NDIA Small Business Conference
June 2, 2005

LTC Jim Blanco
ASSISTANT TO THE DIRECTOR
OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADBU)
OFFICE OF THE SECRETARY OF THE ARMY
To Be The Premier Advocacy Organization
Committed To Maximizing Small Business
Opportunities In Support Of The Warfighter
And The Transformation Of The Army.
MISSION

• Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters.

• Spearhead Innovative Initiatives that Contribute to Expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities.

• Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs.
Army Prime Contract Awards
FY 04

<table>
<thead>
<tr>
<th></th>
<th>Total Dollars</th>
<th>Achieved</th>
<th>Army Target</th>
<th>Nat’l Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$55,493</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$15,471</td>
<td>27.9%</td>
<td>26.6%</td>
<td>23.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$5,005</td>
<td>9.0%</td>
<td>8.6%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$2,029</td>
<td>3.7%</td>
<td>4.1%</td>
<td>5.0%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$1,573</td>
<td>2.8%</td>
<td>3.0%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned SB</td>
<td>$233</td>
<td>0.4%</td>
<td>3.0%</td>
<td>3.0%</td>
</tr>
</tbody>
</table>

Dollars shown in millions
Effective FY99, data includes Federal Supply Schedule awards over $25K
DOD Small Business Prime Contract Awards FY 04

Total Awards
($200.4B)

Small Business Awards
($44.8B)

**Army Small Business Office**

**ODA**

12%

**DLA**

9%

**AF**

24%

**NAVY**

27%

**ARMY**

28%

**ODA**

9%

**DLA**

18%

**AF**

17%

**NAVY**

22%

**ARMY**

34%

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DOD Small Business Prime Contract Awards FY 04

**HUBZone Awards**
- **($3.1B)**
  - Army: 50%
  - Navy: 15%
  - Air Force: 17%
  - Defense Logistics Agency (DLA): 14%
  - Other Departmental Agencies (ODA): 4%

**SDVOSB Awards**
- **($0.5B)**
  - Army: 42%
  - Navy: 25%
  - Air Force: 17%
  - Defense Logistics Agency (DLA): 6%
  - Other Departmental Agencies (ODA): 10%
• Promote opportunities for firms located in HUBZones through a comprehensive outreach initiative.

• Maximize value of small business to the war fighter by promoting contracting opportunities in contingency operations.

• Promote utilization of small businesses as subcontractors in acquisitions of combat systems such as the Future Combat System (FCS).

• Continue to promote the increase awareness of the SDVOSB Program through an innovative outreach program.
SELLINGTOARMY Website

Single Portal For Army Small Business

- Small Business
- Acquisition Professionals
- ADs and SADBUs

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Our Army at War - Relevant & Ready
13 Steps to Doing Business with the Army

- Flash Presentation
- 13 Sequential Steps
- Live Links
- Capability to Customize
Federal Supply Code (FSC) Search

- Detailed listing FSC
- Customized Search
- Sortable Results
Locations Search

Command Location Map

- Integrated graphical map and search function
- Multiple search criteria enabled
- Customizable search results
Questions