



U.S. ARMY

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BOOTS ON THE GROUND

# PROGRAM BRIEFING

## **National Business Promotions & Conferences, Inc.**

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

January 29, 2009





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# VISION

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





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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





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# Army Prime Contract Awards – FY08

	<b>TOTAL DOLLARS</b>	<b>% ACHIEVED</b>	<b>ARMY TARGET</b>
<b>US Business</b>	<b>\$138,715</b>		
<b>Small Business</b>	<b>\$ 28,890</b>	<b>20.8%</b>	<b>24.0%</b>
<b>Small Disadvantaged Business</b>	<b>\$ 9,542</b>	<b>6.8%</b>	<b>8.0%</b>
<b>Women-Owned Small Business</b>	<b>\$ 4,177</b>	<b>3.0%</b>	<b>3.5%</b>
<b>HUBZone Small Business</b>	<b>\$ 4,330</b>	<b>3.51%</b>	<b>3.0%</b>
<b>Veteran-Owned Small Business</b>	<b>\$ 3,517</b>	<b>2.5%</b>	
<b>Service-Disabled Small Business</b>	<b>\$ 1,770</b>	<b>1.3%</b>	<b>1.2%</b>



FPDS-NG Data as of 01/13/09

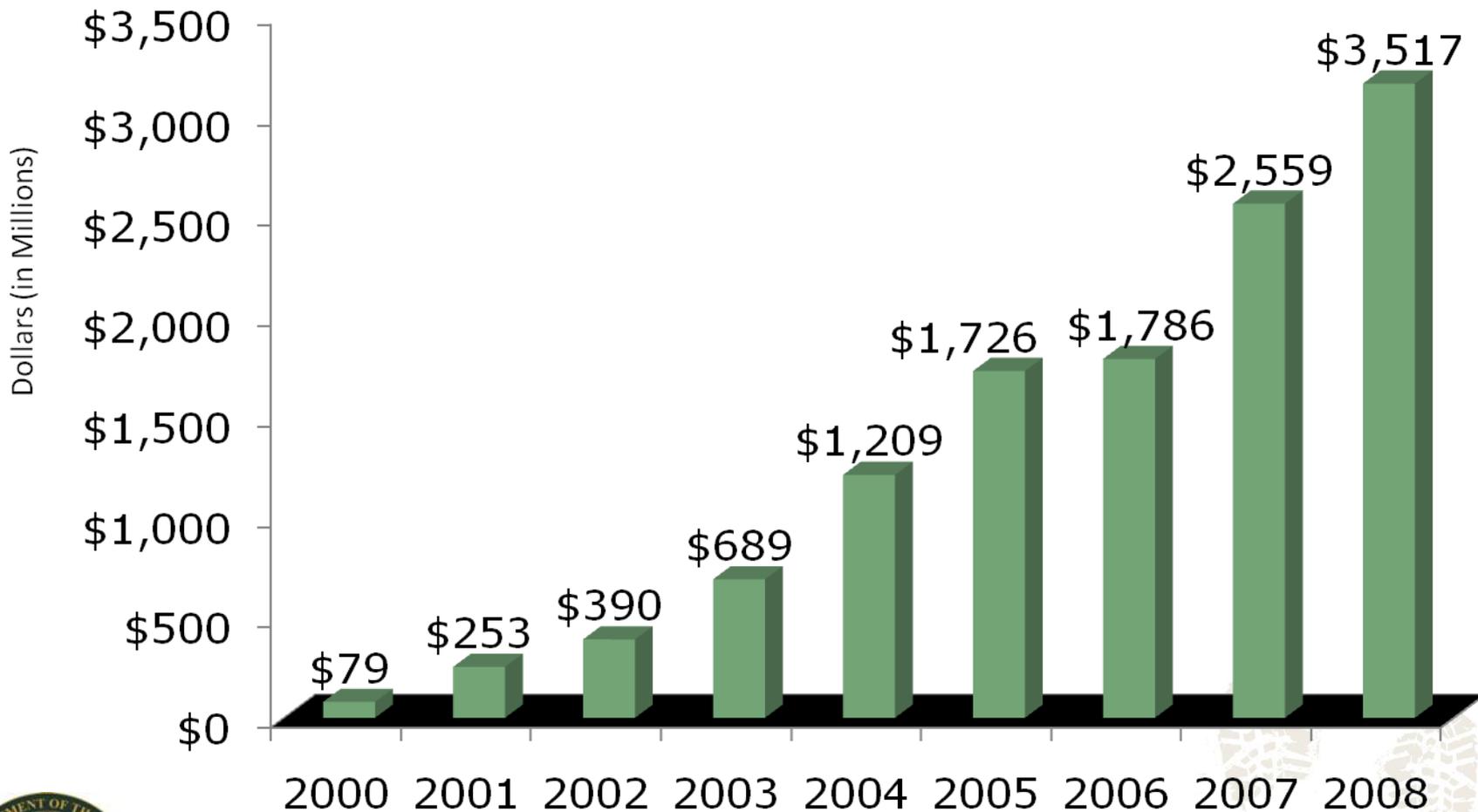
*Dollars shown in millions*





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# VOSB Program Growth



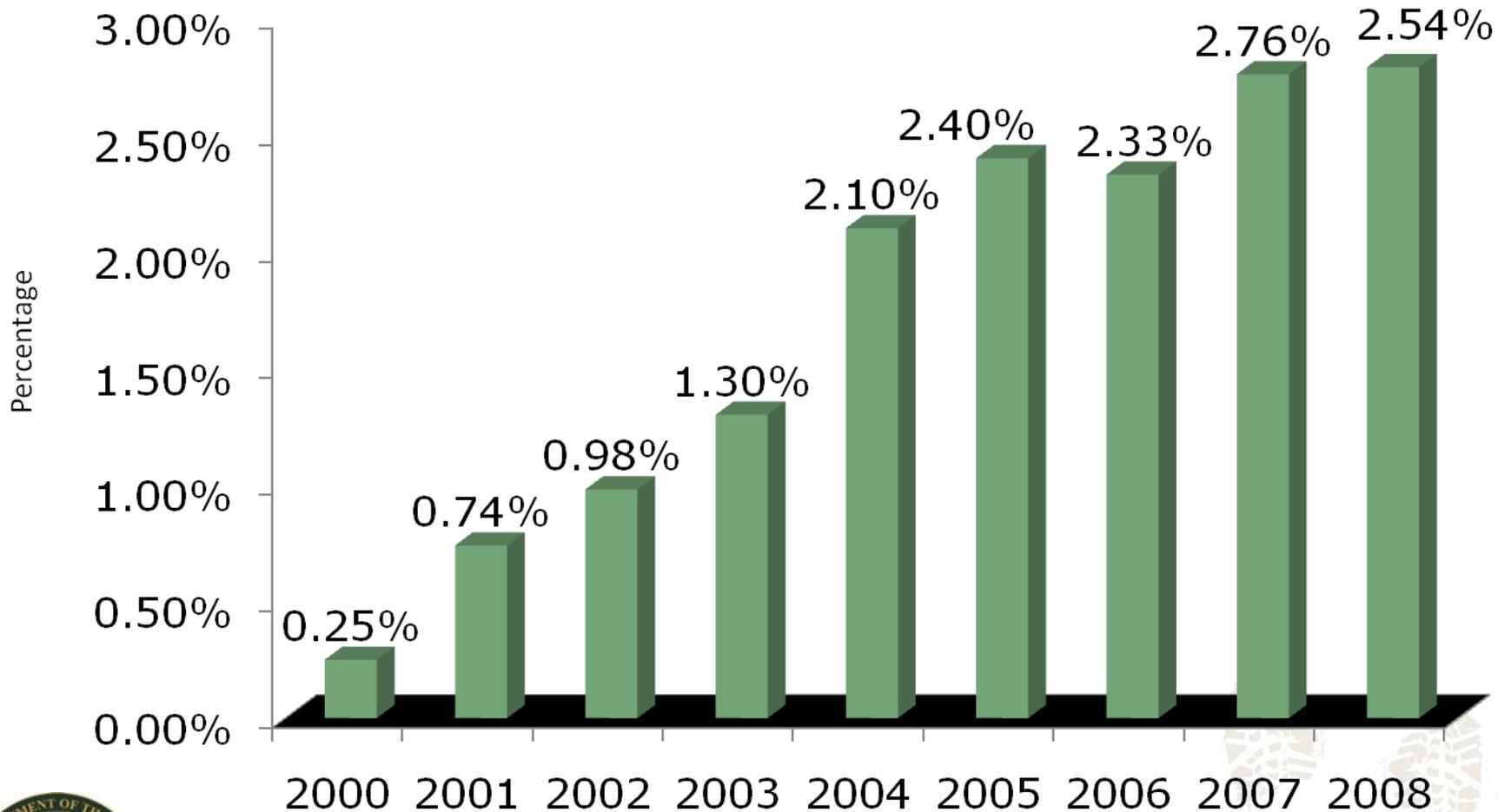
FPDS-NG data as of 01/13/09



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# VOSB Program Growth



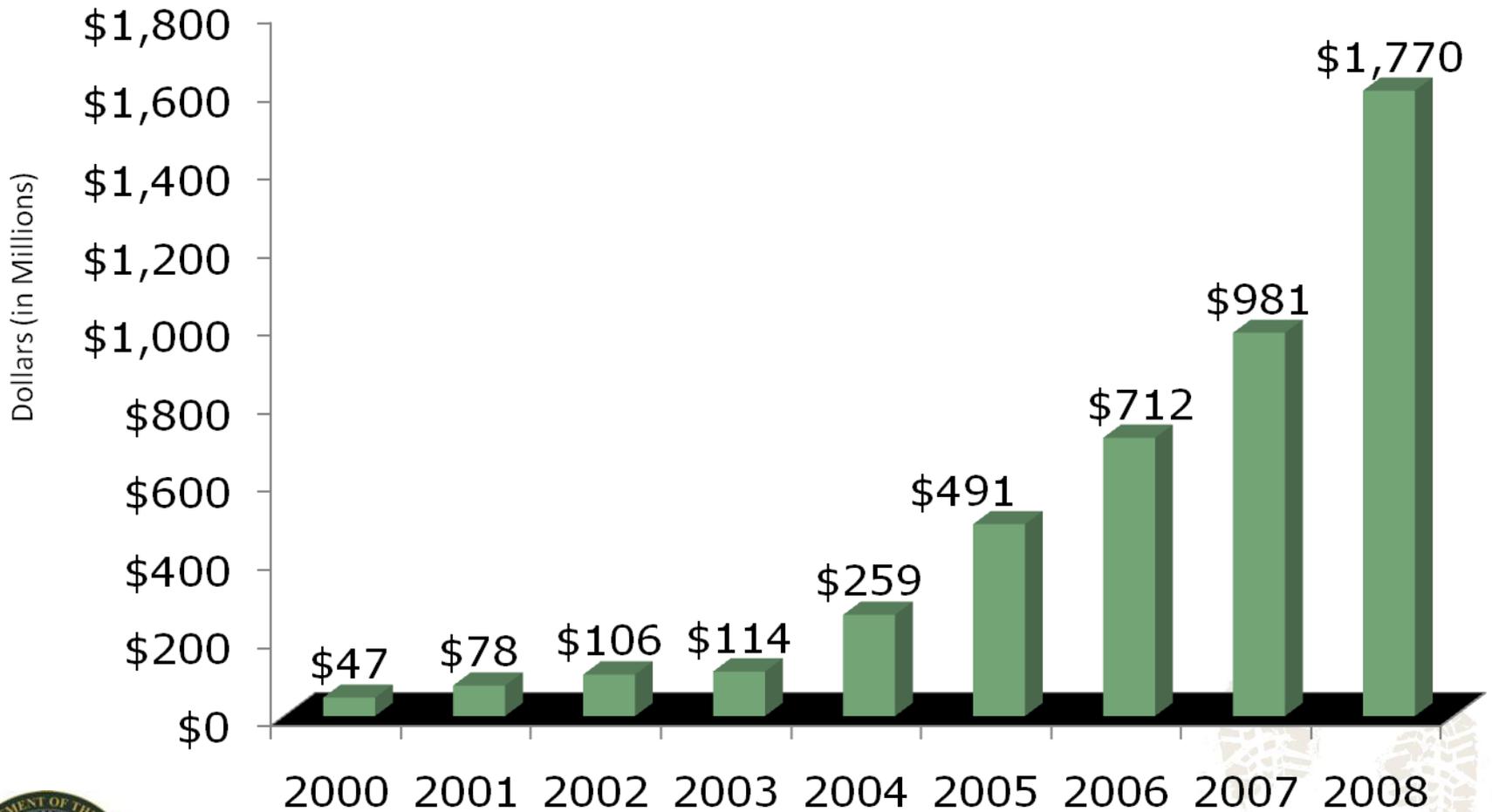
FPDS-NG data as of 01/13/09



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# SDVOSB Program Growth



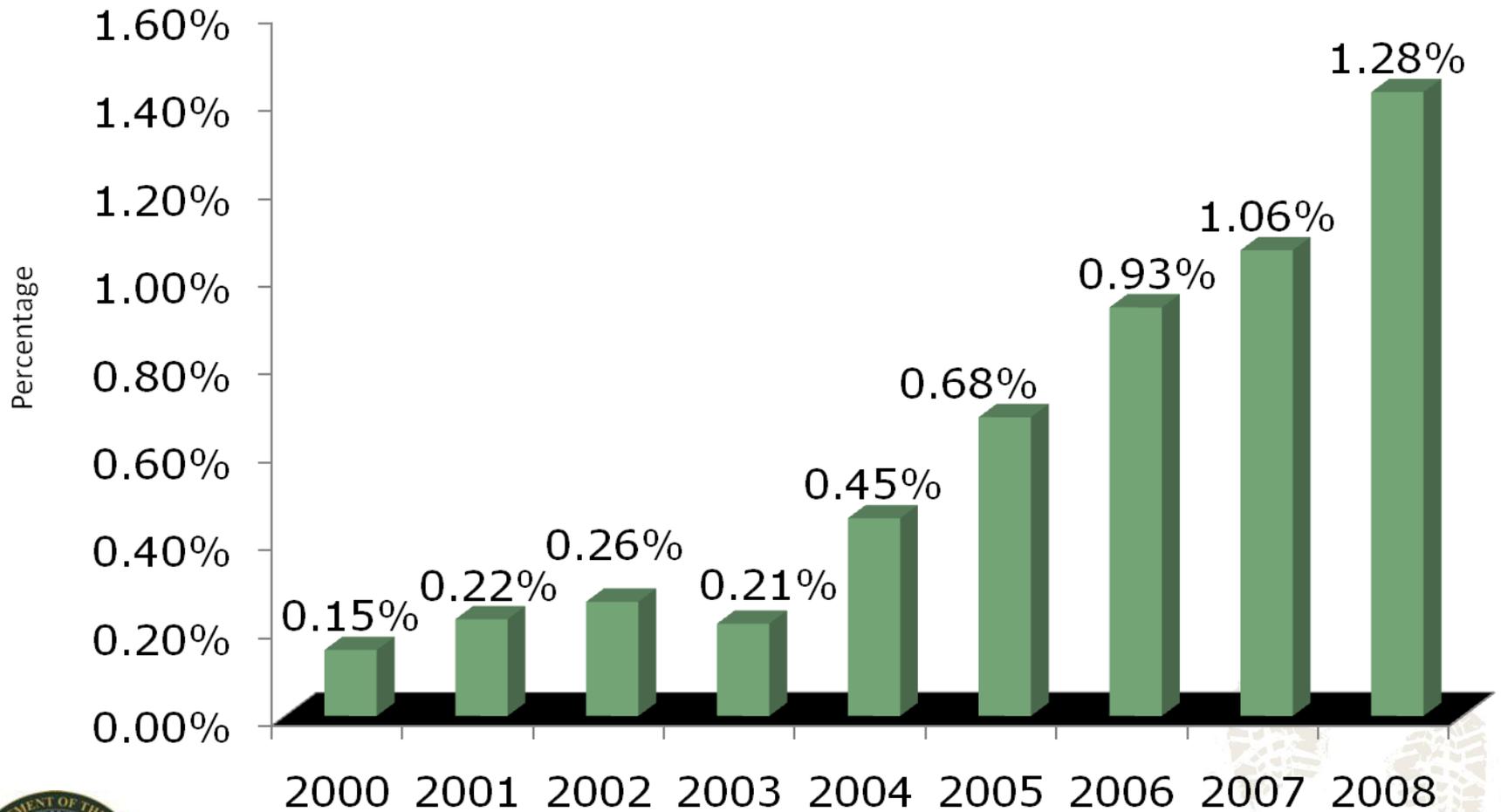
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# SDVOSB Program Growth



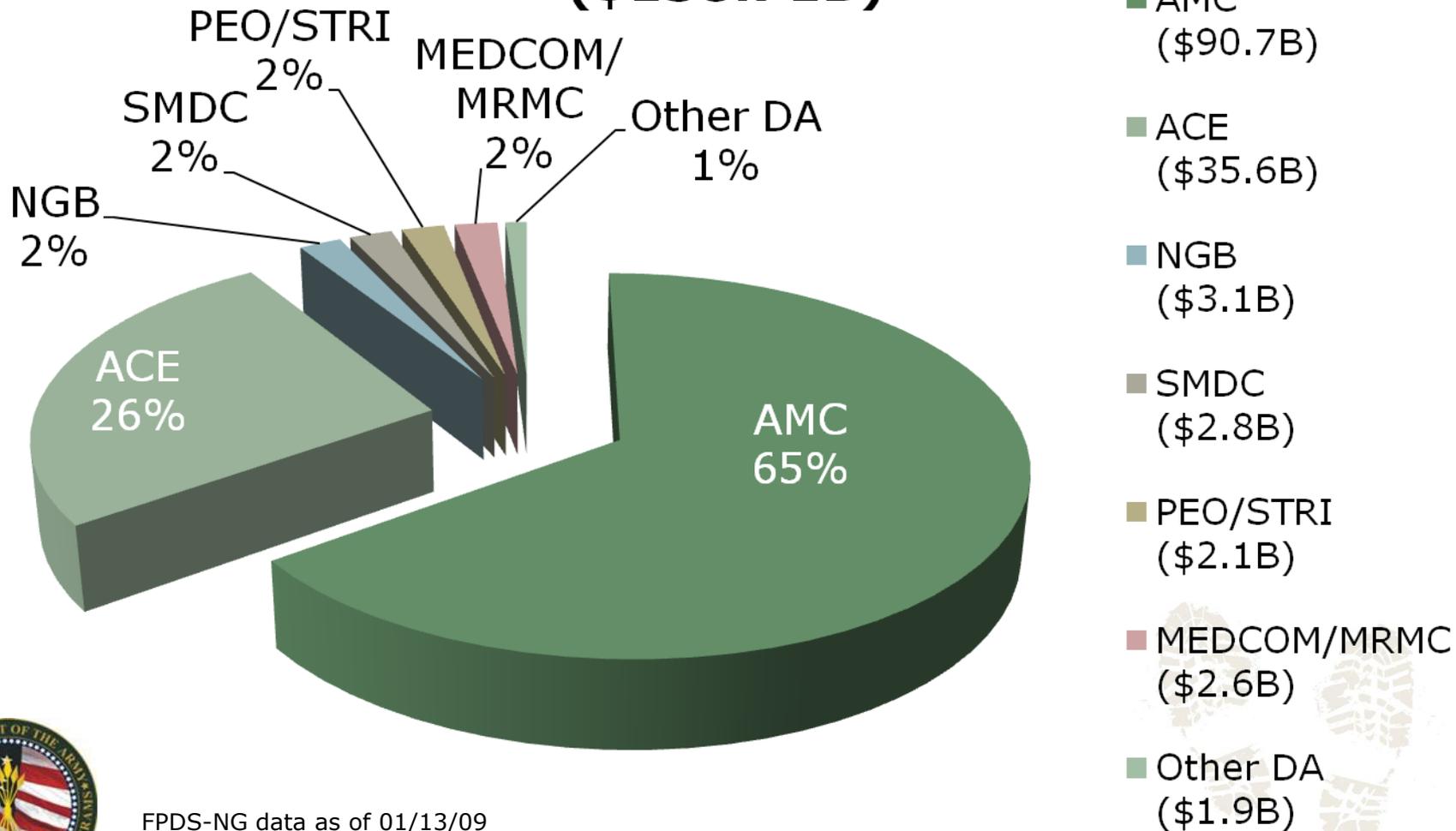
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# ARMY US BUSINESS PRIME CONTRACT AWARDS – FY 08

## Total Awards (\$138.71B)



FPDS-NG data as of 01/13/09



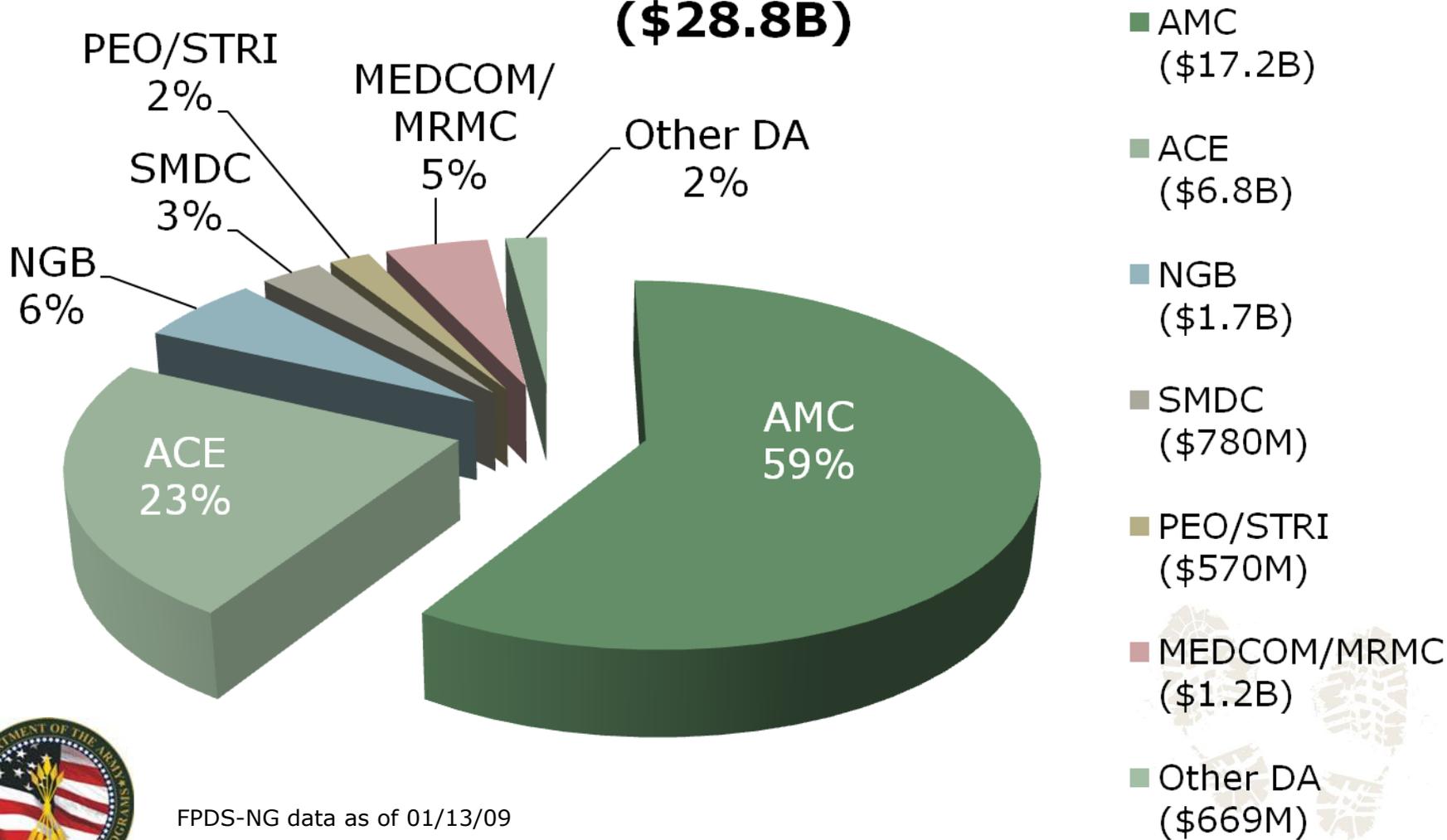
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# ARMY SMALL BUSINESS PRIME CONTRACT AWARDS – FY 08

## Small Business Awards (\$28.8B)



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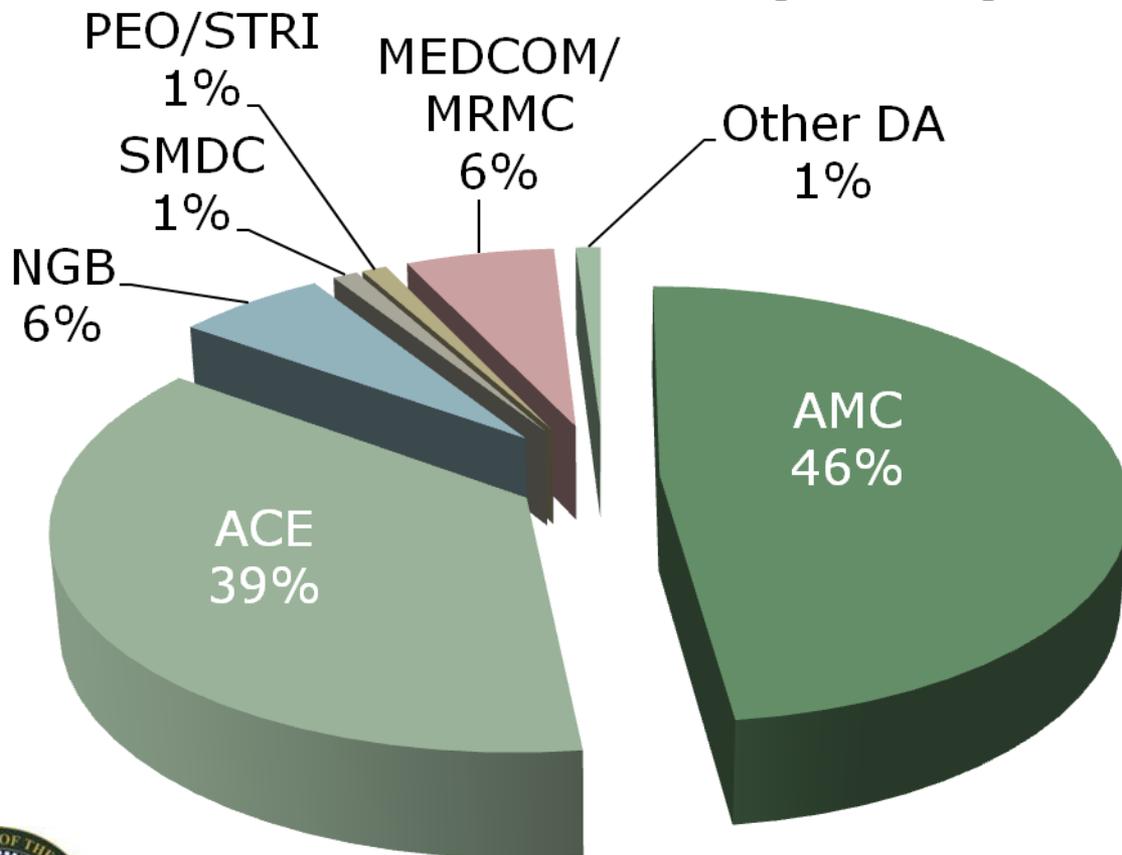
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# ARMY SDB PRIME CONTRACT AWARDS – FY 08

## SDB Awards (\$9.5B)



- AMC (\$4.4B)
- ACE (\$3.7B)
- NGB (\$594M)
- SMDC (\$67M)
- PEO/STRI (\$99M)
- MEDCOM/MRMC (\$580M)
- Other DA (\$40M)



FPDS-NG data as of 01/13/09



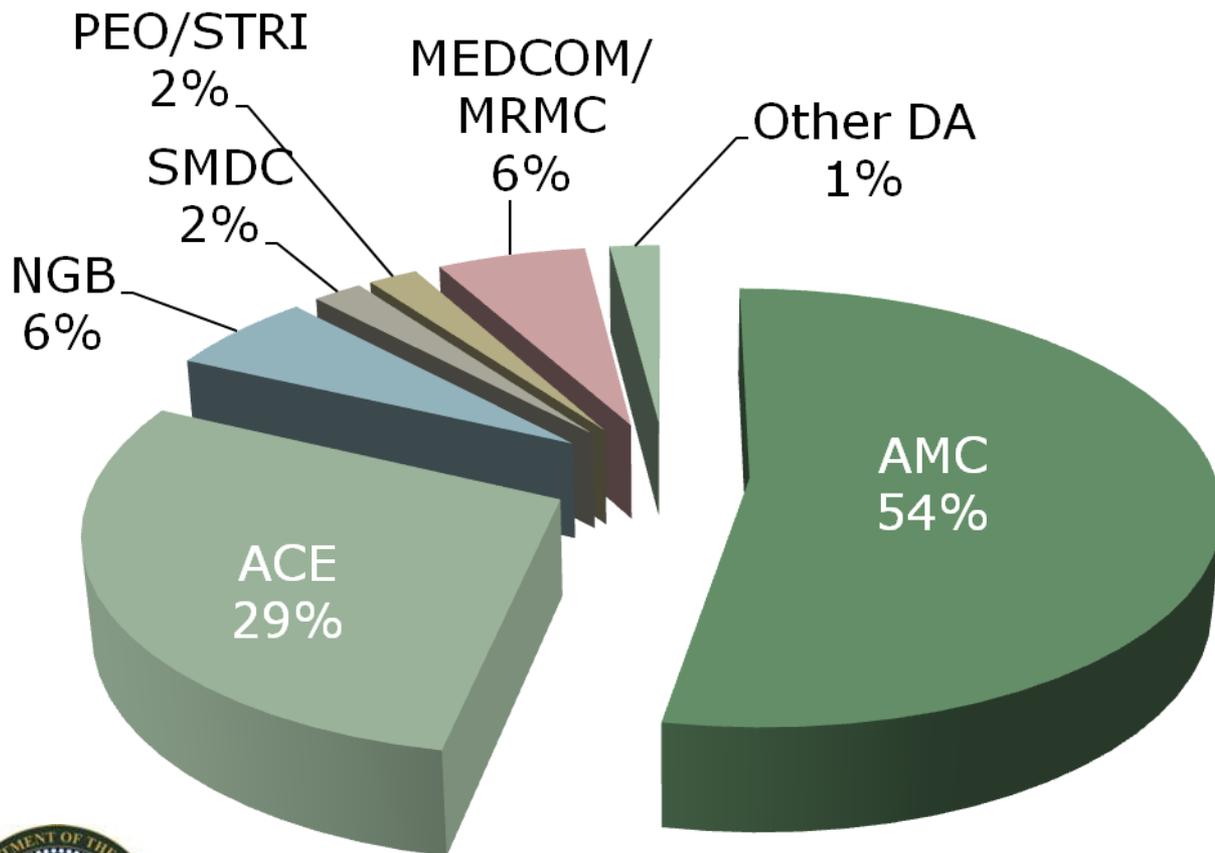
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# ARMY WOSB PRIME CONTRACT AWARDS – FY 08

## WOSB Awards (\$4.1B)



- AMC (\$2.2B)
- ACE (\$1.2B)
- NGB (\$248M)
- SMDC (\$95M)
- PEO/STRI (\$97M)
- MEDCOM/MRMC (\$231M)
- Other DA (\$58M)



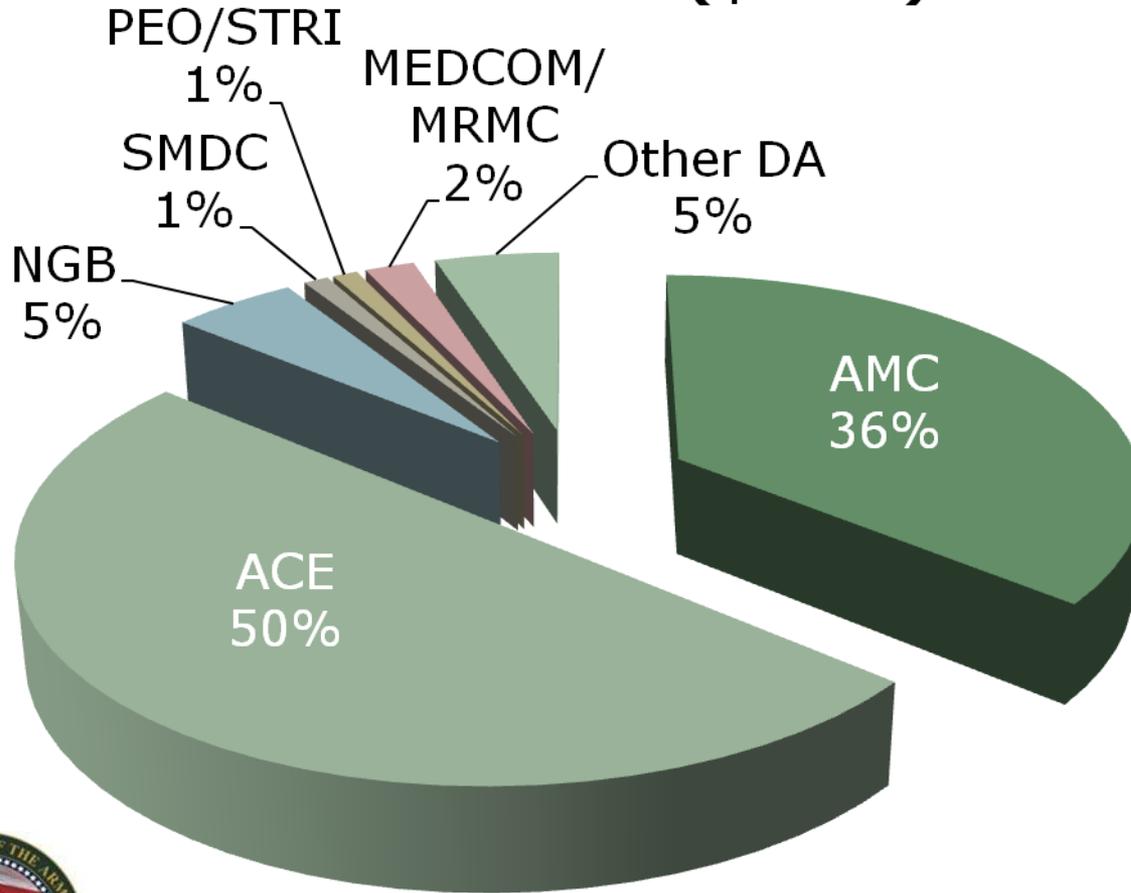
FPDS-NG data as of 01/13/09



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# ARMY HUBZone PRIME CONTRACT AWARDS – FY 08

## HUBZone Awards (\$4.3B)



- AMC (\$1.5B)
- ACE (\$2.1B)
- NGB (\$216M)
- SMDC (\$17M)
- PEO/STRI (\$19M)
- MEDCOM/MRMC (\$102M)
- Other DA (\$210M)



FPDS-NG data as of 01/13/09



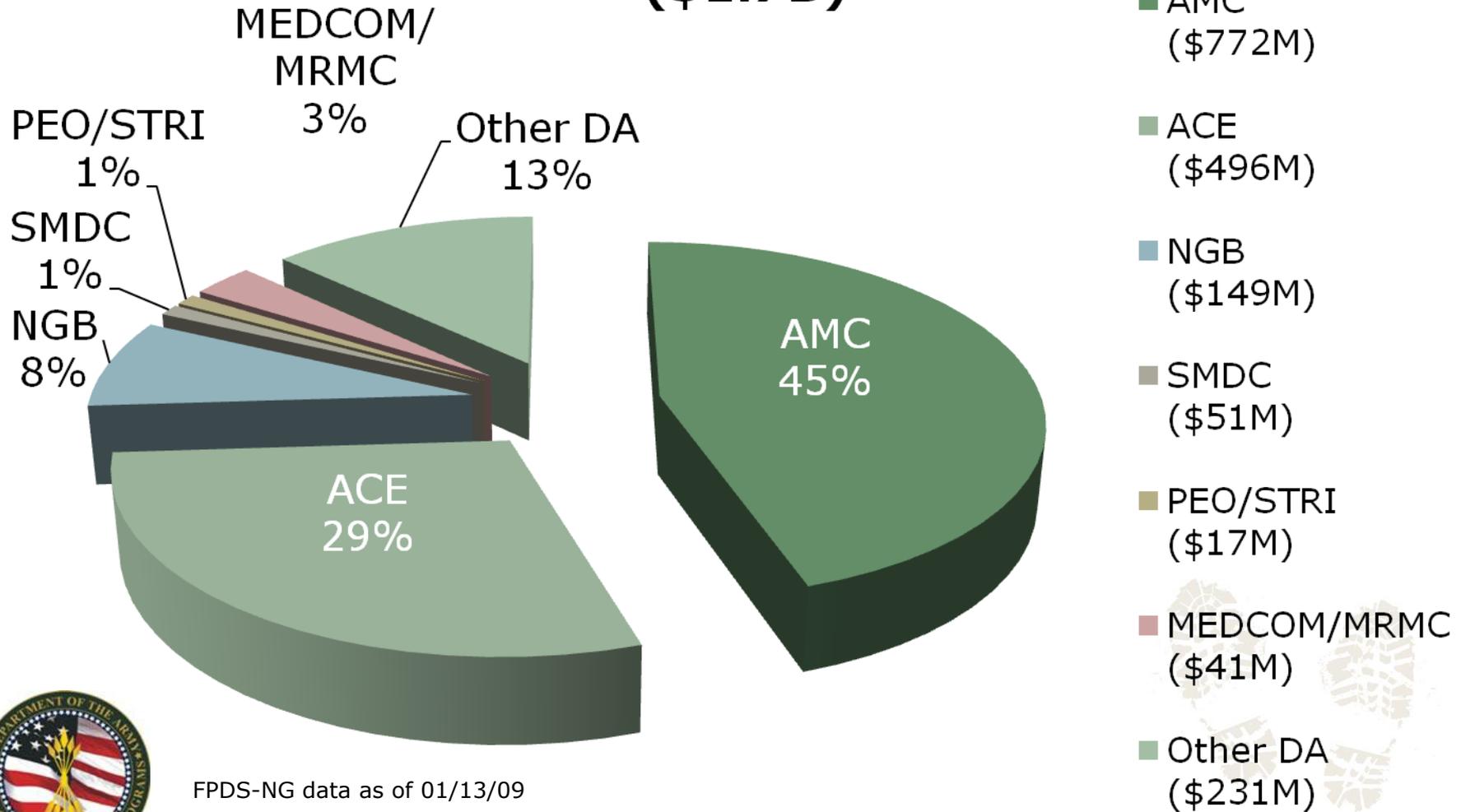
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# ARMY SDVOSB PRIME CONTRACT AWARDS – FY 08

## SDVOSB Awards (\$1.7B)



FPDS-NG data as of 01/13/09



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# ARMY SUBCONTRACTING PROGRAM

## Objective:

Increase the utilization of small businesses through teaming and partnering relationships.

## How:

- ❑ Extensive market research and one on one vendor sessions.
- ❑ Early involvement in development of acquisition strategies.
- ❑ Establishment of realistic and achievable goals.





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# ARMY SUBCONTRACTING PROGRAM

- Establishment of subcontracting performance metrics.
- Monitoring of achievements annually.
- Validate semi-annual reports in Electronic Subcontracting Reporting System (eSRS).

**Subcontracting Plan** - An acceptable plan must contain:

- Realistic and achievable goals for small businesses.
- Type and dollar amount of services to be subcontracted.





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# ARMY SUBCONTRACTING PROGRAM

- Detailed discussion of outreach program and commitments to utilize small businesses.
- Commitments from large business subcontractors to utilize small businesses.
- Name of subcontracting program administrator.
- Commitment to submit required eSRS reports.





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# Goals/Achievements

	FY07 Dollars	FY07 Achieved	FY08 Dollars	FY08 Achieved
US Business	\$4,676M		\$7,121B	
Small Business	\$2,880M	61.6%	\$3,734B	52%
Small Disadvantaged Business	\$429,495	9.2%	\$610,319	8.57%
Women-Owned	\$438,796	9.4%	\$678,539	9.53%
HBCU/MI	\$2,653	0.1%	\$7,892	0.1%
HUBZone SB	\$263,964	5.6%	\$379,429	5.27%
Veteran-Owned SB	\$233,201	5.0%	\$406,346	5.71%
Service Disabled Veteran-Owned SB	\$53,822	1.2%	\$77,204	1.1%





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# ARMY SADBU FOCUS FY 08/09

- Small Business Participation in FCS and Major Army Programs
- Promote Greater Involvement of SBs in Army Contracts for Services
- Enhance BRAC Opportunities for SBs
- Service-Disabled Veteran-Owned SB Program
- Contract Bundling and Consolidation
- Increase Role of HBCUs & MIs in the Acquisition Process
- Subcontracting Policy and Enforcement
- Army Contracting Command SB Program
- Accurate Data Reporting
- Staffing of SADBU Offices





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# ARMY SDVOSB STRATEGIC PLAN

- Increase the SDVOSB base by identifying and developing companies that possess the capability and capacity to meet the full spectrum of Army acquisition requirements.
- Increase sole source and restricted competition contracting opportunities for SDVOSBs through extensive market research and innovative acquisition strategies.
- Educate Army leadership, acquisition professionals, and SDVOSBs through a modular, turn key training program that utilizes state of the art delivery methods.
- Maintain strategic partnering relationships with Department (DoD), other Defense Agencies (ODA), Federal Agencies and Veterans Service Organizations (VSOs).





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# ARMY SDVOSB STRATEGIC PLAN

- Leverage all small business programs to maximize contracting opportunities for SDVOSBs.
- Foster prime and subcontracting opportunities through joint venture and teaming arrangements.
- Promote the increase of the SBA \$2M Surety Bond Guarantee limit.
  - Work with VSOs, Industry and Congressional Staffers/Teams
  - Provide input to draft regulations and laws
- Increase participation in the Manufacturing Technical Assistance Program (MTAP).
  - Leverage government, commercial industry and academia R&D investments programs
  - Maximize the SBIR program
  - Leverage the use of the Cooperative Research and Development Agreement (CRADA)





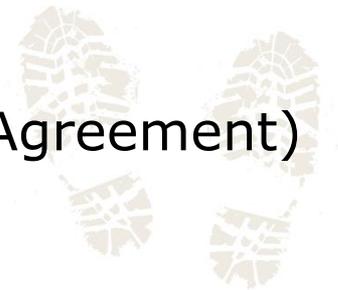
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# MENTOR-PROTÉGÉ PROGRAM

- 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
- 23 Active Agreements:
  - 13 Mentors
  - 23 Protégés (Can Have Only 1 Active Agreement)
- 1 Mentor is Graduated 8(a) Firm





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# Upcoming Conferences

*Save the Date: July 20-24 2009*

## **The 5th Annual National Veteran Small Business Conference & Expo**



**Sponsored by the Veteran Small Business Federal Interagency Council**

***[www.nationalveteransconference.com](http://www.nationalveteransconference.com)  
Conference Hotline (703) 695-3220***





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## WEBSITE

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>





# 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](http://www.sellingtoarmy.info)