



**U.S. ARMY**



# Army Contracting Command-Orlando Training And Simulation Industry Symposium

17 June 2021

**Mr. Michael W. Harris**  
Executive Director / Senior  
Contracting Official



# Agenda

- ✓ Organization Chart
- ✓ Workload Points of Contact
- ✓ Customer Contracting Common Operating Picture (C3OP)
- ✓ New Contract Awards
- ✓ Procurement Administrative Lead Time (PALT) Industry Days
- ✓ PALT Dashboard – FY21
- ✓ Questions

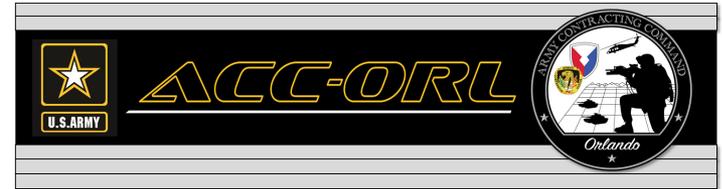




# Organization Chart



**AMC**  
**GEN Edward M. Daly**  
 Commander



**ACC**  
**MG Paul H. Pardew**  
 HCA/Commander

**LTC Brad Tinch**  
 MILDEP

**ACC-Orlando**  
**Michael Harris**  
 Executive Director/SCO

**Robert Casagrand**  
 Director of Operations

**Vernon Myers**  
 Deputy Director

**KeYanna Boone**  
 COVID-19 Support  
 Branch Chief

**Lesley Sullivan**  
 Procurement Support  
 Branch Chief

**Francis Fierko**  
 CONOPS  
 Branch Chief

**Michael Hunter**  
 Business Management  
 Branch Chief

**Mario Del Rey**  
 Cost & Price  
 Branch Chief

**Kim Tedeschi**  
 Personnel Resources  
 Branch Chief

**Lovisa Parks**  
 Strategic Integration  
 Intern Coordinator  
 Branch Chief

**Doug Greenwood**  
 Alpha  
 Division Chief

**Patrick Concilio**  
 Bravo  
 Division Chief

**Michelle Burrell**  
 Charlie  
 Division Chief

**Jack Rowe**  
 Delta  
 Division Chief

## Organizational Manpower Strength

(as of 1 June 2021):

- 166/185 DA Civilians; 3/3 Contractors; 4/4 Military
- 26 Unlimited Warrants; 25 Limited Warrants; 5 Unlimited Grants Warrants; 3 Limited Grants Warrants





# Workload Points of Contact

UNCLASSIFIED

(Blue – Division Chief; Black – Branch Chief)

May 2021

## ALPHA DIVISION Mr. Douglas Greenwood

### Mr. John McCabe

- TReX & Stand-alone OTAs
- Vehicle Tactical Engagement Simulation System (VTESS)
- Range Communication System (RCS)
- Combat Vehicle Tactical Engagement Simulation System (CV-TESS)
- IMILES Individual Weapon System (IWS II)
- Home Station Instrumentation Training System (HITS)
- Army Mobile Instrumented Training System (AMITS)
- NTC SLEP
- Warrior Injury Manikin (WIAMan)
- Training Support Services – Enterprise (TSS-E)
- Cyber Support Engineer (CSE)

### Mr. Jason Graham

- Army Combat Training Instrumentation Contract (ARCTIC)
- Life Cycle Product-Line Management (LCPM)
- Integrated - Military Operations on Urbanized Terrain (MOUT) Training System (I-MTS)
- Digital Range Training System (DRTS)
- Modular Small Arms Range (MSAR)
- Battlefield Effects Simulator (BES III)
- Target Modernization/SBIR Phase III's
- Tactical Combat Casualty Care Simulation (TC3 Sim)
- Training Instructor/Operator Support Services (TRIOSS)
- Mobile Production Center (MPC)

### Ms. KeYanna Boone

- COVID-19 Operation Warp Speed Support

### Mr. Dan Veenstra

- Wideband Training & Certification System (WTCS)
- Family of Maintenance Trainers (FMT)
  - Abrams, AMPV, HIMARS, Stryker, JLTV and MRAP
- Operator & IMI
  - Common Driver Trainer (CDT), Computer Based Instructional Development (CBID II), Maritime Integrated Training Systems
- Mobility
  - Construction Equipment Virtual Trainer (CEVT), Virtual Clearance Training System (VCTS), Joint Primary Aircraft Training System (JPATS)
- Gunnery Training Systems
  - Abrams, Bradley and Stryker, Mobile Protected Firepower, Optionally Manned Fighting Vehicle, and USMC (LAV-25 Abrams M1A1)

### Mr. Robert Verica

- Consolidated Product Line Management (CPM-NEXT & CPM-Plus)
- Targetry Range Automated Control and Recording (TRACR)
- Integrated Air Defense System (IADS) Tactical Engagement Simulation System
- Joint Readiness Training Center (JRTC) Land Expansion
- P25 Radios
- System Engineering and Technical Assistance (SETA)
- Wounded Warrior
- PEO STRI CIO/G6 Information Technology
- JRTC Tower Replacement

## BRAVO DIVISION Mr. Patrick Concilio

### Mr. Jason Jerome

- Target System Hardware Support (TSHS)
- Aerial Target Flight Services (ATFS)
- Army Ground Aerial Target Control Systems (AGATCS) Production
- Aerial Target System II (ATS2)
- Aerial Weapon Scoring System (AWSS)
- Towed Target Engineering Services (TTES)
- Test Instrumentation Enterprise Development Systems (TIEDS)
- Air Defense Artillery - Targets (ADA-T)
- Persistent Cyber Training Environment (PCTE)
- Advanced Subscale Aerial Platform (ASAP)
- Army Ground Aerial Target Control Systems (AGATCS) Development
- Remotely Piloted Vehicle Target (RPVT)
- Unmanned Aircraft System-Target (UAS-T)

### Mr. Christopher Crouch

- Modernizing Instrumentation Systems for Test and Evaluation (MISTE)
- Rapid Innovation Broad Agency Announcement
- Science & Technology (S&T) – Eight Specialized Test Technology Areas (TTAs)
- Test Network Modernization (TNM)
- Applied Environments Modernization (AEM)
- Nuclear Effects Prompt Gamma Simulator (NETCM PGS)
- Electromagnetic Environmental Effects (E3)
- Specialist Expertise for Cyber and Test & Evaluation Support (SECTES)
- Multiple High Energy Laser Measurement Sensor (MHELMS)
- Autonomous Systems Test Capability
- Test & Evaluation Program Support Act
- Small Business Innovative Research Ph. III
- Integrated Live Virtual Constructive Test Environment (ILTE)

### Mr. Duane St. Peter

- National Cyber Range Complex-Event Planning and Operations Support (NCRCE-EPoS)
- Special Operations Forces Training, Engineering and Maintenance Support (SOF TEAMS III)
- Engagement Skills Trainer (EST) II
- SOF Requirements, Analysis, Prototyping, Training, Operations & Rehearsal (SOF RAPTOR) III & IV
- SOF Aviation Systems Trainers – Enhancements (SOFASTE-E) I & II
- Call For Fire Trainer (CFFT) II
- Intelligence & Electronic Warfare Tactical Proficiency Trainer (IEWTPT)
- Basic Electronics Maintenance Trainer II (BEMT II)
- SOF Joint Tactical Aircraft Controller
- SOF Soldier Monitoring System

### Mr. William Jensen

- Threat Information and Operations Support (TIOS) (VIPER)
- Joint Pacific Alaska Range) Integrated Air Defense System (JIADS)
- National Cyber Range (NCR)
- National Cyber Range II (NCR II)
- Threat Systems Operations & Maintenance Integrated Support (TSOMIS) I & II
- Threat Development and Event Support (TDES)
- Threat Development and Event Support II (TDES II)
- 2373 Contracting Actions
- Threat Systems Support (TSS)

[https://acc.army.mil/contractingcenters/acc-ori/PALT\\_update.html](https://acc.army.mil/contractingcenters/acc-ori/PALT_update.html)





# Workload Points of Contact (cont.)

UNCLASSIFIED

(Blue – Division Chief; Black – Branch Chief)  
May 2021

**CHARLIE DIVISION**  
**Ms. Michelle Burrell**

**Mr. Marvin Hagan**

- Flight School (FS XXI)
- Aviation Combined Arms Tactical Trainer (AVCATT) Recon Attack/Concurrency
- Aviation Combined Arms Tactical Trainer (AVCATT) Post Deployment Software Support (PDSS)
- Aviation Combined Arms Tactical Trainer (AVCATT) Head Mounted Display
- Close Combat Tactical Trainer Manned Module Modernization (CCTT M3)
- Close Combat Tactical Trainer Post Deployment Software Support (CCTT PDSS)
- Joint Land Component Constructive Training Capability (JLCCTC)
- Common Battle Command Simulation Equipment (CBCSE)
- Battle Command Training Center – Equipment Support (BCTC-ES)
- Live, Virtual, Constructive – Integrating Architecture (LVC-IA)
- Games for Training (GFT)

**Ms. Pat Cole Soucy**

- Simplified Acquisition Purchase (SAP)
- Small Business Innovative Research (SBIR) Phase I and Phase II
- Digital Integration Lab (DIL)
- Unmanned Aircraft Systems (UAS)
- Synthetic Environment Core (SE CORE)
- Night Eagle
- OneSAF
- STOC II

**Mr. Tom Kelley**

- Army TADSS Maintenance Program (ATMP)
- Warfighter Focus (WFF) Basic Contract
- Warfighter Focus (WFF) Closeout
- Artillery and Chemical Trainers (ACT)

**Mr. Don Wagoner**

- Synthetic Training Environment (STE) Cross Functional Team (CFT) & related projects
- Common Synthetic Environment (CSE)
- Squad Advanced Marksmanship Training
- STE One World Terrain (OWT) [PM SE – OWT]
- STE Reconfigurable Virtual Collective Trainer (RVCT) [PM ST – PdM VTS]
- Solder/Squad Virtual Trainer [PM ST – PdM VTS]
- STE Live Force on Force OTAs [PM ST – Future Force]

**DELTA DIVISION**  
**Mr. Jack Rowe**

**Mr. Phil Davis**

- Mission Training Complex Capabilities (MTCCS) M.A.C.
- National Training Center – Training Support Contract (NTC-TSC)
- Joint Multinational Readiness Center – Rotational Mission Support (JMRC-RMS)
- Joint Readiness Training Center – Support Contract (JRTC-SC)
- JRTC Data Plan GSA Schedule / Wire Line Services NETWORKX GSA GWAC
- U.S. Army Central (USARCENT) Training Support Services (TSS)
- Training Instructor/Operator Services Support (TRIOSS) ID/IQ Contract

**Ms. Gloria Bailey**

- Enterprise Training Services Contract (ETSC) - Support Mission Task Orders
- Army National Guard Exportable Combat Training Capability (ARNG-XCTC)
- CIO-G6 – Military Intelligence Information Technology Service (MIITS) - Ft Huachuca
- Staff Technical Assistance and Functional (STAF) support contract - (Ft Huachuca)
- Huachuca Training and Support Contract (HTASC)
- WFF Task Order Closeout
- Organic Industrial Base Leadership Course (OIB-LC)

**Ms. Dana Graham - FMS**

- PEO STRI International Program Office (IPO) Support
  - FMS Services “C” Type Contracts
  - FMS – New Saudi Work Source Directed Work
  - FMS Supply Saudi “LVC”

**Ms. Glenda Torres - FMS**

- PEO STRI International Program Office (IPO) Support
  - FMS Supply, Procurement Ground
- Security Assistance Training Management Organization (SATMO) Support

**Mr. Jason Holden - FMS**

- PEO STRI International Program Office (IPO) Support
  - Enterprise Training Services Contract (ETSC) Basic Contract
  - ETSC FMS Task Orders
  - FMS – Supply Aviation
- PEO STRI - TADSS Support Operations (TSO) FMS Services
  - Army TADSS Maintenance Program (ATMP) FMS efforts

[https://acc.army.mil/contractingcenters/acc-ori/PALT\\_update.html](https://acc.army.mil/contractingcenters/acc-ori/PALT_update.html)



UNCLASSIFIED



# Customer Contracting Common Operating Picture (C3OP)

Legend

- Current Contract Start Date
- Current Contract End Date
- Acquisition Requirements Lead Time (ARLT) Start Date
- Requirements Package Due Date
- Award Date



**NOTE:**  
 Updated/Posted Monthly prior to each PALT Industry Session at the following link:  
[https://acc.army.mil/contractingcenters/acc-orl/PALT\\_update.html](https://acc.army.mil/contractingcenters/acc-orl/PALT_update.html)

DIV	Requiring Activity	Contract Name	FY20				FY21				FY22				FY23				FY24				FY25							
			1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
ALPHA	VTS	Abrams M1A2 Engine Diagnostic and Troubleshooting (TBD)	<p>Future efforts to be executed under TReX/OTAs</p>																											
ALPHA	DT	Battlefield Effects Simulator (BES II) (None)	<p>No recompetete</p>																											
ALPHA	VTS	Common Driver Trainer (CDT) (None)	<p>No recompetete planned</p>																											
ALPHA	VTS	Computer Based Instructional Development (CBID) (Recompete)	<p>Market Research is ongoing</p>																											
ALPHA	PM Soldier Training (ST)	Consolidated Productline Management Plus (CPM Plus) (TBD)	<p>recompete TBD</p>																											





# New Contract Awards

## April 2021

Contract Number	Order Number	Signed Date	Description of Requirement	Contractor Name	Current Contract Value	Base and All Options Value	Obligated Amount
N6134018D5019	W900KK21F0087	04/05/2021	MARITIME INTEGRATED TRAINING SYSTEM TRAINING DEVICES	XEBEC GOVERNMENT SERVICES, LLC	\$13,597,765	\$27,277,204	\$13,597,765
W52P1J19D0049	W900KK21F0090	04/01/2021	DELL LATITUDE NOTEBOOKS, DELL MONITORS, AND DELL DESKTOPS	DELL FEDERAL SYSTEMS L.P.	\$224,308	\$224,308	\$224,308
W900KK14D0009	W900KK21F0024	04/09/2021	C-SUAS JCO SBES LABOR AND MATERIAL	GENERAL DYNAMICS MISSION SYSTEMS, INC	\$3,362,974	\$5,877,795	\$3,215,665
W900KK17D0002	W900KK21F4042	04/14/2021	SYSTEMS ENGINEERING AND TECHNICAL ASSISTANCE SUPPORT FOR THE INTERNATIONAL PROGRAMS OFFICE	OST, INC.	\$3,994,259	\$3,994,259	\$3,237,396
W900KK17D0010	W900KK21F0091	04/14/2021	CHIEF TECHNOLOGY OFFICE (CTO) SALESFORCE LABOR/MATERIALS NEW TASK ORDER	SCIENTIFIC RESEARCH CORPORATION	\$105,445	\$105,445	\$105,445
W900KK1890005	W900KK2190003	04/15/2021	BULK FUEL OVER THE SHORE DELIVERY SYSTEM PROTOTYPE	DEFENSE ENERGY CENTER OF EXCELLENCE	\$993,017	\$28,170,392	\$993,017
W900KK20D0001	W900KK21F0041	04/22/2021	LABOR	LOCKHEED MARTIN CORPORATION	\$638,782	\$638,782	\$638,782
W900KK20D0003	W900KK21F0076	04/06/2021	SYSTEM-OF-SYSTEMS CONTROLLED ENVIRONMENT TEST INFRASTRUCTURE (SCETI) TEST CONTROL CENTER (TCC) DELIVERY ORDER.	SUSTAINABLE SYSTEM SOLUTIONS, LLC	\$449,199	\$449,199	\$449,199
W900KK20D0003	W900KK21F0092	04/28/2021	HARDWARE PROCUREMENT FOR WHITE SANDS MISSILE RANGE SURVIVABILITY VULNERABILITY ASSESSMENT DIRECTORATE.	SUSTAINABLE SYSTEM SOLUTIONS, LLC	\$1,281,879	\$1,281,879	\$1,281,879
W900KK20D0004	W900KK21F0094	04/15/2021	17-VT-EAFR-AMPTR TRACR SUITE	RIPTIDE SOFTWARE, INC.	\$2,428,647	\$2,428,647	\$2,428,647
W900KK20D0006	W900KK21F0096	04/14/2021	SERVICES TO FLY AND OPERATE TARGETS FOR THE SERVICES	GRIFFON AEROSPACE, INC.	\$2,231,155	\$2,231,155	\$2,231,155
W900KK20D0007	W900KK21F0083	04/28/2021	TARGETRY RANGE AUTOMATED CONTROL AND RECORDING II AND POST DEPLOYMENT SOFTWARE SUPPORT/POST PRODUCTION SOFTWARE SUPPORT	GENERAL DYNAMICS MISSION SYSTEMS, INC	\$4,126,660	\$17,752,948	\$4,126,660
W900KK20D0007	W900KK21F0093	04/15/2021	RANGE CONTROL SYSTEM TARGETS UPGRADE.	GENERAL DYNAMICS MISSION SYSTEMS, INC	\$1,721,967	\$1,721,967	\$1,721,967
W900KK20D0007	W900KK21F0095	04/16/2021	LIVE, VIRTUAL, CONSTRUCTIVE TRAINING ENVIRONMENT (LVC-TE) DEVELOPMENT SUPPORT CACTUS SUSTAINMENT AND DEVELOPMENT	GENERAL DYNAMICS MISSION SYSTEMS, INC	\$5,067,116	\$49,177,325	\$3,980,744
W900KK20D0009	W900KK21F0078	04/01/2021	INTEGRATED LIVE CONSTRUCTIVE TEST ENVIRONMENT (ILTE) STRATEGIC ACQUISITION PLANNING (SAP) TASK ORDER	SENECA GLOBAL SERVICES, LLC	\$410,347	\$410,347	\$410,347
W900KK20D0012	W900KK21F0054	04/28/2021	SUPPORT TO VALIDATION, CERTIFICATION AND ACCREDITATION EFFORTS FOR THREAT (INCLUDING TARGET) SYSTEMS	TEST & EVALUATION SERVICES AND TECHNOLOGIES LLC	\$6,789	\$2,663,426	\$4,000
W900KK21C0014	0000	04/21/2021	KINGDOM OF SAUDI ARABIA (KSA) TRANSFORMATION PROGRAM- TRAIN, ADVISE, ASSIST, AND MENTOR (TAAM) SERVICES	AITC-FIVE DOMAINS JOINT VENTURE,LLC	\$27,375,117	\$27,375,117	\$27,375,117
W911S018D0001	W900KK21F5002	04/12/2021	INSTRUCTOR / WRITER SUPPORT - ARMY LOGISTICS UNIVERSITY	CALIBRE SYSTEMS, INC.	\$1,422,288	\$7,735,209	\$1,422,288
W911S018D0001	W900KK21F5004	04/08/2021	MISSION COMMAND SERVICES- ARMY LOGISTICS UNIVERSITY- INSTRUCTORS/WRITERS LABOR	CALIBRE SYSTEMS, INC.	\$1,917,370	\$5,999,097	\$1,917,370
W9124717D0011	W900KK21F0098	04/28/2021	GEORGIA TRANSFORMATION DEFENSE ADVISORY SERVICE (DTAS)	DOWNRANGE OPERATIONS & TRAINING, LLC	\$785,159	\$2,270,367	\$785,159

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# PALT Industry Days

- ✓ Procurement Administrative Lead Time (PALT) Industry Days
  - Monthly sessions switched to virtual via MS Teams in August 2020
- ✓ Each PALT session provides industry the opportunity to request updates on specific procurements of interest in a “Q&A type” forum
  - No formal agenda, no minutes, no external participation;
  - Open Q&A session not to exceed one hour (1100-1200);
  - Joint, multi-functional panel, to include Requiring Activity representatives;
  - Government does not provide procurement sensitive information; and
  - Updated ACC-ORL Workload and C3OP posted prior to each session
- ✓ Supports the spirit and intent of the 2 March 2018 Deputy Secretary of Defense memorandum, “Engaging with Industry”.
- ✓ Over 20,000 Industry partners have attended, either in person or virtually, since inception in 2011.
- ✓ Upcoming PALT sessions (*currently virtual/in-person TBD*):

## CY21

13 July  
 10 August  
 14 September  
 12 October  
 09 November

## CY22 (Tentative)

11 January    12 July  
 08 February    09 August  
 08 March    13 September  
 12 April    11 October  
 10 May    15 November





# PALT Dashboard – FY21 YTD

## ACC-ORL FY21 PALT Summary thru Q2

Action Type	Total Actions	Cycle Time In Days	Goal in Days	Meeting Goal?
Research and Development Below \$250K	65	15	60	Yes
Sustainment S&E Below \$250K	208	18	45	Yes
Industrial Products & Services Below \$250K	24	19	50	Yes
Professional Services \$250K to \$10M	35	48	80	Yes
Equipment Related Services Below \$250K	147	17	40	Yes
Human Capital Below \$250K	74	20	40	Yes
Professional Services Below \$250K	214	17	40	Yes
Sustainment S&E \$250K to \$10M	23	58	225	Yes
IT Below \$250K	43	17	40	Yes
Electronic & Communication Equipment Below \$250K	12	24	50	Yes
Human Capital \$10M to \$100M	3	65	270	Yes
Sustainment S&E \$10M to \$100M	6	95	270	Yes
Industrial Products & Services \$250K to \$10M	3	133	130	No
Electronic & Communication Equipment \$10M to \$100M	1	244	270	Yes
Aircraft, Ships/Submarines & Land Vehicles \$250K to \$10M	3	28	260	Yes
Human Capital \$250K to \$10M	13	57	90	Yes
Equipment Related Services \$250K to \$10M	17	73	120	Yes
Research and Development \$250K to \$10M	9	109	100	No
Weapons & Ammunition \$250K to \$10M	4	16	180	Yes
Professional Services \$10M to \$100M	11	109	270	Yes
Equipment Related Services \$10M to \$100M	1	147	270	Yes
Weapons & Ammunition Below \$250K	15	8	60	Yes
Aircraft, Ships/Submarines & Land Vehicles Below \$250K	5	7	70	Yes
Transportation and Logistics Services Below \$250K	2	1	35	Yes
IT \$250K to \$10M	5	52	80	Yes
Miscellaneous S&E Below \$250K	2	2	30	Yes
Office Management Below \$250K	1	34	30	No
Research and Development \$10M to \$100M	1	187	150	No
Industrial Products & Services \$10M to \$100M	1	158	220	Yes
Electronic & Communication Equipment \$250K to \$10M	2	192	120	No
Medical Below \$250K	1	2	35	Yes
Equipment Related Services \$100M to \$250M	1	7	270	Yes

**Meeting (or Beating) PALT Goal in 27 of 32 Categories**





**Questions?**

