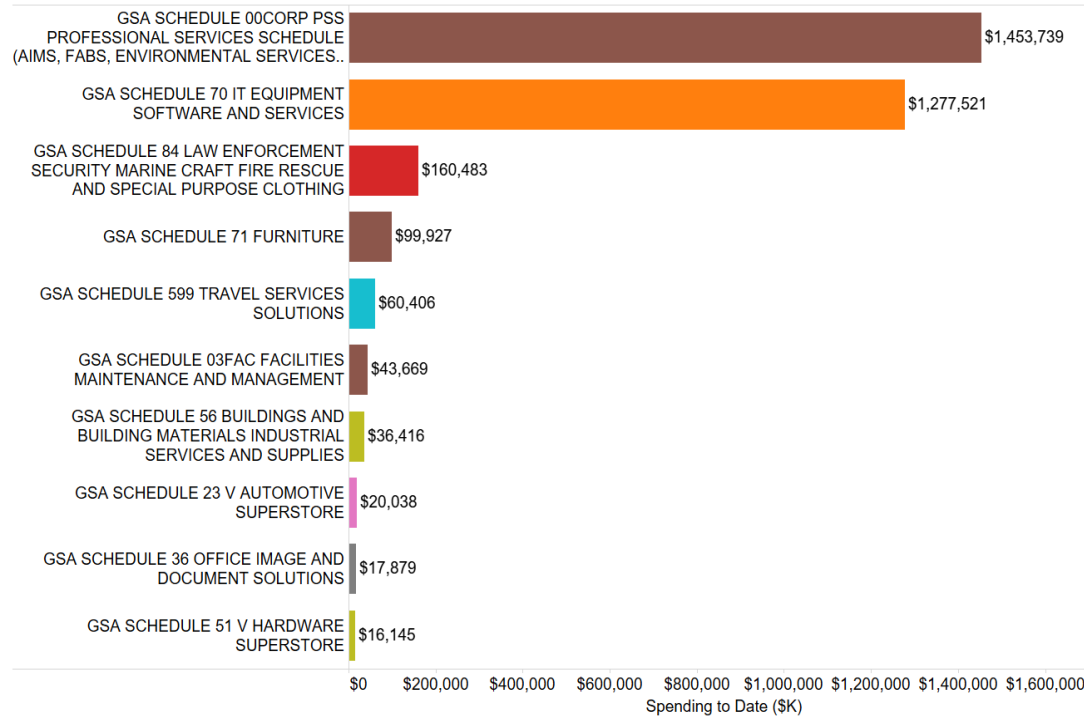
# Leading Army Budget Accounts, FY 2020



# Leading Army Spending by Contract Vehicles, FY 2020



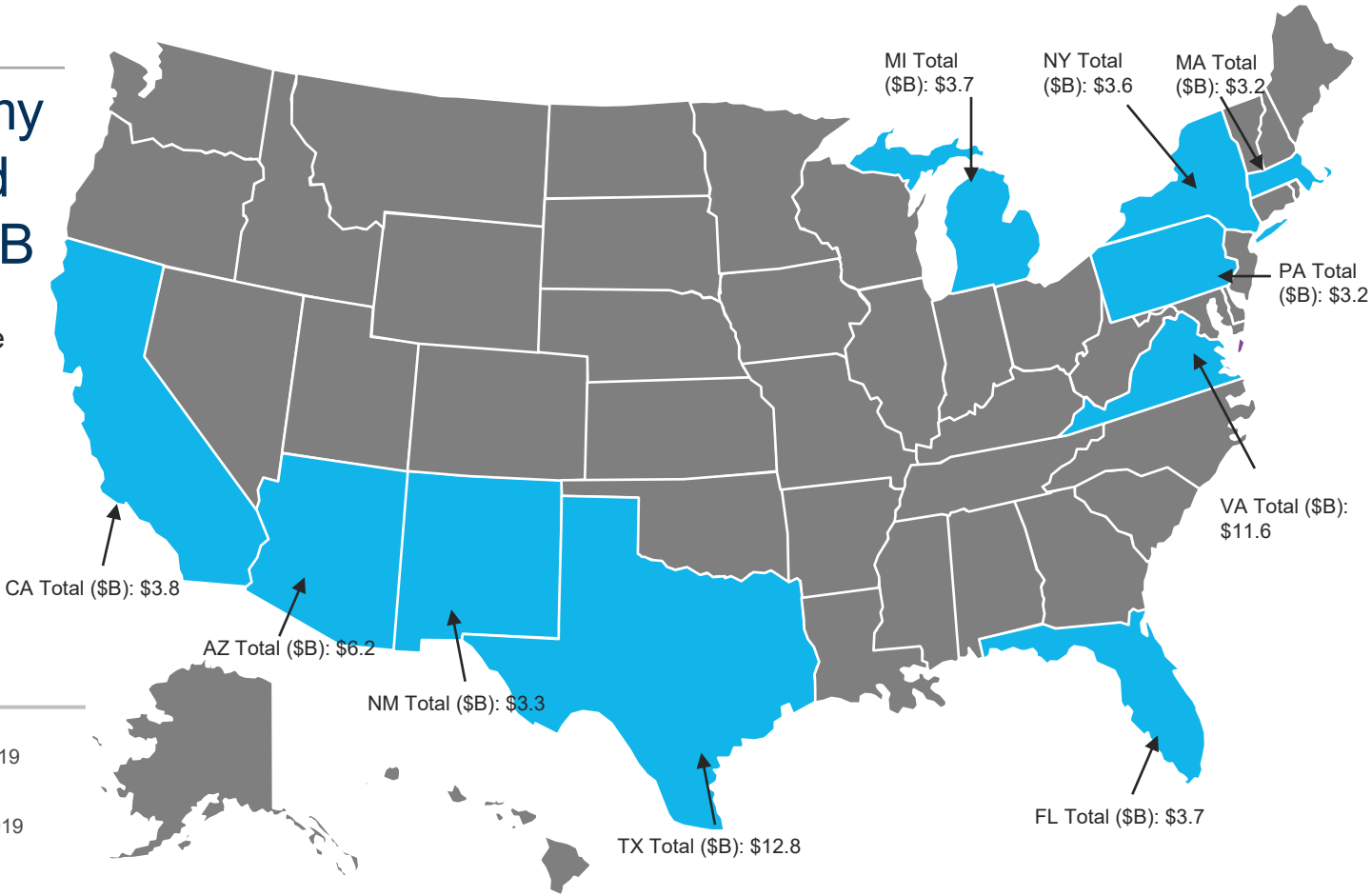
# Leading Army Spending GSA Schedules, FY 2020





Source: Federal Procurement Data System, GovWin IQ

# FY 2020 Total Army Federal Reported Spending: \$102.4B

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



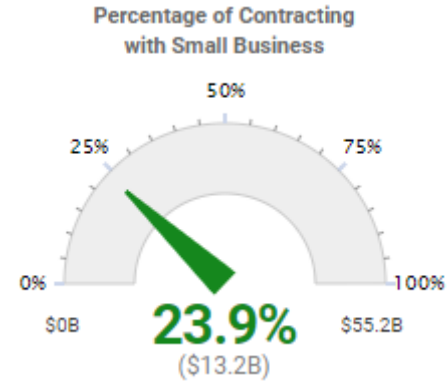
 Top 10 States by Spending FY 2019

 States outside of Top 10 by FY 2019 spending

# Army Small Business Contracting Goals FY 2020

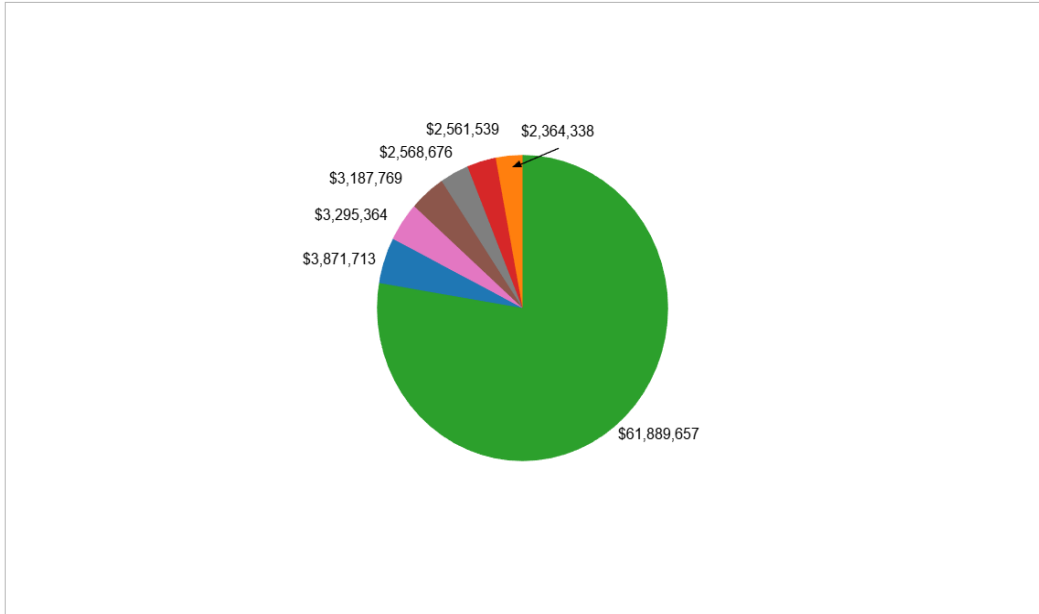
Socioec. Status	Actual	% Actual	% Goal
Service Disabled Veteran Owned	\$1.2B	2.1%	3.0%
Small Disadvantaged Business	\$3.4B	6.2%	5.0%
Women Owned	\$1.4B	2.5%	5.0%
Certified HUBZone Small Business	\$688.8M	1.2%	3.0%

Source: FPDS



Source: Small Business Dashboard

# Army Total Small Business Spending by Socioeconomic Status, FY 2020\*



**Socioeconomic Status**

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

Source: Federal Procurement Data System, GovWin IQ

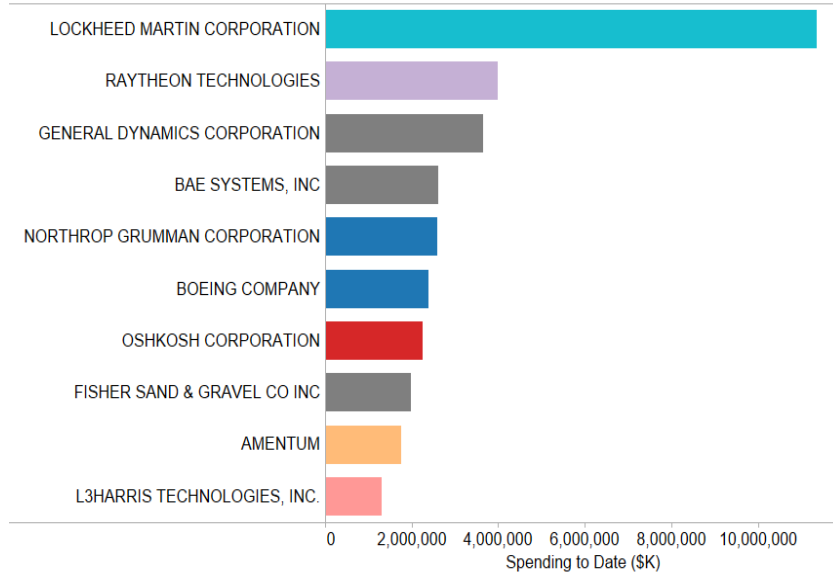


# 07

---

## Account Competitive Landscape

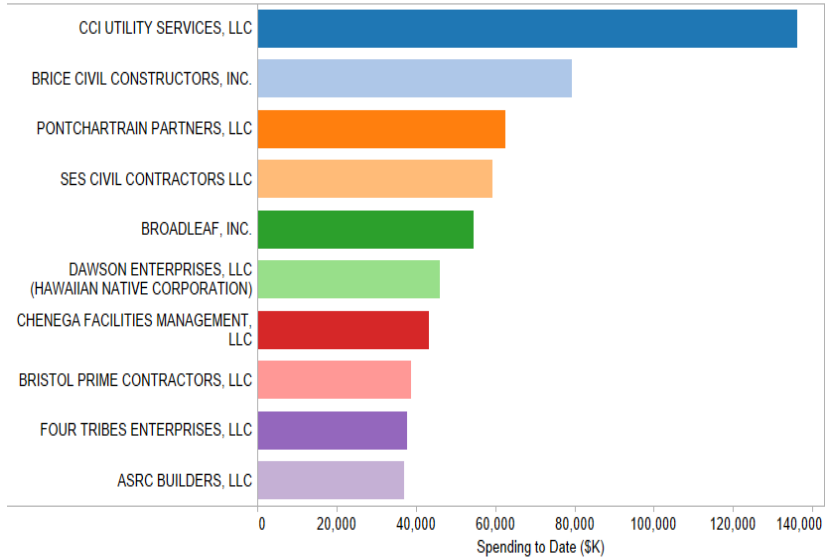
# Leading Army Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$11,354,207	11%
RAYTHEON TECHNOLOGIES	\$3,988,609	4%
GENERAL DYNAMICS CORPORATION	\$3,647,884	4%
BAE SYSTEMS, INC	\$2,608,744	3%
NORTHROP GRUMMAN CORPORATION	\$2,601,681	3%
BOEING COMPANY	\$2,387,170	2%
OSHKOSH CORPORATION	\$2,246,378	2%
FISHER SAND & GRAVEL CO INC	\$1,973,986	2%
AMENTUM	\$1,757,432	2%
L3HARRIS TECHNOLOGIES, INC.	\$1,308,633	1%
<b>Grand Total</b>	<b>\$103,972,251</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

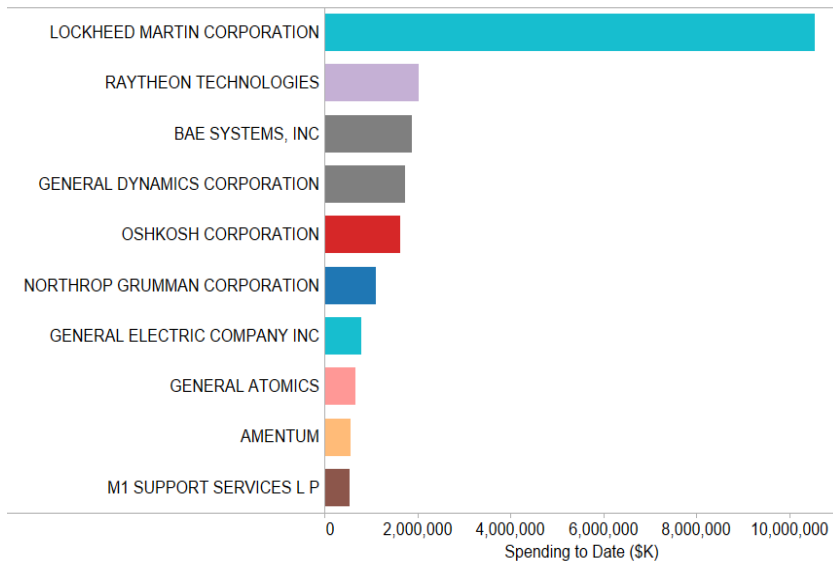
# Leading Army Prime 8(a) Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
CCI UTILITY SERVICES, LLC	\$136,127	4%
BRICE CIVIL CONSTRUCTORS, INC.	\$79,239	2%
PONTCHARTRAIN PARTNERS, LLC	\$62,505	2%
SES CIVIL CONTRACTORS LLC	\$59,311	2%
BROADLEAF, INC.	\$54,536	1%
DAWSON ENTERPRISES, LLC (HAWAIIAN NATIVE CORPORATION)	\$45,981	1%
CHENEGA FACILITIES MANAGEMENT, LLC	\$43,188	1%
BRISTOL PRIME CONTRACTORS, LLC	\$38,794	1%
FOUR TRIBES ENTERPRISES, LLC	\$37,870	1%
ASRC BUILDERS, LLC	\$37,032	1%
<b>Grand Total</b>	<b>\$3,871,713</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

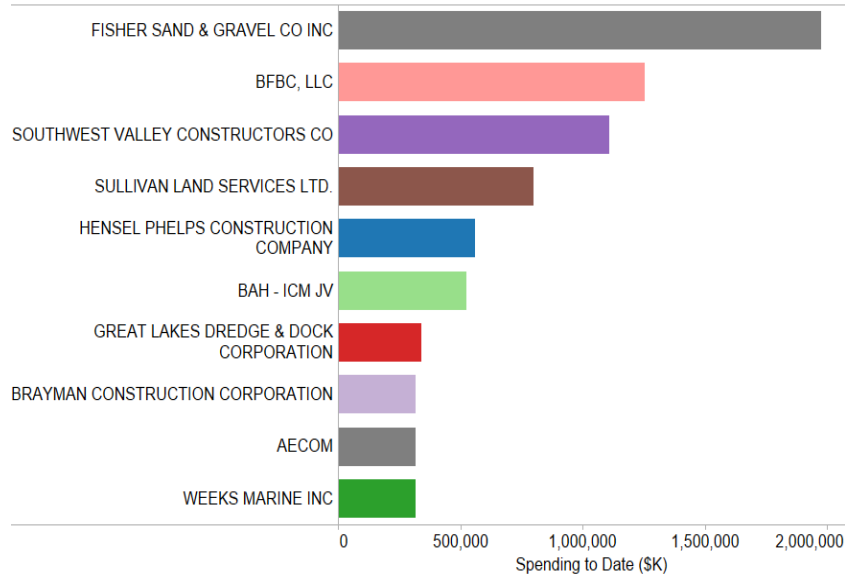
# Leading Army Defense & Aerospace Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$10,543,291	38%
RAYTHEON TECHNOLOGIES	\$2,033,463	7%
BAE SYSTEMS, INC	\$1,882,833	7%
GENERAL DYNAMICS CORPORATION	\$1,746,138	6%
OSHKOSH CORPORATION	\$1,626,986	6%
NORTHROP GRUMMAN CORPORATION	\$1,117,307	4%
GENERAL ELECTRIC COMPANY INC	\$792,049	3%
GENERAL ATOMICS	\$660,082	2%
AMENTUM	\$564,123	2%
M1 SUPPORT SERVICES L P	\$541,140	2%
<b>Grand Total</b>	<b>\$27,794,723</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

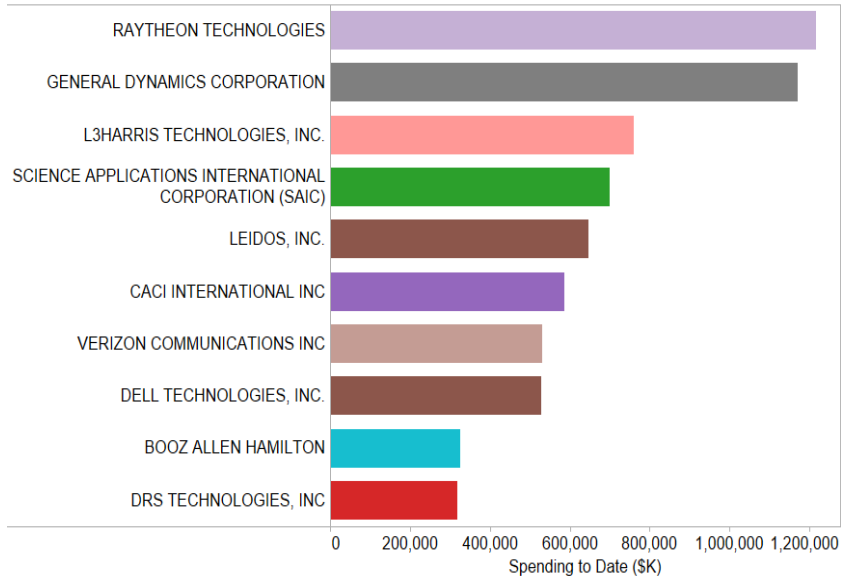
# Leading Army Prime Architecture Engineering and Construction Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
FISHER SAND & GRAVEL CO INC	\$1,973,986	9%
BFBC, LLC	\$1,253,150	6%
SOUTHWEST VALLEY CONSTRUCTORS CO	\$1,109,611	5%
SULLIVAN LAND SERVICES LTD.	\$800,802	4%
HENSEL PHELPS CONSTRUCTION COMPANY	\$558,398	3%
BAH - ICM JV	\$524,417	3%
GREAT LAKES DREDGE & DOCK CORPORATION	\$340,715	2%
BRAYMAN CONSTRUCTION CORPORATION	\$318,696	2%
AECOM	\$317,645	2%
WEEKS MARINE INC	\$316,692	2%
<b>Grand Total</b>	<b>\$20,990,707</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# Leading Army Prime Information Technology Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
RAYTHEON TECHNOLOGIES	\$1,216,158	7%
GENERAL DYNAMICS CORPORATION	\$1,169,611	7%
L3HARRIS TECHNOLOGIES, INC.	\$760,380	4%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$699,833	4%
LEIDOS, INC.	\$647,834	4%
CACI INTERNATIONAL INC	\$586,994	3%
VERIZON COMMUNICATIONS INC	\$530,533	3%
DELL TECHNOLOGIES, INC.	\$528,408	3%
BOOZ ALLEN HAMILTON	\$325,194	2%
DRS TECHNOLOGIES, INC	\$319,171	2%
<b>Grand Total</b>	<b>\$17,235,965</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# 08

---

## Procurement

# Army Procurement

---

- » All Department of the Army (Army) acquisition regulations fall within the [Army Federal Acquisition Regulation](#), which implements and supplements the [Federal Acquisition Regulation \(FAR\)](#) and the [Department of Defense FAR Supplement \(DFARS\)](#) to establish uniform policies for Army acquisition.
- » The Department of the Army initiated a field-operating agency under the Assistant Secretary of the Army for Acquisition, Logistics and Technology. The [Acquisition Support Center \(ASC\)](#) is a Direct Reporting Unit (DRU) that supports the Army's acquisition mission through superior personnel development systems and management support capabilities, enabling the most effective and efficient equipping of the Nation's forces while maintaining an internal culture of constant organizational improvement.
  - » Provide oversight of the Army Acquisition Center (AAC) and the Acquisition, Logistics and Technology (AL&T) workforce  
Communicate mission and vision of the AAC
  - » Provide Major Command (MACOM)-level support to Program Executive Offices in the areas of resource management, human resources management and force structure
  - » Plan and oversee/execute career management activities for the AL&T workforce
  - » Provide to the Army Acquisition Executive, Director of Acquisition Career Management, Assistant Secretary of the Army Acquisition, Logistics and Technology staff and the Army acquisition community policy, guidance, and support and services regarding acquisition issues and initiatives



# Army Procurement (Cont.)

---

- » Information regarding any acquisition activities of the Army can be acquired from the ASC at the following mailing address:

Acquisition Support Center (ASC)  
9900 Belvoir Road  
Bldg. 201  
Fort Belvoir, VA 22060-5567  
(703)664-5600

# Army Procurement (Cont.)

---

- » The [Assistant Secretary of the Army for Acquisition, Logistics, and Technology \(ASA \(ALT\)\)](#) serves, when delegated, as the Army Acquisition Executive, the Senior Procurement Executive, the Science Advisor to the Secretary, and as the senior research and development official for the Army. The ASA (ALT) also mission is to provide soldiers a decisive advantage in any mission by developing, acquiring, fielding, and sustaining the world's best equipment and services and leveraging technologies and capabilities to meet current and future Army needs.
- » The [Office of the Under Secretary of Defense for Acquisition and Sustainment](#) provides policy and governance, for the Department of Defense and the national security innovation base, that enables the delivery and sustainment of critical capabilities to the U.S. Service Members and allies.
- » OUSD(A&S) is focused on forming an acquisition system that moves at the speed of relevance, and to do that, has been shaped into an organization that provides a defense-wide adaptive acquisition framework from need identification to disposal.

# Army - Contract Forecast

---

- » Various commands within the Department of Army maintain contract forecasts.
- » The [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.

# Army - Contract Forecast (Cont.)

---

- » The following [Acquisition Forecast](#) is a projection of anticipated contracting opportunities (funded / unfunded) with the [U.S. Army Medical Research and Materiel Command](#) subordinate elements with support provided by the U.S. Army Medical Research Acquisition Activity and the Office of Small Business Programs.
- » Questions about each entry should be directed to the POCs via their email address. Email [jerome.k.maultsby.civ@mail.mil](mailto:jerome.k.maultsby.civ@mail.mil) or [myrsonia.lutz.civ@mail.mil](mailto:myrsonia.lutz.civ@mail.mil) regarding updates, and other questions pertaining to this Forecast.

# Army - Contracting

---

- » The [U.S. Army Contracting Command \(ACC\)](#) its subordinate organizations and contracting centers enable Army readiness through contracting solutions in support of the Army and Unified Land Operations, anytime, anywhere. As the Army's principal buying agent, ACC ensures Soldiers have what they need to be successful, from food and clothing to bullets and bombs.
- » As the Army's principal buying agent, ACC supports Army readiness and modernization by using best practices and expert-level oversight to provide warfighters with premier contracting support. The command accomplishes its global operational missions with a professional workforce of Soldiers, Department of the Army civilians, foreign local nationals and contractors at more than 100 locations worldwide – the sun never sets on ACC.
- » Headquartered at Redstone Arsenal in Alabama, ACC is a major subordinate command of U.S. Army Materiel Command. ACC has one subordinate one-star command - Mission and Installation Contracting Command (MICC) for locations inside the continental United States and Puerto Rico – and six major contracting centers that provide support to AMC's life cycle management commands.

# Army – Contracting (Cont.)

---

- » In support of Army and joint forces, ACC provides effective and agile contracting service across the full spectrum of military operations for U.S. Army Service Component Commanders, as well as other defense organizations at locations outside the continental United States. It has eight contracting support brigades, 13 contracting battalions and 68 contracting teams stationed throughout the world.
- » The MICC provides contracting support for Soldiers across Army commands, installations and activities located in the continental United States and Puerto Rico. The customer base for the MICC includes the U.S. Army Forces Command, U.S. Army Training and Doctrine Command, U.S. Army North, U.S. Army Reserve Command and U.S. Army Medical Command. The MICC consists of a field directorate office and 32 field offices.

# Army – Contracting (Cont.)

---

## **Major Contracting Center Locations include:**

- » Headquarters and ACC-RSA – Redstone Arsenal, Alabama
- » ACC-Aberdeen Proving Ground – Aberdeen Proving Ground, Maryland
- » ACC-New Jersey – Picatinny Arsenal, New Jersey
- » ACC-Orlando – Orlando, Florida
- » ACC-Rock Island – Rock Island Arsenal, Illinois
- » ACC-Warren – Detroit Arsenal, Michigan
- » MICC-Joint Base San Antonio – Fort Sam Houston, Texas

## **Contracting Support Brigades:**

- » 408th Contracting Support Brigade – Shaw Air Force Base, South Carolina and Camp Arifjan, Kuwait
- » 409th Contracting Support Brigade – Sembach Kaserne, Germany
- » 410th Contracting Support Brigade – Joint Base San Antonio-Fort Sam Houston, Texas
- » 411th Contracting Support Brigade – Camp Humphreys, Korea
- » 413th Contracting Support Brigade – Fort Shafter, Hawaii
- » 414th Contracting Support Brigade – Vicenza, Italy
- » 418th Contracting Support Brigade – Fort Hood, Texas
- » 419th Contracting Support Brigade – Fort Bragg, North Carolina

# Army – Contracting (Cont.)

---

## **Direct Report Battalion:**

- » 905th Contracting Battalion – Fort Bragg, North Carolina

ACC's core contracting competencies include:

- » Contracting
- » Acquisition
- » Procurement
- » Operations
- » Foreign Military Sales
- » Quality assurance
- » Life cycle management



# Army – Contracting (Cont.)

---

Under management of the DOD CIO's office, the Department of the Army participates in the [Enterprise Software Initiative \(ESI\)](#). It is the intent of the ESI to establish and manage enterprise COTS IT agreements, assets, and policies.

DoD ESI lowers the total cost of ownership across the DoD, Coast Guard and Intelligence Communities for commercial software, IT hardware, and services. Since 2003, DoD ESI has partnered with GSA's SmartBUY program to combine software requirements at the Federal level to act as one customer, reduce costs, and eliminate redundant purchases. DoD ESI serves as the implementation agent for SmartBUY throughout the DoD to aggregate requirements for Federal-wide purchases.

# Army – Small Business Programs

---

- » The Army's small business functions are decentralized – overseen by each of its major buying commands. The links below provide descriptions of what each major buying command purchases, as well as a phone number for their small business office and a link to a list of their small business specialists who are there to answer questions about doing business with their command.
  - » [Army Materiel Command \(AMC\)](#)
  - » [Army Corps of Engineers \(USACE\)](#)
  - » [Army Medical Command \(MEDCOM\)](#)
  - » [National Guard Bureau](#)

# 09

---

## Government-wide Initiatives

# President's Management Agenda – Key Drivers of Reform

---

The President's Management Agenda lays out a long-term vision for modernizing the Federal Government in key areas that will improve the ability of agencies to deliver mission outcomes, provide excellent service, and effectively steward taxpayer dollars on behalf of the American people.

The President's Management Agenda will focus on three key areas as agencies attempt to overcome system-level thinking to tackle interconnected barriers to change. These are:

- » **Modern information technology** must function as the backbone of how Government serves the public in the digital age. Meeting customer expectations, keeping sensitive data and systems secure, and ensuring responsive, multi-channel access to services are all critical parts of the vision for modern Government.

# President's Management Agenda – Key Drivers of Reform (Cont.)

---

- » **Data, accountability, and transparency** initiatives must provide the tools to deliver visibly better results to the public, while improving accountability to taxpayers for sound fiscal stewardship and mission results. Investments in policy, people, processes and platforms are key elements of this transformation and require cross-agency cooperation to ensure an integrated Data Strategy that encompasses all relevant governance, standards, infrastructure and commercialization challenges of operating in a data-driven world.
- » The **workforce for the 21st Century** must enable senior leaders and front-line managers to align staff skills with evolving mission needs. This will require more nimble and agile management of the workforce, including reskilling and redeploying existing workers to keep pace with the current pace of change.

# President's Management Agenda - Cross Agency Priority (CAP) Goals (Cont.)

---

- » [Modernize IT to Increase Productivity and Security](#)
- » [Leveraging Data as a Strategic Asset](#)
- » [Developing a Workforce for the 21st Century](#)
- » [Improving Customer Experience with Federal Services](#)
- » [Sharing Quality Services](#)
- » [Shifting From Low-Value to High-Value Work](#)
- » [Category Management - Leveraging Common Contracts and Best Practices to Drive Savings and Efficiencies](#)
- » [Results-Oriented Accountability for Grants](#)
- » [Getting Payments Right](#)
- » [Improving Outcomes Through Federal IT Spending Transparency](#)
- » [Improve Management of Major Acquisitions](#)
- » [Modernize Infrastructure Permitting](#)

# President's Management Agenda - Cross Agency Priority (CAP) Goals (Cont.)

---

- » [Security Clearance, Suitability, and Credentialing Reform](#)
- » [Improve Transfer of Federally-Funded Technologies from Lab-to-Market](#)

---

# Thank You!