Mission Statement

“To support the Commandant’s mission of supporting the warfighter while ensuring that the Command maintains a successful Small Business Program through providing opportunities for Small Business Concerns to assist the Marine Corps Systems Command and PEO LS in meeting its warfighting missions.”
Understanding the USMC
Small Business mission and vision
MCSC organization
Prime vs subcontracting opportunities
Small Business innovation and accelerated acquisition methods
Commandant’s Planning Guidance

- Talent retention
- Training and education
- Ground-based long-range precision fires
- Unmanned systems
- C2 in a degraded environment
- Air and missile defense (GBAD)
- Artificial intelligence, data science and emerging tech (wargaming)
USMC Buying Structure

- 2 major buying offices (MARCORSYSCOM and USMC I&L)

- MCSC manages all weapons and IT systems, and programs in support of those areas to equip marines.

- USMC I&L manages installation and logistics for the Marine Corps: (more information can be provided by the regional contracting offices)

- Key things to remember when doing business with the USMC:
  - Understand your customer
  - Provide a solution (not just what you do or sell)
  - Show us how we can get to you in an efficient manner when needed
“Supporting the Marine warfighter utilizing small business capabilities and technology solutions”

MCSC OSBP MISSION:

“To support the Commandant’s mission of supporting the warfighter while ensuring that the Command maintains a successful Small Business Program through providing opportunities for Small Business Concerns to assist the Marine Corps Systems Command and PEO LS in meeting its warfighting missions.”

MCSC OSBP VISION:

“The Small Business Program promotes acquisition opportunities where small businesses can best support the needs of our Marines and Sailors. Through policy, advocacy and training, we foster industry innovation, technology development, and the acquisition of quality products, services, and solutions from small business providers. Our vision is to ensure small businesses are the first option in the acquisition planning process.”
### Areas Where Industry Can Help

#### GROUND COMBAT ELEMENT SYSTEMS (GCES)
Program Managers: Infantry Weapons | Infantry Combat Equipment | Fires
- Lighter and flexible body armor/plates
- Manned-unmanned teaming technologies
- Flame-resistant fabrics
- Sensors
- Cold-weather boot
- Extended-range loitering munitions

#### LOGISTICS COMBAT ELEMENT SYSTEMS (LCES)
Program Managers: Engineer Systems | Supply & Maintenance Systems | Ammunition
- Water purification for the platoon level
- Ruggedized common solar panels
- Mobile and hybrid power sources
- Fluid analyzer (oil, transmission, hydraulic and hub differential)
- Multi-caliber match ammo
- Lightweight ammunition packaging

#### COMMAND ELEMENT SYSTEMS (CES)
Program Managers: Intelligence Systems | Command & Control Systems | Communications Systems
- Cyber security
- Reduce size, weight and power
- Signature control
- Converging capabilities
- Next-generation SATCOM

#### SUPPORTING ESTABLISHMENT SYSTEMS (SES)
Program Managers: N&I | Apps | CS3 | Wargaming | Cyber Ops
- Modeling and Simulation (M&S) Tools
- Wargaming Capability (WGC) Integrated Prototyping
- Secure Automation for Application Development and Hosting
- Software Defined Networking (SDN)
- Best Practices for Automation of Complex Networks
- Zero Trust Networking
- Event Management and SIEM Tools/Integration
TRAINING SYSTEMS (TRASY)
Team Leads: Individual Training Systems | Collective training Systems | Range Training Systems
► Augmented and virtual reality
► Force-on-Force training systems
► Standard and nonstandard training systems
► Contact: PMTRASYS@usmc.mil
► Team Orlando - www.teamorlando.org

Global Combat Support System-Marine Corps (GCSS-MC)
► Migrate GCSS-MC/LCM into the CLOUD
► Conduct rapid inventory of warehouse and yard items
► Deployable apps

MARINE CORPS TACTICAL SYSTEMS SUPPORT ACTIVITY (MCTSSA)
► Amphibious vehicle testing
► Tactical support equipment
► Contact: MCTSSA-PAO@usmc.mil

MARINE CORPS RAPID CAPABILITY OFFICE
Rapidly develops and delivers operational prototypes that increase operating forces’ survivability and lethality, and informs requirement development and investment planning.
► MCWL needs
► MCWL Booth #1647
The Joint Light Tactical Vehicle (JLTV) began fielding in February 2019 to SOI-West. IOC, followed by FOT&E, is planned for later this summer, pending delivery to II MEF, 3d Bn 8th Marines.

The Amphibious Combat Vehicle (ACV) 1.1 met ACV 1.2 requirements during testing, enabling nomenclature change to ACV Family of Vehicles. First LRIP delivery planned for mid-summer 2019.

Ground Air Task Oriented Radar (G/ATOR) Block 1—supporting air defense and surveillance capabilities—reached IOC in February 2018. Block 2—supporting counter-fire and counterbattery missions—reached IOC in March 2019.

Ground Based Air Defense – Several GBAD systems are currently in use by Marines, including L-MADIS (pictured) and the Compact Laser Weapons Systems (CLaWS) prototype.

Fielding of the Common Aviation Command and Control System (CAC2S) is planned for this summer and fall.

The bulk of the new P-19R vehicles have been fielded across I and II MEF, and will be fielded to III MEF this summer.
MCSC Contracts Directorate currently supports:

- Four portfolio managers and two direct reporting program management offices
- Two program executive offices (PEO LS and PEO EIS)
- Two ACAT IC, one IAC and one BCAT program
- One ACAT III, one BCAT IIIA, 33 ACAT IV and 85 AAPS programs
- 26 pre-ACAT and supporting 258 post-ACAT programs
- Marine Corps Tactical Systems Support Activity and Amphibious Vehicle Test Branch

MCSC External Customers:

- USMC Training and Education Command
- Technology Services Organization
- USMC Warfighting Lab
- USMC Rapid Capability Office
Prime vs Subcontracting

Prime Contracts
- Award directly from MCSC
- Potential for set-aside when market research supports
- Respond to RFIs to show how you can benefit
- Engage in command forums for businesses to include roundtables, tech demos and innovation symposiums

Subcontracts
- Many opportunities coming from major primes OSBP can provide list of regular primes and what they might be looking for.
- Contracts over $700K to other than small business require subcontracting plans
- Understand the need and specify if you are interested in subcontracting work so the OSBP can link you to the prime subcontract manager POC
- Know the programs you can use as an entry point (Mentor Protégé, socio-economic achievements, specialized technology related to the work, etc.)
► Other Transaction Authority (10 U.S.C. 2371b)
  ▶ Consortium Management Group
    • C5 - Consortium for Command, Control, and Communications in Cyberspace
    • CEED - Consortium for Energy, Environment and Demilitarization
  ▶ MCSC is also working individual agreements directly with industry
► Procurement for Experimental Purposes (10 U.S.C. 2373)
  ▶ Intent is similar to OTA 2371b
    • Items for experimental and testing purposes
    • Purchase may be made by contract or otherwise with limited or no competition
► Prize Challenges
► DoN/USMC category management initiative and required consideration of use of SeaPort
► SBIR/STTR: Small Business Innovative Research and Small Business Technology Transfer
  Research Project to help grow and develop innovative early stage business with Marine-specific technologies
► RIF: Rapid Innovation Fund (prototype rapid transition to force type requirements)
► CRADA: Collaborative research vehicle allowing for sharing of technologies in research related efforts between USMC and industry (no funding provided)
► Primary Immediacy Agreement (EPIC): Embedded Partnership Intermediary—a subsidiary office of Montana State University, using non-FAR based contracting (via Montana Contracting Laws). Help bring in new technology to the USMC
Increasing dialog with industry

- Small business roundtables
- Command Small Business Day
- Modern Day Marine
- One-on-one meetings with industry
- Increase knowledge of HUBZONE and women-owned small business community
- Innovation Symposium (PfM SES)
- Technology demos and experiments
- Greater usage of DoD mentor protégé program pending reauthorization
OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

The Marine Corps Systems Command Office of Small Business Programs is the gateway for small businesses. This includes veteran-owned, service-disabled, HUBZone, small disadvantaged, and women-owned small businesses. Small business and a competitive, healthy industrial base are vital to the long-term success and affordability of the Department of the Navy as well as our national security.
Recommended Contract Vehicles

1. SeaPort-nxg

2. NASA SEWP V (IT related requirements)

3. GSA Schedule Contracts

4. GSA Stars II Schedule Contracts

5. Small Business set asides outside of SeaPort-nxg

6. All Other GWAC / DWAC contract vehicles that MARCORSYSCOM can utilize