



Department of the Army Small Business Program



The 6TH Annual Army Small Business Conference
“Army & Small Business: A Winning Team”
June 25, 2002

Ms. Tracey Pinson

Director, Office of Small and Disadvantaged
Business Utilization (SADBU)

Office of the Secretary of the Army



VISION



As An Integral Part Of The Army Team, We Will Be The Premier Small Business Organization In The Federal Government, Changing To Meet The Challenges Of Today, Tomorrow And The 21st Century.



MISSION

Advise Army Secretariat on Implementing Laws Concerning the Small Business Program

Enhance Ability of SB, SDB, WOB and HBCU/MI to Participate in Army Contracting Programs

SMALL BUSINESS ADVOCATES

Afford Equitable Opportunity for SB to Provide Quality Goods and Services at the Best Value

SERVICE ORIENTED TEAM

Establish Challenging Small Business Goals for Army Major Commands

Provide Policy Guidance, Direction and Education to the Army Acquisition Community



Army Prime Contract Awards FY 01



	TOTAL DOLLARS	ACHIEVED	NAT'L GOAL
US Business	\$33,797		
Small Business	\$ 9,204	27.2%	23.0%
Small Disadvantaged Bus.	\$ 3,063	9.1%	5.0%
8(A) Awards	\$ 1,480	48.3% of SDB \$	
Women-Owned Small Bus.	\$ 1,346	4.0%	5.0%
HUBZone Small Business	\$ 540	1.6%	2.0%
Service Disabled Veteran- Owned Small Business	\$ 68	0.2%	3.0%

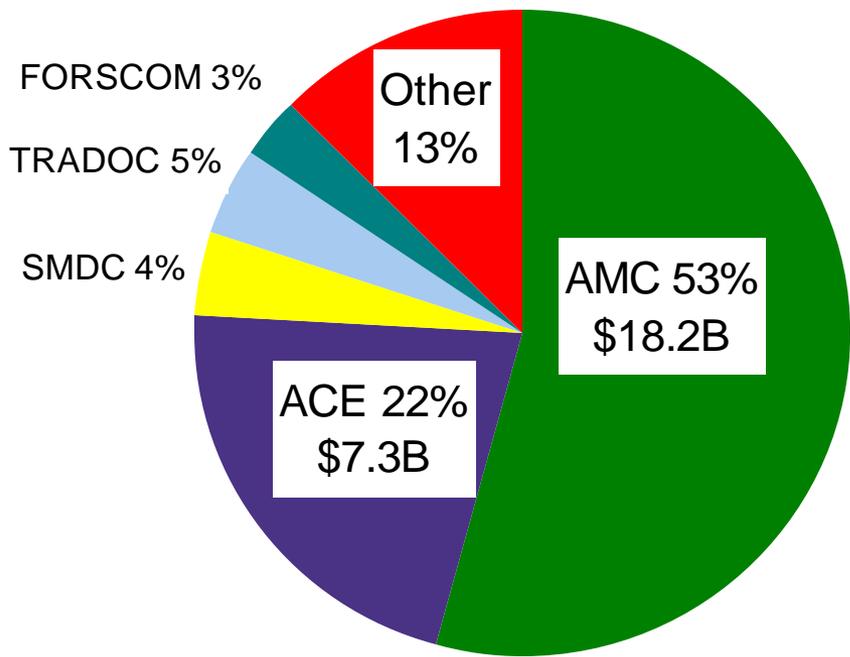
Dollars Shown in millions



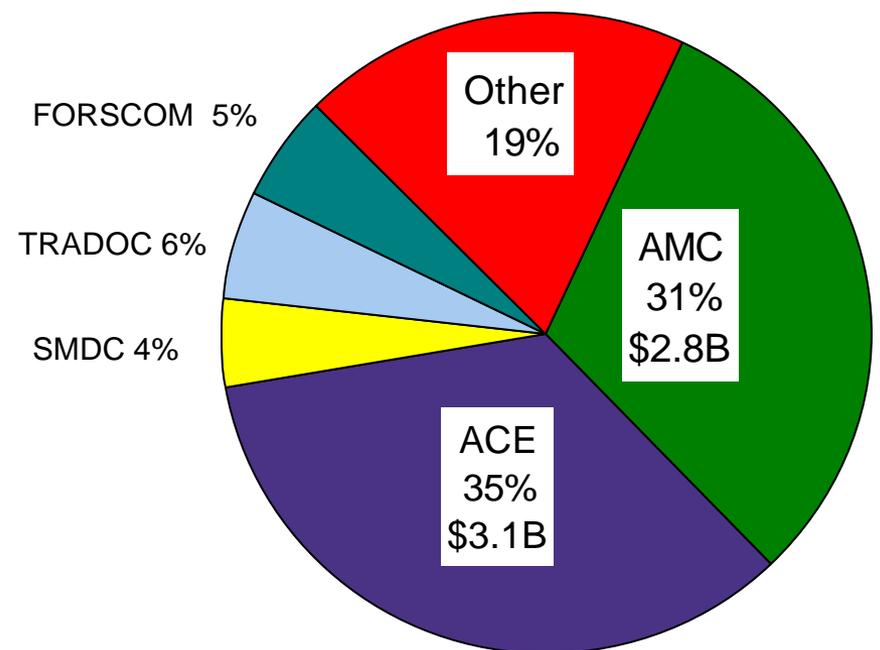
Army Small Business Prime Contract Awards FY 01



Total Awards (\$33,797M)



Small Business Awards (\$9,204M)

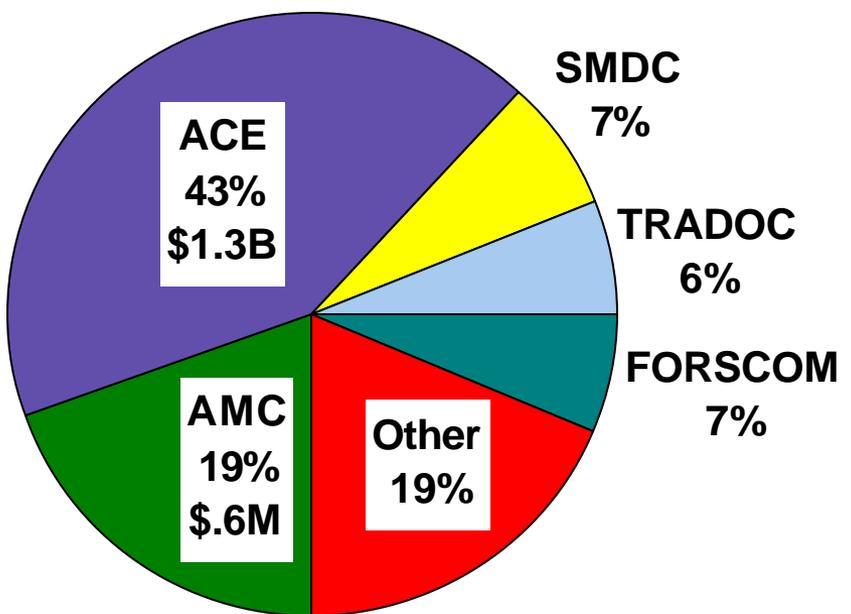




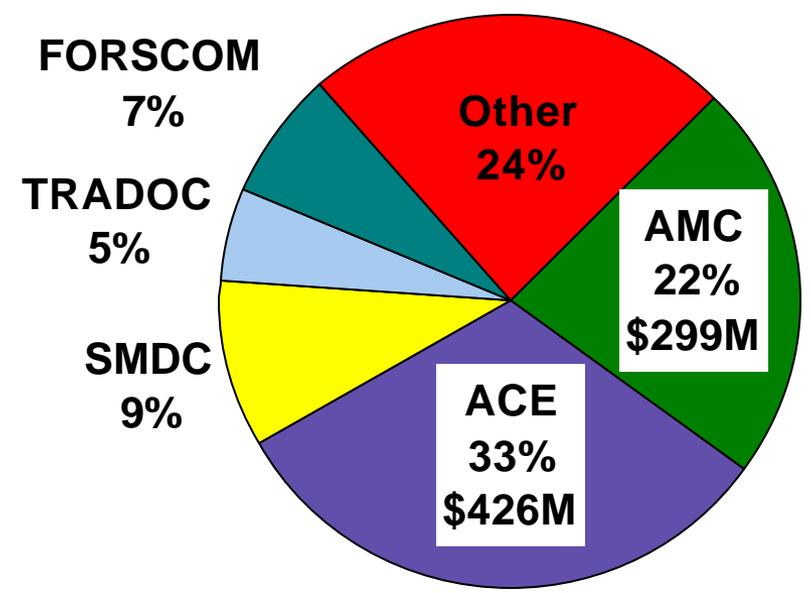
Army SDB/WOSB Prime Contract Awards FY 01



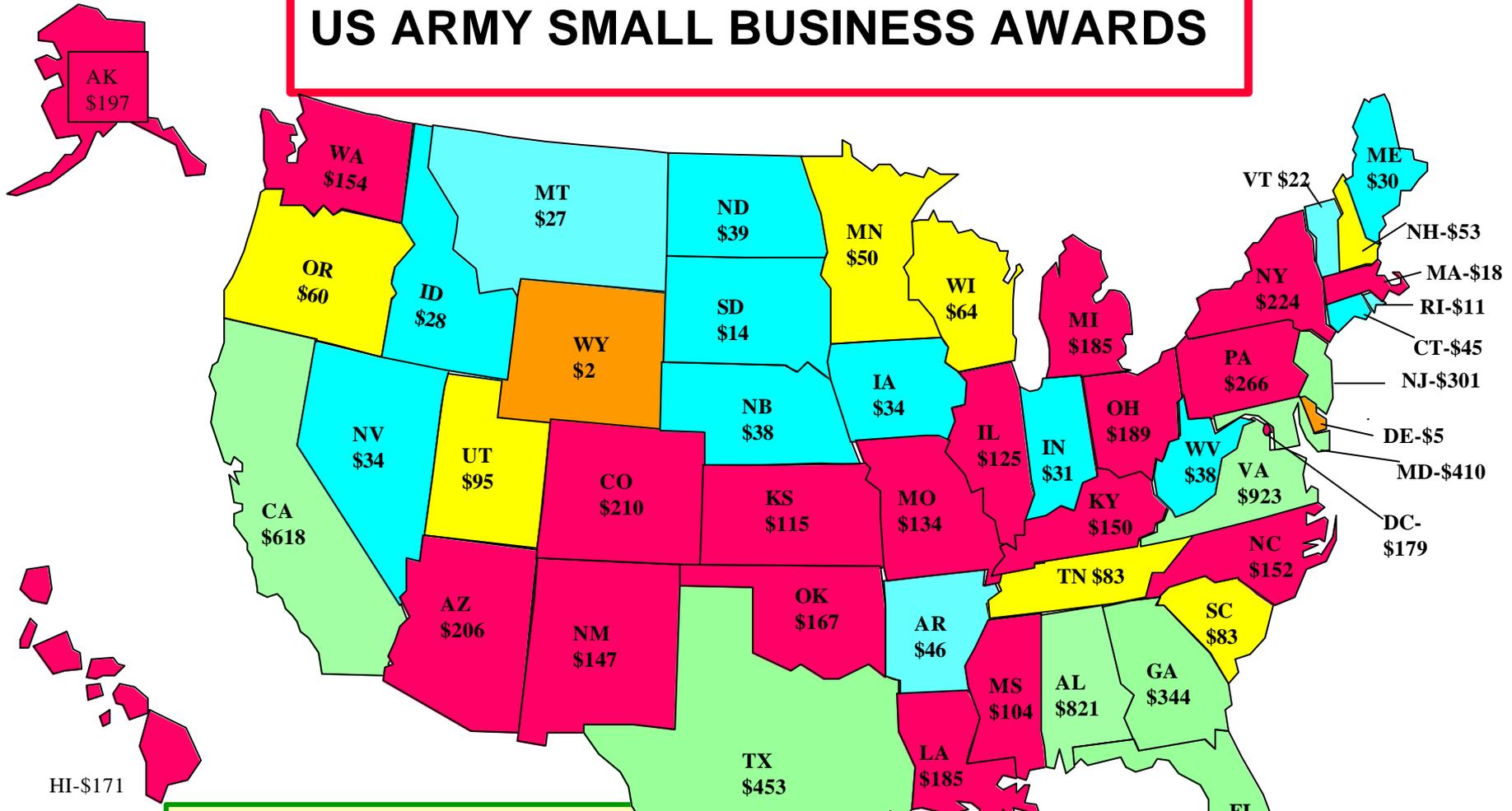
SDB Awards (\$3,063M)



WOSB Awards (\$1,346M)



US ARMY SMALL BUSINESS AWARDS



**TOTAL SMALL BUSINESS FOR
FY 01 \$9,204M**



Army Subcontract Awards FY 01



	TOTAL DOLLARS	ACHIEVED	GOAL
US Business	\$3,362		
Small Business	\$1,898	56.4%	62.5%
Small Disadvantaged Business	\$ 296	8.8%	5.0%
Women-Owned	\$ 279	8.3%	5.0%

Dollars Shown in millions



DOD Pilot Mentor-Protégé Program

Established 1991 - P.L. 101-510



- **Provides Incentives to Prime Contractors to Enhance the Technical Capability of SDBs to Perform as Suppliers**
- **Prime Contractors may be Reimbursed Labor Costs or Allowed to Credit Costs Toward Subcontracting Goals**
- **WOSB eligible as Protégés IAW FY2001 Defense Authorization Act (published in the Federal Register 11Sep01)**
- **Army currently has 20 Mentors and 27 Protégés**
- **Army Pilot 8(a) Graduate Mentor-Protégé Program**
 - **Pilot within a Pilot**
 - **14 Mentor-Protégé teams approved so far**



Small Business Program Reinvention



USD(AT&L) MEMO DTD 5/16/01

➤ ESTABLISHES A SINGLE RATING FOR OVERALL PROGRAM PERFORMANCE

- Annual Improvement Plan
 - Identify 3 Initiatives for added focus
- Performance Targets
 - (FY02-06) Base YR2000
- OSD SADBUs to consult with Services on Targets
- Awards Program for DoD Activities, DoD Personnel, and Small Businesses
- Training for Acquisition Personnel
- Semi-Annual Reporting

➤ HOLDS SENIOR LEADERSHIP ACCOUNTABLE FOR SB PROGRAM SUCCESS



FY 02/03 ARMY SADBU FOCUS



- Consolidation and Regionalization
 - Army Contracting Agency
 - Installation Management
- PEO/PM Program Support
- OSD AT&L Reinvention Memo



WEB SITES



Army SADBUs HOMEPAGE

<http://www.sellingtoarmy.info>

DOD SADBUs HOMEPAGE

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

**Centralized Contractor
Registration (CCR)**

<http://www.ccr2000.com>

**Army Contracting Agency
(ACA)**

<http://aca.saalt.army.mil>

**Small Business
Administration (SBA)**

<http://www.sba.gov>



**Making a
Difference
For Small
Business**

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

Let's Continue the Dialog !