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# 주한미군 계약사령부 조달정책 소개



**kotra**

대한무역투자진흥공사

본 자료는 대한무역투자진흥공사의 소장 자료를  
국립중앙도서관이 전자책으로 구축한 것입니다.

# U.S. ARMY CONTRACTING COMMAND KOREA



**OPENING DOORS FOR OUR CUSTOMERS**



# Agenda



- Mission and Organization**
- Business Historical Data**
- Government Business Practices**
- Commodity Examples**
- Conclusion**

**Customer Service – Timeliness – Process Improvement**



## Mission



**Provide contracting support and contract administration services to all U.S. Forces in the Republic of Korea during Armistice, Contingency and war.**

**Customer Service – Timeliness – Process Improvement**



## Vision



**Provide World Class Procurement Services and Business Advice through a Professional Workforce Meeting Customers' Needs and Exceeding Expectations.**

**Customer Service – Timeliness – Process Improvement**



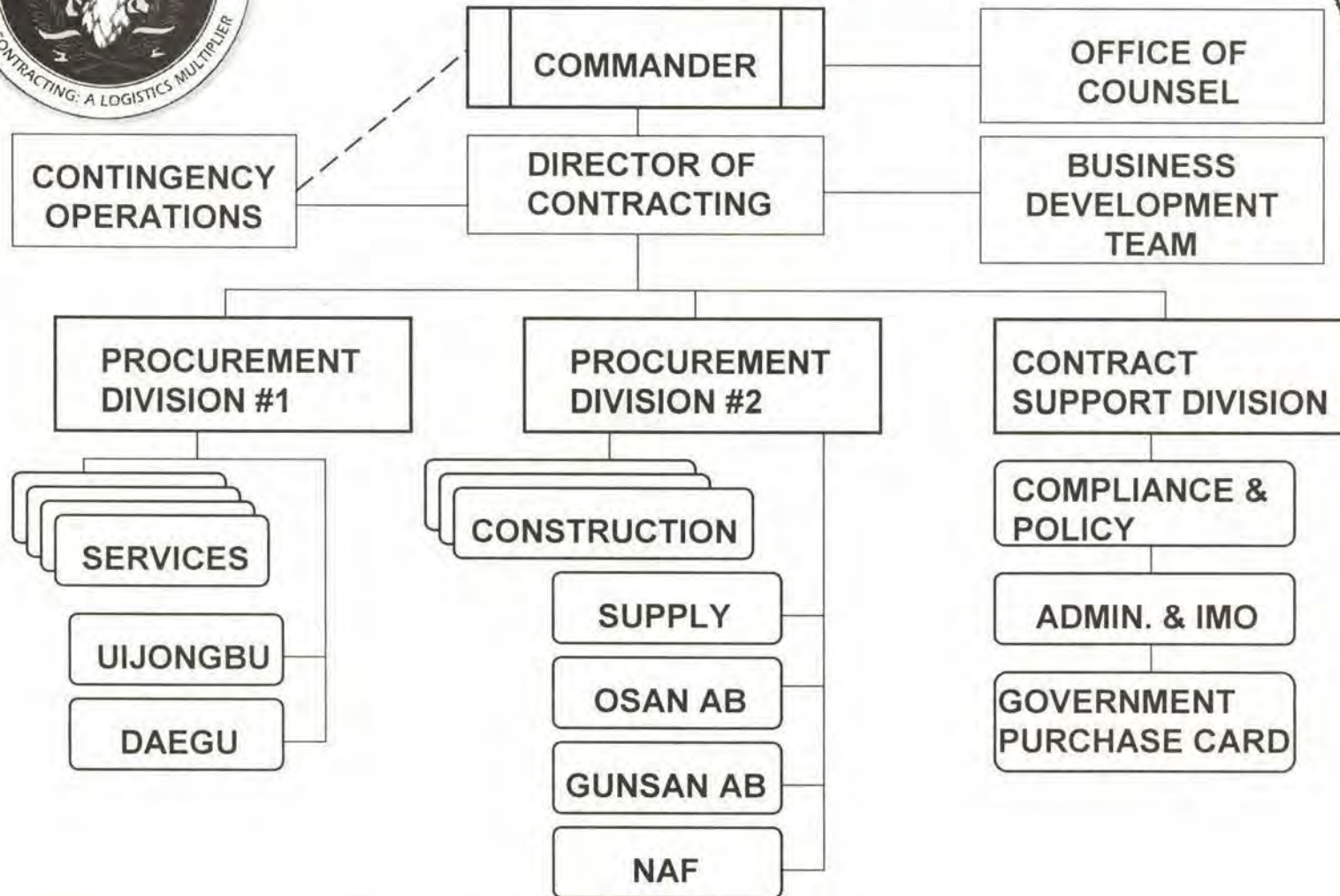
# USACCK Locations



Customer Service – Timeliness – Process Improvement



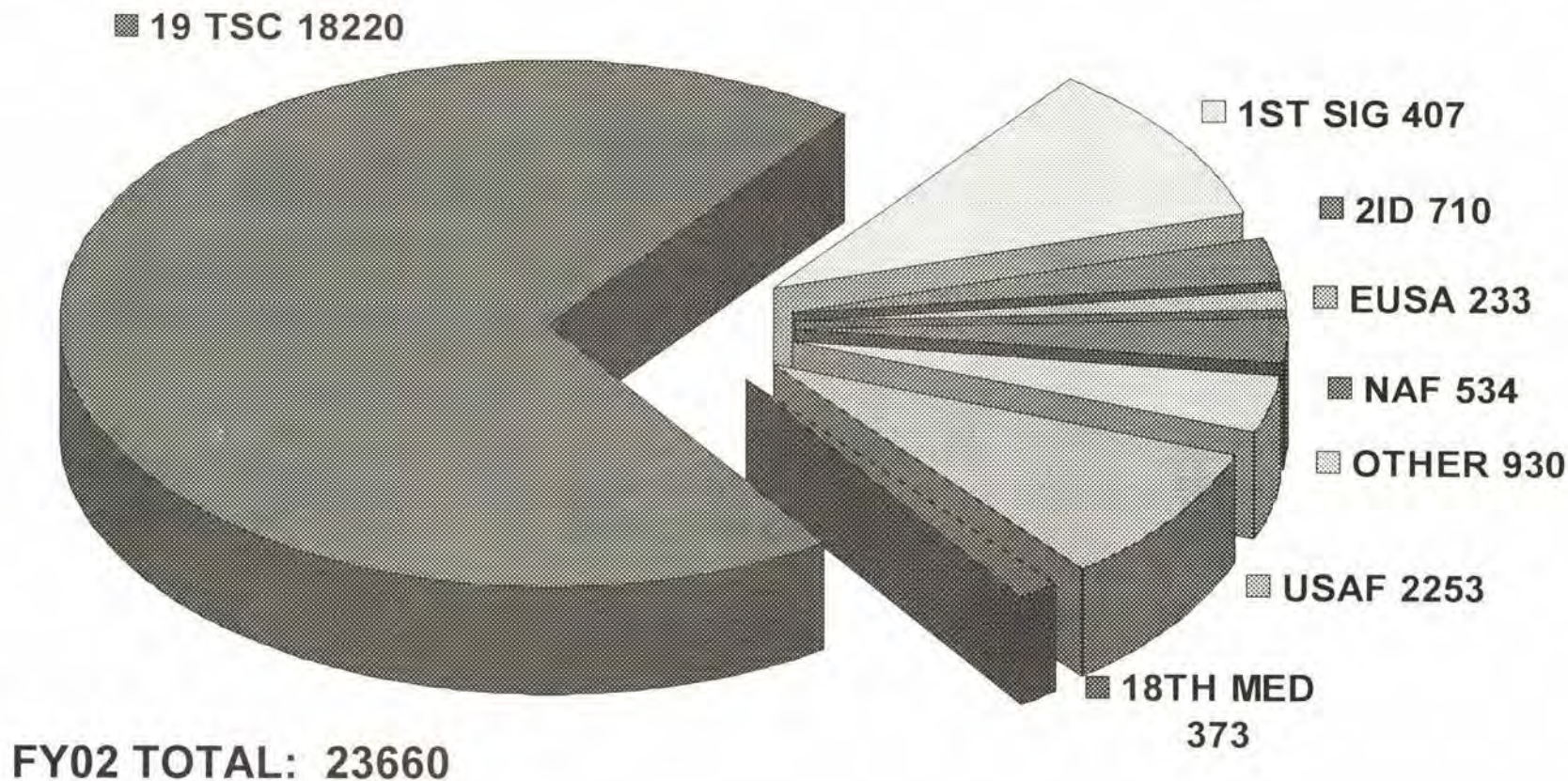
# USACCK Organization



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# Requiring Activities FY02 Contract Actions



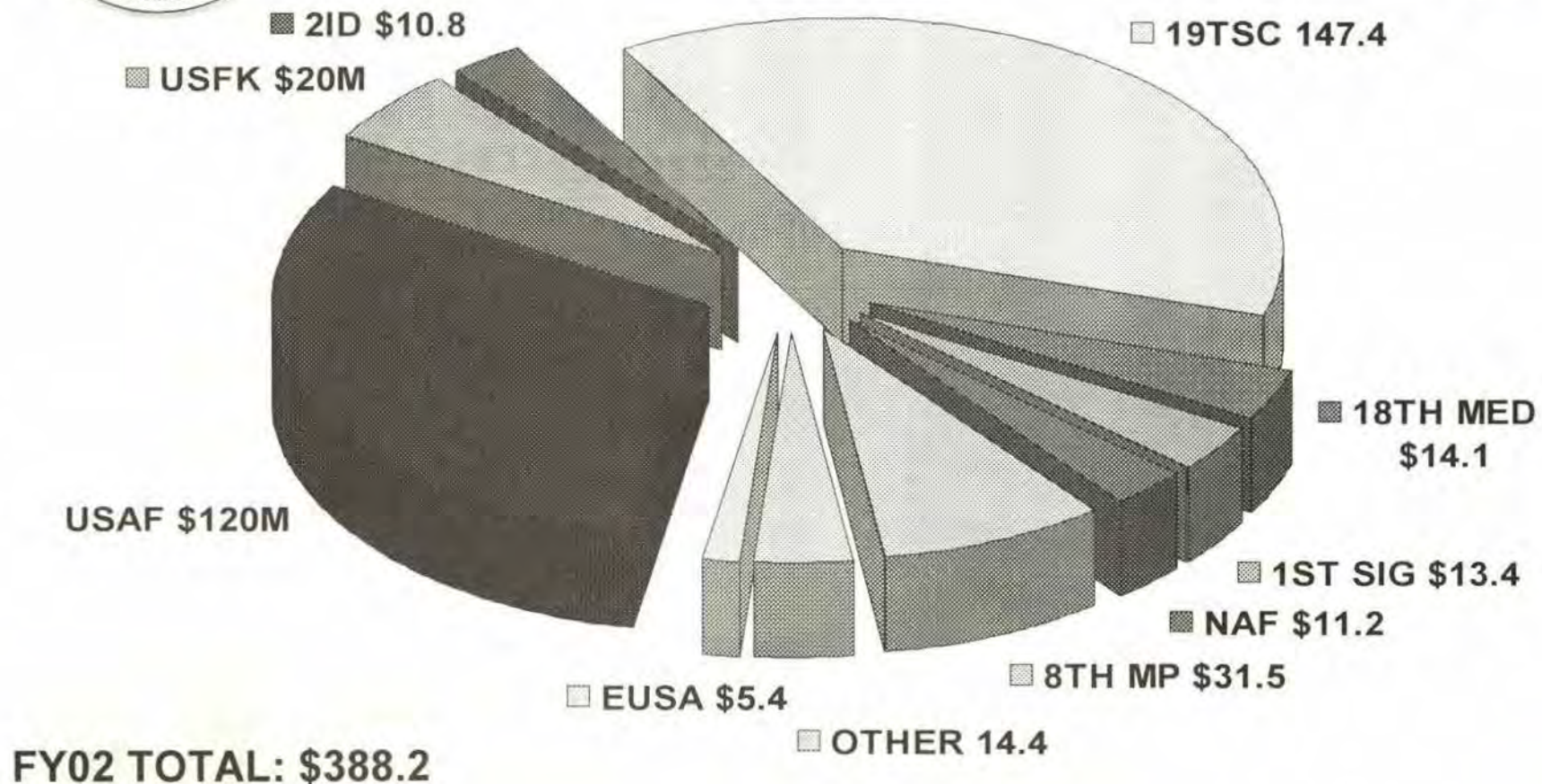
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# Requiring Activities FY02 Contract Dollars



\$Millions



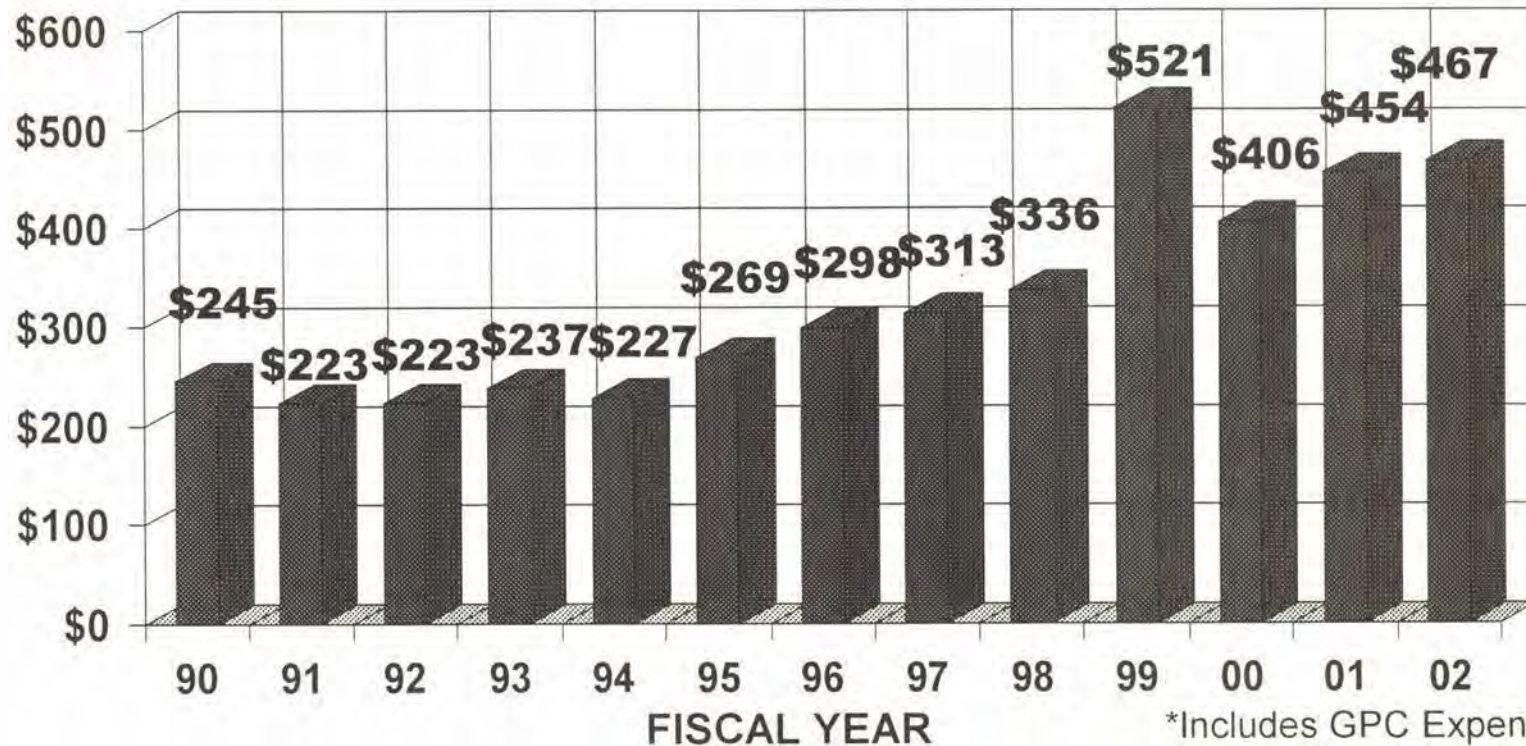
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# USACCK Procurement Total Dollars Awarded Per Year\*



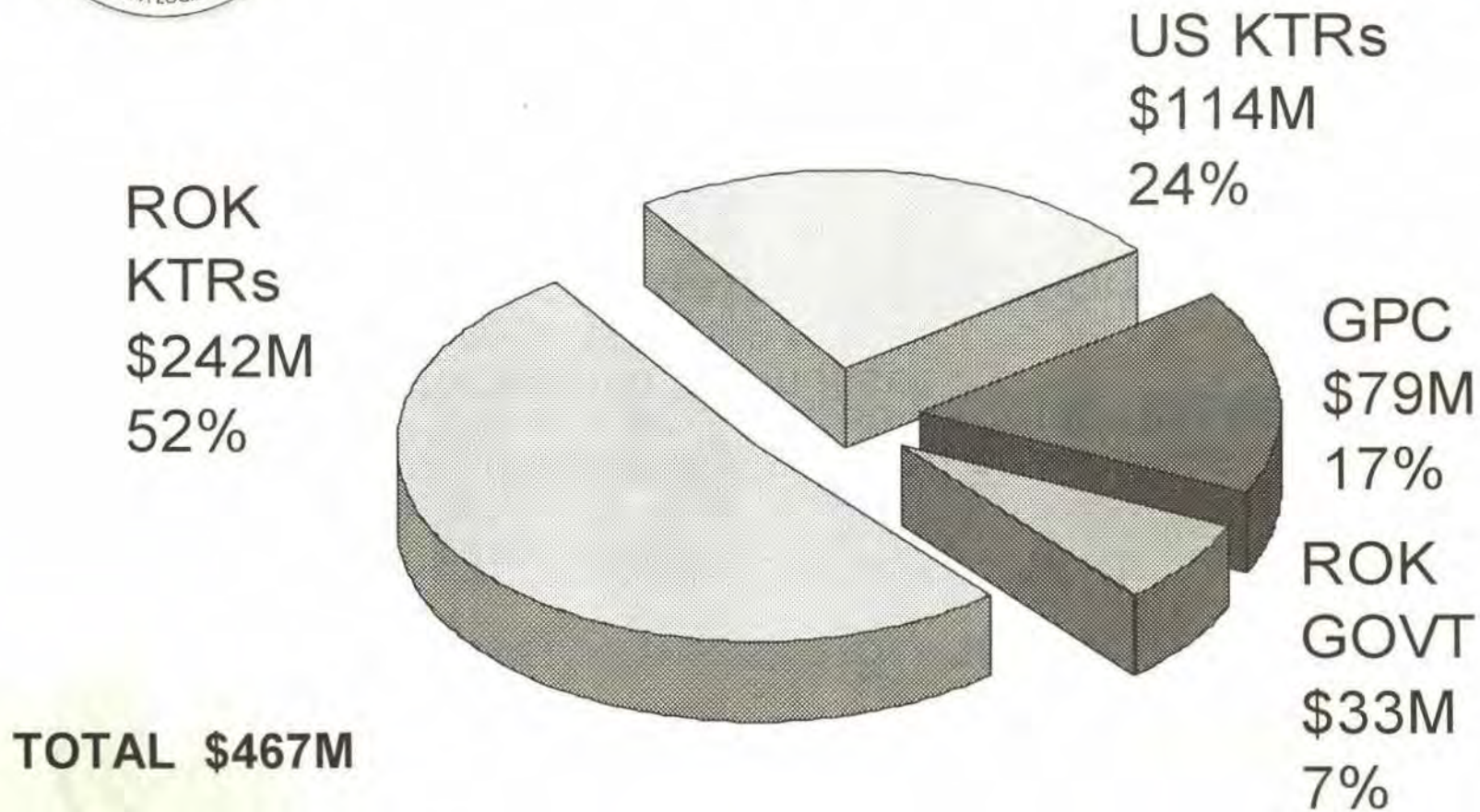
\$ MILLIONS\*



Customer Service – Timeliness – Process Improvement



# USACCK Procurement Sources (FY02)





# Government Business Practices



- Eligibility**
  - Appropriately licensed businesses
  - Reputable businesses
- Determination of Responsibility**
  - Pre-award Survey
  - Technical proposals
  - Financial
  - Past performance

**Customer Service – Timeliness – Process Improvement**



# Government Business Practices



## Laws

- Competition In Contracting Act (CICA)
- Anti-Deficiency Act (ADA)
- Prompt Payment Act

## Regulations

- Federal Acquisition Regulation (FAR)
- Defense FAR (DFAR)
- Joint Ethics Regulation (JER)

## International Agreement

- Status of Forces Agreement (SOFA)

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# Government Business Practices



## Government Customer Expectations

- Fair and reasonable pricing
- On-time delivery
- Quality products and services
- Quality control (QC)
- Safety Standards
- “Reasonable” communication in English

**Customer Service – Timeliness – Process Improvement**



# Government Business Practices



- Standards and Specifications (not all inclusive)**
  - **Environmental Protection Agency (EPA)**
  - **Occupational Safety and Health Administration (OSHA)**
  - **International Organization for Standardization (ISO)**
  - **Underwriters Laboratories (UL)**
  - **Various engineering specifications and standards**

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# Government Business Practices



## Nice to Know

- USFK is exempt from taxes.
- Proposals must be timely (“late is late”).
- All documentation and contracts are written in English. Proposals must be in English.
- No advance payments.
- Payment process is 30 days, unless discount applies.
- “Prime” contractor is held accountable for the performance including performance of sub-contractors.

**Customer Service – Timeliness – Process Improvement**



# Government Business Practices



## Best Value Source Selection

- Lowest Price
- Lowest Price Technically Acceptable (LPTA)
- Trade-off

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# Government Business Practices



## Parts of a Government Contract

- **Section B: Supplies or Services and Prices - Contract line item numbers (CLIN) with brief description, quantity, unit of issue, and price.**
- **Section C: Description and Specifications – Statement of Work (SOW) or (Performance Work Statement (PWS)).**
- **Section G: Contract Administration Data – Appropriate clauses (e.g. Fill-in banking information).**
- **Section H: Special Contract Requirements – Appropriate clauses (e.g. Work days and holidays; Tax Exemptions; etc.).**

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# Government Business Practices



- ❑ **Parts of a Government Contract (continued)**
  - **Section J: List of Documents, Exhibits and Other Attachments – Any supporting information.**
  - **Section K: Representations, Certifications, and Other Statements of Offerors – Appropriate clauses (e.g. Past performance information; Tax exemptions; etc.).**
  - **Section L: Instructions, Conditions, and Notices to Bidders – Appropriate clauses; information pertaining to proposal requirements (e.g. evaluation criteria).**
  - **Section M: Evaluation Factors for Award or Basis of Award – What will the determination for award be based on (e.g. Lowest Price Technically Acceptable; Trade-off; Lowest Price).**



# Commodity Examples

## Supply Commodities (not all inclusive)

- Audio visual equipment (e.g. close-circuit television; digital cameras; plasma displays; projectors, etc.)
- Sport equipment
- Machinery (forklifts; lawnmowers; etc.)
- Office automation (fax machines; answering machines; etc.)
- Furniture (must have a 5 year warranty)
- Carpeting (must be fire retardant per NFPA)
- Cell phones
- Appliances

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# Commodity Examples

## Services (not all inclusive)

- Environmental (e.g. remediation, hazardous material removal/disposal)
- Full food services
- Shuttle bus services
- Trucking services
- Diesel fuel automotive services
- Ground maintenance
- Installation of equipment
- Leasing vehicles and equipment
- Janitorial services
- Security guard services
- Telecommunication services

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# Commodity Examples



## Construction (not all inclusive)

- **\$750,000 limitation. Over \$750,000 and new construction is done by Corps of Engineers, Far East District**
- **Upgrades to existing building and facilities**
- **Infrastructure upgrades to roads, parking lots, etc.**
- **Renovations to office and conference rooms**
- **Roof replacement and repair**

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## How to Register

- **Website: [cckbid.com](http://cckbid.com) (termination on 30 Sep. 03)**
- **New website: <https://contracting.korea.army.mil>**
  - **CCK point of contact: Mr. Pak 0505-724-6974 or e-Mail [pakksw@usfk.korea.army.mil](mailto:pakksw@usfk.korea.army.mil)**
  - **Instructions in Korean and English**

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# Conclusion



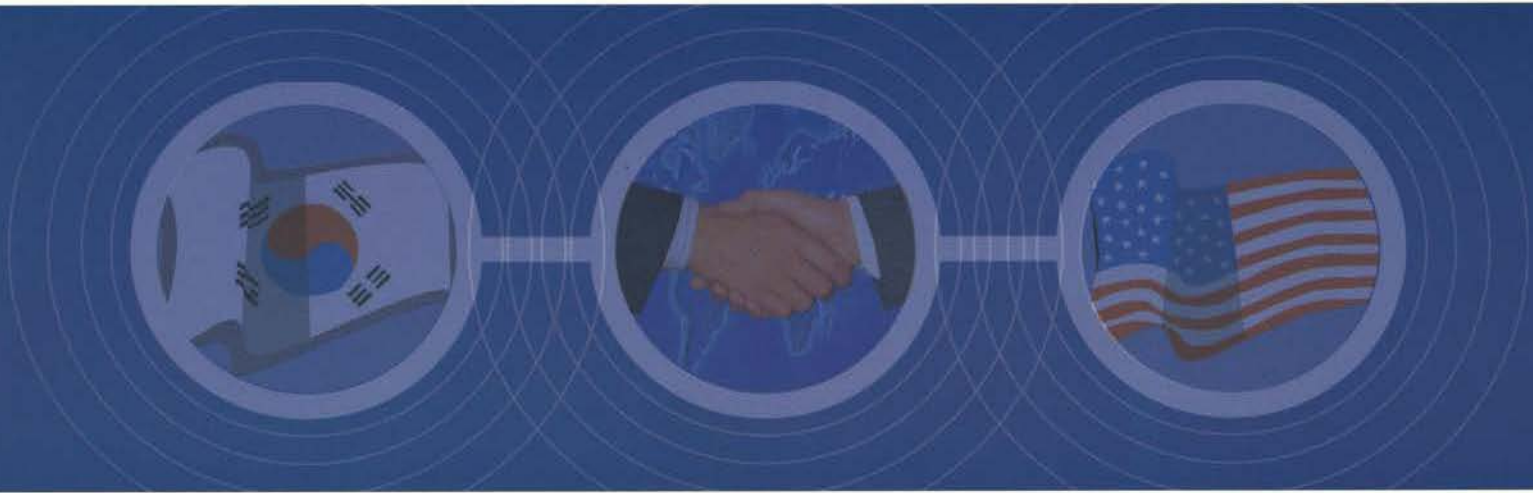
**The U.S. Army Contracting Command Korea stands ready to locally procure products and services that provide our customers with the right product, at the right time and with the best value.**

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