



U.S. ARMY

**CALL TO DUTY**

**BOOTS ON THE GROUND**

**US ARMY COMMUNICATIONS-ELECTRONICS LIFE  
CYCLE  
MANAGEMENT COMMAND  
2008 Small Business Conference**

**28 May 2008**

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





# VISION

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





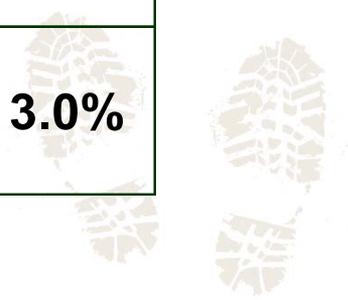
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# ARMY PRIME CONTRACT AWARDS FY 07

	<b>Total Dollars</b>	<b>Achieved</b>	<b>Army Target</b>	<b>Nat'l Goal</b>
<b>US Business</b>	<b>\$94,263</b>			
<b>Small Business</b>	<b>\$23,543</b>	<b>25.0%</b>	<b>25.0%</b>	<b>23.0%</b>
<b>Small Disadvantaged Business</b>	<b>\$ 8,032</b>	<b>8.5%</b>	<b>8.0%</b>	<b>5.0%</b>
<b>Women-Owned Small Business</b>	<b>\$ 3,333</b>	<b>3.5%</b>	<b>3.5%</b>	<b>5.0%</b>
<b>HUBZone Small Business</b>	<b>\$ 3,551</b>	<b>3.8%</b>	<b>3.0%</b>	<b>3.0%</b>
<b>Veteran-Owned Small Business</b>	<b>\$ 2,651</b>	<b>2.8%</b>		
<b>Service Disabled Veteran-Owned Small Business</b>	<b>\$ 933</b>	<b>1.0%</b>	<b>0.8%</b>	<b>3.0%</b>

FPDS-NG Data as of 4/25/08

*Dollars shown in millions*



- Small Business: \$23.5B (Met Target)
- Small Disadvantaged Business: \$8B
- Women Owned: \$3.3B (First Federal Agency)
- HUBZone: \$3.5B (Exceeded Target)
- SDVOSB (FY03 – FY07):  
Increased dollars from \$100M to \$933M



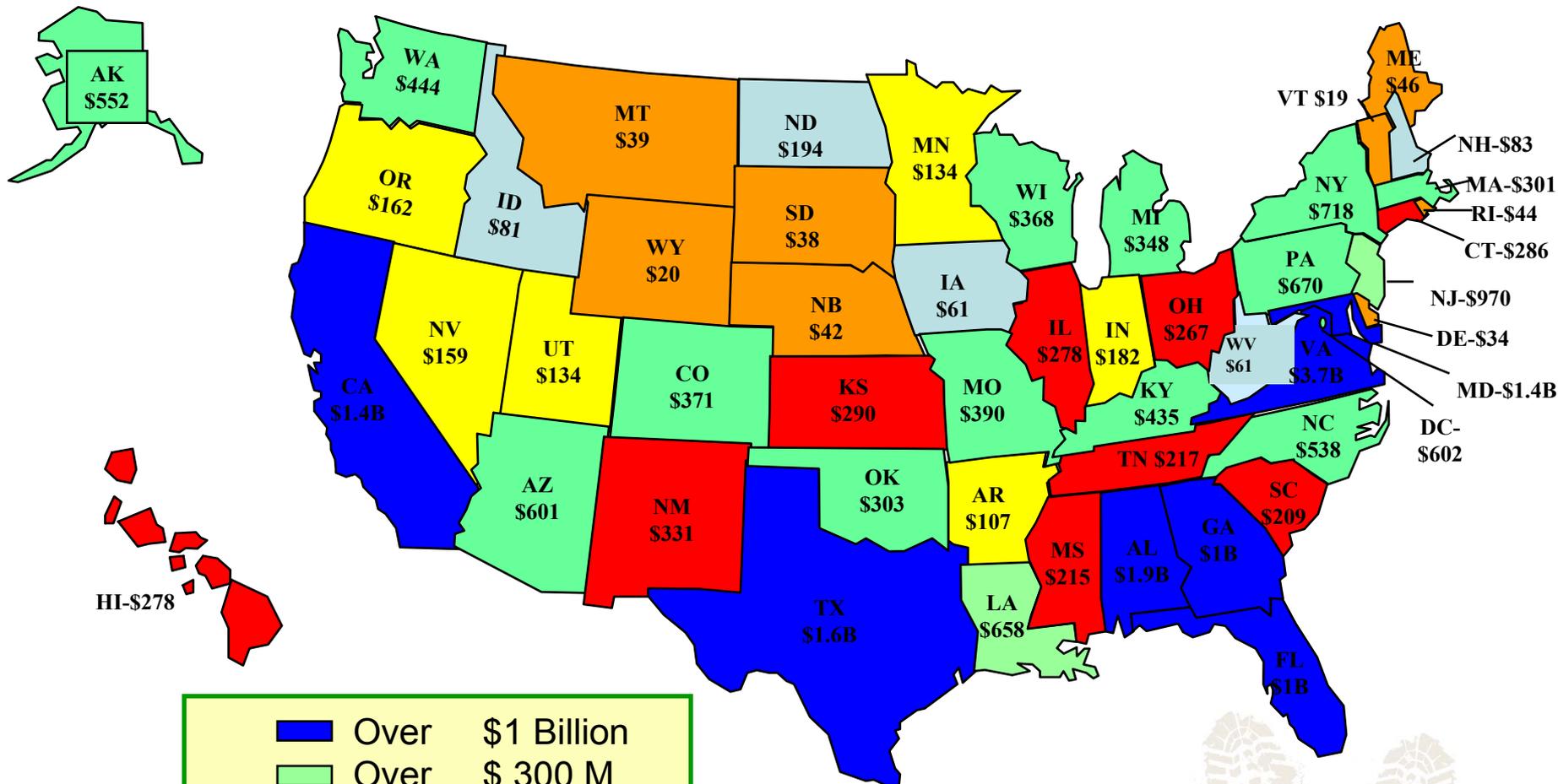


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# US ARMY SMALL BUSINESS AWARDS



**FY 07 SMALL BUSINESS AWARDS \$23.5 Billion**



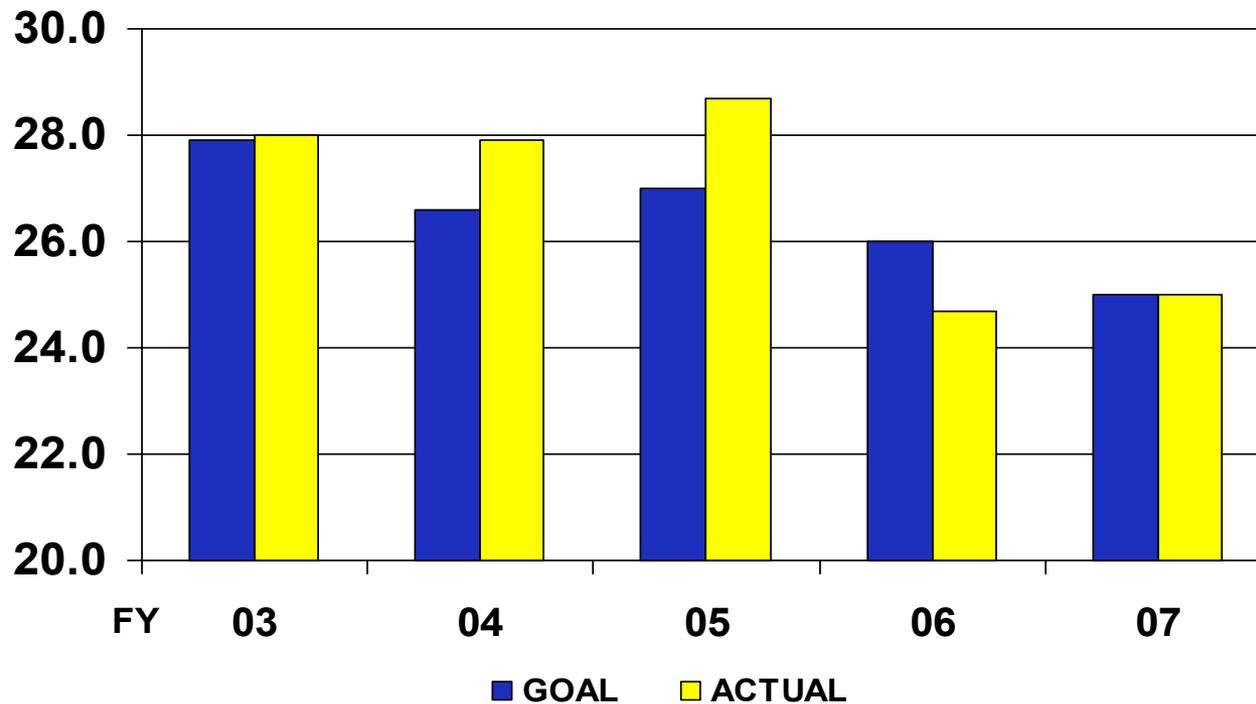


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# ARMY SMALL BUSINESS PROGRAM HISTORY



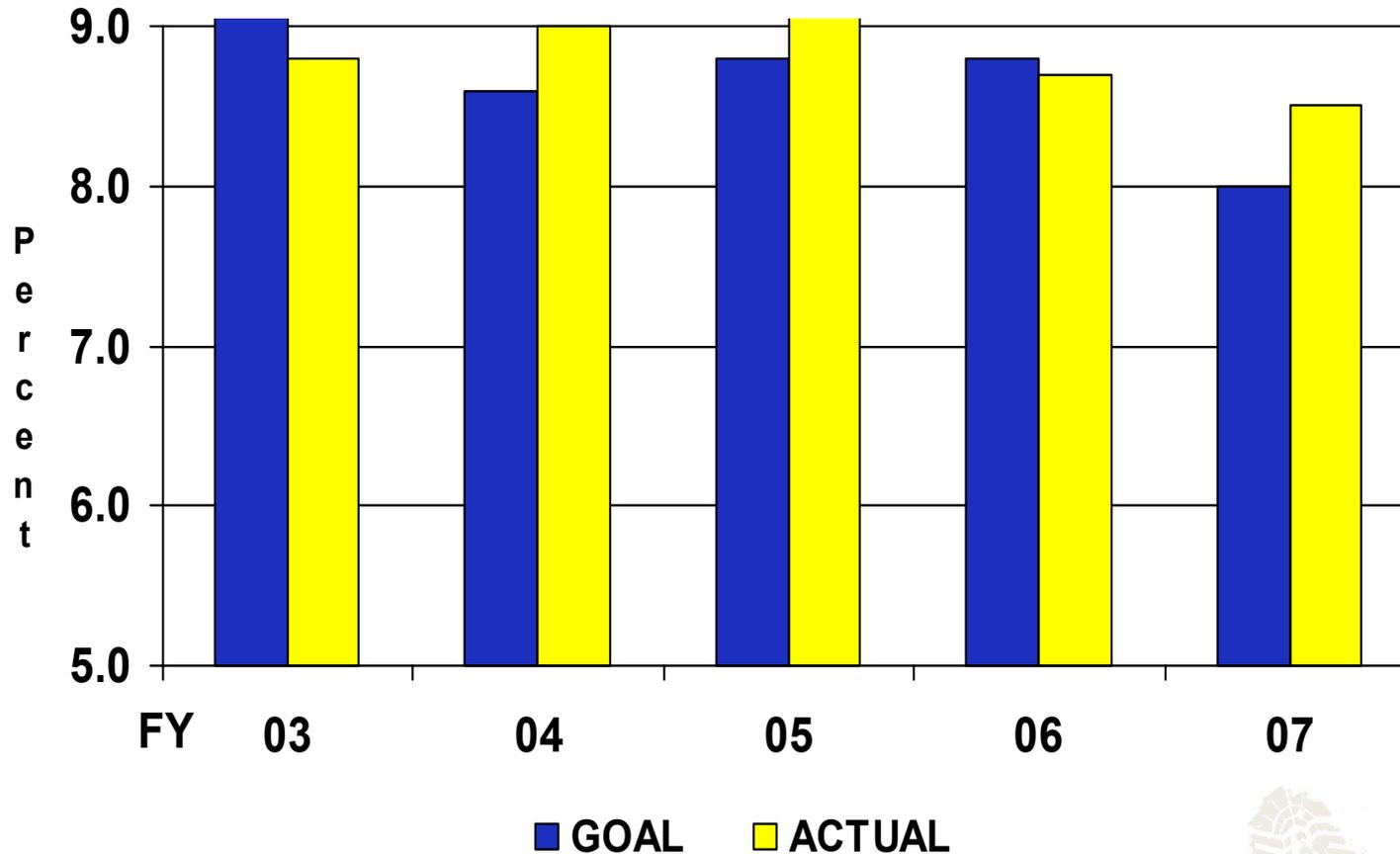
FY 03	FY 04	FY 05	FY 06	FY 07
\$13.6B	\$15.5B	\$20.4B	\$19.2B	\$23.5B





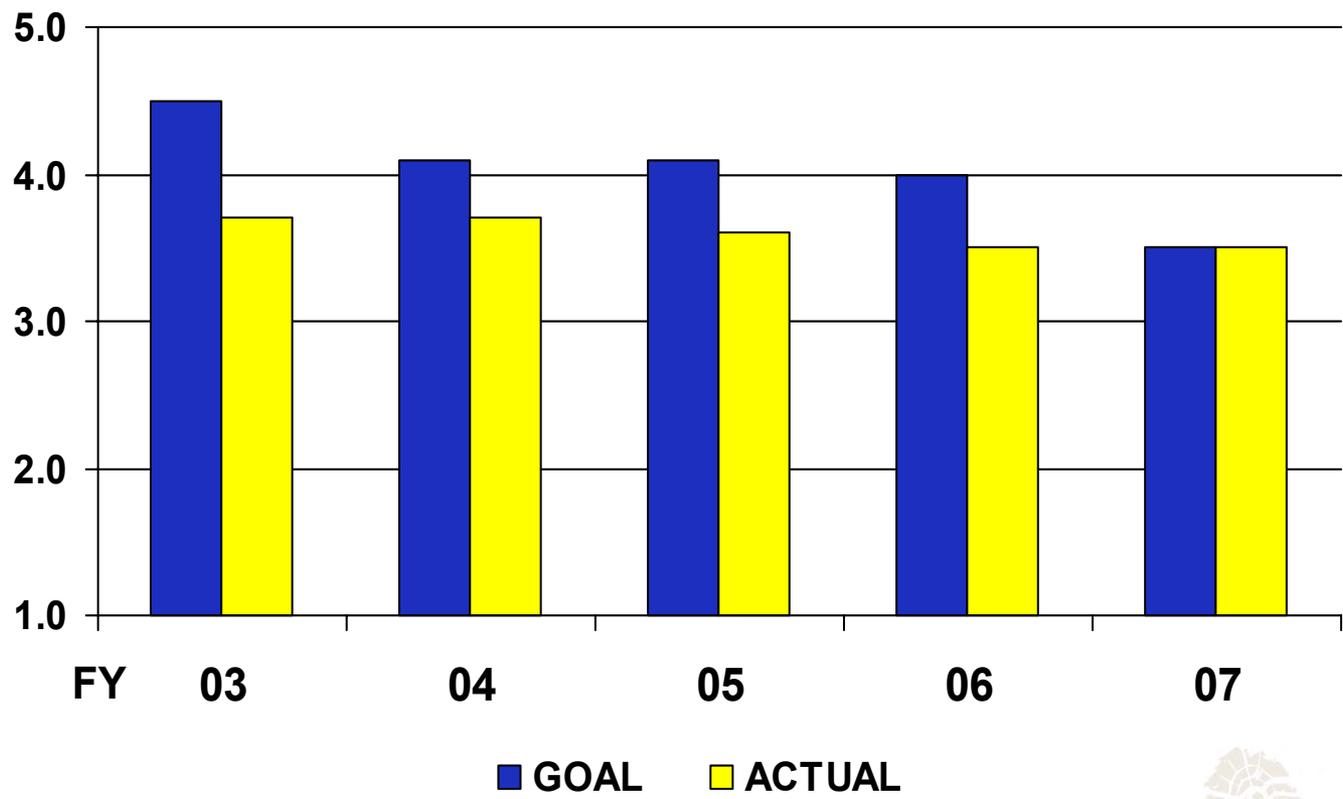
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# ARMY SMALL DISADVANTAGED BUSINESS PROGRAM HISTORY



FY 03	FY 04	FY 05	FY 06	FY 07
\$4.3B	\$5.0B	\$6.7B	\$6.5B	\$8.0B





FY 03	FY 04	FY 05	FY 06	FY 07
\$1.8B	\$2.0B	\$2.6B	\$2.7B	\$3.3B



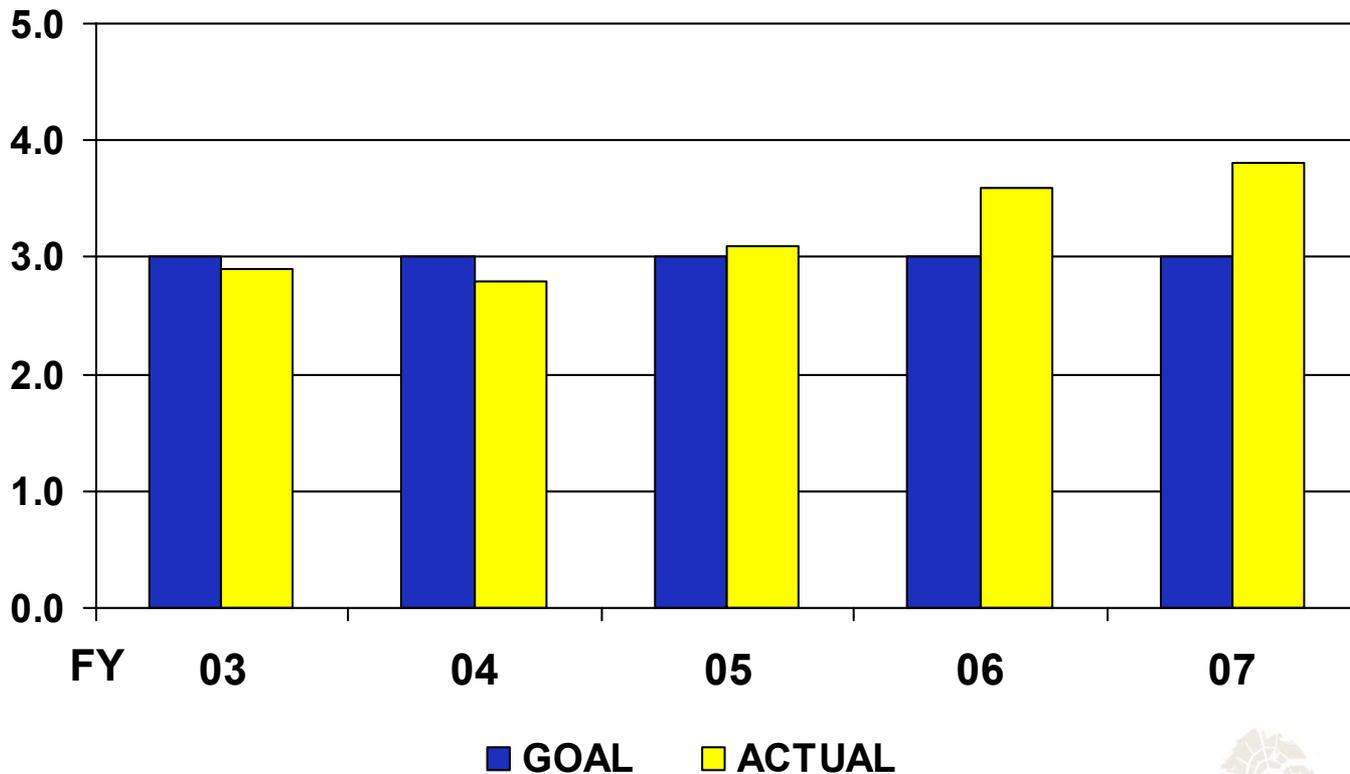


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# ARMY HUBZONE SMALL BUSINESS PROGRAM HISTORY

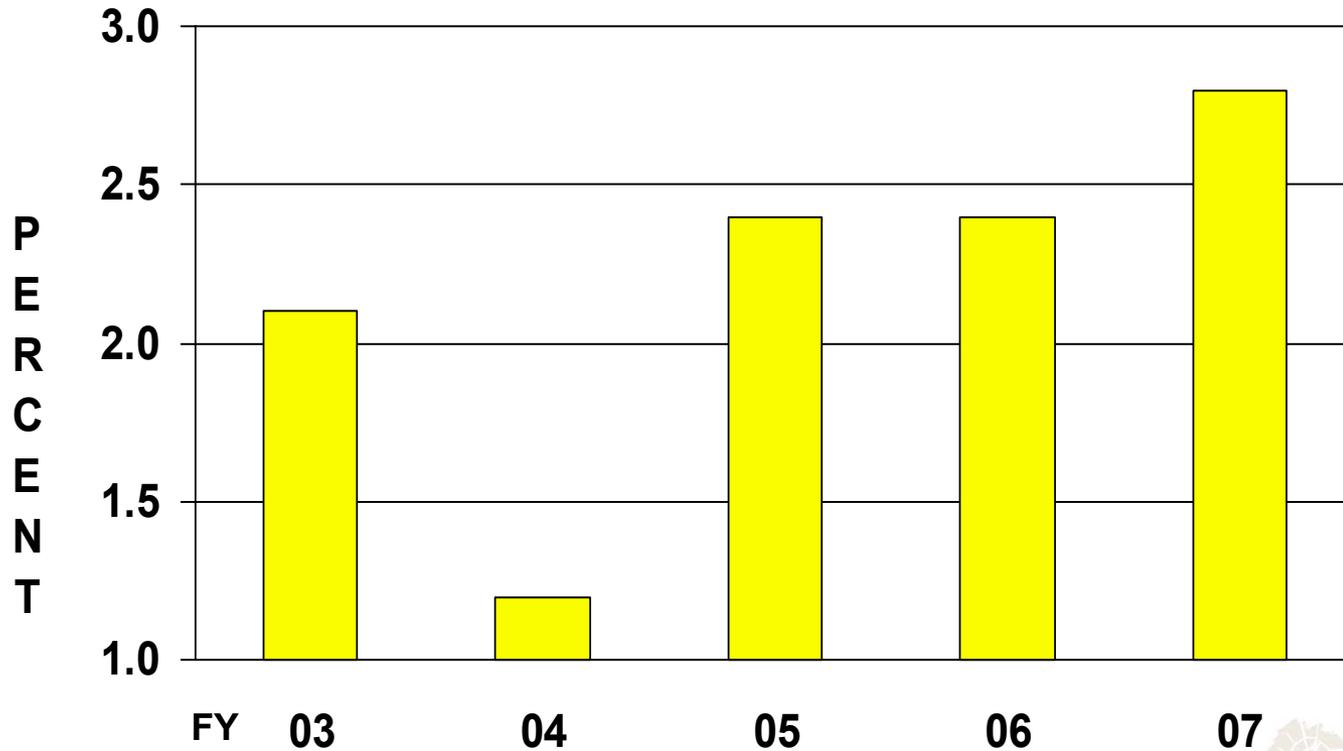


FY 03	FY 04	FY 05	FY 06	FY 07
\$1.4B	\$1.6B	\$2.2B	\$2.8B	\$3.6B



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# ARMY VOSB PROGRAM HISTORY



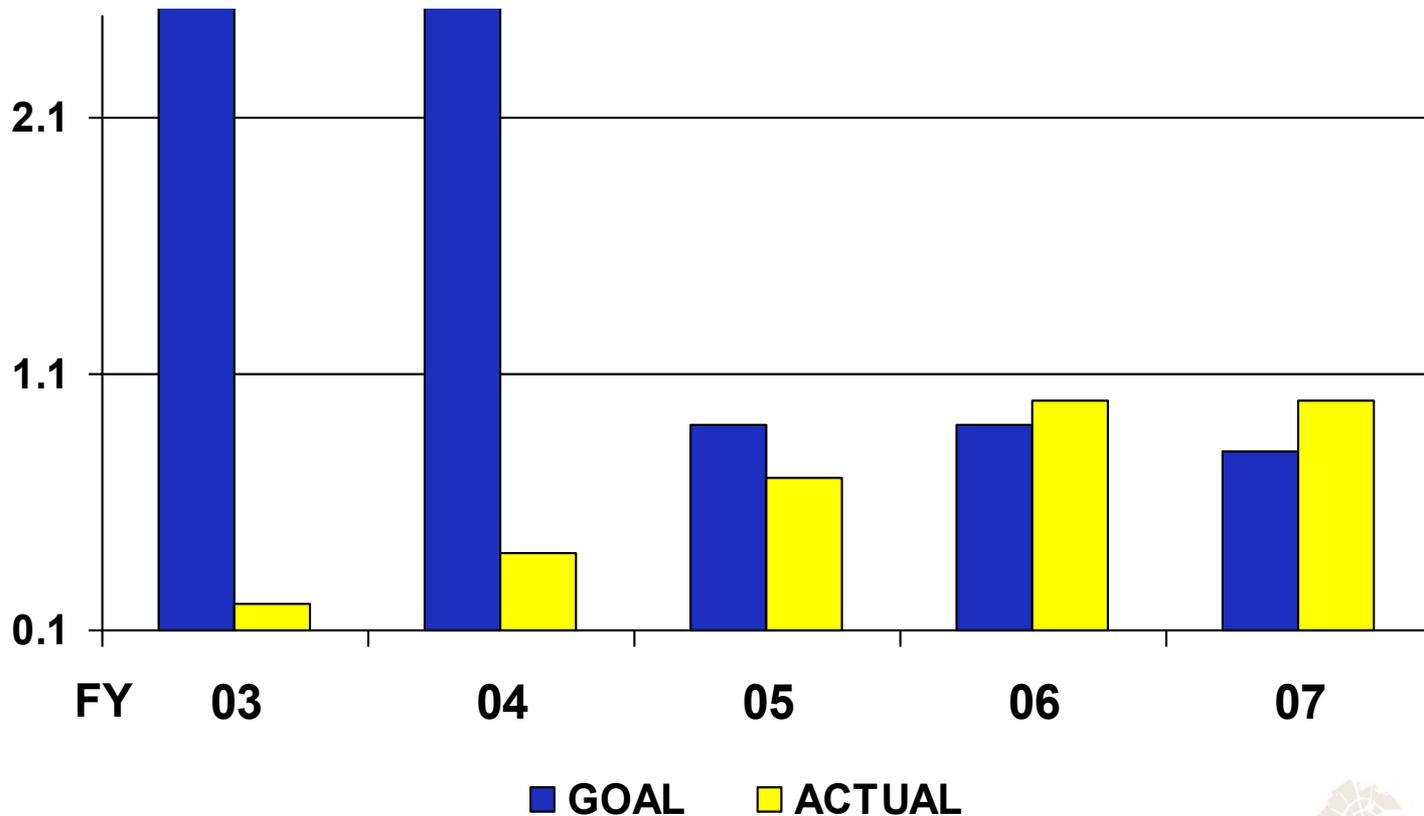
FY 03	FY 04	FY 05	FY 06	FY 07
\$690M	\$1.2B	\$1.7B	\$1.9B	\$2.6B





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# ARMY SDVOSB PROGRAM HISTORY



FY 03	FY 04	FY 05	FY 06	FY 07
\$100M	\$233M	\$501M	\$747M	\$933M



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# SUBCONTRACT AWARDS FY 07

	<b>TOTAL DOLLARS</b>	<b>ACHIEVED</b>	<b>TARGET</b>
<b>US Business</b>	<b>\$4,537</b>		
<b>Small Business</b>	<b>\$2,770</b>	<b>61.0%</b>	<b>50.0%</b>
<b>Small Disadvantaged Business</b>	<b>\$ 430</b>	<b>9.5%</b>	<b>7.7%</b>
<b>Women-Owned SB</b>	<b>\$ 439</b>	<b>9.7%</b>	<b>7.0%</b>
<b>HUBZone SB</b>	<b>\$ 264</b>	<b>5.8%</b>	<b>3.0%</b>
<b>Veteran-Owned SB</b>	<b>\$ 233</b>	<b>5.1%</b>	
<b>Service-Disabled Veteran-Owned SB</b>	<b>\$ 46</b>	<b>1.0%</b>	<b>0.5%</b>

Dollars Shown in millions



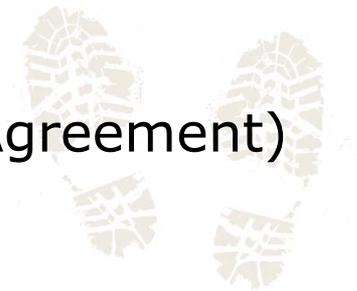


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# MENTOR-PROTÉGÉ PROGRAM

- 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
- 30 Active Agreements:
  - 16 Mentors
  - 30 Protégés (Can Have Only 1 Active Agreement)
- 3 Mentors are Graduated 8(a) Firms





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## FY 08 FOCUS

- 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
- Strategic Sourcing
- Subcontracting Policy and Enforcement
- Army Contracting Command SB Program
- Accurate Data Reporting



- Consolidation/Bundling
- Subcontracting Plan Enforcement
- Staffing of SADBUs Offices
- Accurate Reporting via FPDS





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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>





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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](http://www.sellingtoarmy.info)