



CALL TO DUTY: BOOTS ON THE GROUND™

ARMY STRONG.™

National Academies: Partnerships for Emerging Research Institutions

September 13, 2007



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





CALL TO DUTY: BOOTS ON THE GROUND™
ARMY STRONG™

VISION

**To Be The Premier Advocacy Organization
Committed To Maximizing Small Business
Opportunities In Support Of The Warfighter
And The Transformation Of The Army.**





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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**





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WHAT THE ARMY BUYS

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**





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WHAT THE ARMY BUYS



ACA US Army Contracting Agency, Falls Church, VA

Installation Supplies & Services, Information Systems,
Supplies and Services for Organizations Located in the
Pentagon

Associate Director: Ms. Alice Williams-Gray
(703) 681-1034



ACE US Army Corps of Engineers, Washington, DC

Military/Civil Works Construction Projects, Environmental
Projects

Associate Director: Mr. Anthony Bell (202) 761-8789



AMC US Army Materiel Command, Alexandria, VA

Tanks and Infantry Fighting Equipment, Aircraft/Helicopter
Systems, Guided Missiles, Air Defense and Fire Control
Equipment, Combat Systems, Communications and
Information Management Systems

Associate Director: Ms. Nancy Small (703) 806-9185





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WHAT THE ARMY BUYS



INSCOM US Army Intelligence & Security Command Ft. Belvoir, VA

Intelligence Security Information Systems

Associate Director: Ms. Harriett Burton (703) 428-4533



MEDCOM US Army Medical Agency, Ft. Sam Houston, TX

Medical Supplies, Equipment and Health Care Professional Services

Associate Director: Mr. Dan Shackelford (210) 221-4267





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WHAT THE ARMY BUYS



MRMC US Army Medical Research & Materiel Command,
Ft. Detrick, MD
Medical Research

Associate Director: Mr. Jerome Maultsby (301) 619-2471



NGB National Guard Bureau, Arlington, VA

Base Operations, Information Technology
Services/Equipment, Construction/Environmental Projects

**Associate Director: Ms. Elizabeth Westerburg
(703) 607-1023**





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WHAT THE ARMY BUYS



SMDC Space & Missile Defense Command, Huntsville, AL
Research and Development, Engineering Support Services
Associate Director: **Ms. Christina Ryan (256) 955-3413**



ATEC US Army Test & Evaluation Command, Ft. Hood, TX
Development and Operational Testing of Weapon Systems
Associate Director: **Ms. Connie Carey (254) 288-9570**





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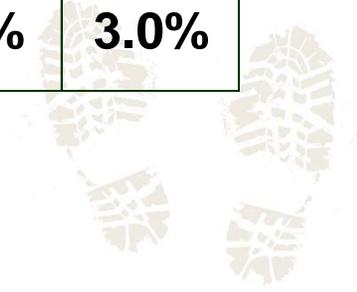
ARMY STRONG.™

FY 06 ARMY PRIME CONTRACT AWARDS

| | Total Dollars | Achieved | Army Target | Nat'l Goal |
|--|----------------------|-----------------|--------------------|-------------------|
| US Business | \$77,412 | | | |
| Small Business | \$19,257 | 24.9% | 26.0% | 23.0% |
| Small Disadvantaged Business | \$ 6,737 | 8.7% | 8.8% | 5.0% |
| Women-Owned SB | \$ 2,695 | 3.5% | 4.0% | 5.0% |
| HUBZone Small Business | \$ 2,691 | 3.5% | 3.0% | 3.0% |
| Service Disabled Veteran-Owned SB | \$ 692 | 0.9% | 0.8% | 3.0% |

Based on Official FY 06 Goaling

Dollars shown in millions





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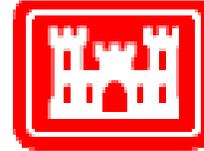
HBCU/MI FUNDING (PRIME CONTRACTS)

| | TOTAL HEI | TOTAL HBCU/MI | ACHIEVED | NAT'L GOAL |
|--------------|----------------------|--------------------------|-----------------|-----------------------|
| FY 01 | \$277 | \$43 | 15.4% | 5.0% |
| FY 02 | \$297 | \$35 | 11.9% | 5.0% |
| FY 03 | \$341 | \$55 | 16.0% | 5.0% |
| FY 04 | \$381 | \$44 | 11.4% | 5.0% |
| FY 05 | \$426 | \$62 | 14.6% | 5.0% |
| FY 06 | \$381 | \$78 | 20.6% | 5.0% |

Dollars shown in millions



Participating Organizations



Armament RD&E Center (ARDEC)

Army Research Institute (ARI)

Army Research Lab (ARL)

Army Test and Evaluation Center (ATEC)

Aviation and Missile RD&E Center (AMRDEC)

Communications-Electronics RD&E Center (CERDEC)

Edgewood Chemical Biological Center (ECBC)

Engineer Research and Development Center (ERDC)

Medical Research and Materiel Command (MRMC)

Natick Soldier Center (NSC)

Simulation and Training Technology Center (STTC)

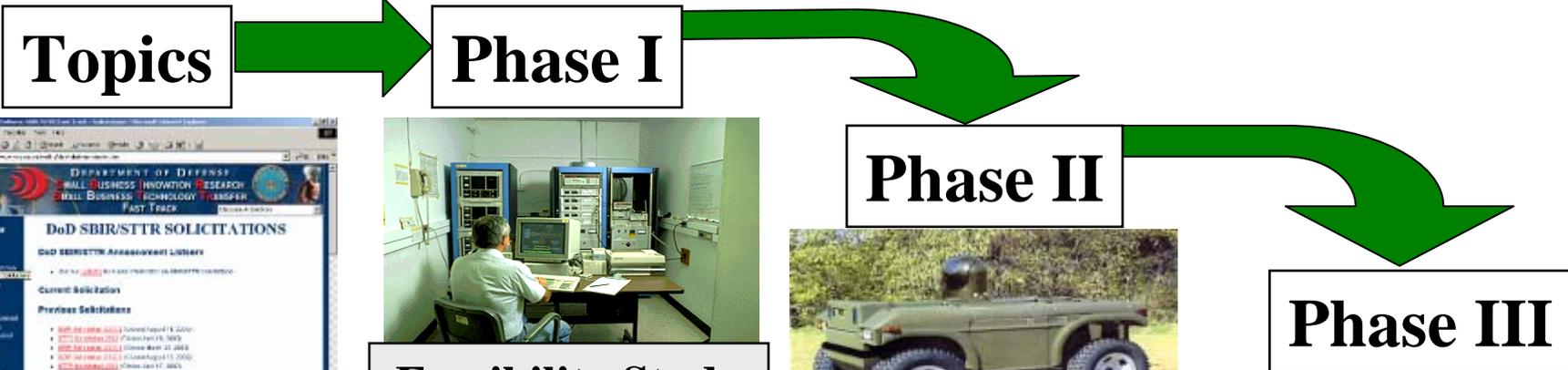
Tank-Automotive RD&E Center (TARDEC)

Space & Missile Defense Command (SMDC)

Army Program Executive Offices (PEOs)



Army SBIR Process



DoD Solicitation
 Participation in all three solicitations

\$243M in FY07

Phase I + Option + Phase II = \$850,000



Feasibility Study
\$70K, 6 Months

\$50K Option (Gap Funding)

~10% of proposals submitted selected



Prototype Development
\$730K, 2 Years

~50% invited proposals selected

Commercialization Pilot Program (CPP)



Commercialization
 Transition to Federal Govt or Private Program

No SBIR Funds



DoD SBIR Solicitation Key Dates

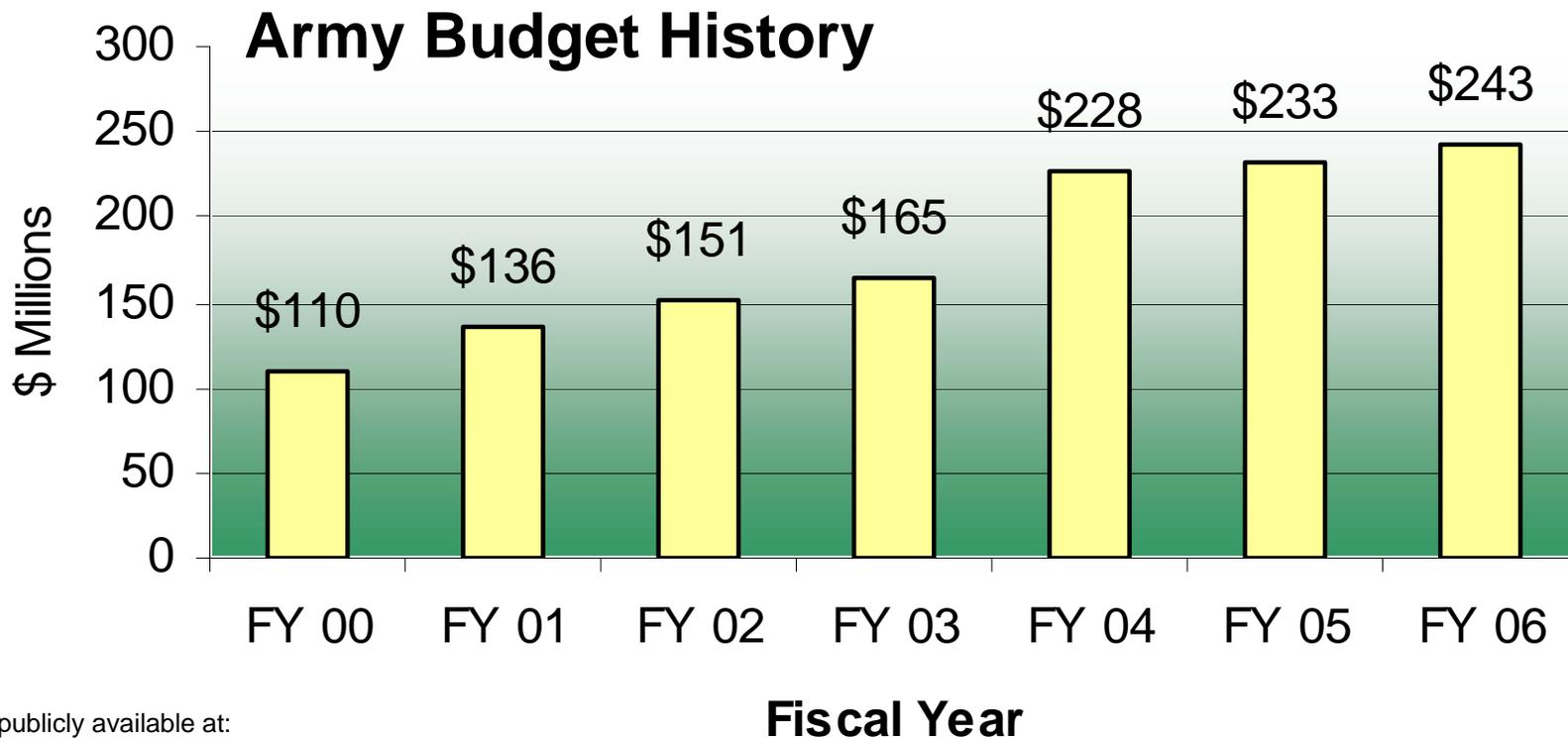
| | Solicitation Internet Release | Proposals Accepted Starting | Proposal Deadline | Contracts Awarded Goal |
|------------|-------------------------------|-----------------------------|-------------------|------------------------|
| SBIR Yxx.1 | Nov. 6 | Dec. 6 | Jan. 10 | May 10 |
| SBIR Yxx.2 | Apr. 12 | May 14 | June 13 | Oct. 15 |
| SBIR Yxx.3 | July 19 | Aug. 20 | Sept. 19 | Jan. 19 |

2007.2 Pre-Solicitation Period: 12 Apr - 13 May 07
Solicitation Opens: 14 May 07
Phase I Proposals Due: 13 June 07
Award Notification: Mid Aug 07
Contract Award: Mid Oct 07
Phase II Invitations: Continuous



Army SBIR Award History

| | FY01 | FY02 | FY03 | FY04 | FY05 | FY06 |
|-----------------|------|------|------|------|------|------|
| Phase I Awards | 317 | 354 | 352 | 356 | 371 | 321 |
| Phase II Awards | 151 | 180 | 222 | 237 | 259 | 218 |



Data publicly available at:
<http://www.dodsbir.net/annualreport/annrpt.html>

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FY07 PHASE I
PROPOSALS

RECEIVED 2791



FY07 PHASE II
PROPOSALS

RECEIVED 352



| STATE | 07.2 PH I PROPOSALS | | |
|-------------|-------------------------|----------|------|
| | RECEIVED | SELECTED | % |
| ARKANSAS | 4 | 0 | 0% |
| COLORADO | 93 | 11 | 12% |
| KANSAS | 5 | 2 | 40% |
| LOUISIANA | 3 | 1 | 33% |
| TEXAS | 170 | 17 | 10% |
| MISSISSIPPI | 4 | 0 | 0% |
| NEW MEXICO | 45 | 4 | 9% |
| OKLAHOMA | 2 | 0 | 0% |
| MISSOURI | 11 | 3 | 27% |
| STATE | FY07 PHASE II PROPOSALS | | |
| | RECEIVED | SELECTED | % |
| ARKANSAS | 0 | 0 | 0% |
| COLORADO | 15 | 8 | 53% |
| KANSAS | 0 | 0 | 0% |
| LOUISIANA | 0 | 0 | 0% |
| TEXAS | 17 | 6 | 35% |
| MISSISSIPPI | 0 | 0 | 0% |
| NEW MEXICO | 5 | 3 | 60% |
| OKLAHOMA | 2 | 2 | 100% |
| MISSOURI | 2 | 2 | 100% |

www.armysbir.com

UNITED STATES ARMY

SBIR  **STTR**
Programs

SMALL BUSINESS INNOVATION RESEARCH
SMALL BUSINESS TECHNOLOGY TRANSFER

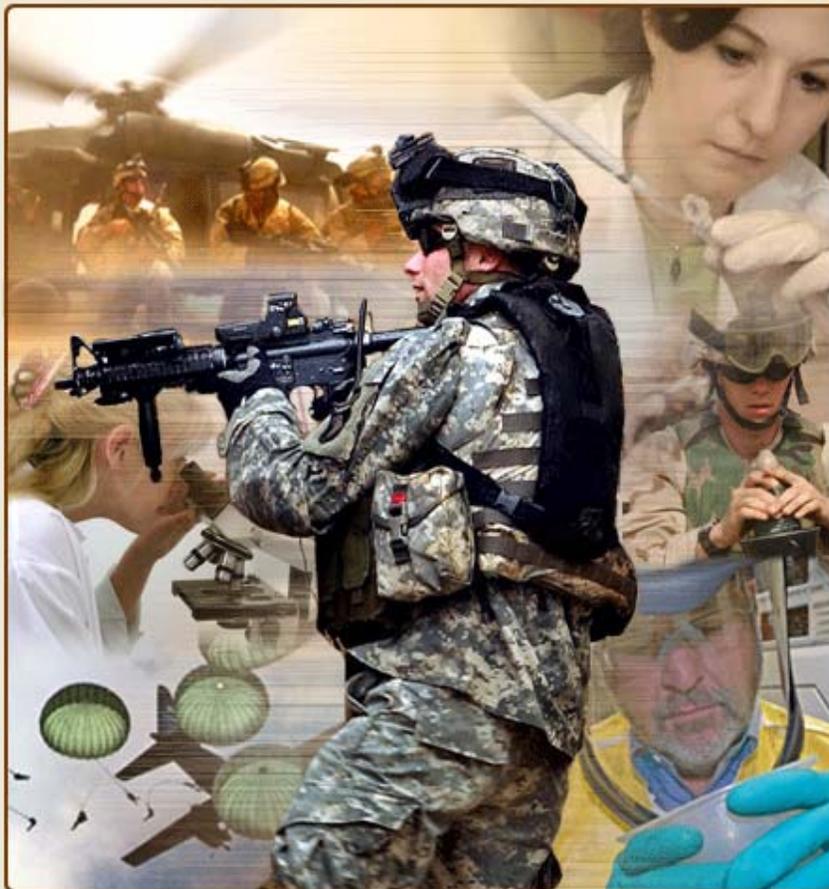
SBIR

STTR

CBD SBIR

**Success
Stories**

**Small
Business
Portal**



MISSION

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer Program (STTR) programs allow small, high-tech U.S. businesses (less than 500 employees) and academia the opportunity to provide innovative research and development solutions in response to critical Army needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR Programs benefit the Department of Defense (DoD), the private sector, and our national economy.

This portal provides all the information necessary to participate in these programs.

**SOLDIER
STORIES**



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Additional Information / Questions

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MAJ Anthony Morano, DPM



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<http://www.armysbir.com>

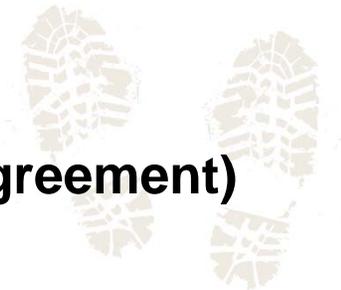
U.S. Army Research, Development and Engineering Command
6000 6th Street, Suite 100
Fort Belvoir, Virginia 22060-5608



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MENTOR-PROTÉGÉ PROGRAM

- **DoD delegated approval authority to services beginning FY04**
- **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**
- **33 Active Agreements**
 - 21 Mentors**
 - 33 Protégés (Can Have Only 1 Active Agreement)**
- **4 Mentors are Graduated 8(a) Firms**





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FY 07 ARMY OSBP FOCUS

- **Small Business Participation in Future Combat System (FCS) and Major Army Programs**
- **Promote Greater Involvement of small businesses 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**
- **Subcontracting Policy and Enforcement**





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WEBSITES

- **Army Office of Small Business Programs**
<http://www.sellingtoarmy.info>
- **DOD Office of Small Business Programs**
<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>





U.S. ARMY

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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