



SMART PROC 2009



**OFFICE of
SMALL BUSINESS PROGRAMS (OSBP)**
U.S. Army Medical Research and Materiel Command

EXCELLENCE ENCOURAGING **EMPOWERING EDUCATING**

- > Forging strategic business alliances
- > Providing maximum opportunities for various small businesses to compete for procurements
- > Supporting small businesses, Historically Black Colleges and Universities and Minority Institutions in their quest to provide relevant products, services and solutions
- > Integrating medical research, acquisition, logistics and technology that protects, projects and sustains our nation's warfighter
- > Committed towards Historically Black Colleges and Universities, Minority Institutions, Hispanic Serving Institutions and Tribal Colleges and Universities who actively participate and compete for various contract/grant funding opportunities within the Department of Army

VISIT OUR WEB SITE:
<http://www.mrmc.smallbusopps.army.mil>

U.S. ARMY

SMART Proc 2009 Session # 2: Small Business Contracting Goals & Acquisition Forecasts

Presented by:
Mr. Jerome K. Maultsby
Associate Director
Office of
Small Business Programs,
USAMRMC & Fort Detrick



BRIEFING TOPICS



- **OSBP Mission and Functions**
(We Provide Prospective & Current Contractors) :
- **Access:** Online, Telephone, Meeting in Person
- **Education:** Knowledge is Power
- **Insight:** Demystify the Process
- **Opportunities:** AAF, ASFI, FEDBIZOPS
- **Understanding:** We're here to Help!

Office of Small Business Programs



MISSION AND FUNCTIONS



- **The OSBP serves as an assistant to the Commanding General in forging strategic business alliances and providing maximum opportunities for various small businesses to compete for procurements IAW applicable Presidential Executive Orders, Federal Regulations and Public Laws; Maintains strategic partnership with Director of Contracting & Principal Assistant Responsible for Contracting (PARC)**
- **Committed to supporting small businesses and Historically Black Colleges and Universities and Minority Institutions (HBCU/MI) in their quest to provide relevant products, services and solutions to support the mission objectives within the command and installation**

Office of Small Business Programs



OSBP Webpage



Office of Small Business Programs United States Army Medical Research and Materiel Command



[ABOUT OSBP](#) | [OSBP INITIATIVES](#) | [UPCOMING EVENTS](#) | [BUSINESS OPPORTUNITIES](#) | [SITEMAP](#) |

Our Customers

- Fort Detrick Business Development Office (FDBDO)
- Advanced Acquisition Forecast (AAF)
- Quarterly Newsletter
- Pre-Proposal Information
- SBIR Information
- STTR Information
- BAA Information
- USAMRMC Business Tutorial
- Internship Opportunities
- Government Purchase Card
- FAQ's
- Contact Webmaster

SITE SEARCH

WELCOME

A Message from the Associate Director, Office of Small Business Programs, US Army Medical Research and Materiel Command.

Small businesses represent an essential component regarding how the Department of Defense provides support to our Armed Services. The US Army Medical Research and Materiel Command (USAMRMC) remains committed to ensure various categories of small businesses receive equitable opportunities to participate in the procurement process.

Thanks to the number of small business firms that over the years have contributed immeasurably to the success of the command's multi-faceted and global mission. In our quest for continuous improvement, we encourage all small business concerns to compete for those procurements that coincide with their core competencies.

The USAMRMC organizations, including its network of subordinate laboratories are interested in businesses that are able to provide innovative and relevant products, services and business solutions in a timely and cost efficient manner. The Office of the Associate Director, Small Business Programs takes enormous pride in being

NEWS & UPDATES

- FY 2009 Year End Small Business Metrics
- Reissuance of DoDD 4205.1 - DoD Small Business Program
- SBA Administrator Confirmed By Senate
- SBA News Release (Economic Stimulus Bill)
- Assignment of FY 2009 Small Business Targets for USAMRMC
- Federal Procurement Data System
- Fiscal Year 2008 Year-End Metrics Update

OSBP PROGRAM AREAS

- Small Businesses
- HUB Zone
- Small Disadvantaged Business
- Women Owned Small Business
- Service-Disabled Veteran-Owned Small Business

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Fort Detrick Business Development Office



Contact Us | Request Inform:

DEVELOPING BUSINESS. BUILDING SUCCESS.

Home About FDBDO Partners Registration Opportunities Resources Broadcasts Maps and Directions

Home » Welcome to the Fort Detrick Business Development Office (FDBDO)

Welcome to the Fort Detrick Business Development Office (FDBDO)

We at the FDBDO are dedicated to enhancing collaboration between Fort Detrick, its mission partners, and the private sector.



Popular Links

Business Opportunities

[Find Business and Grant Opportunity Information](#)

Upcoming Events

[Download the Listing of Upcoming Events](#)

Register as a vendor with the FDBDO

[Download the Intake Form](#) and find simple instructions here.

[Customer Satisfaction Survey](#)

Office of Small Business Programs



Advanced Acquisition Forecast - Sample

Forecast Number	FY Qtr	NAICS	Commodity	Description	Estimated Value Range	Proc. Type	POC Info
DETRICK-10-0001	F10-1st	541519	Professional, Scientific and Technical Services	Fort Detrick Business Development Office	TBD	8(a)	Archie Cardwell archie.cardwell@us.army.mil
SAIC-10-0001	F10-2nd	325120	Wholesale Trade	Blanket Purchase Agreement for Dry Ice Pellets	\$100,000-\$200,000	Full	Jean Eyler hogartydd@mail.nih.gov
SAIC-10-0002	F10-2nd	424110	Wholesale Trade	Recycled Office Paper	\$75,000-\$100,000	SB	Nancy Mayo mayonl@mail.nih.gov
SAIC-10-0003	F10-2nd	424120	Wholesale Trade	Office Supplies (consumable) multiple awards	\$100,000-\$200,000	SB	Nancy Mayo mayonl@mail.nih.gov
SAIC-10-0004	F10-2nd	423430	Wholesale Trade	Computer Supplies, multiple awards	\$75,000-\$100,000	SB	Nancy Mayo mayonl@mail.nih.gov
WRAIR 10 0001	F10 1st	541710	Administrative and Support	Support Staff Biochemistry Division	TBD	Full	James Manley

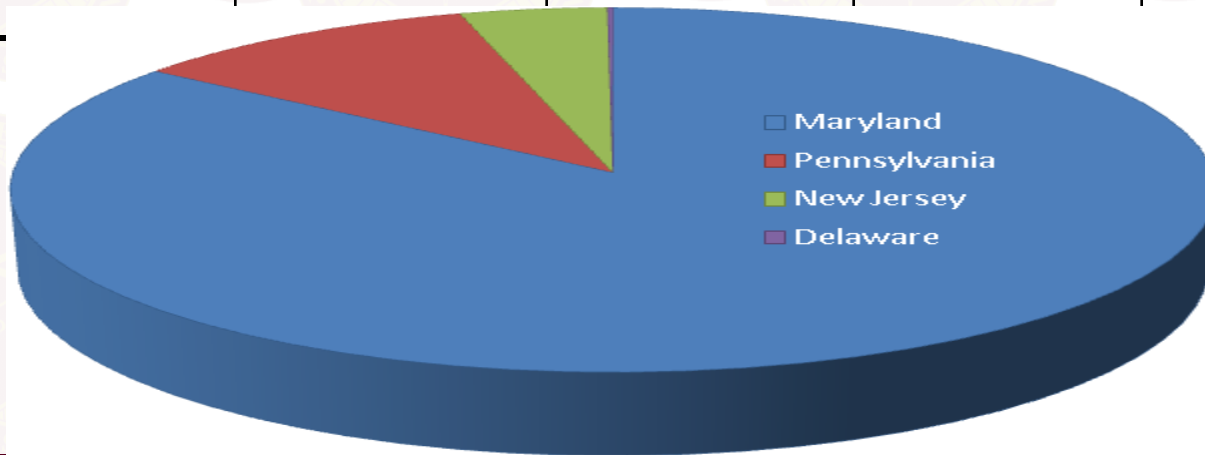
Office of Small Business Programs



FY 09 Face Value of USAMRMC Awards

TOTAL = \$782,496,151

	Maryland	Pennsylvania	New Jersey	Delaware
Contracts	\$538,350,169	\$28,384,453	\$12,589,409	\$5,107,727
Assistance Agreements	\$119,293,753	\$42,296,799	\$34,639,302	\$1,834,936
TOTAL	\$657,643,922	\$70,681,252	\$47,228,711	\$6,942,266





Category	FY 08	FY 08 %	FY 09	FY 09%
• Small Bus.	\$524M	40.31%	\$573M	32.97
• SDB & 8a	\$194M	14.90%	\$316M	18.19
• WOSB	\$ 92M	7.14%	\$ 97M	5.66
• HubZone	\$ 21M	1.63%	\$ 17M	.98
• SDVOSB	\$ 18M	1.42%	\$ 28M	1.61
• VOSB	\$ 75M	5.78%	\$ 67M	3.90

****ANALYSIS:**

- During FY 2009, there have been approximately 7,226 contract actions of which 3,749 have been awarded to U.S. Small Business Firms. This represents 52% of all contract award actions.
- In comparison to the previous Fiscal Year, there's been a 9.4% increase of awards to small business firms and 62% increase of awards to Small Disadvantaged Businesses and SBA 8(a) firms for Fiscal Year 2009.
- There have been 531 VOSB contract actions this fiscal year in the amount of \$67M. There have been 254 SDVOSB contract actions this fiscal year in the amount of \$28M.

• SOURCE: Federal Procurement Data System - Next Generation (FPDS-NG) FY 09 Year-To-Date Metrics As of 14 October 2009. All metrics are considered preliminary and unofficial until verification after the mid-December 2009 then verified by HQDA. Targets are established by HQDA and are expressed in dollars.

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Please Visit via On-Line, Booth #102 Or Call to Schedule An Appointment

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