Department of the Army
Small Business Program

"Our Army at War - Relevant & Ready"

U.S. Army Materiel Command
10th Annual Army Small Business Conference

November 1-2, 2006    McLean, Virginia

MS. TRACEY PINSON
DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS
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 05

<table>
<thead>
<tr>
<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>$70,802</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$20,381</td>
<td>28.8%</td>
<td>27.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$6,658</td>
<td>9.4%</td>
<td>8.8%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$2,625</td>
<td>3.7%</td>
<td>4.1%</td>
</tr>
<tr>
<td>HUBZone SB</td>
<td>$2,226</td>
<td>3.1%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td>$1,946</td>
<td>2.8%</td>
<td>n/a</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>$501</td>
<td>0.7%</td>
<td>0.9%</td>
</tr>
</tbody>
</table>

*Dollars Shown in Millions*
INSIDE THE NUMBERS

- Small Business: $20.4B (Exceeded Target)
- Small Disadvantaged Business: $6.7B (Exceeded Target)
- Women Owned: $2.6B (First Federal Agency)
- HUBZone: $2.2B
  Target/Goal: 3.1% (Highest in Federal Government)
- SDVOSB (FY03 – FY05):
  Increased dollars from $100M to $501M
  Increased percentage of dollars by 400%
Total Awards ($70.8B)

- AMC 59% $41.9B
- ACE 16% $11B
- ACA 12% $8.8B
- SMDC 3% $1.9B
- Other 10% $7.0B
Army Small Business Prime Contract Awards FY 05

Small Business Awards ($20.3B)

- **SMDC** $671M (3%)
- **ACE** $5.2B (26%)
- **AMC** $7.1B (35%)
- **ACA** $4.2B (21%)
- **Other** $3.0B (15%)
Army SDB Prime Contract Awards FY 05

SDB Awards
($6.6B)

- ACE 36%  
  $2.4B
- AMC 20%  
  $1.3B
- ACA 27%  
  $1.7B
- Other 15% 
  $970M
- SMDC 2%  
  $115M
Army WOSB Prime Contract Awards FY 05

WOSB Awards ($2.6B)

- AMC 29% $729M
- ACE 25% $660M
- SMDC 6% $169M
- ACA 26% $693M
- Other 14% $373M
Army HUBZone Prime Contract Awards FY 05

HUBZone Awards
($2.2B)

- AMC 15% $337M
- ACE 55% $1.2M
- Other 9% $210M
- ACA 21% $457M
Army SDVOSB Prime Contract Awards FY 05

SDVOSB Awards ($501M)

- AMC 14% $70M
- ACE 22% $112M
- ACA 36% $178M
- Other 28% $140M
ARMY SADBU FOCUS
FY 07

• Small Business Participation in FCS and Major Army Programs
• Promote Greater Involvement of SBs in Army Contracts for Services
• Support of BRAC through HUBZone Initiatives
• Service-Disabled Veteran-Owned Small Business Opportunities
• Contract Bundling and Consolidation
• Increased role of HBCUs & MIs in the Acquisition Process
• Residential Communities Initiative
• Subcontracting Policy and Enforcement
Subcontract Goals Based Upon Boeing Comprehensive Goals

<table>
<thead>
<tr>
<th>FCS SDD Goals</th>
<th>(% of Boeing Subcontract Dollars)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>17.5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>3.5%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>2.5%</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone</td>
<td>0.3%</td>
</tr>
<tr>
<td>Veteran Owned Small Business</td>
<td>1.5%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned</td>
<td>0.2%</td>
</tr>
</tbody>
</table>

*Note: These goals are based on dollars going to small business through and including the third tier of subcontracts*
## Army Subcontract Awards
### FY 05

<table>
<thead>
<tr>
<th></th>
<th>TOTAL DOLLARS</th>
<th>ACHIEVED</th>
<th>TARGET</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$6,890</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$3,403</td>
<td>49.4%</td>
<td>49.9%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$444</td>
<td>6.4%</td>
<td>7.7%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$487</td>
<td>7.1%</td>
<td>7.0%</td>
</tr>
<tr>
<td>HUBZone SB</td>
<td>$240</td>
<td>3.5%</td>
<td>2.4%</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td>$280</td>
<td>4.1%</td>
<td></td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>$39</td>
<td>0.6%</td>
<td>0.5%</td>
</tr>
</tbody>
</table>

Dollars Shown in millions
MENTOR-PROTÉGÉ PROGRAM

- DoD delegated approval authority to services beginning FY 2004
- Army goal is to engage industries to shape and expand the industrial base to support the Warfighter
- Seeking agreements with strong technical component, or focus on innovative transfer of state of the art technology
- Army Agreements Should Focus on High-Tech Solutions for the Warfighter
- 36 Active Agreements
  - 22 Mentors
  - 36 Protégés (Can Have Only 1 Active Agreement)
- 7 Mentors are Graduated 8(a) Firms

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CHALLENGES

- Consolidation / Bundling
- Subcontracting plan enforcement
- Staffing of SADBU offices