

Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

**National Defense Industrial Association
National Small Business Conference
July 19-21, 2004**

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OFFICE OF THE SECRETARY OF THE ARMY**



VISION

As An Integral Part Of The Army Team, We Will Be The Premier Small Business Organization In The Federal Government, Changing To Meet The Challenges Of Today, Tomorrow And The 21st Century.

Army Small Business Office



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

**SMALL
BUSINESS
ADVOCATES**

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

**SERVICE
ORIENTED
TEAM**

Establish Challenging Small Business Goals for Army Major Commands

Provide Policy Guidance, Direction and Education to the Army Acquisition Community

www.sellingtoarmy.info

Our Army at War - Relevant & Ready



FY 03/04 ARMY SADBU FOCUS



- Residential Communities Initiative
- Consolidation and Regionalization
 - Army Contracting Agency
 - Installation Management
 - Competitive Sourcing
- PEO/PM Program Support
- OSD AT&L Reinvention Memo
- Contract Bundling
- Expand Opportunities for HBCU & MIs

Army Small Business Office



ARMY PRIME CONTRACT AWARDS



FY 03

	TOTAL DOLLARS	ACHIEVED	NAT'L GOAL
US Business	\$ 48,576		
Small Business	\$ 13,596	28.0%	23.0%
Small Disadvantaged Business	\$ 4,268	8.8%	5.0%
Women-Owned SB	\$ 1,815	3.7%	5.0%
HUBZone Small Business	\$ 1,405	2.9%	3.0%
Service Disabled Veteran- Owned SB	\$ 100	0.2%	3.0%

DOLLARS SHOWN IN MILLIONS



What Does the Army Buy?



BILLIONS OF DOLLARS ARE EXPENDED ANNUALLY IN SUPPORT OF THE ARMY'S MISSION.

AMC	TANKS AND INFANTRY FIGHTING EQUIPMENT AIRCRAFT/HELICOPTER SYSTEMS, GUIDED MISSILES, AIR DEFENSE AND FIRE CONTROL EQUIPMENT COMMUNICATIONS AND INFORMATION MANAGEMENT SYSTEMS
ACE	MILITARY/CIVIL WORKS CONSTRUCTION PROJECTS
MEDCOM	MEDICAL SUPPLIES, EQUIPMENT AND HEALTH CARE PROFESSIONAL SERVICES
SDDC	TRAVEL SERVICES
DCCW	SUPPLIES AND SERVICES FOR ORGANIZATIONS LOCATED IN THE PENTAGON



What Does the Army Buy?



ARMY INSTALLATIONS PURCHASE SUPPLIES AND SERVICES TO SUPPORT LOCAL BASE OPERATIONS SUCH AS:

OFFICE SUPPLIES INCLUDING COMPUTER HARDWARE & SOFTWARE

ADP AND OFFICE EQUIPMENT MAINTENANCE

LAUNDRY AND DRY CLEANING SERVICES

FOOD SERVICES

PRINTING

EDUCATION AND TRAINING

MINOR CONSTRUCTION

GROUNDS AND BUILDING MAINTENANCE

RESEARCH AND DEVELOPMENT IN A VARIETY OF FIELDS

SPECIAL STUDIES AND ANALYSES

Army Small Business Office



What Does the Army Buy?



ARMY CONTRACTING AGENCY

Mission and Installation Support

Education and Training, Standard Software Development and Maintenance, Information Technology Common Use and Commercial Items, Food Services, Special Studies and Analyses, Grounds and Building Maintenance, Non-Tactical Information Technology, Logistics Support Services, Battle Simulations and Minor Construction

Army Small Business Office



WEB Sites

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>