



PROGRAM BRIEFING

AMC 11th Annual SB Conference

MS. TRACEY PINSON

DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS
OFFICE OF THE SECRETARY OF THE ARMY

7-8 Nov 2007

McLean, VA





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



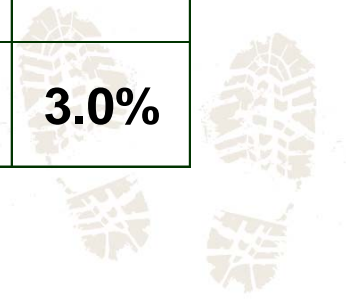


ARMY PRIME CONTRACT AWARDS – FY 07

	Total Dollars	Achieved	Army Target	Nat'l Goal
US Business	\$85,869			
Small Business	\$21,147	24.6%	25.0%	23.0%
Small Disadvantaged Business	\$ 7,329	8.5%	8.0%	5.0%
Women-Owned SB	\$ 3,073	3.6%	3.5%	5.0%
HUBZone Small Business	\$ 3,284	3.8%	3.0%	3.0%
Veteran-Owned SB	\$ 2,415	2.8%		
Service Disabled Veteran-Owned SB	\$ 839	1.0%	0.8%	3.0%

FPDS-NG Data as of 10/5/07

Dollars shown in millions





ARMY PRIME CONTRACT AWARDS - FY 07

	TOTAL DOLLARS	ACHIEVED	ARMY TARGET
US Business	\$85,869		
Small Business	\$21,147	24.6%	25.0%
SDB Business	\$ 7,329	8.5%	8.0%
8(A) Awards	\$ 4,234	4.9% (US Bus) 20.1% (SB) 57.8% (SDB)	
Women-Owned SB	\$ 3,073	3.6%	3.5%

FPDS-NG Data as of 10/5/07

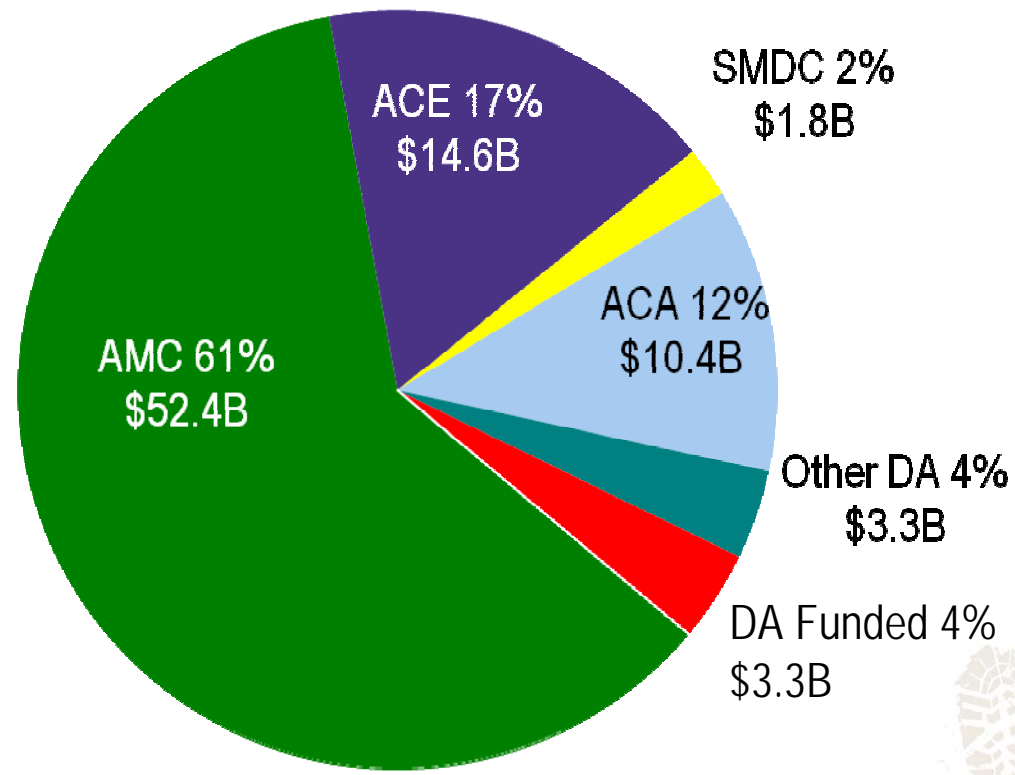
Dollars shown in millions



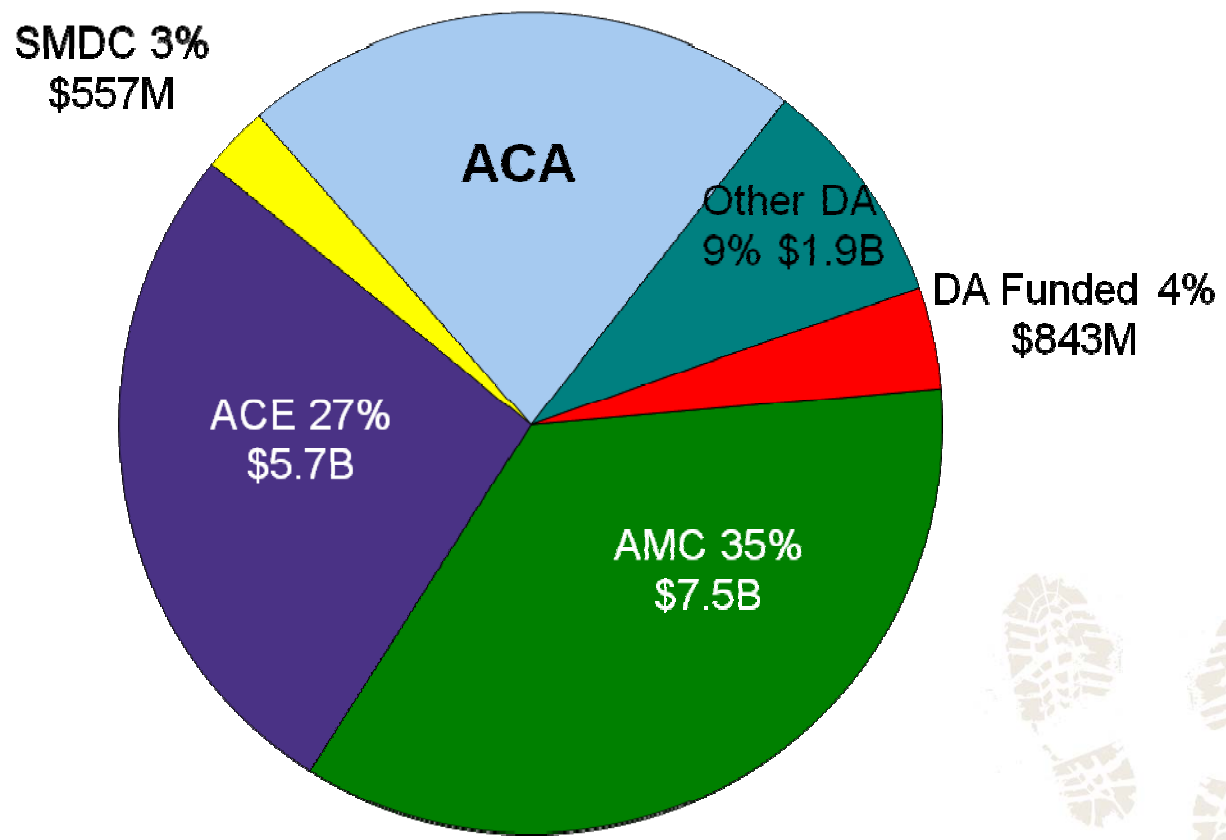
- Small Business: \$21B (exceeded Nat'l Goal)
- Small Disadvantaged Business: \$7.3B (exceeded Nat'l Goal)
- Women Owned SB: \$3B (up \$1B since FY04)
- HUBZone: \$3.3B (exceeded Nat'l Goal)
- SDVOSB (FY05 – FY07):
 - Increased dollars from \$501M to \$839M
 - Increased percentage of dollars by almost 67.5%



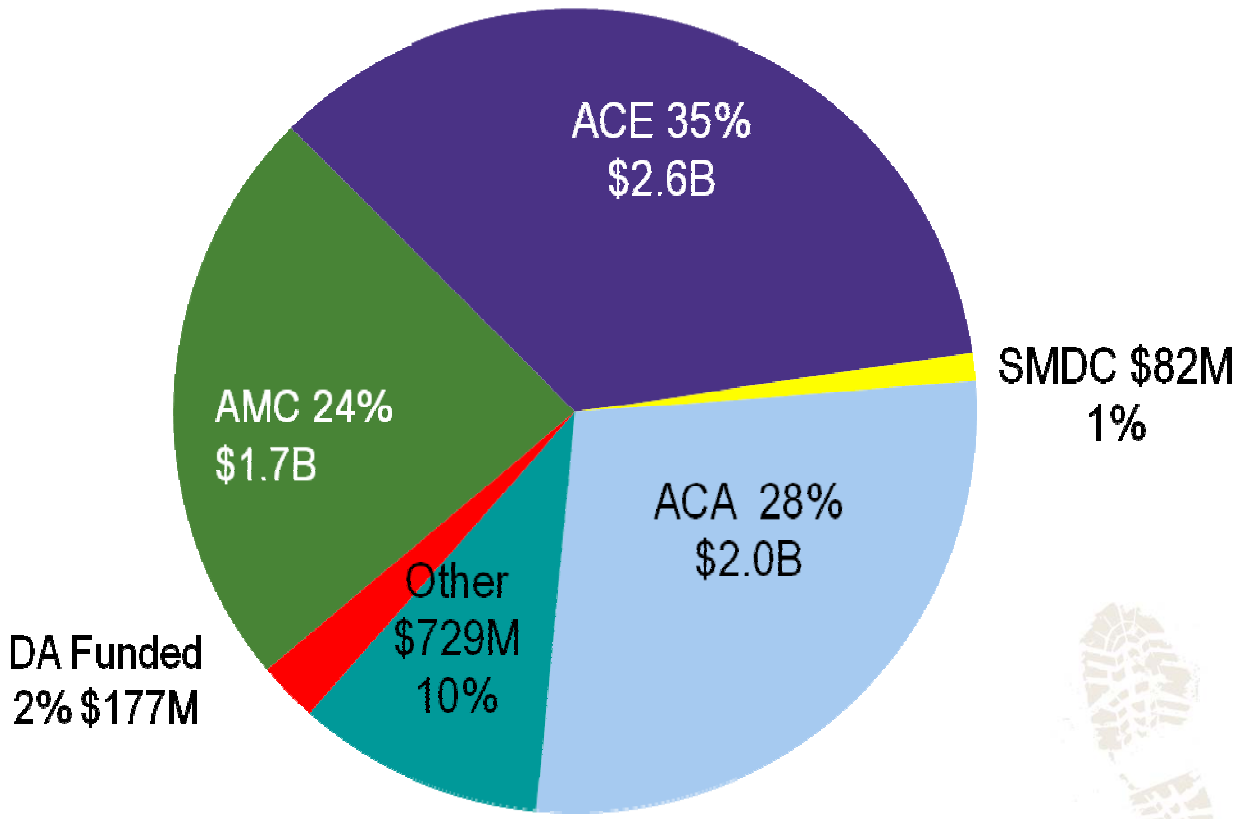
Total Awards (\$85.9B)



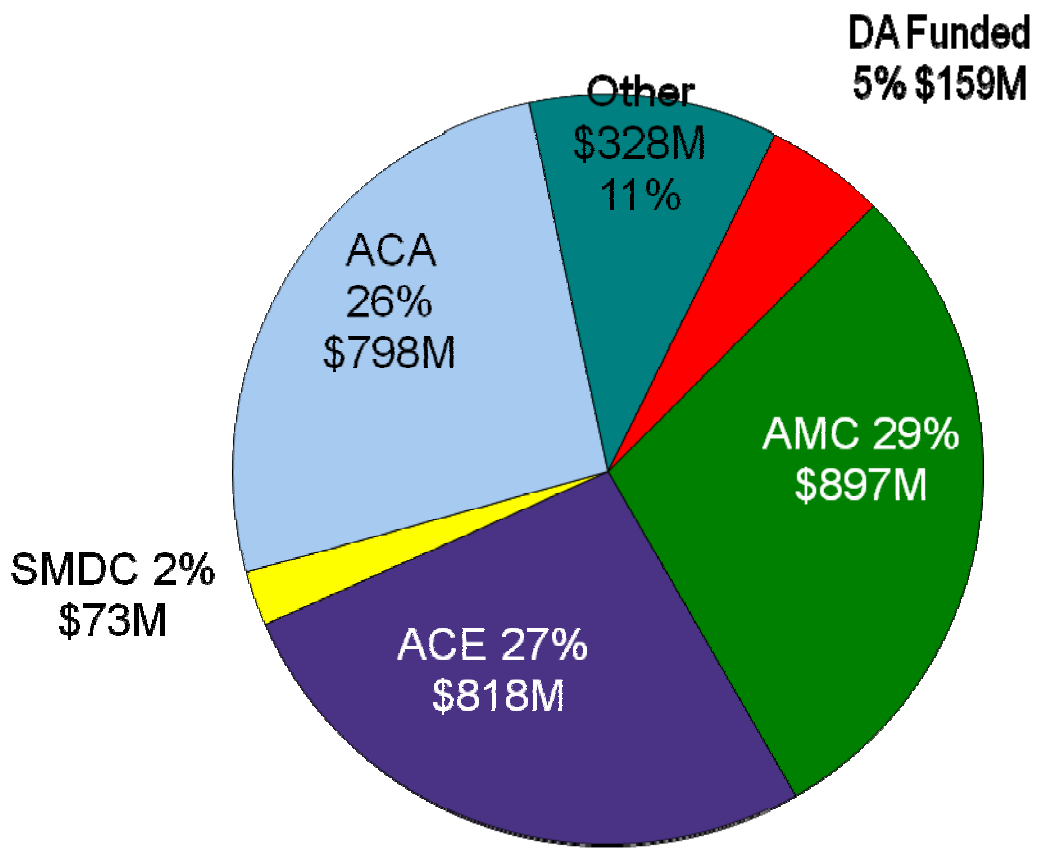
Small Business Awards (\$21.1B)



SDB Awards (\$7.3B)



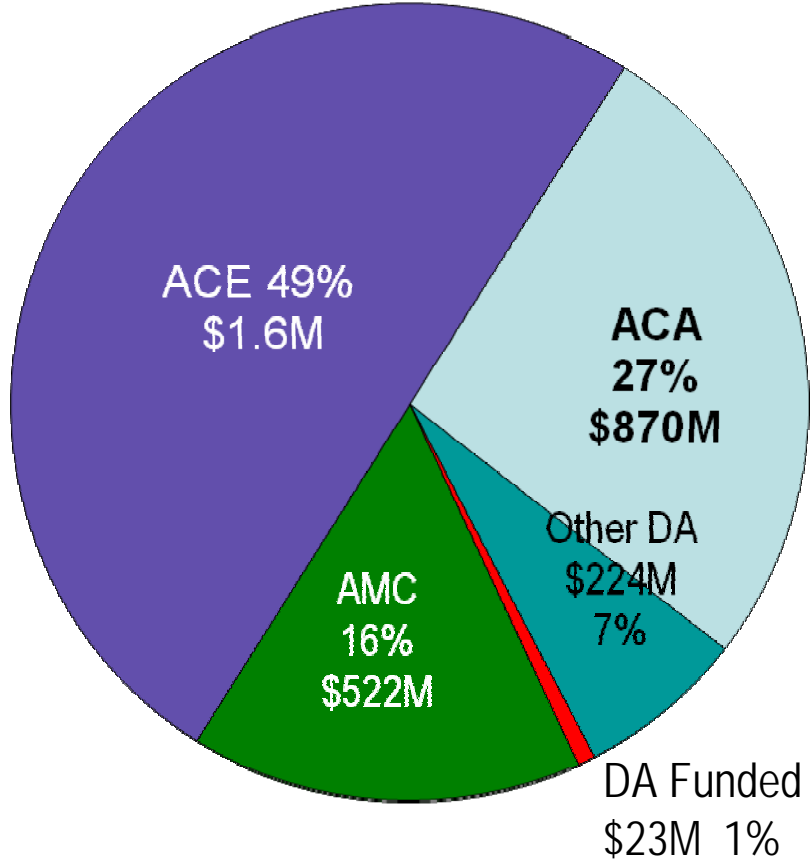
WOSB Awards (\$3.1B)



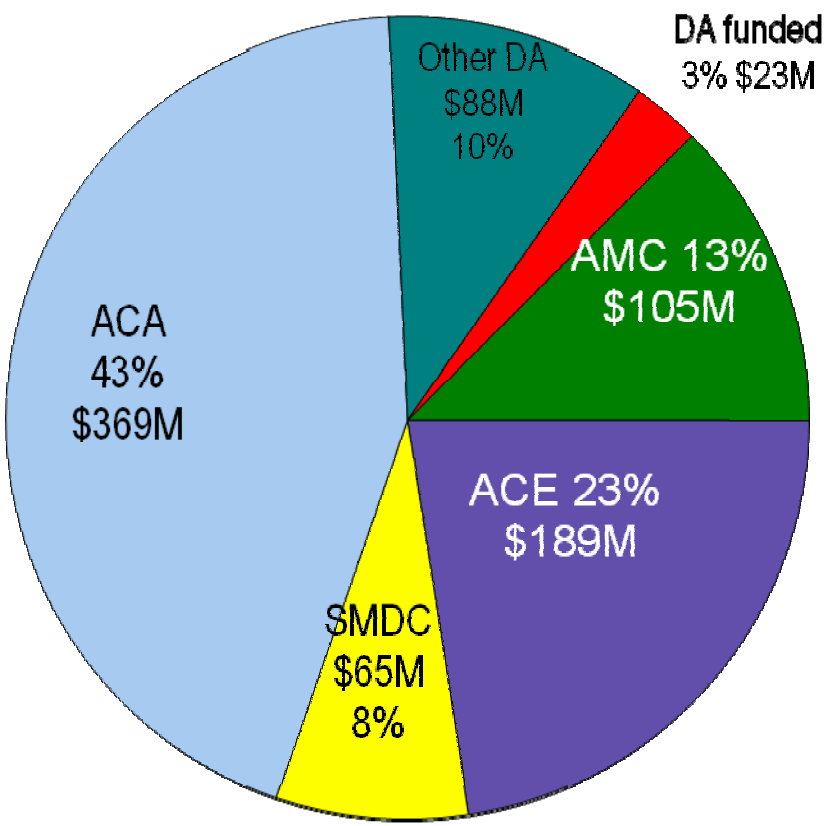


ARMY HUBZone PRIME CONTRACT AWARDS - FY 07

HUBZone Awards (\$3.3B)



SDVOSB Awards (\$839M)





ARMY SADBUC FOCUS FY 07/08

- Small Business Participation in FCS and Major Army Programs
- Promote Greater Involvement of SBs in Army Contracts for Services
- 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
- Strategic Sourcing
- Subcontracting Policy and Enforcement





ARMY FCS PROGRAM

Subcontract Goals Based Upon Boeing Comprehensive Goals

FCS SDD Goals	(% of Boeing Subcontract Dollars)
Small Business	17.5%
Small Disadvantaged Business	3.5%
Woman Owned Small Business	2.5%
Historically Underutilized Business Zone	0.3%
Veteran Owned Small Business	1.5%
Service Disabled Veteran Owned	0.2%

Note: These goals are based on dollars going to small business through and including the third tier of subcontracts

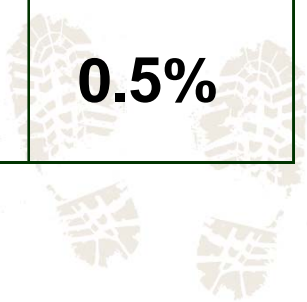




SUBCONTRACT AWARDS FY06

	TOTAL DOLLARS	ACHIEVED	TARGET
US Business	\$7,953		
Small Business	\$3,434	43.2%	50.0%
Small Disadvantaged Business	\$ 568	7.1%	7.7%
Women-Owned SB	\$ 569	7.2%	7.0%
HUBZone SB	\$ 287	3.6%	3.0%
Veteran-Owned SB	\$ 287	3.6%	
Service-Disabled Veteran-Owned SB	\$ 75	0.9%	0.5%

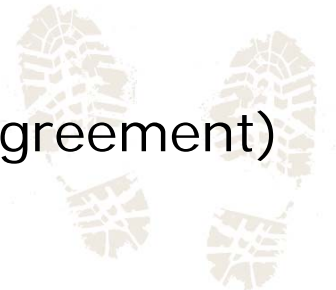
Dollars Shown in millions

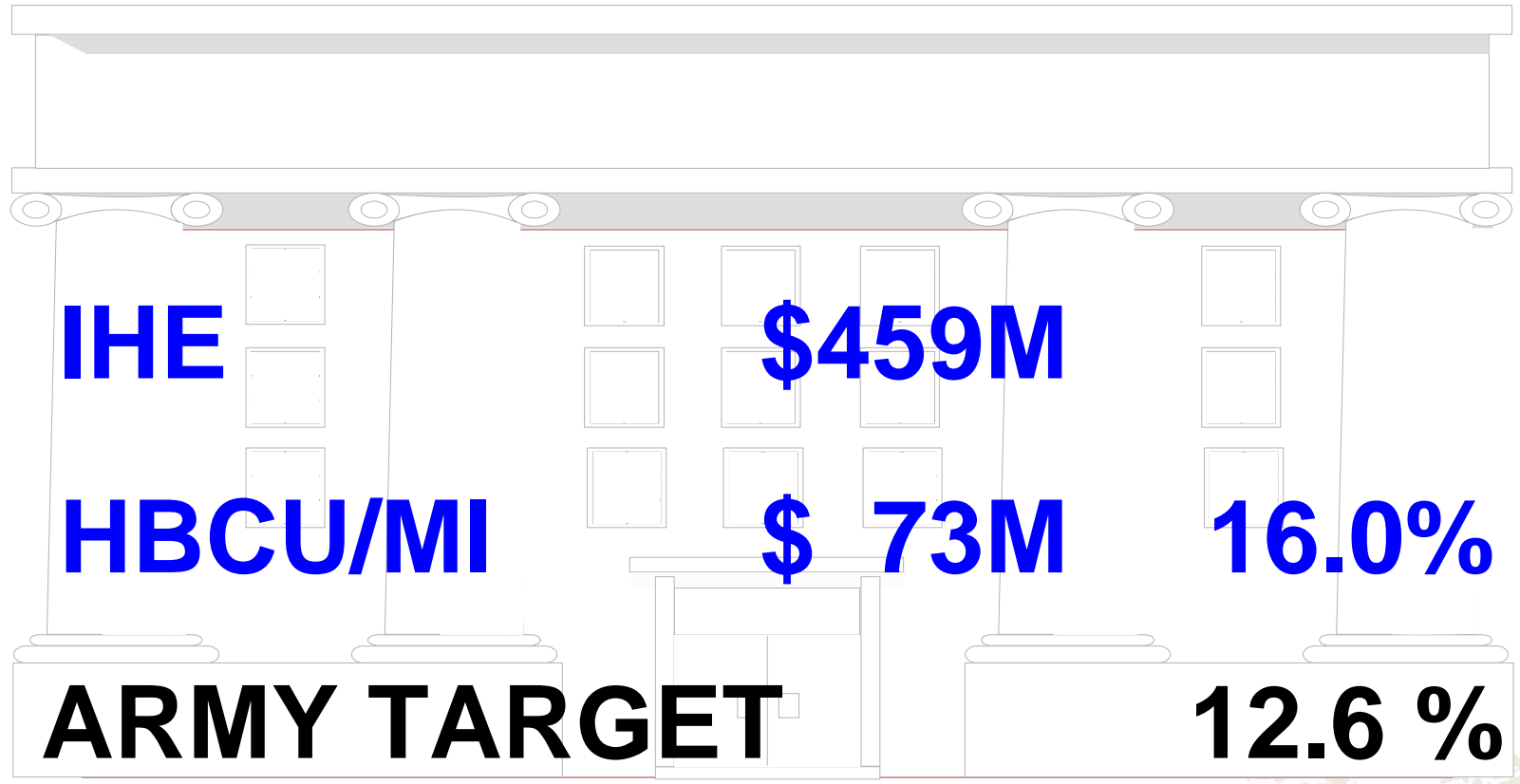




MENTOR-PROTÉGÉ PROGRAM

- US Army Space & Missile Defense Command is new M/P Contracting Center and will issue stand-alone contracts for Army MPP agreements
- Army goal is to engage industries to shape and expand the industrial base to support the Warfighter
- Seeking agreements with strong technical component, or focus on innovative transfer of state of the art technology
- Army Agreements Should Focus on High-Tech Solutions for the Warfighter
- 36 Active Agreements:
 - 19 Mentors
 - 36 Protégés (Can Have Only 1 Active Agreement)
- 3 Mentors are Graduated 8(a) Firms





- Consolidation / Bundling
- Subcontracting plan enforcement
- Staffing of SADBUs offices





WEBSITES

Army SADBUs

<http://www.sellingtoarmy.info>

DOD SADBUs

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

Centralized Contractor Registration (CCR)

<http://www.ccr.gov>

Federal Business Opportunities (Fed Biz Opps)

<http://www.fedbizopps.gov>

Small Business Administration (SBA)

<http://www.sba.gov>





Questions

Warrior Ethos
I will always place the mission first.
I will never accept defeat.
I will never quit.
I will never leave a fallen comrade.



www.sellingtoarmy.info