



MACOMB REGIONAL  
Procurement Technical  
Assistance Center

MACOMB COMMUNITY COLLEGE

Discover. Connect. *Advance.*<sup>SM</sup>



OUR GOVERNMENT CONTRACTING EXPERTISE IS YOUR COMPETITIVE EDGE.

# ACC-Warren Industry Engagement

Macomb Regional PTAC  
8 April 2015

**Our Government Expertise is Your Competitive Edge.**

7900 Tank Ave., Warren, MI 48092-3936 | 586.498.4122 | [ptac@macomb.edu](mailto:ptac@macomb.edu) | [www.macomb.edu/ptac](http://www.macomb.edu/ptac) | [www.ptacsofmichigan.org](http://www.ptacsofmichigan.org)

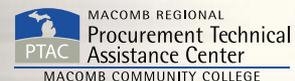
# History in the making...

**The Procurement Technical Assistance Program is a DoD Program of record, formed in 1985 out of CICA.**

***The Competition In Contracting Act (CICA) was passed into law in 1984 to foster competition and thus reduce costs. More competition for procurements would reduce costs and allow more small businesses to win contracts. CICA requires almost all procurements to be competed as full and open so any qualified company can submit a proposal.***

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Macomb Regional PTAC, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DoD) through a program that is administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by DoD or DLA.™ The Macomb Regional PTAC provides procurement advice and counseling to Michigan companies interested in doing business with local, state, and federal governments and is funded in part by MEDC.





# Procurement Technical Assistance Center

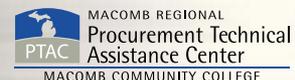
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- ★ **One-on-One Counseling**
- ★ **Troubleshooting**
- ★ **Price History Reports**
- ★ **Training Events & Seminars**
  - ★ **See our 2015 Training Schedule**
- ★ **Bid Match**
- ★ **Specifications & Standards**
- ★ **TDP Assistance**

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# TACOM Drawings

Section C-3      52.211-4072      TECHNICAL DATA PACKAGE INFORMATION

The following Xd item applies to this solicitation:

- 1. There is no Technical Data Package (TDP) included with this solicitation.
- 2. The TDP for this solicitation is on a CD-ROM and must be ordered. Ordering instructions can be obtained at Uniform Resource Locator (URL):<http://contracting.tacom.army.mil/bidreq.htm>

Contract Line Item Numbers (CLINS) are listed below, each one will have its own URL just under the CLIN listing. The URL will take you to that CLINs Web-located TDP. To access the TDP, you will have to copy or type the links URL to your web browser address bar at the top of the screen.

TDP Link (URL):

- 4. The TDP for this solicitation resides within FedBizOpps (<https://www.fbo.gov>), and is associated with this solicitation number. To access the data through FBO:  
<https://www.fbo.gov/notices/9e629aaf0f48b25ad1fe16073a128742>

# ASFI Bid Instructions

## Meeting the Requirements

### Review and Establish:

- Capabilities
  - Is technical data available and if so how do I obtain it? Can I meet the requirements?
- Applicable pricing history
  - Am I competitive?
- Time frame
  - Delivery dates and length of contract
    - Can you perform, will your pricing need adjustment?
- Quality standards
  - Do you meet or exceed them?
  - Are there MIL-Standards or industry specifications to follow?
- Packaging and shipping requirements
  - Is the solicitation FOB destination or origin? What are the packaging specs? In-house or outside quote?

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# Putting it Perspective...

## Metrics:

August 1, 2014 – Present (*10 March 2015; 02:22 p.m.*)

Activity August 1, 2014 – July 31, 2015	Fiscal Year 2014-15 YTD
<b>Number of New Clients</b>	<b>98</b>
<b>Total Counseling Hours (Active Clients)</b>	<b>380.17</b>
*Counseling Sessions	1,130
<b>Participated Events</b>	<b>22</b>
*Dollars Awarded to our Clients	\$192,425,642

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# What is PTAC?

The PTACs support the War Fighter and our national security by ensuring a broad base of capable suppliers for the defense industry and other agencies. The mission of the Procurement Technical Assistance Centers (PTACs) is also to enhance economic development by assisting Michigan businesses in obtaining and performing on federal, state and local government contracts .



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# Systems & Information Management Division

**Ms. Sharon Wisniewski**



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# eCommerce & Knowledge Management Overview

**Ms. Erica Allbritton**



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# eCommerce Systems

*The Army Contracting Command-Warren (ACC-WRN) eCommerce & Knowledge Management Team provides management and oversight for automated contracting systems and electronic resources enabling:*

- *ACC-WRN to complete its mission*
- *Commercial vendors to electronically conduct business with ACC-WRN*



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# ACC-Warren Procurement Network

*The Procurement Network or PROCNET is ACC-Warren's external face to industry and public eCommerce website*

**ProcNet**  
ACC - Warren Procurement Network  
Serving the TACOM LCMC Enterprise

- Army Contracting Command-Warren
  - Anniston
  - Red River
  - Sierra
  - Warren
  - Watervliet
- Other Opportunities
  - Army Single Face to Industry
  - FedBizOpps
- Other Links
  - Freedom of Information Act
  - ACC Warren Mission and Vision
  - Locations and Major Partners
  - US Army Contracting Command
  - Competition Advocate
  - TACOM Small Business Office
  - US Army TACOM LCMC

Locations marked on the map:  
Sierra Army Depot CA  
Red River Army Depot TX  
Anniston Army Depot AL  
Warren MI  
Watervliet Arsenal NY

<https://contracting.tacom.army.mil>



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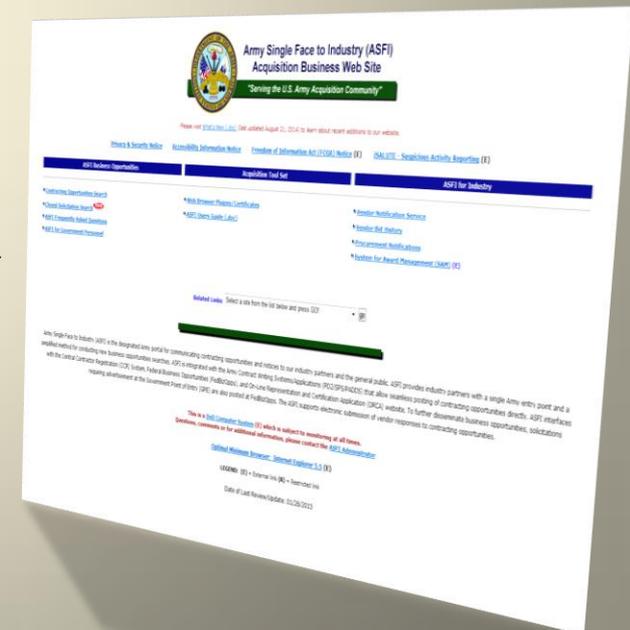
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# Army Single Face to Industry (ASFI)

- *ASFI is the designated Army portal for communicating contracting opportunities and notices to our industry partners and general public*
- *ASFI provides industry partners with a single entry point and a simplified method for conducting business opportunities searches*
- *ASFI allows seamless posting of contracting opportunities by directly interfacing with Army Contract Writing Systems*





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# Solicitation Proposals

- *Many solicitations contain supplemental attachments and documents containing unclassified but restricted procurement related information*
- *Specific examples of unclassified but restricted information include technical data packages and drawings containing critical technology, export controlled and/or proprietary information*



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# Access to Restricted Documents

*The process for providing offerors access to unclassified but restricted information will differ depending on at least three factors:*

- 1) *Proprietary Rights Restrictions*
- 2) *The Distribution Statement*
- 3) *Export Control Restrictions*



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## Important Terminology

**Controlling DoD Office** – The DoD activity who sponsored the work that generated the technical data (or other restricted procurement related documents) or received the technical data on behalf of the Department of Defense and, therefore, has the responsibility for determining the distribution of a document containing such technical data (Ref DoD 5010.12-M)

**Secondary Distribution** – Release of technical documents provided after primary distribution by anyone other than the originator or controlling office; includes loaning, allowing the reading of, or releasing a document outright, in whole or in part. (Ref DoD 5230.24)

**Proprietary Information** – When the owner/developer of technical data grants the Government specific rights to use that technical data there will be a Use and Non-Disclosure Agreement (Ref DFARS 227.7103-7)



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## Important Terminology

**Military Critical Technology** – Technologies that would make a significant contribution to the military potential of any country or combination of countries and that may prove detrimental to the security of the United States. These technologies consist of:

- Arrays of design and manufacturing know-how (including technical data)
- Keystone manufacturing, inspection, and test equipment
- Keystone materials
- Goods accompanied by sophisticated operation, application, or maintenance know-how



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## Important Terminology

**Technical Data with military or space application** – Technical data with military or space application is any technical information that can be used or be adapted for use to design, engineer, produce, manufacture, operate, repair, overhaul, or reproduce any military or space equipment or technology concerning such equipment (Ref DoDI 5230.24). Specific examples include:

- Blueprints
- Drawings
- Plans
- Instructions
- Computer software and documentation



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# Distribution Statements

**Distribution Statement** – A statement used in marking technical data to denote the extent of its availability for secondary distribution, release, and disclosure without need for additional approvals or authorizations from the Controlling DoD Office.

Federal regulation requires distribution statements on both classified and unclassified technical documents. (Ref DoDI 5230.24)



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# Distribution Statements

Distribution	Distribution Statement
A	<b>Distribution A:</b> Approved for Public Release
B	<b>Distribution B:</b> Distribution authorized to U.S. Government agencies only (fill in reason)(date of determination); Other request for this document shall be referred to (insert controlling DoD office).
C	<b>Distribution C:</b> Distribution authorized to U.S. Government agencies and their contractors (fill in reason)(date of determination). Other request for this document shall be referred to (insert controlling DoD office).
D	<b>Distribution D:</b> Distribution authorized to the Department of Defense and U.S. DoD contractors only (fill in reason)(date of determination). Other request for this document shall be referred to (insert controlling DoD office).
E	<b>Distribution E:</b> Distribution authorized to DoD Components only (fill in reason)(date of determination). Other request for this document shall be referred to (insert controlling DoD office).
F	<b>Distribution F:</b> Further dissemination only as directed by (insert controlling DoD office)(date of determination) or higher DoD authority.



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## Export Controlled Information

**Export Control Information** – any information or material that cannot be released to foreign nationals or representatives of a foreign entity without first obtaining approval or license from the Department of State for items controlled by the International Traffic in Arms Regulations (ITAR), or the Department of Commerce for items controlled by the Export Administration Regulations (EAR).

Distribution	Distribution Statement
Export Control Warning	<b><u>WARNING</u></b> – This document contains technical data whose export is restricted by the Arms Export Control Act (Title 22, U.S. C., Sec 2751, et seq,) or the Export Administration Act of 1979 (Title 50, U.S. C., App 2401 et seq.) as amended. Violations of these export laws are subject to severe criminal penalties. Disseminate in accordance with provision of DoD Directive 5230. 25

**Export Control Warning and Destruction Notice** – Federal regulation requires both classified and unclassified export controlled technical data and documents marked with an Export Control Warning and Destruction Notice (Ref DoD Directive 5230.25)



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# Export Controlled Information

**Eligibility Requirements** – To be eligible to gain access to export controlled information, vendors must have a current DD2345, Military Critical Technical Data Agreement on file with the Defense Logistics Information Service (DLIS). The DLIS Joint Certification Office (JCO) processes completed DD2345 forms and manages the export control certification process. Upon verification and approval:

- DD2345s are stamped with a Joint Certification Program (JCP) number and returned to the Data Custodian listed on the form.
- Vendors are entered into the [Joint Certification Program Database](#)
- Vendors are eligible to receive Export Controlled Information



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## Federal Business Opportunities (FBO)

- *ACC-Warren leverages the Federal Business Opportunities, FBO, or FedBizOpps, website to secure unclassified but restricted procurement information such as technical drawings*
- *The eCommerce & Knowledge Management Team provides the following FBO support:*
  - *Uploads restricted procurement documents and technical data to FBO*
  - *Provides Contract Specialists with secure access links to include in solicitations*
  - *Manages vendor explicit access requests to restricted procurement documents and technical data*



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# Federal Business Opportunities (FBO)

<https://www.fbo.gov>

The screenshot shows the homepage of the Federal Business Opportunities (FBO) website. At the top, there is a navigation menu with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area features a search bar with the text "Search more than 20,600\* active federal opportunities." Below the search bar are several filters: Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), Type (Any), Keyword / Solicitation #, and Agency. A "Search" button is located below these filters. To the right of the search bar is a "RECOVERY" section with a "SEARCH RECOVERY OPPORTUNITIES" button and a "SEARCH RECOVERY AWARDS" button. Below the search bar is an "ATTENTION" message regarding agency users' responsibilities for uploading controlled, unclassified materials. The bottom of the page is divided into two columns: "Buyers / Engineers" and "Vendors / Citizens". The "Buyers / Engineers" column includes a "View Opportunities" link, a "Register Now" link, a "Password Reminder" link, and a "Recovery FAQs" link. The "Vendors / Citizens" column includes a "Find Opportunities" link, a "Register Now" link, a "Password Reminder" link, and a "Recovery FAQs" link. On the right side of the page, there are several sections: "RECOVERY" (with "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS" buttons), "FBO RECOVERY REPORTS" (with "Click here for Opportunities" and "Click here for Awards" links), "SMALL BUSINESS EVENTS" (with "Learn more" and "search now" links), "VENDOR COLLABORATION" (with "Learn more or search" link), "USER GUIDES" (with "Buyer", "Vendor", "Engineer", and "Location / Agency Admin" links), and "DEMONSTRATION VIDEOS" (with "Watch the Videos" link).



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## Bidding on Contracting Opportunities

- *Unless otherwise authorized in the solicitation, commercial vendors are required to submit offers, bids, or quotes electronically, via the Army Single Face to Industry (ASFI) Online Bid Response System (BRS).*
- *An [ASFI BRS Tutorial](#) for commercial vendors is provided on the PROCNET website*



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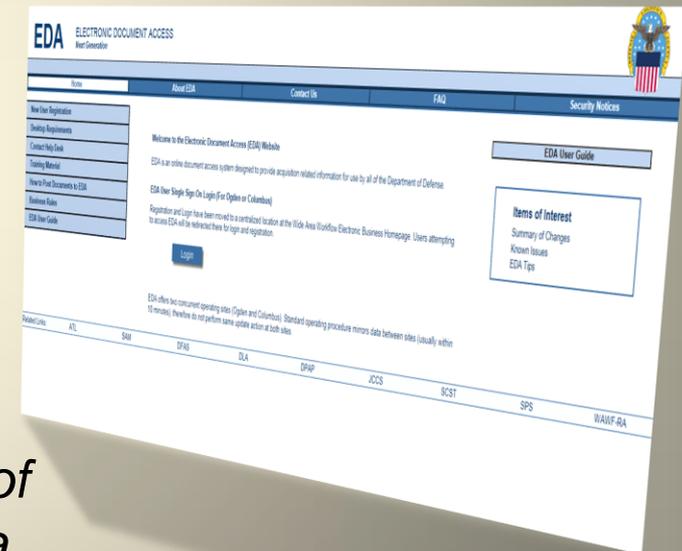
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## Post Contract Award

- Upon signature in the contract writing system, the contract award document and any related attachments are transmitted to the DoD Electronic Data Access (EDA) System
- Vendors are authorized to only view contracts in EDA awarded under their unique Commercial and Government Entity (CAGE) Code
- All other vendors must submit a Freedom of Information Act (FOIA) request to receive a contract file





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## **Post Contract Award**

- *A 90-day history of all awards made as a result of our solicitations is summarized on the PROCNET Awards page*
- *The ASFI website also offers a Procurement Notifications Search capability*



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## Future of ASFI

- *Funding for the Army Single Face to Industry System is set to expire by the end of the current fiscal year*
- *Loss of funding will result in a permanent discontinuation of the ASFI system*
- *Army will move towards a single solution and streamlined business process - functions currently performed in ASFI will be migrated to the Federal Business Opportunities System or other web sites.*



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## References

**DFARS 227.71** – Rights in Technical Data

**DoD Manual 5010.12-M** – Procedures for the Acquisition and Management of Technical Data

**DoD Instruction 5230.24** – Distribution Statements of Technical Documents

**DoD Directive 5230.25** – Withholding of Unclassified Technical Data From Public Disclosure

**Department of the Army Regulation 70-41** – International Cooperative Research, Development, and Acquisition

**Department of the Army Regulation 380-5** - Information Security Program

**Department of the Army Regulation 380-10** - Foreign Disclosure

**Title 22 U.S. Code of Federal Regulations** – Foreign Relations



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# Resources

**ACC-Warren Procurement Network** – <https://contracting.tacom.army.mil/>

**Army Single Face to Industry** – <https://acquisition.army.mil>

**ASFI Bid Response Tutorial** - <https://contracting.tacom.army.mil/acqinfo/ebidnotice.htm>

**Federal Business Opportunities** – <https://www.fbo.gov>

**Federal Electronic Document Access System** – <https://eda2.ogden.disa.mil>

**Joint Certification Program** – <https://www.logisticsinformationservice.dla.mil/JCP/Default.aspx>



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# eCommerce & Knowledge Management POCs

**Sharon Wisniewski**

C, Systems & Information Management Division

**Michael Boedeker**

C, Contracting Operations Support Group

**Erica Allbritton**

C, eCommerce & Knowledge Management Team

**Vendors may submit inquiries by sending a message to:**

[usarmy.detroit.acc.mbx.wrn-web-page@mail.mil](mailto:usarmy.detroit.acc.mbx.wrn-web-page@mail.mil)