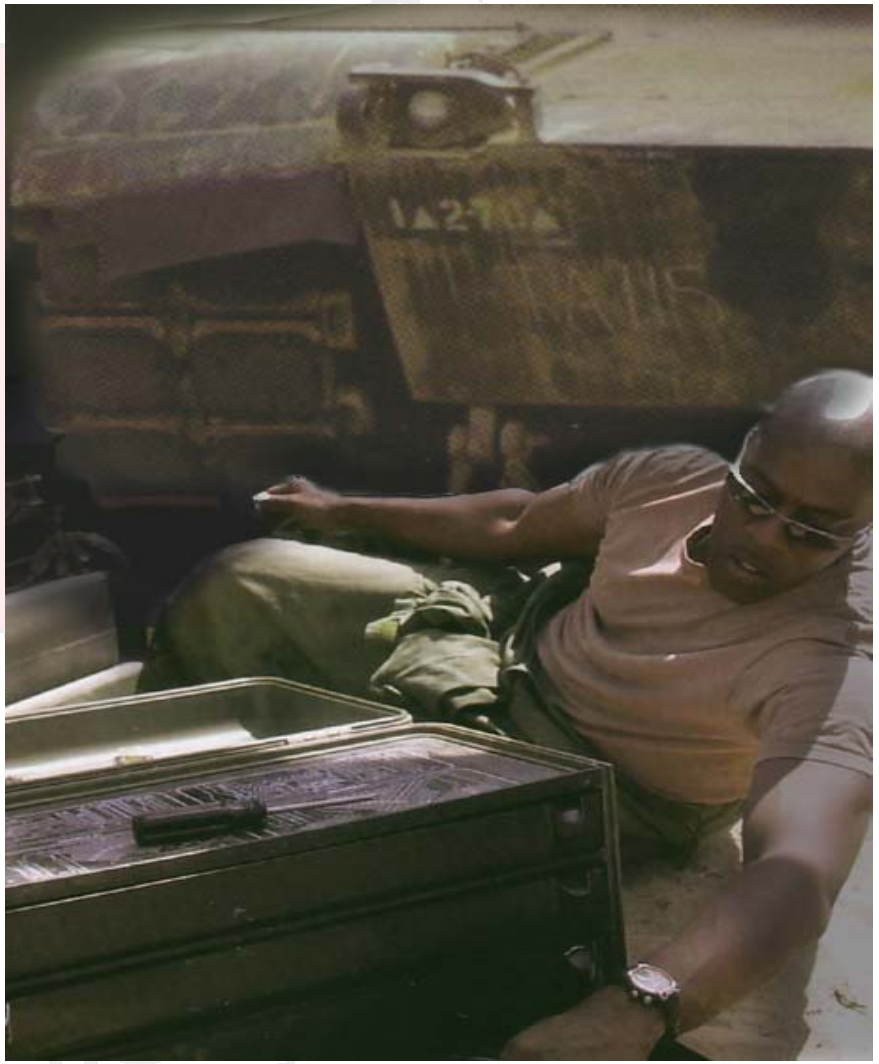
AMC SMALL BUSINESS PROGRAM
SMALL BUSINESS = SOMETHING BIG
U.S. ARMY
MATERIEL
COMMAND
GEN Paul Kern
Army Small Business
Conference
4 November 2003
ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

Where is the part to repair my tank?

Soldiers need web-based system for placing requisition orders and tracking progress of fulfillment, transportation, and delivery in theater.



Not just for repair parts!
i.e. tailored orders of Desert Camouflage Uniform (DCU)

AMC Small Business Vision

Achieving Optimum Small Business Participation by Seeking Small Business Solutions First

ESSENTIAL IN PEACE, INDESPENSIBLE IN WAR

Small Business is……

Big Business!

**** Preliminary Stats ****

AMC Small Business Program for FY 2003

Over $4.3 Billion in prime contracts to small business!

- **23 Million American small businesses**
- **Create more than 50% of industrial innovations/inventions**
- **Employ more than half of all non-farm private sector employees**
- **Generate more than 50% of U.S. gross domestic product**
- **Principle source for new jobs in the U.S. economy (60-80% during the 1990s)**
- **Represent more than 99.7% of all employers**

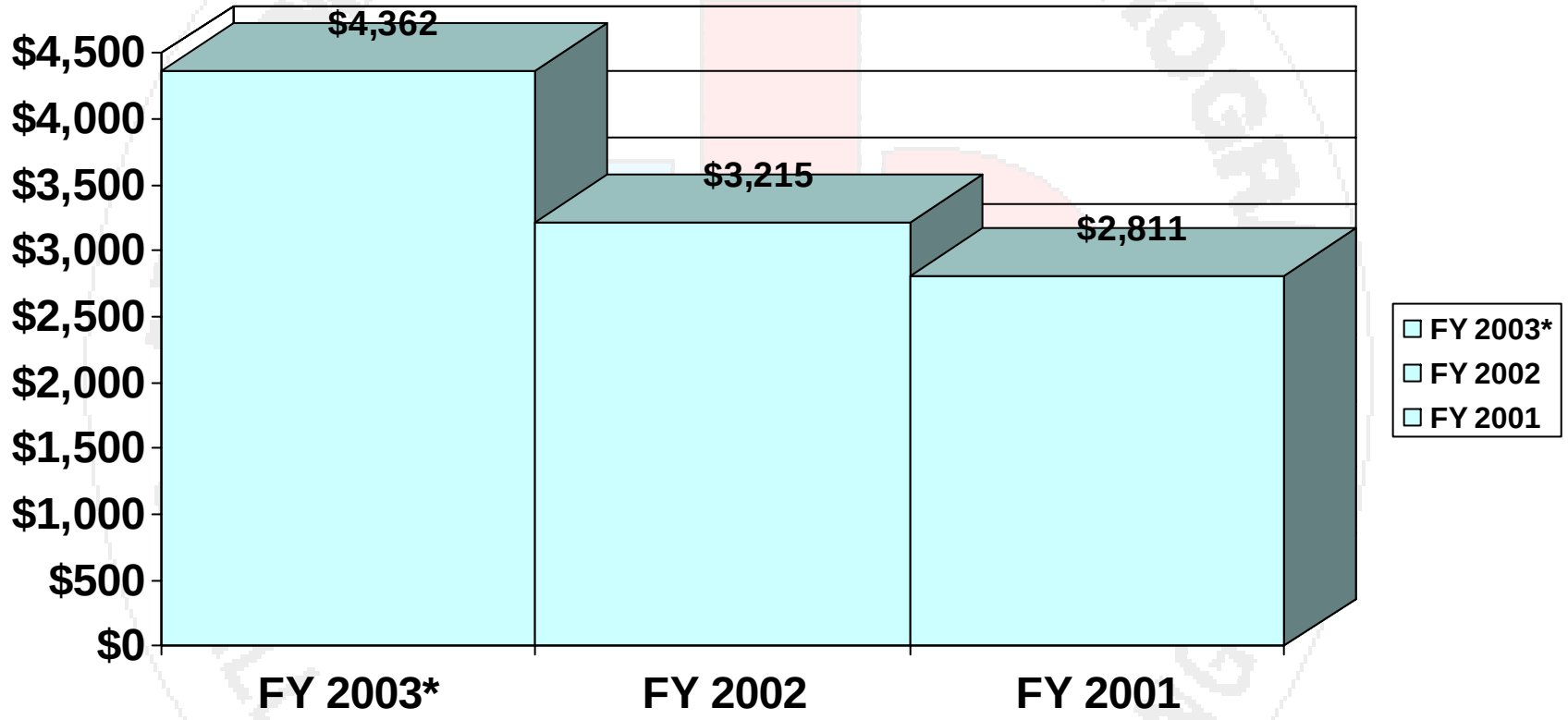
Smart Business!

- **Innovative methods to achieve cost, schedule & performance**
- **13 to 14 times more patents per employee than large firms and these patents are twice as likely to be among the 1% most cited**
- **Invented by small business:**
  - ✓ **Airplane** ✓ **Personal Computer** ✓ **Soft Contact Lenses**
  - ✓ ***Blackberry*** ✓ ***Phraselator***

ESSENTIAL IN PEACE, INDESPENSIBLE IN WAR

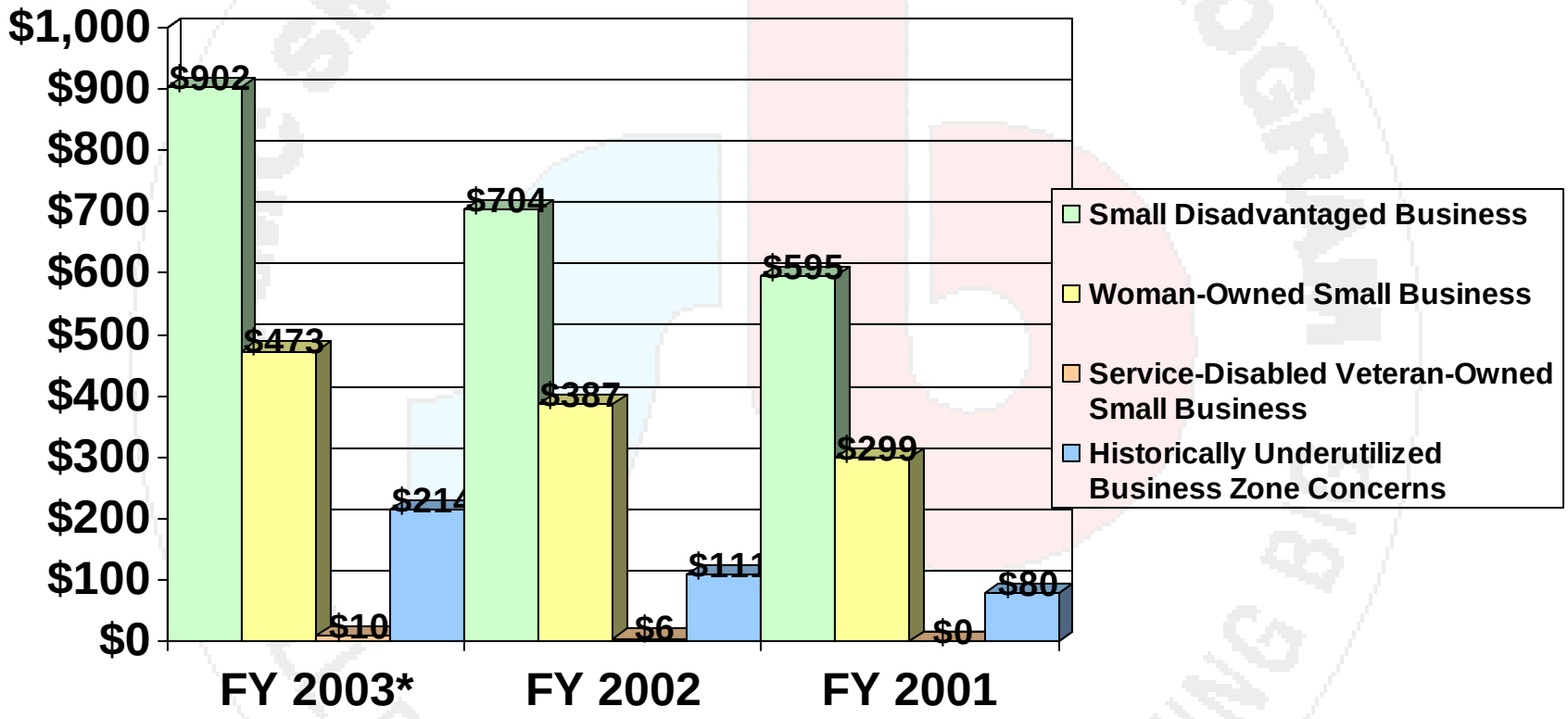
Source of employment and patent information – SBA Office of Advocacy "Small Business by the Numbers", May 2003

AMC Small Business Program Obligations in Millions



*preliminary as of 26 Oct 03

AMC Small Business Program Obligations in Millions



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Facing the Future…
Together