Ninth Annual Army Small Business Conference

Continuing Opportunities for Small Businesses

The Honorable Claude M. Bolton, Jr.
Assistant Secretary of the Army
(Acquisition, Logistics and Technology) and
Army Acquisition Executive
November 2, 2005
An Amazing Set of Facts

The Human Brain

Computational Power = $10^{16}$ cycles per second
Weight = 4 lbs.
Volume = 0.06 cubic feet
Trivia Question

How Many Watts Of Power Does The Human Brain Consume?
Trivia Answer

15 Watts

Bluegene is the most powerful supercomputer.

- Computational Power = $10^{15}$ cycles per second
- Weight = 100,000 lbs.
- Volume = 5000 cubic feet

Power Required = 2,000,000 Watts

(Data provided by Lawrence Livermore National Laboratory)
Challenges

- **Provide the Soldier**
  - Right Product
  - Right Time
  - Right Place
  - Right Price

- **Focus Areas**
  - Programs
  - People
  - Production
  - Improvement
Rapid Fielding Initiative
Equipment Items Fielded to All Soldiers

- Wick-Away Sports Bra
- Close Combat Optics
- Nomex Glove System
- M4/M16 & M9 Magazine
- MOLLE Accessories (BCT Item)
- Combat Belt
- Improved Hot Weather Desert Boot & Infantry Combat Boot Type II
- Ballistic Eyewear Protection And Goggles
- Advanced Combat Helmet, Cover & Mount
- Hydration System
- Moisture Wicking T-Shirt
- Knee & Elbow Pads (BCT Item)
- COTS Socks
- Cold Weather Cap
- Black Fleece Bib
- Silk Weight Underwear

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Rapid Equipping Force (REF)

REF is an innovative provider of state-of-the-art equipment not available to commanders through the regular fielding process.

Packbot

Translators

Wellcam
Network-Centric Stryker Brigades

- Infantry Carrier Vehicle
- Mobile Gun System
- Commander's Vehicle
- Medical Evacuation Vehicle
- Engineer Squad Vehicle
- Anti-Tank Guided Missile Vehicle
- Fire Support Vehicle
- Nuclear, Biological, Reconnaissance Vehicle
- Mortar Carrier
- Reconnaissance Vehicle
- Mortar Carrier
- Mortar Carrier
- Mortar Carrier
# Small Business Performance Partners – As of 31 Mar 2005 (Current Period)

<table>
<thead>
<tr>
<th>Category</th>
<th>SB</th>
<th>SDB</th>
<th>WOSB</th>
<th>HUBZSB</th>
<th>VOSB</th>
<th>SDVOSB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Goal</td>
<td>17.5%</td>
<td>3.5%</td>
<td>2.5%</td>
<td>0.3%</td>
<td>1.5%</td>
<td>0.2%</td>
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<tr>
<td>As of March 2004</td>
<td>$48,170,426</td>
<td>$8,412,789</td>
<td>$4,622,229</td>
<td>$605,973</td>
<td>$16,598,747</td>
<td>$5,226,250</td>
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<tr>
<td>Commitment Percentage</td>
<td>16.9%</td>
<td>2.9%</td>
<td>1.6%</td>
<td>0.2%</td>
<td>5.8%</td>
<td>1.8%</td>
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<tr>
<td>As of March 2005</td>
<td>$125,980,861</td>
<td>$15,982,605</td>
<td>$12,016,365</td>
<td>$2,309,963</td>
<td>$35,440,225</td>
<td>$11,979,935</td>
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<tr>
<td>Commitment Percentage</td>
<td>16.5%</td>
<td>2.1%</td>
<td>1.6%</td>
<td>0.3%</td>
<td>4.6%</td>
<td>1.6%</td>
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<tr>
<td>As of September 2005</td>
<td>$237,620,977</td>
<td>$36,427,721</td>
<td>$25,899,058</td>
<td>$4,332,556</td>
<td>$58,559,727</td>
<td>$24,093,421</td>
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<tr>
<td>Commitment Percentage</td>
<td>13.2%</td>
<td>2.0%</td>
<td>1.4%</td>
<td>0.2%</td>
<td>3.2%</td>
<td>1.3%</td>
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</tbody>
</table>

**SB** Small Business  
**SDB** Small Disadvantaged Business  
**WOSB** Woman owned Small Business  
**HUBZSB** Hub Zone Small Business  
**VOSB** Veteran Owned Small Business  
**SDVOSB** Service Disabled VOSB

- **Better than Goal**  
- **Better than 60% of Goal**  
- **Less than 60% of Goal**

Data is from most recent (May 2005) LSI semi-annual Small Business Subcontracting Report
Things On My Mind

How Do We Know We Are Meeting The Spirit and Intent of The Law?

• DD Form 350
  Individual Contracting Action Report

• DD Form 1057
  Monthly Summary of Contracting Actions
## Army Prime Contract Awards

<table>
<thead>
<tr>
<th></th>
<th>DOLLARS (M$)</th>
<th>NAT'L GOAL</th>
<th>% ACHIEVED</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>FY04</td>
<td>FY05</td>
<td>FY04</td>
</tr>
<tr>
<td>US Business</td>
<td>$55,493</td>
<td>$68,672</td>
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<tr>
<td>Small Business</td>
<td>$15,471</td>
<td>$19,670</td>
<td>23.00%</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>$5,005</td>
<td>$6,431</td>
<td>5.00%</td>
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<tr>
<td>Women-Owned SB</td>
<td>$2,029</td>
<td>$2,484</td>
<td>5.00%</td>
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<tr>
<td>HUBZone Small Business</td>
<td>$1,573</td>
<td>$2,117</td>
<td>3.00%</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned SB</td>
<td>$233</td>
<td>$443</td>
<td>3.00%</td>
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</table>
Are We Better Off Today Because of Small Business?

- More than 25 million small businesses in America
- Supplied over 23 percent of the total value of federal prime contracts in FY 2004
- Produced 13 to 14 times more patents per employee than large patenting firms
- Employs 41 percent of high tech workers
- Pays 45 percent of total U.S. private payroll
The Process

CAPABILITY

NEED

RESOURCES

ACQUIRE

DEVELOP

CONTRACT

TEST

PRODUCE

FIELD

OPERATE/

SUSTAIN

UPGRADE/

MODERNIZE

FMS

RETIRE

DEMIL

ACQUISITION

ACQUISITION

Doctrine, Organizations, Training, Leader Development, Materiel, Personnel, Facilities