

Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

8th Annual Army Materiel Command Small Business Conference November 16-17, 2004

MS. TRACEY PINSON
DIRECTOR, OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADBU)
OFFICE OF THE SECRETARY OF THE ARMY



ARMY PRIME CONTRACT AWARDS FY03 vs FY04



FY 04 – 11/09/04

| | FY 03 Total Dollars | FY 03 Achieved | FY 04 Total Dollars | FY 04 Achieved |
|-----------------------------------|---------------------|----------------|---------------------|----------------|
| US Business | \$ 48,576 | | \$55,275 | |
| Small Business | \$ 13,596 | 28.0% | \$15,432 | 27.9% |
| Small Disadvantaged Business | \$ 4,268 | 8.8% | \$ 4,982 | 9.0% |
| Women-Owned SB | \$ 1,815 | 3.7% | \$ 2,026 | 3.7% |
| HUBZone Small Business | \$ 1,405 | 2.9% | \$ 1,572 | 2.8% |
| Service Disabled Veteran-Owned SB | \$ 100 | 0.2% | \$ 228 | 0.4% |

DOLLARS SHOWN IN MILLIONS



ARMY SUBCONTRACT AWARDS



FY 03

| | TOTAL DOLLARS | ACHIEVED | OSD TARGET |
|-----------------------------------|---------------|----------|------------|
| US Business | \$ 5,183 | | |
| Small Business | \$ 2,592 | 50.0% | 40.0% |
| Small Disadvantaged Business | \$ 425 | 8.2% | 5.0% |
| Women-Owned SB | \$ 369 | 7.1% | 5.0% |
| HUBZone Small Business | \$ 127 | 2.4% | 0% |
| Service Disabled Veteran-Owned SB | \$ 18 | 0.3% | 3.0% |

DOLLARS SHOWN IN MILLIONS

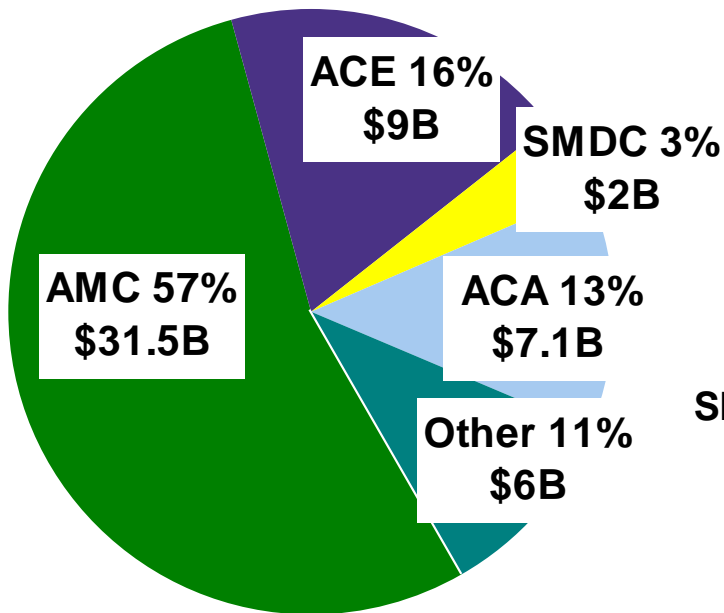


ARMY SMALL BUSINESS PRIME CONTRACT AWARDS

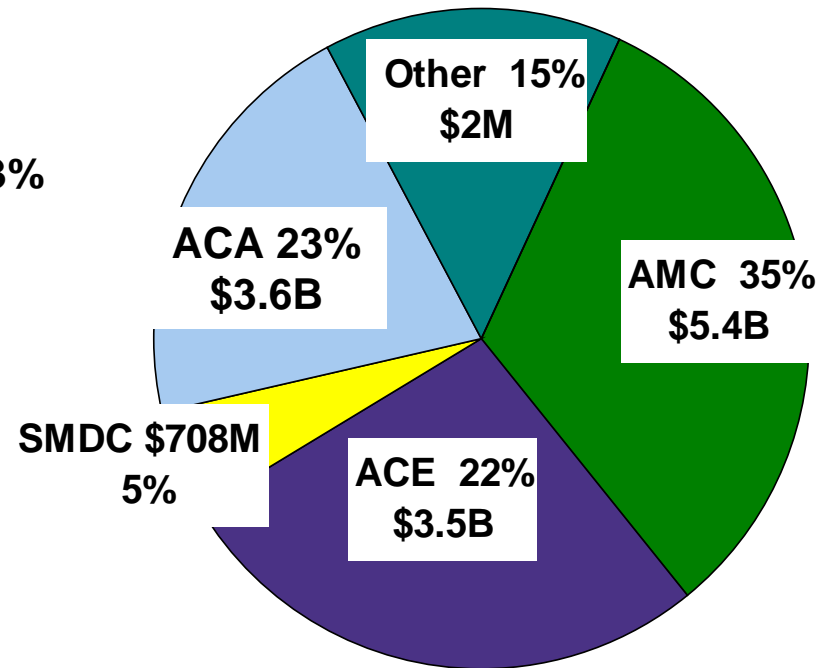


FY 04 – 11/09/04

Total Awards (\$55,275M)



Small Business Awards (\$15,432M)



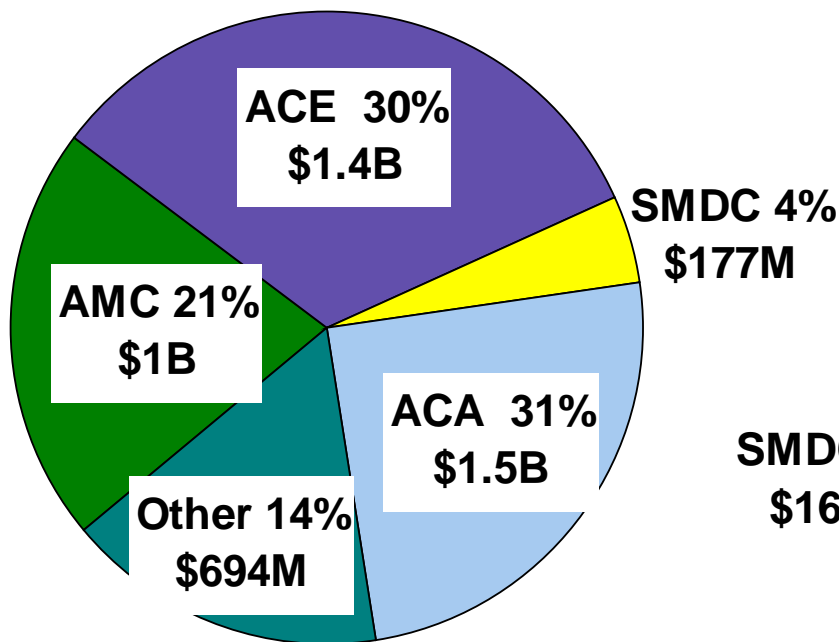


ARMY SDB/WOSB PRIME CONTRACT AWARDS

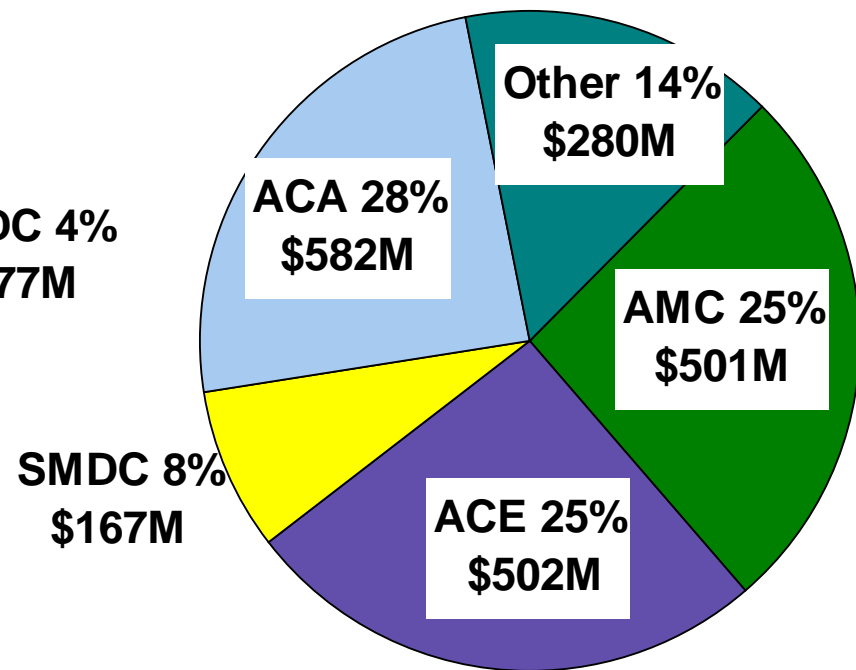


FY 04 – 11/09/04

**SDB Awards
(\$4,982M)**



**WOSB Awards
(\$2,026M)**





FY05 ARMY SMALL BUSINESS REINVENTION INITIATIVES



- Promote opportunities for firms located in HUBZones through a comprehensive outreach initiative of strategic partnering with other DOD and Federal Agencies, regional match-making events, and co-marketing with other programs.
- Maximize value of small business to the war fighter by promoting contracting opportunities in contingency operations.
- Promote utilization of small businesses as subcontractors in acquisitions of combat systems such as the Future Combat System (FCS).
- Continue to promote the increase awareness of the SDVOSB Program through an innovative outreach program.



ARMY POLICY INITIATIVES FOR CONTRACTING IN IRAQ



- Review all Solicitations for SB Participation
- Authorize Set-Asides and Sole Source
- Subcontracting Requirement
- Acquisition Strategy Evolution
- Subcontracting Tracking System – Iraq PCO



SDVOSB INITIATIVES



Leadership

- Executive Briefings to Key Leaders
- Strategic Partnerships w/ Other Federal Agencies

Acquisition Workforce

- DAU SDVOSB Course
- National SDVOSB Training Conference

SDVOSBs

- Co-Sponsored Outreach Events
- Website
- Online Training



ARMY FCS PROGRAM



Subcontract goals based upon Boeing Comprehensive goals

FCS SDD Goals (% of Boeing subcontract Dollars)

- Small Business 17.5%
- Small Disadvantaged Business 3.5%
- Woman Owned Small Business 2.5%
- Historically Underutilized Business Zone 0.3%
- Veteran Owned Small Business 1.5%
- Service Disabled Veteran Owned 0.2%

Note: These goals are based on dollars going to small business through and including the third tier of subcontracts.



MENTOR-PROTÉGÉ PROGRAM



- DoD delegated approval authority to services beginning FY 2004
- Policy, guidance & instructions on Army SADBUs website: www.sellingtoarmy.info
- Three rounds of proposals for FY 2005
 - Proposal due dates: 15 Dec, 15 Apr, 15 Aug
- Agreements 1-3 years
- \$500,000 per agreement, except manufacturing may be funded higher with justification



MENTOR-PROTÉGÉ PROGRAM



- Army goal is to engage industries to shape and expand the industrial base to support the warfighter
- Seeking agreements with strong technical component, or focus on innovative transfer of state of the art technology
- Structured process for submitting proposals
- Strong evaluation criteria
- Will involve Army Associate Directors
- Army currently has 41 active agreements



HBCU/MI PROGRAM

FY 04 – 11/09/04

Contracts

IHE

\$381M

HBCU/MI

\$44M (11.43%)

ARMY TARGET

7.7 %



CHALLENGES

- Consolidation / Bundling
- GSA Schedules – SADBU review
- Weak subcontracting plan enforcement
- Insufficient staffing of SADBU offices



WEBSITES

Army SADBUs

<http://www.sellingtoarmy.info>

DOD SADBUs

<http://www.acq.osd.mil/sadbu>

Centralized Contractor
Registration (CCR) <http://www.ccr.gov>

Federal Business
Opportunities (Fed Biz Opps) <http://www.fedbizopps.gov>

Small Business
Administration (SBA) <http://www.sba.gov>

Army Small Business Office



**Making a
Difference
For Small
Business**

**Small Business
is Big Business for
the Army**

A large, waving American flag is the central focus. To its right, there are two large, colorful fireworks exploding in the sky, one blue and one red.

Let's Continue the Dialog !