

If you are unsure of the best fit for your potential business solutions or technologies, please contact:



## MCSC

Corporate Communications Director  
(703) 432-3948

## PEO LS

Congressional & Public Affairs  
(703) 432-4966

## Office of Small Business Programs

Associate Director  
(703) 432-3946

**Doing Business  
with the  
MARINE CORPS**

Photo by Gunnery Sgt. Bill Lisbon



## **What are the responsibilities of the Marine Corps Systems Command and Program Executive Officer Land Systems?**

Marine Corps Systems Command (MCSC) conducts research, development and acquisition for the Marine Corps. We develop, acquire and maintain materiel for the Corps and work closely with partners in industry. Additionally, we provide critical competency resources such as financial management, engineering, contracting, logistics and program management to the Program Executive Officer Land Systems (PEO LS), the Program Executive Office Enterprise Information Systems (PEO EIS) and the Joint Program Office for Mine Resistant Ambush Protected (JPO MRAP) Vehicles. In our role as an acquisition organization and a competency support organization, MCSC manages or supports over 35 ACAT I, II, III and IV defense acquisition programs.

PEO LS, established in 2007, is primarily responsible for the acquisition of Marine Corps Category (ACAT) I and II ground and amphibious weapons systems. PEO LS manages eight major defense acquisition programs and, with the support of MCSC, develops, delivers and provides life-cycle planning and support for all of its programs.

Please visit our website, [www.marcorsyscom.usmc.mil](http://www.marcorsyscom.usmc.mil), to learn more about our Command and programs.

## **How can companies learn about opportunities to compete and win contracts with MCSC and PEO LS?**

You can learn about MCSC contract opportunities by subscribing to the Navy Electronic Commerce Online (NECO) website at [www.neco.navy.mil](http://www.neco.navy.mil). This site hosts New Sources Sought announcements, Requests for Information (RFIs), Requests for Quotes (RFQs) and Requests for Proposals (RFPs). Various program offices advertise monthly Industry Days on NECO.

## **Does the Marine Corps host any conferences or expositions?**

MCSC and PEO LS conduct an Advanced Planning Briefing to Industry (APBI) on a biennial basis to brief the Marine Corps' acquisition and funding plans. Workshops are provided to educate businesses on Commercial Enterprise Omnibus Support Services (CEOs), NECO and Small Business Programs. During APBI businesses have the opportunity to speak with individual Program Managers about potential solutions to Marine Corps needs.

Modern Day Marine (MDM) is an exposition, held at

Quantico, where businesses showcase their products and services geared toward serving the needs of the Marine Corps. During this Expo MCSC's Commander gives a Brief to Industry, highlighting the needs and way-ahead of the Marine Corps. MDM allows attendees an opportunity to meet one-on-one with MCSC Program Managers. These on-site appointments must be made in advance and online.

The annual MCSC Small Business Opportunities Conference is a forum to educate, guide and assist small businesses in supporting the warfighter through MCSC requirements.

## **How can companies learn more about technology needs of the Marine Corps?**

A good start for learning more about Marine Corps technology needs would be to visit the Office of Naval Research (ONR), Code 30, website [www.onr.navy.mil/en/Science-Technology/Departments/Code-30.aspx](http://www.onr.navy.mil/en/Science-Technology/Departments/Code-30.aspx) or email Code 30 at [Code30\\_Contact@onr.navy.mil](mailto:Code30_Contact@onr.navy.mil). ONR is responsible for coordinating, executing and promoting the Science and Technology (S&T) programs of the United States Navy and Marine Corps. Specifically, ONR's Code 30, the Expeditionary Maneuver Warfare and Combating Terrorism Department, develops and transitions technologies to enable Marines and Sailors to win and survive on the battlefield during current and future operations.

Additionally, we recommend you review the USMC S&T Strategic Plan. This plan provides an overview of all Marine Corps technology needs. You can access the USMC Strategic Plan via the ONR website [www.onr.navy.mil/~media/Files/About%20ONR/2009%20USMC%20ST%20STRATEGIC%20PLAN.ashx](http://www.onr.navy.mil/~media/Files/About%20ONR/2009%20USMC%20ST%20STRATEGIC%20PLAN.ashx).

For information related to MCSC and PEO LS technology interests, we encourage you to visit the Marine Corps Systems Command Science and Technology (S&T) Office website [www.marcorsyscom.usmc.mil/sites/tto/](http://www.marcorsyscom.usmc.mil/sites/tto/). This website identifies technology areas of interest and points of contact for MCSC and PEO LS programs. It also contains the PEO LS Advanced Technology Investment Plan (ATIP), designed to identify, communicate, align, engage, resolve and transition gap-closing technologies to the warfighter. For more information on PEO LS's ATIP call (703) 432-4956.

## **How can companies expose innovative technologies and ideas to MCSC?**

Should you have new and innovative technologies that may be of interest to MCSC and PEO LS, you may want to

consider the submission of an unsolicited proposal. There are specific guidelines as to what may be considered under an unsolicited proposal; therefore you should contact the head of MCSC's Contracting Business Operations at (703) 432-4919 before submitting your proposal. Someone will assist you in determining if the unsolicited proposal process is the appropriate way to explore potential business opportunities.

Another avenue of exposure with a potential transition path is through MCSC's Small Business Innovation Research (SBIR) program. The SBIR program assists small businesses in developing new technologies and, when successful, transitioning those technologies into Programs of Record. For more information please visit the SBIR program website, which includes Phase I offerings, at [www.marcorsyscom.usmc.mil/sites/tto/sbir/SBIR\\_HOME.htm](http://www.marcorsyscom.usmc.mil/sites/tto/sbir/SBIR_HOME.htm).

Another Marine Corps partner in conducting technology assessments is the Marine Corps Warfighting Lab (MCWL). MCWL's Technology Division evaluates new concepts and technologies that support developing innovative and advanced warfighting capabilities. For more information on MCWL's efforts in this area, please call (703) 432-2066.

## **How can small businesses learn about larger companies that support MCSC and PEO LS?**

The Federal Business Opportunities website, [www.fbo.gov](http://www.fbo.gov), is an excellent way to identify awarded government contracts for subcontracting opportunities. Additionally MCSC's Associate Director for Small Business is committed to helping you learn more about MCSC and PEO LS partnerships with industry. For more information, please contact the Associate Director at (703) 432-3946.

## **How do I find out about Service needs of the Marine Corps?**

MCSC has a centralized business model for acquiring technical and professional services. The Acquisition Center for Support Services (ACSS) is responsible for managing and executing the business model, called the Commercial Enterprise Omnibus Support Services (CEOs) Large and small businesses may participate in CEOs as either prime contractors or subcontractors. To learn how, visit the ACSS website [marcorsyscom.usmc.mil/sites/acss](http://marcorsyscom.usmc.mil/sites/acss) or request an appointment with the Director, ACSS by e-mail to [acss@usmc.mil](mailto:acss@usmc.mil)