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

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

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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 PRIME CONTRACT AWARDS

### FY 03

<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>$48,576</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$13,596</td>
<td>28.0%</td>
<td>23.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$4,268</td>
<td>8.8%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$1,815</td>
<td>3.7%</td>
<td>5.0%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$1,405</td>
<td>2.9%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned SB</td>
<td>$100</td>
<td>0.2%</td>
<td>3.0%</td>
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</tbody>
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DOLLARS SHOWN IN MILLIONS

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Our Army at War - Relevant & Ready
Billions of dollars are expended annually in support of the Army’s mission.

<table>
<thead>
<tr>
<th>Department</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMC</td>
<td>Tanks and infantry fighting equipment, aircraft/helicopter systems, guided missiles, air defense and fire control equipment, communications and information management systems</td>
</tr>
<tr>
<td>ACE</td>
<td>Military/civil works construction projects</td>
</tr>
<tr>
<td>MEDCOM</td>
<td>Medical supplies, equipment and health care professional services</td>
</tr>
<tr>
<td>SDDC</td>
<td>Travel services</td>
</tr>
<tr>
<td>DCCW</td>
<td>Supplies and services for organizations located in the Pentagon</td>
</tr>
</tbody>
</table>
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
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

www.sellingtoarmy.info
WEB Sites

Army SADBU: http://www.sellingtoarmy.info

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

Centralized Contractor Registration (CCR): http://www.ccr.gov


Small Business Administration (SBA): http://www.sba.gov