

### 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.



## **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 BUSINESS BUSINESS

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



# 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



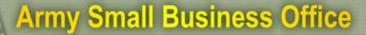
#### **FY 03**

	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** 

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# 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

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# 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





### **WEB Sites**



Army SADBU

http://www.sellingtoarmy.info

DOD SADBU

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

Centralized Contractor <a href="http://www.ccr.gov">http://www.ccr.gov</a>
Registration (CCR)

Federal Business <a href="http://www.fedbizopps.gov">http://www.fedbizopps.gov</a>
Opportunities (Fed Biz Opps)

Small Business <a href="http://www.sba.gov">http://www.sba.gov</a>
Administration (SBA)

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