Department of the Army
Small Business Program

The 6TH Annual Army Small Business Conference
“Army & Small Business: A Winning Team”
June 25, 2002

Ms. Tracey Pinson
Director, Office of Small and Disadvantaged Business Utilization (SADBU)
Office of the Secretary of the Army
MISSION

Advise Army Secretariat on Implementing Laws Concerning the Small Business Program

Enhance Ability of SB, SDB, WOB and HBCU/MI to Participate in Army Contracting Programs

Afford Equitable Opportunity for SB to Provide Quality Goods and Services at the Best Value

Establish Challenging Small Business Goals for Army Major Commands

Provide Policy Guidance, Direction and Education to the Army Acquisition Community
# Army Prime Contract Awards: FY 01

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Dollars</th>
<th>Achieved</th>
<th>Nat’l Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$33,797</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$ 9,204</td>
<td>27.2%</td>
<td>23.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Bus.</td>
<td>$ 3,063</td>
<td>9.1%</td>
<td>5.0%</td>
</tr>
<tr>
<td>8(A) Awards</td>
<td>$ 1,480</td>
<td>48.3% of SDB $</td>
<td></td>
</tr>
<tr>
<td>Women-Owned Small Bus.</td>
<td>$ 1,346</td>
<td>4.0%</td>
<td>5.0%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$ 540</td>
<td>1.6%</td>
<td>2.0%</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned Small Business</td>
<td>$ 68</td>
<td>0.2%</td>
<td>3.0%</td>
</tr>
</tbody>
</table>

Dollars Shown in millions
Army Small Business Prime Contract Awards FY 01

Total Awards ($33,797M)

- AMC 53% ($18.2B)
- ACE 22% ($7.3B)
- Other 13%
- FORSCOM 3%
- TRADOC 5%
- SMDC 4%

Small Business Awards ($9,204M)

- AMC 31% ($2.8B)
- ACE 35% ($3.1B)
- Other 19%
- FORSCOM 5%
- TRADOC 6%
- SMDC 4%
Army SDB/WOSB Prime Contract Awards
FY 01

**SDB Awards**
( $3,063M )

- **ACE**
  - 43% 
  - $1.3B
- **AMC**
  - 19% 
  - $.6M
- **SMDC**
  - 7%
- **TRADOC**
  - 6%
- **FORSCOM**
  - 7%
- **Other**
  - 19%

**WOSB Awards**
( $1,346M )

- **FORSCOM**
  - 7%
- **TRADOC**
  - 5%
- **SMDC**
  - 9%
- **ACE**
  - 33% 
  - $426M
- **AMC**
  - 22% 
  - $299M
- **Other**
  - 24%
US ARMY SMALL BUSINESS AWARDS

TOTAL SMALL BUSINESS FOR FY 01 $9,204M
Army Subcontract Awards
FY 01

<table>
<thead>
<tr>
<th></th>
<th>TOTAL DOLLARS</th>
<th>ACHIEVED</th>
<th>GOAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$3,362</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$1,898</td>
<td>56.4%</td>
<td>62.5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$ 296</td>
<td>8.8%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Women-Owned</td>
<td>$ 279</td>
<td>8.3%</td>
<td>5.0%</td>
</tr>
</tbody>
</table>

Dollars Shown in millions
DOD Pilot Mentor-Protégé Program

Established 1991 - P.L. 101-510

- Provides Incentives to Prime Contractors to Enhance the Technical Capability of SDBs to Perform as Suppliers
- Prime Contractors may be Reimbursed Labor Costs or Allowed to Credit Costs Toward Subcontracting Goals
- Army currently has 20 Mentors and 27 Protégés
- Army Pilot 8(a) Graduate Mentor-Protégé Program
  - Pilot within a Pilot
  - 14 Mentor-Protégé teams approved so far
Small Business Program Reinvention

USD(AT&L) MEMO DTD 5/16/01

- Establishes a single rating for overall program performance
- Holds senior leadership accountable for SB program success

- Annual Improvement Plan
  - Identify 3 Initiatives for added focus
- Performance Targets
  - (FY02-06) Base YR2000
- OSD SADBU to consult with Services on Targets

- Awards Program for DoD Activities, DoD Personnel, and Small Businesses
- Training for Acquisition Personnel
- Semi-Annual Reporting
FY 02/03 ARMY SADBU FOCUS

• Consolidation and Regionalization
  – Army Contracting Agency
  – Installation Management

• PEO/PM Program Support

• OSD AT&L Reinvention Memo
WEB SITES

Army SADBU HOMEPAGE

DOD SADBU HOMEPAGE

Centralized Contractor Registration (CCR)

Army Contracting Agency (ACA)

Small Business Administration (SBA)

http://www.sellingtoarmy.info

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

http://www.ccr2000.com

http://aca.saalt.army.mil

http://www.sba.gov