

# Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

## U.S. Army Materiel Command 9<sup>th</sup> Annual Army Small Business Conference

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OFFICE OF THE SECRETARY OF THE ARMY

## Army Small Business Office



### VISION



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

## Army Small Business Office



### 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 Small Business Office



# ARMY PRIME CONTRACT AWARDS FY 05 (10/31/05)



	Total Dollars	Achieved	Army Target	Nat'l Goal
<b>US Business</b>	<b>\$68,948</b>			
<b>Small Business</b>	<b>\$19,789</b>	<b>28.7%</b>	<b>27.0%</b>	<b>23.0%</b>
<b>Small Disadvantaged Business</b>	<b>\$ 6,470</b>	<b>9.4%</b>	<b>8.8%</b>	<b>5.0%</b>
<b>Women-Owned SB</b>	<b>\$ 2,499</b>	<b>3.6%</b>	<b>4.1%</b>	<b>5.0%</b>
<b>HUBZone Small Business</b>	<b>\$ 2,144</b>	<b>3.1%</b>	<b>3.0%</b>	<b>3.0%</b>
<b>Service Disabled Veteran-Owned SB</b>	<b>\$ 448</b>	<b>0.7%</b>	<b>0.9%</b>	<b>3.0%</b>

*Dollars Shown in Millions*

## Army Small Business Office



# INSIDE THE NUMBERS



- Small Business: \$19.8B (Exceeded Target)
- Small Disadvantaged Business: \$6.5B (Exceeded Target)
- Women Owned: \$2.5B (First Federal Agency)
- HUBZone: \$2.1B  
Target Goal: 3.1% (Highest in Federal Government)
- SDVOSB (FY03 – FY05):  
Increased dollars from \$100M to \$448M  
Increased percentage of dollars by 350%

## Army Small Business Office



# MENTOR PROTÉGÉ PROGRAM



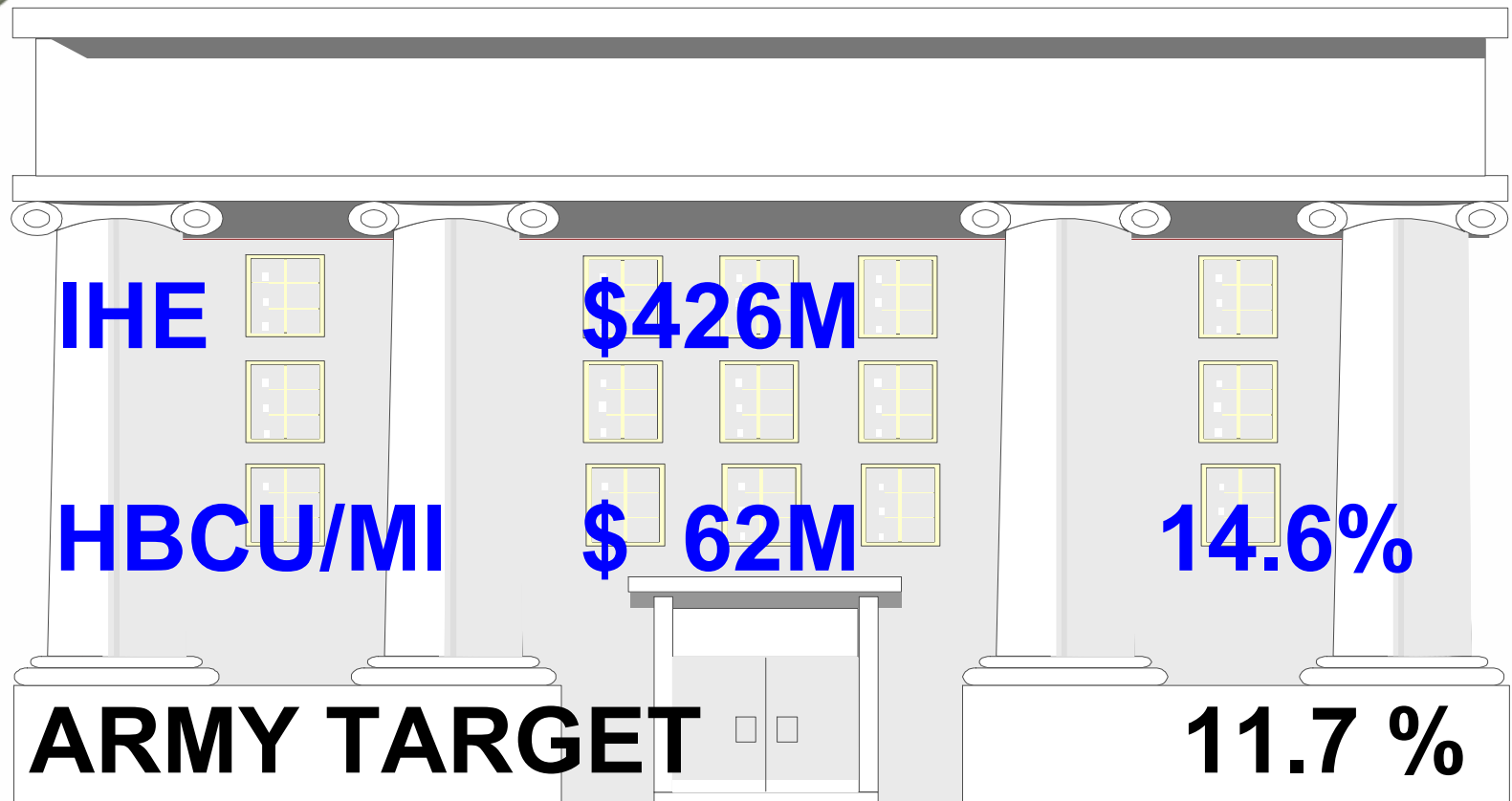
## *Program Status*

- Army Agreements Should Focus on High-Tech Solutions for the War Fighter
- 36 Active Agreements
  - 22 Mentors
  - 36 Protégés (Can Have Only 1 Active Agreement)
- 7 Mentors are Graduated 8(a) Firms
- FY05 Round III – 9 New Agreements Pending
- Army Awarded 1st MP Agreement in DOD Based Solely on the Protégé's SDVOSB Status
- For Army, 2 Rounds of Proposals for FY 2006
  - 15 December and 15 April

# Army Small Business Office



## HBCU/MI PROGRAM FY 05 (10/31/05)



## Army Small Business Office



# FY 06/07 ARMY SADBUC FOCUS



- Small Business Participation in FCS and Major Army Programs
- 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
- Residential Communities Initiative
- Subcontracting Policy and Enforcement



*[www.sellingtoarmy.info](http://www.sellingtoarmy.info)*

