



PROGRAM BRIEFING

AMC 11th Annual SB Conference

MS. TRACEY PINSON

DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS
OFFICE OF THE SECRETARY OF THE ARMY

7-8 Nov 2007

McLean, VA





CALL TO DUTY
BOOTS ON THE GROUND

VISION

To Be The Premier Advocacy Organization
Committed To Maximizing Small Business
Opportunities In Support Of The Warfighter
And The Transformation Of The Army.





CALL TO DUTY
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MISSION

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters
- Spearhead Innovative Initiatives that Contribute to expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities
- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs



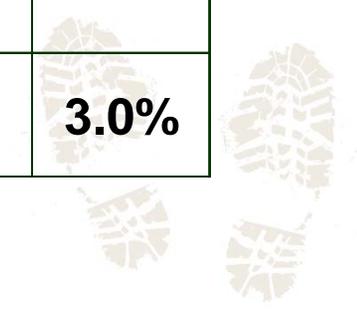


ARMY PRIME CONTRACT AWARDS – FY 07

	Total Dollars	Achieved	Army Target	Nat'l Goal
US Business	\$85,869			
Small Business	\$21,147	24.6%	25.0%	23.0%
Small Disadvantaged Business	\$ 7,329	8.5%	8.0%	5.0%
Women-Owned SB	\$ 3,073	3.6%	3.5%	5.0%
HUBZone Small Business	\$ 3,284	3.8%	3.0%	3.0%
Veteran-Owned SB	\$ 2,415	2.8%		
Service Disabled Veteran-Owned SB	\$ 839	1.0%	0.8%	3.0%

FPDS-NG Data as of 10/5/07

Dollars shown in millions



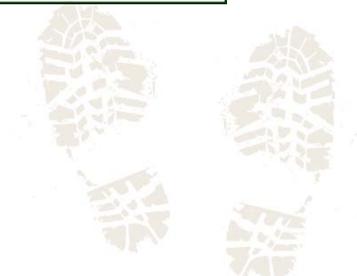


ARMY PRIME CONTRACT AWARDS - FY 07

	TOTAL DOLLARS	ACHIEVED	ARMY TARGET
US Business	\$85,869		
Small Business	\$21,147	24.6%	25.0%
SDB Business	\$ 7,329	8.5%	8.0%
8(A) Awards	\$ 4,234	4.9% (US Bus) 20.1% (SB) 57.8% (SDB)	
Women-Owned SB	\$ 3,073	3.6%	3.5%

FPDS-NG Data as of 10/5/07

Dollars shown in millions





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INSIDE THE NUMBERS

- Small Business: \$21B (exceeded Nat'l Goal)
- Small Disadvantaged Business: \$7.3B (exceeded Nat'l Goal)
- Women Owned SB: \$3B (up \$1B since FY04)
- HUBZone: \$3.3B (exceeded Nat'l Goal)
- SDVOSB (FY05 – FY07):
 - Increased dollars from \$501M to \$839M
 - Increased percentage of dollars by almost 67.5%





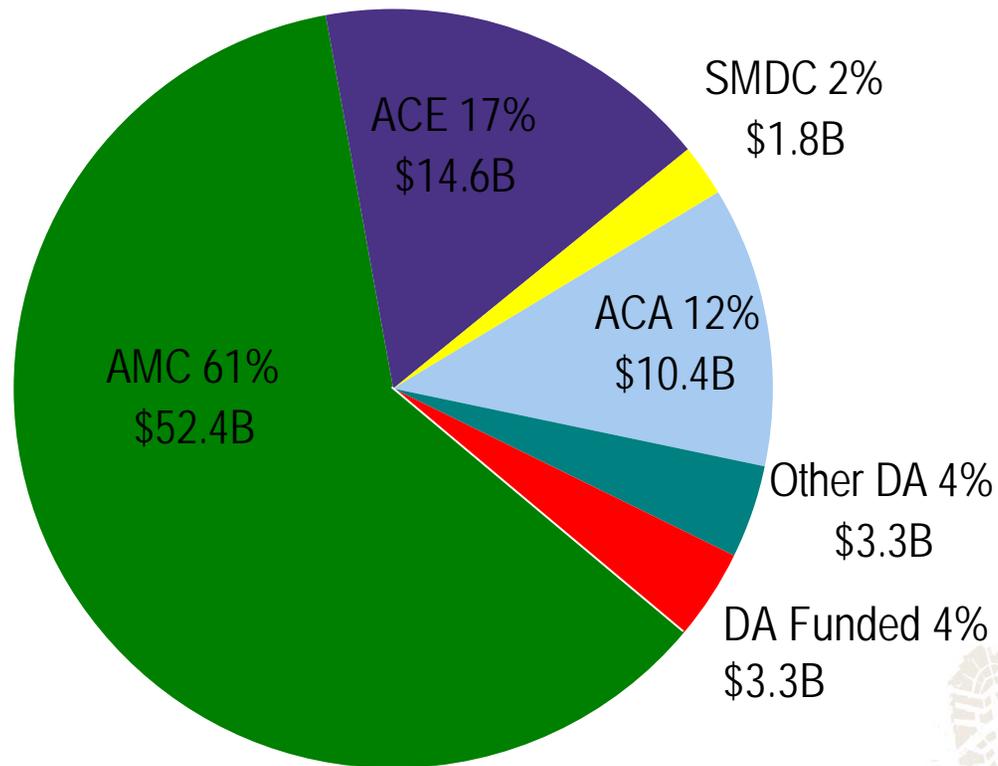
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ARMY US BUSINESS PRIME CONTRACT AWARDS - FY 07

Total Awards
(\$85.9B)





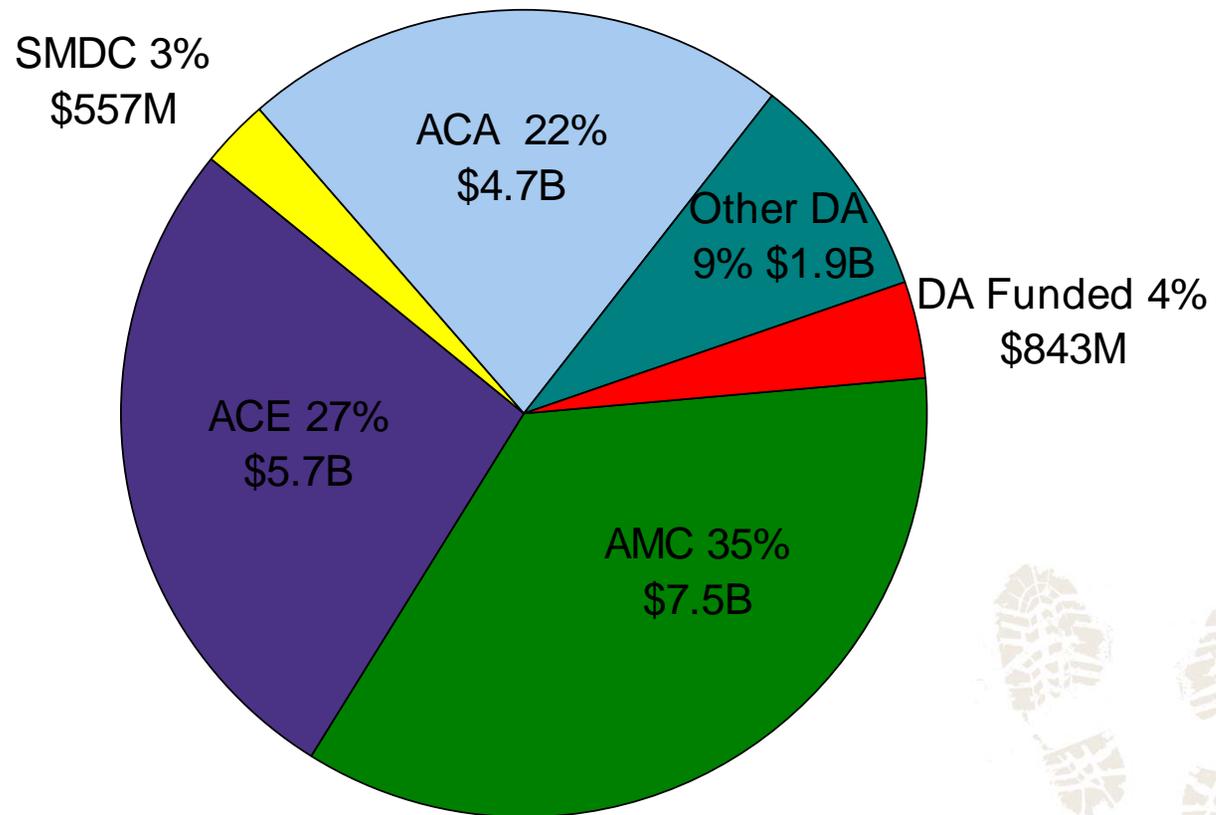
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ARMY SMALL BUSINESS PRIME CONTRACT AWARDS - FY 07

Small Business Awards (\$21.1B)

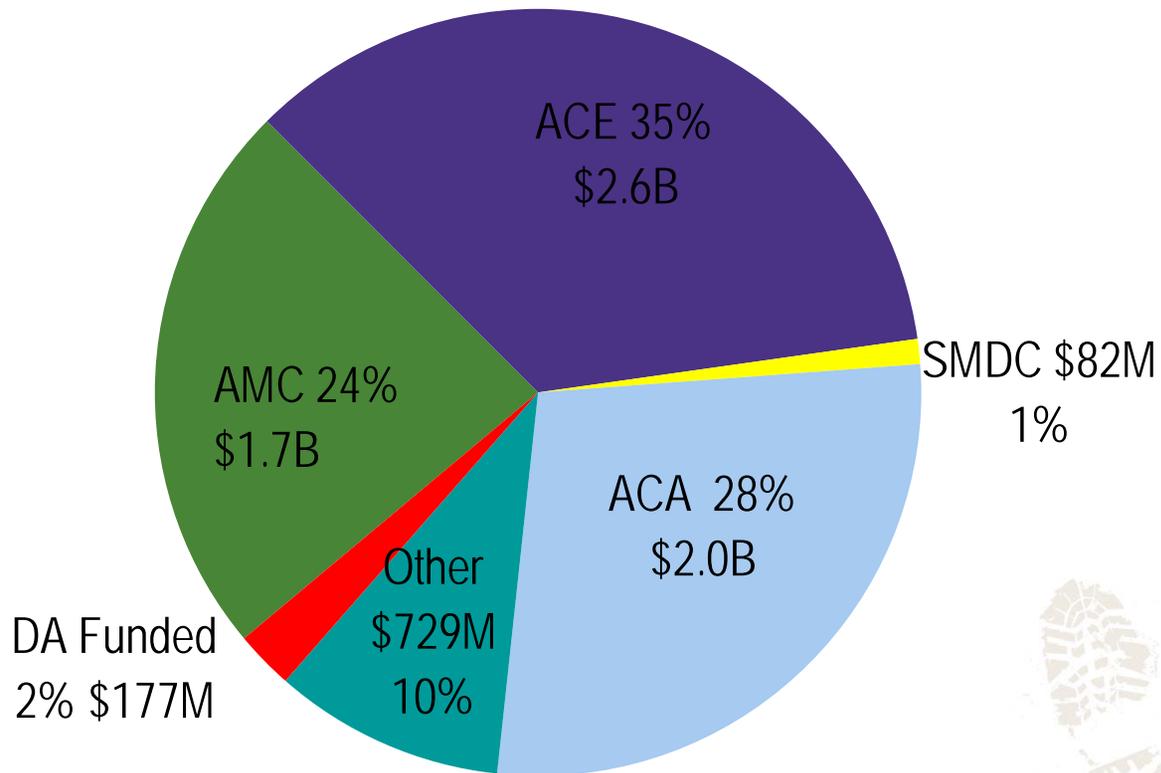




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ARMY SDB PRIME CONTRACT AWARDS - FY 07

SDB Awards (\$7.3B)





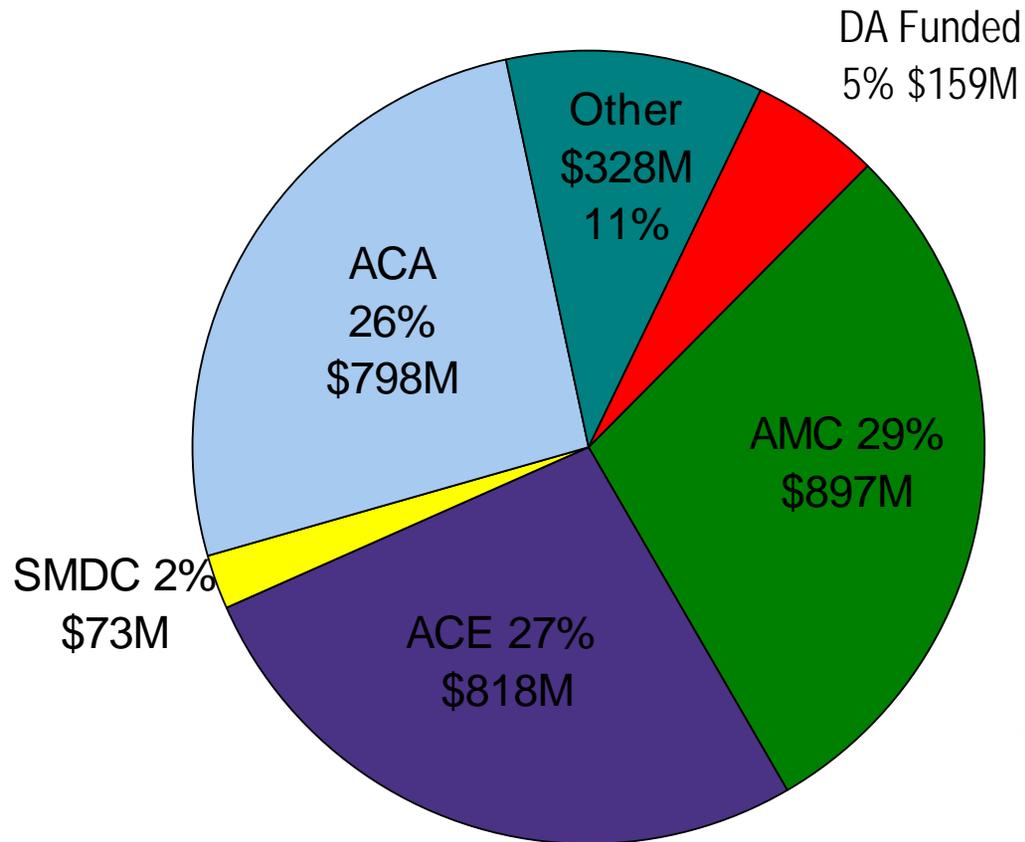
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ARMY WOSB PRIME CONTRACT AWARDS - FY 07

WOSB Awards (\$3.1B)





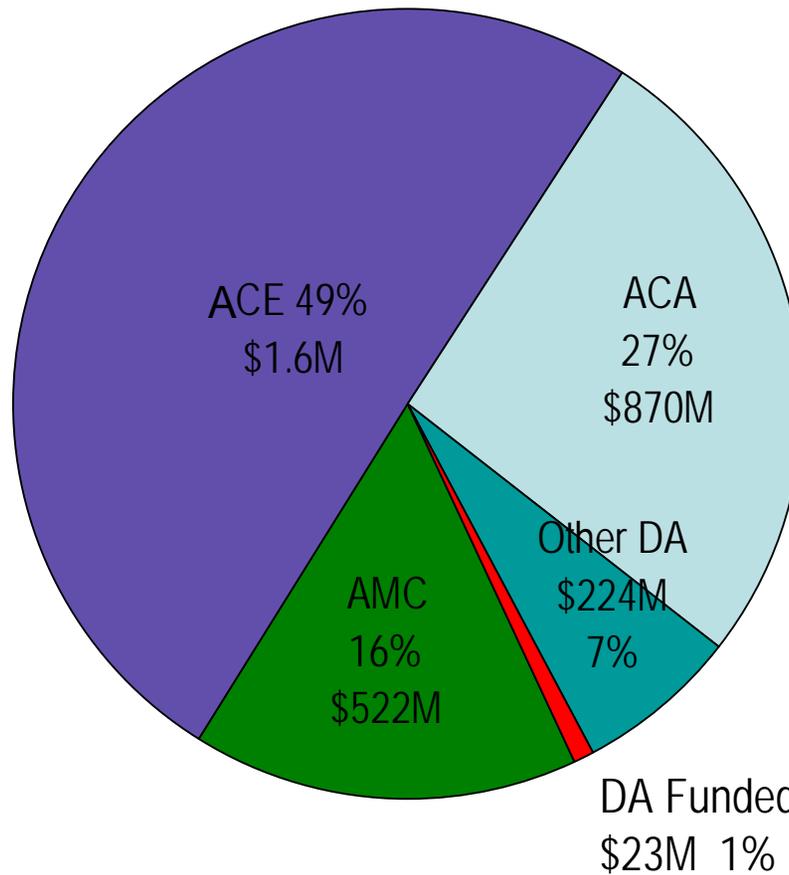
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ARMY HUBZone PRIME CONTRACT AWARDS - FY 07

HUBZone Awards (\$3.3B)

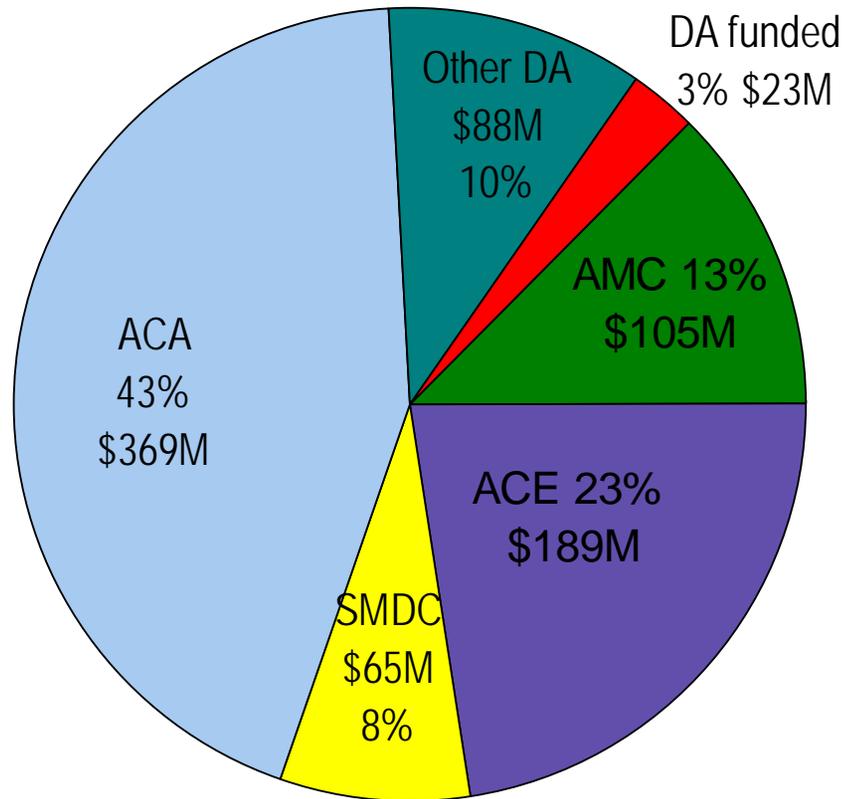




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ARMY SDVOSB PRIME CONTRACT AWARDS - FY 07

SDVOSB Awards (\$839M)





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ARMY SADBU FOCUS FY 07/08

- Small Business Participation in FCS and Major Army Programs
- Promote Greater Involvement of SBs in Army Contracts for Services
- Support of BRAC through HUBZone Initiatives
- Service-Disabled Veteran-Owned Small Business Opportunities
- Contract Bundling and Consolidation
- Increased role of HBCUs & MIs in the Acquisition Process
- Strategic Sourcing
- Subcontracting Policy and Enforcement





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





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SUBCONTRACT AWARDS FY06

	TOTAL DOLLARS	ACHIEVED	TARGET
US Business	\$7,953		
Small Business	\$3,434	43.2%	50.0%
Small Disadvantaged Business	\$ 568	7.1%	7.7%
Women-Owned SB	\$ 569	7.2%	7.0%
HUBZone SB	\$ 287	3.6%	3.0%
Veteran-Owned SB	\$ 287	3.6%	
Service-Disabled Veteran-Owned SB	\$ 75	0.9%	0.5%

Dollars Shown in millions

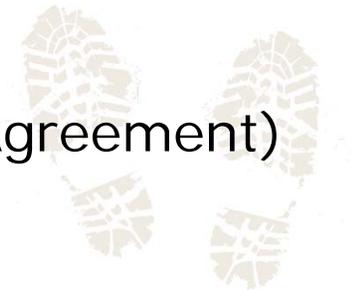




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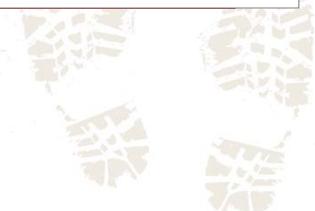
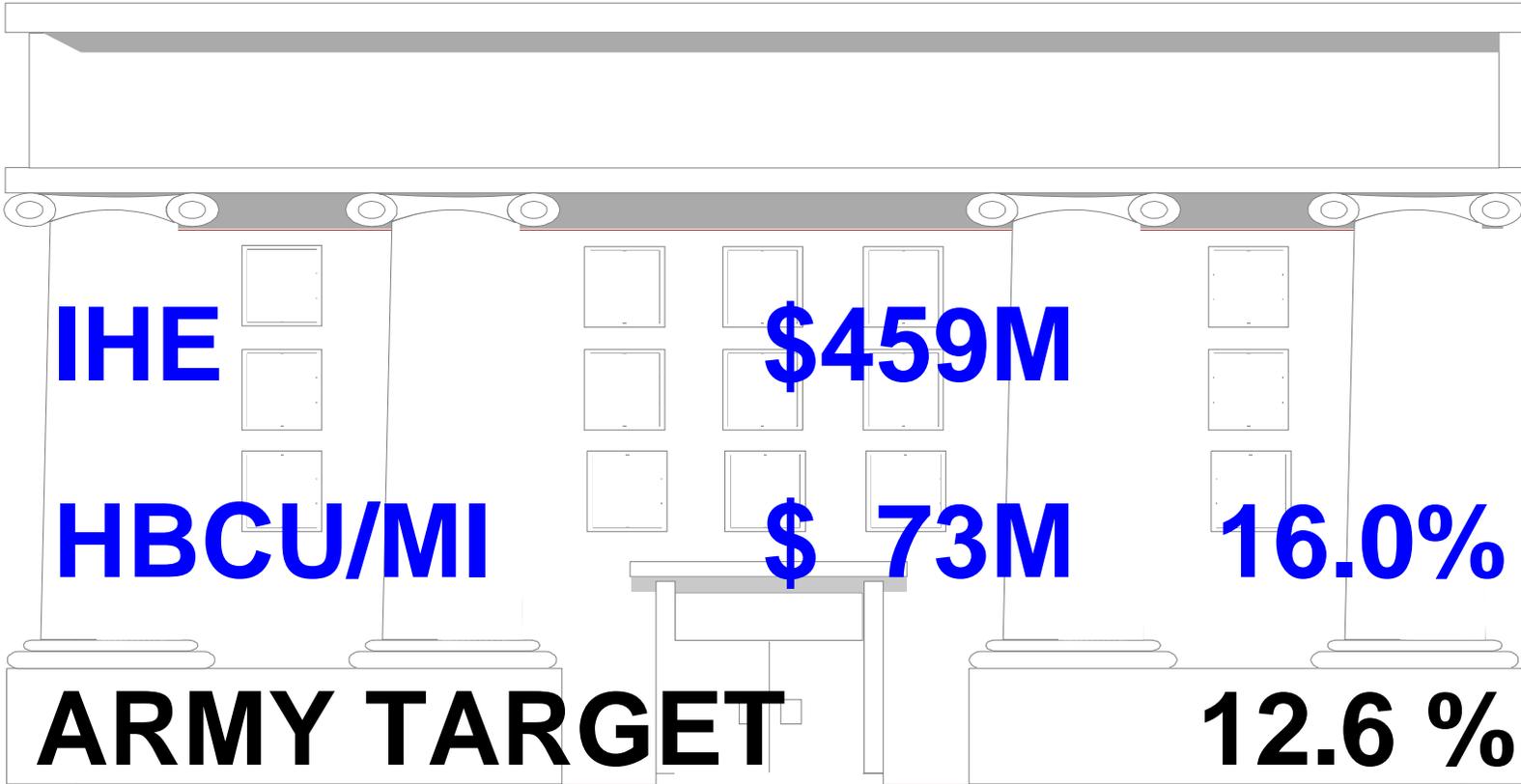
MENTOR-PROTÉGÉ PROGRAM

- US Army Space & Missile Defense Command is new M/P Contracting Center and will issue stand-alone contracts for Army MPP agreements
- 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
- Army Agreements Should Focus on High-Tech Solutions for the Warfighter
- 36 Active Agreements:
 - 19 Mentors
 - 36 Protégés (Can Have Only 1 Active Agreement)
- 3 Mentors are Graduated 8(a) Firms





HBCU/MI PROGRAM FY 07





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CHALLENGES

- Consolidation / Bundling
- Subcontracting plan enforcement
- Staffing of SADBUs offices





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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>





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Questions



Warrior Ethos

I will always place the mission first.

I will never accept defeat.

I will never quit.

I will never leave a fallen comrade.

www.sellingtoarmy.info