



OSBP Newsletter

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U.S. Army Small Business Awards Program

The U.S. Army Small Business Program Awards for FY06 were presented during the Small Business Council meeting held on June 28, 2007 in Las Vegas, Nevada.

Ms. Tracey Pinson presented the Small Business Specialist of the Year Award to Mr. Hubert J. Carter, Jr. from the U.S. Army-Corps of Engineers, Omaha District.



SBS of the Year
Mr. Hubert J. Carter, Jr.

Mr. Carter was recognized for achieving the highest SDVOSB percentile for the Corps - 11.78%. Mr. Carter developed and implemented several internal Small Business Procedure Control Notices: one for the DD Form 2579 and one for SB Determination and Findings. He enforced a systematic process for an annual acquisition forecast in collaboration with contracting, project delivery teams, and senior leadership. Mr. Carter established a working relationship with local SBA representatives and developed a Plan of Operation for his District, and conducted compliance reviews and numerous procurement conferences. Training is a top priority for Mr. Carter and he successfully produced a Small Business 101 training module and presented it to the small business community and technical/business professionals throughout the year. Mr. Carter is known throughout his District for his program philosophy - **"Small Business is a Team Activity; Get into the Game!"**

In addition, Ms. Pinson presented the Small Business Program Awards to each of the Associate Directors for Small Business representing the Army Major Commands:



U.S. Army Corps Engineers
Small Business & SDB/8(a) Programs

The U. S. Army Corps of Engineers was recognized for its outstanding accomplishments and contributions to the Small Business, the Small Disadvantaged Business (SDB) and the 8(a) Programs. The Corps hosted numerous procurement fairs including its 10th Annual Small Business Conference last November. They held regional conferences to foster closer alliances with industry with emphasis on teaming relationships with small, SDB/8(a) firms and large businesses. The regional economic development conferences are held bi-annually with Mississippi Economic Development Authorities, Chamber of Commerce, and specifically targets 8(a) and SDBs from the south central region of the country. ACE has established a small business training program and an awards program. ACE personnel are actively involved with acquisition planning and are included in the quarterly commander's updates.

The U.S. Army Medical Command (MEDCOM) was recognized for its contributions to the Women-Owned Small Business Program and the HUBZone Program. MEDCOM continues to recognize the importance of training and provided a full day of training to contracting personnel.



U.S. Army Medical Command
WOSB & HUBZone Programs

MEDCOM recognizes outstanding work through its MEDCOM Small Business All Stars Awards. They make maximum use of various tools such as the San Antonio Business Opportunities Council, web site, and the score card.



U.S. Army Space and Missile Defense Command
SDVOSB, Subcontracting & HBCU/MI Programs

The U. S. Army Space and Missile Defense Command (SMDC) was recognized for its contributions to the SDVOSB and the HBCU/MI Programs. SMDC focus on extensive market research proved successful as a multi-million dollar procurement set aside for 6 of the possible 7 awards would be reserved for 1-SDVOSB, 2-SB, 1-8(a), 2-WOSB. The program managers and engineers supported the SBIR/STTR HBCU/MI conference sponsored by Alabama A&M and the Army sponsored HBCU/MI conference. These events provided opportunity to market SMDC's broad agency announcements where HBCU/MIs are encouraged to submit proposals. SMDC sponsored a mentor-protégé agreement where Alabama A&M receive subcontracting opportunities and has proved to be a long-term relationship.

Congratulations to all the award recipients.

Upcoming Events:

- 9-12 Sep 07.....HBCU/MI Week
- 13-14 Sep 07.....MED Week
- 17-19 Sep 07.....MARC Meeting
- 5-7 Nov 07.....Corps of Engineers, 11th Annual Small Business Conf.
- 7-8 Nov 07.....AMC 11th Annual Small Business Conf.

For more information on the upcoming events visit: www.sellingtoarmy.info and click on "Calendar of Events"

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Annual DoD Hawaii Small Business Forum

Submitted by Mr. Newton Yuen, U.S. Army Contracting Agency Element, Pacific



The annual DOD Hawaii Small Business Forum was held in Honolulu, Hawaii on June 26, 2007. The forum's primary focus was to assist small businesses on the idiosyncrasies of the Federal procurement process and the procurement opportunities available with the Army, Air Force, and Navy in the upcoming years. The afternoon was reserved for workshops, and the topics were based on requests and comments submitted by registrants on the previous year's comments/evaluation form. To encourage networking, 14 exhibition booths were available at no-cost, on a first come first served basis. Over 180 small businesses attended.

The morning began with Mr. Russ Saito, Comptroller for the State of Hawaii. He provided an overview of the State of the Hawaii Small Business Program, and their

intent to emulate the federal program in regards to set-asides and goals for the various SB subsets. A panel of SBs in various stages of the 8(a) program provided a unique perspective of past, present and future expectations. Mr. Richard Bauske from Bauske Environment spoke on the trials and tribulations of being in the program knocking on doors for years without getting results. He realized that the alternative of becoming a subcontractor gave him good insight on the Federal procurement process and valuable work experience which could be used as a future reference. He urged everyone who was unable to land prime contracts to consider the subcontracting route to get a foot in the door. Mr. Nelson Kanemoto from Referentia Systems Inc. spoke of growing pains as they became more successful in securing contracts and expanding their internal staff. Mr. David Goto of Goto Construction, spoke of the uneasiness they envisioned upon their recent graduation from the 8(a) program. He felt the experience they gained during their time in the 8(a) program will ensure their continued success as a SB firm competing for Federal and commercial procurements. Mr. Joseph Majkut of Dick Pacific Construction spoke on the SB subcontracting opportunities his company was offering, and how his

firm constantly looks for good firms for subcontracting opportunities.

The final panel for the morning session addressed the procurement opportunities available with the Air Force, Army, Naval Facilities Engineering Command (NAVFAC Pacific) and Navy Fleet and Industrial Supply Center (FISC). The Army presenter, Mr. Newton Yuen, took a different tack and instead of speaking on procurement opportunities, he spoke on "Lost Opportunities". He spoke of how the entire state of Hawaii was classified as a HUBZone and companies who failed to register as a HUBZone firm were missing a great opportunity. He provided examples of set-asides for HUBZones and SDVOSB for requirements under \$100,000 in which no bids or unreasonably high bids were submitted which meant more lost opportunities. These were lost opportunities in which a contractor would not have a second chance. He noted how in any given year, there would be less than 5 procurement actions in a given NAIC. Granted there are a few NAICS in the IT and office supply categories that have a lot of actions, but the majority of NAICS will not experience more than 5 procurement actions and if they are missed, chances of getting a contract are slim to nil.



The DoD and the United Negro College Fund Special Programs Corporation (UNCF-SP), in conjunction with the US Army Medical Research and Materiel Command (USAMRMC) have identified summer internship positions for HBCU/MI undergraduate students who are pursuing careers in medical research and biosciences for the second consecutive year.

Minority Summer Internships and Student Programs

Submitted by Mr. Jerome Maultsby, Associated Director for Small Business, U.S. Army Medical Research and Materiel Command

The DoD and the United Negro College Fund Special Programs Corporation (UNCF-SP), in conjunction with the US Army Medical Research and Materiel Command (USAMRMC) have identified summer internship positions for HBCU/MI undergraduate students who are pursuing careers in medical research and biosciences for the second consecutive year.

This year, from June 4 through August 3, the U.S. Army Medical Research Institute of Infectious Diseases (USAMRIID), one of the nation's premier research laboratories, agreed to host undergraduate students from Clavin University and Texas Southern University. The two student interns are working along side "top-notch" military, government and contractor researchers who are experts in their respective fields. We are optimistic that with having these opportunities for hands-on experi-

ence and after graduation that these students will consider careers as future scientists within DoD.

The leadership within USAMRMC has fully endorsed this program as it was introduced to them last year by the USAMRMC Office of Small Business Programs. This particular HBCU/MI effort is one of several initiatives being orchestrated within USAMRMC and reconfirms our commitment to provide opportunities for students and faculty from HBCU/MI.

More information about these relevant programs and funding opportunities can be found by visiting <http://www.mrmc.smallbusopps.army.mil>.

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3rd Annual National Veterans Small Business Conference and Expo

The Veterans Small Business Federal Interagency Council sponsored the 3rd Annual National Veterans Small Business Conference and Expo in Las Vegas, Nevada from 25-28 June 2007. The conference provided a wide range of important information on the status of veteran small business programs throughout the federal government; information on veteran small business legislation; strategies for increasing business opportunities and products; information on how Executive Order 13360 is being implemented; and services available for increased business opportunities.

The three-day conference was a great success featuring an entertainment reception by country music star Mark Wills, an EXPO featuring over 200 exhibitors, as well as breakout sessions designed to increase the effectiveness of information disseminated to each conference participant. The conference attracted over 1,200 participants consisting

of representative from large prime contractors, SDVOSBs, Veteran-Owned Small Businesses (VOSBs) and a wide array of contracting officials from throughout the Federal Government. The conference program included a half-day period for the Veteran small business community to receive one-on-one counseling from agencies such as the Army Office of Small Business Programs (OSBP), Navy OSBP, Air Force OSBP, Procurement Technical Assistance Centers (PTACs), National Aeronautics and Space Administration (NASA), and the Defense Logistics Agency. The program also included an award ceremony hosted by the Center for Veterans Enterprise which recognized the Army Major Commands (MACOMs) who met or exceeded the SDVOSB 3% contracting goal. The MACOMs that received the awards were U.S. Army Contracting Agency (ACA), U.S. Army Corps of Engineers (ACE), U.S. Army Intelligence and Security Command (INSCOM), U.S. Army Space and

Missile Defense Command (SMDC) and the National Guard Bureau (NGB).



Mr. Scott Denniston, Ms. Tracey Pinson & Caesar cut the "Welcome Ribbon" to begin the conference



The Joint Honor Guard w/Air Force MSgt Brooks performing during the opening ceremonies



LTC James Blanco, Program Manager, Veteran-Owned and Service-Disabled Veteran-Owned Small Business Programs

The conference was a great success and continues to serve as a platform for providing the veteran community small business with contracting opportunities within the Federal Government and for attaining the Congressionally-mandated 3% contracting goal. A post conference website is available at www.nationalveteransconference.com. The website features the final conference agenda, downloadable speaker briefings, attendee list, as well as pictures taken during the course of the event.

OSDBU Director's Interagency Council Meeting

Points of Contact:

Chair: Ms. Debbie Ridgely

Vice-Chair: Jim House

Secretary: LaJuene Desmukes

OSDBU Website: <http://www.osdbu.gov/>

Any questions or comments for the council should be directed to Ms. LaJuene Desmukes @ LDesmukes@doc.gov

The OSDBU Director's Council meeting was held at the Pentagon conference center on July 19, 2007. The meeting was hosted by Ms. Tracey Pinson, Director, U.S. Army, Office of Small Business Programs. The meeting featured Mr. Larry Stubblefield, Deputy Administrative Assistant to the Secretary of the Army and Mr. Greg Willis, U.S. Senate Small Business Committee. Mr. Stubblefield provided "Welcome to the Pentagon" remarks to the council and Mr. Willis provided a short briefing on the current status of the Senate Small Business Committee.

Other topics of discussion were, Outreach updates by Mr. Dan Sturdivant with the Department of Homeland Security, Legislative updates by Mr. Steve Boykin with the Depart-

ment of Commerce, and HBCU/MI updates by Ms. Jeanette Brown with the Environment Protection Agency.

The Council closed the meeting with open discussions on the SBA Small Business Scorecard. Council members provided candid comments related to the turn around time and effectiveness of the score card. SBA agreed to take a hard look at the score card procedures and provide maximum support available to all the agencies with completing and compiling the results of the score card.

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Siemens 1st Annual HBCU/MI Industry and Government Seminar Submitted by Mr. Jerome Maultsby, Associated Director for Small Business, MRMC & Ms. Nancy Small, Program Manager, HBCU/MI Program

May 8th 2007 marked Siemens 1st Annual HBCU/MI Industry and Government Seminar which was held at their Government Business Office, Reston, Virginia. The theme "Keeping Our HBCU/MI In the Know - Strategies for HBCUs/MIs to compete for and Secure Government Contracts," was developed over a five-month period between several strategic partners. Those involved in the extensive planning and preparation included: Siemens, United States Army Medical Research and Materiel Command - Office of Small Business Programs (OSBP), Congressionally Directed Medical Research Programs (CDMRP), Battelle, Battelle National Biodefense Institute, and Tunnell Consulting. Other participants on this day included 27 key decision makers from other federal agencies, industry officials and academia.

The genesis for the seminar was initiated as a result of alliances that were formed during the National HBCU/MI Conference which was held in New Orleans 14-15 December

2006. This particular conference was co-sponsored by the U.S. Army and U.S. Navy Office of Small Business Programs. It was during this time frame that a consensus was reached that more resources were required to empower, educate and encourage academia (i.e., HBCU/MI) and help them increase their competitiveness with regards to acquiring opportunities that will translate into winning contracts or grants.

This seminar represents a work in progress by those who maintain a vigorous passion for involving HBCUs/MIs at the early stages of acquisition planning. We anticipate that over the course of the next few months, we will begin to see some tangible benefits in terms of contract awards to HBCUs/MIs and also a better appreciation of the research capacities within the HBCU/MI community. In fact, as a result of the meeting, there have been several instances in which sharing of information has already occurred. Collectively, the proactive endeavor

will create a win-win for academia, industry and Department of Defense.



Army Contracting Agency (ACA), Information Technology, E-Commerce and Commercial Contracting Center (ITEC4) Army IT Day Submitted by Ms. Jackie Robinson-Burnette, Associate Director for Small Business, ACA

Ms. Giselle Whitfield (Acting Associate Director, Office of Small Business Programs at ACA ITEC4) served as a primary organizer

for the Army IT Day Conference. She diligently assisted with managing a special small business conference that ran on a parallel track to the main Army IT Day conference. The conferences were held in adjacent ballrooms. The small business conference attendees also participated in the main conference for the opening keynote, luncheon keynote, closing keynote, and most of the afternoon speakers. Small business conference attendees were invited to move back and forth between the main conference and the small business conference as they saw fit, based on their business interests in the topics being presented.

Overall, the conference offered valuable



(Left) Vera Davis, Division Chief, Army Contracting Agency, ITEC4, (Center) Giselle Whitfield, Associate Director for Small Business, ITEC-4, (Right) Bernie Smith, Events Planner.

insights into how the U.S. Army is integrating warfighting and business Transformation through information technology. From situational awareness to real-time actionable intelligence, and from business systems to weapons systems - information technology (IT) is the great enabler for transforming the Army to a modular force and key to our success in the war on terrorism in Iraq, Afghanistan, and beyond. The conference was an excellent opportunity to hear the views of key Army decision makers, stakeholders, and Warfighters. The opportunity to hear the vision of Lieutenant General Steven W. Boutelle - previous Army Chief Information Officer (CIO/G-6) and MG (P) Jeffrey Sorenson, Nominee - Army Chief Information Officer (CIO/G-6) was absolutely invaluable!

Small businesses were also encouraged to secure appointments to speak one-on-one

with program managers, contracting officers, and small business advisors at the networking/ matchmaking tables. In addition, there was ample opportunity to network with industry colleagues and partners who were also interested in Army opportunities both prime and subcontracting.

The Army one-on-one counselors were Sheila Smith, PEO EIS; Harriett Burton and Lester Ingol, Intelligence & Security Command; Michelina LaForgia, Army Small Computer Program; Giselle Whitfield, Vera Davis, Dawn Cregger, Barbara Trujillo, Yolanda Bell, Stacey Watson, John Courtis, Nellie Potocki-Reeves, Susan Klypchak all from ACA ITEC4; Pam Monroe, ACA Contracting Center of Excellence; Martina Felton, National Defense University; and Jana Tull, U.S. Army Materiel Command. Many Small Business Liaison Officers from large firms were present and on hand for one-on-one sessions.

Congratulations Giselle Whitfield for a job well-done. The success of the Army IT Day Small Business Conference was evident of the time and effort put into it.

The post event website is located at <http://www.afceanova.org/events/armyitday07/>.

2007 NATIONAL HISTORICALLY BLACK COLLEGES AND UNIVERSITIES WEEK CONFERENCE



“HBCUs: Fulfilling the Covenant in Our Nation’s Higher Education Community”

September 9-12, 2007

Hyatt Regency Washington on Capitol Hill
400 New Jersey Avenue, N.W.
Washington, D.C. 20001
(Union Station Metro Stop)

To register go to: <http://hbcuweek.ed.gov>

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U.S. ARMY MATERIEL COMMAND 11TH ANNUAL SMALL BUSINESS CONFERENCE



“Army and Small Business: Success Thru Partnership”

November 7-8, 2007

Hilton McLean Hotel
Tyson Corner, Virginia

To register go to: <http://www.ndia.org/meetings/8430>

For more information contact Kari Deputy, Meeting Planner
at (703) 247-2588 or kdeputy@ndia.org



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