



U.S. Army Research, Development and Engineering Command



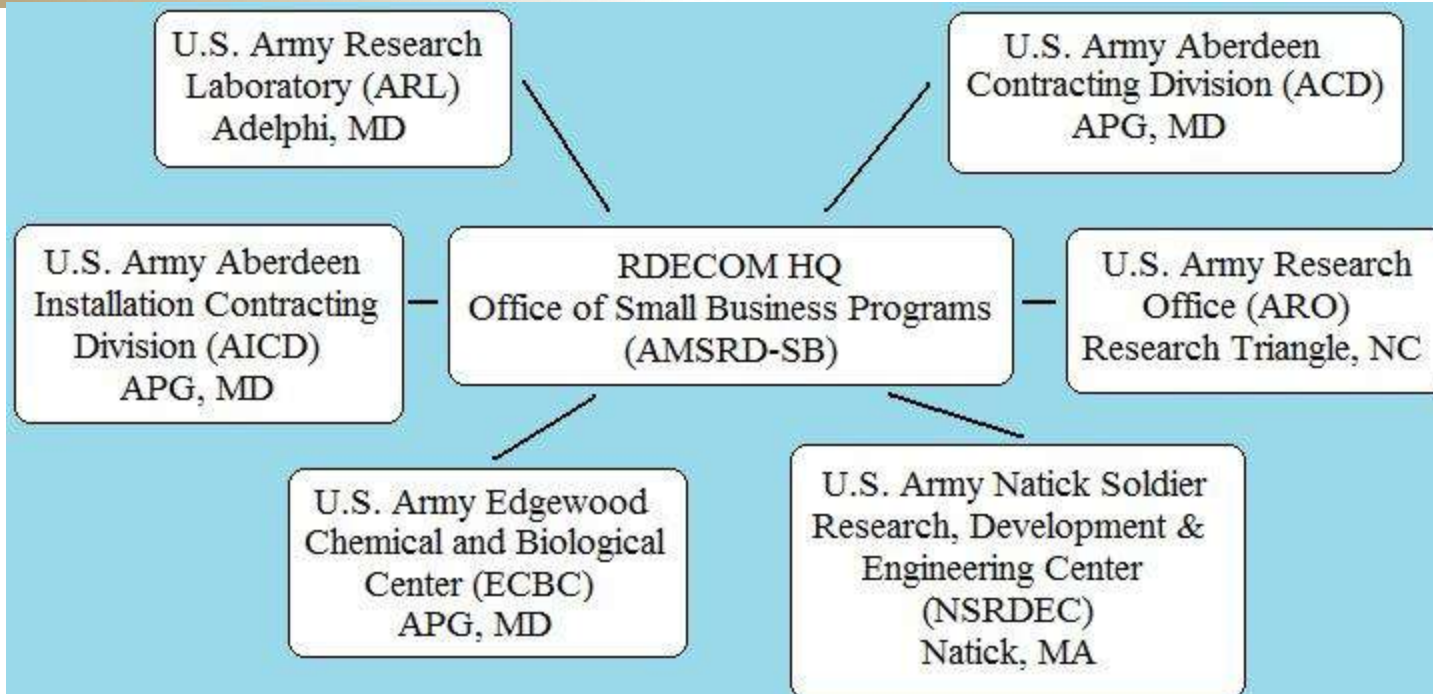
***TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.***

Office of Small Business Programs  
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# Topics Ahead:

- RDECOM OSBP Structure
- RDECOM and Edgewood spending in FY2011
- Top NAICS codes for Edgewood customers
- Small Business Program goals for FY2011
- Subcontracting vs. Participation
- RDECOM OSBP Website Introduction



These are supported by other LCMC Contracting Centers:

U.S. Army Armament Research, Development and Engineering Center (ARDEC) Picatinny Arsenal, NJ

U. S. Army Aviation and Missile Research Development and Engineering Center (AMRDEC) Hunstville, AL

U.S. Army Tank Automotive Research, Development and Engineering Center (TARDEC) Warren, Michigan

U.S. Army Communications-Electronics Research, Development, and Engineering Center (CERDEC) APG, MD



# FY2011: RDECOM (incl. ATEC)

As of 1 June 2011, roughly \$2.56B obligated:

- Small Business: \$818.98M (31.98%)
- Small Disadvantaged: \$159.17M ( 6.21%)
- Women-Owned: \$ 84.41M ( 3.30%)
- HUBZone: \$134.13M ( 5.24%)
- Service Disabled Veteran: \$ 59.38M ( 2.32%)
- HBCU/MI\*: \$ 4.89M ( 8.99%)

\* HBCU is calculated against “higher education” total spend of \$54.37M



# FY2011: Edgewood Contracting Div.

As of 1 June 2011, roughly \$329.49M obligated:

- Small Business: \$34.85M (10.58%)
- Small Disadvantaged: \$ 8.73M ( 2.65%)
- Women-Owned: \$ 3.89M ( 1.18%)
- HUBZone: \$ .54M ( 0.17%)
- Service Disabled Veteran: \$ 2.81M ( 0.85%)
- HBCU/MI\*: \$ .89M (39.47%)

\* HBCU is calculated against “higher education” total spend of \$4.78M



# Edgewood Contracting Division's

## Top NAICS, FY2010

(DODAAC: "W911SR")

- 541330 "Engineering Services"
- 541710 "R&D in Physical, Engineering, Life Sciences"
- 334516 "Analytical Lab Instrument Mfg"
- 334511 "Search, Detection.. Instrument Mfg"
- Runners up: 541712, 339113, 334519, 541711, 335999, 541620



# RDECOM FY2011 SB Goals

Small Business:	30.0%
Small Disadvantaged:	7.0%
Women-Owned:	5.0%
HUBZone:	7.0%
Service Disabled Veteran:	2.0%
HBCU/MI:	10.0%
- SB Subcontracting:	43.0%
- SDB Subcontracting:	3.0%
- WOSB Subcontracting:	3.0%
- HUBZone Subcontracting:	3.0%
- SDVOSB Subcontracting:	0.3%



# New Subcontracting Goals = More Attention

- Aggressiveness of Subcontracting Plan goals during source selection
- Follow-through on that Subcontracting Plan treated as a contract deliverable
- Likelihood of invoking Liquidated Damages Clause (52.219-16):
  - Contracting Officer determines “Good Faith Effort” of contractor to meet goals
  - Dollar-for-dollar consideration required: “The amount of probable damages attributable to the Contractor’s failure to comply, shall be an amount equal to the actual dollar amount by which the Contractor failed to achieve each subcontract goal”





# Subcontracting Plan vs. Participation Plan

- Not required from Small Businesses
- Percentage of subcontracts
- Acceptable/Unacceptable
- Incorporated into Contract at award
- Reported in eSRS, CPARS
- Provides subcontracting commitment
- Required from all offerors
- Percentage of entire effort
- Rated Factor
- Not incorporated
- Perhaps CPARS
- Provides magnitude



# Office of Small Business Programs

*Small Business = Something Big*

RDECOM - specific info

Business Opportunities

RDECOM Spend Analysis

Public Events-Past & Future

Unsolicited Proposals

Join our supplier list

Contact RDECOM OSBP

Additional Resources

Related OSBP websites

Small Business Assistance

Policy Updates

External Links

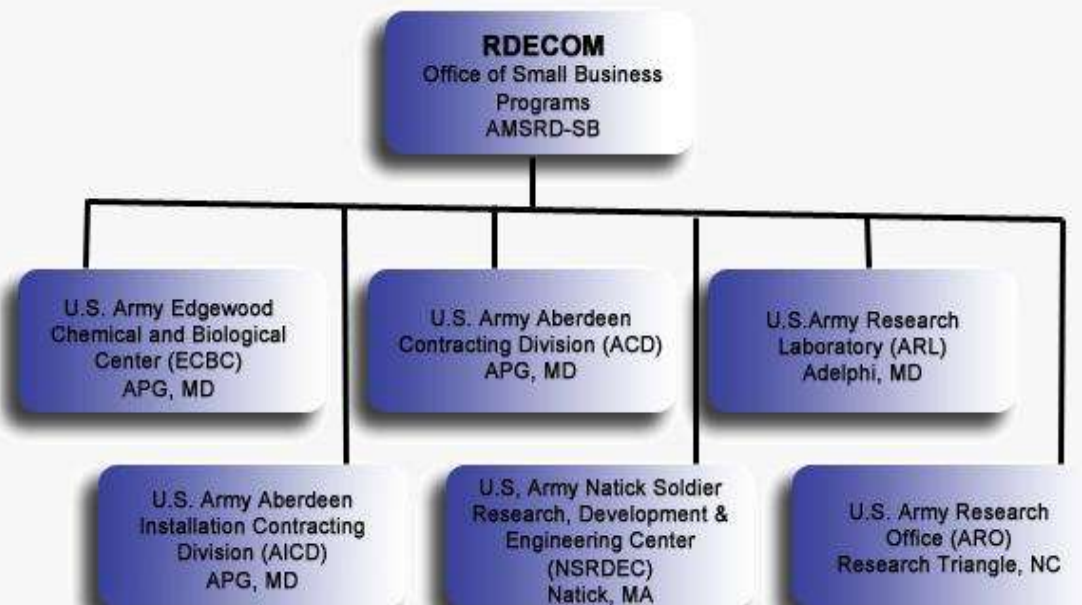
Federal Acquisition Regs  
(FAR)

DOD FAR Supplement  
(DFARS)

Army FAR Supplement  
(AFARS)

Welcome to the RDECOM Office of Small Business Programs (OSBP) website. I encourage all business concerns to use this website as an entry point for gathering actionable information about conducting business with RDECOM. We anticipate updating information often so that we may provide the best source of information to the business community. It is our hope that you will find this site useful and review it thoroughly prior to contacting our office.

-John O'Brien, Associate Director



Tony Jacobs, (left) President, Metropolitan Enterprises, listens to John O'Brien, Associate Director, Aberdeen Proving Ground.



AUSA Winter Symposium in Fort Lauderdale, FL. Army Photo by Cherish Washington, AMC Public Affairs.

## Additional Resources

Related OSBP websites

Small Business Assistance

Policy Updates

## External Links

Federal Acquisition Regs  
(FAR)DOD FAR Supplement  
(DFARS)Army FAR Supplement  
(AFARS)

## U.S. Army Edgewood Chemical and Biological Center (ECBC)

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Aberdeen Proving Ground, MD 21010-5423

**Principal Interests:** Research, concept exploration, demonstration, validation, and engineering manufacturing development for biological/chemical defense systems, obscuring smoke and aerosol systems, and flame weapons.

**DODAAC:** W911SR

US Business FY2010 Dollars: \$510,386,357

US Business FY2009 Dollars: \$733,492,877

US Business FY2008 Dollars: \$558,044,845

*\*Total dollar amounts as found in FPDS*

### Top 10 NAICS by Dollar for this Site:

541330 (Engineering Services)

541710 (Research and Development in the Physical, Engineering, and Life Sciences)

334516 (Analytical Laboratory Instrument Manufacturing)

334511 (Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing)

541712 (Research and Development in the Physical, Engineering, and Life Sciences (Except Biotechnology))

339113 (Surgical Appliance and Supplies Manufacturing)

334519 (Other Measuring and Controlling Device Manufacturing)

541711 (Research and Development in Biotechnology)

335999 (All Other Miscellaneous Electrical Equipment and Component Manufacturing)

541620 (Environmental Consulting Services)

Contracting Support is provided by [APG-CC-SCRT](#)

The following are a selection of major customers fulfilling requirements via the Contracting Center's Edgewood Division:

[ECBC- Edgewood Chemical Biological Center](#)

[CMA- Army Chemical Materials Agency](#)

[ACWA- Assembled Chemical Weapons](#)

[CBRN School](#)

[JPEO-CBD Chemical & Biological Defense](#)

[JPM-BD Biological Defense](#)

[JPM-CP Collective Protection](#)

[JPM-CA Contamination Avoidance](#)

[JPM-IP Individual Protection](#)

[DARPA Defense Advanced Research Projects Agency](#)

[DTRA- Defense Threat Reduction Agency](#)

UNCLASSIFIED

[Edgewood Contracting Division Sole Sourcing Activity](#)



# Let's talk today

[www.rdecom.army.mil/SmallBusiness/](http://www.rdecom.army.mil/SmallBusiness/)