



CALL TO DUTY
BOOTS ON THE GROUND

PROGRAM BRIEFING

AMC 12th Annual SB Conference

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OFFICE OF THE SECRETARY OF THE ARMY

12 November 2008





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U.S. 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.





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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





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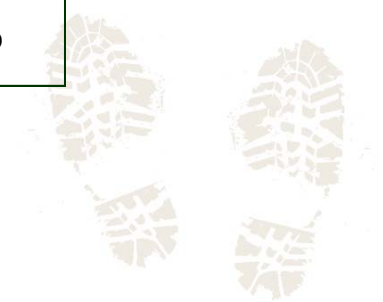
ARMY PRIME CONTRACT AWARDS - FY 07

	TOTAL DOLLARS	% ACHIEVED	ARMY TARGET
US Business	\$92,635		
Small Business	\$22,824	23.9%	24.0%
Small Disadvantaged Business	\$ 7,669	8.3%	8.0%
Women-Owned Small Business	\$ 3,238	3.5%	3.5%
HUBZone Small Business	\$ 3,405	3.7%	3.0%
Veteran-Owned Small Business	\$ 2,560	2.8%	
Service-Disabled Small Business	\$ 981	1.1%	0.8%



FPDS-NG Data as of 10/08/08

Dollars shown in millions

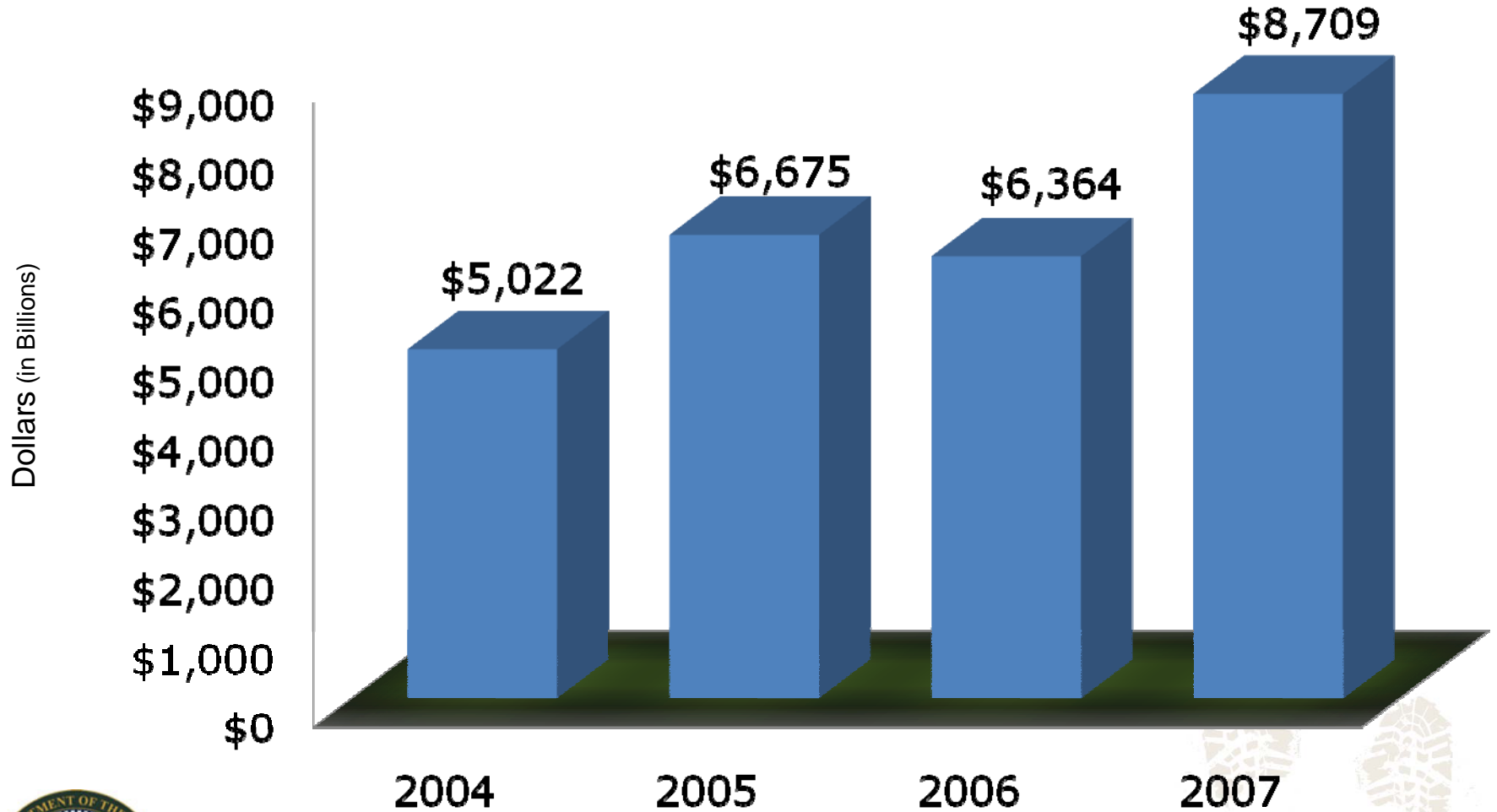




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AMC SB Program Growth

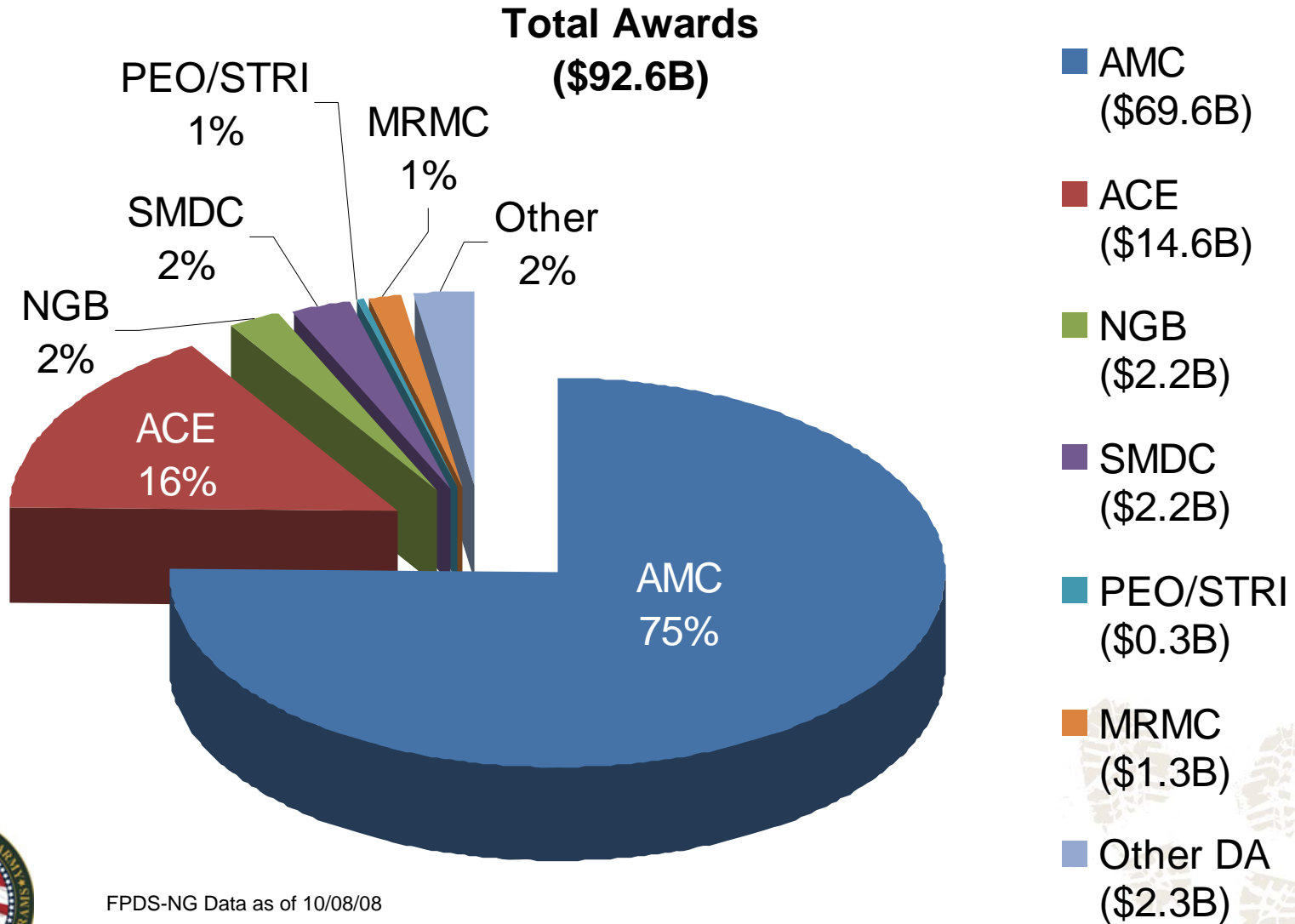


FPDS-NG data as of 11/04/08



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ARMY US BUSINESS PRIME CONTRACT AWARDS - FY 07





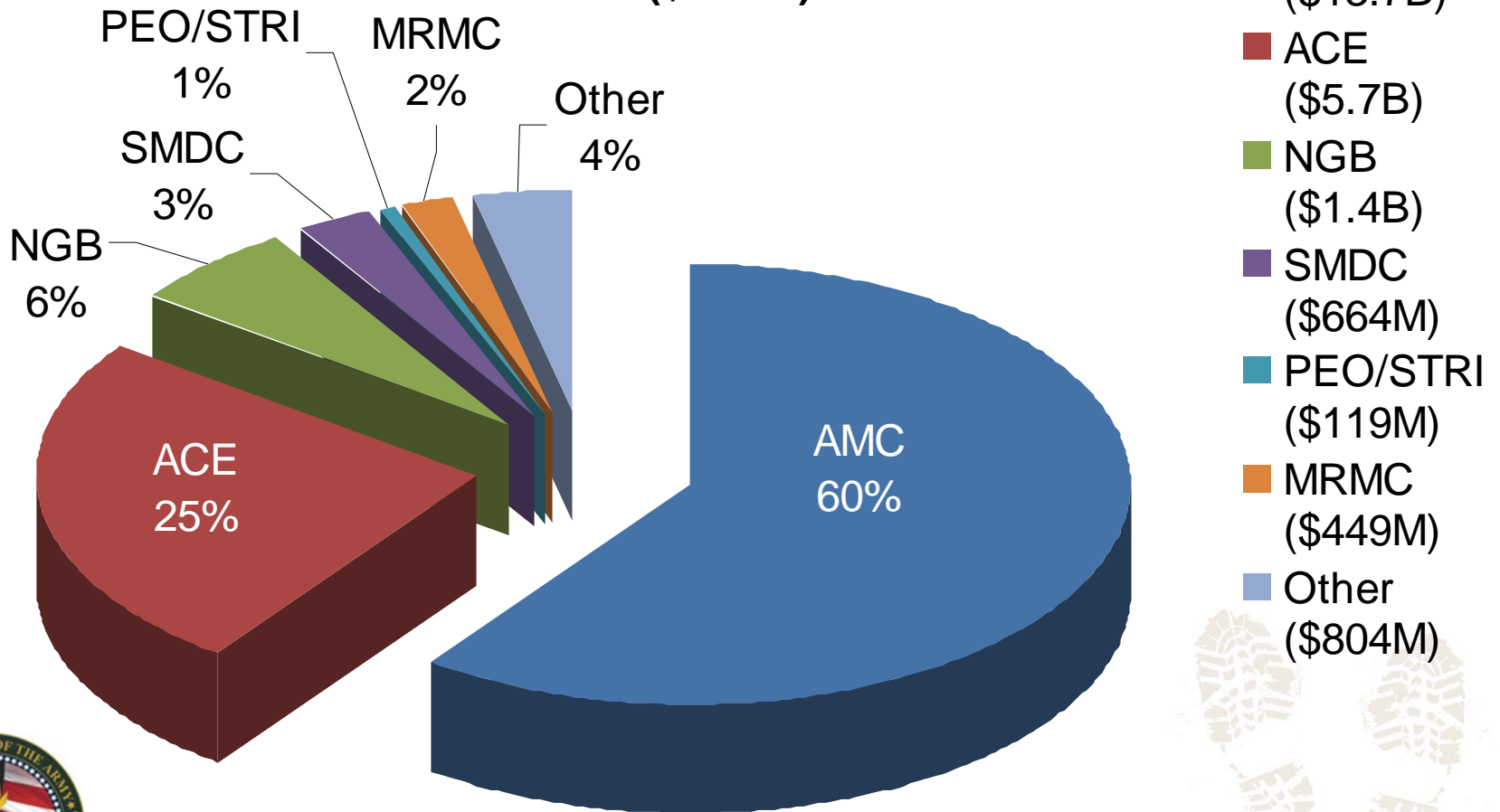
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ARMY SMALL BUSINESS PRIME CONTRACT AWARDS - FY 07

Small Business Awards (\$22.8B)



FPDS-NG Data as of 10/08/08





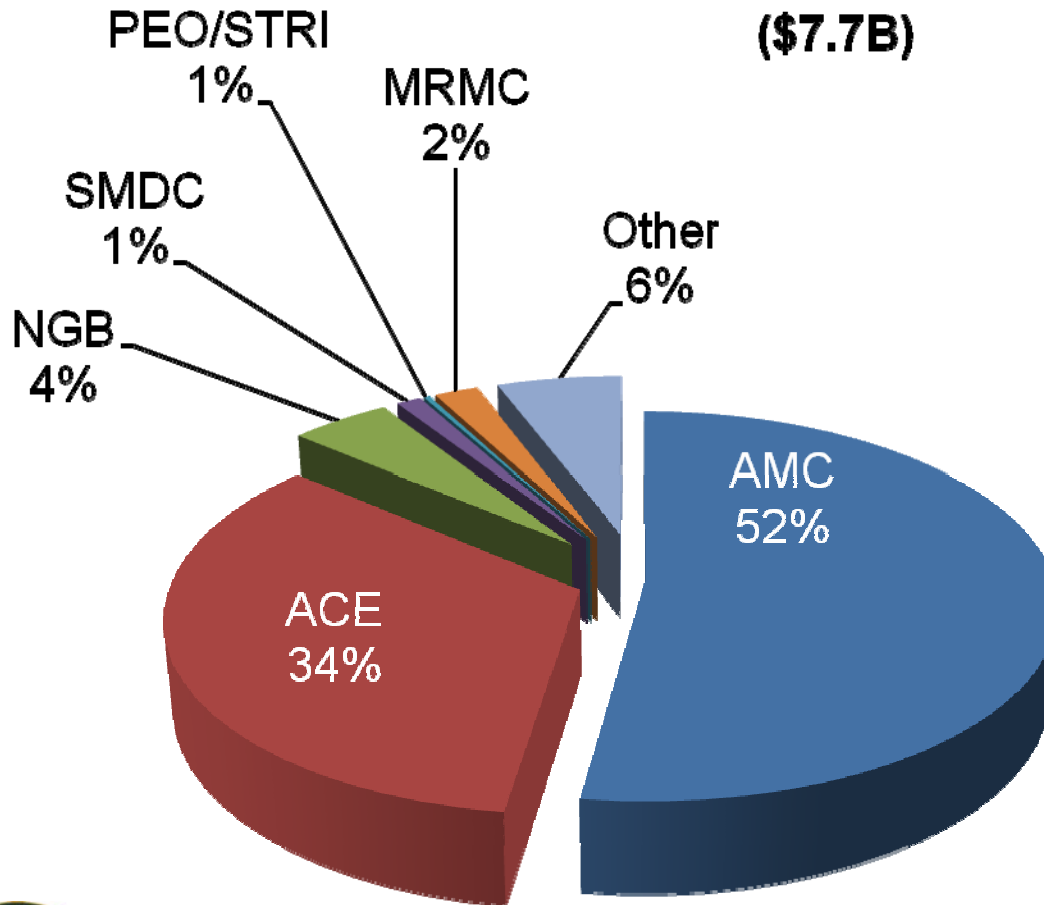
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ARMY SDB PRIME CONTRACT AWARDS - FY 07

SDB Awards (\$7.7B)



- AMC (\$4B)
- ACE (\$2.6B)
- NGB (\$352M)
- SMDC (\$88M)
- PEO/STRI (\$21M)
- MRMC (\$154M)
- Other (\$440M)



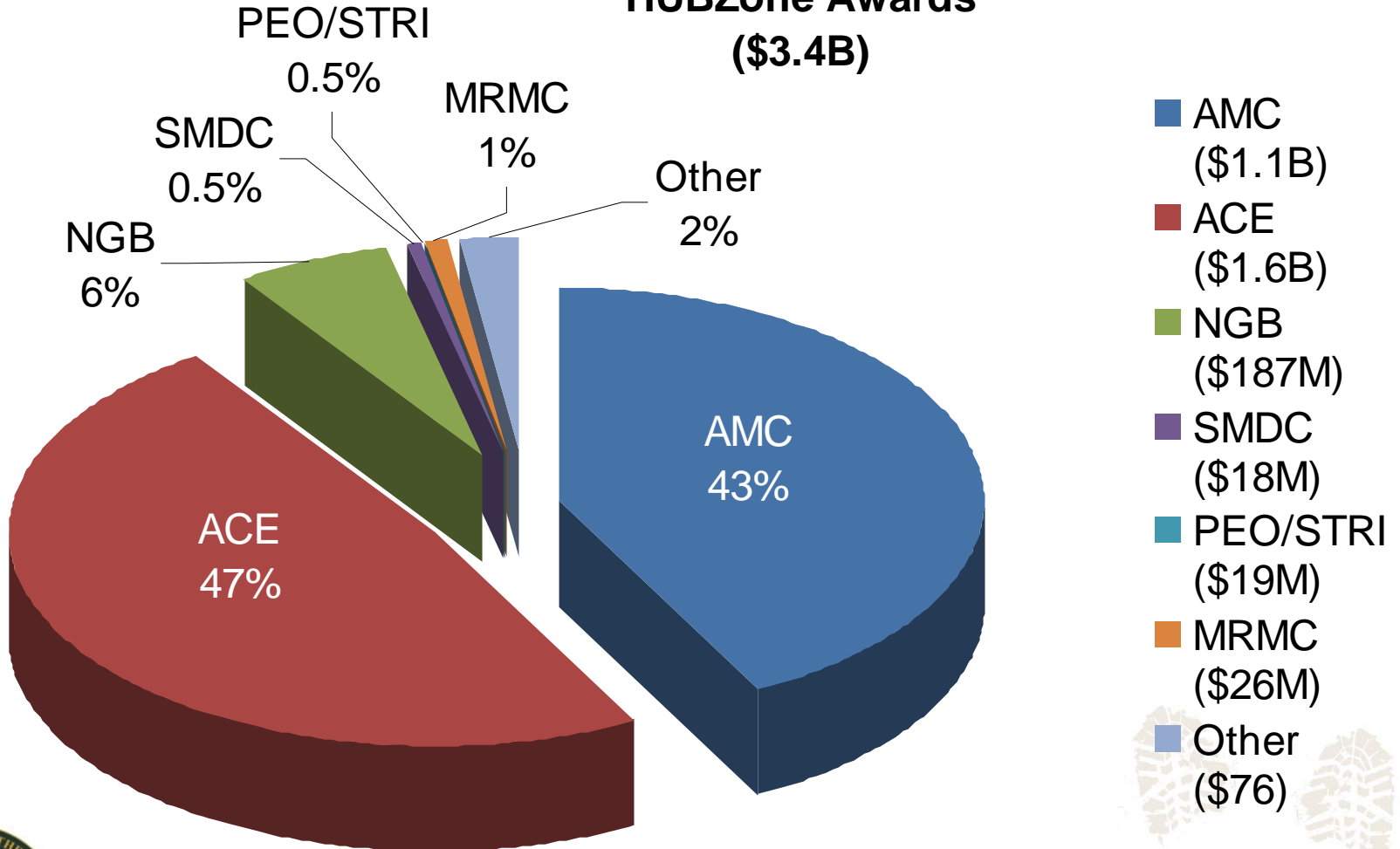
FPDS-NG Data as of 10/08/08



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ARMY HUBZone PRIME CONTRACT AWARDS - FY 07

HUBZone Awards (\$3.4B)



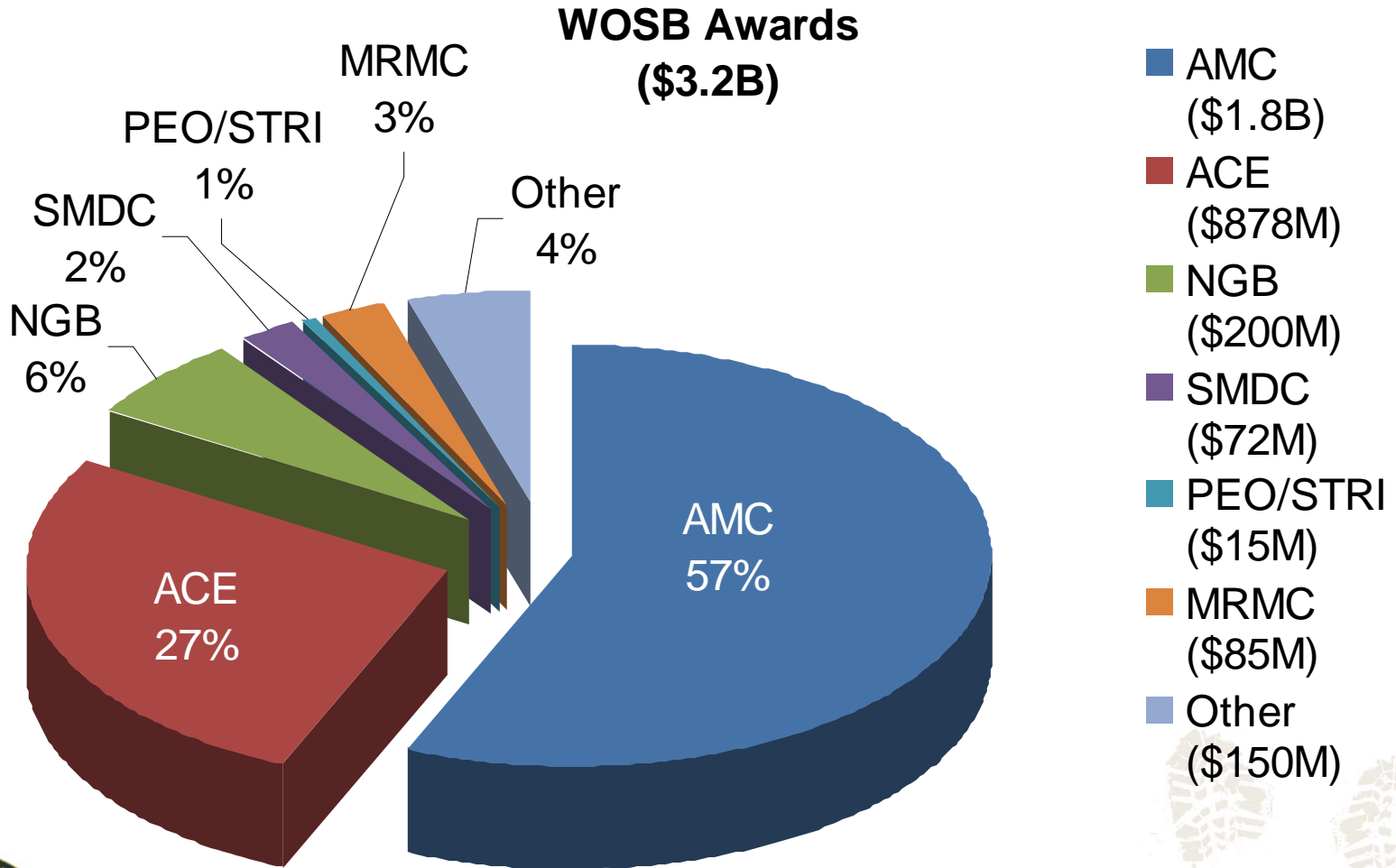
FPDS-NG Data as of 10/08/08





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ARMY WOSB PRIME CONTRACT AWARDS - FY 07



FPDS-NG Data as of 10/08/08



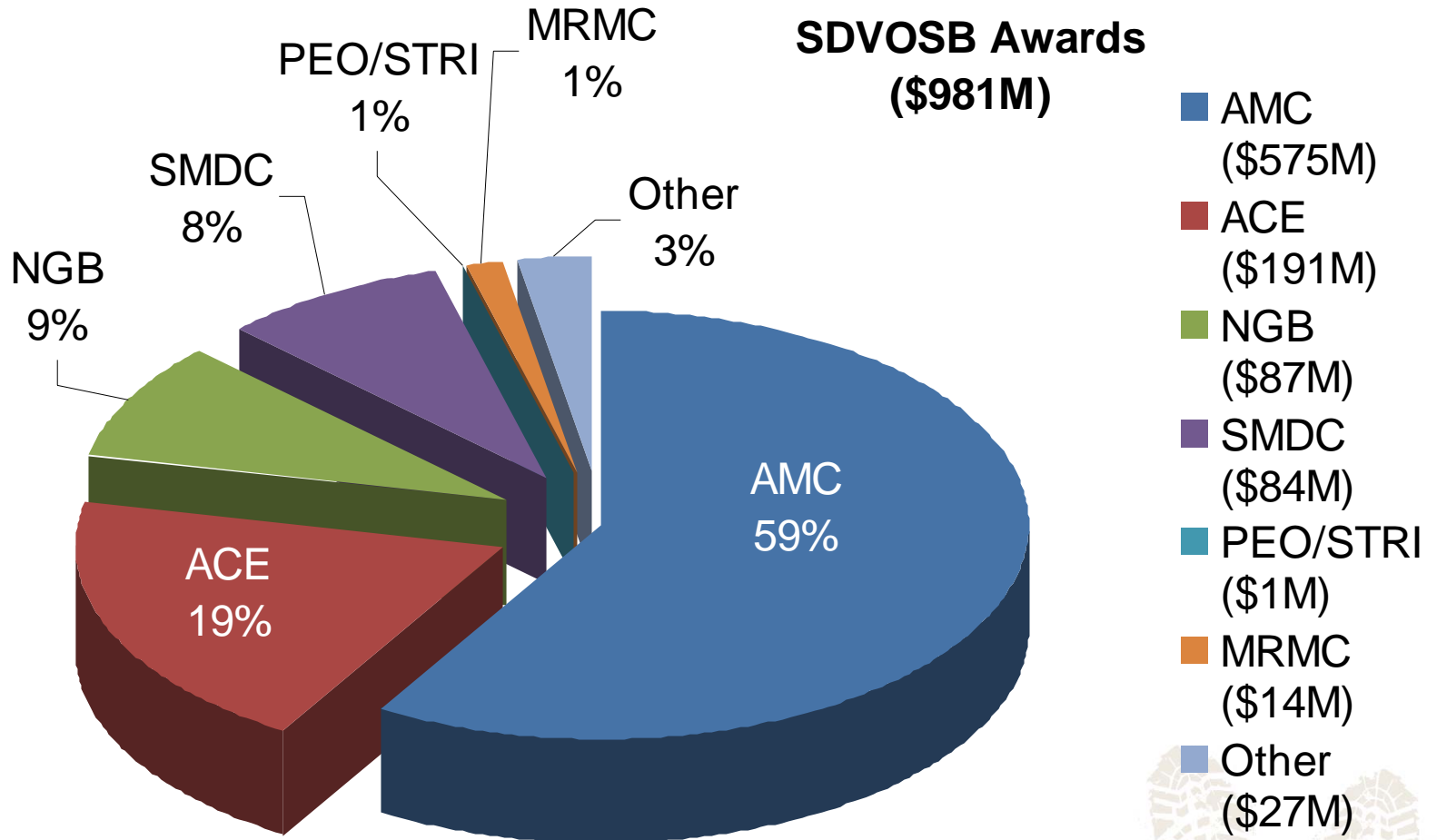


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ARMY SDVOSB PRIME CONTRACT AWARDS - FY 07



FPDS-NG Data as of 10/08/08





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ARMY SADBUC FOCUS FY 08/09

- Small Business Participation in FCS and Major Army Programs
- Promote Greater Involvement of SBs in Army Contracts for Services
- Enhance BRAC Opportunities for SBs
- Service-Disabled Veteran-Owned SB Program
- Contract Bundling and Consolidation
- Increase Role of HBCUs & MIs in the Acquisition Process
- Subcontracting Policy and Enforcement
- Army Contracting Command SB Program
- Accurate Data Reporting
- Staffing of SADBUC Offices
- Uniform qualifications and performance objectives of small business personnel



FCS SDD Goals	% of Boeing Subcontract Dollars	Accomplishments
Small Business	17.5%	17.0%
Small Disadvantaged Business	3.5%	1.5%
Woman Owned Small Business	2.5%	2.3%
Historically Underutilized Business Zone	0.3%	0.69%
Veteran Owned Small Business	1.5%	2.41%
Service Disabled Veteran Owned	0.2%	0.69%

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





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Information Technology Services- Small Business (ITS-SB)

- Small Business Set-Aside vehicle for IT services not specifically provided for through CHES contract vehicles.
- ITS-SB Task Areas
 - Electronic Product Environmental Assessment Tool (EPEAT)
 - Independent Verification & Validation (IV&V)
 - Internet Protocol Version 6 (IPv6)
 - Information Assurance (IA)
 - Warranty & Maintenance
 - Migration / Integration IT Services
- Virtual Reading Room – Document Repository
<https://ascp.monmouth.army.mil/scp/doclib.jsp>





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ACQUISITION STRATEGY

- Multiple-Award, Performance Based, ID/IQ Contract Type:
 - Fixed labor rates: FFP, T&M, and Cost Plus
 - Term: 3-year base with 1, 2-year option
 - Best Value
 - Open to Army, DoD and Federal Civilian Agencies
- Estimated Dollar Value: \$400M
- NAICS Code 541519 – Other Computer Related Services
- Size Standard – \$25M
- Awards: 8 awards anticipated
 - One Reserved Award – 8A
 - One Reserved Award – SDVOSB





Event

Date

Market Research/RFI

Complete

Advisory Multi-Step

Complete

Industry Day

Complete

Draft RFP

6 October 2008

Qs&As Released

30 October 2008

Final RFP

12 December 2008

Proposals Due

30 days after release of RFP

Award

Mid-March 2009





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SUBCONTRACT AWARDS FY07

	TOTAL DOLLARS	ACHIEVED	TARGET
US Business	\$ 4,676		
Small Business	\$ 2,880	61.0%	50.0%
Small Disadvantaged Business	\$ 430	9.2%	7.7%
Women-Owned SB	\$ 439	9.4%	7.0%
HUBZone SB	\$ 264	5.6%	3.0%
Veteran-Owned SB	\$ 233	5.0%	1.8%
Service-Disabled Veteran- Owned SB	\$ 54	1.2%	0.5%

Dollars shown in millions



FPDS-NG Data as of 10/02/08

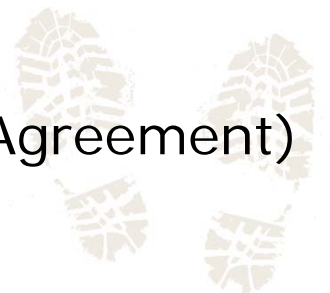




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MENTOR-PROTÉGÉ PROGRAM

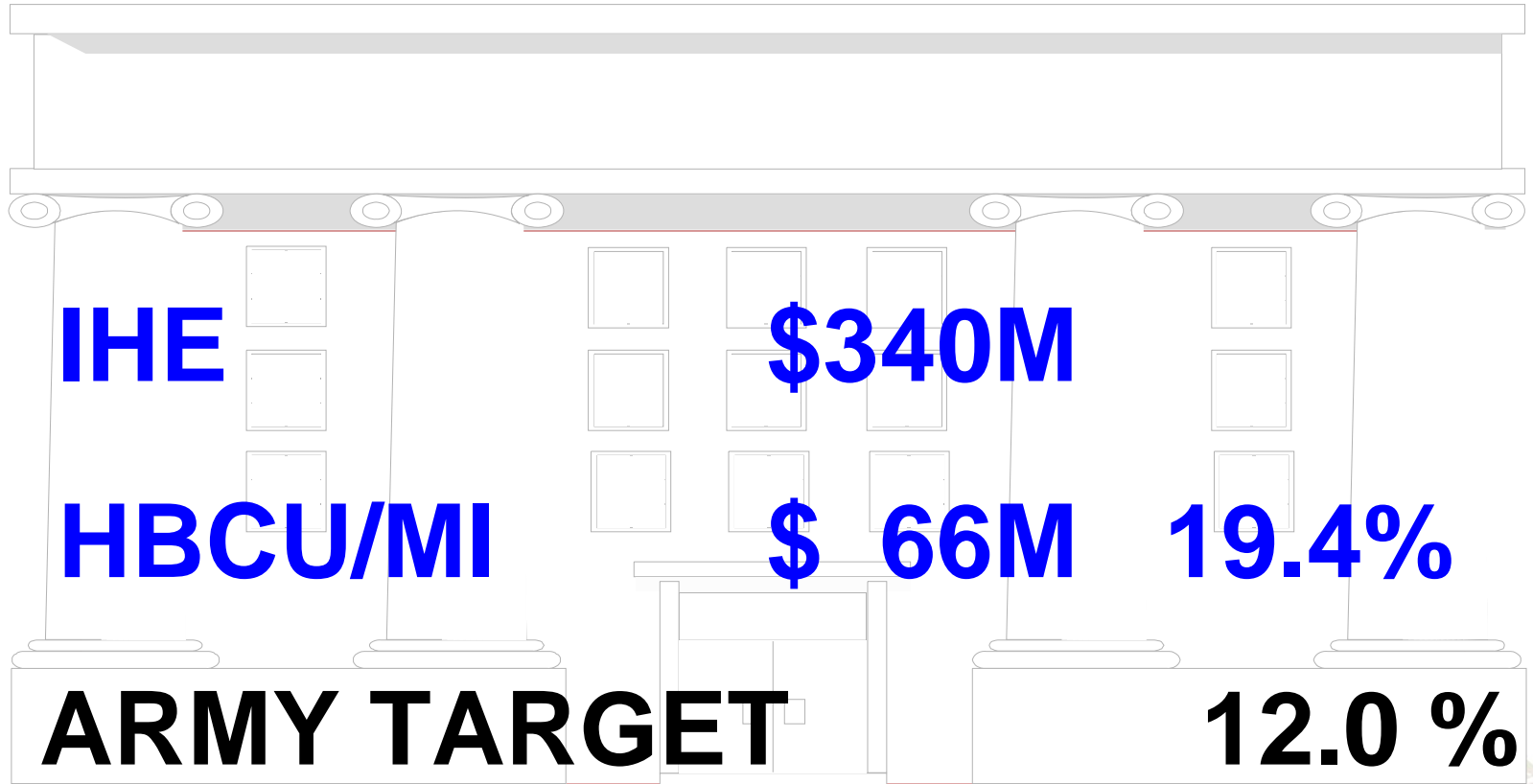
- US Army Space & Missile Defense Command is new M/P Contracting Center and will issue stand-alone contracts for Army MPP agreements
- Army goal is to engage industries to shape and expand the industrial base to support the Warfighter
- Seeking agreements with strong technical component, or focus on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





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HBCU/MI PROGRAM FY 08



FPDS-NG Data as of 10/31/08



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CHALLENGES

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





UPCOMING CONFERENCES

Save the Date

The National HBCU / MI Conference

February 2-4, 2009 Atlanta, GA

www.hbcumiconference.com
Conference Hotline (703)695-3220





UPCOMING CONFERENCES

Save the Date: July 20-24 2009

The 5th Annual National Veteran Small Business Conference & Expo



Sponsored by the Veteran Small Business Federal Interagency Council

***www.nationalveteransconference.com
Conference Hotline (703) 695-3220***





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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