

Ninth Annual Army Small Business Conference

Continuing Opportunities for Small Businesses

**The Honorable Claude M. Bolton, Jr.
Assistant Secretary of the Army
(Acquisition, Logistics and Technology) and
Army Acquisition Executive
November 2, 2005**

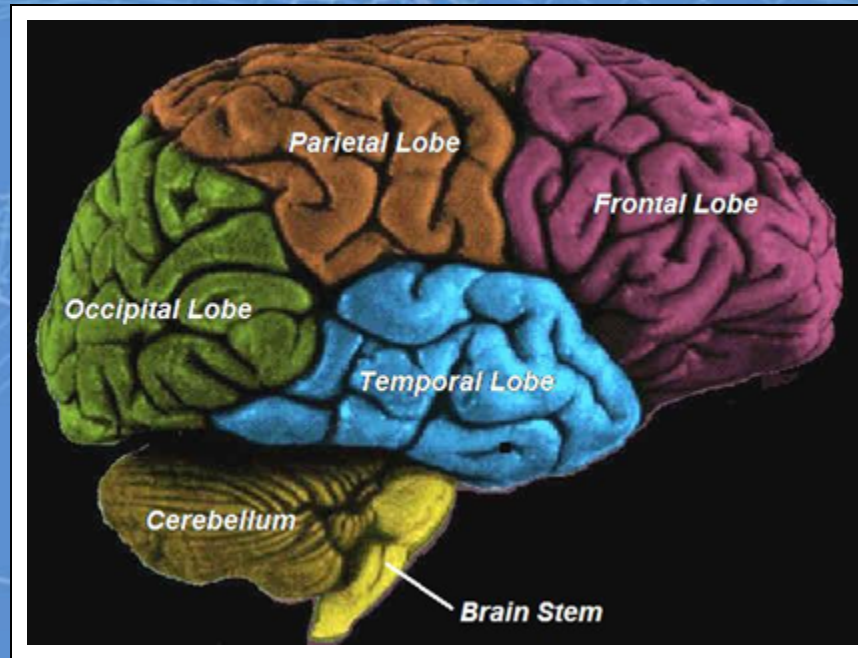
An Amazing Set of Facts

The Human Brain

Computational Power = 10^{16} cycles per second

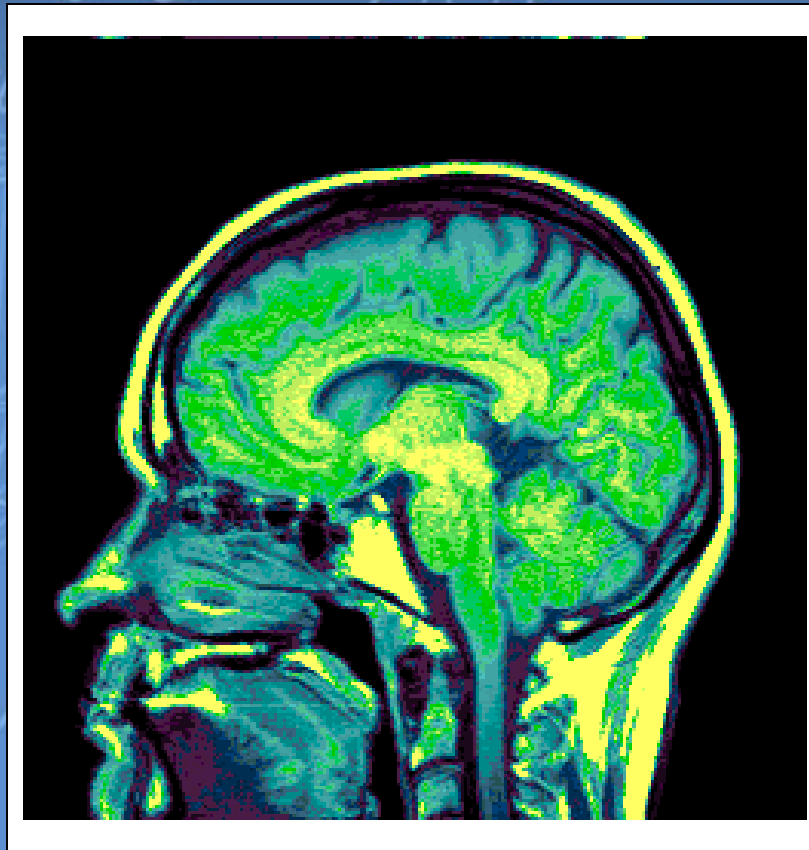
Weight = 4 lbs.

Volume = 0.06 cubic feet



Trivia Question

How Many Watts Of Power Does The Human Brain Consume?



Trivia Answer

15 Watts

Bluegene Is The Most Powerful Supercomputer.

Computational Power = 10^{15} cycles per second

Weight = 100,000 lbs.

Volume = 5000 cubic feet



Power Required = 2,000,000 Watts

(Data provided by Lawrence Livermore National Laboratory)

Challenges

- 
- **Provide the Soldier**
 - **Right Product**
 - **Right Time**
 - **Right Place**
 - **Right Price**
 - **Focus Areas**
 - **Programs**
 - **People**
 - **Production**
 - **Improvement**

Rapid Fielding Initiative

Equipment Items Fielded to *All* Soldiers



Rapid Equipping Force (REF)

REF IS an Innovative Provider of State-of-the-Art Equipment Not Available to Commanders Through the Regular Fielding Process.



PACKBOT



Translators

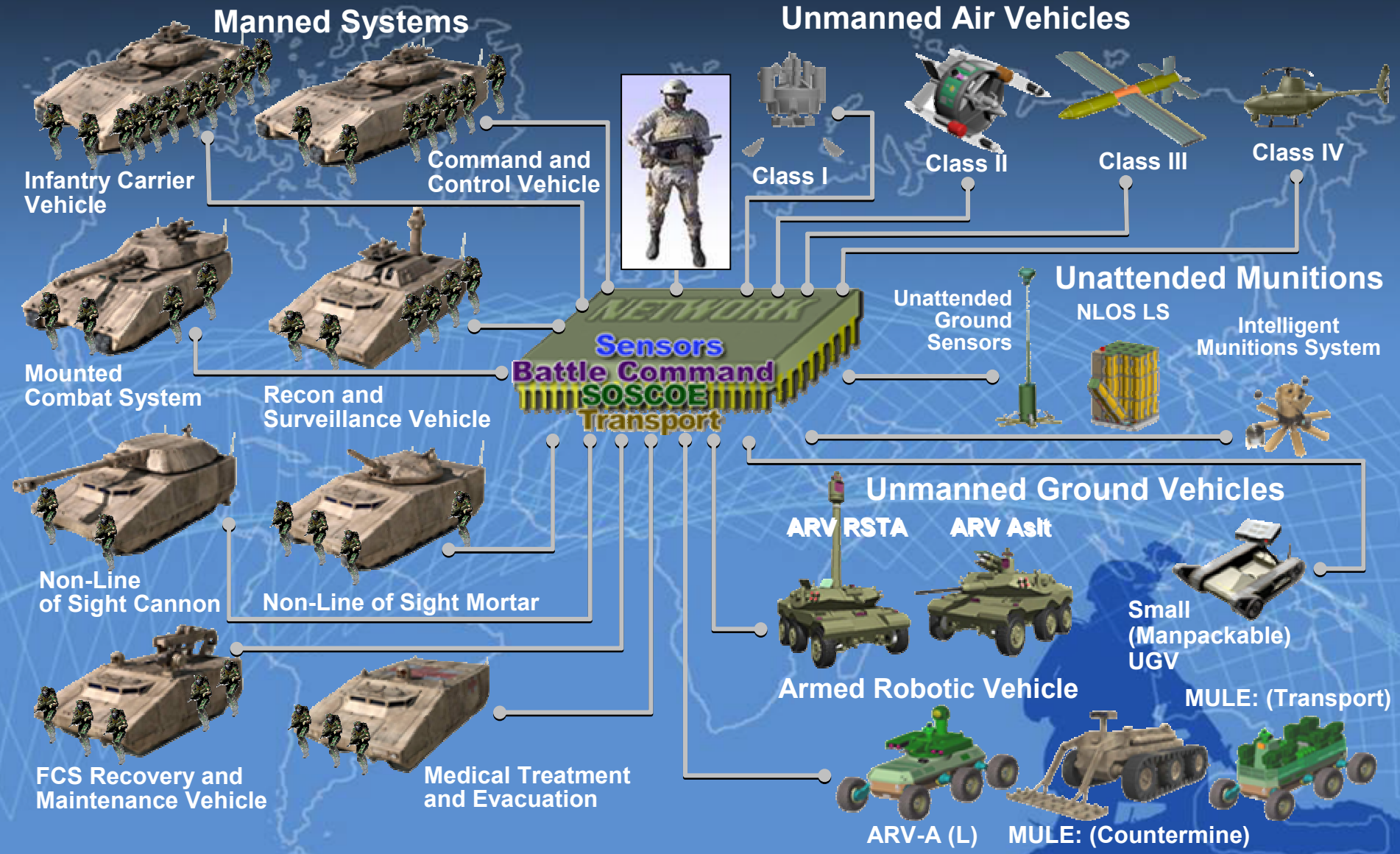


Wellcam

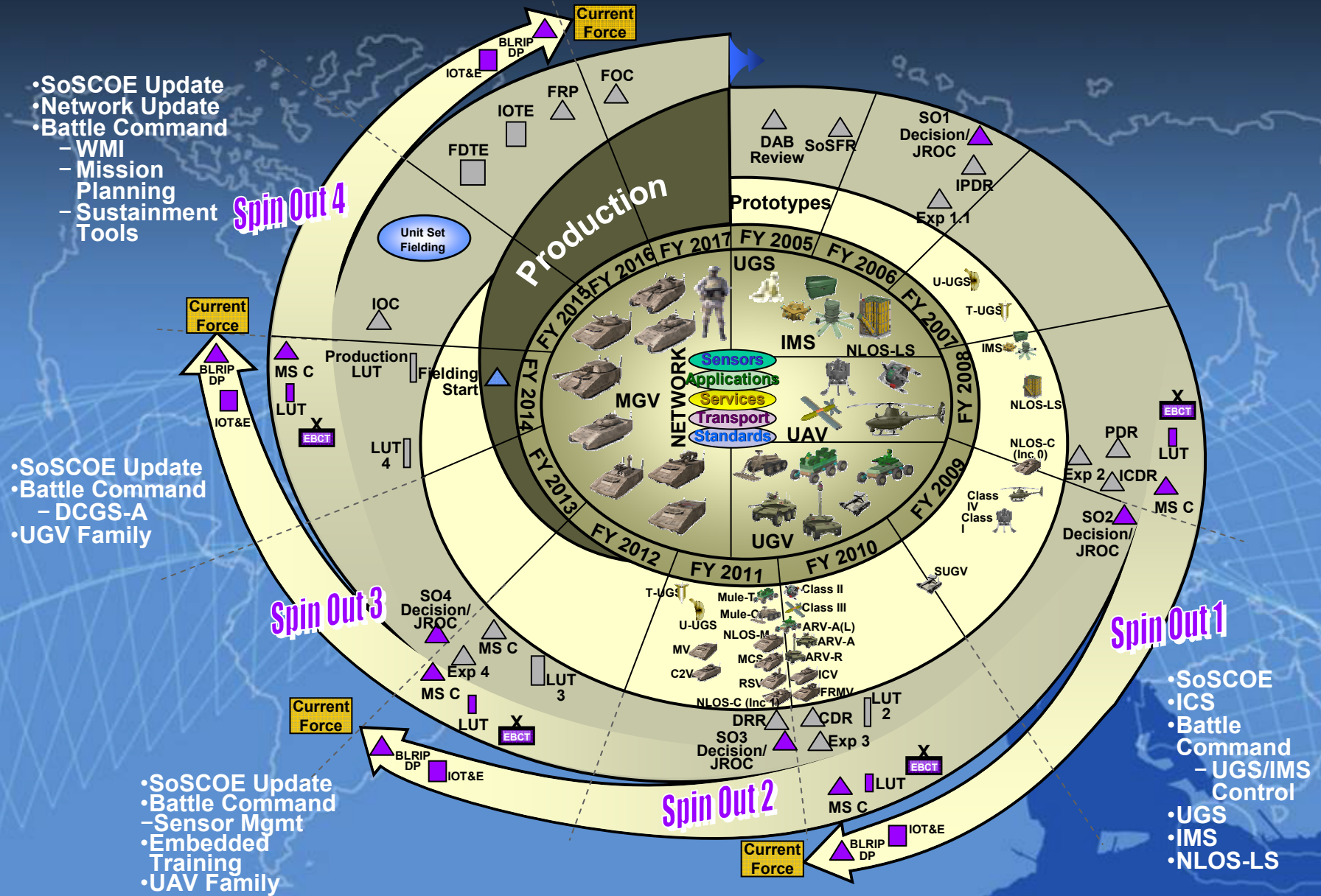
Network-Centric Stryker Brigades



FCS Increment 1

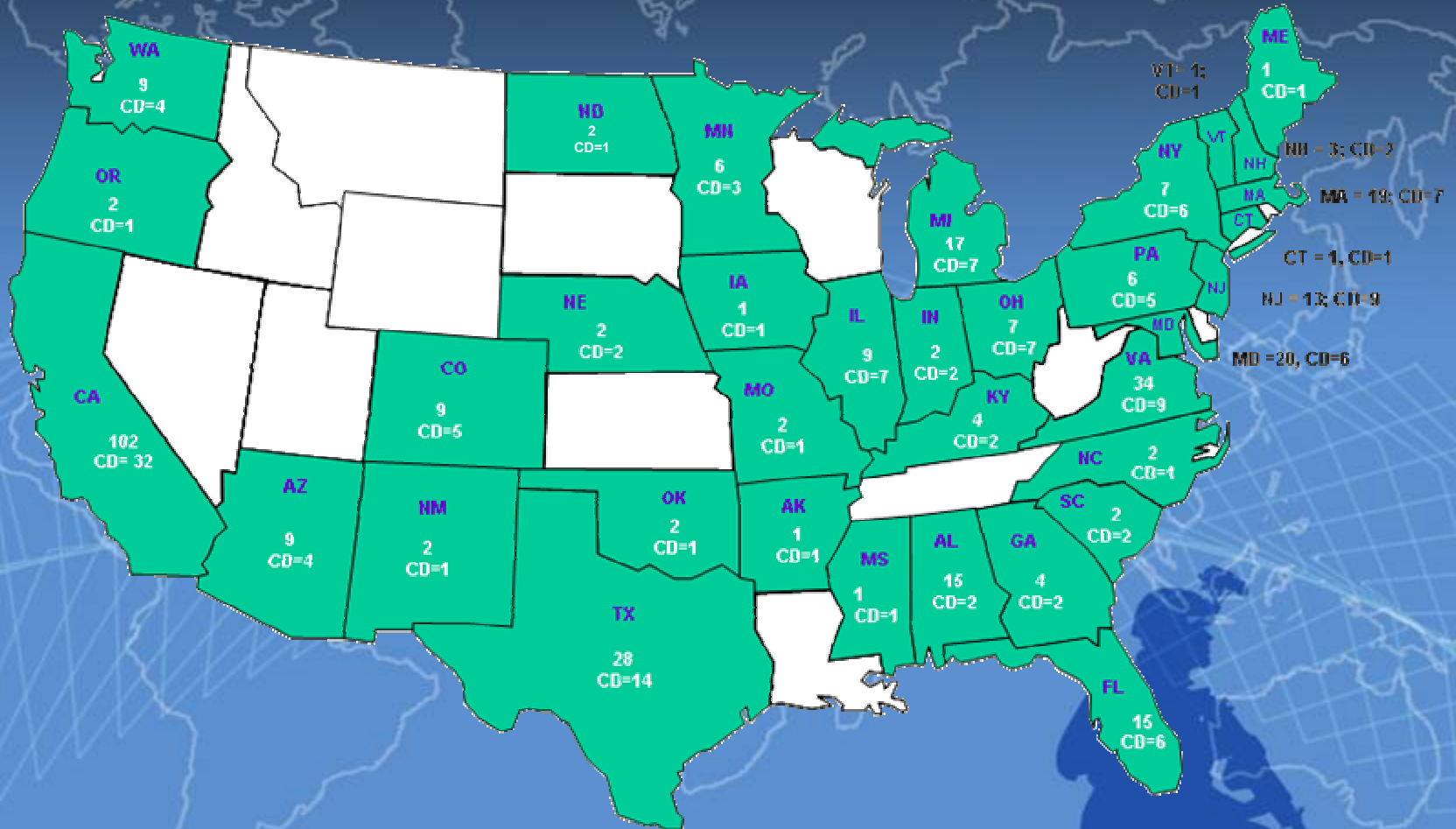


PM UA System of Systems Schedule



FCS One Team Industry Base

35 States, 159 Congressional Districts, 362 Suppliers






Best of Industry Across the Nation

Small Business Performance Partners – As of 31 Mar 2005 (Current Period)

Category	SB	SDB	WOSB	HUBZSB	VOSB	SDVOSB
Program Goal	17.5%	3.5%	2.5%	0.3%	1.5%	0.2%
As of March 2004	\$ 48,170,426	\$ 8,412,789	\$ 4,622,229	\$ 605,973	\$ 16,598,747	\$ 5,226,250
Commitment Percentage	16.9%	2.9%	1.6%	0.2%	5.8%	1.8%
\$ as of March 2005	\$ 125,980,861	\$ 15,982,605	\$ 12,016,365	\$ 2,309,963	\$ 35,440,225	\$ 11,979,935
Commitment Percentage	16.5%	2.1%	1.6%	0.3%	4.6%	1.6%
\$ as of September 2005	\$ 237,620,977	\$ 36,427,721	\$ 25,899,058	\$ 4,332,556	\$ 58,559,727	\$ 24,093,421
Commitment Percentage	13.2%	2.0%	1.4%	0.2%	3.2%	1.3%

SB Small Business
SDB Small Disadvantaged Business
WOSB Woman owned Small Business
HUBZSB Hub Zone Small Business
VOSB Veteran Owned Small Business
SDVOSB Service Disabled VOSB

 Better than Goal
 Better than 60% of Goal
 Less than 60% of Goal

Data is from most recent (May 2005) LSI semi-annual Small Business Subcontracting Report

Things On My Mind

How Do We Know We Are Meeting The Spirit and Intent of The Law?

- **DD Form 350**
Individual Contracting Action Report
- **DD Form 1057**
Monthly Summary of Contracting Actions

Army Prime Contract Awards

	DOLLARS (M\$)		NAT'L GOAL		% ACHIEVED	
	FY04	FY05	FY04	FY05	FY04	FY05
US Business	\$55,493	\$68,672				
Small Business	\$15,471	\$19,670	23.00%	23.00%	27.90%	28.60%
Small Disadvantaged Business	\$5,005	\$6,431	5.00%	5.00%	9.00%	9.40%
Women-Owned SB	\$2,029	\$2,484	5.00%	5.00%	3.70%	3.60%
HUBZone Small Business	\$1,573	\$2,117	3.00%	3.00%	2.80%	3.10%
Service Disabled Veteran-Owned SB	\$233	\$443	3.00%	3.00%	0.40%	0.60%

Things On My Mind

Are We Better Off Today Because of Small Business?

- More than 25 million small businesses in America
- Supplied over 23 percent of the total value of federal prime contracts in FY 2004
- Produced 13 to 14 times more patents per employee than large patenting firms
- Employs 41 percent of high tech workers
- Pays 45 percent of total U.S. private payroll

The Process

CAPABILITY
NEED

RESOURCES

ACQUIRE
DEVELOP
CONTRACT
TEST
PRODUCE
FIELD

OPERATE/
SUSTAIN
UPGRADE/
MODERNIZE
FMS

RETIRE
DEMIL

acquisition
ACQUISITION



D O T L M P F



Doctrine, Organizations, Training, Leader Development, Materiel, Personnel, Facilities

