



WORLD CONGRESS

CINCINNATI, OHIO

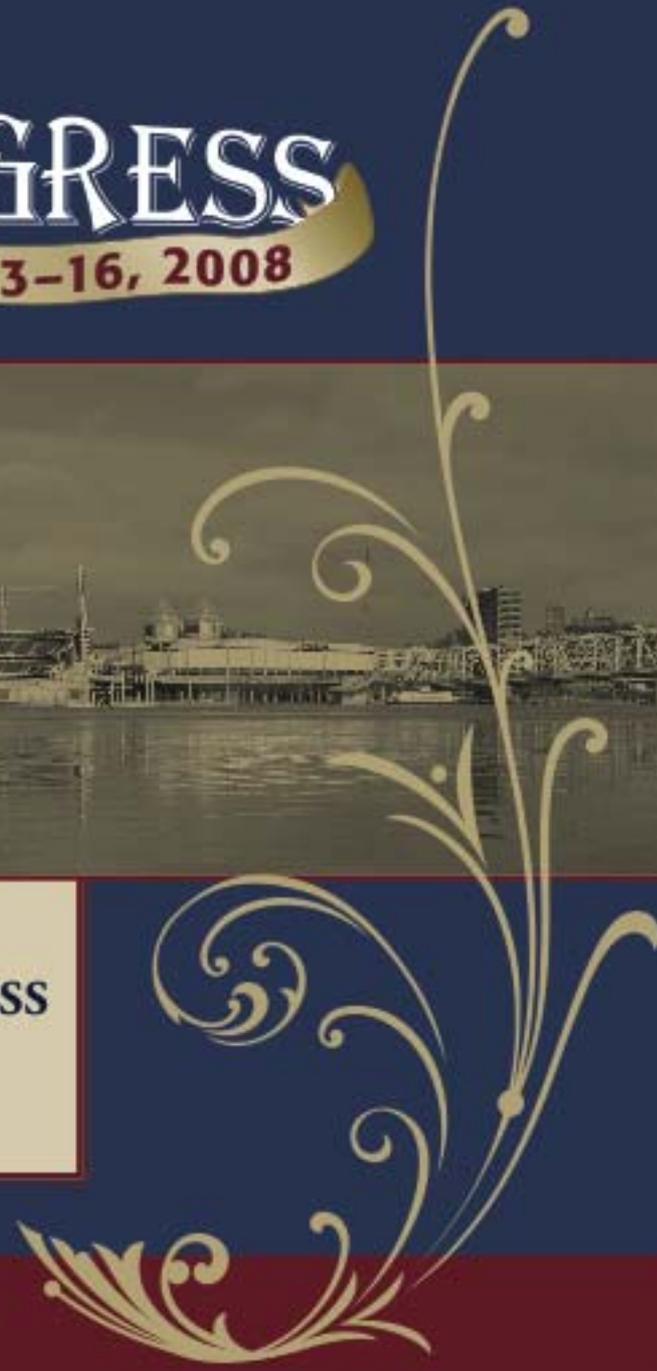
APRIL 13-16, 2008



ENSURING TRUST IN THE **ACQUISITION PROCESS**
THROUGH PEOPLE, TEAMS, AND TOOLS.



NATIONAL CONTRACT MANAGEMENT ASSOCIATION



DOD Small Business Executive Panel

Breakout Session # 1704

Tracey L. Pinson, Director, Office of Small Business Programs, Department of Army

Date: 15 April 2008

Time: 10:45 am -11:45 am



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MANAGEMENT ASSOCIATION

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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



RESPONSIBILITIES

Advise Army Secretariat on Implementing Laws Concerning the Small Business Program

Enhance Ability of SB, SDB, WOB, HUBZone, SDVOSB and HBCU/MI to Participate in Army Contracting Programs

**SMALL
BUSINESS
ADVOCATES**

Afford Equitable Opportunity for SB to Provide Quality Goods and Services at the Best Value

**SERVICE
ORIENTED
TEAM**

Establish Challenging Small Business Targets for Army Major Commands

Provide Policy Guidance, Direction and Education to the Army Acquisition Community



ARMY PRIME CONTRACT AWARDS FY 07

	TOTAL DOLLARS	ACHIEVED	NAT'L GOAL
US Business	\$94,010		
Small Business	\$23,562	25.1%	23.0%
Small Disadvantaged Business	\$ 8,040	8.6%	5.0%
8(a)	\$ 4,657	5.0%	
Women-Owned Small Business	\$ 3,335	3.5%	5.0%

FPDS-NG Data as of 3/19/08

Dollars shown in millions



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ARMY PRIME CONTRACT AWARDS FY 07

	TOTAL DOLLARS	ACHIEVED	NAT'L GOAL
HUBZone Small Business	\$ 3,548	3.8%	3.0%
Veteran-Owned Small Business	\$ 2,635	2.8%	
Service Disabled Veteran-Owned Small Business	\$ 911	1.0%	3.0%

FPDS-NG Data as of 3/19/08

Dollars shown in millions

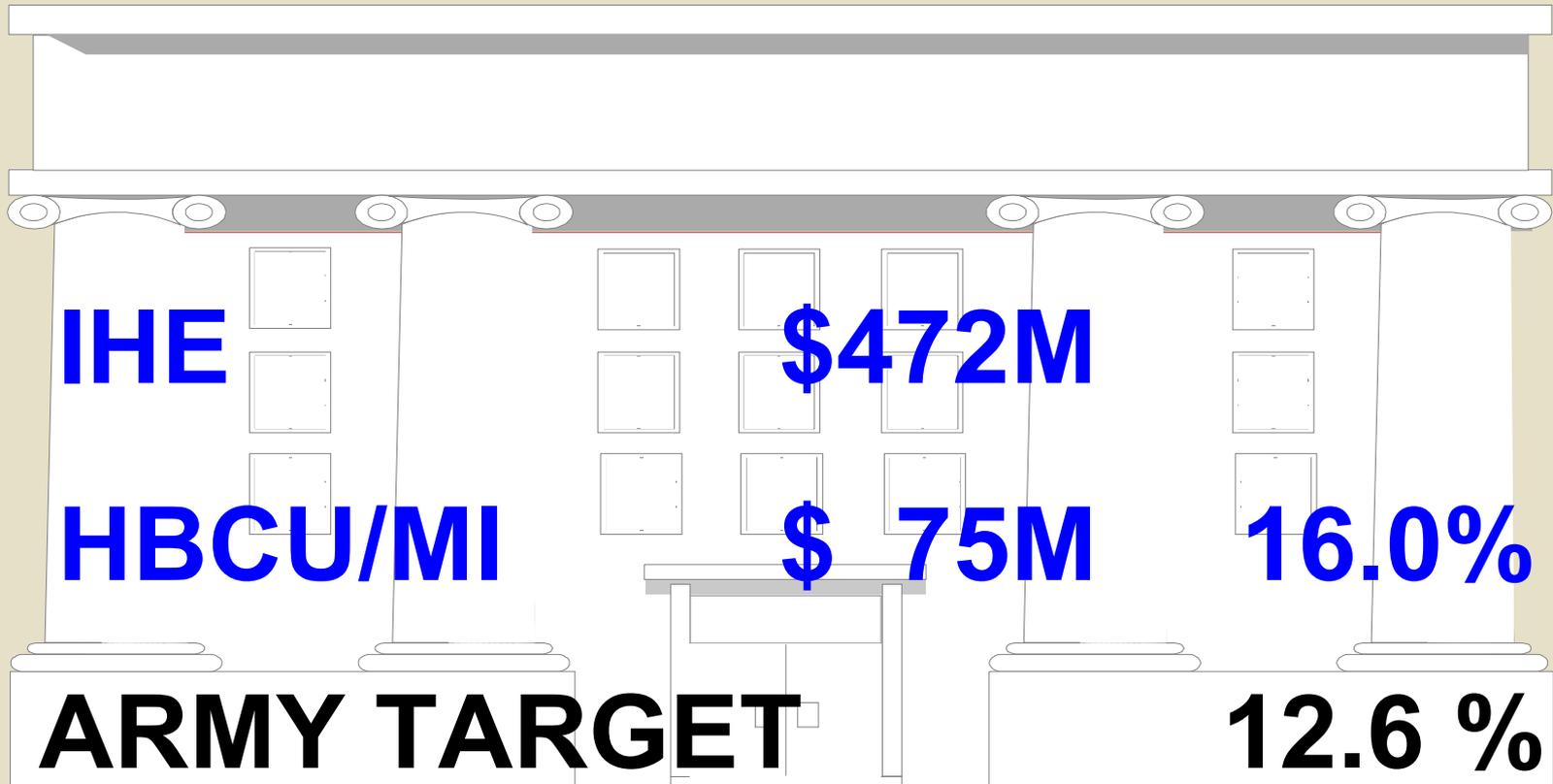


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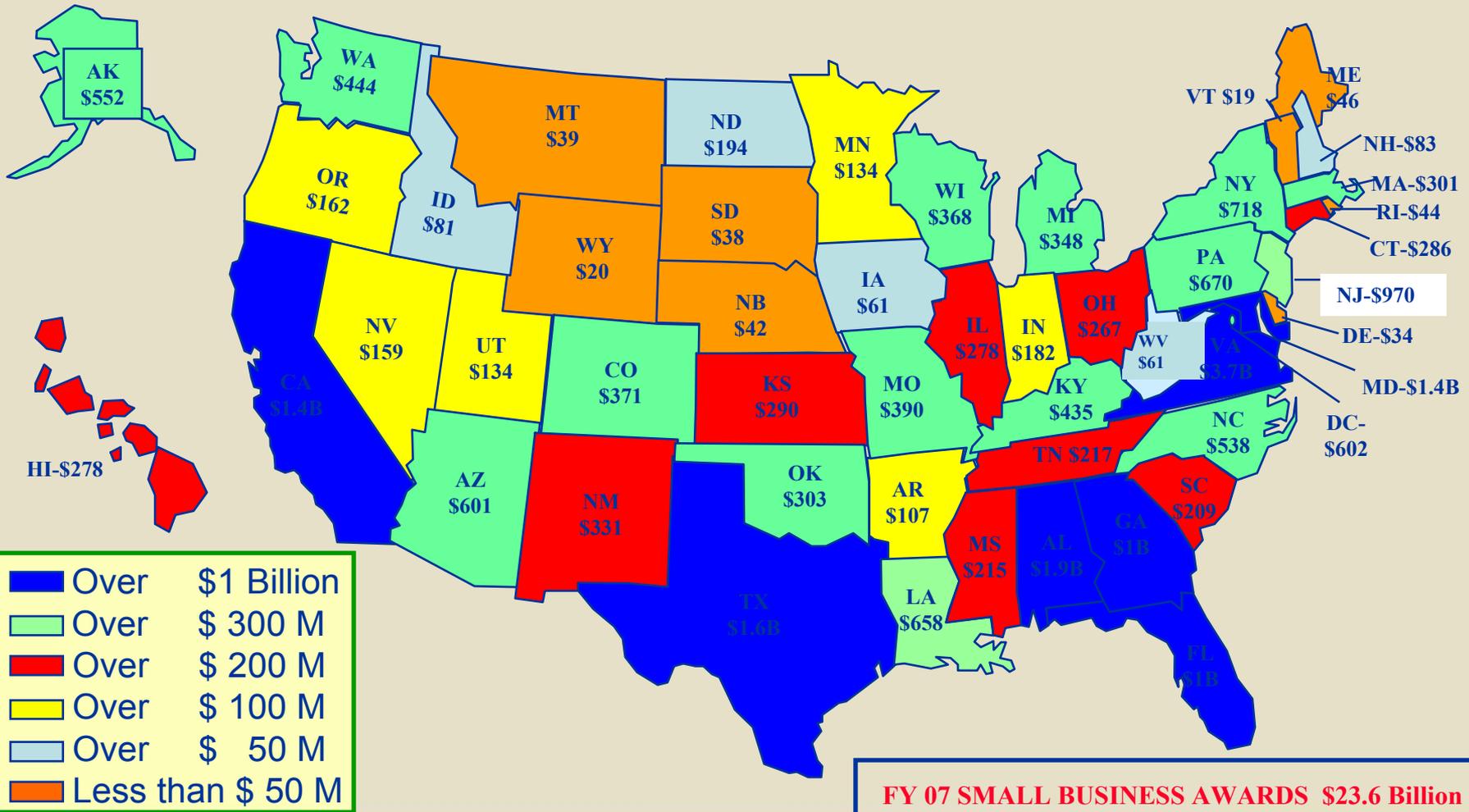
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HBCU/MI PROGRAM – FY 07



US ARMY SMALL BUSINESS AWARDS



- Over \$1 Billion
- Over \$300 M
- Over \$200 M
- Over \$100 M
- Over \$50 M
- Less than \$50 M

FY 07 SMALL BUSINESS AWARDS \$23.6 Billion



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ARMY SADBUC FOCUS – FY 08

- Small Business Participation in FCS and Major Army Programs
- Promote Greater Involvement of SBs in Army Contracts for Services
- Enhance BRACs for SBs
- Service-Disabled Veteran-Owned SB Program
- Contract Bundling and Consolidation
- Increase Role of HBCUs & MIs in the Acquisition Process
- Strategic Sourcing
- Subcontracting Policy and Enforcement
- Army Contracting Command SB Program



FCS SMALL BUSINESS PERFORMANCE - FY 07

	TOTAL DOLLARS	ACHIEVED	TARGET
Small Business	\$ 994,837,626	13.7%	17.5%
Small Disadvantaged Business	\$ 95,026,815	1.3%	3.5%
Women-Owned SB	\$ 136,295,572	1.9%	2.5%
HUBZone SB	\$ 33,894,340	0.5%	0.3%
Veteran-Owned SB	\$ 153,273,600	2.1%	1.5%
Service-Disabled Veteran-Owned SB	\$ 43,542,425	0.6%	0.2%



RCI PORTFOLIO

SMALL BUSINESS SUMMARY

	December 2007		Army Target	Federal Target
Total Contracts Awarded to Date	\$3,721			
Small Business	\$2,371	64.0%		
Small Disadvantaged	\$ 293	8.0%	7.7%	5.0%
Veteran-Owned	\$ 87	3.0%	3.0%	3.0%
Service-Disabled Veteran-Owned	\$ 40	1.0%	3.0%	3.0%
Women-Owned	\$ 327	9.0%	7.0%	5.0%
HUBZone	\$ 167	4.0%	1.4%	3.0%

Cumulative since 2000

\$ in millions



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CHALLENGES

- **Consolidation/Bundling**
- **Subcontracting Plan Enforcement**
- **Staffing of SADBUs Offices**





Questions



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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.



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