



DEPARTMENT OF THE ARMY

Office of Small Business Programs Newsletter

Office of Small Business

Newsletter Date: April—July 2006

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Upcoming Events:

- 16-17 Aug 06 4th Annual Conference for Negotiating Contracts with the Federal Government
- 16-18 Sep 06 National Guard Association Conference
- 21-22 Sep 06 Veteran-Owned Business East EXPO
- 17 Oct 06 Small Business Procurement Fair
- 1-2 Nov 06 10th Annual AMC Small Business Conference

For more information on our upcoming events, you can visit the Calendar of Events at: www.sellingtoarmy.info

Message from the Director Ms. Tracey L. Pinson



I would like to take this opportunity to address a few topics I feel are important to the small business acquisition community.

Re-Designation of the Office of Small and Disadvantaged Business Utilization:

Reference: Title 10, United States code, subtitle A, part 1, Chapter 4.

On January 6, 2006, the President signed H.R. 1815, the National Defense Authorization Act for Fiscal Year 2006, Public Law 109-163. Section 904 of the new law re-designated the "Office of Small and Disadvantaged

Business Utilization" to the "Office of Small Business Programs."

I ask that each of you take appropriate action within your commands to ensure this re-designation is adopted Army-wide.

Lean Six Sigma:

The principles of Lean Six Sigma have been adopted by Army Senior Leadership as a way to improve performance usually at a lower cost and only with the workers needed for the task.

LTC David C. Trybula, Ph.D., Executive Officer to the Deputy Under Secretary of the Army for Business Transformation, presented the Army's Business Transformation

briefing during the Small Business Council meeting held in Las Vegas. LTC Trybula discussed the importance of Army-wide adoption of the Lean Six Sigma concept as a means to improve processes and reduce spending.

I encourage all Army acquisition professionals to become more familiar with this concept. Lean Six Sigma is the future leading into the Army's Business Transformation.

For more information related to the Army's Business Transformation please visit: <http://www.army.mil/armybtkc>



Mentor—Protégé Program Ms. Wendy Despres, Program Manager



The Army Mentor-Protégé (MP) Program has been enjoying a successful year to date in Fiscal Year 2006. We

have received 13 Mentor-Protégé proposals, which resulted in the approval of 10 new

agreements. These new agreements are in the areas of information technology, engineering services, environmental services, construction and manufacturing. We expect great successes for our new protégés.

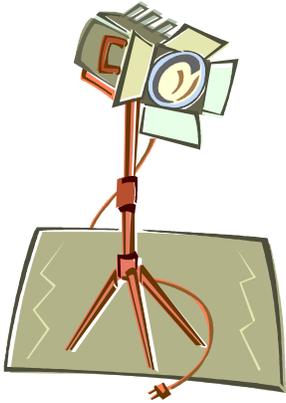
I would like to update you on an issue that arose a number of times this Fiscal Year. Several contracting officers have ques-

tioned whether the Government has the authority to place a task order against an Indefinite Delivery/Indefinite Quantity contract that was awarded as part of a group of multiple award task order contracts (MATOC) to reimburse a mentor for his costs. In other words, what is the authority to waive the requirement to give all MATOC contractors a "fair

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"Spotlight On"

Mr. Archie Cardwell, Deputy Associate Director, Office of Small Business Programs, US Army Medical Research & Materiel Command



"Mr. Cardwell's distinguished career includes 22 years of Grant and Contract experience."



Mr. Archie Cardwell was recently appointed as the Deputy Associate Director, Office of

Small Business Programs, U.S. Army Medical Research and Materiel Command (USAMRMC)

Prior to his selection, Mr. Cardwell's 33 year military career consisted of various assignments both in the active Army and Army Reserves serving in both company and division levels from 1971 through 2004. During his military career, his level of responsibilities ranged from Squad Leader to Chief Senior Military Financial Operations Advisor.

Mr. Cardwell also served as a Grant/Contract Specialist on the Military Amputee Research Program (MARP). This program was formed at the Walter Reed Army Medical Center (WRAMC) as part of the Armed Forces Amputee Patient Care Program. The MARP program coordinated and implemented multiple

intramural research initiatives to develop and maintain a database to track longitudinal amputee patient care, support advances in clinical and rehabilitation strategies, provide traumatic amputee patient care, foster advances in prosthetic technology to optimize patient function and develop epidemiological studies to model longitudinal trends in patient care and recovery after traumatic limb loss.

The overall goal of the program is to provide a unique platform fostering innovative research incorporating clinical and technical advances in prosthetic care for service men and women who have experienced traumatic limb loss.

Mr. Cardwell was responsible for not only ensuring the grant met all the acquisition and legal criteria but was also awarded in a timely manner. He was also responsible for the daily administration of the grant. The last funded requirement he managed for this grant was a modification to add cutting edge research entitled, "Residual Limb

Health in Response to Active Vacuum vs. Pin-Lock Suction Socket Design."

Mr. Cardwell was born in Winston-Salem, North Carolina. He received his BA degree in 1983 from Wright State University, Dayton, Ohio. He is Level III certified in Contracting and is a member of the National Contract Management Association (NCMA). Mr. Cardwell's career in Contracting began in 1984 when he was selected by the U.S. Air Force to participate in an internship program called Copper Caps.

He has subsequently worked as a buyer in Small Purchases (now called Micro-Purchases); as a Contract Specialist/Administrator in Construction, Equipment, and Services; and his last operational assignment was as a Grant/Contracts Specialist for the United States Army Medical Research Acquisition Activity (USAMRAA), Customer Service Center. Mr. Cardwell's distinguished career includes 22 years of Grant and Contract experience.

Mentor—Protégé Program

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opportunity to compete?" The DOD Pilot Mentor-Protégé Program was established by the National Defense Authorization Act for Fiscal Year 1991 (Public Law 101-510). The implementing regulations appear at Defense Federal Regulation Supplement (DFARS) 219.71 and DFARS Appendix I. The DFARS 219.7103-2(d) requires the contracting officer to modify

an existing contract to add a line item for reimbursement of developmental assistance

costs incurred as a result of a mentor-protégé agreement. Also, Appendix I, paragraph I-104(a)

states mentor firms will be solely responsible for selecting protégé firms. The statute and implementing regulations are sufficient to waive the fair opportunity to compete; how-

ever, all MATOC holders have a fair opportunity to select a protégé and submit a proposal for a mentor-protégé agreement that, if approved, would subsequently become a part of their own MATOC contract.

Please check out the FY 07 Mentor Protégé Proposal Instructions on our website. The first round proposals are due 15 Nov 06. Thanks for supporting the Army's Mentor Protégé Program.



"Spotlight On"

Ms. Jackie Robinson-Burnette, Associate Director, Office of Small Business Programs, Information Technology E-Commerce & Commercial Contracting Center



"In 1997 she was promoted to Contracting Officer Team Leader at the Military Traffic Management Command (unlimited warrant authority)"



Ms. Jackie Robinson-Burnette was recently appointed as the Associate Director, Office of Small Business Programs, Information Technology E-Commerce & Commercial Contracting Center (ITEC4).

Prior to her selection, Jackie's career started as a GS-1102 intern at the USACCK Stuttgart in 1989. Upon graduation, she was competitively promoted and transferred to Wuerzburg as a Procurement Analyst. In 1993

she transferred to the Military Traffic Management Command as a Systems Administrator for the Standard Army Automated Contracting System. In 1995 she was promoted to Contracting Officer Team Leader at the USACCK Seoul. In 1997 she was promoted to Contracting Officer Team Leader at the Military Traffic Management Command (unlimited warrant authority). In 1999, she transferred to the PARC Heidelberg Germany and served on the Procurement Management Review Team throughout Europe to include traveling to dangerous places like Kosovo, Bosnia, Tuzla, Sarajevo, and

Hungary. Upon her return to the U.S. in 2001, she served as a Contracting Officer Team Leader with an unlimited warrant for the Surface Deployment and Distribution Command. In 2005, Jackie joined the Army Contracting Agency as a part-time Small Business Advisor and DA Intern Coordinator.

She has a very strong passion for the small business community, and lives in Woodbridge, VA with her husband (LTC Victor W. Burnette, Active Duty Army) and their three daughters Alexis 21yrs old, Brooke 8yrs old, and Victoria 5yrs old.

Army I.T. Day Conference

Ms. Jackie Robinson-Burnette, Associate Director, ITEC-4



One-on-one Counseling for Small Businesses (L-R), Alice Williams-Gray, Sheila Smith, Jackie Robinson-Burnette

Army Small Business Leaders and Acquisition Professionals participated in organizing the speakers for the Small Business Plenary Session and conducted one-on-one counseling for small business attendees. The event facilitated a structured forum of networking for the small business participants and pro-

vided insight on new and major programs.

Speakers for the Small Business sessions included COL Tony Incorvati, Deputy Director ITEC4; Jackie Robinson-Burnette, AD SBP ITEC4; Joann Underwood, Contracting Officer ITEC4, and others.

Army Officials and Small Business Advisors supporting

the event and/or providing one-on-one counseling included Alice-Williams-Gray, AD Army Contracting Agency; James Lloyd OSADBU Office; Jana Tull, AMC; and Sheila Smith, PEO EIS. Complete information is available on the post conference website – <http://www.afceanova.org/events/armyitday06/>

Small Business Community

The Small Business community has experienced numerous turn-overs in personnel during 2006. We would like to say farewell and thank you to our colleagues for their hard work and dedication during their tenure.

Ms. Suellen Jeffress, Associate Director, U.S. Army Contracting Agency

Ms. Judith Blake, Associate Director, U.S. Army Corps of Engineers

Mr. Colin Molzen, Associate Director, National Guard Bureau

Ms. Crystal Johnson, Deputy Associate Director, U.S. Army Corps of Engineers

Mr. Rick Burdette, Small Business Specialist, U.S. Army Materiel Command

Mr. Kevin Loesch, Small Business Specialist, U.S. Communications and Electronics Command



U.S. Army Small Business Awards Program

Each year the Associate Directors for Small Business are encouraged to submit nominations for these awards as a way to recognize the hard work and accomplishment of those responsible for program success. Information on the Army's Small Business Award Program is located on our website: <http://www.sellingtoarmy.info>

The U.S. Army Small Business Program Awards for FY05 were presented to the Small Business Program Specialist or Commands for their outstanding contribution and commitment to excellent service during the Small Business Council meeting held on June 29, 2006 in Las Vegas, Nevada.



SBPS of the Year
Mr. Raymond Blauvelt

vada.

Ms. Pinson presented the Small Business Specialist of the Year Award to Mr. Raymond Blauvelt from the U.S. Army Contracting Agency, Northern Region Army Reserve Contracting Center.

Mr. Blauvelt was recognized for meeting or exceeding the Army Contracting Command's targets and the National goals for each program area. Particularly noteworthy are his efforts to improve competition and increase the small business contractor base. Mr. Blauvelt also developed a strategy to target firms located in historically underutilized business zones (HUBZones). This initiative proved to be very successful and the Army Reserve Center increased awards to HUBZones by 46% in FY 05 compared to FY 04.

The Army Reserve Center is also credited with a significant increase of awards to service-disabled veteran-owned small business – \$1.7 million in FY 04 to over \$10.7 million in FY 05. Mr. Blauvelt conducted over 56 capability briefings

and ensured that information was disseminated throughout his command. He participates in outreach events and is frequently invited as a guest speaker at many conferences.

In addition, Ms. Pinson presented Small business Program Awards to each of the Associate Directors for Small business representing Army Major Commands:



U.S. Army Contracting Agency
Small Business Program



U.S. Army Medical Command
8(a)/Small Disadvantaged
Business Program



U.S. Army Corps of Engineers
Woman-Owned Small
Business Program



U.S. Army Contracting Agency
Historically Underutilized
Business Zone Program



National Guard Bureau
Service-Disabled Veteran-
Owned Small Business
Program



U.S. Army Corps of Engineers
Subcontracting Program



U.S. Army Materiel Command
Historically Black Colleges &
Universities / Minority
Institutions

“The Small Business Program Awards are presented to the Small Business Program Specialist and Commands for their outstanding contribution and commitment to excellent service...”

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Building the Future of the Army
Through Small Business

We're on the web!

www.sellingtoarmy.info

Save the Date!

December 11-15, 2006

National HUBZone Small Business Conference



U.S. Army HBCU/MI Conference

New Orleans, LA

2nd Annual National Veterans Small Business Conference

The Veterans Small Business Federal Interagency Council sponsored the 2nd Annual National Veterans Small Business Conference in Las Vegas, NV from 26-29 June 2006. The conference provided a wide range of important information on the status of veteran small business programs throughout the federal government; information on veteran small business legislation; strategies for increasing business opportunities and products; information on how Executive Order 13360 is being implemented; and services available for increased business opportunities.

The three-day conference featured a networking reception, exhibit area for 200 Service-Disabled Veteran-Owned Small Businesses

(SDVOSBs), Prime Contractors and Federal Agencies, as well as breakout sessions designed to increase the effectiveness of information disseminated to each conference participant. The conference attracted over 1,000 participants consisting of representatives from large prime contractors, SDVOSBs, Veteran-Owned Small Businesses (VOSBs) and a wide array of contracting officials from throughout the Federal Government. The conference program included a half-day period for the Veteran small business community to receive one-on-one counseling from agencies such as the Army Office of Small Business Programs (OSBP), Navy OSBP, Air Force OSBP, Procurement Technical Assistance Centers (PTACs), De-

partment of Homeland Security and the Defense Logistics Agency. The program also included an award ceremony hosted by the Center for Veterans Enterprise which recognized the Army Major Commands (MACOMs) who met or exceeded the SDVOSB 3% contracting goal. The MACOMs that received awards were U.S. Army Contracting Agency (ACA), U.S. Army Corps of Engineers (ACE), U.S. Army Materiel Command (AMC), U.S. Army Space and Missile Defense Command (SMDC) and the National Guard Bureau (NGB).

The conference was a great success and continues to serve as a platform for providing the veteran community small business with contracting opportunities within the Federal Government and for attaining the Congressionally-mandated 3% contracting goal. A post conference website is available at www.nationalveteransconference.com. The website features the final conference agenda, downloadable speaker briefings, attendee list, as well as pictures



Mr. Scott Denniston and Ms. Tracey Pinson cut the "Welcome Ribbon" to begin the conference.