



# Acquisition Directorate

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## United States Coast Guard

*Welcome to the USCG*  
**Headquarters Industry Day**

**Ms. Ashley J. Lewis**  
**Head of Contracting Activity / CG-91**  
**November 2014**



# USCG HCA Area of Responsibility/ FY14 Procurement Activity

USCG Head of Contracting Activity



# Coast Guard Chiefs of Contracting Offices (COCOs)

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**Each COCO will host an Industry Day in FY15.**

- **Office of Contract Operations (Headquarters, CG-912)**
- **Command, Control, Communications, Computer & Information Technology (C4IT) – November 18, 2014**
- **Aviation Logistics Center (ALC) – March 4, 2015**
- **Surface Forces Logistics Center (SFLC) – May 13, 2015**
- **Shore Infrastructure Logistics Center (SILC) – Base Support – TBD**
- **Shore Infrastructure Logistics Center (SILC) – Construction – TBD**

# Coast Guard FY14 Obligation Statistics

## Summary by Office

COCO	Sum of Obligations	Actions
<b>HQ Total</b>	<b>\$1.35B</b>	<b>3731</b>
SFLC Total	\$358M	10640
C4IT Total	\$363M	1816
SILC Construction Total	\$453M	1844
ALC Total	\$354M	6537
SILC Base Support Total	\$202M	8975
<b>Grand Total</b>	<b>\$3.08B</b>	<b>33543</b>

# Coast Guard Awards Statistics

Small Business	FY14 Results	FY14 Goals
<b>Total Small Business Eligible Dollars Obligated</b>	<b>\$3,024,241,573</b>	
Overall SDB	16.0%	10.0%
8(a)	10.8%	5.0%
WOSB	5.2%	5.0%
HUBZone	4.6%	3.8%
SDVOSB	5.7%	3.0%
<b>Total SB Prime Awards</b>	<b>37.1%</b>	<b>33.50%</b>

	FY14 Results	FY14 Goal
<b>Competition Percentage</b>	<b>57.1%*</b>	<b>55.2%</b>

**\*Competition rate impacted by sole source for National Security Cutter (NSC) program.**

*2014 results are preliminary.*

# DHS Forecast of Contract Opportunities

<http://apfs.dhs.gov>

- All procurements over \$150k are mandatory for reporting within the DHS **Acquisition Planning Forecast System (APFS)**.
- Identifies procurement opportunities early in the acquisition process.
- Vendors can register email address to receive NAICS notifications.

<b>Current USCG records within APFS</b>	
<u>COCO Office</u>	<u>Published APFS Records (as of 29 October)</u>
<b>CG-912</b>	<b>73</b>
ALC	25
C4IT	3
SFLC	81
SILC-Base	17
SILC-Construction	270
<b>Total</b>	<b>469</b>

# Emphasis on Reporting Past Performance & Importance of Use of PPI in Source Selections

- **How to Improve Your Chance for Award:**
  - Focus on performance – USCG’s current completion rate is **93%** for **Contractor Performance Assessment Reporting System (CPARS)** mandatory reporting.
    - Our compliance rate is up from 67% at start of FY14.
    - Goal is 100% compliance .
    - Includes:
      - Mandatory reporting for all USCG Services contracts >\$1M
      - Mandatory reporting for all USCG Supplies contracts >\$500K
- **Why Past Performance is Important to You:**
  - USCG focuses on meaningful, high quality, and timely contractor performance assessments within CPARS.
  - Assessments are tools to improve and motivate current performance.
  - USCG relies on PPI to determine best value decisions during source selection.

# USCG Headquarters (CG-912) Small Business Specialists & Points of Contact

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**POC INFO:** <http://www.uscg.mil/acquisition/business/smallbusinessrep.asp>

## **Coast Guard Small Business Program Manager:**

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# DHS Points of Contact & Resources

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## Small Business:

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## Ombudsman & Industry Liaison:

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<http://www.dhs.gov/do-business-dhs>