Welcome and CAP Introduction
Historical Basis of the Guard
What We Do
From Grassroots to Government
Maximizing Membership
Tailored Procurement
The Guard and Small Business
Resolutions in Action
NGAUS and the NGAUS Corporate Advisory Panel

Bruce VanSkiver
CAP Chair
NGAUS and the NGAUS Corporate Advisory Panel

Bruce VanSkiver
CAP Chair
The National Guard

- The National Guard has been *defending the nation for over 387 years* - Happy Birthday!

- There are 54 separate National Guard organizations in the **50 States, 3 Territories, and the District of Columbia**

- Currently there are **325,000 Soldiers authorized** in the Army National Guard (ARNG) and **105,000 Airmen** in the Air National Guard (ANG).

- The National Guard is in **2,400+ communities** across the nation and has a footprint on almost every Air Force Base in the United States

- The National Guard is a **“Dual Status” organization** with a Federal and State mission - funding originates from both the USG and state governments

- The Federal mission is to serve as the operational reserve component of the Army and the Air Force

- The State mission is to respond to domestic and homeland security emergencies under the Command and Control of the Governor
• Mission - *a full strategic partner with National Guard state associations and congressional delegations* enabling effective communications of messages to continuously improve the National Guard relevance, readiness, modernization, and quality of life while promoting the rich militia heritage as the nation’s first military organization

• Vision - *serve as America’s strongest advocate* for promoting the highest levels of readiness, modernization, and quality of life for the National Guard family

• Help shape the National Guard future by *advocating in Congress* on behalf of NGAUS members

• ~45K active and retired members along with ~230+ *corporate members*
NGAUS Organizational Structure

• Chairman: MG Janson “Durr” Boyles, Mississippi
• President: BG Roy Robinson (MG McGinn - Inbound)
• Vice Chair - Army: MG Jimmie Cole, Tennessee
• Vice Chair - Air: Maj. Gen. Ondra Berry, Nevada
• Secretary: MG (Ret) Joanne Sheridan, Louisiana
• Treasurer: BG (Ret) Kenneth Ross, Louisiana
• Directors representing six areas with terms expiring from 2023-2025
• Retired, Company Grade, and Warrant Officer directors
• Eight standing committees and five special committees including the CAP
Corporate Advisory Panel Overview

• NGAUS CAP: Chartered by the NGAUS Board of Directors to serve as a conduit of information to the more than 230 corporate members of NGAUS

• Composed of 15 elected representatives from across the corporate membership

• Our goal: To strengthen NGAUS and corporate member relationships, thus supporting the mutual goal of enhancing and promoting modernization and readiness of the National Guard

“Add value to the NGAUS Corporate Member experience"
Duties and Responsibilities

• Serve as a standing forum for corporate panel representatives to formally address common issues and concerns to the NGAUS, AGAUS, and NGEDA leadership and staffs.

• Serve as a liaison for corporate members to more fully participate in the planning and execution of the conferences where the associations and corporate members interact.

• Recommend means by which NGAUS and corporate members can better maximize the mutual efforts of both in the legislative process.

• Mutually explore optimum NGAUS/AGAUS/NGEDA corporate member relationships concerning corporate memberships, sponsorships, and contributions and fees.

The CAP as an entity, nor any individual member of the CAP, may act as an agent, representative or spokesperson for the NGAUS, the AGAUS or NGEDA, for any purpose.
Membership and Meetings

• In order to retain membership, the elected CAP member must:
  • Meet attendance requirements (miss no more than 3 consecutive meetings)
  • Company must retain NGAUS membership
  • CAP member must remain employed with the original company in which elected

• We meet a minimum of four times per year, typically during:
  • NGEDA Annual Meeting (Jan)
  • Summer AGAUS Meeting (Jun)
  • NGAUS General Conference (Aug/Sep)
  • NGAUS Industry Day (Dec)

• The CAP may also meet at other times as called by the Chair

• The CAP will hold open CAP meetings during NGEDA, AGAUS, and NGAUS
Corporate Advisory Panel for 2023

CAP Officers Effective 01 Jan 23
Chair – Bruce VanSkiver
Vice Chair – Darin Gilderoy (elected 14 Jun 22)
Secretary – Shannon Shrader
Membership – Mike Ford (elected 14 Jun 22)

3-Year Term Expiration By Year*
2024 – Six (3 Large, 2 Medium, 1 Small)
2025 – Four (1 Large, 3 Small)
2026 – Five (1 Large, 3 Medium, 1 Small)

Note 1: Leadership: Chair, Vice-Chair, Secretary, and Membership Chair are elected positions
Note 2: Members elected to leadership positions within the CAP have their term extended in order to fulfill two years in elected office

https://www.ngaus.org/about-ngaus/board-directors-committees/corporate-advisory-panel
2024 CAP Elections Results

• New CAP Members
  • Small Company (<$25M)
    • Blackhawk Aero Space – Pete Franks
  • Medium Company ($25M - $500M)
    • Cocoon – Steve Houten
    • Drip Drop – Greg Summerlin
  • Large Company (>=$500M)
    • Valiant – Red Brown
Corporate Advisory Panel for 2024

3-Year Term Expiration By Year*
- 2024: Six (3 Large, 2 Medium, 1 Small)
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- 2026: Five (1 Large, 3 Medium, 1 Small)

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Note 2: Members elected to leadership positions within the CAP have their term extended in order to fulfill two years in elected office

CAP Officers Effective 01 Jan 24
- Chair – Bruce VanSkiver
- Vice Chair – Darin Gilderoy
- Secretary – Victoria McDermott
- Membership – Mike Ford

https://www.ngaus.org/about-ngaus/board-directors-committees/corporate-advisory-panel
Newsletter/Communications

• CAP Secretary is an elected position with a two-year term, currently Shannon Shrader

• Serves as the Communications Committee Chair

• Keeps track of all CAP meeting dates, agendas, and minutes from the meeting, distributes minutes to the CAP membership and NGAUS Corporate Advisory Liaison

• Gathers stories, formats, and publishes the quarterly CAP Newsletter, typically in March, June, September, and December

• Stories for the newsletter are provided largely by CAP members

• Newsletter is sent to the Corporate Liaison for approval before publishing
Conference Committee

• Chair of the Conference Committee is appointed by the CAP Chair - currently the Vice Chair Darin Gilderoy

• The committee serves as the CAP liaison to various conference committees to include the NGAUS General Conference, AGAUS meetings, NGEDA annual meeting, and the EANGUS annual meeting

• Ensures corporate members are involved in planning organizational events
Membership Committee

• Membership Chair is elected from among the current CAP membership for a two-year term – currently Mike Ford

• Manages and fosters NGAUS corporate members relationships

• Assure all CAP representation issues are handled in a fair and equitable manner

• Presides over the CAP Nominating Committee, if constituted by the Chair, to ensure an equitable process for nomination and election of new corporate member representatives for the 15 rotating seats on the CAP

• CAP elections are held annually during the NGAUS General Conference, the nomination window opens on 15 Jun and concludes on 31 Jul of each year
Resolutions Committee

• Chair of the Resolutions Committee is appointed by the CAP Chair - currently Billy Murphy

• The committee serves as the CAP liaison to the NGAUS Legislative team and NGAUS Task Forces regarding the resolution processes

• Assists with NGAUS Resolutions SOP and NGAUS Task Force SOP reviews

• Maintains situational awareness of the NGAUS resolutions status and supports the flow of information during CAP open and closed meetings

• Provides resolutions updates through the quarterly CAP newsletter
Education Committee

• Chair of the Education Committee is appointed by the CAP Chair - currently Charlie Weaver

• Coordinate face to face seminars, webinars, and similar events to help improve the knowledge level of NGAUS corporate members about the National Guard and National Guard mission

• Key Events:
  • Quarterly webinars ICW the NGAUS Corporate Liaison
  • NGAUS Industry Day mini-workshop
  • Assist with the annual NGAUS General Conference Industry Workshop
  • Conduct various NGAUS 101 briefs as needed to support the CAP mission
Discussion
Historical Basis of the Guard
Preamble to Foxhole
Framework of the National Guard

MG Janson Boyles
NGAUS Chairman of the Board
We the people of the United States, in order to form a more perfect union, establish justice, insure domestic tranquility, provide for the common defense, promote the general welfare, and secure the blessings of liberty to ourselves and our posterity, do ordain and establish this Constitution for the United States of America.
U.S. Constitution - Art I, Section 8
(WAR POWER)

- Congress shall have the power:
- **To declare war**, grant letters of marque and reprisal, and make rules concerning captures on land and water;
- **To raise and support armies**, but no appropriation of money to that use shall be for a longer term than two years;
- To provide and maintain a navy;
- **To make rules for the government and regulation of the land and naval forces**;
U.S. Constitution - Art I, Section 8  
(WAR POWER)

• To provide for calling forth the militia to execute the laws of the union, suppress insurrections and repel invasions;

• To provide for organizing, arming, and disciplining, the militia, and for governing such part of them as may be employed in the service of the United States, reserving to the states respectively, the appointment of the officers, and the authority of training the militia according to the discipline prescribed by Congress;
The President shall be commander in chief of the Army and Navy of the United States, and of the militia of the several states, when called into the actual service of the United States.
The term “armed forces” means the Army, Navy, Air Force, Marine Corps, and Coast Guard.
The term “department”, when used with respect to a military department, means the executive part of the department and all field headquarters, forces, reserve components, installations, activities, and functions under the control or supervision of the Secretary of the Department.
The reserve components of the armed forces are:

- The Army National Guard of the United States
- The Army Reserve
- The Navy Reserve
- The Marine Corps Reserve
- The Air National Guard of the United States
- The Air Force Reserve
- The Coast Guard Reserve
1. The term “National Guard” means the Army National Guard and the Air National Guard.
2. The term “Army National Guard” means that part of the organized militia of the several States and Territories, Puerto Rico, and the District of Columbia, active and inactive that

a) is a land force;

b) is trained, and has its officers appointed, under the sixteenth clause of section 8, article I, of the Constitution;

c) is organized, armed, and equipped wholly or partly at Federal expense; and

d) is federally recognized.
3. The term “Army National Guard of the United States” means the reserve component of the Army all of whose members are members of the Army National Guard.
Army National Guard of the United States: Status When Not in Federal Service

When not on active duty, members of the Army National Guard of the United States shall be administered, armed, equipped, and trained in their status as members of the Army National Guard.
Section 102 (General Policy)

In accordance with the traditional military policy of the United States, it is essential that the strength and organization of the Army National Guard and the Air National Guard as an integral part of the first line defenses of the United States be maintained and assured at all times.
Section 314 (Adjutant General)

a) There shall be an adjutant general in each State, the Commonwealth of Puerto Rico, the District of Columbia, Guam, and the Virgin Islands. He shall perform the duties prescribed by the laws of that jurisdiction.
Section 314 (Adjutant General cont.)

d) The adjutant general of each State, the Commonwealth of Puerto Rico, the District of Columbia, Guam, and the Virgin Islands, and officers of the National Guard, shall make such returns and reports as the Secretary of the Army or the Secretary of the Air Force may prescribe, and shall make those returns and reports to the Secretary concerned or to any officer designated by him.
Section 501 (Training Generally)

a) The discipline, including training, of the Army National Guard **shall conform to that of the Army**. The discipline, including training, of the Air National Guard shall conform to that of the Air Force.
Section 501 (Training Generally)

a) The training of the National Guard shall be conducted by the several States, the Commonwealth of Puerto Rico, the District of Columbia, Guam, and the Virgin Islands in conformity with this title.
a) **National Guard Bureau.** — There is in the Department of Defense the National Guard Bureau, which is a joint activity of the Department of Defense.
b) The National Guard Bureau is the channel of communications on all matters pertaining to the National Guard, the Army National Guard of the United States, and the Air National Guard of the United States between

1. The Department of the Army and the Department of the Air Force, and
2. the several States.
What We Do: NGAUS and Congress & From Grassroots to Government: The NGAUS Resolutions Process
What We Do

Mike Hadley
Vice President, Government Affairs
Agenda

Mission
Organizational Structure
Legislative Team
Strategic Overview
Operating Environment
Best Practices
Resolutions
Mission

• Serve as a strong advocate for National Guard service members, their families, and veterans in Washington, D.C.

• Continuously improve National Guard readiness, modernization, and quality of life within the Total Force

• Preserve and promote the National Guard’s rich militia heritage as the first military organization of the U.S.
Legislative Team

BG (Ret) Roy Robinson  
NGAUS President

COL (Ret) Mike Hadley  
Vice President, Government Affairs

Marcy Weldin  
Deputy Director, Government Affairs  
Army National Guard Programs

Julian Plamann  
Legislative Affairs Manager  
Joint & Personnel Programs

Russel Reed  
Legislative Affairs Manager  
Air National Guard Programs

Aubrey Powers  
Legislative Analyst

Alec Gonzalez  
Legislative Assistant
Strategic Overview

• Advocacy
• Apolitical & Non-Partisan

Collaboration with:
• DoD, NGB, VA and DHS
• Military Service Organizations, Veteran Service Organizations

Lobby for National Guard equipment parity and benefits equity

Develop strong relationships with Congress and staff

Grassroots engagement
Capitol Hill 101

Engagement Tips & Strategies
Agenda

Operating Environment

• The Legislative Process
• Defense Congressional Cycle
• Influencing Members of Congress
• Congressional Office Structure & Dynamics

Best Practices

• Meeting Strategies
• Engagement Tactics
• Meeting Follow-Up
Operating Environment
The Legislative Process

**U.S. Representative**
- Introduces bill in House of Representatives

**House Committee/Subcommittee**
- Bill debated/amended
- Majority needed to proceed

**House Floor**
- Speaker/Rules Committee must allow floor vote
- Bill debated/amended; majority to pass

**Conference Committee/Final Votes**
- Conference Committee required to form identical bill if each chamber passes similar bills some differences
  - Bill sent to President if both chambers pass identical bill

**U.S. Senator**
- Introduces bill in Senate

**Senate Committee/Subcommittee**
- Bill debated/amended
- Majority needed to proceed

**Senate Floor**
- Bill debated/amended
- 3/5s of Senate to end debate; majority to pass

**U.S. President**
- Signs bill into law OR rejects bill with veto
  - Congress overrides vetoes by voting for bill again with 2/3 majority in each chamber
Influencing Members of Congress

Members value constituent contact...

- Constituent conversations connect Members to their community
- Local meetings provide opportunities for visibility
- Re-election hinges on Member ability to serve voters

...staff input and expertise...

- Members trust staff to guide policymaking
- Good relationships with staff lead to:
  - Honest dialogue
  - Positive consideration on issues or vote recommendations
  - Members attending your events

...and constituents with policy knowledge are persuasive.

- Advocates should focus on their subject matter expertise when communicating with Members and staff
- Anecdotal experience is most impactful
Congressional Office Dynamics

Member of Congress
• Not uncommon for Members to arrive or leave during meetings

Chief of Staff
• Manages entire staff; meetings rarely scheduled with the Chief

Legislative Director (LD)/Legislative Assistant (LA)
• LD manages entire policy team
  o Often specializes in issue area of Member’s Committees
• LAs typically manage multiple issue portfolios
• Meetings most often scheduled with one or more of these staffers

Legislative Correspondent (LC)/Staff Assistant (SA)
• LCs/SAs may join meetings as junior staffer or note-taker
<table>
<thead>
<tr>
<th>Civilian Position to Military Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Governor in Own State</td>
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<tr>
<td>• United States Senators</td>
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<tr>
<td>• Former U.S. Senators</td>
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<tr>
<td>• United States House of Rep.</td>
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<tr>
<td>• Former Congressmen/Congressw.</td>
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<tr>
<td>• Mayors of Major Cities (1M+)</td>
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<tr>
<td>• Attorney General of State</td>
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</tbody>
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| Lt. Governor of State            |
| • State Senators                 |
| • Mayors of Cities (Less than 1M)|
| • Speaker of a State House       |
| • State Representatives          |
| • County Judges, District Court  |
| • County Sheriffs                |

| City Managers                    |
| • U.S. Attorneys                 |
| • District Attorneys             |
| • County Sheriffs                |
| • Congressional Staffers         |
| • City Council Members           |
| • City Attorneys                 |

| Justices of the Peace            |
| • City Clerks                    |
| • City Council Members           |
| • County Clerks                  |
Meeting Strategies

**State/District Connection**
- Issue impact to district or state
- How issue would positively impact National Guardsmen and families
- If possible, develop relationships before approaching Member or staff with an “ask”

**Background Connection**
- Does the Member or staff have a military background?
- Is the Member a co-sponsor of relevant legislation or have publicly expressed support?

**Timing Connection**
- Why is this issue important **NOW**, examples include:
  - Current events
  - Moving legislation

**Personal Connection**
- **SHARE YOUR STORY**
- Tell Member or staff how issues have impacted you
- Cite examples

**Future Contact**
- Reference any upcoming outreach or engagement opportunities
- Offer invitations to attend relevant events
Engagement Tactics

**Be Professional**
- Be professional and forthright
- Arrive at least 5 minutes before scheduled start
- Inform scheduler or staff POC if you will be late

**Be Flexible**
- Prepare to meet with either the Member or staff
  - Treat both with equal respect

**Be Focused**
- Straightforward conversation, with a clear “ask”
- Keep meeting focused
- Always ask how you can help the Member or staff

**Be Apolitical**
- **DO NOT** discuss elections, campaign support, or controversial issues

**Provide Concise Handouts**
- Leave behind **ONE PAGE** handouts, include:
  - Clear, concise points with images
  - Spelled-out acronyms
  - Contact information
- Document should be quick reference
Meeting Follow-Up

Send “Thank You” Messages

- Send brief follow-up e-mail after meeting with Members or staff, include:
  - Meeting topic
  - Meeting “do-out” reminder(s)
  - List your own
  - POLITELY remind them of theirs

Invite to District/State Events

- Build relationships with local staff
- Invite the Member and staff to visit installations and special events, includes:
  - Deployment ceremonies
  - Promotions/changes of command
  - New equipment/weapons systems arrival
  - State Conferences

Maintain Contact

- **DO NOT** over-communicate with the Member or staff
- Pass along new and relevant information as it becomes available
- Always communicate respectfully, informatively, and concisely
Resolution Process
From Grassroots to Government
*All Drafts Due to NGAUS by July 1

**Resolutions Process**

- **Dec.**
  - States Draft

- **Jan.-May**
  - States Approve

- **Aug./Sep.**
  - NGAUS Conf. Consideration

- **Oct.-Nov.**
  - Prioritization/ Leg. Action Plan

- **Jun.-July**
  - NGAUS Review

- **Aug.**
  - NGAUS Preps Drafts

- **July**
  - NGAUS BoD Review
Resolutions - Best Practices

• Things to keep in mind when submitting a resolution:
  - Keep the Resolution *simple and relevant* to sponsoring State that needs the equipment or other issues but highly recommend socializing capabilities with additional states for additional support
  - Discuss with the Executive Director(s) (ED) of the state association(s) prior to submitting
  - Check for Standing Resolutions already in the legislative agenda but if language needs to be modified that is an option
  - Provide a *white paper* attached that explains the solution and keep it one page long
  - Stay in touch with the ED(s) and ensure the Resolution is in the local Resolutions packet to be considered at the association Resolution committee meeting(s)
  - Request sustainment funding if necessary

• Things to avoid:
  - Resolution *cannot contain proprietary product names* in the Resolution (it will immediately fail)
  - Avoid proprietary nomenclature in the resolution when explaining it in the white paper
  - Avoid acronyms (service members that are reviewing are typically not experts in the technology or issue)
  - Don’t over engineer or complicate the resolution (i.e., if a technology or issue, don’t over explain with technical terms because you may lose the attention of the resolution chair or cause a misunderstanding of the intent)
Questions?
Maximizing Membership: Working with State Associations
Maximizing Membership: Working with State Associations

BG (Ret) Maria Kelly
NGAUS Director of Membership and Marketing
NGEDA Secretary
Agenda

• Mission of NGEDA
• NGEDA Membership
• NGEDA Annual Meeting
• State Associations
• Resolutions Process State Level
• Resources
Mission Statement

• To provide a forum for the exchange of timely information of common interest for the mutual benefit of members and the organizations they represent.

• To encourage and assist, when feasible, each state, commonwealth, territory, and the District of Columbia to organize and maintain a National Guard Association.

• To participate in improving the operational readiness, training, and image of the National Guard on both state and national levels.
NGEDA Membership

Why become a member of NGEDA?

- Eligible to attend NGEDA annual meeting and network with Association Leaders
- Meet Executive Directors and elected officers from each state-level association
- Receive NGEDA annual Directory and newsletters
- Become a sponsor of NGEDA
- Availability to place an advertisement in the Directory
NGEDA Annual Meeting

• January 17-19, 2024
• Fort Pontchartrain Wyndham - Detroit, Michigan
• Agenda
  • January 16, 2024: NGAUS Training and Updates (all day) - Welcome Reception p.m.
  • January 17, 2024: General sessions, NGAUS convention center visit, Industry Dinner
  • January 18, 2024: General sessions, CAP open meeting, Awards banquet
  • January 19, 2024: General sessions, Industry Partner travel day
• Sponsorship opportunities
• For more information or to register see https://www.ngeda.org/future-meeting-dates/
State Associations

State association overview:

- Each state or territory to include Washington D.C. has an association that represents the men and women of the National Guard.
- Each association has an Executive Director that may be full or part time.
- Some states have additional staff for insurance, administrative duties, government relations, and membership.
State Associations

State association overview:

• Most of these positions are part time
• Each association will host an annual conference to conduct elections, review and vote on resolutions and business matters for the upcoming year
• Works with state and national Legislators, through NGAUS, to improve the readiness and benefits of our National Guard
Resolutions Process at States

What happens to my resolution once I send it to states?

• Resolution is submitted to the Executive Director on the NGAUS Resolutions form

• Attach information paper for explanation of resolution (if needed)

• Once verified on correct form it is then forwarded to the state resolutions Committee
Resolutions Process at States

What happens to my resolution once I send it to states?

• Committee will review with their subject matter expert and decide if it is applicable to the state or to co-sponsor for another state

• If recommended by the Committee, it is brought before the membership for vote to support and forward to NGAUS (normally during the state association’s annual conference)

• If resolution fails, the originator will be informed that the state will not support this resolution.
Resources

Where do I find more information about NGEDA and state associations?

• NGAUS Website  www.ngaus.org
• NGEDA Website  www.ngeda.org
• NGEDA Directory
• NGEDA President  Bob Sweeney email: bobsweeney@ngaw.org
• NGEDA Secretary Maria Kelly email: mariakellyllc@gmail.com
• State association website
Questions?
Tailored Procurement: Bringing Your Product to Market using DLA
Defense Logistics Agency
Troop Support
Construction & Equipment (C&E)

John Finchen

Tailored Logistics Support Programs (TLSP)
Fire and Emergency Services Equipment (F&ESE)
Special Operational Equipment (SOE)
Ability One Base Supply Center (ABOBSC)
Where We Fit In

Department of Defense (DOD)

Defense Logistics Agency (DLA)

DLA Supply Centers

DLA Land & Maritime
Columbus, OH

DLA Energy
Fort Belvoir, VA

DLA Troop Support
Philadelphia, PA

DLA Aviation
Richmond, VA

Subsistence
Supply Chain
CL I

Clothing & Textiles
Supply Chain
CL II

Construction & Equipment
Supply Chain
CL IV

Medical
Supply Chain
CL VIII

DLA is... The Nation’s Combat Logistics Support Agency – Click to Watch Video
Tailored Logistic Support Program (TLSP)

- Procurement vehicle that utilizes commercial industry capabilities to efficiently acquire Fire & Emergency Services Equipment (F&ESE), Special Operational Equipment (SOE) and Ability One Base Supply Center (ABOBSC) items.

- TLS Vendors serve as distributors of equipment and related incidental services through business partnerships with industry.

- Provides timely and cost-effective support of commercial products and incidental services.

Primary goals:

- Reduce cost
- Ensure product of choice
- Improve logistics response time and
- Increase customer support
Tailored Logistics Support Program (TLSP)
Features and Benefits

Features

• “One Stop Shopping”
• 24/7 Vendor Support
• Routine/Emergency Delivery
• Electronic Ordering
• Consolidated Billing
• Name Brand Products
• Value-Added Services
• Surge/Contingency Coverage
• Dedicated Tailored Vendor Logistics Specialist
• Leveraged Buying

Benefits

• Improved pricing through competition
• Improved access to wide range of high-quality commercial products
• Reduced overhead charges
• Reduction in manpower needed to manage items
• Elimination of DLA inventory investment
• Reduction in infrastructure costs
• Improved Logistics Response Time (LRT)

Program is Available World-Wide
Special Operational Equipment (SOE) TLS Program

SOE Scope Categories

• Survival Gear and Equipment Kits
• Tactical Equipment
• Personal Protection Equipment (gloves, spectacles, goggles, etc.)
• Protective Eyewear and Vision Enhancing Equipment
• Escalation of Force Equipment
• Visit Board Search and Seizure (VBSS)
• Scuba Gear and Miscellaneous Diving Equipment
• Thermal Protection Equipment
• Surface Supplied Diving Equipment
• Communication Devices (such as walkie-talkies, two-way radios, etc.)
• Compressors and Air Purification Systems
• Hyperbaric Instrumentation & Equipment and Saturation Equipment
• Lifesaving/Search and Rescue Equipment
• Air Crew Support and Flight Deck Safety Items
• Underwater Tools
• Protective Gear, Miscellaneous Apparel, Clothing and Textiles
• Load Carrying Equipment (vests, backpack systems, trunk lockers, etc.)
• Lethality Support Items (slings, holsters, straps, fasteners, reflective belts, etc.)
• Mountain Climbing Equipment
• Tents, Shelters, & Associated Equipment
F&ESE Scope Categories

- Firefighting (hoses, hose fittings, tools, gloves, ladders, burn houses, etc.)
- Safety (goggles, warning signs, protective clothing, etc.)
- Rescue (harnesses, propel gear, extraction equip., jaws of life, etc.)
- Environmental (CBRN items)
- Hazardous material (HAZMAT) (decontamination equip)
- Domestic preparedness (alert systems)
- First responder (communication and rescue equip.)
- Search and rescue (rescue vehicles, harnesses, ropes, etc.)
- Other emergency response equipment
ABOBSC Scope Categories

- **Office Products**
  - Computer Accessories
  - Desk Supplies
  - Shipping Supplies
  - Printing Supplies

- **Cleaning & Janitorial Supplies**
  - Environmentally “Green” Cleaners/Detergents
  - Disposable Paper Products

- **Food Service Supplies**
  - Food Handling and Preparation
  - Disposable Products/Breakroom Supplies
  - Kitchen Cleaning

- **Hardware and Tools**
  - Pro-Grade Tools
  - Lighting Equipment
  - Paints and Accessories
  - Padlocks

- **Workplace Safety**
  - Safety Equipment and Apparel
  - Floor Mats and Safety Treads
  - OSHA Compliance

- **Individual Equipment Element**
  - Organizational Clothing and Individual Equipment
  - DLA items

- **Special Orders**
  - Unique Military Items/Tactical Gear
  - Office Furniture
• Each line item of each order is reviewed independently for scope determination and must be approved prior to solicitation – each order request stands alone and is evaluated for scope separately from other order requests.

• Additional Information must be populated on the Order Request spreadsheet
  – Should contain the intended use narrative of the line item, further description of how the item is within scope of the program, detailed description of exactly what the item is, provide Statement of Work if service or installation required.

• Incidental Services & Training
  – Related direct to items of supply allowed under scope of the contract.
  – Excludes some OCONUS locations (Japan, Korea, CENTCOM, Djibouti, Guantanamo Bay).
  – Should be ordered the same time as the supplies.

• Incidental Services & Training are not authorized under the ABOBSC Program.
### Customer Registration Form

**Special Operational Equipment (SOE)**  
Tailored Logistical Support Program (TLSP)

**Customer Registration**

<table>
<thead>
<tr>
<th><strong>DoDAAC (of Ordering Activity)</strong></th>
<th>-</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Name of Unit</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>Rank</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>Customer First Name</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>Customer Last Name</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>Customer Phone Number</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>Customer Email Address</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>BIDWiser Cust Acct Number</strong></td>
<td><strong>(required for existing registered customers to be generated by BIDWiser for new registrations)</strong></td>
</tr>
</tbody>
</table>

**Finance Office POC (FOPOC) Designation**

<table>
<thead>
<tr>
<th><strong>Name of Unit</strong></th>
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</tr>
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<tbody>
<tr>
<td><strong>Rank (Abbrev.)</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>FOPOC First Name</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>FOPOC Last Name</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>FOPOC Email</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>FOPOC Phone</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>BIDWiser FOPOC ID Number</strong></td>
<td>- (to be generated by BIDWiser upon Designation)</td>
</tr>
<tr>
<td><strong>Backup FOPOC First Name</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>Backup FOPOC Last Name</strong></td>
<td>-</td>
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<tr>
<td><strong>Backup FOPOC Phone</strong></td>
<td>-</td>
</tr>
<tr>
<td><strong>Backup FOPOC Email</strong></td>
<td>-</td>
</tr>
</tbody>
</table>

**Requisition Number Generation Behavior (enter 1 or 2)**

**Note:** Multiple POC's can be listed in “Customer Email Address”
**Example of Welcome Packet Email**

When naming the Order Spreadsheet file, please utilize the following guidelines to create a unique file name:

- **Customer Account number**, followed by an identifier for the order (e.g., part number, project name, etc.)

**Account Number / DoDAAC**

---

**Customized Order Spreadsheet**

**SOE Account Number:**
**Associated DoDAAC:**

**Your assigned Financial Point of Contact (FOPOC):**

- Name:
- Phone:
- Email:
- Backup Name:
- Backup Phone:

(To avoid future input delays, please annotate above data on all correspondence.)

Enclosed, please find a welcome kit that provides an order template and a Customer Guidance document of the ordering process. Please read the Customer Guidance document before submitting your first order.

If you have any questions regarding your Welcome Package, please contact the following individual:

**Your assigned Tailored Vendor Logistics Specialist (TVLS) Lead POC:**

- Name:
- Phone:
- Email:

---

Only 'new' FESE Ordering Packages are to be submitted directly to SOEOFFices@dl.ru Group Mailbox for input action.
## Order Request Form

<table>
<thead>
<tr>
<th></th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
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<tr>
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<td>Request Type</td>
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<table>
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<td>1</td>
<td>Manufacturer Name</td>
<td>Manufacturer Part Number</td>
<td>Item Description</td>
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<tr>
<td></td>
<td>* Must briefly describe what the item is and the intended use.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>* Include any Kit breakdowns.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>* Provide Training Location and # of Participants. List as own line item.</td>
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<table>
<thead>
<tr>
<th>J</th>
<th>K</th>
<th>L</th>
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<th>N</th>
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</tr>
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</table>
SOE & F&ESE
Order Process Flowchart
(each line item is reviewed independently)

Step 1
CUSTOMER submits registration with FOPOC information
CUSTOMER completes order request form

Step 2
CUSTOMER sends order request form to DLA Troop Support UNFUNDED

Step 3
TVLS sends order request form to Contracting Officer (KO)
1st \textit{EMAIL NOTIFICATION}
We received the order

Step 4
KO reviews order request form, performs contract scope check
2nd \textit{EMAIL NOTIFICATION (if applicable) for SCOPE DENIAL}

Step 5
KO sends order request to 6 vendors for quote (3-5 days)

Step 6
KO/Buyer review funding information

Step 7
FOPOC returns price notification spreadsheet with funding information to DLA

Step 8
KO sends price acknowledgment spreadsheet to FOPOC, customer, and TVLS
3rd \textit{EMAIL NOTIFICATION} FOPOC ACTION REQUIRED

Step 9
KO reviews offers

Step 10
Vendors submit offers to KO

Step 11
KO/Buyer finalize award decision
Winning vendor receives Notification from DLA regarding pending award

Step 12
DLA processed order - pending award (MILS AE)
4th \textit{EMAIL NOTIFICATION}

Step 13
DLA obligates funds and authorizes vendor performance (MILS BV)
5th \textit{EMAIL NOTIFICATION}

Step 14
Vendor Ships (MILS SS)
6th \textit{EMAIL NOTIFICATION}

Step 15
- Customer Receives Material
- Customer Submits MRA

WARFIGHTER ALWAYS
Price Acknowledgement Spreadsheet (PAS)

- Review and Completing your PAS/FOPOC:
  - Complete all fields highlighted in Yellow.
    - Confirm order quantity. You can adjust quantity as needed on the PAS.
    - Enter your MIPR # or Interagency Acquisition (IAA) #.
    - Enter “B” as Signal Code.
    - Enter “XP” as Fund Code.
    - Enter your Bill To DoDAAC under Supp Add.
Possible Reasons for Not Awarding
(this is applicable to all the programs in the brief)

• Before RFQ:
  – Items are determined to be out of scope of the contract.
  – Contracting Officer requires additional information to make an appropriate scope decision.

• After RFQ:
  – Items are not compliant based on domestic sourcing restrictions (Berry Amendment, Trade Agreements Act [TAA], Buy American Act [BAA]).
    • Waiver can be provided for TAA, at the contracting officer’s discretion, when appropriate.
  – Vendors are unable to provide a quote for the items (manufacturer failed to respond, etc.).
  – Prices cannot be determined fair and reasonable.
C&E Website: [http://www.dla.mil/TroopSupport/ConstructionandEquipment](http://www.dla.mil/TroopSupport/ConstructionandEquipment)

Access Customer Guidelines and Program Information for SOE/Tents, F&ESE and ABOBSC

Orders and Questions:
- SOE/Tents – [SOEOrders@dlamil](mailto:SOEOrders@dlamil)
- F&ESE – [FESOrders@dlamil](mailto:FESOrders@dlamil)
- ABOBSC - [ABOBSCOrders@dlamil](mailto:ABOBSCOrders@dlamil)

Pricing Confirmation & Funding submission:
- SOE - [SOEPriceAcknowledgements@dlamil](mailto:SOEPriceAcknowledgements@dlamil)
- Tents – Respond to RFI email & TVLS or provide with order.
- F&ESE - [FESEPriceAcknowledgements@dlamil](mailto:FESEPriceAcknowledgements@dlamil)
- ABOBSC - [ABOBSCPriceAcknowledgements@dlamil](mailto:ABOBSCPriceAcknowledgements@dlamil)
<table>
<thead>
<tr>
<th>PRODUCT LINE</th>
<th>POC</th>
<th>TELEPHONE</th>
<th>E-MAIL</th>
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<tbody>
<tr>
<td>Lighting</td>
<td>Ryan McLeod</td>
<td>215-737-4849 DSN-444-4849</td>
<td><a href="mailto:Ryan.McLeod@dla.mil">Ryan.McLeod@dla.mil</a></td>
</tr>
<tr>
<td>HVAC</td>
<td></td>
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<tr>
<td>Commercial Hardware</td>
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<td></td>
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<tr>
<td>Miscellaneous Construction</td>
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<td></td>
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</tr>
<tr>
<td>Technical &amp; Information Equipment</td>
<td></td>
<td></td>
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<tr>
<td>Maintenance, Repair &amp; Operation (MRO)</td>
<td>Adam Tutolo</td>
<td>215-737-2470 DSN-444-2470</td>
<td><a href="mailto:Adam.Tutolo@dla.mil">Adam.Tutolo@dla.mil</a></td>
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<tr>
<td>Metals</td>
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<tr>
<td>Related BOM (Bill Of Materials)</td>
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<tr>
<td>Fire &amp; Emergency Services (FES) Equipment</td>
<td></td>
<td></td>
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<tr>
<td>Special Operational Equipment (SOE)</td>
<td>Shervon James</td>
<td>215-737-5547 DSN-444-5547</td>
<td><a href="mailto:Shervon.James@dla.mil">Shervon.James@dla.mil</a></td>
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<tr>
<td>Tents, Shelters &amp; Accessories</td>
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<td>Ability One Base Supply Center (ABOBSC)</td>
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<tr>
<td>Heavy Equipment Procurement Program (HEPP)</td>
<td>Eve Harmon</td>
<td>215-737-5812 DSN-444-5812</td>
<td><a href="mailto:Eve.Harmon@dla.mil">Eve.Harmon@dla.mil</a></td>
</tr>
<tr>
<td>Containers / Pallets / Fuel Drums</td>
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<tr>
<td>Ground Support</td>
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<td></td>
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</tr>
<tr>
<td>CLASS IV</td>
<td>Angel Rodriguez</td>
<td>215-737-7606 DSN-444-7606</td>
<td><a href="mailto:Angel.Rodriguez2@dla.mil">Angel.Rodriguez2@dla.mil</a></td>
</tr>
<tr>
<td>Lumber</td>
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</tr>
<tr>
<td>Barriers</td>
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</tr>
<tr>
<td>Related BOM (Bill Of Materials)</td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

C&E Email: CEWeb@dla.mil
Backup Slides

• Additional information on:
  – Customer responsibilities.
  – Specific program flow charts
Customer Responsibilities – SOE, Tents, F&ESE

- One-time registration must be completed prior to ordering under the SOE/Tents/F&ESE TLSP.
- Provide account number with every SOE/Tents/F&ESE order submission.
- Understand the customer guidelines received in the welcome package.
- Populating the additional information field on the Order Request spreadsheet with detailed information on what the item is, and the intended use.
- Confirm your order has been received. If you do not receive an order confirmation email within 48 hours and have not been contacted directly by your TVLS regarding your order, please reach out directly to your TVLS and copy the correct order request mailbox.
- Communication with SOE/F&ESE TLSP Vendors is only appropriate before the order request is submitted to DLA Troop Support.
- Once the order request is submitted, communication between the customer and any TLS Vendor is strictly prohibited (may violate procurement integrity and fair opportunity).
- Only send funding once the Price Acknowledgement Sheet (PAS) is received (3rd email notification), or the RFI spreadsheet for unfunded tent orders.
  - “Reply to All” is key to submitting spreadsheet and funding back to DLA
- Confirm your MIPR has been accepted if no notification of your 448-2 received within 5 days. Very important during 4th Quarter/EOFY.
Customer Responsibilities – SOE, Tents, F&ESE

- Reference the order's load batch number (provided in 1st email notification) when emailing for status, for all SOE/F&ESE orders. For Tent orders, reference the file name (provided in 1st email notification).

- Any and all questions regarding an open order may be directed to your TVLS at any point in the acquisition process.

- Any quotes received prior to order submission by the manufacturer, or any vendor are not binding; however, if you have price questions once receiving your FOPOC email you may provide that information to the Contracting Officer for review.

- Quantities can be adjusted on the Price Acknowledgement Spreadsheet; however, please note that quantity decreases may necessitate an adjustment to the unit prices of the remaining lines on the order.

- The Price Acknowledgement Spreadsheet must have all applicable fields filled out to be accepted.

- If using a 7600B to provide funding for an order, please submit your fully signed and executed 7600A with your order.

- Post award questions may be directed to your TVLS for action as well.
**Tents Order Process Flowchart**

(each line item is reviewed independently)

**Step 1**
CUSTOMER submits registration with FOPOC information

**Step 2**
CUSTOMER sends order request form to DLA Troop Support
UNFUNDED or FUNDED

**Step 3**
TVLS sends order request form to Contracting Officer (KO)

1st EMAIL NOTIFICATION
We received the order

**Step 4**
KO reviews order request form, performs contract scope check

2nd EMAIL NOTIFICATION (if applicable) for SCOPE DENIAL

**Step 5**
KO sends order request to 6 vendors for quote (3-5 days)

**Step 6**
CUSTOMER sends order request form to DLA Troop Support

UNFUNDED or FUNDED

**Step 7**
KO reviews offers.
If already funded, go to Step 10.

**Step 8**
KO sends RFI spreadsheet to TVLS who provides it to customer/FOPOC.

3rd EMAIL NOTIFICATION
CUSTOMER ACTION REQUIRED

**Step 9**
Customer/FOPOC returns RFI spreadsheet with funding information to DLA

**Step 10**
KO/Buyer review funding information

**Step 11**
KO/Buyer finalize award decision
Winning vendor receives Notification from DLA regarding pending award

**Step 12**
DLA processed order - pending award
(MILS AE)

4th EMAIL NOTIFICATION

**Step 13**
DLA obligates funds and authorizes vendor performance (MILS BV)

5th EMAIL NOTIFICATION

**Step 14**
Vendor Ships (MILS SS)

6th EMAIL NOTIFICATION

**Step 15**
- Customer Receives Material
- Customer Submits MRA

---

WARFIGHTER ALWAYS
Customer Responsibilities – ABOBSC

• One-time registration must be completed prior to ordering under the SOE/Tents/F&ESE TLSP.

• Filling out the Order Request spreadsheet, including populating the additional information field on the Order Request spreadsheet with detailed information on what the item is, and the intended use.

• Reference the order’s Request for Quote (RFQ) number (sent with price acknowledgment spreadsheet) when emailing for status for all ABOBSC orders.

• Only send funding once the Price Acknowledgement Spreadsheet (PAS) is received (2nd email notification). “Reply to All” is key to submitting spreadsheet and funding back to DLA

• Confirm your MIPR has been accepted. If no notification of your 448-2 received within 5 days, please contact your TVLS. Very important during 4th Quarter/EOFY.

• Quantities can be adjusted on the Price Acknowledgement Spreadsheet; however, please note that quantity decreases may necessitate an adjustment to the unit prices of the remaining lines on the order.

• The Price Acknowledgement Spreadsheet must have all applicable fields filled out to be accepted.

• If using a 7600B to provide funding for an order, please submit your fully signed and executed 7600A with your order.
CUSTOMER completes order request form (No registration needed)

CUSTOMER sends order request form to ABOBSCOrders@dla.mil UNFUNDED

KO reviews order request form & performs contract scope check

KO replies to email for SCOPE DENIAL (if applicable; otherwise go direct to step 5)

1st EMAIL NOTIFICATION

KO/Buyer generates RFQ spreadsheet and sends to all 16 vendors for quote

CUSTOMER completes order request form

KO/Buyer review funding information

Customer returns spreadsheet with funding information to ABOBSCPriceAcknowledgements@dla.mil

KO sends price acknowledgement spreadsheet to customer with proposed award pricing

2nd EMAIL NOTIFICATION FOPC ACTION REQUIRED

KO/Buyer reviews offers & documents F&R price determination

Vendors submit quotes (or respond with no bid) to ABOBSCOffers@dla.mil

KO/Buyer finalize award decision

PR Created with pending award information and customer funding

KO sources award against winning vendor’s contract

DLA obligates funds

3rd EMAIL AWARD NOTIFICATION

Vendor receives DIBBS award notification with DD1155 and begins performance

Vendor Ships Item(s) to Customer

Customer Submits MRA (or vendor submits POD)

Customer Receives Material

WARFIGHTER ALWAYS
The National Guard and Small Business

Mr. Kyle Beagle, Director, NGB SB Programs
WELCOME TO OUR TRAINING

“NGB 101: How To Do Business with the National Guard Bureau”

Presented by
NGB Office of Small Business Programs
Agenda

• Who We Are
• What We Buy
• Acquisition Process Overview
  - Market Research and the Rule of Two
  - NAICS
  - Non-Manufacturer Rule
• How to make a small business set-aside decision
The National Guard is a non-federal organization reporting to the Governor through the Adjutant General.

The National Guard Bureau (NGB) is:
- not the National Guard…but we are closely related
- a federal activity within the Department of Defense (DoD)
- Established to be a liaison between the DoD and the individual State Militia Units…the National Guard

Contracting Differences

<table>
<thead>
<tr>
<th>National Guard of the 50 States Territories &amp; D.C</th>
<th>National Guard Bureau</th>
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<tbody>
<tr>
<td>• Federal/State Missions</td>
<td>• Federal</td>
</tr>
<tr>
<td>• State Rules Apply to State Missions</td>
<td>• Uses FAR and Supplements</td>
</tr>
<tr>
<td>• Federal Socio-economic Rules DO NOT apply</td>
<td>• Federal Socio-economic Rules apply</td>
</tr>
</tbody>
</table>
The National Guard Bureau’s mission is to ensure ready and reliable reserve components in support of the active Army and the active Air Force. To accomplish this mission we spend federal dollars through contracts.

- NGB observes all Federal, DoD and Army contracting statutes, policies and regulations
  - Competition in Contracting Act
  - Small Business Act Requirements

- NGB Utilizes the Federal Acquisition Regulation and supplements
  - Defense FAR Supplement
  - Army FAR Supplement
The structure of the Guard

Army
- Maintain properly trained and equipped units, available for prompt mobilization for war, national emergency, or as otherwise needed.
- The Army National Guard is a partner with the Active Army and the Army Reserves in fulfilling the country’s military needs.
- https://www.nationalguard.com/

Air
- Maintain well-trained, well-equipped units available for prompt mobilization during war and provide assistance during national emergencies (such as natural disasters or civil disturbances).
- Provides almost half of the Air Force’s tactical airlift support, combat communications functions, aeromedical evacuations and aerial refueling. In addition, the Air National Guard has total responsibility for air defense of the entire United States.
- https://www.ang.af.mil/About-Us/

Space
- Currently Space Ops
- Future state Space Guard
- The Air Guard’s Space mission supports U.S. military operations worldwide through the use of many different types of satellite, launch and cyber operations. This provides individuals in the field with real-time situational awareness. This mission is multifaceted and includes missile warning and defense, space surveillance and satellite operations, tactics development, and intelligence preparation.
NGB has 145 federal contracting offices located throughout our State’s, the District of Columbia, and the Territories of Guam, Puerto Rico and the Virgin Islands.

- 54 United States Property and Fiscal Officer Contracting Offices
- 91 Air National Guard Base Contracting Offices
- NGB National Capital Region Support Office
  - Army Guard Readiness Center, Arlington, VA
  - Air National Guard Readiness Center, Joint Base Andrews

- Federal contracting dollars flow into both large and small communities.
- NGB is not only meeting goals, but helping to build the defense industrial base.
Air National Guard Contracting Mission

ANG Supports:
- 91 Wings
- 54 States, Territories, and the District
- 579 Support Units
- 105,700 Personnel
- 1,160 Aircraft

GSU: Geography Separated Unit
NGB IS:
- Post
- Camp
- Base
- Contracting Activity

We Purchase:
- Supplies and Services Subsistence
- Professional Support Services
- A&E and Construction
- Consulting Services and Studies
- Professional Medical Services
- Environmental Restoration
- IT
  - Army (CHESS)
  - Air Force (AFWAY/NetCents)
From 1 October 2008 to 30 September 2023 the National Guard has awarded:

- Over 479K SB eligible actions
- Over $25B in SB contract awards
- Tremendous opportunities and support for SDBs, WOSBs, SDVOSBs, and HUBZones
- Exceed SB and Socio-economic goals on frequent basis

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<td>Small Disadvantaged Business Dollars</td>
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<td>Service Disabled Veteran Owned Small Business Dollars</td>
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<td>Women Owned Small Business Dollars</td>
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<tr>
<td>Certified HUBZone Small Business Dollars</td>
<td>$2,710,532,032.43</td>
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</table>

- Over 479K SB eligible actions
- Over $25B in SB contract awards
- Tremendous opportunities and support for SDBs, WOSBs, SDVOSBs, and HUBZones
- Exceed SB and Socio-economic goals on frequent basis
…not just meeting goals… building the industrial base…

Small business is big business in the National Guard

<table>
<thead>
<tr>
<th>Program</th>
<th>FY23 Goal</th>
<th>FY23 Actual</th>
<th>SB Spend</th>
<th>FY24 Goal</th>
<th>FY24 TYD</th>
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<td>48.00% / 60.16%</td>
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<td>11.00% / 8.83%</td>
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<td>$267M</td>
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<td>6.00% / 1.44%</td>
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</table>

FY 23 Totals

As of December 2023
Overview of the National Guard Contracting Enterprise

• The Contracting function is decentralized
  • NGB Operational Contracting, National Capital Region (NCR)
  • USPFO Contracting in each State, Territory, D.C.
• Significant reforms are being implemented in the National Guard’s Contracting Processes:
  • Efforts to increase competition & awards to small business
  • Implementation of a program management discipline
  • Greater senior-level involvement in overseeing proper acquisition processes
  • Greater emphasis on transparency, compliance, and contract oversight
• 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 Does a Purchase Request Become a Contract

• Like a “Bill” becoming a “Law”, it takes many steps
• Customer
  – Identifies a requirement…
  – Conducts market research
  – Initiates Acquisition Plan or Strategy
  – Prepares Performance Work Statement, Specification, etc.
  – Sends the acquisition package with funding to the NGB Contracting Offices
  – Contracting Officer (KO) follows the “Required Sources” from Federal Acquisition Regulation Part 8
Required Sources – Descending Order of Priority

**Services**
- AbilityOne
- Mandatory Federal Supply Schedules
- Optional Federal Supply Schedules
- Federal Prison Industries
- COMMERCIAL SOURCES

**Supplies**
- Agency Inventories
- Excess from other agencies
- Federal Prison Industries
- AbilityOne
- Wholesale sources
- Army CHESS for IT supply
- Optional Federal Supply Schedules
- COMMERCIAL SOURCES
If COMMERCIAL SOURCES

- The Contracting Officer conducts market research to identify potential contractors
  - Dynamic Small Business Search (DSBS) [http://dsbs.sba.gov](http://dsbs.sba.gov)
- Make sure that your business is listed since this is the primary tool for searching SB concerns
- Add relevant key words, capabilities, and contract information with POC (federal, state, commercial, including info as subcontractor)
- Make sure that your NAICS is correct
  - Do not use Sectors 42 Whole or 44 – 45 Retail Trade if you are dealer; use NAICS of the manufactured item
- FPDS-NG search of past contracts- SAM.gov
- Sources Sought Synopsis
Government Policy on Small Business Programs

In accordance with DoD policy 4205.01 (8 June 2016), Federal Acquisition Regulations, and Title 15 U.S. Code (a.k.a. The Small Business Act) OSD, Military Departments and Defense Agencies shall:

• Provide **maximum practicable opportunities** to small business (SB), Service-Disabled Veteran-Owned SB (SDVOSB), Historically Underutilized Business Zone (HUBZone) SB, Small Disadvantaged Business (SDB), and Women-Owned SB (WOSB) concerns, by using:
  
  – Prime contract set-asides to SB, SDVOSB, HUBZone, Economically Disadvantaged WOSB (EDWOSB) and WOSB under WOSB Program, 8(a) set-asides (over $7 for manufacturing (mfg) and $4.5M of all others), or
  
  – Sole source under 8(a), HUBZone, WOSB, or SDVOSB for actions less than $7M (mfg) and $4.5M (all others)(Reference FAR Part 19)
How Do We Determine When to Set-Aside?

• Set-aside 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

• Full and open competition will be used:
  – If Contracting Officer determines there is not a reasonable expectation of obtaining offers from two or more responsible small business concerns that are competitive in terms of market prices, quality, and delivery
  – If a large business is the awardee, they will need to submit a subcontracting plan to provide opportunities for various SB categories
<table>
<thead>
<tr>
<th>Program</th>
<th>Competitive</th>
<th>Sole Source</th>
<th>Other Considerations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>Rule of Two</td>
<td>J&amp;A Required</td>
<td>FAR/DFARS/AFARS Subpart 19.2</td>
</tr>
<tr>
<td>*8(a)</td>
<td>Rule of Two</td>
<td>Up to $4.5M ($7M for manuf NAICS); up to $100M to Indian tribe/ Alaskan Native Corp*; NHO unlimited sole source</td>
<td>FAR/DFARS/AFARS Subpart 19.8</td>
</tr>
<tr>
<td>HUBZone</td>
<td>Rule of Two</td>
<td>Up to $4.5M ($7M for manuf NAICS); not currently being performed by an 8(a) participant or SBA has accepted the requirement for the 8(a) program</td>
<td>Certification required; refer to FAR/DFARS Subpart 19.13</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>Rule of Two</td>
<td>Up to $4M ($7M for manuf NAICS); not currently being performed by an 8(a) participant or SBA has accepted the requirement for the 8(a) program</td>
<td>Self-representation; refer to FAR/DFARS Subpart 19.14</td>
</tr>
<tr>
<td>** WOSB / EDWOSB</td>
<td>Rule of Two</td>
<td>** Up to $4.5 M ($7M for manuf NAICS)</td>
<td>Specific NAICS, refer to FAR/DFARS Subpart 19.15; 13 CFR 127.500</td>
</tr>
</tbody>
</table>

* Sole source awards under the 8(a) program are expressly authorized by statute (15. U.S.C. 637) but refer to FAR 6.303 for requirements for justification & approval of sole source 8(a) awards over $22M.

** The SBA implemented statutory authority as part of the 2015 NDAA which authorizes sole source contracts to WOSBs and EDWOSBs.
How Do We Determine The Type of Small Business Set-Aside?

**Procurements $10,000 to SAT:**

1. Automatically reserved for SB set-aside. However, KO may consider:
   - 8(a) sole source*
   - HUBZone set-aside or sole source
   - SDVOSB set-aside or sole source
   - EDWOSB set-aside
   - WOSB set-aside

2. Full and open competition, if “Rule of Two” not met
   Ref. FAR 19.203(b), 19.502-2(a)

**Procurements greater than SAT:**

1. Contracting Officer shall first consider:
   - 8(a) sole source or set-aside*
   - HUBZone set-aside or sole source**
   - SDVOSB set-aside or sole source**
   - EDWOSB set-aside**
   - WOSB set-aside**

2. Small business set-aside

3. Full and open competition, if “Rule of Two” not met
   Ref. FAR 19.203(c), 19.502-2(b)

* Sole source authorized up to $7M for mfg & $4.5M for others; set-aside above $ thresholds
** Set-aside considered first; if only one source, sole source up to $7M for mfg; $4.5M for others
What Next?

• Review the command forecast and website to become familiar on how to do business with NGB (insert link)
• Solicitation information publicized at:
  – Federal Business Opportunities at (SAM.GOV)
    -- SAM.gov is now home to all current contract opportunities formerly posted to FBO.gov. FBO is now known as “Contract Opportunities”
• Solicitation issued with due date
• Contractors prepare and submit their proposals
• Award is made to contractor
Marketing Tips

• Understand our structure and mission
  • Do you want to focus on opportunity in a specific region or state?

• Learn the acquisition procedures and restrictions (i.e. mandatory or preferred)
  • Air Force Way… mandatory
    (AFWAY) https://www.afway.af.mil

• Army Computer Hardware Enterprise Software & Solutions … mandatory
  (CHESS) https://chess.army.mil

• Air Force IT-Network Centric Solutions… mandatory
  (NETCENTS) http://netcents.af.mil/

• Use the Federal Business Opportunities website (SAM.gov)

• Use the Federal Procurement Data System website for market research
  SAM.gov
Tips for Winning and Keeping Government Business


2. Participate in Multiple Award IDIQ Contracts (As a Prime or Partner)
   • Government preference to compete requirements in a smaller pool of qualified vendors in order to reduce workload and lead time.
   • Fair Opportunity rules provide more flexibility to the Government over “Full and Open” competition – Especially in Best-Value competitions.
   • OASIS One Acquisition Solution for Integrated Services (OASIS) Small Business

3. Have an understanding/appreciation of NGB’s need to meet socio-economic business goals.
   • Small Business 2019 Goal-63% of all dollars obligated
   • Large Business must execute subcontracting plans that provide opportunities to small business concerns.
   • Consider partnering alternatives.
   • Do no abuse small business programs (i.e. 50% of cost of contract for services must be performed by prime).
WELCOME TO OUR TRAINING

How To Use

The in’s and out’s of this wonderful web site

Presented by
NGB Office of Small Business Programs
Where to begin?

Go to the SAM web site

The Sam Website is: https://sam.gov

Now look for the title of: What can I do here
Looks imposing? Let's just start here:
Let's start by looking for Federal National Guard Solicitations.

Type in 'National Guard' here:

Then hit 'ENTER'.
WOW! 16,531 results for National Guard:

Number may vary
Now to see more information on the first result, put your curser over the words **NGB Industry Day-Herbert R. Temple, Army National Guard Readiness Center** and click on it:
Now there are two ways to look at this information.

1) Is to scroll down through the entire page.

or

2) Use the jump to menu on the left side of the screen.

By putting your curser on any of these topics and making a left click,

You will jump to that portion of the Solicitation.
Tips for Winning and Keeping Government Business

4. Make sure your firm follows solicitation instructions carefully.

- Flesh out questions and concerns during the solicitation period.
- Pay special attention to Sections L (Instructions to Offerors) and M (Evaluation Factors). Failure to respond to any factor or subfactor appropriately results in an “Unsatisfactory” rating.
- Make your proposals tell us what we ask for – not what you think the Government should be asking for.
- Avoid restating government requirements in place of providing proposal solutions.
- Avoid generic boilerplates in proposals (i.e. QA Plan with no specifics).
- Make sure pricing is competitive, even if price is the “least important factor.” More often than not, price is the tie-breaker.
- **Don’t assume that former Guardsmen automatically make the best project managers. Pay attention to qualifications as well as understanding the unique nature of the Guard.**
- Make sure past-performance submittals are recent and relevant (in terms of both size and scope). Additionally, ensure references are going to give the Government positive feedback.
- **Understand the unique organizational structure and mission of the Guard.**
- Recognize that a priority of the contracting officer is to mitigate protest risk.
Tips for Winning and Keeping Government Business

5. Recognize that the Government is a customer. Do not treat Government contracts as an entitlement.

6. Do not facilitate or engage in scope creep.

7. Respect the formal acquisition process and the remedies provided in that process.

8. Avoid Organizational and Personal Conflicts of Interest. These could prohibit your firm from bidding of future requirements.

9. GSA – Understand your GSA Schedules and ensure the schedule and labor categories are appropriate for the solicitation.

10. Fulfill contract admin requirements (i.e. subcontracting updates, CMRA reports, receipts for cost-reimbursables).

11. Have strong business history (i.e. Dun and Bradstreet).

12. Keep your SAM.gov registration information current.
Resources

• Procurement Technical Assistance Centers (PTACs)  
  http://www.aptac-us.org/contracting-assistance/

• Communicate with NGB’s Small Business Professionals  
  • There is one in every State, Territory, D.C.

• Visit the National Guard Bureau’s Office of Small Business Programs public website for up-to-date tools and information  
  https://www.nationalguard.mil/Leadership/Joint-Staff/Special-Staff/Small-Business-Programs/

• Small Business Administration www.sba.gov  
  • Communicate with a Business Operations Specialist to learn about:  
    • 8(a) Program Certifications  
    • HUBZone Certifications  
    • Mentor-Protégé  
    • Joint Ventures  
    • Proper self certifications for SDVOSB and WOSB Programs  

• Email NGB Office of Small Business Program NGB.OSBP@MAIL.MIL
How to do business with us...

http://www.nationalguard.mil ....

National Guard Office of Small Business Programs...

......Visit our website often for information updates.......
Questions?
Contact NGB’s Office of Small Business Programs
Main Office E-mail

ngb.osbp@mail.mil

(703) 601-6765
Resolutions in Action: A TAGs Perspective

MG Greg Knight, The Adjutant General of Vermont
Backup
Questions?
Mission

• Serve as a **strong advocate** for National Guard service members, their families, and veterans in Washington, D.C.

• Continuously improve National Guard **readiness, modernization, and quality of life** within the Total Force

• Preserve and promote the National Guard’s **rich militia heritage** as the first military organization of the U.S.
Grassroots engagement

Collaboration with:
• DoD, NGB, VA and DHS
• Military Service Organizations, Veteran Service Organizations

Develop strong relationships with Congress and staff

Strategic Overview
• Advocacy
• Apolitical & Non-Partisan

Lobby for National Guard equipment parity and benefits equity

Grassroots engagement
Priorities for a 21st Century National Guard
Ensuring Deployability, Sustainability, and Interoperability with the Active Component through...

The Same Organization
• Future Multi-Domain Battlefield Interoperability, including:
  – Deployable & Interoperable Force Structure that is Validated & Doctrinally Consistent
  – Space National Guard as Primary Combat Reserve within Space Force
  – Continued National Guard Integration into Total Force Cyber Mission & Training

The Same Equipment
• Deployable, Interoperable & Sustainable Equipment
• Concurrent & Proportional Fielding of Equipment to the National Guard, including:
• National Guard Equipment Modernization & Recapitalization, including:
  – AH-64E, HMMWV, M1 & M2, C-130H, A-10, F-15 & F-16 Modernization

The Same Resources and Benefits
• Zero Cost TRICARE to Ensure Reserve Component Medical Readiness
• Post 9/11 GI Bill Parity
• Robust National Guard & Reserve Equipment Account (NGREA) Funding
• Tax Incentives for Guardsmen & Employers
• Ready Access to Mental Health Care & Suicide Prevention
• Increased National Guard Military Construction (MILCON) Funding
# Defense Congressional Cycle

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- **House Armed Services Committee (HASC) Hearings**
- **Committee Amends Bills**
- **House Floor (All Members Offer Amendments)**
- **Senate Armed Services Committee (SASC) Hearings**
- **Committee Amends Bills**
- **Senate Floor (All Members Offer Amendments)**
- **House Appropriations Defense Subcommittee (HAC-D) Hearings**
- **Committee Amends Bills**
- **House Floor (All Members Offer Amendments)**
- **Senate Appropriations Defense Subcommittee (SAC-D) Hearings**
- **Committee Amends Bills**
- **Senate Floor (All Members Offer Amendments)**
- **Conference Committee**
- **House and Senate Pass Identical Bill**
- **President Signs into Law**

- **Fiscal Year Begins**
- **Fiscal Year Ends**
- **Formulation of Budget/ Administration and DoD Priorities**
What Can You Do?

- Get Informed
- Communicate & Socialize
- District Congressional Staff Outreach
## Membership Type and Dues Structure

<table>
<thead>
<tr>
<th>Membership Type</th>
<th>Grades</th>
<th>Dues</th>
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</thead>
<tbody>
<tr>
<td>Company Grade</td>
<td>O1, O2, O3, WO1, CW2, CW3</td>
<td>$40.00</td>
</tr>
<tr>
<td>Field Grade</td>
<td>O4, O5, O6, CW4, CW5</td>
<td>$80.00</td>
</tr>
<tr>
<td>Flag Officer</td>
<td>O7, O8, O9, O10</td>
<td>$130.00</td>
</tr>
<tr>
<td>Digital Life/Active Life Membership</td>
<td></td>
<td>$500/$1,000</td>
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</tbody>
</table>

- **Active Annual Membership**: Dues are collected based on pay grade.
- **Digital or Active Life Membership**: Paid once or in installments for a lifetime membership.
  - Monthly Installments available (up to two years to pay off)
  - Your Annual Membership can be applied to the Life Payment