AMC 11th Annual SB Conference

MS. TRACEY PINSON
DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS
OFFICE OF THE SECRETARY OF THE ARMY

7-8 Nov 2007     McLean, VA
To Be The Premier Advocacy Organization
Committed To Maximizing Small Business
Opportunities In Support Of The Warfighter
And The Transformation Of The Army.
• 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 07

<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>$85,869</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$21,147</td>
<td>24.6%</td>
<td>25.0%</td>
<td>23.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$ 7,329</td>
<td>8.5%</td>
<td>8.0%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$ 3,073</td>
<td>3.6%</td>
<td>3.5%</td>
<td>5.0%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$ 3,284</td>
<td>3.8%</td>
<td>3.0%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td>$ 2,415</td>
<td>2.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned SB</td>
<td>$ 839</td>
<td>1.0%</td>
<td>0.8%</td>
<td>3.0%</td>
</tr>
</tbody>
</table>

Dollars shown in millions

FPDS-NG Data as of 10/5/07
### ARMY PRIME CONTRACT AWARDS - FY 07

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Dollars</th>
<th>Achieved</th>
<th>Army Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$85,869</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$21,147</td>
<td>24.6%</td>
<td>25.0%</td>
</tr>
<tr>
<td>SDB Business</td>
<td>$ 7,329</td>
<td>8.5%</td>
<td>8.0%</td>
</tr>
<tr>
<td>8(A) Awards</td>
<td>$ 4,234</td>
<td>4.9% (US Bus)</td>
<td>20.1% (SB)</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$ 3,073</td>
<td>3.6%</td>
<td>3.5%</td>
</tr>
</tbody>
</table>

Dollars shown in millions

FPDS-NG Data as of 10/5/07
• Small Business: $21B (exceeded Nat’l Goal)
• Small Disadvantaged Business: $7.3B (exceeded Nat’l Goal)
• Women Owned SB: $3B (up $1B since FY04)
• HUBZone: $3.3B (exceeded Nat’l Goal)
• SDVOSB (FY05 – FY07):
  • Increased dollars from $501M to $839M
  • Increased percentage of dollars by almost 67.5%
Total Awards ($85.9B)

- AMC 61% $52.4B
- ACE 17% $14.6B
- ACA 12% $10.4B
- SMDC 2% $1.8B
- Other DA 4% $3.3B
- DA Funded 4% $3.3B
Small Business Awards
($21.1B)

- ACE 27% $5.7B
- AMC 35% $7.5B
- DA Funded 4% $843M
- Other DA 9% $1.9B
- SMDC 3% $557M

Army Small Business Prime Contract Awards - FY 07
ARMY WOSB PRIME CONTRACT
AWARDS - FY 07

WOSB Awards
($3.1B)

- AMC 29% $897M
- ACE 27% $818M
- SMDC 2% $73M
- ACA 26% $798M
- Other $328M 11%
- DA Funded 5% $159M
ARMY HUBZone PRIME CONTRACT AWARDS - FY 07

HUBZone Awards
($3.3B)

ACE 49%  
$1.6M

ACA 27%  
$870M

AMC 16%  
$522M

Other DA  7%  
$224M

DA Funded  1%  
$23M
ARMY SDVOSB PRIME CONTRACT AWARDS - FY 07

SDVOSB Awards ($839M)

- ACA 43% $369M
- SMDC 8% $65M
- ACE 23% $189M
- AMC 13% $105M
- Other DA 10% $88M
- DA funded 3% $23M

TOTAL $839M
• 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
• Strategic Sourcing
• Subcontracting Policy and Enforcement
# ARMY FCS PROGRAM

## 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.
<table>
<thead>
<tr>
<th></th>
<th>TOTAL DOLLARS</th>
<th>ACHIEVED</th>
<th>TARGET</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$7,953</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$3,434</td>
<td>43.2%</td>
<td>50.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$ 568</td>
<td>7.1%</td>
<td>7.7%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$ 569</td>
<td>7.2%</td>
<td>7.0%</td>
</tr>
<tr>
<td>HUBZone SB</td>
<td>$ 287</td>
<td>3.6%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td>$ 287</td>
<td>3.6%</td>
<td></td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>$ 75</td>
<td>0.9%</td>
<td>0.5%</td>
</tr>
</tbody>
</table>

Dollars Shown in millions
MENTOR-PROTÉGÉ PROGRAM

- US Army Space & Missile Defense Command is new M/P Contracting Center and will issue stand-alone contracts for Army MPP agreements
- 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:
  - 19 Mentors
  - 36 Protégés (Can Have Only 1 Active Agreement)
- 3 Mentors are Graduated 8(a) Firms
HBCU/MI PROGRAM FY 07

IHE $459M
HBCU/MI $73M 16.0%

ARMY TARGET 12.6 %
CHALLENGES

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

Army SADBU
http://www.sellingtoarmy.info

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

Centralized Contractor Registration (CCR)
http://www.ccr.gov

Federal Business Opportunities (Fed Biz Opps)
http://www.fedbizopps.gov

Small Business Administration (SBA)
http://www.sba.gov
**Warrior Ethos**

- I will always place the mission first.
- I will never accept defeat.
- I will never quit.
- I will never leave a fallen comrade.

**Questions**

www.sellingtoarmy.info