

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



VISION

**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



	Total Dollars	Achieved	Army Target	Nat'l Goal
US Business	\$70,802			
Small Business	\$20,381	28.8%	27.0%	23.0%
Small Disadvantaged Business	\$ 6,658	9.4%	8.8%	5.0%
Women-Owned SB	\$ 2,625	3.7%	4.1%	5.0%
HUBZone SB	\$ 2,226	3.1%	3.0%	3.0%
Veteran-Owned SB	\$ 1,946	2.8%	n/a	n/a
Service-Disabled Veteran-Owned SB	\$ 501	0.7%	0.9%	3.0%

Dollars Shown in Millions



INSIDE THE NUMBERS



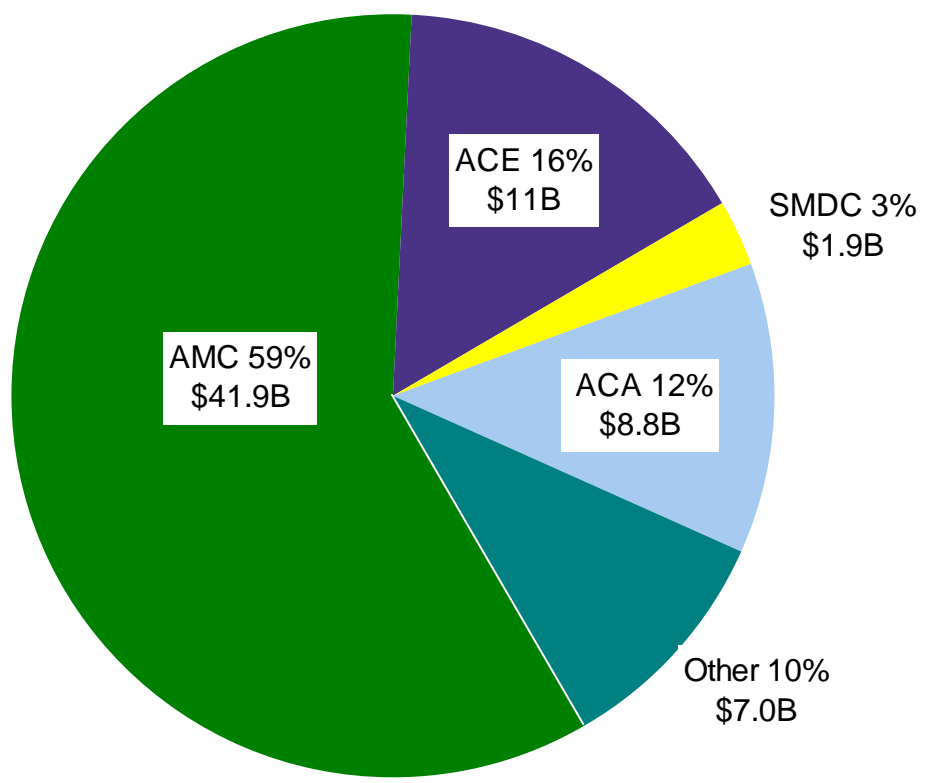
- Small Business: \$20.4B (Exceeded Target)
- Small Disadvantaged Business: \$6.7B (Exceeded Target)
- Women Owned: \$2.6B (First Federal Agency)
- HUBZone: \$2.2B
Target/Goal: 3.1% (Highest in Federal Government)
- SDVOSB (FY03 – FY05):
Increased dollars from \$100M to \$501M
Increased percentage of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



Army US Business Prime Contract Awards-FY 05



Total Awards (\$70.8B)

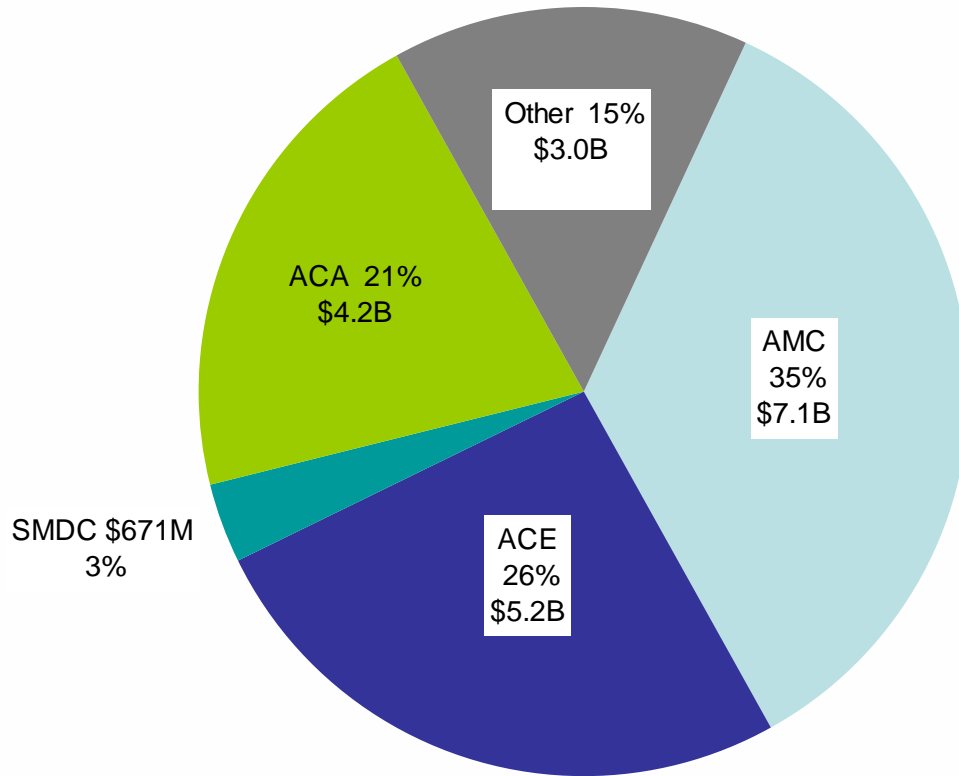




Army Small Business Prime Contract Awards FY 05



Small Business Awards (\$20.3B)

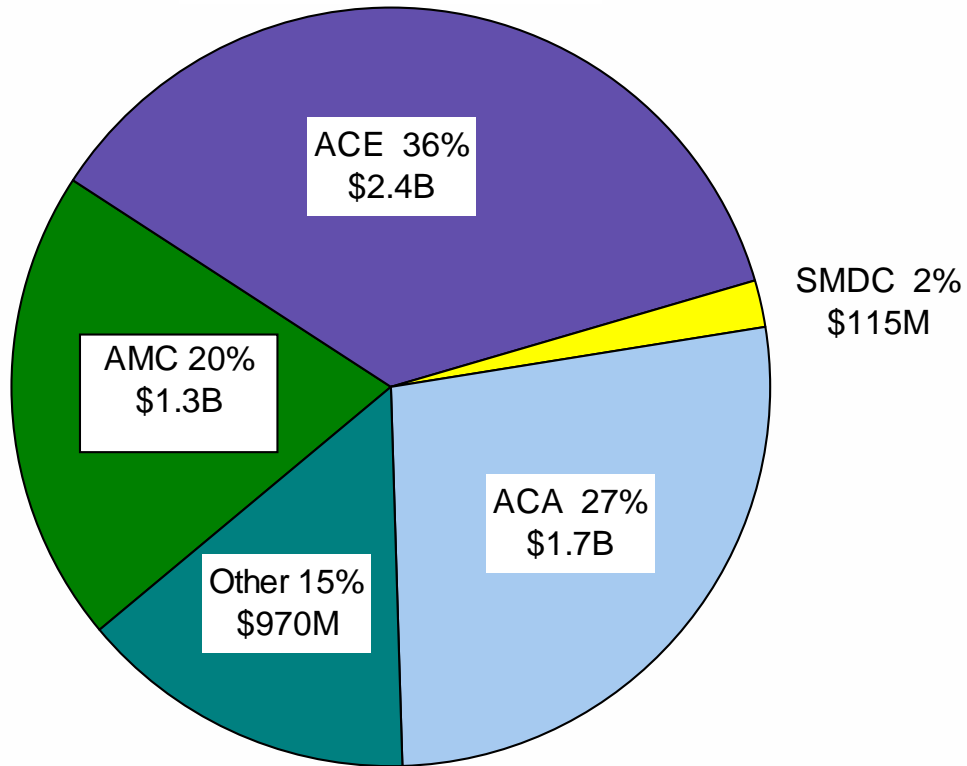




Army SDB Prime Contract Awards FY 05



SDB Awards (\$6.6B)

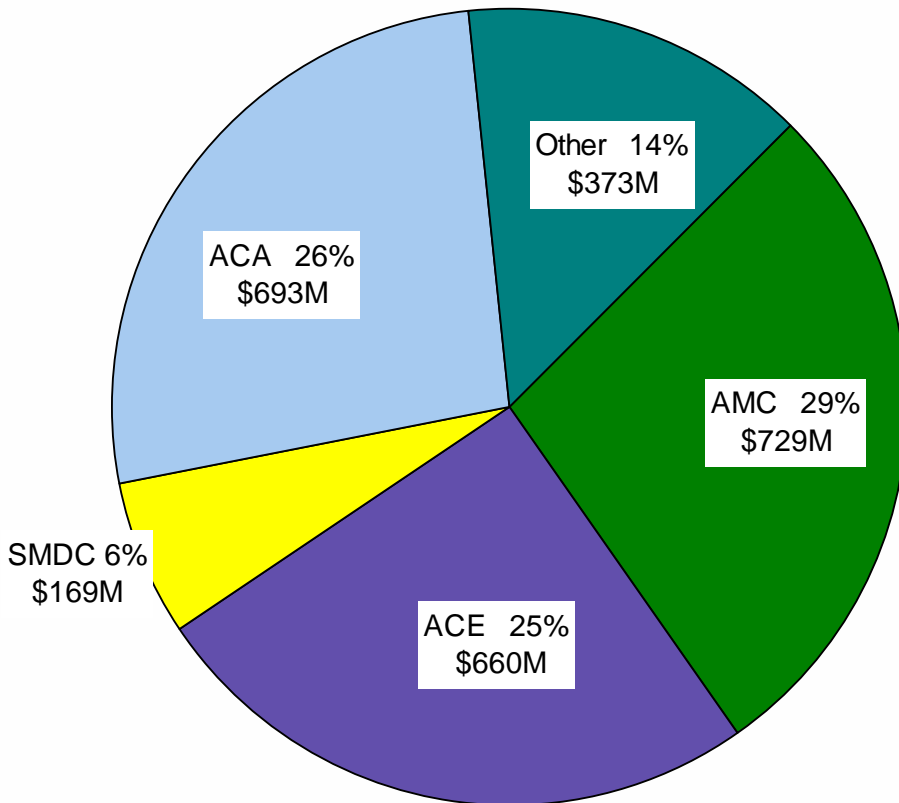




Army WOSB Prime Contract Awards FY 05



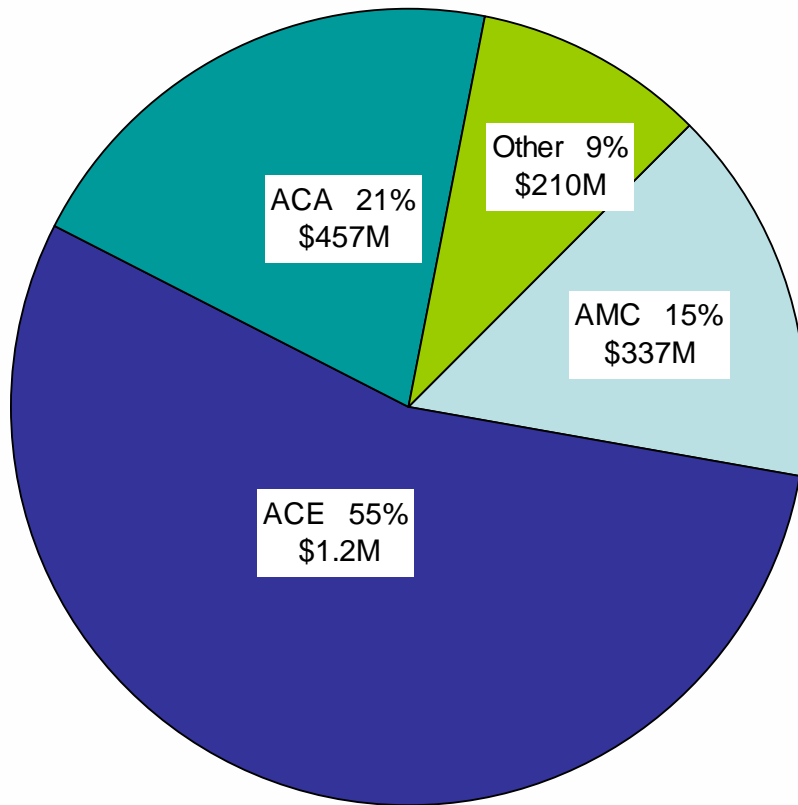
WOSB Awards (\$2.6B)





Army HUBZone Prime Contract Awards FY 05

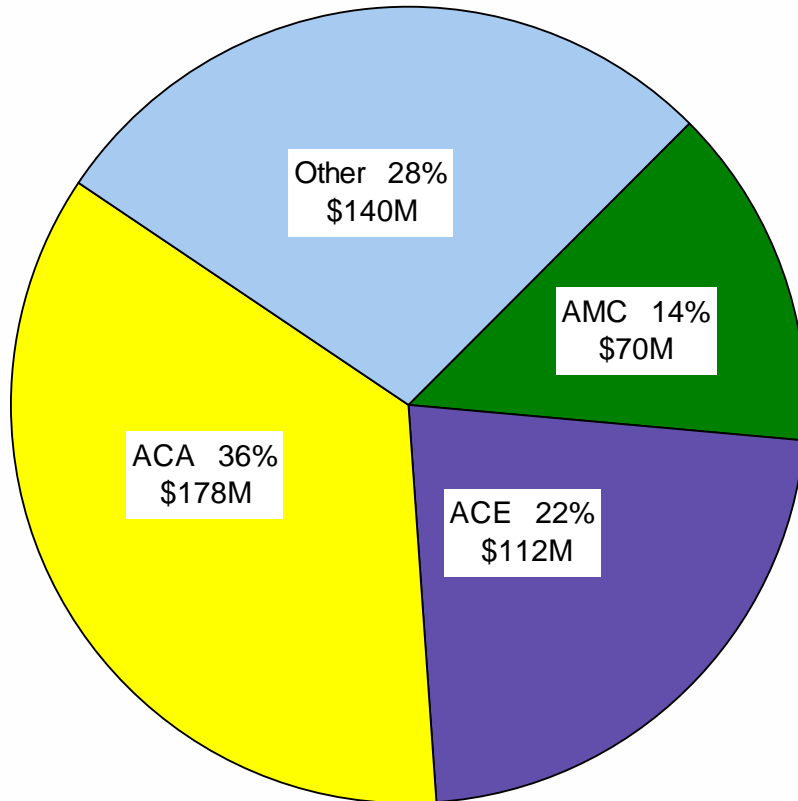
HUBZone Awards (\$2.2B)





Army SDVOSB Prime Contract Awards FY 05

SDVOSB Awards (\$501M)





ARMY SADBUD 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



ARMY FCS PROGRAM

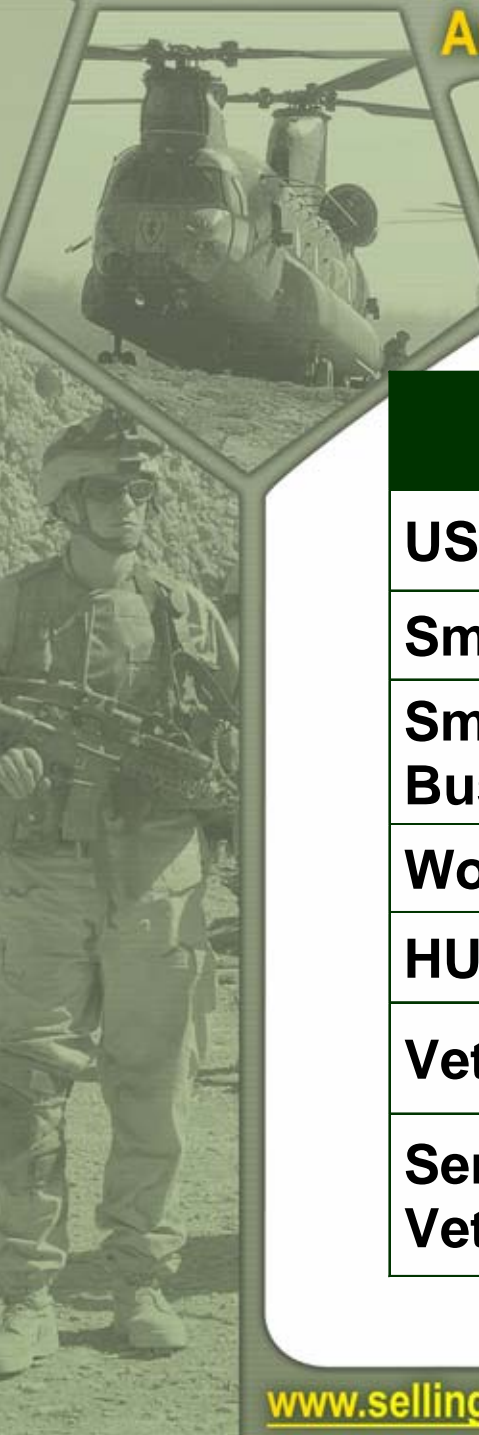
Subcontract Goals Based Upon Boeing Comprehensive Goals

FCS SDD Goals	(% of Boeing Subcontract Dollars)
Small Business	17.5%
Small Disadvantaged Business	3.5%
Woman Owned Small Business	2.5%
Historically Underutilized Business Zone	0.3%
Veteran Owned Small Business	1.5%
Service Disabled Veteran Owned	0.2%

Note: These goals are based on dollars going to small business through and including the third tier of subcontracts



Army Subcontract Awards FY 05



	TOTAL DOLLARS	ACHIEVED	TARGET
US Business	\$6,890		
Small Business	\$3,403	49.4%	49.9%
Small Disadvantaged Business	\$ 444	6.4%	7.7%
Women-Owned SB	\$ 487	7.1%	7.0%
HUBZone SB	\$ 240	3.5%	2.4%
Veteran-Owned SB	\$ 280	4.1%	
Service-Disabled Veteran-Owned SB	\$ 39	0.6%	0.5%

Dollars Shown in millions



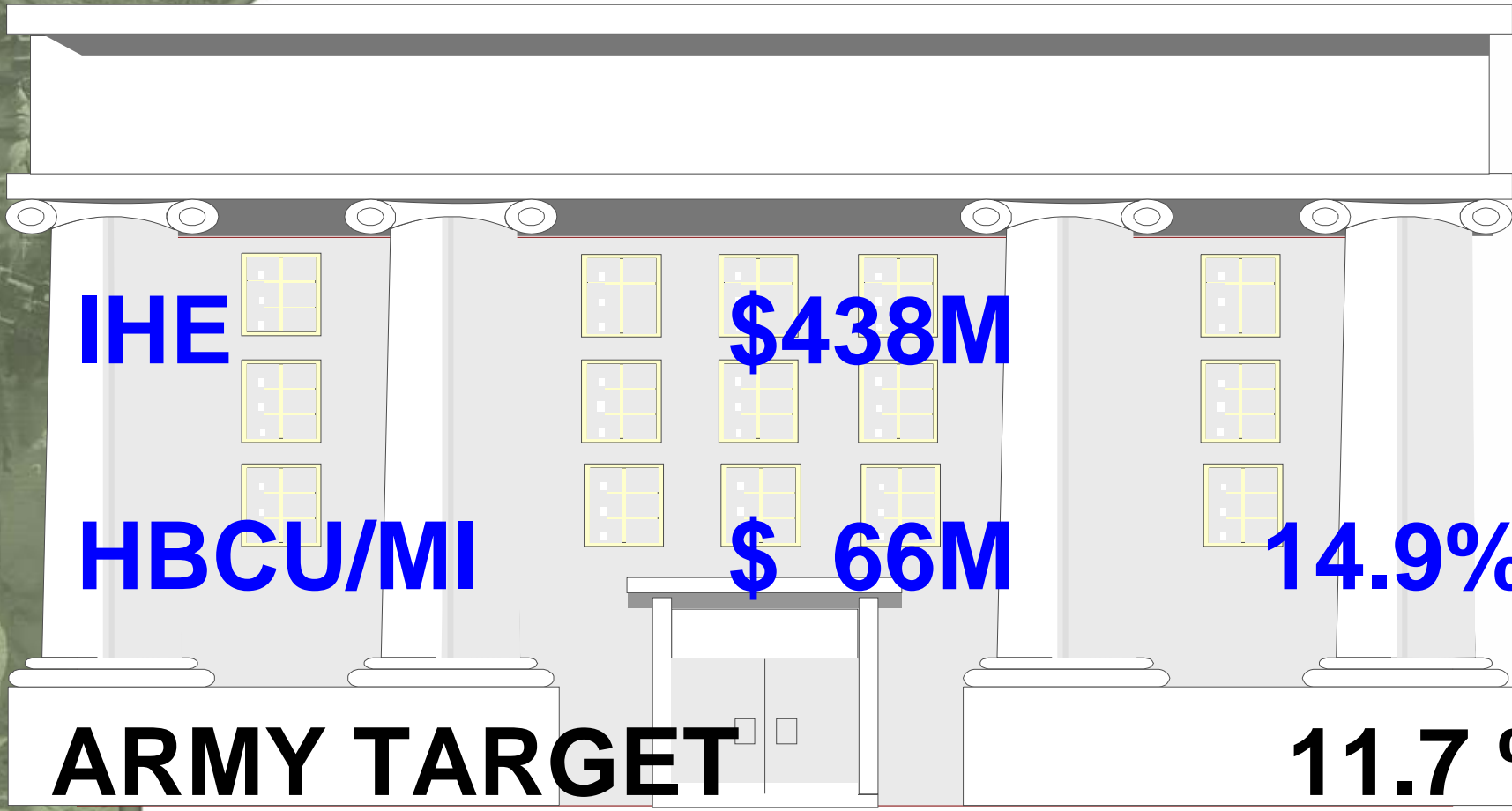
MENTOR-PROTÉGÉ PROGRAM



- 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



HBCU/MI PROGRAM FY 05





CHALLENGES

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

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