AMC 12th Annual SB Conference

MS. TRACEY PINSON

DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS
OFFICE OF THE SECRETARY OF THE ARMY

12 November 2008
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
<table>
<thead>
<tr>
<th></th>
<th>TOTAL DOLLARS</th>
<th>% ACHIEVED</th>
<th>ARMY TARGET</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$92,635</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$22,824</td>
<td>23.9%</td>
<td>24.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$7,669</td>
<td>8.3%</td>
<td>8.0%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$3,238</td>
<td>3.5%</td>
<td>3.5%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$3,405</td>
<td>3.7%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>$2,560</td>
<td>2.8%</td>
<td></td>
</tr>
<tr>
<td>Service-Disabled Small Business</td>
<td>$981</td>
<td>1.1%</td>
<td>0.8%</td>
</tr>
</tbody>
</table>

Dollars shown in millions

FPDS-NG Data as of 10/08/08
AMC SB Program Growth

Dollars (in Billions)

FPDS-NG data as of 11/04/08
Total Awards ($92.6B)

- AMC ($69.6B)
- ACE ($14.6B)
- NGB ($2.2B)
- SMDC ($2.2B)
- PEO/STRI ($0.3B)
- MRMC ($1.3B)
- Other DA ($2.3B)

FPDS-NG Data as of 10/08/08
Small Business Awards
($22.8B)

- AMC ($13.7B)
- ACE ($5.7B)
- NGB ($1.4B)
- SMDC ($664M)
- PEO/STRI ($119M)
- MRMC ($449M)
- Other ($804M)

FPDS-NG Data as of 10/08/08
WOSB Awards
($3.2B)

- AMC ($1.8B)
- ACE ($878M)
- NGB ($200M)
- SMDC ($72M)
- PEO/STRI ($15M)
- MRMC ($85M)
- Other ($150M)

FPDS-NG Data as of 10/08/08
ARMY SDVOSB PRIME CONTRACT AWARDS - FY 07

SDVOSB Awards ($981M)

- AMC ($575M)
- ACE ($191M)
- NGB ($87M)
- SMDC ($84M)
- PEO/STRI ($1M)
- MRMC ($14M)
- Other ($27M)

FPDS-NG Data as of 10/08/08
• Small Business Participation in FCS and Major Army Programs
• Promote Greater Involvement of SBs in Army Contracts for Services
• Enhance BRAC Opportunities for SBs
• Service-Disabled Veteran-Owned SB Program
• Contract Bundling and Consolidation
• Increase Role of HBCUs & MIs in the Acquisition Process
• Subcontracting Policy and Enforcement
• Army Contracting Command SB Program
• Accurate Data Reporting
• Staffing of SADBU Offices
• Uniform qualifications and performance objectives of small business personnel
<table>
<thead>
<tr>
<th>FCS SDD Goals</th>
<th>% of Boeing Subcontract Dollars</th>
<th>Accomplishments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>17.5%</td>
<td>17.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>3.5%</td>
<td>1.5%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>2.5%</td>
<td>2.3%</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone</td>
<td>0.3%</td>
<td>0.69%</td>
</tr>
<tr>
<td>Veteran Owned Small Business</td>
<td>1.5%</td>
<td>2.41%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned</td>
<td>0.2%</td>
<td>0.69%</td>
</tr>
</tbody>
</table>

Note: These goals are based on dollars going to small business through and including the third tier of subcontracts.
Information Technology Services-
Small Business (ITS-SB)

- Small Business Set-Aside vehicle for IT services not specifically provided for through CHESS contract vehicles.

- ITS-SB Task Areas
  - Electronic Product Environmental Assessment Tool (EPEAT)
  - Independent Verification & Validation (IV&V)
  - Internet Protocol Version 6 (IPv6)
  - Information Assurance (IA)
  - Warranty & Maintenance
  - Migration / Integration IT Services

- Virtual Reading Room – Document Repository
  https://ascp.monmouth.army.mil/scp/doclib.jsp
ACQUISITION STRATEGY

- Multiple-Award, Performance Based, ID/IQ Contract Type:
  - Fixed labor rates: FFP, T&M, and Cost Plus
  - Term: 3-year base with 1, 2-year option
  - Best Value
  - Open to Army, DoD and Federal Civilian Agencies

- Estimated Dollar Value: $400M
- NAICS Code 541519 – Other Computer Related Services
- Size Standard – $25M

- Awards: 8 awards anticipated
  - One Reserved Award – 8A
  - One Reserved Award – SDVOSB
<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Research/RFI</td>
<td>Complete</td>
</tr>
<tr>
<td>Advisory Multi-Step</td>
<td>Complete</td>
</tr>
<tr>
<td>Industry Day</td>
<td>Complete</td>
</tr>
<tr>
<td>Draft RFP</td>
<td>6 October 2008</td>
</tr>
<tr>
<td>Qs&amp;As Released</td>
<td>30 October 2008</td>
</tr>
<tr>
<td>Final RFP</td>
<td>12 December 2008</td>
</tr>
<tr>
<td>Proposals Due</td>
<td>30 days after release of RFP</td>
</tr>
<tr>
<td>Award</td>
<td>Mid-March 2009</td>
</tr>
<tr>
<td>CATEGORY</td>
<td>TOTAL DOLLARS</td>
</tr>
<tr>
<td>----------------------------------------------</td>
<td>---------------</td>
</tr>
<tr>
<td>US Business</td>
<td>$ 4,676</td>
</tr>
<tr>
<td>Small Business</td>
<td>$ 2,880</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$ 430</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$ 439</td>
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<tr>
<td>HUBZone SB</td>
<td>$ 264</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td>$ 233</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>$ 54</td>
</tr>
</tbody>
</table>

Dollars shown in millions

FPDS-NG Data as of 10/02/08
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

- 26 Active Agreements:
  - 17 Mentors
  - 26 Protégés (Can Have Only 1 Active Agreement)
- 2 Mentors are Graduated 8(a) Firms
IHE $340M
HBCU/MI $  66M   19.4%

ARMY TARGET  12.0%

FPDS-NG Data as of 10/31/08
• Consolidation / Bundling
• Subcontracting plan enforcement
• Staffing of SADBU offices
Save the Date

The National HBCU/MI Conference

February 2-4, 2009 Atlanta, GA

www.hbcumiconference.com
Conference Hotline (703)695-3220
SAVE THE DATE: July 20-24

The 5th Annual National Veteran Small Business Conference & Expo

Sponsored by the Veteran Small Business Federal Interagency Council

www.nationalveteransconference.com

Conference Hotline (703) 695-3220
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
Questions

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.

www.sellingtoarmy.info