



# **Continuing Opportunities for Small Business**

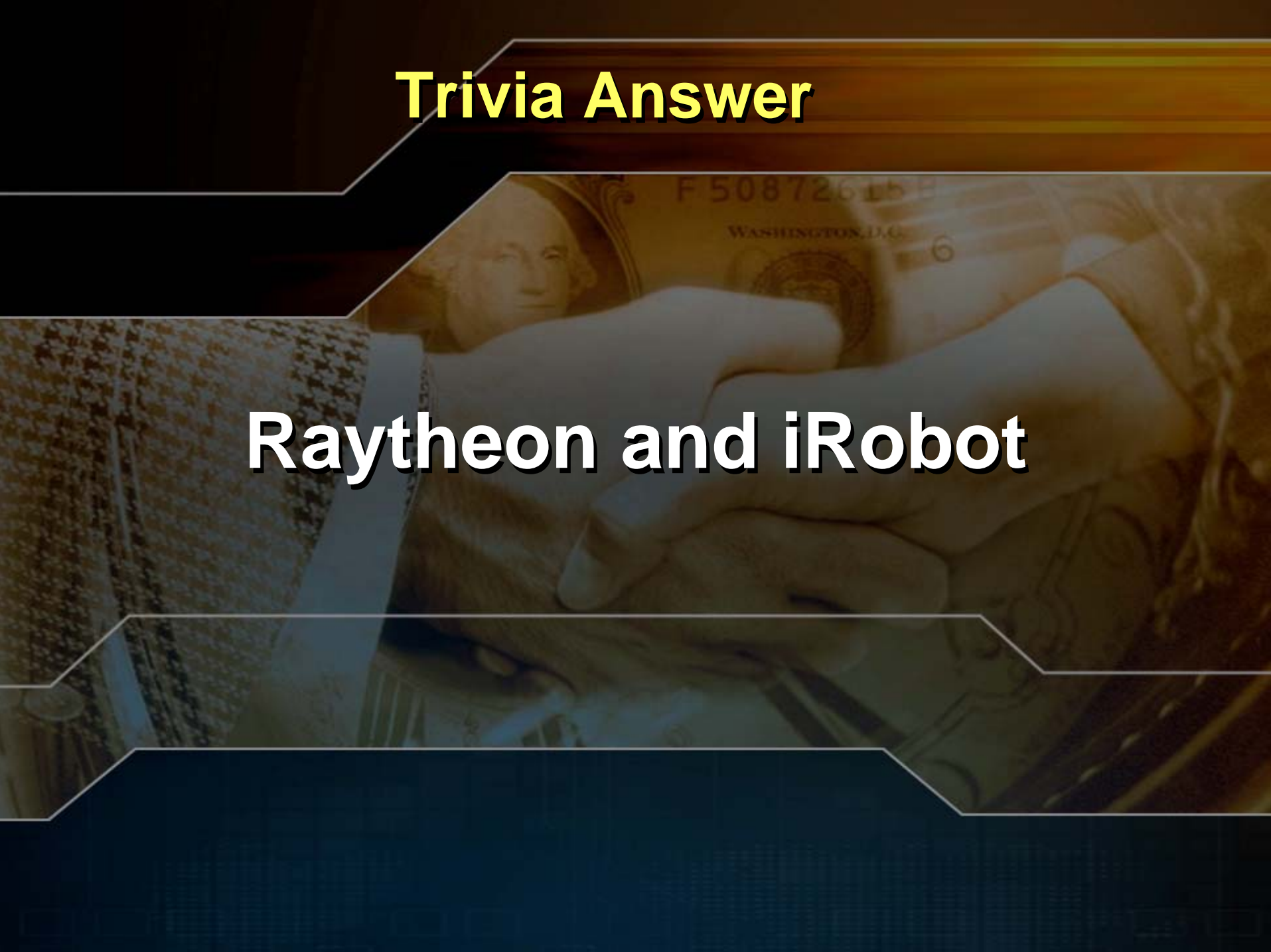
## **EIGHTH ANNUAL SMALL BUSINESS CONFERENCE**

**The Honorable Claude M. Bolton, Jr.  
Assistant Secretary of the Army  
(Acquisition, Logistics and Technology) and  
Army Acquisition Executive  
November 16, 2004**

## Trivia Question

**After 9/11 at Ground Zero,  
Two of the First Responders From  
the Defense Industry Came From  
Very Different Corporate Entities.  
Can You Name Them?**

# Trivia Answer

A close-up photograph of a hand holding a stack of US dollar bills. The bills are slightly out of focus, but the portrait of George Washington on a \$1 bill is visible. The background is dark and textured, possibly a wall or a piece of fabric. The overall tone is warm and golden.

**Raytheon and iRobot**



# Challenges

- **Provide the Soldier**
- **Right Product**
- **Right Time**
- **Right Place**
- **Right Price**
- **Focus Areas**
- **Programs**
- **People**
- **Production**
- **Improvement**

# The Stryker Success Story

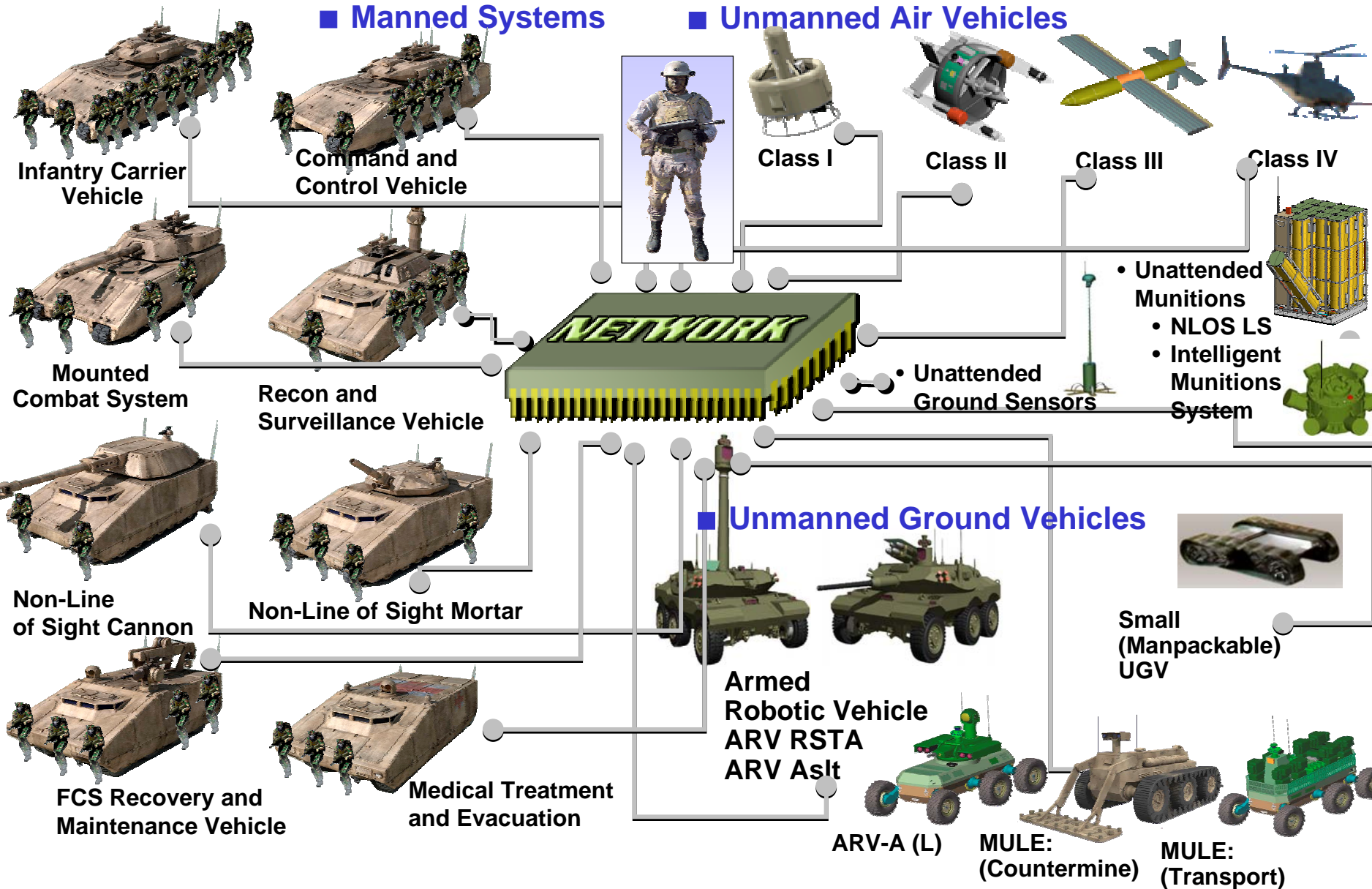




# Future Combat Systems

## Manned Systems

## Unmanned Air Vehicles



Infantry Carrier Vehicle

Command and Control Vehicle

Mounted Combat System

Recon and Surveillance Vehicle

Non-Line of Sight Cannon

Non-Line of Sight Mortar

FCS Recovery and Maintenance Vehicle

Medical Treatment and Evacuation

Class I

Class II

Class III

Class IV

## Unmanned Ground Vehicles

Armed Robotic Vehicle  
ARV RSTA  
ARV Aslt

ARV-A (L)

MULE:  
(Countermine)

MULE:  
(Transport)

- Unattended Munitions
- NLOS LS
- Intelligent Munitions System

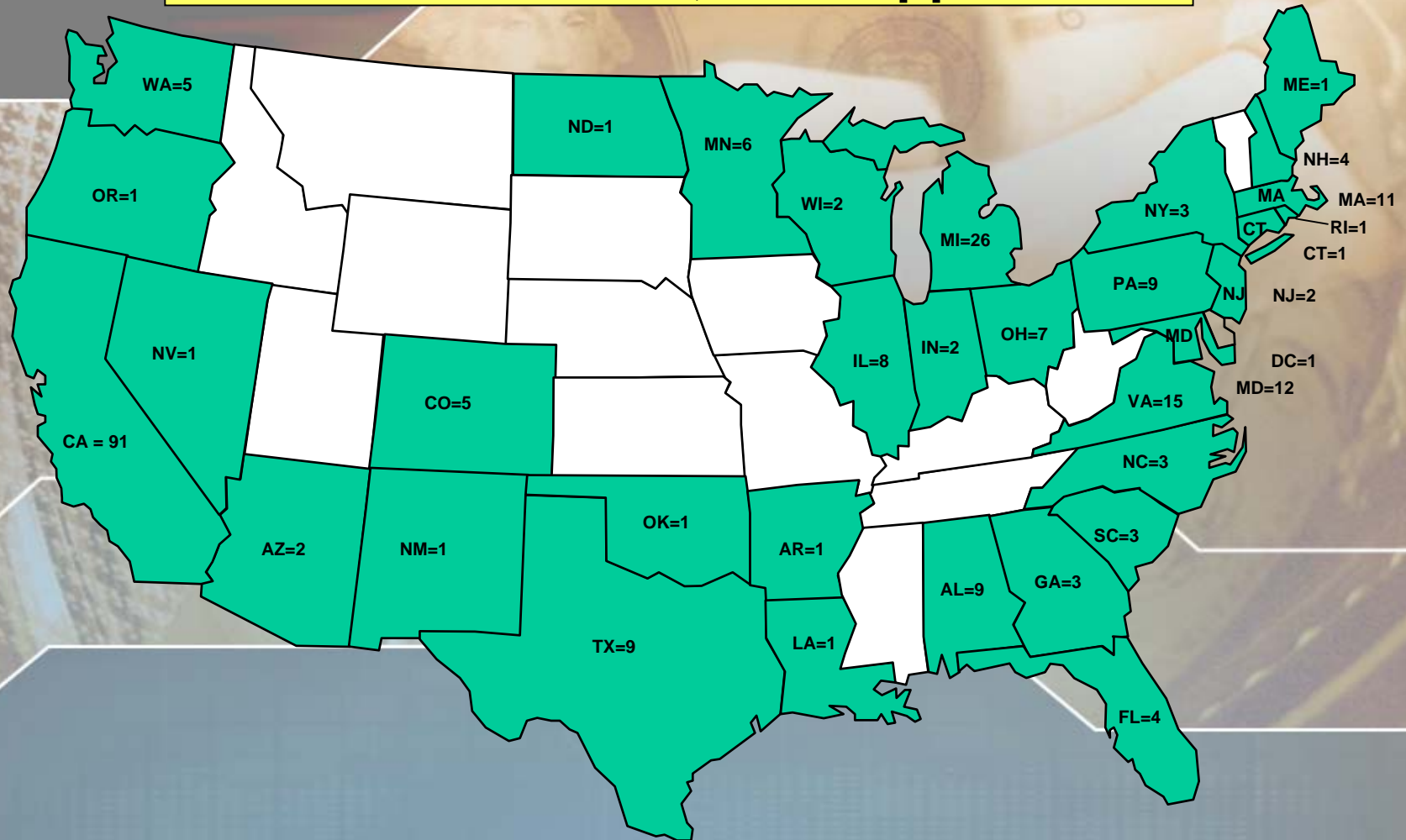
- Unattended Ground Sensors

Small (Manpackable) UGV

# Future Combat Systems LSI and Partner Small Business Suppliers

(as of 11/11/04)

**33 States + D.C.; 252 Suppliers**



# Small Business Summary

## Performance to Goals\*

IPT	Advocacy Support	SB 17.50%	SDB 3.50%	WOSB 2.50%	HUBZSB 0.30%	VOSB 1.50%	SDVOSB 0.20%
Unmanned (UAV, UGV)	G	44.97%	0.00%	7.52%	0.00%	18.51%	0.00%
Logistics	G	46.97%	0.00%	19.12%	0.00%	0.00%	0.00%
C4ISR	G	55.95%	2.05%	45.58%	0.00%	1.94%	0.50%
Training	G	46.53%	29.13%	0.00%	3.70%	17.00%	16.65%
MGV	G	75.89%	0.00%	0.07%	3.88%	0.24%	0.00%
LSI	G	11.26%	2.27%	1.19%	0.07%	4.87%	1.94%
<b>Total Program</b>	<b>G</b>	<b>17.31%</b>	<b>2.28%</b>	<b>5.42%</b>	<b>0.16%</b>	<b>4.61%</b>	<b>1.80%</b>

Criteria:		>= Goal
		< Goal and >= 60% of goal
		< 60% of goal

\*Notes: 1) Data as of March 31, 2004 bi-annual cutoff.  
2) Next data cutoff is Sept. 30, 2004; reported in Nov. 2004



# Things On My Mind

## How Do We Know We Are Meeting The Spirit and Intent of The Law?

- **DD Form 350**  
**Individual Contracting Action Report**
- **DD Form 1057**  
**Monthly Summary of Contracting Actions**

# Army Prime Contract Awards

	DOLLARS (M\$)		NAT'L GOAL		% ACHIEVED	
	FY03	FY04	FY03	FY04	FY03	FY04
<b>US Business</b>	\$48,576	\$55,255				
<b>Small Business</b>	\$13,596	\$15,422	23.00%	23.00%	28.00%	27.90%
<b>Small Disadvantaged Business</b>	\$4,268	\$4,980	5.00%	5.00%	8.80%	9.00%
<b>Women-Owned SB</b>	\$1,815	\$2,025	5.00%	5.00%	3.70%	3.70%
<b>HUBZone Small Business</b>	\$1,405	\$1,571	3.00%	3.00%	3.00%	2.80%
<b>Service Disabled Veteran-Owned SB</b>	\$100	\$228	3.00%	3.00%	0.20%	0.40%

# Things On My Mind

## Are We Better Off Today Because of Small Business?

- More than 25 million small businesses in America
- Supplied over 23 percent of the total value of federal prime contracts in FY 2003
- Produced 13 to 14 times more patents per employee than large patenting firms
- Employs 39 percent of high tech workers



# Trivia Question

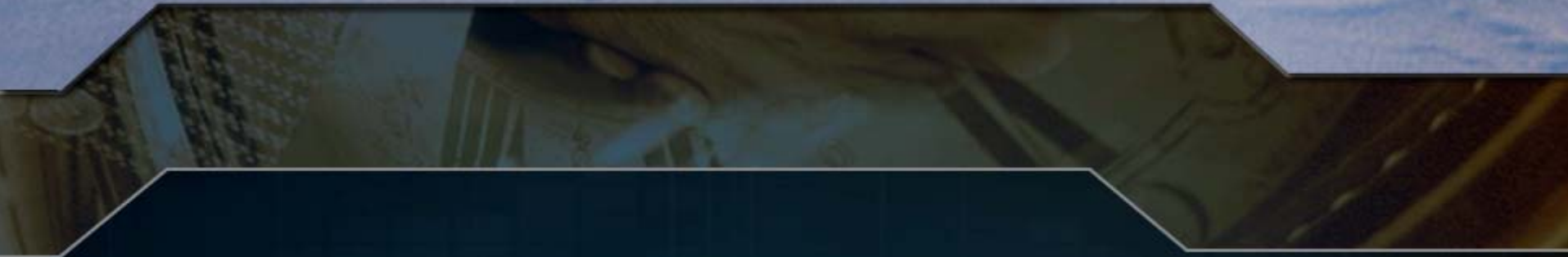
**What Major U.S. Defense Firm Started with a 21-Person Payroll?**

# Trivia Answer

A hand holding a stack of US dollar bills, with a close-up of a \$100 bill featuring Benjamin Franklin. The background is a dark, textured surface with a grid pattern.

**The Boeing Company**

# SpaceShipOne







**Another Small Business  
With  
A Large Future**





# 33 States and D.C , 133 Districts

## *Alabama*

CD 2 – S – Navigator Development Group Inc.  
CD 5 – WOSB – Sea Wire & Cable Inc.  
CD 5 – S – VMIC  
CD 5 – SDB – Colsa Corporation  
CD 5 – S – Dese Research Inc  
CD 5 – WOSB – 3D Research Corporation  
CD 5 – SDB/VOSB – All Points Logisitics  
CD 5 – WOSB – Byte Size Incorporated  
CD 5 – S – Dynetics Incorporated

## *Arkansas*

CD 4 – S – National Technical Systems

## *Arizona*

CD 5 – S – Embedded Plus  
CD 5 – SDB – Scientific Monitoring Inc.

## *California*

CD 4 – S – British Steel International  
CD 5 – S – Gene Brennan  
CD 6 – WOSB – GC Micro Corp  
CD 7 – S – Applied Poleramic  
CD 7 – VOB – Fiber Plus Inc.  
CD 9 – S – Gasket Specialties Inc  
CD 12 – S – San Francisco Export Packing Corp  
CD 12 – VOSB – Ares Corporation  
CD 13 – S – Diamond Systems Corp.  
CD 13 – S – Howard Wire Cloth  
CD 13 – S – Parachute Packaging Corp  
CD 13 – S – Elma Electronic Inc.  
CD 13 – S – Truetel Technologies Inc.  
CD 14 – S – Bluecoat  
CD 14 – S – Meta Integration Technology  
CD 14 – S – D&D Consulting  
CD 14 – VOSB – NDT Laboratories Inc  
CD 14 – S – Prototype Plus Inc  
CD 14 – S – SC Solutions Inc  
CD 14 – WOSB – Stellar Solutions  
CD 14 – S – Trolltech Incorporated  
CD 14 – S – Veritas  
CD 14 – S – Real-time Innovations Incorporated  
CD 15 – S – Barker Tool & Supply  
CD 15 – S – Bess Testlab Inc  
CD 15 – S – Gilbert Spray Coat

## *California (cont.)*

CD 15 – S – Network Meeting Center  
CD 15 – WOSB – Ron Witherspoon Inc  
CD 15 – WOSB – Wess-Del Incorporated  
CD 15 – WOSB – Software Engineering Inc  
CD 16 – S – Foundry Networks  
CD 16 – S – Imagine That  
CD 16 – S – Grainger  
CD 16 – S – Kearney Pattern Works & Foundry Inc  
CD 16 – S – Millcraft Mfg  
CD 16 – S – WebEx Communications  
CD 16 – S – Centric Software Incorporated  
CD 17 – WOSB – Monterey Electronics  
CD 17 – S – T&D Grinding Company  
CD 18 – S – Loshier Engineering  
CD 22 – S – Mal Associates Inc  
CD 23 – S – Control Point Corp  
CD 24 – S – Ixia  
CD 26 – S – Parasoft Corporation  
CD 27 – S – High Temp Metals  
CD 27 – S – Abacus Programming  
CD 28 – S – Quallion LLC  
CD 30 – WOSB – Sierra Software  
CD 30 – S – Techfinity Incorporated  
CD 30 – WOSB – Demicom  
CD 32 – S – Graphite Master  
CD 33 – SDB – Scalable Network Technologies Inc.  
CD 36 – WOSB – BD Systems  
CD 36 – S – Galorath  
CD 36 – S – MS Inserts & Fasteners Corporation  
CD 37 – S – Alico Systems  
CD 38 – S – Spinitar PPI  
CD 38 – S – Hansen Steel Services  
CD 40 – S – Audio Visual Innovations Inc.  
CD 40 – S – Advanced Chemistry and Technology  
CD 40 – S – British Steel International  
CD 40 – VOSB – Grubbs C E and Associates  
CD 40 – S – California Chassis  
CD 40 – S – Humphries and Associates Inc.  
CD 40 – WOSB – Cabrillo Business Technologies Inc.  
CD 40 – WOSB – Communication Supply Corporation  
CD 40 – S – Marway Products Incorporated

## *California (cont.)*

CD 42 – S – Data West Computer  
CD 42 – SDB – Interbase Corporation  
CD 44 – S – Caddock Electronics  
CD 46 – S – House of Batteries  
CD 46 – S – Celtic Computer  
CD 46 – VOSB – Disell 62 Incorporated  
CD 46 – S – Pulizzi Engineering Incorporated  
CD 46 – S – Textile Products  
CD 48 – S – VXI Technology  
CD 48 – S – SM&A  
CD 48 – S – Delta Communications GP  
CD 48 – S – CS Electronics  
CD 48 – S – Sparta  
CD 48 – S – PredictionProbe Inc.  
CD 48 – S – Parametric Technology Corporation  
CD 48 – VOSB – Grubbs C E & Associates  
CD 48 – S – Western Design  
CD 49 – S – Cercomp Inc.  
CD 50 – S – Advanced Digital Logic  
CD 50 – S – Richard Anglin  
CD 50 – S – Rational Concepts  
CD 50 – S – Kaiser Electro-Optics Inc.  
CD 51 – S – Orangegrove Engineering  
CD 52 – S – Anzus Incorporated

## *Colorado*

CD 1 – S – Decisioneering Inc.  
CD 1 – S – Jabber Incorporated  
CD 2 – S – Micro Motion Incorporated  
CD 4 – S – Conduant Corporation  
CD 4 – S – Terra Soft Solutions Inc.

## *Connecticut*

CD 4 – WOSB – Omega Engineering Inc.

## *Florida*

CD 2 – VOB – C S Solutions Incorporated  
CD 3 – S – Buffalo Orlando LLC  
CD 5 – SDB/VOSB – Techmis LLC  
CD 24 – SDB/SDV – JHT

## *Georgia*

CD 6 – S – Actuated Valve Specialists  
CD 8 – S – Omega Training Group Inc.  
CD 10 – SDB/VOSB – All Points Logistics Inc.

## *Illinois*

CD 6 – S – Advizor Solutions  
CD 7 – S – JDM Infrastructure LLC  
CD 9 – S – MPC Products Corp  
CD 10 – S – CDW Computer Centers Inc  
CD 14 – S – Equipto Electronics  
CD 15 – VOSB – New Lenox Machine Co Inc  
CD 16 – S – Universal Technical Systems  
CD 18 – S – Fox Commercia Institution LTD

## *Indiana*

CD 2 – S – Dwyer Instruments Inc.  
CD 3 – S – Composites One Inc.

## *Louisiana*

CD 1 – S – Digimation Inc.

## *Massachusetts*

CD 1 – S – Berkshire Powertech Inc  
CD 5 – S – I-Logix  
CD 6 – S – iRobot Corporation  
CD 6 – S – Avnet Electronics Marketing  
CD 6 – S – L-Com Inc.  
CD 7 – S – IP Switch  
CD 7 – S – Gilway Technical Lamp  
CD 7 – S – The Mathworks Inc.  
CD 8 – S – Mak Technologies  
CD 9 – S – Parametric Technology Corp  
CD 10 – WOSB – Microway Inc

## *Maryland*

CD 1 – S – W L Gore & Associates Inc.  
CD 2 – WOSB – Cybercore Technologies  
CD 2 – S – Best Machine Co Inc.  
CD 3 – WOSB – Cengen Incorporated  
CD 4 – WOSB – Primstock  
CD 4 – WOSB – Intelligent Automation Inc.  
CD 5 – SDB/VOSB – Sayres & Associates  
CD 8 – S – Akman Associates Incorporated  
CD 8 – WOSB – Mid Atlantic Data Systems Inc.  
CD 8 – S – Opnet Technologies  
CD 8 – S – Whitaker Bros Bus Mchs  
CD 8 – S – Spread Concepts

## *Maine*

CD 1 – S – Fiber Materials Inc.



# 33 States and D.C , 133 Districts

## *Michigan*

CD 1 – S – Great Lakes Sound & Vibration Inc.  
CD 1 – SHubZone – Signature Research Incorporated  
CD 1 – S – Thermoanalytics Inc.  
CD 2 – S – Plascore Inc.  
CD 2 – S – Erickson Trucking Service Inc.  
CD 2 – S – Fastenal Company  
CD 2 – S – Harbor Steel & Supply Co  
CD 2 – WOSB – Leading Edge Fabricating Inc.  
CD 2 – S – Muskegon Awning & Mfg Co.  
CD 2 – S – Port City Paint Company  
CD 2 – S – Weber Lumber  
CD 3 – S – Allied Electronics Corporation  
CD 8 – S – Vantico A&T US Incl/FKA Ciba-Geigy  
CD 9 – S – Detroit Flexible Metal Prods  
CD 9 – S – Newark Electronics  
CD 10 – S – Lapeer Industries  
CD 10 – VOB – TM Lytle Group Incorporated  
CD 11 – S – Acromag Inc.  
CD 11 – S – All American  
CD 11 – WOSB – Basic Rubber & Plastics Company  
CD 11 – S – Environmental Engineering Corp  
CD 12 – S – Laird Plastics  
CD 12 – S – Metal Mart USA  
CD 12 – S – Proto-Tek Manufacturing Inc.  
CD 12 – S – R S Electronics  
CD 12 – S – Wilson Welding Supply Inc.

## *Minnesota*

CD 3 – SDB – Independent Packaging Services  
CD 3 – S – Architecture Technology Corporation  
CD 5 – S – Ted Glasrud & Associates  
CD 6 – S – Independent Logistics Mgt  
CD 7 – S – Digi-Key Corporation  
CD 8 – S – Stratasys Inc.

## *North Carolina*

CD 4 – S – Slick Edit Inc.  
CD 4 – S – Research Triangle Institute  
CD 11 – S – Colbond Inc.

## *North Dakota*

CD 1 – SDB – Sioux Manufacturing Inc.

## *New Hampshire*

CD 1 – S – Predictable Network Solutions  
CD 2 – WOSB – Lyme Computer Systems  
CD 2 – S – Red River Computer Co.  
CD 2 – S – United Sensor Corporation

## *New Jersey*

CD 4 – WOSB – Future Skys Incorporated  
CD 5 – S – David H. Pollock Consultants Inc.

## *New Mexico*

CD 1 – S – SBS Technologies Inc.

## *Nevada*

CD 2 – S – Hodges Transportation Incorporated

## *New York*

CD 9 – S – Mini Circuits  
CD 14 – S – Adacore  
CD 23 – WOSB – Advanced Automation Corp

## *Ohio*

CD 4 – S – Lima Lumber Company Inc.  
CD 4 – S – Precision Industries  
CD 4 – S – Precision Tool Grinding  
CD 5 – S – Miller Precision Mfg  
CD 7 – S – AFRL/SNJW  
CD 9 – S – Briteview Technologies Inc.  
CD 11 – S – McMaster-Carr Supply Company

## *Oklahoma*

CD 4 – SDB – Tec-Masters Inc.

## *Oregon*

CD 1 – S – Heifetz, Halle Consulting Group LLC (HHCG)

## *Pennsylvania*

CD 5 – S – RTD Embedded Technologies Inc.  
CD 9 – S – Kotlanger Management Consulting  
CD 11 – S – Wallco Incorporated  
CD 13 – S – Gemplus Corporation  
CD 14 – SDB – Timesys Corporation  
CD 18 – S – Black Box Corp of PA  
CD 19 – S – Manteq Inc.  
CD 19 – S – Military & Commercial Fasteners Corp  
CD 19 – S – Pennsylvania Steel Co Inc.

## *Rhode Island*

CD 2 – WOSB – Dewetron America Inc.

## *South Carolina*

CD 1 – S – Evista Inc.  
CD 1 – S – Innovative Decisions Inc.  
CD 2 – S – Vetronix Research Corporation

## *Texas*

CD 3 – S – Mustang Technology  
CD 3 – WOSB – QC Plus Computers  
CD 4 – S – CAE Soft Corp  
CD 5 – WOSB – Aerospace Fasteners Inc.  
CD 7 – S – VMetro Inc.  
CD 7 – S – Welcom  
CD 12 – SDB – Transpec Fasteners Inc.  
CD 16 – S – Technical Solutions Inc.  
CD 32 – WOSB – Archive Supplies Inc

## *Virginia*

CD 2 – S – Vitech  
CD 2 – S – Bridgeborn LLC  
CD 8 – S – Cypress International Incorporated  
CD 8 – S – ImmexTechnology Incorporated  
CD 8 – S – Frank Kendall  
CD 8 – S – Virtual Technology Corporation  
CD 10 – SHubZone – KLC Network Services Inc.  
CD 10 – SDB – RGB Technology Incorporated  
CD 10 – WOSB – Strategic Perspectives Inc.  
CD 10 – WOSB – Systems and Proposal Engineering Co  
CD 10 – S – Innovative Management Concepts (IMC)  
CD 10 – SDB – Professional Software Engineering Inc.  
CD 11 – SDB – Invoke LLC  
CD 11 – S – Wareonearth Communications  
CD 11 – S – Spectrum Systems Inc.

## *Washington*

CD 1 – Seattle Scientific Corp  
CD 8 – S – Avalliant  
CD 8 – SDB – Construx Software Builders Inc.  
CD 8 – SDB – General Microsystems Inc.  
CD 9 – SDB – New Definitions Incorporated

## *Washington D.C.*

CD - S – Qinetiq Inc.

## *Wisconsin*

CD 3 – S – Schmit Prototype Inc.  
CD 5 – S – Bostrom H.O. Co., Inc.