

Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

NDIA Small Business Conference June 2, 2005

LTC Jim Blanco
ASSISTANT TO THE DIRECTOR
OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADBU)
OFFICE OF THE SECRETARY OF THE ARMY



VISION

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



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 Prime Contract Awards FY 04

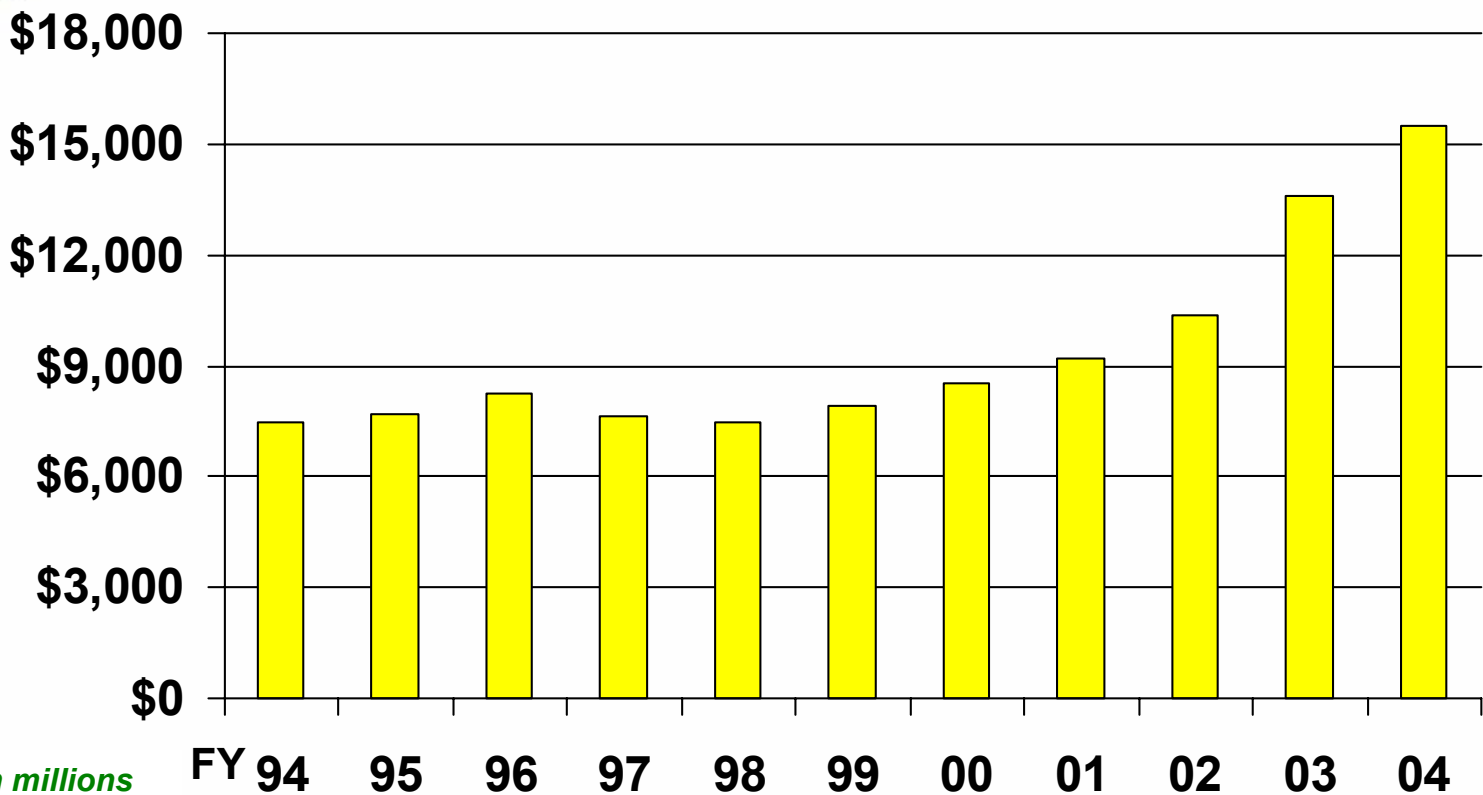


	Total Dollars	Achieved	Army Target	Nat'l Goal
US Business	\$55,493			
Small Business	\$15,471	27.9%	26.6%	23.0%
Small Disadvantaged Business	\$ 5,005	9.0%	8.6%	5.0%
Women-Owned SB	\$ 2,029	3.7%	4.1%	5.0%
HUBZone Small Business	\$ 1,573	2.8%	3.0%	3.0%
Service Disabled Veteran-Owned SB	\$ 233	0.4%	3.0%	3.0%

Dollars shown in millions



Army Small Business Program History



\$ in millions

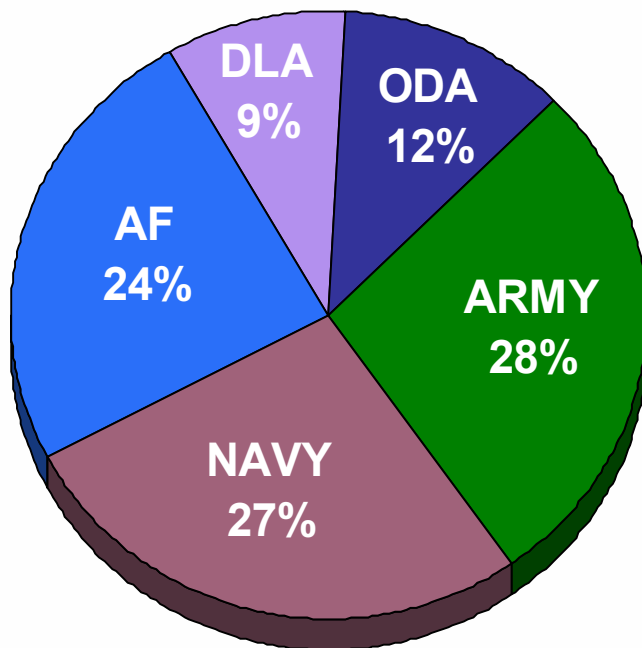
Effective FY99, data includes Federal Supply Schedule awards over \$25K



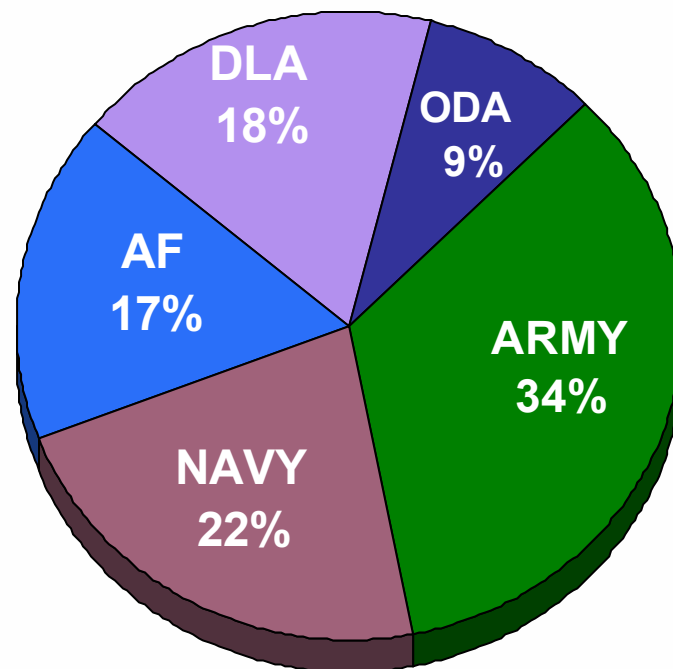
DOD Small Business Prime Contract Awards FY 04



**Total Awards
(\$200.4B)**



**Small Business Awards
(\$44.8B)**

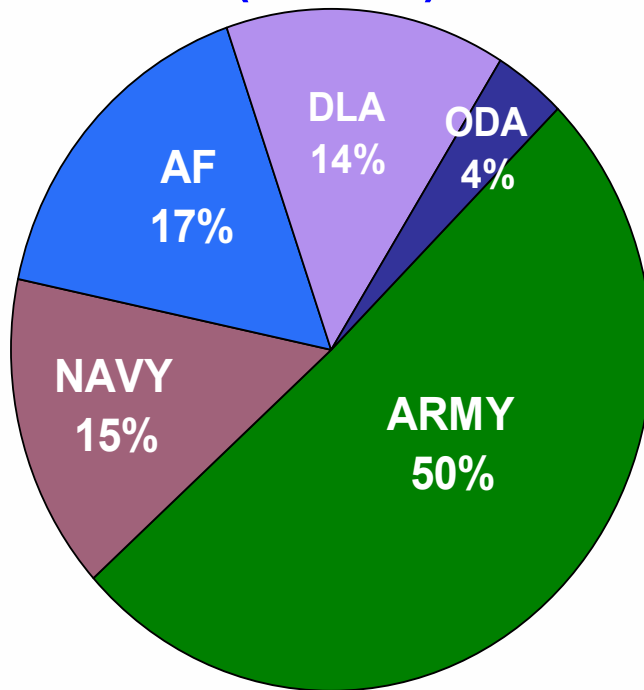




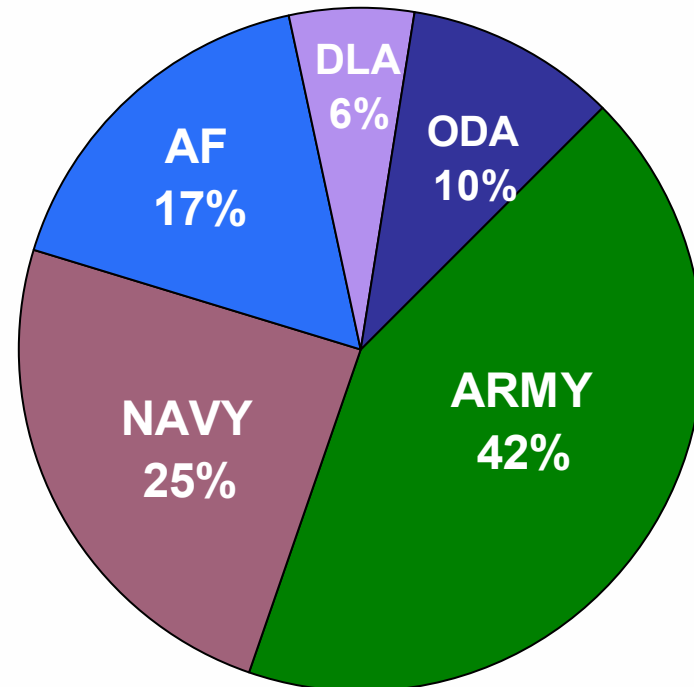
DOD Small Business Prime Contract Awards FY 04



**HUBZone Awards
(\$3.1B)**



**SDVOSB Awards
(\$.5B)**





Army Small Business Reinvention Initiatives FY 05



- **Promote opportunities for firms located in HUBZones through a comprehensive outreach initiative.**
- **Maximize value of small business to the war fighter by promoting contracting opportunities in contingency operations.**
- **Promote utilization of small businesses as subcontractors in acquisitions of combat systems such as the Future Combat System (FCS).**
- **Continue to promote the increase awareness of the SDVOSB Program through an innovative outreach program.**



SELLINGTOARMY Website



Single Portal For Army Small Business

MENTOR-PROTÉGÉ
WOMAN OWNED
HBCU / MI
VETERAN OWNED / SERVICE DISABLED
HUBZONE
SMALL BUSINESS
SUB CONTRACTING

Please Visit the DOCUMENT STORE

OSADBU
DBU
BU
OSADBU
TEXT SITE
SITE MAP

ARMY helping

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION
Stay Informed
LEARN HOW TO DO Business with the ARMY

Home Business Opps Register Tools Locations Login Search

Welcome
The Army's Office of Small and Disadvantaged Business Utilization (OSADBU) welcomes you. Our vision is to be an integral part of the Army team and to help small businesses and America's Army meet the challenges of this century. Our goal is to establish the Army as the premier organization for the promotion of and more from...

Director Tracey Dossie, Director Tracey Paxon

Business Development Center

CALENDAR OF EVENTS

OSADBU
TEXT SITE
SITE MAP

MESSAGE
Director's Message
Expectations for Directors

INFORMATION
Business Development
Comment: Size Standards
Doing Business in Iraq
Executive Order SOWOSE
Federal Register Site Reg.
Future Combat Systems
Proposed Size Standards
Use of Non-DOD Contracts
Bidding Guidance
JITeaming Guidance

FEATURES
ACA SBT Conference & Vendor Counseling
2009 ACE SBT Conference
Army Receives Top Award
SDCC Training Symposium
Director Receives Award
Document Store
SBA Announcement

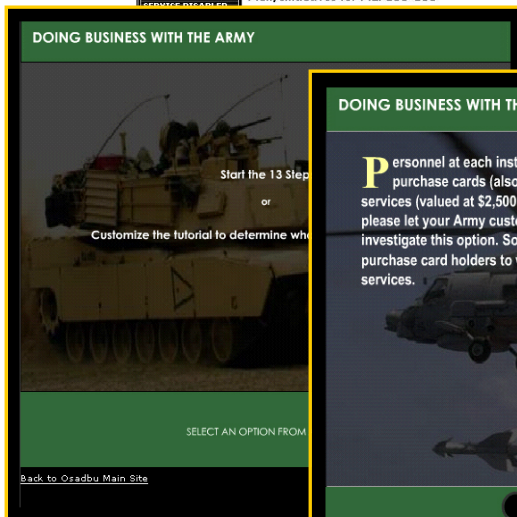
Mission Statement

PLAY INTRO

- Small Business
- Acquisition Professionals
- ADs and SADBUs



13 Steps to Doing Business with the Army



- Flash Presentation
- 13 Sequential Steps
- Live Links
- Capability to Customize



FSC Search

Federal Supply Code (FSC) Search

- Detailed listing FSC
- Customized Search
- Sortable Results



Locations Search



Command Location Map

- Integrated graphical map and search function

- Multiple search criteria enabled

- Customizable search results

Mission/Command	OFC Code	Contact	Email	Address/Telephone
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Questions

