



# Office of Small Business Programs



## NDIA Pre-Conference Session Medical Research, Development and Acquisition in Support of the Warfighter

### An Overview: Conducting Business With U.S. Army Medical Research and Materiel Command:

18 April 2016  
Turf Valley Conference Center

The graphic features a blue header with the OSBP logo and the text "OFFICE of SMALL BUSINESS PROGRAMS (OSBP) U.S. Army Medical Research and Materiel Command". Below the header, there are two columns of text with yellow arrow icons. The left column lists "EXCELLENCE" and "ENCOURAGING", and the right column lists "EMPOWERING" and "EDUCATING". A list of bullet points follows, detailing the OSBP's mission. At the bottom, there is a "VISIT OUR WEB SITE:" section with the URL <http://www.mrmc.smallbusopps.army.mil>. The background of the graphic shows a collage of images: a man in a suit pointing at a whiteboard, a woman in a wheelchair, a woman in a green shirt, and a man in a suit sitting at a table. There is also a small U.S. Army logo in the bottom right corner of the graphic.

**EXCELLENCE**  
**ENCOURAGING**

**EMPOWERING**  
**EDUCATING**

- > Forging strategic business alliances
- > Providing maximum opportunities for various small businesses to compete for procurements
- > Supporting small businesses, Historically Black Colleges and Universities and Minority Institutions in their quest to provide relevant products, services and solutions
- > Integrating medical research, acquisition, logistics and technology that protects, projects and sustains our nation's warfighter
- > Committed towards Historically Black Colleges and Universities, Minority Institutions, Hispanic Serving Institutions and Tribal Colleges and Universities who actively participate and compete for various contract/grant funding opportunities within the Department of Army

**VISIT OUR WEB SITE:**  
<http://www.mrmc.smallbusopps.army.mil>



# Office of Small Business Programs



- Mission: Forge strategic business alliances and provide maximum opportunities for various categories of small businesses and HBCU/MI to compete for procurements as either a prime or subcontractor.
- Vision: Assure all reputable small business concerns remain a vital link to USAMRMC's ability to provide relevant and innovative business solutions in support of Department of Defense and other government agency initiatives.



# It is the Law!



## 15 U.S.C. §631(a)

The essence of the American economic system of private enterprise is free competition. .... The preservation and expansion of such competition is basic not only to the economic well-being but to the security of this Nation. Such security and well-being cannot be realized unless the actual and potential capacity of small business is encouraged and developed. It is the declared policy of the Congress that the Government should aid, counsel, assist, and protect, insofar as is possible, the interests of small-business concerns in order to preserve free competitive enterprise, to insure that a fair proportion of the total purchases and contracts or subcontracts for property and services for the Government ... be placed with small business enterprises, to insure that a fair proportion of the total sales of Government property be made to such enterprises, and to maintain and strengthen the overall economy of the Nation



# Educate – Change the Culture



- **What is the Small Business Program?**
  - A Mission Enabler
  - A Resource that Results in ... Competition, Affordability, Choice
  - Industrial Base Development Program
    - Consisting of large and small businesses
    - Develop future sources for government requirements
    - Create strategies and requirements that generate competition
  - Tools to make smart decisions
  - Strategic, future competition
- **What the Small Business Program is not...**
  - **Not** a social welfare program, and **not** goals



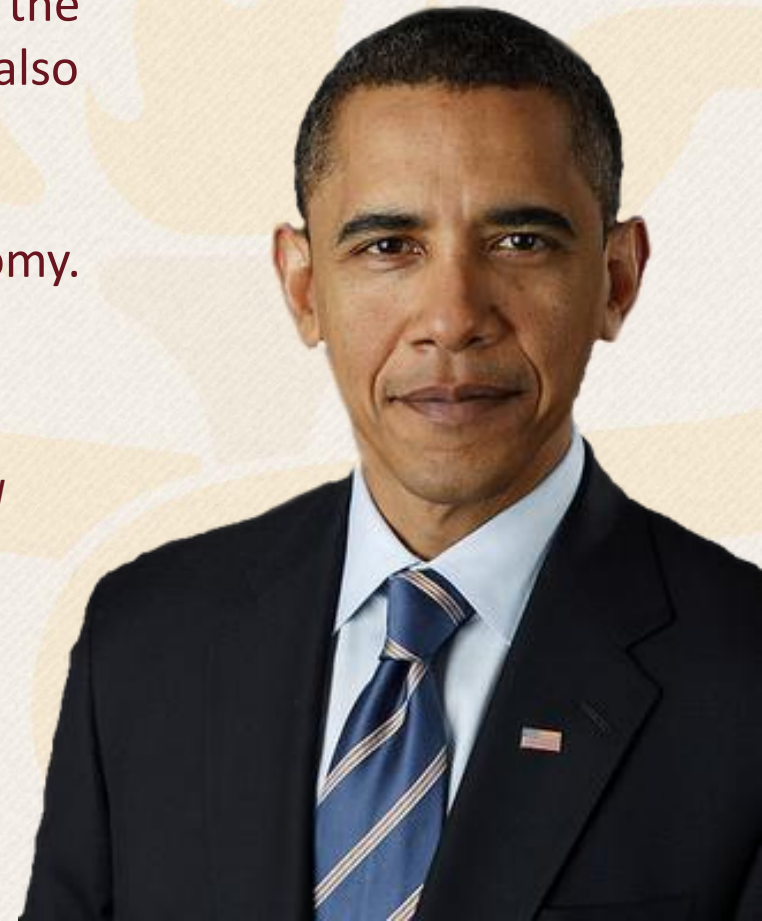
# Office of Small Business Programs



“Small businesses create two out of every three jobs in this country. So our recovery depends on them. And if we want to keep America moving forward, we need to keep investing in our small businesses. This is, by the way, more important than just our economy. It’s also about who we are as a people.”

“Small businesses are the backbone of our economy. They are central to our identity as a nation.”

*Remarks by the President on the Small Business Jobs Initiatives, 28 July 2010.*





# Office of Small Business Programs



- » 11 Steps To Doing Business With the U.S. Army & USAMRMC
- » Step 1: Determine what you want to market/sell, and your business size
- » Step 2: Register in the System for Award Management (SAM)
- » Step 3: Identify which Army/DoD organizations buy your product/service or business solutions
- » Step 4: Identify anticipated/current Army procurement opportunities ( i.e., forecasts)
- » Step 5: Become familiar with federal contracting regulations and procedures
- » Step 6: Utilize the U.S. Army Small Business Programs
- » Step 7: **Be prepared to compete, win the contract, and perform IAW terms and conditions**
- » Step 8: Become familiar with simplified acquisition procedures ( <\$150K)



# Office of Small Business Programs



- » 11 Steps Continued –
  
- » Step 9: Seek additional assistance in the Defense marketplace
- » Step 10: Pursue Subcontracting Opportunities ( \$750K and >)
- » Step 11: Investigate Federal Supply Schedules ( FSS) on [www.gsa.gov](http://www.gsa.gov)
  
- » \*\*\*Be receptive to feedback from government procurement representatives.



# Office of Small Business Programs



TRANSLATE | LOGIN | REGISTER | CONTACT US | FOR LENDERS | NEWSROOM | SBA EN ESPAÑOL

**SBA**  
U.S. Small Business Administration

Starting & Managing | Loans & Grants | Contracting | Learning Center | Local Assistance | About SBA

**About the SBA**

Video: An Introduction to SBA ▶ | Jobs at SBA ▶ | Contact SBA ▶





# U.S. Department of Veterans Affairs

<a href="#">Health</a>	<a href="#">Benefits</a>	<a href="#">Burials &amp; Memorials</a>	<a href="#">About VA</a>	<a href="#">Resources</a>	<a href="#">News Room</a>	<a href="#">L</a>
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I AM A...

Select One ▼

- ▶ For Veterans
- ▶ For Family Members & Spouses
- ▶ For Employees
- ▶ For Business
- ▶ Forms & Publications
- ▶ Jobs
- Volunteer or Donate
- Public & Intergovernmental Affairs

**Facility Locator**

Zip Code

## U.S. Department of Veterans Affairs search

» [Advanced Search](#)

### VetBiz.gov

[www.vetbiz.gov](http://www.vetbiz.gov)

**VetBiz.gov** **VetBiz.gov** is now located on the Office of Small and Disadvantaged Business Utilization's (OSDBU) Web site! To provide a streamlined

View results from VETBIZ or related [National Program](#) sites

### VA Center for Innovation

[www.innovation.va.gov](http://www.innovation.va.gov)

For Business Doing Business with VA Acquisition, Logistics, & Construction Small & Veteran Business Programs **VetBiz.gov** Financial & Asset Enterprise

View results from INNOVATION or related [National Program](#) sites

Veteran Entrepreneur Portal Office of Small &



# Office of Small Business Programs



## U.S. Department of Defense Office of Small Business Programs

[FAQS](#) | [CONTACT](#) | [EXTRANET](#) | [SITE MAP](#)

[Home](#) | [About](#) | [for Small Businesses](#) | [for Small Business Professionals](#) | [for Government](#) | [DoD Small Business Offices](#)



### Welcome! We're the DoD Office of Small Business Programs

We advise the Secretary of Defense on all matters related to small business and are committed to maximizing the contributions of small business in DoD acquisitions. We provide leadership and governance to the Military Departments and Defense Agencies to meet the needs of the nations' Warfighters, creating opportunities for small businesses while ensuring each tax dollar is spent responsibly.



#### PLANS & PERFORMANCE

In order to fulfill our strategic goals and mission, we seek out opportunities and strategic activities to increase small business dollars competitively awarded by DoD military departments and agencies. These statistical tables and reports demonstrate how well we are performing.

[LEARN MORE](#)



#### LEGISLATION, REGULATIONS, POLICY

Small business' contributions to the Warfighter are maximized through legislation, regulations, Executive Orders and policy directives. These laws, rules, policies, orders and related guidelines defining the small business community's support of the DoD are accessible here.

[LEARN MORE](#)



#### RESOURCES

There are a number of reference materials, guides, training resources as well as professional counseling available to DoD Small Business Professionals. This includes a link to the Procurement Technical Assistance Centers, which provide training and counseling assistance at no cost.

[LEARN MORE](#)



# Office of Small Business Programs



The screenshot shows a web browser window with the URL <http://www.sellingtoarmy.info/>. The page features the Department of the Army Office of Small Business Programs logo and the tagline "BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS UTILIZATION". A navigation menu includes links for Home, About Us, For Small Businesses, For Government, News, and Contact. A prominent banner advertises an "SBA 8(A) TRAINING SESSION" with a "CLICK HERE" button. Below the banner, a "Welcome" section introduces Mr. Tommy Marks, Director, and a "Subscriber Registration" button is visible.

Department of the Army  
**Office of Small Business Programs**  
BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS UTILIZATION

Home About Us For Small Businesses For Government News Contact

**Register for the SBA 8(A) TRAINING SESSION**

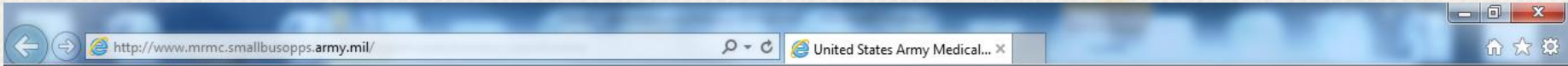
Register for the SBA 8(a) Business Development Program Improvements Training Session

[CLICK HERE](#)

Welcome

 **Mr. Tommy Marks**  
Director

[Subscriber Registration](#)



Convert Select



## Office of Small Business Programs United States Army Medical Research and Materiel Command and Fort Detrick



[ABOUT OSBP](#) | [OUR CUSTOMERS](#) | [OSBP INITIATIVES](#) | [CONTACT US](#) | [BUSINESS OPPORTUNITIES](#) | [SITEMAP](#) |

- Headquarters, USAMRMC
- HQDA OSBP
- DoD OSBP
- USAMRAA
- CDMRP
- FedBizOpps
- Expectations for OSDDBU Directors
- The Center for Veterans Enterprise
- USACE Baltimore District
- Electronic Subcontracting Reporting System ( eSRS)
- Small Business Administration
- USAMRMC Business Tutorial
- Internship Opportunities
- Contact Webmaster
- iSalute

### IMPORTANT LINKS

- [OSBP Newsletter February 2016](#)
- [OSBP Newsletter May 2015](#)
- [February 2015 Newsletter](#)
- [New Products & Ideas \(NPI\)](#)
- [Broad Agency Announcements \(BAA\)](#)
- [FDBDO Closure](#)
- [Newsletter](#)
- [Pre-Proposal Information](#)
- [STTR Information](#)
- [SBIR Information](#)
- [Fort Detrick Garrison](#)
- [Solicitations](#)
- [Government Purchase Card](#)
- [Grants.Gov](#)
- [HBCU / MI / HSI / TCU](#)
- [FAQ's](#)

### WELCOME



A Message from the Associate Director, Office of Small Business Programs, US Army Medical Research and Materiel Command.

Small businesses represent an essential component regarding how the Department of Defense

### NEWS & UPDATES

- [FY 2016 Assigned Small Business Goals](#)
- [Conference 19-20 April - Medical Research, Development and Acquisition in Support of the Warfighter](#)
- [USAMRMC FY16 Supplemental AAF](#)
- [FY 2015 Year End Preliminary USAMRMC/USAMRAA Small Business Performance Metrics](#)
- [U.S. Army MEDCOM FY 16,17 & 18 Procurement Forecast](#)
- [May 2015 Newsletter](#)
- [Conference - Medical Research, Development and Acquisition in Support of the Warfighter](#)
- [Assignment of FY 15 Small Business Targets](#)
- [Expand list for older items, click here.](#)

### OSBP PROGRAM AREAS

- [Small Businesses](#)
- [HUB Zone](#)
- [Small Disadvantaged Business](#)



# Office of Small Business Programs



The screenshot shows a web browser window with the URL [http://www.dcaa.mil/audit\\_process\\_overview.html](http://www.dcaa.mil/audit_process_overview.html). The page header includes the DCAA logo (Defense Contract Audit Agency) and navigation links: ABOUT DCAA, GUIDANCE, CHECKLISTS AND TOOLS, LOCATOR, and CONTACT US. There is also a 'CAREERS' link and a search bar. The main content area features a magnifying glass over a document with numbers, followed by the section title 'AUDIT PROCESS OVERVIEW' and a description: 'Useful information to assist contractors understand DCAA audit processes'. Below this is a sub-section 'Information for Contractors' with a helpful guide description and a list of topics. Another sub-section 'Help for Small Business Contractors' provides contact information and a list of targeted information topics.

## AUDIT PROCESS OVERVIEW

Useful information to assist contractors understand DCAA audit processes

### Information for Contractors

A helpful guide that provides an overview of the types of audits DCAA conducts, links to checklists, and what you can expect in a DCAA audit.

- Information for Contractors

### Help for Small Business Contractors

DCAA Small Business Focal Point (571) 448-2008  
DCAA-OAL-SmallBusinessFocalPoint@dcaa.mil

In addition to the Information for Contractors guide, DCAA offers targeted information to assist with audit issues that relate to small businesses. Access presentations below for help on specific topics important for smaller contractors:


- Accounting System Requirements
- Contract Briefs
- Incurred Cost Submissions
- Monitoring Subcontracts
- Proposal Adequacy



# Office of Small Business Programs



View assistance for SAM.gov

 **SAM**  
SYSTEM FOR AWARD MANAGEMENT

USER NAME:  PASSWORD:  [LOG IN](#)

[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)

HOME SEARCH RECORDS DATA ACCESS GENERAL INFO HELP

<p><b>CREATE USER ACCOUNT</b></p> <p>Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.</p> <p><a href="#">Create User Account</a></p>	<p><b>REGISTER/UPDATE ENTITY</b></p> <p>You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.</p> <p><a href="#">Register/Update Entity</a></p> <p><b>New!</b> Use the SAM Status Tracker to: <a href="#">Check Status</a></p>	<p><b>SEARCH RECORDS</b></p> <p>All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.</p> <p><a href="#">Search Records</a></p>
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**WHAT IS SAM?** [Need Help?](#)

The **System for Award Management (SAM)** is the Official U.S. Government system that consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. There is NO fee to register for this site. Entities may register at no cost directly from this page. User guides and webinars are available under the Help tab.

NEWS AND ANNOUNCEMENTS      USER GUIDES/HELPFUL HINTS      ATTENTION EXTRACT AND WEB SERVICE USERS

**Update:** The [SAM.gov February 26, 2016 release notes](#) are      Find the full SAM User Guide, Quick Start      Support for the legacy-formatted extracts and web services in



# Office of Small Business Programs



The screenshot shows a web browser window with the URL [http://www.sellingtoarmy.com/faq\\_subcontracting](http://www.sellingtoarmy.com/faq_subcontracting). The page title is "Subcontracting FAQs | Arm...". The navigation menu includes "Home", "About Us", "For Small Businesses", "For Government", "News", and "Contact".

## Subcontracting FAQs

[Printer-friendly version](#)

### How are subcontracting goals established?

Goals are established based on historical achievements and recommendations from Congress, OSD and other federal agencies.

### Why are Army Goals and Individual Subcontracting Plan goals different?

Army subcontracting goals are applicable on a total service wide basis. Individual Subcontracting Plan goals are applicable to a single contract action and should project the maximum practicable opportunity for small business categories to participate in the individual contract effort.

### Does the achievement of subcontracting goals apply towards past performance?

Yes. Pursuant to FAR 15.305(2) (v).

### Can subcontracting goals for Veteran Owned Small Businesses also be counted against goals for Service Disabled Veteran Owned Small Businesses?

No. Separate goals must be identified for each category.

### When awarding multiple award indefinite delivery/indefinite quantity contracts and multiple award task order contracts, can individual subcontracting plans be negotiated for each applicable delivery order or task order?

Yes. For multiple award indefinite delivery/indefinite quantity contracts, the plan, FAR 19.705-2 (e). Delivery/Task order subcontracting achievements must be measured against the goals established in the subcontracting plan approved at time of

**Subscriber Registration**

**Beware of companies charging for System for Award Management registration**

### Stay Connected

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### Most Requested

- Programs
- What the Army Buys
- Small Business Specialists
- Subscriber Registration
- Calendar of Events



# USAMRMC/USAMRAA Small Business Achievements Fiscal Year 2014 – Fiscal Year 2015



## USAMRMC/USAMRAA Socioeconomic Small Business Performance FY14 - YTD FY15

Source: FPDS-NG, Small Business Achievements by Awarding Organization Report, 8/30/2015

Program	FY14 Final	FY14 Goal	% of Goal Achieved	FY15 Preliminary Final	FY15 Goal	% of Goal Achieved
Total SB Eligible Dollars	\$1,219,264,715			\$1,212,575,661		
Small Business	\$414,985,463	23.00%	147.98%	\$478,219,111	23.00%	171.47%
	34.04%			39.44%		
Small Disadvantaged Business	\$210,755,436	8.00%	216.07%	\$223,886,383	10.00%	184.64%
	17.29%			18.46%		
Women Owned Small Business	\$70,224,362	5.50%	104.72%	\$86,305,269	5.50%	129.41%
	5.76%			7.12%		
Certified HUBZone Small Business	\$12,015,788	1.00%	98.55%	\$12,464,315.93	1.00%	102.79%
	0.99%			1.03%		
Service-Disabled Veteran- Owned Small Business	\$38,423,475	3.00%	105.05%	\$52,479,341	3.00%	144.26%
	3.15%			4.33%		

GREEN	Achieved ≥ Goal
AMBER	Achieved 95% of Goal
RED	Achieved < 95% of Goal





# Top NAICS Codes within USAMRMC



## NAICS

334310

339112/113

541690

561111

541711/712

811219/211

541519

541990

334112

333314

## Commodity

Manufacturing Computer/Electronic Products

Manufacturing, Miscellaneous

Professional Scientific and Technical Services

Technical Services, Biomedical Technician

Professional Scientific and Technical Services

Precision Equipment Repair and Maintenance

Other computer related Services

All Other Professional, Scientific, & Technical

Computer Storage Device Manufacturing

Electronic Computer Manufacturing

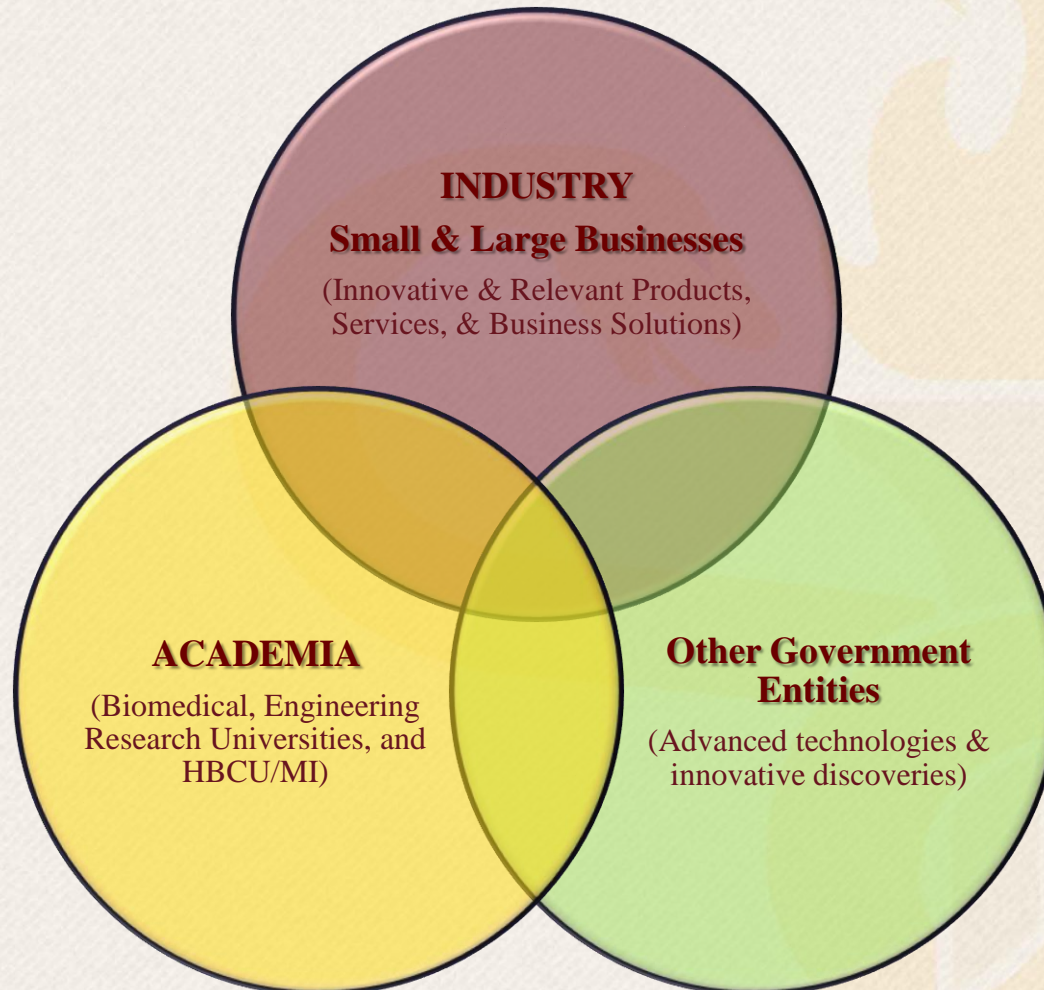


# Internal Stakeholder Coordination





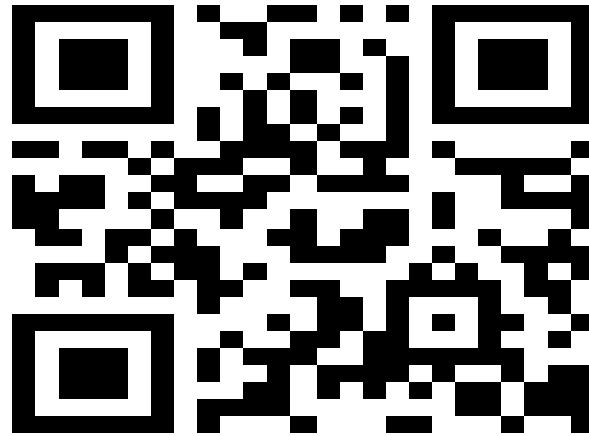
## SYNERGISTIC APPROACH





# Organizational QR Code

## Office of Small Business Programs





**Small business**  
is **big business**  
in the **Army!**  
Department of the