JPEO-CBD APBI
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RDECOM
Office of Small Business Programs
for
Office of the Secretary of the Army
www.sellingtoarmy.info
Telephone: 703-697-2868
• Vision

• Mission

• What does the Army buy?

• How can you do business with the Army?

• Questions?
To be the premier advocacy organization committed to maximizing small business opportunities in support of the Warfighter and Army Force Generation (ARFORGEN).
• 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
Programs:

Small Business

Small Disadvantaged Business, 8(a)

Women-Owned Small Business

HUBZone Small Business (Historically Underutilized Business Zones)

Service-Disabled Veteran-Owned Small Business

Mentor-Protégé Program

Historically Black Colleges & Universities/Minority Institutions
Army installations require the following services and supplies:

- Office supplies including computer hardware & software
- ADP and office equipment maintenance
- Laundry and dry cleaning services
- Food services
- Printing
- Education and training
- Minor Construction
- Grounds and Building maintenance
- Research and development in a variety of fields
- Special studies and analyses
ACE US Army Corps of Engineers
• Military/Civil Works Construction Projects
• Environmental Projects
• http://www.hq.usace.army.mil/hqsb/
• Contact: Jackie.L.Robinson-Burnette@usace.army.mil
  202-761-8789

AMC  US Army Materiel Command
• Combat Systems
• Information Systems
• Installation Supplies & Services
• http://www.amc.army.mil/amc/smlbus
• Contact: Nancy.D.Small@us.army.mil
  256-450-7953
NGB National Guard Bureau
• Base Operations; Information Technology Services/Equipment
• Construction/ Environmental Projects
• http://www.arng.army.mil/tools/contracting
• Contact: Elizabeth.Westerburg@us.army.mil
  703-607-1001

SDDC Military Surface Deployment & Distribution Command
• Travel Services
• Transportation and Storage of Personal Property
• http://www.sddc.army.mil
• Contact: Karen.E.Osborne@us.army.mil
  618-220-5708

SMDC Space & Missile Defense Command
• Research and Development
• Engineering Support Services
• http://www.smdc.army.mil/SADBU/SADBU.html
• Contact: Christina.Ryan@us.army.mil
  256-955-3412
INSCOM US Army Intelligence & Security Command
• Intelligence Security Information Systems
• http://www.inscom.army.mil
• Contact: Harriet.L.Burton@us.army.mil 703-428-4533

MEDCOM US Army Medical Command
• Medical Supplies and Health Care Equipment
• Professional Services
• http://sb.amedd.army.mil
• Contact: Dan.Shackelford@us.army.mil 210-221-4267

MRMC US Army Medical Research & Materiel Command
• Medical Research
• http://www.mrmc.smallbusopps.army.mil/
• Contact: Jerome.Maultsby@us.army.mil 301-619-2471
• Click on “Locations” for a map of the U.S. with Army Small Business Specialists & Buying Activities by state

• Click on “Women-Owned” then “Seven tips for WOSBs”

• Click on Business Opps for a Tutorial: 13 Steps to doing business with the Army

• Calendar of Events
In order to do business with the Army, you must be listed in the Central Contractor Registration (CCR) and Online Representations and Certifications Application (ORCA) databases. This registration can be accomplished on-line at “SAM” (System for Award Management) https://www.sam.gov

Anytime there is a change in status, it is necessary for a company to update their information on SAM (e.g., if a company attains 8(a) status).
You will also need a Data Universal Number System (DUNS) Number which is available from Dun and Bradstreet by calling 1-800-333-0505 or 1-610-882-7000.

If you have not already done so, contact the Defense Logistics Services Center to request a Commercial and Government Entity (CAGE) Code. [http://www.dlis.dla.mil/cage_welcome.asp](http://www.dlis.dla.mil/cage_welcome.asp)
It is very important that you know the product or service you are selling to the Army. There are different marketing strategies and different customers within the Army for each product or service.

Many government product/service listings and future procurements are listed by Federal Supply Classification Code (FSC). By using the FSC search tool, you will find out which Department of Defense (DOD) activities purchased your product or service in the past. This is your primary market for prime contracts within DOD. http://www.sellingtoarmy.info/User/Misc/FSCSearch.aspx
Some government product/service listings and future procurements are listed by North American Industry Classification System (NAICS) code.

http://www.census.gov/eos/www/naics/
Procurement Technical Assistance Centers (PTAC) can be an important resource and are partially funded by DoD. PTACs provide in depth counseling on marketing, financial and contracting issues to small business concerns on how to do business with DOD at minimal or no cost. 
http://www.dla.mil/Small Business/Pages/ProcurementTechnicalAssistanceCenters.aspx
There is 1 PTAC in Maryland:

College Park, MD 866-228-0432 X27;
www.mdpatap.umd.edu

Local Rep: Bonnie Maliszewski – 410-306-6144 X231
bmaliszewski@mdptap.umd.edu
In addition, the SBA offers assistance through their Small Business Development Centers:

http://www.asbdc-us.org/
In Harford County, Maryland, there is 1 SBDC Center:

**Harford Community College**: Edgewood Hall, Russell Teter, Director; Rteter@Harford.edu
Most of the Army’s buying activities make purchases in support of their individual base requirements and are considered local buys. Contact the Small Business Specialist at the Army installation located in your geographic area to discuss business opportunities for your firm. http://www.sellingtoarmy.info (click on “Locations”)

Be prepared to provide a brief written summary of your products/services (capabilities statement). The major Army Commands have contractual responsibilities depending upon their mission requirements.
Army Small Business Specialists in each state are posted at this website: http://www.sellingtoarmy.info click on “Locations.” For Maryland, there are six:

U.S. Army Corps of Engineers, Detroit
Ms. Tamika Gray, tamika.s.gray@usace.army.mil
410-962-2587

U.S. Army Communications-Electronics Life Cycle Management Command, APG
Mr. Kenyata Wesley, kenyata.wesley@us.army.mil
443-861-4371

U.S. Army Research, Development and Engineering Command, APG
Mr. John O’Brien, john.obrien5@us.army.mil
410-278-1619
U.S. Army Medical & Material Command, Ft. Detrick
Mr. Jerome Maultsby,  
jerome.maultsby@amedd.army.mil  
301-619-2471

U.S. Army Mission and Installation CC, Ft. Meade  
Ms. Kay Matthews, kay.a.matthews.civ@mail.mil  
703-806-4603

National Guard Bureau USPFO for Maryland  
COL Mark Tracy, mark.a.tracy@us.army.mil  
410-278-8450
Personnel at each installation are authorized to use the Government purchase cards (also known as the IMPAC card) to buy supplies and services valued at $3,000 or less). If you can accept a purchase card, please let your Army customers know. If you cannot, you may want to consider this option. Some activities may provide you with a listing of the purchase card holders to whom you can directly market your products or services.
As with any customer, it is best to do some research about the activity before calling them by reviewing their websites. This information may be helpful in identifying the primary mission of that command.

Be sure to ask about the command’s “procurement forecast,” which is the list of anticipated procurement requirements for the current and/or subsequent fiscal year. (The federal fiscal year is 1 October through 30 September.)
Many supplies (products) and services are purchased from the General Services Administration (GSA) Schedules. If you are interested in obtaining information about GSA Schedules, the website is:

http://www.gsa.gov
The following regulations govern contracting procedures within the Army and are available online.

Federal Acquisition Regulation (GSA):
https://www.acquisition.gov/far

Defense Federal Acquisition Regulation Supplement:

Army Federal Acquisition Regulation Supplement:
http://farsite.hill.af.mil/VFAFAR1.HTM
Federal business opportunities are posted on a single point of entry online at FEDBIZOPPS. Federal Business Opportunities (Fed Biz Opps) http://www.fedbizopps.gov

Potential subcontracting opportunities are posted at: Subcontracting Opportunities with DoD Major Prime Contractors (listed by state) http://www.acq.osd.mil/osbp/doing_business/index.htm

Small Business Administration (SBA) Subcontracting Opportunities Directory (listed by state) http://web.sba.gov/subnet/search/index.cfm
Army Office of Small Business Programs
http://www.sellingtoarmy.info

DOD Office of Small Business Programs
http://www.acq.osd.mil/sadbu

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

Small Business Administration’s Office of Women’s Business Ownership
http://www.onlinewbwc.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