


ACC KU Full-Spectrum C LTC Jonathan



Heavy Equipment Transporter vehicles line up at Camp Arifjan, Kuwait, to prepare to convoy north through Iraq. (U.S. Army photos by LTC Jonathan D. Long, Chief, Contract Operations, ACC KU.)

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The U.S. Army Contracting Command-Kuwait (ACC KU), commanded by LTC Doug Kiser under the 408th Contract Support Brigade (CSB), Camp Arifjan, Kuwait, is teamed with the U.S. Army Sustainment Command (ASC) Acquisition Center CONUS-based Contracting Reachback Cell (CRBC) at Rock Island, IL, to provide contracting support for requirements exceeding \$1 million. Most of these requirements consist of logistical services; however, supplies are included as well. The ACC KU has awarded approximately \$105 million for FY08 that is divided between supplies (65 percent) and services (35 percent). The multimillion-dollar reachback requirements are in addition to the normal workload managed by the Contract Operations Division.

Approximately \$5.4 billion in logistical support and supply requirements have already been transitioned to the CRBC since last year, and another \$177 million has transitioned since February 2008. However, the ACC KU reachback team, led by contracting officer Amber Thompson, is not done yet. The team, working with U.S. Army Central Command (ARCENT), 1st Theater Sustainment Command, and Area Support Group (ASG) customers, as well as U.S. Army Materiel Command logistic support officers, have identified additional 10 large-dollar requirements that potentially add another \$150 million in requirements worked through the reachback process.

The ACC KU remains clearly focused on its customers.

Why Reachback?

The ASG area of operations (AOR) in Kuwait is dispersed among numerous base camp locations. Although the locations are separated by as much as 160 kilometers (km) or as little as 5 km, the logistical services and supplies to operate and maintain a camp are the same. All camps require tents, power generation, latrine/shower services, bulk water provision and removal, cleaning services, office automation, and office infrastructure support. In the past, individual contracts were negotiated and awarded for individual camp locations. However, the increased costs associated with conducting these numerous procurements and then managing the invoicing, payment, performance, follow-on

funding, and awards proved to be both costly and personnel intensive. The trend in contingency contracting has been to move toward enterprise solutions, taking the complete requirements from a macro level for the AOR. The intent is through competition to reduce overall cost of performance and at the same time reduce the administrative costs resulting from managing fewer contracts.

How the Process Works

As mentioned, the nature of the services and supplies is very similar for most camps in Kuwait. All camps require power generators and tents. The process works like this: the ACC KU team compiles the baseline for contracts currently in place to provide power generation. A baseline example would be 10 separate contracts each funded individually and having their

Armored Security Vehicles and up-armored High-Mobility Multipurpose Wheeled Vehicles equipped with the latest improvised explosive device countermeasures wait for the call forward to provide security for convoy operations throughout Kuwait and Iraq.



ACC KU is engaged in solving contractor problems in the field. Here, from left to right, Sajeev Alex, Al-Thurya General Trading Co., discusses requirements with 4th Sustainment Brigade representatives MSG Barbara Perry, MAJ Emily Stoffel, and SGM John Russell. TSGT Jason Berberick, U.S. Air Force, and Jon Martel, Reachback Team Contract Specialist, discuss the cleaning and pallet repair work in progress.



own contractor and period of performance. Next, this information is reformatted into a baseline statement of work (SOW) drawing from the existing SOWs in place and provided to the ASG customer and the Logistics Civil Augmentation Program (LOGCAP) specialists working the requirement. The customer validates the requirements while the LOGCAP specialists assist the customer in generating a revised Independent Government Estimate of Cost, which then is crafted into a requirement packet that is reviewed through the local ARCENT requirements approval process for funding. Once the consolidated requirement is approved and funded, the ACC KU reachback transition process is launched through a memorandum of agreement (MOA) from the ACC KU Commander to 408th CSB Commander COL Joes Bass, who completes an MOA with Mike Hutchison, Deputy Director, ASC Acquisition Center.

The Way Ahead

While the reachback validation process for the remaining 10 candidates requires intense coordination with the ASG and logistics support officers, ACC KU contracting teams continue to award from 20 to 30 new actions weekly. The command receives between 15 and 20 new requirements per week and, although most fall below \$300,000, neither the importance of the requirements to the customer nor the amount of acquisition work required to put contracts in place are any less. The standard for the 408th CSB and ACC KU is to award a competitive contract within 30 days and, in most cases, it is much less.

The ACC KU remains clearly focused on its customers. Whether it is working multimillion-dollar requirements along with its CRBC teammates through the reachback process, or

working simplified acquisitions in Kuwait, the ACC KU provides immediate logistical services and supplies. The focus is on providing full spectrum contract support.

LTC JONATHAN D. LONG is the Chief, Contract Operations, ACC KU. He holds B.S. degrees in business and fine arts from Lewis and Clark College and an M.B.A. in marketing management from the Claremont Graduate University. Long is a U.S. Army Command and General Staff College graduate and is certified Level III in contracting, Level II in program management, and Level I in quality assurance, logistics, and information technology management.