National Impact of DoN
FY13 SB Awards

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

GUAM - $162M
PUERTO RICO- $22M

FY 13 SMALL BUSINESS
AWARDS $11.764 Billion
Or Approximately 200,000 Jobs

Focus

Target the Small Business Accessible Market within the Department of the Navy

$77.8B
Department of the Navy Total SB Eligible Spend FY13

$26.2B
Small Business Inaccessible Market (SBIAM)

$39.8B
Small Business Accessible Market (SBAM)

$11.7B
Insufficient Small Business Industrial Base

$105M
Small Business Success

Overall Small Business Garnered: 15.11%
SBAM: 22.65%
FY 13 Small Business Total Spend

Small Business Inaccessible Market (SBIAM)
- SB Spend: $11.7B
- Top NAICS: 541330; 336611

Small Business Accessible Market (SBAM)
- SDB Spend: $4.5B
- Top NAICS: 236220; 541330
- SDVO Spend: $1.35B
- Top NAICS: 541330; 236220
- WOSB Spend: $2.09B
- Top NAICS: 541330; 541712
- HUBZone Spend: $963M
- Top NAICS: 236220; 237310

DON OSBP Contacts

• Mentor Protégé / Subcontracting Programs
  Mr. Bradley D. Taylor
  Brad.Taylor@navy.mil

• HUBZone / Service Disabled-Veteran Owned
  Mr. Carlton Hagans
  Carlton.Hagans@navy.mil

• Women-owned & SDB/ 8(a) Programs /Native American
  Ms. Shawn Smith
  Shawn.Smith4@navy.mil
Coast Guard Contracting Overview
Coast Guard Acquisition Centers

- Aviation Logistics Center (ALC) – Elizabeth City NC
- Command, Control, Communications, Computer & Information Technology (C4IT) Service Center – Alexandria VA, Martinsburg WV, Portsmouth VA
- Shore Infrastructure Logistics Center (SILC) – Base Support – Norfolk VA
- Shore Infrastructure Logistics Center (SILC) – Construction – Norfolk VA
- Surface Forces Logistics Center (SFLC) – Baltimore MD
## Coast Guard Awards to Small Business - FY 2013

<table>
<thead>
<tr>
<th>Category</th>
<th>Award Dollars (in millions)</th>
<th>Award Percentages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Procurement Dollars</td>
<td>$2,845.7</td>
<td></td>
</tr>
<tr>
<td>SB Prime Contracts</td>
<td>$961.2</td>
<td>33.8 %</td>
</tr>
<tr>
<td>SDB and 8(a) Prime Contracts</td>
<td>$397.0</td>
<td>14.0 %</td>
</tr>
<tr>
<td>HUBZone Prime Contracts</td>
<td>$120.7</td>
<td>4.2 %</td>
</tr>
<tr>
<td>SDVOSB Prime Contracts</td>
<td>$186.0</td>
<td>6.5 %</td>
</tr>
<tr>
<td>WOSB Prime Contracts</td>
<td>$133.8</td>
<td>4.7 %</td>
</tr>
</tbody>
</table>
Coast Guard Awards to Small Business Preliminary Accomplishments FY 2014

<table>
<thead>
<tr>
<th>Category</th>
<th>Government Wide Goal</th>
<th>USCG Goal</th>
<th>USCG Accomplishment</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB Prime Contracts</td>
<td>23.0 %</td>
<td>33.5 %</td>
<td>50.3 %</td>
</tr>
<tr>
<td>Overall SDB</td>
<td>5.0 %</td>
<td>10.0 %</td>
<td>19.8 %</td>
</tr>
<tr>
<td>HUBZone Prime Contracts</td>
<td>3.0 %</td>
<td>3.8 %</td>
<td>5.2 %</td>
</tr>
<tr>
<td>SDVOSB Prime Contracts</td>
<td>3.0 %</td>
<td>3.0 %</td>
<td>6.3 %</td>
</tr>
<tr>
<td>WOSB Prime Contracts</td>
<td>5.0 %</td>
<td>5.0 %</td>
<td>7.1 %</td>
</tr>
</tbody>
</table>
## Coast Guard Award Dollars
### FY13 Top 10 NAICS

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Description</th>
<th>Total Awards (in $M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>336611</td>
<td>Ship Building/Repairing</td>
<td>$999</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
<td>$167</td>
</tr>
<tr>
<td>236220</td>
<td>Commercial and Institutional Building Construction</td>
<td>$146</td>
</tr>
<tr>
<td>336413</td>
<td>Other Aircraft Parts and Auxiliary Equip Manufacturing</td>
<td>$140</td>
</tr>
<tr>
<td>541611</td>
<td>Admin Management and General Management Consulting Services</td>
<td>$135</td>
</tr>
<tr>
<td>541511</td>
<td>Custom Computer Programming Services</td>
<td>$101</td>
</tr>
<tr>
<td>236210</td>
<td>Industrial Building Construction</td>
<td>$85</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
<td>$63</td>
</tr>
<tr>
<td>336612</td>
<td>Boat Building</td>
<td>$60</td>
</tr>
<tr>
<td>541513</td>
<td>Computer Facilities Management Services</td>
<td>$57</td>
</tr>
</tbody>
</table>
# Current Opportunities

<table>
<thead>
<tr>
<th>Description</th>
<th>NAICS</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>140’ Dockside Repairs</td>
<td>336611</td>
<td>Wisconsin</td>
</tr>
<tr>
<td>Seismic Building Upgrades</td>
<td>236220</td>
<td>Alaska</td>
</tr>
<tr>
<td>RF Power Components</td>
<td>423690</td>
<td>Virginia</td>
</tr>
<tr>
<td>Housing Maintenance</td>
<td>237990</td>
<td>Puerto Rico</td>
</tr>
<tr>
<td>Air Station Borinquen</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Overhaul of HC-144 Parts</td>
<td>488190</td>
<td>N. Carolina</td>
</tr>
<tr>
<td>Shipyard Competent Person Training</td>
<td>611430</td>
<td>Virginia</td>
</tr>
</tbody>
</table>
Doing Business with the Coast Guard

• **DHS Small Business Assistance**
  – **Helpful Websites**
    • [http://www.dhs.gov/small-business-assistance](http://www.dhs.gov/small-business-assistance)
    • [http://apfs.dhs.gov](http://apfs.dhs.gov)
    • [http://USASpending.gov](http://USASpending.gov)
    • [http://www.sam.gov](http://www.sam.gov)

  – **OSDBU Vendor Outreach Events**
    • [http://www.dhs.gov/vendor-outreach-session-schedule](http://www.dhs.gov/vendor-outreach-session-schedule)
    • USCG Small Business Specialist/Vendor one-on-one meetings
    • DHS Prime Contractor/Vendor one-on-one meetings for Sub Opportunities
Doing Business with the Coast Guard – Resources Website

Doing Business with the Coast Guard – Resources

Strategic Sourcing

Strategic Sourcing Contract Vehicles

- Established for efficiency and effectiveness
- Highly competitive multiple award ID/IQ contracts
- Teaming arrangements and subcontracting opportunities
- Mandatory for use (with limited exceptions)
- List of mandatory/non-mandatory strategic sourcing contract vehicles
- New strategic sourcing initiatives
Strategic Sourcing Contract Vehicles
Small Business Tracks

• PACTS
  – 100% Set-aside to SDVOSB

• FirstSource II
  – 8(a)
  – EDWOSB
  – HUBZone
  – SDVOSB
  – All Small Businesses

• EAGLE II
  – 8(a)
  – HUBZone
  – SDVOSB
  – All Small Businesses

• TABSS
  – 8(a)
  – SDVOSB
  – All Small Businesses
Coast Guard Small Business Specialists

USCG Small Business Specialists

– Assigned to contracting office/COCO
– Review all prospective procurements for possible small business set- aside
– Provide information about doing business with USCG and procurement questions
– Facilitate identification of program POCs
– Coordinate with contracting officers/teams
– Assist with problem resolution
Doing Business with DLA
U.S. Navy OSBP
Small Business Forum
Washington D.C.

Amy Sajda
Director
Office of Small Business Programs
April 8, 2014
Mission:
Supporting the Warfighter

We are America’s combat logistics support agency. Our mission is to provide best value integrated logistics solutions to America’s Armed forces and other designated customers in peace and in war, around the clock, around the world.
Supply Chains Worldwide

**Aviation**
- Engine Components
- Air Frames
- Maps
- Aviation Lighting
- Bearings
- Flight Safety Equipment
- Environmental Products

**Subsistence**
- Food Service
- Produce
- Operational Rations
- Food Service Equipment

**Energy**
- DOD Executive Agent for all Bulk Petroleum
- Natural Gas, Coal, Electricity
- Aerospace Energy

**Land**
- Wheeled, Tracked & Heavy Vehicle Parts
- Vehicle Maintenance Kits
- Power Transmission/Engine/Suspension Components
- Tires
- Batteries
- Small Arms Parts
Supply Chains Worldwide

Construction & Equipment
- Facilities Maintenance
- Special Operations
- Wood Products
- Fire & Emergency Equipment

Clothing & Textile
- Recruit Clothing
- Readiness
- Organizational Clothing & Individual Equipment

Industrial Hardware
- Fasteners
- Industrial Items
  - Screws & Bolts

Medical
- Pharmaceutical
- Medical/Surgical
- Readiness
- Equipment
Supply Chains Worldwide

Maritime FY14 & FY15 LTC Work Queue

<table>
<thead>
<tr>
<th># PROJECTS</th>
<th>COMMODITY</th>
<th>ADV</th>
</tr>
</thead>
<tbody>
<tr>
<td>31</td>
<td>Antennas</td>
<td>$27M</td>
</tr>
<tr>
<td>94</td>
<td>Fluid Handling</td>
<td>$19M</td>
</tr>
<tr>
<td>56</td>
<td>Microcircuits / Semiconductors</td>
<td>$9M</td>
</tr>
<tr>
<td>139</td>
<td>Other Electronics</td>
<td>$51M</td>
</tr>
<tr>
<td>120</td>
<td>Other Hardware</td>
<td>$34M</td>
</tr>
<tr>
<td>50</td>
<td>Power Equipment</td>
<td>$9M</td>
</tr>
<tr>
<td>53</td>
<td>Pumps and Compressors</td>
<td>$21M</td>
</tr>
<tr>
<td>75</td>
<td>Switches and Connectors</td>
<td>$10M</td>
</tr>
<tr>
<td>73</td>
<td>Valves</td>
<td>$25M</td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>$205M</strong></td>
</tr>
</tbody>
</table>

Looking for Small Business sources:

We’ve identified 403 NSNs covering 43 NAICS with complete technical data packages that we previously awarded to large businesses

Complete list of items can be found at:  [http://www.landandmaritime.dla.mil/offices/smbusiness/](http://www.landandmaritime.dla.mil/offices/smbusiness/)
<table>
<thead>
<tr>
<th>Small Business Category</th>
<th>DLA Goal 2013 (%)</th>
<th>2013 DLA Achievement ($)</th>
<th>2013 DLA Achievement (%)</th>
<th>2012 DLA Achievement (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>32.0%</td>
<td>$7.4 Billion</td>
<td>37.6%</td>
<td>25.7%</td>
</tr>
<tr>
<td>VOSB</td>
<td>N/A</td>
<td>$967.8 Million</td>
<td>5.5%</td>
<td>3.1%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3.0%</td>
<td>$359.8 Million</td>
<td>1.8%</td>
<td>0.9%</td>
</tr>
<tr>
<td>SDB</td>
<td>5.0%</td>
<td>$933.8 Million</td>
<td>4.8%</td>
<td>3.0%</td>
</tr>
<tr>
<td>WOSB</td>
<td>5.0%</td>
<td>$966.8 Million</td>
<td>4.9%</td>
<td>2.8%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>3.0%</td>
<td>$415.3 Million</td>
<td>2.19%</td>
<td>1.2%</td>
</tr>
</tbody>
</table>
Full Spectrum Global Support

Supply Chains
- Land Systems
- Maritime Systems
- Aviation Systems
- Fuel/Energy
- Subsistence
- Medical
- Clothing & Textile
- Construction & Equip

Distribution
- 25 Distribution Centers
- $98B DoD Inventory
- 52M sq ft covered storage

Disposition Services
- Co-located with customers
- Over $25B per year
- Reutilization & Marketing
- Reverse Logistics

Strategic Materials
- Critical items such as titanium, cobalt, and tungsten

Services
- Document Services
- Logistics Information Service
- Transaction Services

Theater Support
- DLA Europe & Africa
- DLA Pacific
- DLA Central

Supply Chains
- Land Systems
- Maritime Systems
- Aviation Systems
- Fuel/Energy

USNORTHCOM
USCENTCOM
USAFRICOM
USPACOM
USEUCOM
USSOUTHCOM

Theater Support
- DLA Europe & Africa
- DLA Pacific
- DLA Central

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- Reverse Logistics

Strategic Materials
- Critical items such as titanium, cobalt, and tungsten

Services
- Document Services
- Logistics Information Service
- Transaction Services
Resources

DLA Small Business Website:
www.dla.mil/smallbusiness (Includes SB Associate Directors)

Procurement Technical Assistant Centers
http://www.dla.mil/SmallBusiness/Pages/ptap

DIBBS DLA-BSM Internet Bid Board System
https://www.dibbs.bsm.dla.mil/

Small Business Administration (SBA)
http://www.sba.gov

Federal OSDBU Directors Listing
http://osdbu.gov/members.html

Office of Secretary of Defense Small Business Website:
http://www.acq.osd.mil/osbp
QUESTIONS?

Amy Sajda – 703-767-0192
Amy.Sajda@dla.mil
Director, Office of Small Business Programs

www.dla.mil/smallbusiness
Army Small Business Program Update

April 8, 2014

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 utilization in support of rapidly fielding a trained, ready, responsive and capable force that can prevent conflict, shape the environment and win the Nation's wars.
• 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 priorities.

• Leverage the use of minority serving educational institutions in support of Army Science and Technology Programs.
<table>
<thead>
<tr>
<th></th>
<th>FY13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Small Business Eligible Dollars</td>
<td>$63,562,511,966</td>
</tr>
<tr>
<td>Small Business</td>
<td>$17,393,376,853</td>
</tr>
<tr>
<td></td>
<td>27.36%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$8,010,358,132</td>
</tr>
<tr>
<td></td>
<td>12.60%</td>
</tr>
<tr>
<td>Women Owned Small Business</td>
<td>$3,251,253,406</td>
</tr>
<tr>
<td></td>
<td>5.12%</td>
</tr>
<tr>
<td>Certified HUBZone Small Business</td>
<td>$2,010,335,699</td>
</tr>
<tr>
<td></td>
<td>3.16%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>$2,490,314,247</td>
</tr>
<tr>
<td></td>
<td>3.92%</td>
</tr>
</tbody>
</table>

Data Source: FPDS-NG Small Business Achievements by Awarding Organization Report, 2014APR07
Army Materiel Command (AMC)  
Redstone Arsenal, AL  

The Army’s premier provider of materiel readiness - technology, acquisition support, materiel development, logistics power projection, and sustainment  

Buys:  
• Combat systems  
• Information systems  

Small Business AD: Ms. Nancy Small, 256-450-7950  

Website: http://www.amc.army.mil/
Army Contracting Command (ACC)
Huntsville, AL

Provides contracting support and expertise for Army operations at home and around the world

Buys:
- Installation level services and supplies
- Common use information technology, hardware, software, and services
- Mission support

Small Business AD: Ms. Alice Williams, 256-955-0371

Website: http://www.acc.army.mil/
Mission Installation Contracting Command (MICC)
Ft. Sam Houston, TX

Plans, integrates, awards, and administers contracts throughout the ARFORGEN Cycle supporting the Army Commands (ACOMs), Direct Reporting Units (DRUs), and other organizations

**Buys:** Installation Supplies & Services

**Small Business AD:** Mr. Mark Massie, 210-466-2290

What the Army Buys

US Army Corps of Engineers (USACE)
Washington, DC

Provides engineering, construction management, and environmental services

Buys:
• Military/civil works construction projects
• Environmental projects

Small Business AD: Ms. Jackie Robinson-Burnette, 202-761-8789

Website: http://www.usace.army.mil
National Guard Bureau (NGB)  
Arlington, VA

Formulates and administers programs for training, development and maintenance of the Army National Guard

Buys:
• Base operations
• Construction/environmental projects

Small Business AD: Mr. Stephen Weidner 703-607-1001

Websites: http://www.arng.army.mil
Army Medical Command (MEDCOM)
Ft. Sam Houston, TX

Provides direction and planning for the Army healthcare services in conjunction with the office of the Surgeon General

Buys:
- Medical supplies and health care equipment
- Professional services

Small Business AD: Ms. Pat Barber, 210-221-4266

Website: http://www.armymedicine.army.mil/
Army Medical Research & Materiel Command (MRMC)
Ft. Detrick, MD

Provide medical knowledge and materiel lifecycle management to protect, treat and optimize Warfighter health and performance across the full spectrum of operations

Buys:
• Medical Research

Small Business AD: Mr. Jerome Maultsby, 301-619-2471

Website: http://www.mrmc.smallbusopps.army.mil/
Army Intelligence & Security Command (INSCOM)
Ft. Belvoir, VA

Conducts dominant intelligence, security and information operations for military commanders and national decision makers

Buys:
- Intelligence security information systems

Small Business AD: Ms. Harriett L. Burton, 703-428-4533

Website: http://www.inscom.army.mil
Space & Missile Defense Command (SMDC)
Redstone Arsenal, AL

Conducts space and missile defense operations

Buys:
• Research and Development
• Engineering Support Services

Small Business AD: Ms. Christina Ryan, 256-955-3412

Website: http://www.smdc.army.mil/
What the Army Buys

U.S. Army Program Executive Office for Simulation, Training and Instrumentation (PEO STRI)
Orlando, FL

Acquire and Sustain Training, Testing, and Simulation Solutions in Support of the Nation.

Buys:
• Simulation, Training, and Testing Solutions
• Acquisition Services for the Warfighters and the Nation

Small Business AD: Mr. Randall Edney, 407-384-3656

Website: http://www.peostri.army.mil/
Mentor Protégé Program
Objectives

• The Army Mentor-Protégé Program provides incentives for Army contractors to assist eligible protégés in enhancing their capabilities to satisfy Army and other contract requirements, in order to increase the overall participation of eligible protégés in Army acquisitions.

• The Army objective is to help foster the relationship between the mentor and the protégé to increase the industrial supplier base and enable the transition of eligible protégés from subcontractors to prime contractors.

• An additional intent is to increase subcontract opportunities under the Mentor’s contracts, Department of Defense (DoD) contracts, other government agency contracts, and commercial contracts, and to promote the establishment of long-term business relationships between eligible protégés, the Mentor and other contractors.
Mentor-Protégé Program Status

Number of Mentor-Protégé Agreements
• 15 Active Agreements
• 11 Mentors (7 Large, 4 Graduated 8a); 15 Protégé’s

Protégé Statistics*
• 14 - Small Disadvantaged Businesses/8 (a)
• 7 - Woman-Owned Small Businesses
• 6 - Service Disabled Veteran-Owned Small Business
• 3 - HUB Zone Small Businesses

FY 2014 Proposal Due Dates
• Reimbursable Proposals due - 15 Jun
• Hybrid Proposals - year-round open window
  • Proposal evaluation/award time frame is approximately 5 months from submittal

*Various protégés qualify under more than one category
Mentor-Protégé Program
Key Factors of a Strong Mentor-Protégé

• Proposed training/technology transfer provides direct enhancements to the war fighter’s ability to defend our nation on the battlefield or at home

• Endorsement of proposal by program office

• Corporate commitment, capability and method of technology transfer by Mentor

• Protégé posture and ability to achieve and retain proposed training efforts while managing potential growth

• Prime/Subcontracting potential; new markets realized

• Strong level of participation by HBCU/MI
Mentor-Protégé Program Recognition of Outstanding and Successful Teams

- Specialized complex machining and assembly of high-demand products for the aerospace industry including parts for the CH-47, C-17, F-22, F-18, Airborne Early Warning & Control, B-1B, and AH-64 programs

- Language translation application supporting the war fighter on a tactical and strategic level providing real time translation capabilities across multiple communication platforms

- Manufacture of shatter proof windows, windshields, canopies, lenses and other transparencies for OEM use on OH-58 Kiowa; CH-47 Chinook; AH-64 Apache; UH-60 Blackhawk; CH-53 Stallion C-130 aircraft

- Innovative new technology in support of the war fighter, which automates processing for overseas deployment, resulting in a decrease in deployment lifecycles by 67%, and a annual cost savings of $2M (formerly called CRC-in-a-box - CONUS Replacement Center; now termed IRDO - Individual Readiness Deployment Operations)

“Nunn Perry Award”
## Mentor Protégé Program Teams

<table>
<thead>
<tr>
<th>Mentor</th>
<th>Protégé</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAE Corp.</td>
<td>Cristek Interconnects, Inc.</td>
</tr>
<tr>
<td>BAE Corp.</td>
<td>Clear Align</td>
</tr>
<tr>
<td>*Binary Group</td>
<td>Credence Management, Inc.</td>
</tr>
<tr>
<td>Booz Allen Hamilton</td>
<td>Millennium Corp.</td>
</tr>
<tr>
<td>Jacobs Engineering Group</td>
<td>Badger Technical Services, LLC</td>
</tr>
<tr>
<td>Jacobs Engineering Group</td>
<td>Northwind Engineering</td>
</tr>
<tr>
<td>Jacobs Engineering Group</td>
<td>Windamir Construction</td>
</tr>
<tr>
<td>Lockheed Martin MS2</td>
<td>Lewis Innovative Technologies, Inc.</td>
</tr>
<tr>
<td>*Planned Systems International</td>
<td>MicroHealth, LLC</td>
</tr>
<tr>
<td>SAIC</td>
<td>Minerva Engineering</td>
</tr>
<tr>
<td>SAIC</td>
<td>Cybernet Systems</td>
</tr>
<tr>
<td>Skyline Unlimited, Inc.</td>
<td>Pro-Sphere Tek, Inc.</td>
</tr>
<tr>
<td>*SoBran, Inc.</td>
<td>Applied Quality Comm., Inc.</td>
</tr>
<tr>
<td>*SpecPro, Inc.</td>
<td>Environmental Decisions, Inc.</td>
</tr>
<tr>
<td>Tetra Tech EC, Inc.</td>
<td>Green Seal Environmental, Inc.</td>
</tr>
</tbody>
</table>

*Mentor firm is a Grad 8(a)
• Manufacturing - major systems, components, etc.
• Cyber Security
• Anti-Tamper Technologies
• Base Realignment and Closure (BRAC)/MILCON Transformation
• Going Green - Design/Build Construction
• Environmental Remediation/Sustainability
• Force protection capabilities for soldiers
• Improved IED detection devices
• Chemical re-engineering/biometrics
• Energy recycling processes
• Next Generation Training Environments
Reimbursable Agreements allow mentors to be reimbursed for the costs of providing developmental assistance to protégés in the areas of engineering and technical matters, general business management assistance, and other forms of assistance designed to develop the capabilities of the protégé.

Hybrid Agreements are part credit/part reimbursable with the mentor self-funding base year activities. Costs incurred under the credit portion of the agreement are not directly reimbursed, but are applied towards subcontracting goals in different multipliers based on the assistance provided.

Credit Agreements are totally self funded by the Mentor. Dollars expended are applied towards subcontracting goals in different multipliers based on the assistance provided.
Visit our website www.sellingtoarmy.com and review the following documents:

- Army Mentor-Protégé Program Procedure & Policy Guidelines
- Mentor-Protégé Proposal Instructions

Proposals submitted electronically via website:

- FY2014 Round II due - 15 Jun 14
- Hybrid Proposals: Open Year Round
FY14 Focus

- Small Business participation in Major Systems Programs (ASARC)
- Promote greater involvement of SBs in Army contracts for services (ASSP)
- Implementation of Senior Leader Small Business performance elements
- Support of HBCUs & MIs in the acquisition process
- Subcontracting plan development and enforcement
- SB participation in OCONUS contracts
- Staffing of small business offices and development of SB personnel
- Maximize use of set-aside authority under multiple awards contracts
Challenges

- Consolidation / Bundling
- Subcontracting plan enforcement
- Staffing of SADBU offices
- Fiscal uncertainty
Websites

• Army Office of Small Business Programs
  http://www.sellingtoarmy.info

• DOD Office of Small Business Programs
  http://www.acq.osd.mil/osbp

• Small Business Administration (SBA)
  http://www.sba.gov

• Federal OSDBU Directors Listing
  http://osdbu.gov/members.html
Small business is big business in the Department of the Army!
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.

Questions?

www.sellingtoarmy.com
Contact

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