12th Annual Small Business Conference

“Partnering For Success: Small Business & The Military”

Tysons Corner, VA

12-13 November 2008

AGENDA

Wednesday, 12 November 2008

UPDATE ON THE STATE OF THE ARMY SMALL BUSINESS PROGRAM

- Ms. Tracey L. Pinson, Director, Office of Small Business Programs, Office of the Secretary of the Army

OUTLOOK FOR THE ECONOMY AND CONSIDERATIONS FOR BUSINESS

- Dr. Christian Lundblad

   *Edward M. O’Herron Distinguished Scholar & Associate Professor of Finance, The University of North Carolina at Chapel Hill, Kenan-Flagler Business School*

Thursday, 13 November 2008

“KEYS TO SMALL BUSINESS SUCCESS”

- Dr. Robert L. Wright, Chairman, FE Holdings, Inc.

PANEL: “ASSISTANCE AND OPPORTUNITIES”

“FUTURE COMBAT SYSTEMS (FCS)”

- Mr. Steve Marion, Senior Program, Supplier Management and Procurement, Future Combat Systems (FCS), The Boeing Company

“DEPARTMENT OF HOMELAND SECURITY”

- Mr. Thomas H. Essig, Chief, Procurement Officer, Department of Homeland Security (DHS)

THE NEW ARMY CONTRACTING COMMAND (ACC)

- Mr. Jeffrey P. Parsons, Executive Director, ACC

NEED PERSONNEL? --EXPERIENCED VETERANS AVAILABLE

- Mr. Rodney Borba, Program Manager, Always A Soldier Program, HQ AMC

BREAKOUT SESSIONS – SPECIAL INTEREST TOPICS:

PREPARING YOUR PROPOSALS TO WIN MORE CONTRACTS

- Mr. Robert Spitzbarth, Procurement Analyst, Acquisition Center, U.S. Army Tank-Automotive and Armaments Life Cycle Management Command

INDUSTRY PARTNERSHIP OPPORTUNITIES WITH AMC

- Mr. Luis E. Garcia-Baco, Director, Industrial Base Capabilities, Office of the Deputy Chief of Staff for Business Transformation, G-7, HQs AMC

TRANSFORMING TO STATE-OF-THE-ART MANUFACTURING

- Mr. John S. VanKirk, President and CEO, National Center for Defense Manufacturing & Machining (NCDMM)
IT BUSINESS OPPORTUNITIES

- Ms. Simone Jackson, Associate Director, Office of Small Business Programs, U.S. Army Contracting Command – Information Technology, E-Commerce and Commercial Contracting Center (ITEC4)

FUTURE COMBAT SYSTEMS – BUSINESS OPPORTUNITIES

- Ms. Audry Musgrove, Lead Small Business Liaison Officer, Future Combat Systems, The Boeing Company

SMALL BUSINESS INNOVATIVE RESEARCH (SBIR) OPPORTUNITIES

- Mr. Christopher Rinaldi, Program Manager, SBIR, U.S. Army Research, Development and Engineering Command

WHAT YOU NEED TO KNOW BEFORE YOU TEAM/PARTNER

- Ms. January Dennison, Chief Executive Officer and President, Technology Research Consultants, Inc.

TIPS AND OPPORTUNITIES AVAILABLE FOR SMALL BUSINESSES

- Mr. Jim Regan, Executive Director, Procurement Technical Assistance Program, George Mason University

MARKETING A SERVICE DISABLED VETERAN OWNED SMALL BUSINESS

- Ms. Michelle Currier, Associate Director, Office of Small Business Programs, U.S. Army Contracting Command, Enterprise and Installation Operations

AMC SMALL BUSINESS PROGRAM, SUPPORTING THE WARFIGHTER

- Ms. Kathryn Condon, Executive Deputy to the Commanding General, U.S. Army Materiel Command
12th Annual SMALL BUSINESS Conference

“PARTNERING FOR SUCCESS: SMALL BUSINESS & THE MILITARY”

KEY BENEFITS OF ATTENDING:

- Learn firsthand about available business opportunities with government and leading large businesses
- Exchange information and ideas directly with senior leaders of government and small business
- Meet government decision makers who set policies and conduct acquisitions

NOVEMBER 12-13, 2008
HILTON MCLEAN AT TYSONS CORNER, MCLEAN, VIRGINIA
WWW.NDIA.ORG/MEETINGS/9430

EVENT #9430
12TH ANNUAL SMALL BUSINESS CONFERENCE

OBJECTIVE & SCOPE

Providing for the Nation’s security requires an effective partnership between the military and the small business community. For example, in the Army alone, small business is “big business”. Last year the Army awarded $22.8 billion in direct contracts. Small businesses received an even greater amount in contracts with major defense firms.

This conference brings together leaders of the industry small business community and the government (Small Business Administration and Department of Defense) to discuss timely topics, including recent changes affecting small businesses. Participants will include key Government decision makers from Washington to field commanders who conduct acquisitions. The conference provides a forum for open exchange of information and ideas between senior government officials and small business leaders.

Breakout sessions will be presented on timely subjects of special interest. The agenda offers a variety of topics designed to meet the varying needs of contractors present.

WEDNESDAY, NOVEMBER 12, 2008

1:00 PM   REGISTRATION OPENS

3:00 PM   ADMINISTRATIVE REMARKS

3:05 PM   WELCOME
  ▶ Lt Gen Lawrence P. Farrell, Jr., USAF (Ret), President & CEO, NDIA

3:10 PM   OPENING REMARKS
  ▶ GEN Benjamin S. Griffin, USA, Commanding General, AMC

3:40 PM   UPDATE ON THE STATE OF THE ARMY SMALL BUSINESS PROGRAM
  ▶ Ms. Tracey L. Pinson, Director, Office of Small Business Programs, Office of the Secretary of the Army

4:15 PM   OUTLOOK FOR THE ECONOMY AND CONSIDERATIONS FOR BUSINESS
  ▶ Dr. Christian Lundblad
  Edward M. O’Herron Distinguished Scholar & Associate Professor of Finance, The University of North Carolina at Chapel Hill, Kenan-Flagler Business School

4:55 PM   THE OUTLOOK FOR SMALL BUSINESS
  ▶ Mr. Santanu K. Baruah, Administrator, U.S. Small Business Administration

5:45 PM - 7:45 PM   RECEPTION
THURSDAY, NOVEMBER 13, 2008

7:00 AM  REGISTRATION & CONTINENTAL BREAKFAST

7:50 AM  ADMINISTRATIVE REMARKS

7:55 AM  RECOGNITION OF THE AMC SMALL BUSINESS PERSON OF THE YEAR
  GEN Benjamin S. Griffin, USA, Commanding General, AMC

8:05 AM  “KEYS TO SMALL BUSINESS SUCCESS”
  Dr. Robert L. Wright, Chairman, FE Holdings, Inc.

8:40 AM  PANEL: “ASSISTANCE AND OPPORTUNITIES”
  “FUTURE COMBAT SYSTEMS (FCS)”
  Mr. Steve Marion, Senior Program, Supplier Management and Procurement, Future Combat Systems (FCS), The Boeing Company
  “JOINT LIGHT TACTICAL VEHICLES (JLTV)”
  COL John (Steve) Myers, PM, Joint Combat Support Systems
  “DEPARTMENT OF HOMELAND SECURITY”
  Mr. Thomas H. Essig, Chief, Procurement Officer, Department of Homeland Security (DHS)

10:05 AM  BREAK

10:20 AM  THE NEW ARMY CONTRACTING COMMAND (ACC)
  Mr. Jeffrey P. Parsons, Executive Director, ACC

10:50 AM  PANEL: “OPEN QUESTION PERIOD”
  MODERATED BY: Mr. Jeffrey P. Parsons, Executive Director, U.S. Army Contracting Command, HQs AMC
  Mr. Bruce B. Berinato, Principal Assistant Responsible for Contracting (PARC), Joint Munitions & Lethality Life Cycle Management Command
  Ms. L. Marlene Cruze, PARC, U.S. Army Aviation and Missile Life Cycle Management Command
  Mr. Edward G. Elgart, PARC, U.S. Army Communications-Electronics Life Cycle Management Command
  Mr. Harry P. Hallock, PARC, U.S. Army Tank-automotive and Armaments Life Cycle Management Command
  Mr. James G. Loehrl, PARC, U.S. Army Sustainment Command
  Mr. Michael Patterson, PARC, U.S. Army Surface Deployment and Distribution Command
  Mr. Steven Bryant, PARC, U.S. Army Research, Development and Engineering Command
  Mr. Bryon Young, Director, U.S. Army Mission and Installation Contracting Command (MICC)
  Ms. Carol Lowman, PARC, MICC

11:40 AM  NEED PERSONNEL? --EXPERIENCED VETERANS AVAILABLE
  Mr. Rodney Borba, Program Manager, Always A Soldier Program, HQ AMC

12:00 PM  LUNCH
THURSDAY, NOVEMBER 13, 2008 CONT.

1:00 PM - 4:00 PM  BUSINESS OPPORTUNITIES FAIR

Representatives of each AMC major subordinate command (Life Cycle Commands and the Army Contracting Command), plus the National Guard; Corps of Engineers; and the Medical Command; will be present to discuss future business opportunities, and to address individual contractor concerns.

1:00 PM - 4:00 PM  BREAKOUT SESSIONS - SPECIAL INTEREST TOPICS:

The following topics will be presented during the afternoon. Presentations will begin at 1:00 p.m., with multiple topics running concurrently, each in a separate room, and repeated. Each session will take about 40 minutes with the time evenly divided for presentation and comments/questions.

PREPARING YOUR PROPOSALS TO WIN MORE CONTRACTS

- Mr. Robert Spitzbarth, Procurement Analyst, Acquisition Center, U.S. Army Tank-Automotive and Armaments Life Cycle Management Command

This breakout session is designed to help Small Businesses compete more effectively under RFPs where award will be made on a Source Selection Trade-off basis. Topics include (a) how to better read and understand the RFP evaluation criteria and basis of award, (b) responding to evaluation criteria involving assessments of Proposal Risk (e.g. Technical Approach) and Performance Risk (Past Performance), (c) when to expect the conduct of Discussions, (d) understanding the Government’s Source Selection decision making process for selecting the winner, and (e) top messages and tips for competing more effectively.

TRANSFORMING TO STATE-OF-THE-ART MANUFACTURING

- Mr. John S. VanKirk, President and CEO, National Center for Defense Manufacturing & Machining (NCDMM)

The NCDMM is a not-for-profit organization established to support organizations of all sizes involved in the U.S. defense industry, by implementing the best manufacturing technology to reduce cost, improve lead-time and enhance quality. Specializing in machining and other techniques for producing fabricated metal and non-metallic parts; the NCDMM can provide support to small businesses in a variety of ways. First, NCDMM training programs inform manufacturing engineers and machine operators of the latest technology and how it can be applied. Second, the annual NCDMM Project Call can provide resources and partial funding for efforts that improve fabrication of military components. Third, small businesses can contract directly with the NCDMM for manufacturing and machining expertise to supplement their own internal manufacturing engineering expertise. Fourth, depending on the capabilities within a small manufacturing business, the NCDMM Manufacturing Liaison may be able to help identify opportunities within the defense industry for small shops to pursue directly.

INDUSTRY PARTNERSHIP OPPORTUNITIES WITH AMC

- Mr. Luis E. Garcia-Baco, Director, Industrial Base Capabilities, Office of the Deputy Chief of Staff for Business Transformation, G-7, HQs AMC

This session will provide information on the Army Materiel Command (AMC) Partnership Program to include defining a partnership, the goal and objectives of the program, examples of current partnerships, and how your firm might participate in the program. AMC has significant industrial capabilities in its depots and manufacturing arsenals, which can be used to supplement work by private sector firms in meeting defense requirements and performing some commercial work. These capabilities include facilities, specialized equipment and tooling, and an available trained workforce. AMC’s goal is to develop mutually beneficial relationships that build on the strengths of each partner and create increased value.

IT BUSINESS OPPORTUNITIES

- Ms. Simone Jackson, Associate Director, Office of Small Business Programs, U.S. Army Contracting Command – Information Technology, E-Commerce and Commercial Contracting Center (ITEC4)

This session will provide an overview of the ITEC4 organization structure and the supplies/services it procures. Contracting opportunities in ITEC4, specifically with Information Technology, E-commerce and Commercial Contracting Center (ITEC4), will be discussed. During the session, Ms. Jackson will also discuss business opportunities and offer suggestions on how to successfully conduct business with ITEC4.

FUTURE COMBAT SYSTEMS – BUSINESS OPPORTUNITIES

- Ms. Audry Musgrove, Lead Small Business Liaison Officer, Future Combat Systems, The Boeing Company

This breakout session will build on and provide more detail than the formal presentation on FCS, Thursday morning. It will enable small businesses to learn more about current and upcoming business
opportunities by talking directly to representatives from firms now engaged in FCS activities. Technology areas of interest include, but are not limited to, Embedded Training Software, Network Intrusion Detection, Advanced Data Mining, Advanced Robotic Controls, and Modeling & Simulation Tools.

SMALL BUSINESS INNOVATIVE RESEARCH (SBIR) OPPORTUNITIES

Mr. Christopher Rinaldi, Program Manager, SBIR, U.S. Army Research, Development and Engineering Command

This session provides attendees with a description of, and the means to, participate in R&D opportunities funded through the two Army programs (SBIR and STTR). With an annual budget of approximately $260M, SBIR funds high impact, dual-use technology projects deemed critical to the Army in ten broad areas of Science and Technology. The overall objectives of SBIR are to stimulate technological innovation, increase small business participation in federal R&D, increase private sector commercialization of technological advances developed with federal R&D, and increase participation by woman-owned and socially and economically disadvantaged small businesses. STTR joins the talents of small businesses and research institutions to quickly move ideas from the laboratory to the marketplace. SBIR and STTR projects are funded in two phases: Phase I (feasibility) lasts about six months with a budget not exceeding $70K for SBIR and $100K for STTR, and Phase II (product development) lasts about two years with a maximum total budget of $750K.

TIPS AND OPPORTUNITIES AVAILABLE FOR SMALL BUSINESSES

Mr. Jim Regan, Executive Director, Procurement Technical Assistance Program, George Mason University

An overview of local and Internet based resources which can help companies more effectively pursue their government business objectives. In addition to how to find local resources and the services available through nationwide programs, such as Small Business Development and Procurement Technical Assistance Centers. The presentation will highlight a number of sites that any company interested in government procurement must have as part of their knowledge base. Many of these, such as GSA's Federal Supply Schedule Virtual University and Federal Procurement Data Base, are extracted from one of the more popular George Mason University's PTAP seminars entitled “Internet for Government Contractors.”

WHAT YOU NEED TO KNOW BEFORE YOU TEAM/PARTNER

Ms. January Dennison, Chief Executive Officer and President, Technology Research Consultants, Inc.

Alliances are formed for a variety of reasons: an increased complexity in the customer base; increased complexity of the channels used to produce products or sell them to customers; lack of knowledge or capabilities in computer applications or operating systems; the desire to achieve a wide choice of options in labor management issues; a desire to minimize investments by shifting them off the balance sheet; the ability to acquire new, dedicated assets such as warehouse facilities or transportation equipment; the need to improve customer performance levels, such as fill order rate or on-time deliveries; a desire to outsource new products or services to minimize/reduce downsize risks; the need to compress the product or service development process to gain competitive advantage; a desire to gain new process or product/service technologies by relying on partner's expertise; the ability to access or enter new markets immediately due to the partner's core competencies, expertise and local knowledge; a desire to shift operations that are difficult to perform or subject to complex administrative work; the ability to release employees from non-core activities so that the firm can concentrate on the activities that it does best; or, the desire to downsize staffs or departments.

This presentation will provide an overview on the process, questions and implementation strategies that can effectively integrate one or more activities, processes or services across companies. Areas of interest will include: Business Reengineering, Partnership Drivers, Partner Selection Methods and Managing a Long Term Partnership.

MARKETING A SERVICE DISABLED VETERAN OWNED SMALL BUSINESS

Ms. Michelle Currier, Associate Director, Office of Small Business Programs, U.S. Army Contracting Command, Enterprise and Installation Operations

This session will provide practical marketing tips on where to find opportunities in the Federal Government for SDVOSB firms. Highlights include: locating Small Business Program Offices in the Department of Defense, knowing the relative advantages of your firm -- how SDVOSB status contributes -- finding the Army requiring activity that has the mission of acquiring what you sell, and how to market your firm's capabilities. This session will also include comments on the importance of remaining current on Federal contracting regulations/procedures, and identifying installations affected by BRAC and how that may help you.
Ballroom A-B:
General Session
Wednesday PM - Thursday PM

Ballroom B:
“SBIR Opportunities”

Fairfax Room:
“Preparing Your Proposals to Win More Contracts”
“IT Business Opportunities”

McLean Room:
“Tips and Opportunities Available for Small Businesses”
“What You Need to Know Before You Team/Partner”

Lunch will be served in Ballroom C
Sully Room:
“FCS - Business Opportunities”

Gunston Hall:
“Marketing a Service Disabled Veteran Owned Small Business”
“Transforming to State-of-the-Art Manufacturing”

Amphitheater:
“Industry Partnership Opportunities with AMC”
“Transforming to State-of-the-Art Manufacturing”
# Breakout Session Schedule

<table>
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<tr>
<th>Topics</th>
<th>Time 1:00 pm - 1:40 pm</th>
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SPEAKER BIOGRAPHIES

GEN BENJAMIN S. GRIFFIN

General Benjamin S. Griffin assumed the duties of Commanding General, U.S. Army Materiel Command on November 5, 2004. Prior to this assignment, he served as the Department of the Army Deputy Chief of Staff, G-8.

General Griffin began his career when he was commissioned as an Infantry officer in July 1970 following graduation from Officer Candidate School, Fort Benning, Georgia. He served two tours at Fort Bragg, North Carolina in the 82nd Airborne Division: in the 1st Battalion (Airborne), 508th Infantry as a rifle platoon leader and company executive officer, and in the 3rd Battalion (Airborne), 325th Infantry as a commander of Company C and a S-3 Air (Operations) officer. General Griffin also worked as a G3 operations officer, Headquarters, 82nd Airborne Division.

General Griffin's overseas assignments included a tour in Korea as a Company Commander and Brigade S-2 in the 2nd Infantry Division. He served two tours in Germany in the 8th Infantry Division as Secretary of the General Staff and Battalion Executive Officer in the 2nd Battalion (Mechanized), 87th Infantry. He was also Commander of the 3rd Battalion, 8th Infantry Regiment.

His later assignments included: Special Assistant to the Chief of Staff of the Army in Washington, D.C., and Commander of the 2nd Brigade, 6th Infantry Division (Light) in Alaska. In August 1994, he served as Executive Officer to the Commanding General, U.S. Army Forces Command, Fort McPherson, Georgia.

Following his assignment in Georgia, General Griffin took command of Joint Task Force 6, Fort Bliss, Texas. He then served as the Assistant Division Commander (Support), 1st Cavalry Division in Fort Hood, Texas.

In July 1997, he became the Director of Force Programs, Office of the Deputy Chief of Staff for Operations and Plans in Washington, D.C. General Griffin returned to Fort Hood from June 1999 to October 2001 to command the 4th Infantry Division.

General Griffin's awards and decorations include the Distinguished Service Medal, the Defense Superior Service Medal, the Legion of Merit (with three Oak Leaf Clusters), the Meritorious Service Medal (with four Oak Leaf Clusters), the Army Commendation Medal (with one Oak Leaf Cluster), the Army Achievement Medal (with one Oak Leaf Cluster), the Presidential Unit Citation Award, the Joint Meritorious Unit Award, the Army Superior Unit Award, the Master Parachutist Badge, the Expert Infantry Badge, and the Army Staff Identification Badge.

General Griffin received a bachelor’s degree in Business Management from Old Dominion University in 1969 and a master’s degree in Business Administration from Mercer University in 1981.

His military education includes the Infantry Officer Advanced Course, Command and General Staff College, and the Industrial College of the Armed Forces at the National Defense University.
**MS. TRACEY L. PINSON**

Ms. Tracey L. Pinson became the Director for Small and Disadvantaged Business Utilization, Office, Secretary of the Army in May 1995. Ms. Pinson advises the Secretary of the Army and the Army Staff on all small business procurement issues and is responsible for the implementation of the Federal acquisition programs designed to assist small businesses, including small disadvantaged businesses and women-owned businesses. She is responsible for the management of the Historically Black Colleges and Universities and Minority Institutions (HBCU/MI) program, and develops policies and initiatives to enhance their participation in Army funded programs. As one of the top females in the Army’s acquisition career field, she is responsible for the integration of small businesses, HBCUs and MIs in acquisition strategies developed at the Army Headquarters. She also provides management and oversight for the Army’s Mentor-Protégé Program.

From 1986 – 1995, Ms. Pinson served as Assistant to the Director, Office of Small and Disadvantaged Business Utilization, Office of the Secretary of Defense. During this time frame she served as the program manager of the DOD Small Disadvantaged Business Program and the HBCU/MI Program. In this capacity she was responsible for developing acquisition policy for the military departments and Defense agencies relative to contracting with small disadvantaged businesses and HBCUs/MIs. She also developed the implementation strategy for the DOD Mentor-Protégé Program resulting in over 250 participants with a budget allocation as high as $120 million. This program has served as the model-mentoring program for all Federal government agencies.

Upon graduation from law school in 1982, Ms. Pinson participated in the Lyndon Baines Johnson Internship Program with the U.S. House of Representatives. She worked in the Congressional office of Representative Augustus Hawkins and was responsible for constituent affairs and legislative analysis. From November 1982 to June 1986, she served as Counsel to the Committee on Small Business, U.S. House of Representatives and Special Counsel to the late Representative Joseph P. Addabbo. In this capacity, she was responsible for drafting legislation and analyzing federal policies and procedures impacting the small and minority business community.

Ms. Pinson was born in Washington, D.C. She received a Bachelor of Science Degree in Political Science from Howard University. She also received a law degree from Georgetown University Law Center. She is a member in good standing of the Maryland Bar Association and the National Contract Management Association. She resides in Silver Spring, Maryland with her husband Darryl Dennis and daughter Maya.

**DR. CHRISTIAN LUNDBLAD**

Christian Lundblad researches empirical asset pricing issues and international finance, with a specialization in emerging market development.

He served as a financial economist at the Federal Reserve Board in Washington, D.C., where he advised the Board of Governors on international financial market developments.

He joined UNC Kenan-Flagler after holding a faculty position at Indiana University.

He received a PhD in financial economics and a master’s degree in economics from Duke University. He earned his BA in economics and English literature with highest honors from Washington University in St. Louis.

**MR. SANTANU K. BARUAH**

Sandy K. Baruah was designated Acting Administrator of the U.S. Small Business Administration on August 15, 2008.

Baruah, who is pending Senate confirmation as SBA Administrator, has served in the Bush Administration since 2001. Prior to SBA, he was the Assistant Secretary for Economic Development at the Department of Commerce, and comes to SBA with a keen
understanding in how to promote local business growth, manage organizational change, and respond to federal disasters.

Baruah helped lead significant accomplishments for EDA, including the agency’s induction into the Balanced Scorecard Hall of Fame, passage of EDA’s Congressional reauthorization, the agency’s inclusion in President Bush’s Executive Order which established the Preserve America Initiative, and achieved the second-highest effectiveness ranking from the White House’s Office Management and Budget.

Prior to joining President Bush’s team at the Commerce Department, he spent seven years with a Portland, Oregon-based corporate management consulting firm. As a business consultant, he worked on engagements with clients such as Walt Disney World, Intel, Key Bank and Citizens Bank.

Sandy Baruah’s previous government service includes work with U.S. Senator Bob Packwood and service to President George H.W. Bush, with positions in the office of the Secretary of Labor and the Secretary of the Interior. Mr. Baruah holds a B.S. from the University of Oregon and earned an M.B.A. from Willamette University

**DR. ROBERT L. WRIGHT**

Dr. Robert L. Wright was born in Columbus, Georgia and received a Degree in Optometry from The College of Optometry at The Ohio State University.

Dimensions International, Inc. (DI) was founded in 1985 by Dr. Wright, who served as Chairman and CEO, then Chairman Emeritus and Senior Advisor until 2007 when the company was sold to Honeywell.

Starting with only three employees, Dr. Wright built DI into a world-class organization with more than 100 offices in 10 countries and over 1500 employees in 16 different time zones. A proven leader, DI provided leading-edge technology to the government and private sector in the fields of logistics support, systems engineering and integration, information management and technology, airspace management, and security engineering and operations. DI provided property management support to the U.S. Army and Marine Corps in the current theater of operations, as well as executed the fielding all Army tactical vehicles worldwide. DI provided depot-level repair and logistics support services for Navy/Marine Corps Aviation Support Equipment at selected CONUS sites. DI acquired Sentel Corporation in 2004, which became a subsidiary of DI. Sentel is an engineering services company. Its key project expertise is in sensor integration; electromagnetic compatibility; mission-critical software development; and nuclear, biological, and chemical defense.

While Chairman and CEO of DI, Dr. Wright was responsible for the overall direction and leadership of the company, including establishing strategy, goals and objectives. He directed the day-to-day operation of the company and his responsibilities included management of the Board of Directors.

Dr. Wright currently serves as Chairman of Flight Explorer (FE), a global flight tracking, information technology and communications solutions provider to the business aviation and traveler community. FE had its roots at DI and soon became known as the premiere real-time flight tracking and management system in the aviation industry.

Dr. Wright was appointed by President Reagan to the position of Associate Administrator for Minority Small Business at the Small Business Administration, where he managed the office of Minority Small Business/Capital Ownership Development to foster business ownership and to promote competitive viability of eligible socially and economically disadvantaged businesses. He managed the 8(a) program; the 7(j) program; and the Capital Ownership Development Program. He frequently interacted with members of Congress and White House personnel in formulating new policies and procedures.

Dr. Wright served three consecutive terms as a member of the Columbus, Georgia City Council.
MR. STEVE MARION

Steve S. Marion is currently serving as Senior Program Director of Supplier Management for Boeing Combat Systems. As a member of the Office of the Program Manager, Marion leads the development and execution of the acquisition and production strategies in the Army’s Future Combat Systems program and other Combat Systems business. Boeing is operating as the Lead Systems Integrator (LSI) for FCS in a firewalled environment, and Marion leads all acquisition activity representing sub-contracts in excess of 12 billion dollars.

Previously, Marion served as Director of Supplier Management and Procurement, Boeing Airplane Services, in Long Beach, California, where he focused on developing and implementing international Supplier Management strategies that supported the new and growing service business in Boeing Commercial Airplane Group. Marion oversaw organizations in Long Beach, Wichita and Puget Sound, which were all critical elements of the businesses.

Marion joined McDonnell Douglas in 1980 and has held increasing levels of responsibility in all aspects of materiel and project management. He has rotated through all west coast divisions of Boeing in various capacities of materiel, and has extensive process knowledge in military, space and commercial.

A graduate of University of Redlands, Marion holds a Bachelor’s degree in Business Administration. He also has earned a Master’s degree in Business from Pepperdine University.

COL JOHN (STEVE) MYERS

COL John S. Myers is the Project Manager for Joint Combat Support Systems.

COL Myers graduated from Marshall University in Huntington, West Virginia with a Bachelors Degree in Communications. He was commissioned as a 2nd Lieutenant in the Signal Corps in 1985. His military education includes the Signal Officer Basic Course, Signal Officer Advanced Course, Combined Arms Services Staff School, Command and General Staff College, Defense Systems Management College, Army Management Staff College, Information Resource Management College, and the Army War College. He has a Masters Degree in Strategic Studies.

COL Myers was stationed in Germany and Korea. He served as a platoon leader, and as a company commander in the 7th Signal Brigade. His acquisition experience began with the Training With Industry (TWI) Program at Rockwell International Corporation. Following TWI he served as the Chief, New Equipment Training Division and as the Chief, Maintenance Engineering Division for the Army Material Command Information Management Center. COL Myers served on the Army Staff with both the Office of the Chief, Army Reserve and the Army G-6 / Chief Information Officer. He served as a Product Manager and as the Chief of Staff in the Program Executive Office for Combat Support & Combat Service Support. Prior to this command assignment COL Myers performed duties as the Project Manager for Future Tactical Systems (Provisional).

Awards and decorations include the Army Meritorious Service Medal with 3 oak leaf clusters, the Army Commendation Medal with 3 oak leaf clusters, the Joint Service Achievement Medal, the Army Achievement Medal with oak leaf cluster, the Army Reserve Component Army Achievement Medal with oak leaf cluster, the National Defense Service Medal with bronze star, the War of Terrorism Service Medal, the Korean Defense Service Medal, the Armed Forces Reserve Medal with silver hour glass, the Army Service Ribbon, and the Overseas Service Ribbon. Additionally, COL Myers wears the Department of the Army Staff Identification and Parachutist badges.

COL Myers married the former Lisa Lynn Cummings of Huntington, WV in 1984. They have one daughter; Brianna.
**MR. THOMAS H. ESSIG**

Thomas W. Essig is the Chief Procurement Officer for the Department of Homeland Security, providing leadership over the department’s $17 billion in annual acquisitions. Mr. Essig is designated as the agency’s Senior Procurement Executive and the lead executive responsible for the management, administration and oversight of the department’s acquisition, strategic sourcing and competitive sourcing programs.

Mr. Essig came to DHS in May 2006 as the Deputy Chief Procurement officer. He transitioned to DHS from the Department of the Navy, where he reported to office of the Assistant Secretary of the Navy for Research, Development and Acquisition and served as the director of the Program Analysis and Business Transformation Division. He was responsible for overseeing analysis and support of contracting and the business aspect of the Department of the Navy’s acquisition and procurement programs. He also managed the development and support of business transformation initiatives within the department.

Mr. Essig began his federal career in 1976 when he entered the Navy’s Contracting Intern Development Program and was assigned to Naval Sea Systems Command (NAVSEA) as a contract specialist, supporting various Naval weapon systems programs. He was selected as a member of the Senior Executive Service in 1995 and served as the Director of the Surface Systems Contracts Division of NAVSEA. He has also held positions as the Executive Director of the U.S. Navy Office of Special Projects and Director of the Navy Engineering Logistics Office.

Mr. Essig earned a bachelor’s degree from the University of Maryland in 1976 and graduated, with distinction, from the Industrial College of the Armed Forces in 1991. He also graduated from the Advanced Program Management Course at the Defense Systems Management College and is certified at career level III in both program management and contracting. He is a 1997 recipient of Vice President Gore’s Hammer Award, a 1999 recipient of the Navy Superior Civilian Service Award, a 2004 recipient of the Secretary of the Navy’s Distinguished Civilian Service Award, and a 2008 recipient of a Presidential Meritorious Rank Award.

**MR. JEFFREY P. PARSONS**

Mr. Jeffrey P. Parsons is the Executive Director of the U.S. Army Contracting Command, a new major subordinate command of the U.S. Army Materiel Command (AMC). The Army Contracting Command provides global contracting support to the operational Army across the full spectrum of military operations and in garrison. Mr. Parsons commands over 5,500 military and civilian personnel worldwide, who award and manage over 270,000 contractual actions valued at more than $80 billion per fiscal year. He exercises command and procurement authority over two subordinate commands, the Installation Contracting Command and the Expeditionary Contracting Command, and also leads the AMC Acquisition Centers which support AMC’s other major subordinate commands and Life Cycle Management Commands. Mr. Parsons was appointed to the Senior Executive Service on December 15, 2003.

Prior to assuming his current position, Mr. Parsons served as the Director of Contracting, Office of Command Contracting, Headquarters, AMC, Fort Belvoir, Virginia. Responsibilities from the Office of Command Contracting transitioned into the Army Contracting Command. Mr. Parsons continues to serve as the Principal Advisor to the Commanding General of AMC and his staff on all contracting matters and as the AMC Career Program Manager for the Contracting and Acquisition Career Program, with responsibility for the recruitment, training, education, and professional development of the civilian and military contracting professionals who are part of the acquisition workforce.

Prior to his appointment to the Senior Executive Service, Mr. Parsons was the Director of Contracting, Headquarters, U.S. Air Force Materiel Command, Wright-Patterson Air Force Base, Ohio, where he retired from active duty as an Air Force Colonel after 26 years of service. He was responsible for developing and implementing contracting policies and processes to annually acquire $34 billion in research and development, production, test, and logistics support for Air Force weapon systems. He was directly responsible for the training, organizing, and equipping of more than 3,000 contracting professionals.

Mr. Parsons’ contracting career began in 1977 as a base procurement officer supporting the 90th Strategic Missile Wing at F. E.
Warren Air Force Base, Wyoming. He held a variety of positions as a contracting officer with a wide range of experience touching on all aspects of systems, logistics, and operational contracting. He was the Director of Contracting for a multi-billion dollar classified satellite program operated by the National Reconnaissance Office and served twice as a plant commander in the Defense Contract Management Agency. Mr. Parsons also held several key staff positions at Headquarters, U.S. Air Force, the Air Force Secretariat, and with the Office of the Secretary of Defense, in which he was responsible for the development, implementation, and management of integrated, coordinated, and uniform policies and programs to govern DoD procurement worldwide.

Mr. Parsons received his bachelor's degree in Psychology from St. Joseph's University, Philadelphia, Pennsylvania, and holds two masters degrees – one in Administration with a concentration in Procurement and Contracting from George Washington University, Washington, D.C., and the other in National Resource Strategy from the National Defense University. He is a graduate of the Industrial College of the Armed Forces and the Defense Systems Management College Executive Program Management Course. Mr. Parsons holds the Acquisition Professional Development Program’s highest certifications in contracting and program management. He also is a Certified Professional Contracts Manager, National Contract Management Association.

**MR. BRUCE BERINATO**

Mr. Berinato is the Principal Assistant for Contracting (PARC) for the Joint Munitions and Lethality Life Cycle Management Command and is also the Director of the Army Contracting Command, Joint Munitions and Lethality Contracting Center headquartered at Picatinny Arsenal, NJ. He is a native of New Jersey and holds a Masters of Business Administration (MBA) Degree from Fairleigh Dickinson University, Madison N.J.

Mr. Berinato began his Government career in 1977 as a Defense Logistics Agency Intern. He joined the Procurement Directorate at Picatinny, then HQ ARADCOM in 1981. Since that time he has served Army Contracting in various positions of increasing responsibilities culminating in his appointment in 2002 as the Director of the Acquisition Center.

From 1986 through 1991, Mr. Berinato was assigned as Contracting Officer supporting a NATO Cooperative Research and Development Program (NATO Project Group 22). In this capacity, Mr. Berinato served as Senior United States Contracting Delegate to, and International Chairman of, NATO Project Group 22 Contract Working Group based in Brussels, Belgium and was responsible for overseeing development and award of competitively placed contracts with International Consortia comprised of Industrial Organizations from the 8 NATO nations participating in Project Group 22.

As a result of his leadership as International Contracting Chairman under the NATO APGM Program, he successfully awarded the first set of U.S. Army Contracts to operate under 8 different sets of national laws and procedures and utilized multi-national commercial banking arrangements to allow international payments to be accomplished outside the US Treasury system. Mr. Berinato also developed the concept of National Contracting representatives, which allowed Contracting Officer authorities to be operational within the borders of each Participant nation. These concepts were utilized as benchmarks and ultimately adopted for use by subsequent NATO cooperative programs. For these achievements, Mr. Berinato received the Henry Knox Secretary of the Army Award for Individual Outstanding Achievement in Material Acquisition.

Mr. Berinato is a member of the Army Acquisition Corps and has received many honors and decorations in addition to the Henry Knox award mentioned above, including the Department of the Army Meritorious Civilian Service Award and the Department of the Army Achievement Medal for Civilian Service. He is DAWIA certified Level III in contracting and Level II in Program Management, and is a graduate of the Leadership for a Democratic Society Program conducted at the Federal Executive Institute, Charlottesville VA.
MS. L. MARLENE CRUZE

Ms. Cruze is currently the Executive Director of the U.S. Army Aviation and Missile Command Acquisition Center (AMCOM AC) managing 600 contracting personnel with annual obligations exceeding $12 billion and $100 billion of active contracts. The AMCOM AC acquires aircraft and missiles along with their research, development, engineering, total logistical support, and the base operations contracting for Redstone Arsenal, Alabama.

Previously, Ms. Cruze held positions with U.S. Army Communications and Electronics Command (CECOM) and the U.S. Navy, Naval Sea Systems Command (NAVSEA) and Naval Air Systems Command (NAVAIR). As the CECOM Associate Director for Contract Operations, Ms. Cruze managed the acquisition personnel at Vint Hill Farms Station and Fort Belvoir Research and Development Center in Virginia. In this capacity, Ms. Cruze provided direction for the execution of Army, joint agency electronic warfare, satellite communications, and other intelligence gathering agencies.

When Ms. Cruze worked for the NAVSEA in Washington, DC, she managed the contracting officers for the Navy’s largest acquisitions, i.e., the construction of nuclear powered ships to include U.S. NIMITZ class aircraft carriers, TRIDENT submarines, LOS ANGELES nuclear class submarines, the Navy’s battleship reactivation program, and public-private competition for the overhaul of nuclear submarines and overhaul of aircraft carriers. Ms. Cruze was the Navy’s contracting officer for acquisition planning and execution of the new class submarine SEAWOLF Program. She has negotiated and awarded many multi-billion dollar contracts for Navy ships supr and Navy aircraft at NAVAIR in Washington, DC, i.e., OV-10 Broncos, T-2 training jets, KFIR aircraft manufactured by the Israeli Aircraft Corporation, the E-6A aircraft, prototype AH-1 COBRA, SH-60B LAMPS MK III, CV-HELO (SH-60F), and TH-57 training helicopters. Ms. Cruze was a Presidential Management Intern from 1982 through 1984.

Ms. Cruze has held offices in the Federal Executive Women’s Association and the National Contract Management Association. Additionally, she plays Dobro (resophonic guitar), pedal steel and Hawaiian style guitars; and is a charter member of the Virginia Bluegrass Association, owns and shows Tennessee Walking Horses and Peruvian Paso Horses. Ms. Cruze is a native of Thomasville, Georgia. She received her Baccalaureate Degree from Auburn University and her Master’s Degree from Georgia College. She has been a member of the Senior Executive Service since 1995.

MR. EDWARD G. ELGART

Edward G. Elgart is the Director of the Acquisition Center, U.S. Army Communications-Electronics Life Cycle Management Command (C-E LCMC) with locations at Fort Monmouth, New Jersey, Fort Huachuca, Arizona, and Alexandria, Virginia. He also serves as the Principal Assistant Responsible for Contracting for that activity, Tobyhanna Army Depot and the Technical Application Office (TAO). He is responsible for the acquisition and support of Army and joint command, control, communications, computers, intelligence, surveillance, and reconnaissance systems, estimated in excess of $14 billion annually. Twice during his tenure, Mr. Elgart has served as the Acting Deputy Assistant Secretary of the Army for Procurement from August 2000 - January 2002 and May 1997 - May 1998. In that capacity, he was responsible for oversight and policy for all Army procurements, acquisition excellence and reform, and advocacy for the industrial base, as well as the proponent for the Army contracting career field. He completely revised Army procurement regulations and source selection policies during that assignment. Additionally, in partnership with the user community, he helped define doctrine for contractors on the battlefield. He also acted as the Army’s Competition Advocate General during that time. Mr. Elgart was instrumental in directing resources to reconstitute Army procurement operations in the Pentagon following the September 11, 2001 attack.

From 1985-1989, Mr. Elgart served in a variety of management positions with the Defense Logistics Agency, first at DCASPRO Teledyne CAE, then at DCASMA Detroit, and culminating as the Director of Contract Management for Defense Contract Administration Services Region Chicago. In that position, he was responsible for the administration of 18,000 defense contracts valued in excess of $19 billion.
Mr. Elgart began his career in government service in 1976 as a Contract Specialist intern. As a Contracting Officer he was responsible for the negotiation and award of the $4.3 billion contract for the Mobile Subscriber Equipment battlefield communications system.

Mr. Elgart entered the Senior Executive Service in June 1989, and has twice been a recipient of the Presidential Meritorious Executive Rank Award (in 1996 and 2002). He is a Fellow of the National Contract Management Association and a previous Fort Monmouth Chapter President and Executive Director. He was appointed to the National Board of Advisors in 2005. His awards and decorations include the Decoration for Exceptional Civilian Service, two Meritorious Civilian Service awards, the Honorable Order of Saint Barbara, the Signal Corps Regimental Association Bronze Order of Mercury and the Army Staff Identification Badge. He was the first recipient of the Acquisition Career Management Advocate of the Year award and was presented with the Secretary of the Army Professionalism in Contracting Award (Civilian) in 2000. He is Level III Certified in Contracting and in Program Management Oversight.

Mr. Elgart holds membership in numerous professional associations and is a member of the Army Acquisition Corps and the American Mensa Society. He has published numerous articles on the field of Government contracting and has taught graduate courses in that field at Farleigh Dickinson University. In 2004, he was named a Distinguished Alumni by Brookdale Community College.

Mr. Elgart is a graduate of the Federal Executive Institute and the Command and General Staff Officer Course. He is also a graduate of the Brookings Institute-University of North Carolina Leadership 2000 program, The Aspen Institute Executive Seminar and the Center for Creative Leadership. He has a Bachelor’s Degree in Biology from Kean University and a Masters Degree in Business Administration from Fairleigh Dickinson University.

He is married to the former Mary Ellen Reed of Deal, New Jersey. They have two children, Lindsay (LTJG, USNR), a graduate of the U.S. Merchant Marine Academy, and Stephen, a College student.

MR. HARRY HALLOCK

Harry moved to Michigan in 1980, shortly after obtaining his undergraduate degree, and began his Army contracting career as an Army Materiel Command (AMC) Contract Specialist Intern assigned to the Tank-automotive & Armaments Command (TACOM) Procurement & Production Directorate, where he has performed various contracting and acquisition functions. He has contracting and systems acquisition experience with both Tactical and Combat systems managed by TACOM, the Program Executive Office (PEO) for Ground Combat Systems, and the PEO for Combat Support & Combat Service Support Systems. These include his role as Procuring Contracting Officer (PCO) for Five Ton Truck Programs, Heavy Tactical Truck Programs, Trailer Programs, the Bradley Fighting Vehicle System (BFVS) and M113 Programs; and Contracting Group Leader for Combat and Commercial Vehicles, to include the BFVS, and various Material Handling Equipment (MHE) and Commercial Construction Equipment (CCE). As Associate Director for the Heavy Combat Commodity Business Unit, he oversaw contracting and logistics support efforts for the M1 Abrams Tank program and related heavy combat vehicle systems. Prior to becoming the Director, he was the Associate Director for Operations and served as Chief of the R&D and Installation Support Contracting Division, which included oversight of contract execution and administration for the $21B System Design and Development (SDD) phase of the Army’s Future Combat Systems (FCS) program.

He holds a Bachelor of Science degree in Business Administration from the University of Delaware, Newark, DE (1979), and a Master of Science degree in Program Management from the Naval Postgraduate School, Monterey, CA (2001). He is level III certified in his primary career field of Contracting, as well as Program Management and Logistics. He is level II certified in Test & Evaluation.

Since November 2002, he also serves as the Acquisition Support Center’s Acquisition Career Management Advocate (ACMA) for the Acquisition and Technology Workforce in Warren, Michigan, and the entire North Central region, which includes Ohio,
Indiana, and Kentucky.

He is the recipient of the Department of the Army Achievement Medal for Civilian Service (1991) and the Department of the Army Commander’s Award for Public Service (1997).

His permanent residence is in Sterling Heights, Michigan.

**MR. JAMES G. LOEHR**

Mr. James G. Loehrl serves as Director and Principal Assistant Responsible for Contracting (PARC) for the US Army Contracting Command’s Rock Island Contracting Center (RICC). As such, he serves as the Center’s senior civilian procurement and production authority, supporting the acquisition requirements of both the U.S. Army Sustainment Command (ASC) and the Joint Munitions & Lethality Life Cycle Management Command (JM&L-LCMC) – Rock Island. In this position, he advises the Commanding Generals of both Commands on the total acquisition process, including policy development, compliance and review, contract pricing, contract management, and associated support. As PARC, Mr. Loehrl is responsible for staff supervision and management of major contracting areas such as Chemical Demilitarization, Ammunition and Installation, the Logistics Civil Augmentation Program (LOGCAP), Army Prepositioned Stocks (APS), and the Contract Support Staff. Mr. Loehrl has oversight of about 260 contracting personnel and more than $80 billion worth of contracts.

**MR. MICHAEL PATTERSON**

He grew up as the child of a Naval Officer, graduated from the University of Houston in 1990 with a Bachelor of Arts, received a Master of Public Administration from Indiana University. He also received a Master’s Certificate in Government Contract Management from George Washington University in 2007.

Mr. Patterson entered Federal Civil Service in 1992 as a contract specialist with the Navy Regional Contracting Center, Washington, DC. He completed overseas assignments with the Navy Regional Contracting Center, Navy Engineering Field Activity Mediterranean in Bahrain and Maddlana, Italy from 1996 to 1998. From 1998 to 2000 he served as the supervisory contracting officer for the US Navy Engineering Field Activity Mediterranean, Bahrain. From 2000 to 2003 he served as a contracting officer for the National Imagery and Mapping Agency. His most recent assignment was 4 years as a procurement analyst with USTRANSCOM at Scott AFB.

Mr. Patterson is also a Major in the US Army Reserves currently serving as a contracting staff officer with the Defense Contract Management Agency, St. Louis. He enlisted in the Army National Guard while in High School. MAJ Patterson has served on two temporary tours of active duty as a contracting officer in support of the Global War on Terrorism. In 2003 he backfilled a CONUS position and in 2004 he deployed as a contingency contracting officer.

Mr. Patterson is Level III Certified in Contracting and is a member of the Army Acquisition Corps. Additionally, he is Level II Certified in Program Management by the Army Acquisition Corps.

Mr. Patterson is married to Ms. Cinnamon Patterson, from Bloomington, Illinois. They met and were married in Bahrain. They have two children, Sarah, age 8, and Mark, age 5.

**MR. STEVEN BRYANT**

Mr. Bryant currently serves as the Acting Director, of the US Army Research Development and Engineering Command Contracting Center. The organization is headquartered at Aberdeen Proving Ground with various contracting offices throughout the country.

Mr. Bryant additionally serves as Director of Business Management for the PARC Office, heads up the Competition Management
Program, and serves as the Special Competition Advocate and Ombudsman for the Aberdeen and Edgewood areas of the RDECOM Contracting Center.

Having worked for the Department of the Army for 23 years, Mr. Bryant has spent all of his time in the procurement arena, progressing from Contract Specialist to Procurement Analyst to Chief of Policy to his current position as Deputy Director of the US Army Research Development and Engineering Command Contracting Center.

Mr. Bryant has a B.A. degree from Towson University and an M.B.A. from Loyola College of Baltimore. He is Level III certified in Contracting and Acquisition.

He lives in Bel Air, Maryland, with his wife Cathie, his daughter Alexandra, and his son Austin.

**MR. BRYON YOUNG**

Bryon Young was appointed Director, Mission and Installation Contracting Command in March of 2008. In this capacity, he is responsible for providing contracting support to US Army IMCOM for Base Operations, for mission support to TRADOC, FORSCOM, ATEC, and MDW. Additionally, he is responsible for the procurement of all common use information technology hardware, software and services. This includes direct procurement support for the Army’s Network Enterprise Command (NETCOM), the Program Executive Officer Enterprise Information Systems (PEO EIS) and the Army CIO/G6.

Prior to his current appointment he served as the Director of the Army Contracting Agency. Mr. Young served in the United States Army for 27 years retiring in January 2003. He graduated from the University of Delaware (with high honors) in 1976 and subsequently earned a Master of Science in Business Administration from Boston University. Mr. Young is dual-certified at Level III in the Army Acquisition Corps for Contracting and Program Management. His professional education and training includes the Defense Systems Management College – Program Manager’s Course and Executive Program Manager’s Course, the U.S. Army War College and the U.S. Army Command and General Staff College.

Mr. Young’s previous key acquisition assignments include; Director, Army Contracting Agency; Director, Information Technology, E-Commerce and Commercial Contracting Center; Deputy Director, Army Contracting Agency, Director for Contracting, Assistant Secretary of the Army-Acquisition, Logistics and Technology; Commander, DCMA Raytheon; Commander, DCMA Milwaukee; Chief Procurement Division, DPSC-Europe; and Procurement Team Chief, U.S. Army Missile Command.

Prior to being assigned to the Army Acquisition Corps Mr. Young served for 13 years as an Air Defense Officer in Army operational assignments primarily in the XVIII ABN Corps, 101st Airborne Div (Air Assault), 32nd Army Air Defense Command, and as an ROTC instructor at Princeton University.

He is married to the former Mary Rives of Wilmington Delaware. They have 2 children, William who is a commissioned officer in the U.S. Army and Daniel who works in New York City.

**MS. CAROL LOWMAN**

Ms. Carol Lowman was appointed to the Senior Executive Service in March 2005 and is currently serving as the Director and Principal Assistant for Contracting, Enterprise and Installation Operations. In her position Ms. Lowman oversees the activities of all Directorates of Contracting in the Continental United States, which involves the award of approximately $8.5 billion a year in new acquisitions for Army and other Department of Defense and Federal organizations.

She manages over 1200 military and civilian personnel located at approximately 40 locations. The Directorates of Contracting at the installations are engaged in the performance of acquisition planning; market research; contract pricing; procurement; contract administration and management; and associated support programs, ensuring the timely accomplishment of assigned missions to meet the unique and special needs of the Army.
MR. RODNEY BORBA

Enlisted in the Army August 2001 as a Human Resource Specialist, Borba’s first assignment was with 1-37 AR, 1BDE, 1AD Friedberg Germany. May 10, 2003 his unit deployed to Baghdad, Iraq in support of Operation Iraqi Freedom 1 for 14 months. He re-deployed July 2004 and was assigned to the Office of the Assistant Secretary of the Army (Acquisition, Logistics & Technology) as a Human Resource Sergeant and enlisted aide to the Assistant Secretary Claude M. Bolton, Jr. until October 8, 2007 when he separated from Active Duty.

August 6, 2007 Borba started working for the Missile Defense Agency in Arlington VA as an Analyst supporting the Deputy Acquisition Program Element Manager. Borba left in April 2008 to assist a sick relative recovering from cancer.

August 18, 2008 Borba became the Always A Soldier Program Manager for Army Materiel Command supporting the Command Sergeant Major and Commanding General’s initiative to provide a continuity of support to Veterans separating from the military because of injuries they incurred on the battlefield. The program honors their willingness to serve out of the uniform by helping them find opportunities to serve as Department of the Army Civilians working for Army Materiel command and Major Subordinate Commands.

Borba’s military awards include the Meritorious Service Medal, Army Commendation Medal, Army Achievement Medal, Iraqi Campaign Medal and the Combat Action Badge.

Rodney lives with his wife Jodie Borba, and children Kayla and Kyle.

MR. ROBERT SPITZBARTH

Mr. Spitzbarth began his career with the Department of the Army in 1979 as a Contract Specialist at the Tank Automotive Readiness Command in Warren Michigan where, from 1986 to 1994, he served as Contracting Officer or SSEB Deputy Chairman on numerous Source Selections.

In 1994, he was assigned to the newly established System Acquisition Assistance Office (SAAO), within the TACOM Acquisition Center. The SAAO was formed primarily as a service organization to assist Program Managers, PCOs, Source Selection Evaluation Boards and Source Selection Authorities in the planning and execution of Source Selections. While in the SAAO, Mr. Spitzbarth also served as an SSEB Chair/Deputy Chair on a number of acquisitions, including the joint United States/United Kingdom Future Scout and Cavalry System.

Mr. Spitzbarth was the TACOM representative on the Army Materiel Command’s Past Performance IPT at its inception in 1989, and also represented the Department of the Army on the Department of Defense’s 1997 IPT to develop an execution strategy for DoD implementation of FAR Part 42 requirements to collect and maintain “Contractor Performance Information”. Since 2005, he has also served on the Army’s “Think Tank” team updating the Army Source Selection Manual.

During the period 1999-2000, Mr. Spitzbarth participated nearly full time on the acquisition of the Army’s Stryker Interim Armored Vehicles. In this role, he was directly involved in the development of the acquisition strategy and evaluation criteria, evaluation of proposals, and preparation of the Source Selection decision documentation during selection phase of the acquisition. Subsequently, Mr. Spitzbarth participated extensively in a series of Army-wide Source Selections including the Aberdeen Proving Grounds A-76, Restore Iraq Oil (RIO), the USAREUR Support Services, and full time assignment to the Department of Army’s Orchestration & Coordination Committee (OCC) responsible for managing the Source Selection award of 10 contracts for the Reconstruction of Iraq’s basic public services infrastructure.

Mr. Spitzbarth is currently assigned to the TACOM LCMC Contracting Center, where he continues to serve in the Acquisition Assistance Office. Mr. Spitzbarth is a 1979 graduate of the University of Michigan with a Bachelors Degree in History.
MR. JOHN S. VANKIRK

In July 2006 Mr. John S. VanKirk was appointed President and Executive Director of the National Center for Defense Manufacturing and Machining (NCDMM). The NCDMM is a not-for-profit 501(c)3 company whose mission is to proactively engage with all branches of the U.S. military and its supply base to control cost and improve productivity of manufactured parts and assemblies.

Prior to joining the NCDMM, Mr. VanKirk held numerous positions over a 24-year career with within Kennametal Inc. The latest as Director, New Business Development, which involved mergers and acquisitions. Prior to this position, Mr. VanKirk served as the interim Chief Technology Officer, responsible for the global planning and coordination of new product and process development. He received a BS degree in mechanical engineering and mathematics from Grove City College, and a MS degree in mechanical engineering from Stanford University.

Mr. VanKirk holds numerous patents for various material compositions, as well as tool holder designs and is active in various national organizations, currently serving as Vice Chair of the National Defense Industrial Association’s (NDIA) Manufacturing Division. He also serves on the Board of Directors for the Doyle Center in Pittsburgh Pennsylvania, the Westmoreland-Fayette County Workforce Investment Board and the Economic Growth Connection of Westmoreland County. He has served on the Board of Directors for the National Center for Defense Manufacturing and Machining, the Manufacturing Engineering Advisory Board of Worcester Polytechnic Institute, the Board of the Refractory Metals Association, and the Technology Issues Committee of the Association for Manufacturing Technology.

MR. LUIS E. GARCIA-BACO

Mr. Luis E. Garcia-Baco is the Director for Industrial Base Capabilities at the Office of the Deputy Chief of Staff for Business Transformation, G-4/7/9, HQ, Army Materiel Command (AMC). He manages AMC’s Partnership Program, AMC’s Industrial Base Program, and Army’s Standardization Program.

Previously, he served as Deputy Chief at the Industrial Interface and Production Management Division, HQ AMC. Subsequently, he organized HQ AMC’s Industrial Base Capabilities Division. Previously, he was at HQ DA and responsible for Space-based systems such as the Global Positioning System and Direct Communications Link which provides communications between the United States and Moscow.

Mr. Garcia-Baco completed graduate studies in Engineering Administration from George Washington University, and undergraduate studies in Chemical Engineering from the School of Engineering of the University of Puerto Rico, Mayaguez, Puerto Rico. He is a graduate of OPM’s Leadership for a Democratic Society Program and DoD’s Program Management Course, among other courses. He holds Level III Acquisition Certificates in Program Management and Systems Planning, Research, Development and Engineering.

Mr. Garcia-Baco is married to the former Miss. Sonia Batiz-Ortiz from Yauco, Puerto Rico. They have two children, Eduardo Luis and Nadya Cristina, 27 and 25 years old, respectively.

MS. SIMONE JACKSON

Simone Jackson is the Associate Director for the Office of Small Business Programs (OSBP) at the U.S. Army Contracting Command (ACC), Information Technology, E-Commerce, and Commercial Contracting Center (ITEC4). She is the principal advisor to ITEC4 on all matters related to the OSBP. ITEC4’s procurements generally result in multi-million dollar; multiple award master contracts of IT related services and hardware for use by all Army customers. Ms. Jackson participates in developing acquisition strategies that are favorable to small businesses.

Ms. Jackson has 19 years of federal experience. She is an Army veteran and an Army Materiel Command Intern. Her involvement
in contracting encompasses a wide range of functions including acquisition strategy development, pre-award planning, solicitation development, the source selection and evaluation process, contract formation and administration. She has had contracting assignments as a Contracting Officer at the former CECOM, DFAS, Dept of Justice, and ITEC4.

Ms. Jackson has a BS degree in Business Administration. She is Level III certified in Contracting, Level I certified in Program Management, and a member of the Army Acquisition Corps. She has also received numerous performance awards during her career in federal service. She is originally from Illinois and currently resides in Upper Marlboro, Maryland.

**MS. AUDRY MUSGROVE**

Audry Musgrove is the Supplier Diversity Program Manager on the Boeing Future Combat Systems (FCS) Program in Huntington Beach, California. In this position Audry develops and implements unique strategies to augment the utilization of small and diverse business concerns as identified by the FCS Program. Additionally, she oversees the supplier diversity performance efforts and reporting for the FCS One-Team Partners, which includes 27 major subcontractors. Audry is the FCS prime interface with the Army Small Business office on all matters regarding Supplier Diversity.

**MR. CHRISTOPHER RINALDI**

Mr. Rinaldi is currently the Program Manager for the Army Small Business Innovation Research (SBIR) Program. He directs, manages and is source selection authority for an approximately $300M annual research program designed to provide small high-tech businesses the opportunity to propose innovative research and development solutions to critical Army needs.

From 2006 to 2008 Mr. Rinaldi served as the Director for Plans and Programs of the U.S. Army Research, Development and Engineering Command (RDECOM). He provided leadership, guidance and supervision to a headquarters staff that integrates Army technology and budget processes valued at approximately $2.2B annual. The processes include the Army Science and Technology Working Group (ASTWG), Small Business Innovation Research (SBIR), Manufacturing Technology (ManTech) and Special Access Programs (SAP).

From 2003 to 2005 Mr. Rinaldi served as the Deputy G-3 for Strategic Operations, Headquarters U.S. Army Materiel Command (AMC). He provided leadership, guidance and supervision to a staff of approximately 100 headquarters personnel that performed strategic planning in technology, acquisition and logistics for the command.

From 2001 to 2003 Mr. Rinaldi served as the Chief, of the Joint Technology Integration division of the then newly formed US Army RDECOM. He pioneered a new management paradigm to integrate Science and Technology initiatives across multiple Army laboratories, Industry and Academy. Integration required extensive collaboration in broad mission areas including armament and vehicles, communications, electronics and sensors, rotary wing vehicles and missiles, soldier, biological and chemical systems, training and simulation, and basic research.

From 1999 to 2001 Mr. Rinaldi served as the Director for Engineering of the TACOM-ARDEC Close Combat Armament Center (CCAC), Picatinny Arsenal NJ. He managed the engineering workforce for development, production and field support weapon systems from small arms to large caliber munitions. The CCAC workforce included 450 Scientists and Engineers and 150 technical support staff totaling 600 with an annual operating budget of over $100M/yr.

From 1995 to 1999 Mr. Rinaldi served as an Armament Technology Liaison Officer in the Office of the Deputy Assistant Secretary of the Army for Research and Technology, Pentagon, Washington DC. He provided technical and policy recommendations in a high profile, deadline-oriented environment for strategic focus, policy, planning, programming, integration and justification of a $100M/year advanced Armament research and technology budget. His recommendations required a broad expertise spanning a variety of missions and technical disciplines including weapons, munitions, fire control, mines, propellants, explosives, warheads, pollution prevention, physics, mechanical and electrical engineering, chemistry, optics and aero-ballistics.
From 1990 to 1995 Mr. Rinaldi served as Chief Engineer in the development of the Army Self-Propelled howitzer Crusader cannon system. The Crusader program was terminated by the Secretary of Defense for broad DOD strategic reasons but not before numerous prototypes had been successfully built and test fired. Mr. Rinaldi directed analytical and experimental programs to exploit innovation and advance state-of-the-art technologies into the weapon system. He is the inventor and patent holder of an innovative cannon thermal cooling system enabling unlimited rate-of-fire.

From 1981-1990 Mr. Rinaldi served as a Senior Development/Design Engineer for cannon systems at Benet Laboratories, Watervliet Arsenal NY. He designed and fabricated advanced prototype Tank, Artillery, Mortar and Recoilless Rifle Weapon Systems.

Mr. Rinaldi has received numerous honors and awards for his professional accomplishments including the Secretary of Defense Team Excellence Award, the US Army Research, Development and Engineering Award, and the US Army Acquisition Streamlining Excellence Award. He authored numerous publications in product development of weapon systems and holds multiple patents.

Mr. Rinaldi has a Bachelor of Science in Mechanical Engineering from Manhattan College and a Master of Science in Engineering Management from Rensselaer Polytechnic Institute. He is also a licensed Professional Engineer (PE).

Mr. Rinaldi lives with his two children, Kate and Peter, in Arlington VA.

**MR. JIM REGAN**

Jim Regan, Director of the Virginia Procurement Technical Assistance Program, at the George Mason University School of Public Policy Mason Enterprise Center, has over 25 years of experience in commercial and government business development and management with both small and large corporations. As PTAP Director he applies these qualifications in assisting businesses in pursuit of their government business objectives.

Mr. Regan possesses in depth experience in corporate strategic and tactical planning, and plan execution to achieve objectives. His activities in systems integration and services business development have developed broad knowledge of the government acquisition process and organizations in both the Federal and vendor community.

Prior to joining George Mason University’s PTAP, Jim held senior business development management positions in Unisys, CSC and IBM in the Washington area. He also served as Senior Vice President of Corporate Development with American Coastal Industries, a diversified small business involved in manufacturing and systems integration. These positions have provided in depth experience in a variety of functional business areas including subcontractor and program management, systems engineering and business development.

Mr. Regan graduated from the U.S. Naval Academy and the U.S. Naval Postgraduate School at Monterey, California, where he earned his MS in Computer Systems Management. He spent a number of years on active duty as a naval aviator and retired from the Naval Reserve with the rank of Captain. In addition to carrier aviation, he flew as an international pilot with Pan American Airways on overseas routes.

**MS. JANUARY DENNISON**

January Dennison, Chief Executive Officer and President of Technology Research Consultants, Inc. (TRC), brings a robust resume of Business Management, Engineering, Manufacturing, Sourcing and Business Development expertise. Mrs. Dennison is a recognized business strategist throughout Department of Defense, Veterans Administration and Early Childcare Industries. Most recently, Mrs. Dennison has been responsible for planning, facilitating and launching three TRC Strategic Business Unit (SBU) Profit Centers: TRC Manufacturing & Integration SBU, TRC National Cemetery Administration (NCA) Management SBU and The Land of Pozee Playzle Early Learning Preschool SBU. These business initiatives, while diverse in concept, integrate
the TRC Value System into market segments that provide an Industry-wide infrastructure ensuring the safety and protection of this Nation. TRC M&I SBU has well over 6000+ avionic modernization solutions flying on board Blackhawk, Chinook and Kiowa Rotary platforms supporting the United States Armed Forces. TRC NCA SBU takes great pride in managing and maintaining the gravesites of over 100,000 fallen Armed Service Veterans throughout the Southern Region. TRC Pozee Playzle SBU has established magical early learning child care centers in which educators are provided high wage/benefit packages while in tandem providing all children a hands on learning experience like no other in this Nation. TRC has been sited as a nationwide example of Early Learning Care Management and will be showcased at the upcoming 2008 National Conference. TRC is a 2005 and 2008 Best Places to Work awardee. Mrs. Dennison was awarded the 2006 Small Business Administration Florida Small Business Person of the Year and is currently a 2008 Small Business Administration Florida Person of the Year finalist. TRC annual revenues exceed $15M.

MS. MICHELLE CURRIER

Ms. Currier serves as the Associate Director for the Office of Small Business Programs (OSBP) at the U.S. Army Contracting Command, Enterprise and Installations Operations (E&I Operations). She is the principle advisor to E&I Operations on all matters related to the OSBP to include six Centers and twenty-three installations.

Ms. Currier served as the Associate Director, Office of Small Business Programs, ACA NRHQ’s from 2006-2008. She directed a robust program that coveted many small business awards including recognition of sixteen Installations by the Center for Veterans Enterprise.

From 2003-2006, Ms. Currier served as Director for Marketing and Outreach at ACA HQ’s. Ms. Currier developed and implemented an agency-wide comprehensive outreach and branding strategy to secure “brand name” recognition of the ACA. She was responsible for conducting events in Europe and throughout the Continental United States including the Association of the United States Army (AUSA); Javits-Wagner-ODay (JWOD) Program events; Installation Management Agency (IMA) conferences and a myriad of Small and Disadvantaged Business events.

Miss Currier has over 30 years experience working in the contracting field. Her contract experience has included assignments as Director of Contracting, Procurement Analyst, and Contract Specialist for the U.S. Navy including assignments at the Naval Research Laboratory, Office of Naval Research, and Naval Center for Space Technology, Military Sealift Command and Naval Sea Systems.

As the National President of NCMA, she managed a budget in excess of $5 million dollars and a support staff of more than 200 salaried employees and volunteers on a daily basis. Miss Currier has extensive experience directing and managing a large and diverse workforce of over 21,000 personnel including procurement professionals, acquisition specialists and administrative personnel.

Ms. Currier was born in Melrose, MA. In 1981, she graduated from American University with a Bachelor’s Degree in Business and in 1983 earned a Master’s Degree in Procurement. She is a member of the Acquisition Professional Community (APC) since 1995. Miss Currier has earned the designation of Certified Professional Contract Manager (CPCM) and Certified Federal Contract Manager (CFCM) from the National Contract Management Association (NCMA). Ms. Currier has served as National Past President of NCMA and currently serves of the National Board of Directors. Ms. Currier is a frequent speaker on the subject of contract management and has co-authored articles for Contract Management magazine. She is a member and past Chairman of the Tidewater Government and Industry Council.

In 2005, Ms. Currier was competitively selected for the Army’s Senior Leadership Development Program, where she served a rotational assignment at the U.S. Army Space and Missile Defense Command. Miss Currier was recognized by Inside Business as one of the Top 25 Women in Business in Hampton Roads in December 2004. She was awarded the Superior Civilian Service Award in 2006.
AGILITY DEFENSE & GOVERNMENT SERVICES

Headquartered in Alexandria, Virginia, Agility Defense & Government Services (DGS) is Agility’s public sector arm, providing end-to-end supply chain solutions to meet defense and government customers’ needs and quickly move supplies worldwide to remote locations. With access to more than 550 offices in 100 countries, Agility DGS combines a vast network of warehousing facilities with proven risk-tolerant global land, sea and air transportation capabilities.


For more information about Agility Defense & Government Services, visit www.agilitylogistics.com

AH COMPUTER CONSULTING, INC.

AHCC is a leading IT service provider that excels in the development of flexible, end-to-end solutions leveraging mobile technologies and Web-based programs for complete business transformation. A CMMI Maturity Level 3 organization, AHCC provides highly secured enterprise systems and network design. With an on-site Sensitive Compartmented Information Facility (SCIF), AHCC can provide the most secure data hosting available.

AHCC specializes in real-time tracking of data combined with powerful data warehousing enterprise systems on fast, secure servers, linked to easy to use graphical end-user interfaces. Our systems can produce powerful trend analysis and insight into market share and revenue data facilitating the most efficient use of resources.

AHCC offers Tier-1-4, 24 by 7 Help Desk, call center, and customer relationship management to augment top-quality asset management systems, consulting services, and software development. We have the ability to address the specific needs of your business and provide cost effective answers and the information necessary to enable you to maximize efficiency.

AHCC is a business partner with U.S. Postal Service and has been provided secure access to the service’s intranet; in addition, all AHCC employees hold security clearances, including Top Secret clearances. AHCC has grown immensely as demand for its services has soared with offices in the USA (headquarters), Canada, Egypt, and Ghana, and is emerging as a global leader in business transformation. With 700% growth in revenue and 550% growth in employees over the past three years, AHCC was nominated by Citibank as the fastest-growing company in Maryland.

AHCC has developed a landmark asset management tool responsible for deploying and tracking the entire inventory of Intelligent Mail Devices and peripheral equipment for the US Postal Service: Over one million pieces of equipment are tracked every day.

Another advantage AHCC offers is hands-on consulting for requirements development including system analysis, hardware and software evaluation, and legacy systems migration. AHCC places high priority on obtaining detailed information about critical reporting functions, training staff, and conducting ongoing system maintenance. Our project managers and support staff are available both on site and remotely throughout the entire project lifecycle.
BAE SYSTEMS

BAE Systems is a global defense and aerospace company, delivering a full range of products and services for air, land, and naval forces, as well as advanced electronics, information technology solutions, and customer support services. BAE Systems, with 96,000 employees worldwide, had 2006 sales that exceeded $27 billion.

The U.S. subsidiary of BAE Systems is headquartered in Rockville, Maryland, and is responsible for developing the company’s trans-Atlantic business, relationships with the U.S. Government, administration of BAE Systems’ Special Security Agreement, and managing its U.S. based operating groups. These operating groups collectively employ some 52,000 employees in the U.S., UK, Sweden, Israel, and South Africa generating annual sales in excess of $14 billion.

COMPUTERS UNIVERSAL, INC.

CUI is a privately held, US Small Business Administration certified minority disadvantaged 8(a) and Veteran owned business. Established in 1998, CUI is an Information Technology (IT) and systems integration services firm with offices staffed with CompTia, Microsoft, and CISCO Certified professionals in the United States and Overseas. CUI specializes in Technical Customer Support, Network System Administration, Network Design and Installation, C4I System Management, Video Teleconferencing Design, Installation and management, Web Development, Personnel Computer Deployments, Information Assurance, Help Desk Management, and Custom Programming. All of the technical experts employed by CUI are well educated and experienced with the US Army and DOD and their particular needs. CUI’s know-how, know-what and know-where encompass support and System Administration for C4I Systems, Desktop Systems, SIPRNET, NIPRNET, Video Teleconference Systems, Information Assurance, and project management.

Computers Universal Inc has supported projects as a prime contractor under GSA Schedule Task Orders, GSA 8(a) STARS Task Orders, and contracts with the US Air Force, US Navy, and the Veterans Administration since 1999. We have also performed support as a subcontractor under USAF NETCENTS task orders and US Army ITES-2S contract task orders.

Computers Universal Inc has performed as a prime and subcontractor in the continental United States, Hawaii, Alaska, Guam and in Kuwait, Korea, Japan and Thailand and for the Army Material Command in the Republic of Korea.
**GENERAL DYNAMICS**

As a trusted systems integrator for more than 50 years, General Dynamics Information Technology provides information technology (IT), systems engineering and professional services to customers in the defense, intelligence, homeland security, federal civilian government and commercial sectors. With more than 15,000 professionals worldwide, the company manages large-scale, mission-critical IT programs delivering IT services and enterprise solutions.

**LOCKHEED MARTIN**

Headquartered in Bethesda, MD, Lockheed Martin is a global security company that employs approximately 140,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The corporation reported 2007 sales of $41.9 billion. Lockheed Martin is led by Robert J. Stevens, Chairman, President and Chief Executive Officer.

As a lead systems integrator and information technology company, the majority of Lockheed Martin's business is with the U.S. Department of Defense and the U.S. federal government agencies. In fact, Lockheed Martin is the largest provider of IT services, systems integration, and training to the U.S. Government. The remaining portion of Lockheed Martin's business is comprised of international government and some commercial sales of our products, services and platforms.

Lockheed Martin’s operating units are organized into broad business areas.

- **Aeronautics**, with approximately $12.3 billion in 2007 sales, includes tactical aircraft, airlift, and aeronautical research and development lines of business.
- **Space Systems**, with approximately $8.2 billion in 2007 sales, includes space launch, commercial satellites, government satellites, and strategic missiles lines of business.
- **Electronics Systems**, with approximately $11.2 billion in 2007 sales, includes missiles and fire control, naval systems, platform integration, simulation and training and energy programs lines of business.
- **Integrated Systems & Global Solutions (IS&GS)**, with approximately $10.2 billion in 2007 sales, includes C4I, federal services, government and commercial IT solutions.

It is Lockheed Martin policy that its business units conduct socioeconomic subcontracting programs in recognition of compelling moral, social and economic necessity. It is also Lockheed Martin policy to facilitate the achievement of its negotiated subcontracting goals by developing the capabilities of, all categories of small business. In furtherance of these objectives, Lockheed Martin has a proactive supplier diversity program designed to develop the growth and competitive capabilities that enable small businesses to become responsible suppliers. This program is consistent with Lockheed Martin’s policy of considering all subcontractors and suppliers fairly in competition for requirements falling within their demonstrated capabilities.

Powered By Innovation, Guided By Integrity, We Help Our Customers Achieve Their Most Challenging Goals.

For more information on Lockheed Martin, visit our website www.lockheedmartin.com
VSE Corporation is currently celebrating 50 years of diversified professional services utilizing cutting-edge core competencies to assist all federal and civil agencies. In 2008, VSE was named as one of the “Top 10 Hottest Growing companies in America. VSE takes special pride in their rock-solid honesty and integrity in adopting state-of-the-art technologies, and providing products and services of the highest quality to meet and exceed the expectations and requirements of our customers, on time and at a fair price.

VSE successfully captures the effective use of people, systems and technology to enhance the navies of allied nations; protect the lives of our service members in the field; develop a global strategy for a malaria vaccine, to maximizing the ability to turn seized property into additional funds for law enforcement and homeland security. The (rare) employee/publicly-owned company has a long history creating, sustaining and improving equipments and systems by providing system conversions, logistics, management, research, sustainment, re-engineering, system integration and configuration management.

VSE specializes in program management; foreign military sales, Information Technology, Infrastructure construction management, energy programs, vehicle and equipment advanced engineering technology, corrosion prevention and refurbishment.

VSE’s quality management system is registered to the ISO 9001:2000 standard.
THANK YOU TO OUR PROMOTIONAL PARTNERS!

Agility

AHCCINC.COM

BAE SYSTEMS

Computers Universal Inc

GENERAL DYNAMICS

LOCKHEED MARTIN

VSE CORPORATION
Need Personnel? - Experienced Veterans Available

Rodney B. Borba

12th Annual Small Business Conference / November 12-13, 2008

Need to be faster, more agile, less bureaucratic - Need to fight this everyday!
Always A Soldier

The AMC Program

• Always A Soldier is a hiring initiative that AMC started over 4 years ago in direct response to the Global War on Terrorism

• We partner with organizations to include the Army Wounded Warrior Program (AW2), Veterans Affairs, Warrior Transition Units and other Federal and non-federal organizations, to inform our Veterans of employment opportunities within AMC
Veteran Advantages

- Veterans provide a valuable resource to any organization; their experience and training are unmatched.
- They have the discipline and commitment to follow directions and accomplish any assigned task.
- They are knowledgeable and resourceful, and have a good understanding of the military organization, its general needs and applications.
- They are the best advocate for the warfighter.
- Many have security clearances.
Small Business Advantages/Opportunities

• Veterans Affairs Vocational Rehabilitation and Employment Programs provide training & educational assistance, supplements salary up to journeyman wage, and provides necessary job related tools to the employee
  http://vba.va.gov/b1n/vre/emp_resources.htm

• Work Opportunity Tax Credit Provides-- $4,800 dollars in tax credit to the employer for each disabled veteran they hire
  http://www.doleta.gov/business/incentives/opptax/

• Tax Incentives--- Up to $15,000 tax credit--- for building modifications to improve accessibility
  http://www.ada.gov/taxpack.htm
Questions ?
Rodney B. Borba
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Always A Soldier
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Ms. Kathryn Condon
Executive Deputy to the Commanding General

“Need to be faster, more agile, less bureaucratic... Need to fight this every day”
Mission

Provide superior technology, acquisition support and logistics to ensure dominant land force capability for Soldiers, the United States and our Allies.

“If a Soldier shoots it, drives it, flies it, wears it, communicates with it, or eats it — AMC provides it.

Restore Balance through 4 Imperatives: Sustain, Prepare, Reset, Transform

-Army Posture Statement 2008
Life Cycle Management
Soldier Focused – Foxhole to Factory Enterprise

Life Cycle Management Commands
CECOM, JM&L, AMCOM, TACOM

Logistic & Maintenance Lessons Learned

Assistant Secretary of the Army
Army Acquisition Executive

Research, Development & Engineering

Army Sustainment Command / Army Contracting Command
AMC’s Face to the Field

Acquisition

FEEDBACK
AMC Small Business Program

VISION:
Achieving optimum small business participation by seeking small business solutions first

Mission
Ensure that a fair portion of contract awards is placed with small business enterprises

AMC CONTRACTS FOR:
• Weapon systems and equipment
• Research & Development
• Spare parts
• Maintenance
• Other services (eg. IT, Engineering Support, Logistics, etc.)
AMC Small Business Offices

- Joint Munitions Command (JMC)
- TACOM Life Cycle Management Command (TACOM LCMC)
- Communications-Electronics Life Cycle Management Command (CE-LCMC)
- Research, Development & Engineering Command (RDECOM)
- Army Sustainment Command (ASC)
- TACOM Life Cycle Management Command (TACOM LCMC)
- Army Contracting Command (ACC)
- Aviation Applied Tech Dir
- Aviation and Missile Life Cycle Management Command (AMCOM LCMC)
- Army Research Office
- Army Research Lab
- Army Ammunition Activity
- Army Ammunition Plant
- Army Contracting Command
- Army Depot
- Joint Munitions & Lethality Command
- Life Cycle Management Command

Legend:
- AAA – Army Ammunition Activity
- AAP – Army Ammunition Plant
- ACC – Army Contracting Command
- AD – Army Depot
- JMC – Joint Munitions & Lethality Command
- LCMC – Life Cycle Management Command
AMC Small Business Program Performance

Small Business Obligations (billions)


$21.1 B $26.3 B $31.5 B $42 B $41B $55.6B $72 B

Preliminary – as of 24 Oct 2008
Small Business is... BIG BUSINESS in AMC!

- More than 26 Million American small businesses
- Principal source of new jobs in the U.S. economy (60-80% over past decade)
- Employ about half of all private sector employees
- Generate more than 50% of U.S. gross domestic product
- Highly Innovative – 13 more patents per employee than large firms
- More than 26 Million American small businesses
- Flexible
- Responsiveness
- Smart Business
- Innovation
- Savings / Value
Small Business
A Critical Component of our Defense Industrial Base

Supporting America’s Warfighters …

*in Army Transformation*

- Small Business Innovative Research

*and on the battlefield today*

- Unmanned systems, mine detectors
- Uniforms, body armor, ballistic blankets, munitions
- Air beam maintenance shelters and lightweight tactical tents
- Batteries, antennas, night vision components, hand-held signal devices

CAPABILITY, CAPABILITY, CAPABILITY!
2007 Army’s Greatest Inventions

- PICATINNY BLAST SHIELD FOR LIGHT ARMORED VEHICLE
- UNMANNED AIRCRAFT SYSTEM SHADOW 200 COMMUNICATIONS RELAY SYSTEM
- RECONNAISSANCE VEHICLE
- OBJECTIVE GUNNER PROTECTION KIT FOR MULTIPLE VEHICLE PLATFORMS
- IMPROVISED EXPLOSIVE DEVICE INTERROGATION ARM
- M110 7.62mm SEMI-AUTOMATIC SNIPER SYSTEM
- DAMAGE CONTROL RESUSCITATION OF SEVERELY INJURED SOLDIERS
- IMPROVISED EXPLOSIVE DEVICE MINE ROLLER PROGRAM
- HMMWV EGRESS ASSISTANCE TRAINER
- XM982 EXCALIBUR PRECISION GUIDED EXTENDED RANGE ARTILLERY PROJECTILE

* SB Companies played important roles in these inventions
Small Business is Big Business in AMC

ARMY FOCUS AREAS:
Potential Business Opportunities

- Advanced Sensor development
- Force Protection
- Logistics & supply chain management
- MRAP & Joint Light Tactical Vehicles
- Thermal imaging & optics
- Wireless Network technologies
- Weight/cube reductions
- Unmanned/ Autonomous systems/ robotics
- Miniaturization & nanotechnology
- Power management
- IT Support
- FCS technologies

ARMY FOCUS AREAS:
Potential Business Opportunities

Small Business is Big Business in AMC
How You Can Help

• Provide effective responses to sources sought notices

• Ensure current information is reflected in the Central Contractor Registration (CCR)

• On time delivery on all contracts

• Feedback on how to work smarter together

• Small Business Innovation Research
  – Maintain situational awareness of current and emerging needs and respond

• Identify alternative technology solutions to those currently being pursued

• Continue to become more effective and efficient
  – Lean your processes
Large Business Participants

- 3M
- AAI Corporation
- Agility
- AH Computer Consulting
- ATK
- Avon Protection Systems
- BAE Systems
- Battelle
- Computers Universal
- CSC
- EDS
- General Dynamics
- Honeywell
- IBM Global Business Services
- ICF International
- ITT Corporation
- KBR
- Lockheed Martin
- Navistar Defense
- Oshkosh Corporation
- SI International
- VSE Corporation
Marketing to the Federal Government
For SDVOSB

Michelle M. Currier, CPCM, CFCM
Associate Director, OSBP
Mission and Installation Contracting Command
Enterprise and Installation Operations
Marketing to the Federal Government

- **Registration Information for Business Identification Numbers**
  - North American Industrial Classification (NAICS)
    - [www.census.gov/epcd/www/naics.naics.html](http://www.census.gov/epcd/www/naics.naics.html)
  - Central Contractor Registration (CCR)
    - [http://www.ccr.gov](http://www.ccr.gov)
    - SBA – Dynamic SB Search
    - Data Universal Numbering System (DUNS)
    - Commercial and Government Entity (CAGE )
Marketing to the Federal Government

- On-line Representations and Certifications (ORCA)
  - https://orca.bpn.gov
- Wide Area Work Flow (WAWF)
  - https://wawf.eb.mil
- eSRS – Electronic Subcontracting Reporting System
  - www.esrs.gov
Marketing to the Federal Government

• Where to Find Opportunities
  – In-Person
    • Small Business Program Offices located at every DoD and Federal buying activity
      – http://www.acq.osd.mil/osbp
    • Small Business Liaison Officers (SBLO)
      – http://www.acq.osd.mil/osbp
    • Small Business Administration
      – http://www.sba.gov
    • Service Corps of Retired Executives
      – http://www.score.org
    • Procurement Technical Assistance Centers (PTAC)
      – www.dla.mil/db/procurem.htm
    • Small Business Development Centers
      – www.sba.gov/sbdc
    • Conferences, Tradeshows, Matchmaking Events
Marketing to the Federal Government

- Available on the Web
  - Army Activities- AMC, ACE, CCE, INSCOM, MEDCOM, MRMC, SDDC, NGB, SMDC, ACA
  - Federal Business Opportunities (FEDBIZ Ops)
    - [www.fedbizopps.gov](http://www.fedbizopps.gov)
  - Department of Defense Standard Tabulation (ST28) report
    - [http://web1.whs.osd.mil/peidhome/peidhome.htm](http://web1.whs.osd.mil/peidhome/peidhome.htm)
  - Subcontracting Opportunities with DoD Prime Contractors
    - [www.acq.osd.mil/sadbu/publications](http://www.acq.osd.mil/sadbu/publications)
  - Sub-net
    - [http://web.sba.gov/subnet](http://web.sba.gov/subnet)
Marketing to the Federal Government

• Know your Advantages and Market Them
  – *All Federal agencies are subject to annual SB Goals*
    • SDB 5%
    • Women-owned 5%
    • Hubzone 3%
    • SDVOSB 3%
    • SB 23%
    • HBCU/MI 5%
  – Set-aside Awards
    • Know and Market your Competitors
Marketing to the Federal Government

– Keep Current on Federal Contracting Regulations and Procedures
  • 07 Appropriations Act no longer requires Federal Prison Industries as a required source of supply
    FAR Part 8
  – Identify Installations affected by BRAC
Marketing to the Federal Government

• What Small Business Advocates say:
  – Know your Small Business Specialist Office
  – Comprehensive and well-focused responses to Sources Sought Synopses
    • Present Capabilities Clearly and Cogently
  – Submit solid competitive offers
  – Keep Annual Certifications Current
  – Find your competitors and don’t be afraid to market them for set-aside opportunities
  – Market, Market, Market
    • We need to know you are in business
What You Need to Know
Before You Team/Partner

Presented to
12th Annual
Army Small Business Conference

Presented By
Technology Research Consultants, Inc.
dennison@trc-hq.com

November 13, 2008
Veteran, Disadvantaged, Woman Owned Small Business
Established in June 2002
8(a) Certification Granted: October 2002
2007 Sales: $13.6M  Orders: $46.2M

Locations
★ Corporate Headquarters
  2801 US Hwy 17/92 West
  Haines City, Florida 33844
★ Bushnell, Florida

NAICS Codes: 334511, 541511, 541210, 514191, 541513, 541330, 541210, 541330, 336411, 541710
TO PRIME DOD CONTRACTS SMALL BUSINESSES MUST:

USE TIME TO COMPETE
- Quick Response
  - VMI
  - ECR
- Synchronous Manufacturing
  - JIT
- Product Development
  - R & D

MANAGE THE SUPPLY CHAIN
- Eliminate Non-Value Adding Activities
- Separate Info. From Product Flow
- Activity Based Costing

FORM ALLIANCES/PARTNERSHIPS
- Logistics
- Marketing
- Manufacturing

TQM | Business Reengineering | Single Source Solutions
TIE ALLIANCE STRATEGIES TO THE CORPORATE BUSINESS PLAN

ENTRY

• Diversification
• Leveraging
  - Customer Base
  - Infrastructure
• Acquisition Trial
• DOD PRIME vs. SUB

SUSTAINING

• New Discriminator
• Current Cost Reduction
• Pushes Innovation
• Turn Key Solutions
• Lower Risk Exposure
• Reduces Transition Cost

EXIT

• Alternative for Customer
• Buyer/Seller Transition
• Novations
• Reduces Exit Cost
• Stepping Stone
Teaming/Alliance Considerations

Customer Service
- Responsiveness
- On-Time Performance
- Time Based Competition
- Outside Expertise
  - Infrastructure
  - Transportation
- Combine Technologies

Economics/Costs
- Productivity Gains
- Improved Cost Controls
- Economies of Scale
  - Labor, Insurance
  - Overhead
  - Purchasing Power
  - Asset Utilization

Business Reengineering
- Refocus on Core
- Rationalization
- Integrated Supply Chain
- Rightsizing
- Downsizing
- Cost Reductions

Quality
- Variability
- Damage
- Information
- Customer Interfaces
PARTNERSHIP SELECTION PROCESS

IDENTIFY GOALS
- Customer Service
- Channel Network
- Labor Issues
- Investment Alternatives
- Operating Costs
- Capacity Constraint
- Product/Process Technologies
- Marketing Access
- Functional Expertise
- Internal Organization
- Vendor Base

IDENTIFY REQUIRED SERVICES
- Inbound Transportation
- JIT Pickup / Delivery
- Information Systems
- Ordering Admin
- Import/Export Activities
- Production / Assembly

IDENTIFY SPECIFIC OBJECTIVES
- Improve Financial Performance
- Reduce Investment
- Improve Productivity
- Improve Customer Service
- Improve System Flexibility
- Gain Distinctive Competencies
- Improve Work Environment
- Improve Control Over Operations

DETERMINE SELECTION CRITERIA
- Size of Firm
- Financial Performance and Stability
- Efficiency of Operations
- Capacity
- Experience / Past Performance Record
- IT & Quality Organizations
- Compatibility of Corporate Cultures
## Managing Long Term Partnerships

### Key Factors

- Sense of Trust
- Mutually Beneficial Written Agreement
- Mitigate Affiliation Issues First
- Pricing Strategies
- Management Commitment
- Shared Risk
- Clearly Defined Goals
- Teamwork/Task Force - P&L Center
- On-Going Performance Measurement
- Two-Way Feedback/Communication
- Incentives That Reinforce Goal Structure

### Processes

1. **Identify Partner’s Major Expectations**
2. **Identify Barriers to a Successful Long Term Partnership**
3. **Mutually Identify and Set Performance Standards**
4. **Monitor and Measure Performance**
5. **Evaluate Variances/Gaps**
6. **Communicate Problems and Performance Levels**
7. **Create Environment Based on Mutual Trust**
SB PRIMES FACE:

- LARGER CONTRACTS
- PREAWARD SURVEYS
  - PAST PERFORMANCE
  - FINANCING AGTS
  - QUALITY INFRASTRUCTURE
- DFAR/FAR ALLOWS:
  - LG/SB TEAMING
  - SMALL BUSINESS JV
  - MENTOR INVESTMENT

THE SEAMLESS PARTNERSHIP

DCAA

DCMA

FINANCE

SMALL BUSINESS PRIME

PROCUREMENT

ADMINISTRATIVE

SME
- Acct
- Legal
- HR

VENDORS

SUBCONTRACTORS

AMC

AMC COMMODITY
- AQ Center
- Program Mgr
- Item Matl Mgr

AMC – AN ACQUISITION ENVIRONMENT ENCOURAGING SMALL BUSINESS TEAMING

Technology Research Consultants, Inc.
A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business
Small Business Benefits
- Infrastructure Support
- Larger Contract Award $’s
- Lower Cost of Capital
- Increase Facility Capacities
- Subsidized Marketing Costs

Large Business Benefits
- Increased Market Share
- Participate in Small Business Segment
- Lowers Material Handling Factor

Alliance Benefits
- Innovative Cost Pool
- Leverages Core Competency Synergies

ALLIANCE EXAMPLE

Subcontractor

Large Business Alliance Partner

Small Business Alliance Partner

PRIME

Machining Center Operations

Human Resources

Accounting

Contracts

Business Development

Small Business Contract Awards

Sub DL $’s

Material Purchasing

A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business
Question and Answer Session
Sample SBA Approved Alliance Business
Teaming Agreement at
www.sba.gov

Special Recognition and Thanks Given To:

University of Alabama
dmiller@proctr.cba.ua.edu
TRC POC: Randi Ruthruff Phone 863.242.5640
Business Opportunities in DHS
Briefing for the
NDIA Small Business Conference

Thomas W. Essig
Chief Procurement Officer
Department of Homeland Security Mission

- Prevent terrorist attacks within the United States
- Reduce America’s vulnerability to terrorism
- Minimize damage from potential attacks and natural disasters
United 22 previously disparate domestic agencies into one coordinated department to protect the nation against threats to the homeland.
<table>
<thead>
<tr>
<th>Heads of Contracting Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>(Major DHS Buying Activities)</em></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Initial</th>
<th>Subsequent</th>
</tr>
</thead>
<tbody>
<tr>
<td>CBP</td>
<td>CBP/SBI</td>
</tr>
<tr>
<td>FEMA</td>
<td>OSA</td>
</tr>
<tr>
<td>FLETC</td>
<td>OPO</td>
</tr>
<tr>
<td>ICE</td>
<td></td>
</tr>
<tr>
<td>TSA</td>
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</tr>
<tr>
<td>USCG</td>
<td></td>
</tr>
<tr>
<td>USSS</td>
<td></td>
</tr>
</tbody>
</table>
Office of Procurement Operations

Provides a full range of acquisition support to 35 program offices within DHS such as:

- Office of the Secretary (USM, CPO, CIO, CFO, ITAC)
- National Protection & Programs Directorate
- US VISIT Program Office
- Domestic Nuclear Detection Office
- Science & Technology (HSARPA)
- Citizenship & Immigration Services
- Center for Domestic Preparedness
The largest spend component is DHS HQ with $3.7B in spend in support of agency mission areas.

Professional Services is the largest Commodity Family with 25% of FY07 spend.

16.4% of “Unclassified” data is attributed to a lack of FSC and line item information within the underlying procurement systems.
Major Types of Business Opportunities at DHS

- Contracts and Subcontracts
- Other Transactions (R&D)
- Small Business Innovative Research (SBIR) Program
- Mentor-Protégé Program
- Grants to State and Local Governments
- Commercial Technology Development
“DHS is committed to a unified team approach involving senior management, small business specialists, acquisition personnel and program staff to support both critical homeland security missions and meet public policy objectives concerning small business participation on departmental procurements.”
Office of Small & Disadvantaged Business Utilization (OSDBU)

• DHS focal point for small business acquisition matters. Works closely with all DHS organizations to implement the program and create an environment in which small businesses have a meaningful opportunity to obtain DHS prime and subcontracts.

• Major Activities

  • Annual Forecast of Contract Opportunities (includes a point of contact for each project)
  • Listing of DHS large business prime contractors with small business prime contracting opportunities
  • Links to DHS acquisition offices, small business specialists, and FedBizOpps
  • Outreach Programs
  • DHS Mentor-Protégé Program
### Small Business Prime Contracting
#### Accomplishments – FY 2007

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal (%)</th>
<th>Accomplishment ($)</th>
<th>Accomplishment (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Procurement Dollars</td>
<td>N/A</td>
<td>$11,157,000,000</td>
<td>N/A</td>
</tr>
<tr>
<td>SB Prime Contracts</td>
<td>30.0%</td>
<td>$3,953,000,000</td>
<td>35.4%</td>
</tr>
<tr>
<td>8(a) Contracts</td>
<td>4.0%</td>
<td>$648,500,000</td>
<td>5.8%</td>
</tr>
<tr>
<td>SDB Prime Contracts [other than 8(a)]</td>
<td>4.0%</td>
<td>$846,000,000</td>
<td>7.6%</td>
</tr>
<tr>
<td>SDB Prime Contracts [overall; including 8(a) contracts]</td>
<td>8.0%</td>
<td>$1,500,000,000</td>
<td>13.4%</td>
</tr>
<tr>
<td>HUBZone SB Prime Contracts</td>
<td>3.0%</td>
<td>$350,000,000</td>
<td>3.1%</td>
</tr>
<tr>
<td>SDVOSB Prime Contracts</td>
<td>3.0%</td>
<td>$152,000,000</td>
<td>1.4%</td>
</tr>
<tr>
<td>VOSB Prime Contracts</td>
<td>N/A</td>
<td>$598,000,000</td>
<td>N/A</td>
</tr>
<tr>
<td>WOSB Prime Contracts</td>
<td>5.0%</td>
<td>$893,000,000</td>
<td>8.0%</td>
</tr>
</tbody>
</table>
Open For Business centralizes information to let every business in America know how to work with the Department of Homeland Security. Designed to assist the business community, we include links to contracts, grants, small business opportunities, research and development and contacts.

For more information on DHS contracting and business opportunities:

www.dhs.gov/openforbusiness
NDIA 12th Annual Small Business Conference
IT Breakout Session
November 13, 2008

Simone Jackson
Associate Director,
Office of Small Business Programs
About ITEC4

• Mission – Award master contracts for use by all Army activities to acquire IT hardware, software, and related services.

• Major Customers
  • Program Executive Officer, Enterprise Information Systems (PEO-EIS)
  • Army Chief Information Officer (Army CIO/G6)
  • Network Enterprise Technology Command (NETCOM)

• Other Mission Customers
  • Business Transformation Agency (BTA)
  • Defense Travel System (DTS)
  • Defense Travel Management Office (DTMO)
  • DoD Biometrics Task Force/Fusion Center
  • Deputy Chief of Staff, Army G-1
  • OSD Program, Analysis, and Evaluation
ITEC4 supports the PEO-EIS Computer Hardware, Enterprise Software and Solutions (CHESS) Program Office - https://chess.army.mil

Use of CHESS guarantees compliance w/DoD, Army, NETCOM Stds

Hardware:
- CHESS is the primary source for commercial IT contracts (Army Regulation 25-1)
- All Desktop and Notebook computers must be (mandatory for use) purchased through the (CHESS) Consolidated Buy (CB) program (CIO/G-6 Memorandum, 30 Jul 07)

Software
- COTS Software procured IAW DoD Enterprise Software Initiative (ESI) (DFARS 208.7402)
- ESI Order of Precedence
  - DoD Inventory
  - DoD Enterprise Software Agreement (ESA)
  - Other means
Existing CHESS Hardware Contracts

- ADMC-2 – Army Desktop and Mobile Computing-2
  - Desktops, notebooks, semi-ruggedized and ruggedized devices, displays, printers, and associated peripherals
  - Expires April 2016
  - 9 Awards, 6 to Small Businesses

- ITES-2H – Information Technology Enterprise Solutions-2 Hardware
  - Purchase/lease of IT hardware: Server, storage, installation, and integration
  - Expires February 2012
  - 6 Awards, 2 to Small Businesses
Existing CHESS Software Agreements

- **AEI ESC (MS)**– Army Enterprise Infrastructure, Enterprise Software Consolidation Microsoft
  - Provides Microsoft desktop and server software products and support service
  - Expires May 2009
  - 1 Small Business Award

- **Asset Management DLT** – Asset management software licenses, services, and maintenance
  - Expires 2011-2013 (Based on GSA Schedule)
  - 5 Awards, 4 to Small Businesses

- **BPWIN/ERWIN** –
  - BPwin and ERwin, warranty for the products and upgrades for older versions of the products
  - Expires
  - 1 Award

- **CITRIX**
  - Citrix Presentation Server Licenses- Platinum, Enterprise and Advanced; Citrix Password Manager; Subscription Advantage and Support Services
  - Expires November 2008
  - 1 Award
Existing CHESS Software Agreements

• DEAL-O – Database Enterprise Agreement Licenses – Oracle
  • Provides Oracle database software licenses, software maintenance support, training and consulting services
  • Expires 2011 – 2013 (Based on GSA Schedule)
  • 4 Awards, 3 to Small Businesses

• DEAL-S – Database Enterprise Agreement Licenses – Sybase
  • Provides Sybase software, maintenance and consulting services
  • Expires September 2009
  • 1 Award

• IBM Software Products
  • Provides IBM Software product licenses and maintenance
  • Expires March 2009
  • 1 Small Business Award
Existing CHESS Software Agreements

- MPS-1 - Microsoft Premier Support
  - Provides Technical Account Managers, Alliance Support Teams, Reactive Incidents, on-site support, Technet and MSDN subscriptions
  - Expires November 2008
  - 1 Award

- NETIQ
  - Provides NetIQ Software product licenses, commercial maintenance service, other services, and education/training
  - Expires May 2009
  - 1 Award

- Primavera Portfolio Management
  - Provides software licenses, maintenance, training and installation services for enterprise portfolio management software
  - Expires September 2011
  - 1 Award
Existing CHESS Software Agreements

- Quest Software Products
  - Provides Quest Software Products, Maintenance, and Professional Services
  - Expires 2010-2013 (Based on GSA Schedule)
  - 2 Awards, 1 to Small Business

- WFT – Web Filtering Tool
  - Provides web filtering software products and maintenance
  - Expires August 2011
  - 2 Awards, 1 to Small Business

- WINZIP
  - Provides WinZip software licenses and maintenance
  - Expires September 2009
  - 1 Small Business Award
Existing CHESS Services Contracts

• ITES-2S – Information Technology Enterprise Solutions – 2 Services
  • Full range of IT services and solutions necessary to satisfy Army netcentric goals worldwide
  • Task areas:
    • Business Process Reengineering
    • Information Systems Security
    • Information Assurance
    • Information Technology Services
    • CAD/CAE/CAM
    • Software/Middleware Development
    • Enterprise Design, Integration, and Consolidation
    • Education/Training
    • Program/Project Management
    • Systems Operation and Maintenance
    • Network Support
  • Expires Dec 2015
  • 16 Awards, 3 to Small Businesses
Upcoming CHESS Services Contract

- ITS-SB – Information Technology Services – Small Business
  - Small Business Set-Aside vehicle for IT services not specifically provided for through CHESS contract vehicles
  - Task areas:
    - Electronic Product Environmental Assessment Tool (EPEAT)
    - Independent Verification & Validation (IV&V)
    - Internet Protocol Version 6 (IPv6)
    - Information Assurance (IA)
    - Warranty & Maintenance
    - Migration / Integration IT Services
  - RFP Release – 12 Dec 2008
  - Estimated Value – $400M
  - 8 Awards, 1 8(a), 1 SDVOSB
What Can I Do?

- Subcontract with existing contract holders
- Monitor expiration dates of existing contracts
- Monitor Fedbizopps and GSA e-Buy for new requirements
- Respond to RFI/Sources Sought Notices
- Develop teaming arrangements
Simone Jackson,
Associate Director,
Office of Small Business Programs, ITEC4

Telephone: 703-325-3352

Email: Simone.Jackson@us.army.mil
Questions?
Outlook for the Economy:  
Considerations for Business

Christian T. Lundblad

Professor of Finance &  
Edward M. O’Herron Distinguished Scholar  
Kenan-Flagler Business School  
The University of North Carolina at Chapel Hill
What did we just witness?

• Complexity of financial system has exploded in the last decade
  - Asset-backed securities & Structured finance (e.g., MBS, CDOs, etc.)
  - New intermediaries
  - Institutions expanded into nontraditional areas
  - New, poorly-understood derivative products (e.g., CDS)

• It is so complicated that many institutions do not understand what they own, let alone what others own
Securitization and Complexity

Risk Profile of Subprime Mortgage Loans

Borrower Down Payment
HIGH
LOW

Borrower Credit
GOOD
BAD

Subprime Mortgage Loans

Subprime Mortgage Bonds

‘AAA’ 81%
‘AA’ 11%
‘A’ 4%
‘BBB’ 3%
BB, NR 1%, not in all deals

High Grade ABS CDO

Senior ‘AAA’ 88%
Junior ‘AAA’ 5%
‘AA’ 3%
‘A’ 2%
‘BBB’ 1%
NR 1%

Mezz ABS CDO

Other credit support. Excess Spread, Over-collateralization

Senior ‘AAA’ 62%
Junior ‘AAA’ 14%
‘AA’ 8%
‘A’ 6%
‘BBB’ 6%
NR 4%

CDO^2

Other credit support: Excess Spread

Senior ‘AAA’ 60%
Junior ‘AAA’ 27%
‘AA’ 4%
‘A’ 3%
‘BBB’ 3%
NR 2%

Real Estate (in Meltdown)

S&P/ Case-Shiller Real Estate Indices

“I want my bubble back.”

- Washington, DC
- Charlotte
- Composite
Mortgage Delinquency Rates

Mortgage Bankers Association

Sub-Prime Borrowers vs. Prime Borrowers

%
What was done to try to minimize damage?

To recover, banks need to sell “troubled” assets and/or raise new capital…

Role for Government(s):

- Extend guarantees to other markets (money market funds, interbank lending, other types of accounts)
- Raise deposit insurance limits
- Encourage lending (e.g., by injecting equity capital)

Big fear: the financial accelerator
Market Anxiety

CBOE VIX Index
(Equity Market Volatility)
Where are we now?

Financial / Credit Crisis
Housing Market Contraction
Economic Recession

• Upside
  – Commodity prices are off their peaks
  – Central banks and governments are serious

• Downside
  – Negative ‘wealth effect’
  – Employment picture
  – Anxiety

• Unknowns
  – Scale of global economic contraction
  – The “unknown” unknowns
Real U.S. GDP Growth
(2003-present, quarterly)
Consumption and GDP data from the Bureau of Economic Analysis (BEA). Mortgage equity withdrawals are measured as the year-over-year change in mortgage debt (from the Federal Reserve Flow of Funds) minus 70 percent of residential investment spending (from the BEA). (Source: L. Josh Bivens, Economic Policy Institute)
Consumer Confidence
Pushing on a String?

Federal Funds Target Rate (DFEDTAR) vs. 30-Year Conventional Mortgage Rate (WRMORTG) vs. Moody’s Seasoned Baa Corporate Bond Yield (DBAA)

2008 Federal Reserve Bank of St. Louis: research.stlouisfed.org
How deep will this recession be?
Q4/2008 will show a significant contraction
Likely to mirror recessions of 70s and early 80s
Unemployment could easily approach 8% in 2009
Credit constrained businesses will struggle

How long will this recession go on?
Financial crisis is better understood
2009 is likely to be a tough year

Forecast uncertainty?
Further rate cuts & fiscal stimulus?
Recession… Borrowing Costs
(Spreads over Treasuries)
## Recessions: An Historical Perspective

### Business Cycles: Duration and Amplitude since WWII

<table>
<thead>
<tr>
<th>Dates of Contraction</th>
<th>Duration (Months)</th>
<th>Maximum Negative Quarterly Growth Rate</th>
<th>Dates of Expansion</th>
<th>Duration (Months)</th>
<th>Maximum Positive Quarterly Growth Rate</th>
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</thead>
<tbody>
<tr>
<td>Nov48-Oct49</td>
<td>11</td>
<td>-5.50</td>
<td>Oct49-July53</td>
<td>45</td>
<td>17.60</td>
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<tr>
<td>July53-May54</td>
<td>10</td>
<td>-6.30</td>
<td>May54-Aug57</td>
<td>39</td>
<td>11.90</td>
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<tr>
<td>Aug57-Apr58</td>
<td>8</td>
<td>-10.30</td>
<td>Apr58-Apr60</td>
<td>24</td>
<td>10.90</td>
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<tr>
<td>Apr60-Feb61</td>
<td>10</td>
<td>-5.00</td>
<td>Feb61-Dec69</td>
<td>106</td>
<td>10.30</td>
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<tr>
<td>Dec69-Nov70</td>
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<td>-4.20</td>
<td>Nov70-Nov73</td>
<td>36</td>
<td>11.60</td>
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<tr>
<td>Nov73-Mar75</td>
<td>16</td>
<td>-5.00</td>
<td>Mar75-Jan80</td>
<td>58</td>
<td>16.30</td>
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<tr>
<td>Jan80-July80</td>
<td>6</td>
<td>-7.90</td>
<td>July80-July81</td>
<td>12</td>
<td>8.00</td>
</tr>
<tr>
<td>July81-Nov82</td>
<td>16</td>
<td>-6.50</td>
<td>Nov82-July90</td>
<td>92</td>
<td>9.80</td>
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<tr>
<td>July90-Mar91</td>
<td>8</td>
<td>-3.20</td>
<td>Mar91-Mar01</td>
<td>120</td>
<td>7.10</td>
</tr>
<tr>
<td>Mar01-Nov01</td>
<td>8</td>
<td>-1.60</td>
<td>Nov01-?</td>
<td>?</td>
<td>?</td>
</tr>
</tbody>
</table>

Downturns, while painful, are relatively brief
Forecasting Caveats: The Recession of 1982

The predicted unemployment rate (in green) is the median forecast of about 20 forecasters.
May you live in interesting times…
Unfortunately, we have much bigger fish to fry…
The real danger may reside elsewhere

Greenspan (*Age of Turbulence*, 2007): Collectively, the entitlement issue is “likely to be a defining question of the next quarter century.”
FCS Program Overview

Mr. Steve Marion
Sr. Program Director
FCS Supplier Management
The Boeing Company
13 November 2008
FCS Brigade Combat Team...

Manned Ground Vehicles (MGV)

- Mounted Combat System (MCS) XM1202
- Infantry Combat Vehicle (ICV) XM1206
- Command and Control Vehicle (C2V) XM1209
- Common Chassis
- Medium Range Munitions
- Non-Line of Sight Cannon (NLOS-C) XM1203
- Reconnaissance and Surveillance Vehicle (RSV) XM1201
- Non-Line of Sight Mortar (NLOS-M) XM1204
- Field Recovery and Maintenance Vehicle (FRMV) XM1205
- Medical Vehicle Treatment (MV-T) XM1208
- Medical Vehicle Evacuation (MV-E) XM1207

Unmanned Aircraft Systems (UAS)

- Class I Unmanned Air Vehicle (UAV) XM156
- Class IV Unmanned Air Vehicle (UAV) XM157
- Centralized Controller
- Unmanned Air Vehicle (UAV) XM 156
- Unmanned Air Vehicle (UAV) XM 157
- Unmanned Aircraft Systems (UAS)
- Unmanned Ground Vehicles (UGV)

Unattended Systems

- T-UGS (AN/GSR-10 (T))
- U-UGS (AN/GSR-9 (U))
- Tactical and Urban Unattended Ground Sensors
- Non-Line of Sight Launch System (NLOS-LS) XM 501
- Unattended Systems

Unmanned Ground Vehicles (UGV)

- Armed Robotic Vehicle – Assault Light (ARV-AL) XM1219
- Multifunctional Utility/Logistics and Equipment Countermine and Transport
- Medical Vehicle Evacuation (MV-E) XM1217
- MULE-T XM1216
- Small UGV (SUGV) XM1218
- Armed Robotic Vehicle – Assault Light (ARV-AL)
- Multifunctional Utility/Logistics and Equipment Countermine and Transport
- Medical Vehicle Evacuation (MV-E) XM1207
- MULE-T XM1216
- Small UGV (SUGV) XM1218

29 Jul 08
Manned Ground Vehicle (MGV) Family

MGV Fleet
As of: 10 SEP 08
UAS Overview

XM 156 Class I UAS

- Dedicated UAS capability at the lowest echelon
- Hover & Stare Capability enabling observation of urban infrastructure
- EO/IR/LD/LRF Sensor
- 10 hp Heavy Fuel Engine (HFE)

XM 157 Class IV UAS

- Reconnaissance, Surveillance, and Target Acquisition (RSTA) with Aided Target Recognition (AiTR)
- Video/sensor data distribution on FCS network (HNW)
- Wide Band Communications Relay (WNW and SRW)
- Manned/Unmanned (MUM) Teaming
- Autonomous flight and navigation, and takeoff and landing at unprepared landing zones

Unmanned Aerial Vehicle (UAV)
Unmanned Aircraft System (UAS)
UGV Systems Overview

XM 1217 MULE Transport
- Supports two dismounted infantry squads
- Transports 1900 lb
- Mobility for Complex terrain

XM 1216 SUGV
- Reconnaissance in urban and subterranean spaces
- 32 lbs, Lightweight & Man-Packable
- Day/night operation
- Modular sensor payloads

XM 1219 ARV-A(L)
- Provide RSTA/lethality for Dismounted, Mobile & Air Assault operations
- Javelin/M240
- MR EO/IR sensor

XM 1218 MULE-C
- Supports BCT assured mobility
- AT mine detection, marking and neutralization

MULE Common Mobility Platform
- Common chassis to support three variants
- Articulating Suspension Arms
- Power and Propulsion to support 65 kph
- Transport 2 per CH47

Autonomous Navigation System (ANS)
- Provides autonomous mobility control of UGV’s
- Situational awareness for MGV Indirect driving
**XM501 NLOS-LS System Overview**

**New Military Capability**
- 15 missiles ready for launch
- Vertical launch with 360 degree coverage
- Laser guided, IR and grid attack modes
- Attack of moving targets
- Joint Program with Navy

**Designed for Deployability**
- Platform Independent -- 2 CLUs on FMTV
- Sling load forward
- C-130 transportable

**Family of Missiles**

**Precision Attack Missile (PAM)**
- 40 km Range
- Automatic Target Acquisition
- In-flight target location updates

**Current and Future Force Compatible**
- Command and Control with AFATDS; full ORD threshold capability for sensor-shooter link with FCS Battle Command
- Two-Way Network Radio Link
- On-board Mission and Launch Processing

**Container/Launch Unit**
**UGS Overview**

**T-UGS (AN/GSR-9 (V) 1)**
- Provides unattended Intelligence Surveillance Reconnaissance
- Detects & classifies heavy tracked vehicles at 350m
- Detects dismounted personnel at 50m
- Hand emplacement
- 13 sensors in a T-UGS kit
  - 2 Gateways
  - 8 ISR sensors
  - 1 RN sensors
  - 2 EO/IR sensors

**U-UGS (AN/GSR-10 (V) 1)**
- Supports clearing operations in complex urban terrain and provide extended surveillance of cleared structures
- Detects a person in motion within 15 meters of the sensor
- Provides an alert to the operator in less than 2 seconds
- 17 sensors in a U-UGS kit
  - 2 Gateways
  - 5 Imaging sensors
  - 10 Intrusion Detection Sensors

**Gateway**
- ISR Sensors
- Radiological/Nuclear Sensors
- EO/IR Sensors
Program Accomplishments

ICS Mounted in Bradley

JTRS GMR in M1151A1

C2V Demonstrator

JEFX08

Class IV UAV

MCS Ammo Handling System

Unattended Ground Sensors

MULE

NLOS – LS Test

NLOS – LS Transport

SUV Video Imagery Sent to B-Kitted HMMWV During Spin Out P-LUT

Spin Out P-LUT at AETF

APS Intercept

NLOS-C Army Birthday

Demonstrations and Technologies On Track
Adjusted Program

**Current**

- Most vulnerable force (Infantry Brigade Combat Team) not getting Spin-Outs until FY14
- Spin-Outs were focused on the most capable force – Heavy Brigade Combat Teams
- Not achieving integration of the Soldier in the network fast enough
- Not getting Spin-Outs to current force fast enough
- Size, weight, & power challenges with current heavy platforms (Tank, Bradley, Stryker, M113, & Paladin)
- Multiple Battle Command Systems

**Proposed**

- Spin-Outs focused on most vulnerable force (Infantry Brigade Combat Team) first – FY11
- Willing to accept risk, Heavy Brigade Combat Teams are good enough for now
- Soldier in the network with Ground Soldier Ensemble – FY11
- Accelerating and adding needed capabilities to the current force
- Integrated Battle Command System

---

All 43 Army and National Guard IBCTs Fully Equipped with Spin-Outs by FY25
Capability You Get

FCS-Enabled Infantry BCT
IBCT Spin Out

105 mm Howitzer
Blue Force Tracker
Class I Unmanned Aerial Vehicle

Raven Unmanned Aerial Vehicle
Shadow Unmanned Aerial Vehicle
Small Unmanned Ground Vehicle

Command Post of The Future
Network Integration Kits
Urban Unattended Ground Sensors

Non Line of Sight Launch System
Tactical Unattended Ground Sensors

Merging the Modular Force with FCS Capability Yielding a Networked and Precision Capable Force
Spin Out Program - What’s Changed

### Spin Out 1-HBCT (OLD)
- TFT/FDT&E/LUT
- LRIP
- MS C

### IBCT Early Spin Out (NEW)
- CDD Update
- CPD Approval
- LRIP
- Tech Test
- DA
- IVT
- SO DAB Update
- TFT/FDFTE/LUT IBCT

### FCS Core Program
- DAB
- SoS PDR
- DAB
- SoS CDR
- SoS DRR

#### FY 2008
- 2nd
- 3rd
- 4th
- 1st

#### FY 2009
- 2nd
- 3rd
- 4th
- 1st

#### FY 2010
- 2nd
- 3rd
- 4th
- 1st

#### FY 2011
- 2nd
- 3rd
- 4th
- 1st

#### FY 2012
- 2nd
- 3rd
- 4th
- 1st

#### What’s Changed

- **Suspends**
  - All Bradley and Abrams work after June 08 – PM MBE requirements after June 08, all SO1 HBCT testing

- **Adds**
  - 3 tests for IBCT Early SO – Preliminary LUT in Jul 08, SO1 Early TFT, FDTE and LUT in FY09, SO1 Early OT in FY10 (GMR radios)
  - Development of BFT HMMWV Kit (antenna and new cable) for both sets of GMR 4 channel radios (one with an EPLRS and SRW and the other with 2 SRWs)
  - Development of integration into FBCB2 JCRs software
  - Integration of SUGV and Class 1 into bigger network (share pictures)
  - Update B2E software to included SUGV and Class 1 integration in FQT
### Early IBCT

<table>
<thead>
<tr>
<th>B-Kit / B-Kit Light</th>
<th>81/0</th>
</tr>
</thead>
<tbody>
<tr>
<td>NLOS-LS</td>
<td>6</td>
</tr>
<tr>
<td>T-UGS</td>
<td>12</td>
</tr>
<tr>
<td>U-UGS</td>
<td>29</td>
</tr>
<tr>
<td>Ground Soldier Ensamble / Rifleman Radio</td>
<td>268/648</td>
</tr>
<tr>
<td>SUGV Blk1</td>
<td>38</td>
</tr>
<tr>
<td>CL I UAV Blk0</td>
<td>22</td>
</tr>
</tbody>
</table>

### B-Kit For Early IBCT (HMMWV)
- 4 Channel GMR
- ICS Type VI with FCS BC B2E
- JCR running on v5 appliqué with display

### B-Kit For Threshold IBCT (HMMWV, Stryker CV)
- 2 Channel GMR
- 2 Channel HMS Manpack
- ICS Type VI running UBC-P with display
- Note: Replaces 2 SINCGARS radios in HMMWVs and EPLRS, Near Term Digital Radio (NTDR), and two SINCGARS from Stryker CV

### B-Kit Light for Threshold IBCT (HMMWV, FMTV)
- 2 Channel HMS Manpack
- V5 appliqué with display running UBC-P
- Note: Retains SINCGARS on HMMWVs, FMTVs

### Average Procurement BCT Cost (FY03C$)
Spin Out Early = $181.4M
Spin Out Threshold = $370.1M
Excludes radios & GSE
Includes ORFs

### Spin Out Capabilities to Current IBCTs

<table>
<thead>
<tr>
<th>Production Schedule</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
<th>FY24</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY10</td>
<td>1</td>
<td>2</td>
<td>4</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>Procurement Dollar Rqmts (TY$M)</td>
<td>$333</td>
<td>$555</td>
<td>$852</td>
<td>$983</td>
<td>$1,126</td>
<td>$1,405</td>
<td>$1,563</td>
<td>$1,609</td>
<td>$1,643</td>
<td>$1,976</td>
<td>$2,003</td>
<td>$2,006</td>
<td>$2,018</td>
<td>$1,881</td>
<td>$1,006</td>
</tr>
<tr>
<td>Cumulative Fielding to Current IBCTs</td>
<td>1</td>
<td>3</td>
<td>6</td>
<td>8</td>
<td>10</td>
<td>12</td>
<td>15</td>
<td>18</td>
<td>21</td>
<td>25</td>
<td>29</td>
<td>33</td>
<td>37</td>
<td>41</td>
<td></td>
</tr>
</tbody>
</table>

T = Threshold  *Not Organic to IBCT / Includes 4 LCUs
FCS Program Business Opportunities
One Team

39 States, 203 Congressional Districts, 586 Suppliers

As of 31 March 2008

“One Team” Management Framework

Best of Industry Approach
Future Combat Systems Supply Base
Small Business - As of Period 9: 03/31/08

Period 8

- 28 States
- 151 Congressional Districts
- 314 Suppliers

-----Excludes Values-----
< 5K for Small Business
< 10K for Large Business
S=Supplier D=District

---Excludes Values---
< 5K for Small Business
< 10K for Large Business
How to Get Involved with FCS

- Regularly check the FCS Website Home Page at: www.boeing.com/fcs

- Located on this website:
  - FCS Business Opportunities of the LSI and its Partners (contacts with websites)
  - Information on Submitting Inquiries
  - Partners’ Requests for Quotations / Information
  - Supplier Diversity information (specific LSI / Partner Small Business contacts provided in FCS Business Opportunities Brochure)
  - FCS calendar with upcoming conferences and events
  - On-line registration form

- Reach out to the LSI and Partners to express your interest and capability

- Focus on areas of technology and express interest across the One Team
Website for program information to engage all segments of Industry

• Business opportunities across the team including RFIs/RFPs and Industry Day announcements

The FCS program, considered the core building block of the Army’s future force, consists of the following elements:

- The network (information and communications)
- 14 individual combat systems including manned and unmanned systems
- The soldier

Because all of the constituent parts of the FCS program are viewed as systems in themselves — including the 14 sub-systems, the network itself, and even the individual soldier — it is commonly referred to as the “14+1+1” system or a “system of systems.”

New Bid Opportunities Posted
### Examples of Current Business Opportunities

#### C4ISR – Network Systems / Battle Command

<table>
<thead>
<tr>
<th>Centralized Controller Device</th>
<th>Battle Command &amp; Mission Execution</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Procurements for Small, Hand-Held Computing Devices</td>
<td></td>
</tr>
<tr>
<td>–Helmet/Goggle Mounted Display Devices</td>
<td></td>
</tr>
<tr>
<td>–OLED Touch Screen Displays</td>
<td></td>
</tr>
<tr>
<td>• Software Engineering</td>
<td></td>
</tr>
<tr>
<td>• Software Coding and Development</td>
<td></td>
</tr>
</tbody>
</table>

#### Intelligence, Surveillance, and Reconnaissance

**Air Sensor Integration**

• Software Engineering to support porting and verification testing

• Engineering Consultants for Electro-Optics/Infrared/Laser-Designator/Laser Range-finder sensor supplier management

• Knowledgebase solutions

#### Platform Soldier – Mission Readiness

• Embedded micro sensors with micro transmitters for monitoring human health and physiological/psychological conditions

#### Supportability

**Logistics Data Management Service**

• Service Oriented Architecture

• Systems Engineering

• Software Development

• Modeling and Simulation

• Systems Architecture

#### Manned and Unmanned Ground Systems

<table>
<thead>
<tr>
<th>MGV</th>
<th>UGV</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Fabrication</td>
<td></td>
</tr>
<tr>
<td>• Wiring Harnesses</td>
<td></td>
</tr>
<tr>
<td>• Bearings</td>
<td></td>
</tr>
<tr>
<td>• Electrical and Hydraulic Components</td>
<td></td>
</tr>
<tr>
<td>• Machined Parts</td>
<td></td>
</tr>
<tr>
<td>• Insulation</td>
<td></td>
</tr>
<tr>
<td>• Fuel Tanks</td>
<td></td>
</tr>
<tr>
<td>• Fuel Adapter Cap</td>
<td></td>
</tr>
<tr>
<td>External to MGV: Large Caliber Ammunition Resupply</td>
<td></td>
</tr>
<tr>
<td>• Titanium Fittings and Tubing</td>
<td></td>
</tr>
<tr>
<td>• Welding Services</td>
<td></td>
</tr>
<tr>
<td>• Lightweight Armor</td>
<td></td>
</tr>
<tr>
<td>• Suspension Motors</td>
<td></td>
</tr>
<tr>
<td>• Ultrasonic/Acceleration/Position Sensors</td>
<td></td>
</tr>
<tr>
<td>• Integrated GPS/INS System</td>
<td></td>
</tr>
<tr>
<td>• GPS Antenna</td>
<td></td>
</tr>
</tbody>
</table>
Summary

- Program keeping pace with Army needs…Maintain Velocity
- More than 60 test activities underway…All Platforms in Testing
- 2009 is a critical execution year…SoS PDR
- FY09 PB at $3.6B…RDTE & Production
- Focused on Our Soldier
  
  ...The Future is Here Now

Equipping our joint warfighters with the world’s best capability
Questions?
<table>
<thead>
<tr>
<th>FCS Partner Contact Information</th>
<th>Business Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Intelligence, Surveillance, and Reconnaissance</strong></td>
<td></td>
</tr>
<tr>
<td>Ground Sensor Integrator</td>
<td>• Software Products</td>
</tr>
<tr>
<td>Raytheon Network Centric Systems</td>
<td>• Technical Writing</td>
</tr>
<tr>
<td>Plano, Texas</td>
<td>• Electronic Box Build and Assembly</td>
</tr>
<tr>
<td>Nancy Walfeld – Small Business Liaison Officer</td>
<td>• Engineering Services</td>
</tr>
<tr>
<td>Email: <a href="mailto:Nancy_Walfeld@raytheon.com">Nancy_Walfeld@raytheon.com</a></td>
<td>• Connectors</td>
</tr>
<tr>
<td>Web Addresses:</td>
<td>• Cables (RF and digital)</td>
</tr>
<tr>
<td><a href="http://www.raytheon.com">www.raytheon.com</a></td>
<td>• Circuit Card Assemblies</td>
</tr>
<tr>
<td><a href="http://www.raytheon.com/connections/supplier/diversity/index.html">www.raytheon.com/connections/supplier/diversity/index.html</a></td>
<td>• Optical Components and Assemblies</td>
</tr>
<tr>
<td>Air Sensor Integrator</td>
<td></td>
</tr>
<tr>
<td>Northrop Grumman Corporation, Electronic Systems</td>
<td>• Software Engineering to support porting and verification testing in Baltimore, MD</td>
</tr>
<tr>
<td>Linthicum, MD</td>
<td>• Engineering Consulting for Electro-Optics/Infrared/Laser-Designator/Laser Range-finder Sensor Supplier Management local to Cypress, CA</td>
</tr>
<tr>
<td>Bill McKenna - Contracts</td>
<td>• Knowledgebase Solutions in Baltimore, MD</td>
</tr>
<tr>
<td>Email: <a href="mailto:william.mckenna@ngc.com">william.mckenna@ngc.com</a></td>
<td></td>
</tr>
<tr>
<td>Web Address: <a href="http://www.northropgrumman.com">www.northropgrumman.com</a></td>
<td></td>
</tr>
<tr>
<td>Unattended Ground Sensors, Tactical and Urban Sensors</td>
<td>• Embedded Software</td>
</tr>
<tr>
<td>Textron Systems</td>
<td>• Military Connectors</td>
</tr>
<tr>
<td>Wilmington, MA</td>
<td>• Cables (RF and Digital)</td>
</tr>
<tr>
<td>Web Address: <a href="http://www.systems.textron.com">www.systems.textron.com</a></td>
<td>• Antennas</td>
</tr>
<tr>
<td>Bruce Boucher – SBLO</td>
<td>• Printed Wiring Assemblies</td>
</tr>
<tr>
<td><a href="mailto:bboucher@systems.textron.com">bboucher@systems.textron.com</a></td>
<td>• Optical Imaging Components and Assemblies</td>
</tr>
</tbody>
</table>
## FCS Business Opportunities

### C4ISR Battle Command

<table>
<thead>
<tr>
<th>FCS Partner Contact Information</th>
<th>Business Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>C4ISR - Battle Command</strong></td>
<td></td>
</tr>
<tr>
<td>Battle Command and Mission Execution</td>
<td>• Software Engineering</td>
</tr>
<tr>
<td>Raytheon Network Centric Systems</td>
<td>• Software Coding and Development</td>
</tr>
<tr>
<td>Fort Wayne, IN</td>
<td></td>
</tr>
<tr>
<td>Email: <a href="mailto:Nancy_Walfield@raytheon.com">Nancy_Walfield@raytheon.com</a></td>
<td></td>
</tr>
</tbody>
</table>

| ISR Sensor Fusion              | Level 1 Fusion:       |
| Lockheed Martin Information Systems and Global Services | • Distributed Fusion Management |
| San Diego, CA                  | • Fusion Engine       |
| Regina Stout – Small Business Liaison Officer | • Exploitation Tools   |
| Email: regina.c.stout@lmco.com | • Embedded Training Software |
| Web Address: www.lockheedmartin.com | • Sensor Positioning  |

| Sensor Data Management         | Opportunities to be identified |
| General Dynamics C4 Systems    |                        |
| Scottsdale, AZ                 |                        |
| Stephanie Poppe - Small Business Liaison Officer |                        |
| Email: stephanie.poppe@gdc4s.com |                        |
| Web Address: www.gdc4s.com     |                        |

| Preparation and Planning Services | • Software Engineering |
| General Dynamics C4 Systems       | • Software Development and Coding |
| Scottsdale, AZ                    |                        |
| Stephanie Poppe - Small Business Liaison Officer |                        |
| Email: stephanie.poppe@gdc4s.com |                        |
| Web Address: www.gdc4s.com        |                        |
## FCS Business Opportunities

### C4ISR Network Systems

<table>
<thead>
<tr>
<th><strong>FCS Partner Contact Information</strong></th>
<th><strong>Business Opportunities</strong></th>
</tr>
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<tbody>
<tr>
<td><strong>C4ISR – Network Systems</strong></td>
<td></td>
</tr>
<tr>
<td>Centralized Controller Device</td>
<td>Procraftments for Small, Hand-Held Computing Devices:</td>
</tr>
<tr>
<td>Lockheed Martin Missiles and Fire Control</td>
<td>• Helmet/Goggle Mounted Display Devices</td>
</tr>
<tr>
<td>Grand Prairie, TX</td>
<td>• Organic Light-Emitting Diode Touch screen Displays</td>
</tr>
<tr>
<td>Ron Jennings</td>
<td>• Fixed Computer Storage Media (Solid State and/or Rotational)</td>
</tr>
<tr>
<td>Telephone: 972-603-1032</td>
<td>• Cable Assemblies (RF and digital)</td>
</tr>
<tr>
<td>Web Address: <a href="http://www.lockheedmartin.com">www.lockheedmartin.com</a></td>
<td>• I/O Connectors</td>
</tr>
<tr>
<td></td>
<td>• GPS Antenna for Small Form Factor Radio</td>
</tr>
<tr>
<td></td>
<td>• Light-Weight Electronic Heat Transfer and Compact Thermal Management Solutions</td>
</tr>
</tbody>
</table>

| Ground and Air Platform Communications | • Automated Test Benches (2 each) with option for Long Range Initial Production (2 each) |
| BAE Systems                            | • Networking Hardware |
| Wayne, NJ                               | • Antennas |
| James P. Nunemaker - Manager of Subcontracts | • I/O (digital) Cables and Connectors |
| Small Business Liaison Officer          | • Mechanical Enclosures |
| Telephone: 973-305-2604                 | • Power Supplies (PCB) |
| Fax: 973-305-2396                       | RF |
| E-Mail: james.nunemaker@baesystems.com | • RF Cables - Low Loss |
| Web address: www.baesystems.com         | • RF Combiners & Splitters |
| Mailing Address:                        | • RF Connectors |
| BAE Systems, CNIR                       | • RF Filters - Notch Filters, BPF and Diplexers |
| Information and Electronic Systems Integration Inc. | • RF Switches - High Power, Low Loss, High Isolation |
| Communication, Navigation, Identification & Reconnaissance | Engineering Outsourcing |
| 164 Totowa Road                         | • Systems Software, Hardware |
| Wayne, NJ 07474-0975                    |                            |

<table>
<thead>
<tr>
<th>FCS Partner Contact Information</th>
<th>Business Opportunities</th>
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<tr>
<td><strong>C4ISR – Network Systems</strong></td>
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<tr>
<td>Integrated Computer System</td>
<td>• General Purpose Processors</td>
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<tr>
<td>General Dynamics C4 Systems</td>
<td>• Graphics Processors</td>
</tr>
<tr>
<td>Bloomington, MN</td>
<td>• Fixed and Removable Storage Media – GOTS/Mil Hardened</td>
</tr>
<tr>
<td>Review Information at Web Address</td>
<td>• Storage Controllers</td>
</tr>
<tr>
<td><a href="http://www.gdc4s.com">www.gdc4s.com</a> under Suppliers, “Supplier Diversity Program”</td>
<td>• Network Switches and Routers</td>
</tr>
<tr>
<td>Email to <a href="mailto:info@gdc4s.com">info@gdc4s.com</a></td>
<td>• Firewalls</td>
</tr>
<tr>
<td></td>
<td>• Network Intrusion Detection</td>
</tr>
<tr>
<td></td>
<td>• Cross Domain Guards</td>
</tr>
<tr>
<td></td>
<td>• Chassis and Chassis backplanes</td>
</tr>
<tr>
<td></td>
<td>• Power Supplies</td>
</tr>
<tr>
<td></td>
<td>• Fiber Optic Cabling and Copper Cabling Conversion</td>
</tr>
<tr>
<td>Network Management System</td>
<td>• Software Design and Development</td>
</tr>
<tr>
<td>Northrop Grumman Mission Systems</td>
<td>• Voice and Data Service</td>
</tr>
<tr>
<td>Network Communications Division</td>
<td></td>
</tr>
<tr>
<td>Rancho Bernardo, CA</td>
<td></td>
</tr>
<tr>
<td>Email: <a href="mailto:mikal.aziz@ngc.com">mikal.aziz@ngc.com</a></td>
<td></td>
</tr>
<tr>
<td>Web Address:</td>
<td></td>
</tr>
<tr>
<td><a href="http://www.northropgrumman.com">www.northropgrumman.com</a></td>
<td></td>
</tr>
<tr>
<td>Supplier Diversity Website:</td>
<td></td>
</tr>
<tr>
<td><a href="https://oasis.northgrum.com">https://oasis.northgrum.com</a></td>
<td></td>
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</table>

## FCS Business Opportunities

### Supportability

<table>
<thead>
<tr>
<th>FCS Partner Contact Information</th>
<th>Business Opportunities</th>
</tr>
</thead>
</table>
| **Logistics Decision Support Systems**  
Northrop Grumman Mission Systems  
Carson, CA  
Email: mikal.aziz@ngc.com  
Web Address: www.northgrum.com  
Supplier Diversity Web Address: https://oasis.northgrum.com | **Software Development Support (On-site)**  
• Investigate and integrate COTS products within a network management framework  
• Analyze product design and identify design enhancements  
• Define and perform experiments to ensure COTS products can work within development and objective environments |
| **Platform Soldier – Mission Readiness**  
Honeywell Defense & Space Electronic Systems  
Albuquerque, NM  
William Spofford - Small Business Liaison Officer  
Telephone: 505-828-5548  
Email: bill.spofford@honeywell.com  
Web Address: https://www-a.honeywell.com/resource/diversity/ | **Long-term Opportunities:**  
• Secure Wireless Communications Technology  
• Chemical/Biological/Radiological/ Nuclear micro-sensors and sensor fusion  
• Advanced ruggedized display technology (organic light emitting diode, micro cube projection, etc.)  
• Perception Systems  
• Advanced Robotic Controls  
• High Bandwidth Transmission techniques  
• Advanced micro-turbine or heavy fuel micro-diesel engine technology  
• Efficient Energy Storage for the “Hotel” requirement (Kilowatts of storage to drive the electronics for the station keeping mission requirements)  
• Simulation and Modeling Tools/Model Development for Rapid Prototyping  
• Advanced Data Mining Functionality  
• Reasoning Technology  
• Imbedded micro sensors with micro transmitters for monitoring human health and physiological/psychological conditions  
• Personal identification and registration for the FCS soldiers to correlate to WMI access and data control. (Face recognition, Iris recognition, Finger print registration, integrated network security tied to personal ID) |
### FCS Business Opportunities

**Supportability (Continued)**

<table>
<thead>
<tr>
<th>FCS Partner Contact Information</th>
<th>Business Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Supportability</strong></td>
<td></td>
</tr>
<tr>
<td>Logistics Data Management Service (LDMS)</td>
<td>- Service Oriented Architecture</td>
</tr>
<tr>
<td>IBM – Global Business Services</td>
<td>- Systems Engineering</td>
</tr>
<tr>
<td>Garland, Texas</td>
<td>- Software Development</td>
</tr>
<tr>
<td>Michele Lewis – Procurement, Subcontracts</td>
<td>- Software Engineering</td>
</tr>
<tr>
<td>Telephone: 703-633-4583</td>
<td>- Software Integration</td>
</tr>
<tr>
<td>Email: <a href="mailto:michele.a.lewis@us.ibm.com">michele.a.lewis@us.ibm.com</a></td>
<td>- Systems Architecture</td>
</tr>
<tr>
<td>Web address: <a href="http://www.ibm.com">www.ibm.com</a></td>
<td>- Modeling and Simulation</td>
</tr>
<tr>
<td>Supplier Diversity Web Address:</td>
<td></td>
</tr>
<tr>
<td><a href="http://www-03.ibm.com/procurement/proweb.nsf/ContentDocsBytitle/United+States~Supplier+diversity">http://www-03.ibm.com/procurement/proweb.nsf/ContentDocsBytitle/United+States~Supplier+diversity</a></td>
<td></td>
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</tbody>
</table>
# FCS Business Opportunities

## Unmanned Systems

<table>
<thead>
<tr>
<th>FCS Partner Contact Information</th>
<th>Business Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Unmanned Ground Vehicle Systems</strong></td>
<td></td>
</tr>
<tr>
<td>Autonomous Navigation System (ANS)</td>
<td>Procurements for Perception Sensors</td>
</tr>
<tr>
<td>General Dynamics Robotic Systems</td>
<td>• IR Camera</td>
</tr>
<tr>
<td>Westminster, MD</td>
<td>• Low Light Monochrome Camera</td>
</tr>
<tr>
<td>Tim Matterson, Purchasing Manager</td>
<td>• Millimeter Wave Radar</td>
</tr>
<tr>
<td>Chari Russell, Small Business Liaison Officer</td>
<td>• Optics/Lenses</td>
</tr>
<tr>
<td>Gene Whitney (GPS/INS RFI Lead)</td>
<td>Procurements for Perception Computer Subsystem</td>
</tr>
<tr>
<td>Telephone: 410-386-1768</td>
<td>• Computer System Enclosure</td>
</tr>
<tr>
<td>Web Address: <a href="http://www.gdrs.com">www.gdrs.com</a></td>
<td>• Power Supply</td>
</tr>
<tr>
<td></td>
<td>• Heat Exchanger</td>
</tr>
<tr>
<td></td>
<td>Long-term Opportunity - Request for Proposal for</td>
</tr>
<tr>
<td></td>
<td>Core Navigation System, Phase II Effort</td>
</tr>
<tr>
<td></td>
<td>• Integrated GPS/INS System, Phase II Effort</td>
</tr>
<tr>
<td></td>
<td>• GPS Antenna</td>
</tr>
<tr>
<td></td>
<td><strong>Purchasing</strong></td>
</tr>
<tr>
<td></td>
<td>• Wiring Harnesses</td>
</tr>
<tr>
<td></td>
<td>• Machined Parts and Electronic Components</td>
</tr>
</tbody>
</table>

| Multifunction Utility/Logistics and Equipment Vehicle (MULE) | | |
| Lockheed Martin Missiles and Fire Control | • Composite Armor Structure Design |
| Grand Prairie, TX | • Belly Plate Composite Design |
| Ron Jennings | • Belly Plate Composite Tooling |
| Telephone: 972-603-1032 | • Chemical Point Detector |
| Web Address: [www.lockheedmartin.com](http://www.lockheedmartin.com) | • Titanium Chassis/Frames |
| | • Titanium Fittings & Tubing |
| | • Welding Services |
| | • Fasteners |
| | • Lightweight Armor |
| | • Wheels/Tires |
| | • Band Track |
| | • Wiring Harnesses |
| | • Suspension Motors |
| | • Turret Bearings, Gears, etc. |
| | • Turret Drive Motors |
| | • Slip Rings |
| | • Ultrasonic/Acceleration/Position Sensors |
| | • Tanks/Bladders (Fuel/Water) |
| | • Experimental Vehicle Management System |
| | • Computer |

### FCS Business Opportunities

#### Unmanned Systems (Continued)

**FCS Partner Contact Information**

**Unmanned Aerial Systems**

<table>
<thead>
<tr>
<th>Class IV Unmanned Aerial Vehicle</th>
<th>Northrop Grumman Integrated Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>17066 Goldentop Road</td>
<td>San Diego, CA 92150-9066</td>
</tr>
<tr>
<td>Email: <a href="mailto:vicky.harper-hall@ngc.com">vicky.harper-hall@ngc.com</a></td>
<td>Email: <a href="mailto:stan.ogara@ngc.com">stan.ogara@ngc.com</a></td>
</tr>
<tr>
<td>Web Address: <a href="http://www.northropgrumman.com">www.northropgrumman.com</a></td>
<td>Web Address: <a href="http://www.northropgrumman.com">www.northropgrumman.com</a></td>
</tr>
</tbody>
</table>

**Business Opportunities**

- Nose Cones
- Bottom Fairings (Composite Parts)
- New Designs
<table>
<thead>
<tr>
<th>Manned Ground Vehicle Systems</th>
<th>Business Opportunities</th>
</tr>
</thead>
</table>
| **Manned Ground Vehicle (MGV)**  
BAE Systems Land & Armaments L.P.  
Santa Clara, CA  
Subcontracts:  
GSDSubK.landa@baesystems.com  
Purchasing:  
GSDPurch.landa@baesystems.com | • Opportunities to be Identified |
| **Manned Ground Vehicle (MGV)**  
BAE Systems Land & Armaments L.P.  
Minneapolis, MN  
Subcontracts:  
Richard.richter@baesystems.com | Purchasing:  
• Bearings  
• Casting/Forging/Weldments  
• Electrical and Hydraulic Components  
• Fabrication  
• Machined Parts  
• Wiring Harnesses |
| **Manned Ground Vehicle (MGV)**  
General Dynamics Land Systems  
38500 Mound Road  
Sterling Heights, MI 48310-3200  
Email: simpsonl@gdls.com  
Web Address: www.gdls.com | • Insulation  
• Fuel Tanks  
• Fuel Adapter Cap |
# FCS Business Opportunities

## Training and Engineering Support

<table>
<thead>
<tr>
<th>FCS Partner Contact Information</th>
<th>Business Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Training Support</strong></td>
<td></td>
</tr>
<tr>
<td>Collective Training Support Packages</td>
<td>• Computer and/or web-based training products and training development allocated to small businesses</td>
</tr>
<tr>
<td>Northrop Grumman Information Technology</td>
<td></td>
</tr>
<tr>
<td>Chantilly, VA</td>
<td></td>
</tr>
<tr>
<td>Deelya E. Fulton</td>
<td></td>
</tr>
<tr>
<td>Small Business Liaison Officer</td>
<td></td>
</tr>
<tr>
<td>Telephone: 571-265-1745</td>
<td></td>
</tr>
<tr>
<td>Email: <a href="mailto:deelya.fulton@ngc.com">deelya.fulton@ngc.com</a></td>
<td></td>
</tr>
<tr>
<td>Web Address: <a href="https://oasis.northgrum.com">https://oasis.northgrum.com</a></td>
<td></td>
</tr>
<tr>
<td>Collective Training Support Packages</td>
<td>• Training support packages allocated to small businesses</td>
</tr>
<tr>
<td>Computer Sciences Corporation</td>
<td></td>
</tr>
<tr>
<td>Annie Martin</td>
<td></td>
</tr>
<tr>
<td>Small Business Liaison Officer</td>
<td></td>
</tr>
<tr>
<td>Email: <a href="mailto:amartin5@csc.com">amartin5@csc.com</a></td>
<td></td>
</tr>
<tr>
<td>Telephone: 703-818-4182</td>
<td></td>
</tr>
<tr>
<td><a href="http://www.csc.com/supplierdiversity">www.csc.com/supplierdiversity</a></td>
<td></td>
</tr>
<tr>
<td>Collective Training Support Packages</td>
<td>• Possible subcontracting opportunities in the area of Web based and Classroom based training tasks</td>
</tr>
<tr>
<td>Dynamics Research Corp</td>
<td></td>
</tr>
<tr>
<td>Andover, MA</td>
<td></td>
</tr>
<tr>
<td>Fax: 978-470-0201</td>
<td></td>
</tr>
<tr>
<td>Web Address: <a href="http://www.drc.com">www.drc.com</a></td>
<td></td>
</tr>
<tr>
<td><strong>Engineering Support</strong></td>
<td></td>
</tr>
<tr>
<td>Science Applications International Corporation - SAIC</td>
<td>• Subcontracting opportunities in software, engineering, logistics, and systems integration</td>
</tr>
<tr>
<td>James “Tyre” Benefield</td>
<td></td>
</tr>
<tr>
<td>Supplier Operations Manager</td>
<td></td>
</tr>
<tr>
<td>Huntsville, AL</td>
<td></td>
</tr>
<tr>
<td>Email: <a href="mailto:james.t.benefield@saic.com">james.t.benefield@saic.com</a></td>
<td></td>
</tr>
<tr>
<td>Web Address: <a href="http://www.saic.com">www.saic.com</a></td>
<td></td>
</tr>
</tbody>
</table>
## LSI (Boeing and SAIC) Technology Areas of Interest

<table>
<thead>
<tr>
<th>Mounted and Dismounted Soldier Survivability</th>
<th>Force Lethality</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Advanced Soldier Health Monitoring Systems</td>
<td>• Advanced Line of Sight Lethality and Effects</td>
</tr>
<tr>
<td>• Enhanced Standoff Mine Detection on Unmanned Aerial Vehicles</td>
<td>• Advanced Mounted Combat System Ammunition</td>
</tr>
<tr>
<td>• Kinetic Energy Active Protection Systems</td>
<td></td>
</tr>
<tr>
<td>• Laser Hardened Sensor Vision</td>
<td></td>
</tr>
<tr>
<td>• Mine Detection on Manned Ground Vehicles</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Human Factors and Training</th>
<th>Survivability</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Advanced Remote/Distributed Training Environments and Architectures and Effects</td>
<td>• Gap Bridging by manned/unmanned vehicles</td>
</tr>
<tr>
<td>• Methods for Training Command Decision makers Under Time Stress</td>
<td>• Innovative Mine Detection</td>
</tr>
<tr>
<td>• Models and Demonstrations for Human Factors in Remote Vehicle Control</td>
<td>• Mine Clearance and Neutralization</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sustainment Footprint</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Advanced Vehicle Drive Train Components</td>
</tr>
<tr>
<td>• Failure Models for Embedded Digital Electronics and Mother Boards</td>
</tr>
<tr>
<td>• Fault Tolerant/Self-Repairing Computer Operating Systems</td>
</tr>
<tr>
<td>• Ultra High Density Energy Storage</td>
</tr>
<tr>
<td>• Ultra Reliability Prognostics</td>
</tr>
</tbody>
</table>

Visit the FCS website at www.boeing.com/fcs
Contracting Support to the Warfighter

12th Annual Small Business Conference

Mr. Jeffrey Parsons
13 Nov 08

Expeditionary · Responsive · Innovative
Provide global contracting support to warfighters through the full spectrum of military operations.
Why the Army Contracting Command?

- Directed by the Secretary of the Army on 30 January 2008 in response to recommendation by the “Commission on Army Acquisition and Program Management in Expeditionary Operations” (known as the Gansler Commission).

- Commission recommendation was to establish a single “Army Contracting Command,” responsible for making contracting an Army, high-quality, core-competence.

- Commission viewed this recommendation as “essential to address the acquisition problems of recent years – both in expeditionary operations as well as in Army – wide contracting and weapons buying.”
How much do we obligate?

**FY 08 246,000 Actions $104 B**

18% > in $ from FY 07

Who we buying it for?

- PEO’s/PM’s
- FMS
- ASCC’s
- TRADOC
- IMCOM
- FORSCOM
- NETCOM
Benefits

- Resources necessary positions to support the Soldiers in the field.
- Incorporates Gansler Commission and Secretary of the Army Contracting Task Force recommendations and various recommendations from CID, DODIG, AAA, and GAO.
- Focuses and leverages contracting expertise.
- Begins synchronization process of contracting below the Army Secretariat level.
- Provides a single focal point to the operational commanders for most of Army contracting.
- Enhances career development for military and civilian contracting professionals.
✓ Ensures that contracting becomes a core-competency of the Army.

✓ Prepares us to provide world-class contracting capability in expeditionary operations and during times of peace.

✓ Increases the stature, quality and career development of the Army’s contracting personnel.

✓ Regains the confidence of our Congress and the American Public in the execution of our fiduciary responsibilities.
AMC 12th Annual SB Conference

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

12 November 2008
To Be The Premier Advocacy Organization Committed To Maximizing Small Business Opportunities In Support Of The Warfighter And The Transformation Of The Army.
• 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
<table>
<thead>
<tr>
<th></th>
<th>TOTAL DOLLARS</th>
<th>% ACHIEVED</th>
<th>ARMY TARGET</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$92,635</td>
<td></td>
<td></td>
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<tr>
<td>Small Business</td>
<td>$22,824</td>
<td>23.9%</td>
<td>24.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$ 7,669</td>
<td>8.3%</td>
<td>8.0%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$ 3,238</td>
<td>3.5%</td>
<td>3.5%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$ 3,405</td>
<td>3.7%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>$ 2,560</td>
<td>2.8%</td>
<td></td>
</tr>
<tr>
<td>Service-Disabled Small Business</td>
<td>$ 981</td>
<td>1.1%</td>
<td>0.8%</td>
</tr>
</tbody>
</table>

FPDS-NG Data as of 10/08/08

*Dollars shown in millions*
AMC SB Program Growth

Dollars (in Billions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>$5,022</td>
</tr>
<tr>
<td>2005</td>
<td>$6,675</td>
</tr>
<tr>
<td>2006</td>
<td>$6,364</td>
</tr>
<tr>
<td>2007</td>
<td>$8,709</td>
</tr>
</tbody>
</table>

FPDS-NG data as of 11/04/08
ARMY US BUSINESS PRIME CONTRACT AWARDS - FY 07

Total Awards ($92.6B)

- AMC ($69.6B)
- ACE ($14.6B)
- NGB ($2.2B)
- SMDC ($2.2B)
- PEO/STRI ($0.3B)
- MRMC ($1.3B)
- Other DA ($2.3B)

FPDS-NG Data as of 10/08/08
ARMY SMALL BUSINESS PRIME CONTRACT AWARDS - FY 07

Small Business Awards ($22.8B)

- AMC ($13.7B)
- ACE ($5.7B)
- NGB ($1.4B)
- SMDC ($664M)
- PEO/STRI ($119M)
- MRMC ($449M)
- Other ($804M)

FPDS-NG Data as of 10/08/08
ARMY SDB PRIME CONTRACT
AWARDS - FY 07

SDB Awards ($7.7B)

- AMC ($4B)
- ACE ($2.6B)
- NGB ($352M)
- SMDC ($88M)
- PEO/STRI ($21M)
- MRMC ($154M)
- Other ($440M)

FPDS-NG Data as of 10/08/08
ARMY HUBZone PRIME CONTRACT AWARDS - FY 07

HUBZone Awards ($3.4B)

- ACE 47%
- AMC 43%
- NGB 6%
- Other 2%
- PEO/STRI 0.5%
- SMDC 0.5%
- MRMC 1%

AMC ($1.1B)
ACE ($1.6B)
NGB ($187M)
SMDC ($18M)
PEO/STRI ($19M)
MRMC ($26M)
Other ($76)

FPDS-NG Data as of 10/08/08
ARMY WOSB PRIME CONTRACT AWARDS - FY 07

WOSB Awards ($3.2B)

- AMC 57%
- ACE 27%
- NGB 6%
- SMDC 2%
- PEO/STRI 3%
- Other 4%

AMC ($1.8B)
ACE ($878M)
NGB ($200M)
SMDC ($72M)
PEO/STRI ($15M)
MRMC ($85M)
Other ($150M)

FPDS-NG Data as of 10/08/08
ARMY SDVOSB PRIME CONTRACT AWARDS - FY 07

SDVOSB Awards ($981M)

- AMC ($575M)
- ACE ($191M)
- NGB ($87M)
- SMDC ($84M)
- PEO/STRI ($1M)
- MRMC ($14M)
- Other ($27M)

FPDS-NG Data as of 10/08/08
• 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
• Subcontracting Policy and Enforcement
• Army Contracting Command SB Program
• Accurate Data Reporting
• Staffing of SADBU Offices
• Uniform qualifications and performance objectives of small business personnel
<table>
<thead>
<tr>
<th>FCS SDD Goals</th>
<th>% of Boeing Subcontract Dollars</th>
<th>Accomplishments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>17.5%</td>
<td>17.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>3.5%</td>
<td>1.5%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>2.5%</td>
<td>2.3%</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone</td>
<td>0.3%</td>
<td>0.69%</td>
</tr>
<tr>
<td>Veteran Owned Small Business</td>
<td>1.5%</td>
<td>2.41%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned</td>
<td>0.2%</td>
<td>0.69%</td>
</tr>
</tbody>
</table>

Note: These goals are based on dollars going to small business through and including the third tier of subcontracts.
Small Business Set-Aside vehicle for IT services not specifically provided for through CHESS contract vehicles.

ITS-SB Task Areas
- Electronic Product Environmental Assessment Tool (EPEAT)
- Independent Verification & Validation (IV&V)
- Internet Protocol Version 6 (IPv6)
- Information Assurance (IA)
- Warranty & Maintenance
- Migration / Integration IT Services

Virtual Reading Room – Document Repository
https://ascp.monmouth.army.mil/scp/doclib.jsp
ACQUISITION STRATEGY

• Multiple-Award, Performance Based, ID/IQ Contract Type:
  – Fixed labor rates: FFP, T&M, and Cost Plus
  – Term: 3-year base with 1, 2-year option
  – Best Value
  – Open to Army, DoD and Federal Civilian Agencies

• Estimated Dollar Value: $400M
• NAICS Code 541519 – Other Computer Related Services
• Size Standard – $25M

• Awards: 8 awards anticipated
  – One Reserved Award – 8A
  – One Reserved Award – SDVOSB
<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Research/RFI</td>
<td>Complete</td>
</tr>
<tr>
<td>Advisory Multi-Step</td>
<td>Complete</td>
</tr>
<tr>
<td>Industry Day</td>
<td>Complete</td>
</tr>
<tr>
<td>Draft RFP</td>
<td>6 October 2008</td>
</tr>
<tr>
<td>Qs&amp;As Released</td>
<td>30 October 2008</td>
</tr>
<tr>
<td>Final RFP</td>
<td>12 December 2008</td>
</tr>
<tr>
<td>Proposals Due</td>
<td>30 days after release of RFP</td>
</tr>
<tr>
<td>Award</td>
<td>Mid-March 2009</td>
</tr>
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</table>
## SUBCONTRACT AWARDS FY07

<table>
<thead>
<tr>
<th>Total Dollars</th>
<th>Achieved</th>
<th>Target</th>
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<tbody>
<tr>
<td>US Business</td>
<td>$4,676</td>
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<tr>
<td>Small Business</td>
<td>$2,880</td>
<td>61.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$430</td>
<td>9.2%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$439</td>
<td>9.4%</td>
</tr>
<tr>
<td>HUBZone SB</td>
<td>$264</td>
<td>5.6%</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td>$233</td>
<td>5.0%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>$54</td>
<td>1.2%</td>
</tr>
</tbody>
</table>

Dollars shown in millions

FPDS-NG Data as of 10/02/08
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.

26 Active Agreements:
- 17 Mentors
- 26 Protégés (Can Have Only 1 Active Agreement)
- 2 Mentors are Graduated 8(a) Firms
IHE $340M
HBCU/MI $  66M   19.4%

ARMY TARGET 12.0 %

FPDS-NG Data as of 10/31/08
CHALLENGES

• Consolidation / Bundling

• Subcontracting plan enforcement

• Staffing of SADBU offices
Save the Date

The National HBCU/MI Conference
February 2-4, 2009 Atlanta, GA

www.hbcumiconference.com
Conference Hotline (703)695-3220
Save the Date: July 20-24 2009

The 5th Annual National Veteran Small Business Conference & Expo

Sponsored by the Veteran Small Business Federal Interagency Council

www.nationalveteransconference.com

Conference Hotline (703) 695-3220
Army SADBU
http://www.sellingtoarmy.info

DOD SADBU
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
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.info
Tips & Opportunities for Small Businesses

AMC Annual SB Conference
McLean Hilton

George Mason University
Procurement Technical Assistance Program

November 13, 2008
PTAP Background

PTAP

- Defense Logistics Agency SCAA
- Began mid 80’s - PTAP early 90’s
- Originally DoD oriented
- Mid 90’s extended to other Federal
- Now includes State and Local
- One stop shop - pre and post award
Procurement Technical Assistance Program

http://www.VAPTAP.org
Commonwealth of Virginia PTAC’s

- State-wide Program- George Mason University
  - Northern Virginia - City of Fairfax
  - Central Virginia - Charlottesville
  - Hampton Roads – Newport News

- Other Virginia Regional PTAC’s
  - Southwest VA Comm. College – Richlands
  - Crater Procurement Assistance Center - Petersburg
PTAC Services

- Outreach
  - Seminars & Conferences (sponsor and participant)
  - Associations (networking and participation)
- Education
- Counseling
PTAC Services (Cont’d)

- Marketing
  - Research
  - Strategic partnering
  - Mentor-Protégé
- Teaming & Joint Venture Networking
- Proposal Development Assistance
- Bid Matching System
- Reference Library
Northern Virginia PTA Center

http://www.novaptac.org
Other PTAC’s

http://www.dla.mil/db/procurem.htm
Why Do Business With Federal Government

- $450 Billion in contracts FY2008
- Purchases all types of goods and services
  - Information Technology
  - Food, clothing, medical supplies
  - Vehicles, parts and service
  - Professional Services
    » Language, translation, interpreters, writers, editors
    » Lawyers, doctors, accountants, analysts
  - Other services, like:
    » Labor services (arborists, landscapers, maintenance)
    » Construction
    » Child care, animal trainers/caretakers
- Public Information
- Payment sure in accord with contract
How To Get Started?

- Identify your product or service *(NAICS/FSC)*
- Register
- Determine who buys your goods or services
- Familiarize yourself with government contracting procedures.
- Seek additional assistance as needed.
- Explore subcontracting/teaming opportunities
- **Focus** and Market your firm
North American Industry Classification System

http://www.census.gov/epcd/www/naics.html

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.

NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

A new North American Product Classification System (NAPCS) is presently under development, with initial focus on products of services industries. (NAPCS will focus on manufacturing products at a later date, for existing census codes, see the Numerical List of Manufactured and Mineral Products.)

NAICS on the move. Revisions are set for NAICS 2002. Construction and wholesale trade are substantially affected, but the revisions also modify a number of retail classifications and the organization of the information sector.

Measuring electronic business is a major challenge for future statistical programs. Review the latest data as well as papers describing Census Bureau plans and issues.

The bridge to NAICS and SIC provides 1997 Economic Census data NAICS by SIC and SIC by NAICS, and reveals relationships not identified in the NAICS Manual.

The official 1997 US NAICS Manual North American Industry Classification System—United States, 1997 includes definitions for each industry, tables showing correspondence between 1997 NAICS and 1987 SICs, and a comprehensive index—features also available at this web site. To order the 1250-page Manual in print or on CD-ROM, call NTIS at (800) 553-6847 or (703) 605-6000, or visit the NTIS web site.

The list of 1997 NAICS codes, tables showing correspondence between NAICS and SIC, and other files...
Federal Supply Classification

http://www.usabid.com/resources/tables/pscs

<table>
<thead>
<tr>
<th>Product Service Codes</th>
</tr>
</thead>
<tbody>
<tr>
<td>A - Research and Development</td>
</tr>
<tr>
<td>B - Special Studies and Analyses - Not R&amp;D</td>
</tr>
<tr>
<td>C - Architect and Engineering - Construction</td>
</tr>
<tr>
<td>D - Automatic Data Processing and Telecommunication</td>
</tr>
<tr>
<td>E - Purchase of Structures and Facilities</td>
</tr>
<tr>
<td>F - Natural Resources and Conservation</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Federal Supply Codes</th>
</tr>
</thead>
<tbody>
<tr>
<td>63 - Alarm, Signal, and Detection Systems</td>
</tr>
<tr>
<td>65 - Medical, Dental, and Veterinary Equipment</td>
</tr>
<tr>
<td>66 - Instruments and Laboratory Equipment</td>
</tr>
<tr>
<td>67 - Photographic Equipment</td>
</tr>
<tr>
<td>68 - Chemicals and Chemical Products</td>
</tr>
<tr>
<td>69 - Training Aids and Devices</td>
</tr>
<tr>
<td>70 - ADP Equipment Software, Supplies, Equipment</td>
</tr>
</tbody>
</table>
How To Get Started?

- Identify your product or service *(NAICS/FSC)*
- Register
- Determine who buys your goods or services
- Familiarize yourself with government contracting procedures.
- Seek additional assistance as needed.
- Explore subcontracting/teaming opportunities
- **Focus** and Market your firm
Central Contractor Registration

http://www.ccr.gov/
Dynamic Small Business Search

http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder’s small business self-certification before awarding a contract.
On-line Reps and Certs Application –


The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

**Important Information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.**

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is its average number of persons employed for each pay period over the concern’s latest 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see [http://www.sba.gov/size/part121sects.html](http://www.sba.gov/size/part121sects.html)

The three-year average annual receipts (AAR) means “total income” or “gross income” plus “cost of goods sold” as reported to the IRS's tax returns and includes those of all affiliates worldwide. The AARs are calculated based on your firm’s last three completed fiscal years. Travel,
How To Get Started?

✓ Identify your product or service (NAICS/FSC)
✓ Register
✓ Determine who buys your goods or services
☐ Familiarize yourself with government contracting procedures.
☐ Seek additional assistance as needed.
☐ Explore subcontracting/teaming opportunities
☐ Focus and Market your firm
Some Federal Information Sources

- **Agency Forecasts**
  - [www.acquisition.gov/comp/procurement_forecasts/index.html](http://www.acquisition.gov/comp/procurement_forecasts/index.html)

- **Current/Future Military Programs**
  - [www.defenselink.mil/comptroller/defbudget](http://www.defenselink.mil/comptroller/defbudget)

- **Federal Agency Budget Overviews**
  - Current & historical budget information
  - [www.gpoaccess.gov/usbudget](http://www.gpoaccess.gov/usbudget)
  - [www.whitehouse.gov/omb/fy2009](http://www.whitehouse.gov/omb/fy2009)

- **GAO Reports/Studies**
  - [www.GAO.gov](http://www.GAO.gov)

- **U.S. Congress:**
  - [thomas.loc.gov](http://thomas.loc.gov) (Library of Congress)
## FY 2007 Agency SB Statistics

### 2007 Small Business Contracting

(Percentage of Total Prime Contract Dollars)

<table>
<thead>
<tr>
<th></th>
<th>Small</th>
<th>SDB</th>
<th>8(a)</th>
<th>SDV</th>
<th>Women</th>
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<td>1.57</td>
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<td>3.57</td>
<td>0.58</td>
<td>4.78</td>
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<td>1.23</td>
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<td>Veterans Affairs</td>
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<td>4.97</td>
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<td>Homeland Security</td>
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<td>13.58</td>
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<td>Interior</td>
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<td>13.33</td>
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<td>31.17</td>
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<td>2.47</td>
<td>6.12</td>
<td>1.17</td>
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<td>Treasury</td>
<td>28.76</td>
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<td>5.07</td>
<td>1.08</td>
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<td>Transportation</td>
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<td>19.30</td>
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<td>2.34</td>
<td>10.40</td>
<td>7.56</td>
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<td>3.99</td>
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<td>Social Security</td>
<td>31.96</td>
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<td>7.07</td>
<td>1.24</td>
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<td>AID</td>
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<td>Nuclear Reg. Comm.</td>
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<td>11.92</td>
<td>1.57</td>
<td>8.97</td>
<td>4.58</td>
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</tbody>
</table>

Source: SBA/Federal Procurement Data System-Next Generation

November 7, 2008  Copyright © 2008 Business Research Services, Inc. All Rights Reserved
Welcome to USA Spending.gov - Where Americans Can See Where Their Money Goes

Have you ever wanted to find more information on government spending? Have you ever wondered where federal contracting dollars and grant awards go? Or perhaps you would just like to know, as a citizen, what the government is really doing with your money. The Federal Funding Accountability and Transparency Act of 2006 (Transparency Act) requires a single searchable website, accessible by the public for free that includes for each Federal award:

1. The name of the entity receiving the award;
2. The amount of the award;
3. Information on the award including transaction type, funding agency, etc;
4. The location of the entity receiving the award;
5. A unique identifier of the entity receiving the award.

Welcome to www.USASpending.gov, a relaunch of www.FederalSpending.gov, that provides citizens with easy access to government contract, grant and other award data.

To begin searching, select either the Assistance or Contracts tab at the top left side of this page. You can easily switch back and forth as you search.

The table below provides a summary of the federal spending information available on USA Spending.gov. For an overview of the data available on this website, please see the Data Quality tab at the top of this page.

Contracts and Other Spending In Billions of Dollars:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Contracts</td>
<td>$258,841</td>
<td>$259,402</td>
<td>$259,595</td>
<td>$258,514</td>
<td>$244,441</td>
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<td>Grants</td>
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<td>$300,718</td>
<td>$304,313</td>
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<td>$449,413</td>
<td>$461,015</td>
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<td>Loans</td>
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<td>Insurance</td>
<td>$431,232</td>
<td>$492,107</td>
<td>$568,586</td>
<td>$567,211</td>
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<td>Direct Payments (eg. Social Security)</td>
<td>$782,254</td>
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<td>Other</td>
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<td>$5,233</td>
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<td>$8,804</td>
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<td>$14,314</td>
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<td>Total</td>
<td>$1,813,718</td>
<td>$2,026,886</td>
<td>$2,280,834</td>
<td>$2,518,464</td>
<td>$2,018,411</td>
<td>$2,604,531</td>
<td>$2,287,436</td>
<td>$2,068,367</td>
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</table>
FedBizOpps

http://www.FBO.gov/
Federal Procurement Data System - NG

https://www fpds.gov

* Use Internet Explorer or Netscape 7.0
Federal Acquisition Jumpstation

http://prod.nais.nasa.gov/pub/fedproc/home.html

Federal Acquisition Jumpstation

Your link to federal acquisitions on the Internet

Welcome

Departments of the Executive Branch:
Agriculture / Commerce / Defense / DLA / Air Force / Army / Navy / Education / Energy / Health & Human Services / HUD / Interior / Justice / Labor / State / Transportation / Treasury / VA

Independent Agencies of the Executive Branch:

Other Acquisition Information:
Commerce Business Daily (CBD) / Procurement Assistance

Procurement and Acquisition Sites by Contracting Activity

Departments of the Executive Branch:

Department of Agriculture
- USDA Procurement
- USDA Points of Contact and Business Opportunities Information
- Agricultural Research Service
- Farm Service Agency
- Rural Business Cooperative Service

Department of Commerce
- Commerce Acquisition Community
- Office of Small and Disadvantaged Business Utilization (OSDBU)
# DOD Purchase Statistics

[siadapp.dmdc.osd.mil/procurement/historical_reports/services/services.html](siadapp.dmdc.osd.mil/procurement/historical_reports/services/services.html)

## Product and Service Statistics

- **Prime Contract Awards by Service Category and Federal Supply Classification (P07) (250K, Print Landscape)**
  
  NOTE: View List of Abbreviations

  - Fiscal Year 1996
  - Fiscal Year 1997
  - Fiscal Year 1998
  - Fiscal Year 1999
  - Fiscal Year 2000
  - Fiscal Year 2001
    - FSC Summary
    - FSC Detail
  - Fiscal Year 2002
    - FSC Summary
    - FSC Detail
  - Fiscal Year 2003
    - FSC Summary
    - FSC Detail
  - Fiscal Year 2004
    - FSC Summary
    - FSC Detail
  - Fiscal Year 2005
    - FSC Summary
    - FSC Detail
  - Fiscal Year 2006
    - FSC Summary
    - FSC Detail

  PDF | XLS
---|---

Agency Forecasts
acquisition.gov/comp/procurement_forecasts/index.html
How To Get Started?

- Identify your product or service (*NAICS/FSC*)
- Register
- Determine who buys your goods or services
- Familiarize yourself with government contracting procedures.
- Seek additional assistance as needed.
- Explore subcontracting/teaming opportunities
- **Focus** and Market your firm
Federal Purchase Thresholds

- Greater than $100,000
- Simplified Acquisition Threshold $100,000
- Small Purchase Threshold < $25,000
- Micro-purchase < $2500
Federal Acquisition Regulations

Federal Acquisition Regulation (FAR)

Current FAR
Includes Amendments from FAC 2005-10
Effective on September 28, 2006

FAR Documents

FAR Reference

FARef (Archived) - HTML
FARef (Archived) - PDF
GSA Forms Library
FARef - Zipped
Search the FAR

Other Information
Subscribe to Acquisition News
Frequently Asked Questions
Authority of the FAR
FAR Solicitation Guide
Some Important FAR Parts

- Part 12 – Acquisition of Commercial Items
- Part 13 – Simplified Acquisition Procedures
- Part 14 – Sealed Bidding
- Part 15 – Contracting by Negotiation
- Part 16 – Types of Contracts
- Part 19 – Small Business Programs
Acquisition Central

http://www.arnet.gov/
Acquisition Knowledge Sharing System

https://akss.dau.mil/
Army Small Business Programs

http://www.sellingtoarmy.info
e-Tools...

- www.gsa.gov
- www.gsa.gov/
  - schedules
  - elibrary
  - gsaadvantage
  - vsc
- fsstraining.gsa.gov
GSA Vendor Support Center

www.gsa.gov/vsc
General Services Administration E-library

http://www.gsaelibrary.gsa.gov
How To Get Started?

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✓ Register
✓ Determine who buys your goods or services
✓ Familiarize yourself with government contracting procedures.
✓ Seek additional assistance as needed.

☐ Explore subcontracting opportunities

☐ **Focus** and Market your firm
SBA Government Contracting Assistance

http://www.sba.gov/gc/
Business.Gov

http://www.business.gov/
SBA SBDC Listings

http://www.sba.gov/sbdc
Woman’s Business Web Sites

www.onlinewbc.gov/

www.womenbiz.gov
SBA VETS
http://www.sba.gov/VETS/
Center for Veteran’s Enterprise

www.vetbiz.gov/
How To Get Started?

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- Determine who buys your goods or services
- Familiarize yourself with government contracting procedures.
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SBA SUB-Net
http://web.sba.gov/subnet/
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- Seek additional assistance as needed.
- Explore subcontracting/teaming opportunities
- **Focus** and Market your firm
Market Your Business

Associations
AFCEA  NCMA

Networking

Conferences

Market Research

Targeted Sales Calls
Market Your Business

Focus!!!!
George Mason University PTAP
4031 University Drive, Suite 200
Fairfax, VA 22030
Phone: 703-277-7700
Fax: 703-352-8195
www.vaptap.org

“bringing business and government closer together”
MISSION
The Army SBIR program is designed to provide small, high-tech businesses the opportunity to propose innovative research and development solutions in response to critical Army needs.

VISION
To be the Army’s premier source of innovative technology solutions, providing direct access to America’s high-tech small business research and development community, enabling our Soldiers deployed around the world.

Army Small Business Innovation Research Program
Christopher S. Rinaldi, P.E.
Program Manager
13 Nov 2008
Outline

• What is SBIR?
• What is the SBIR process?
• Where can participants get help?
What is SBIR?

A congressionally mandated program...

- Increase small business participation in federally funded R&D
- Increase private sector commercialization of federal R&D
- Foster participation by minority and disadvantaged firms in technological innovation
- Stimulate technological innovation
Army SBIR Facts and Figures
FY00-08

- 2,147 research topics...
- 29,582 proposals from industry...
- 5,013 contract awards...
- 26 participating organizations...
- Over $1.7 billion in research...

One mission...
the Soldier.
# Army SBIR Award History

<table>
<thead>
<tr>
<th></th>
<th>FY03</th>
<th>FY04</th>
<th>FY05</th>
<th>FY06</th>
<th>FY07</th>
<th>FY08</th>
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<tr>
<td><strong>Phase I Awards</strong></td>
<td>352</td>
<td>356</td>
<td>371</td>
<td>321</td>
<td>361</td>
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<td><strong>Phase II Awards</strong></td>
<td>222</td>
<td>237</td>
<td>259</td>
<td>218</td>
<td>185</td>
<td>*</td>
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</tbody>
</table>

Data publicly available at: [http://www.dodsbir.net/annualreport/annrpt.html](http://www.dodsbir.net/annualreport/annrpt.html)

* Process ongoing
Army SBIR Process

Topics

Phase I

Feasibility Study
$70K, 6 Months

$50K Option (Gap Funding)

~10% of proposals submitted selected

Phase II

Prototype Development
$730K, 2 Years

~50% invited proposals selected

Commercialization Pilot Program (CPP)

Phase III

Commercialization Transition to Federal Govt or Private Program

No SBIR Funds

DoD Solicitation
Participation in all three solicitations

$270M in FY08

Phase I + Option + Phase II = $850,000
Participating Organizations

Armament RD&E Center (ARDEC)
Army Research Institute (ARI)
Army Research Lab (ARL)
Army Test and Evaluation Center (ATEC)
Aviation and Missile RD&E Center (AMRDEC)
Communications-Electronics RD&E Center (CERDEC)
Edgewood Chemical Biological Center (ECBC)
Engineer Research and Development Center (ERDC)
Medical Research and Materiel Command (MRMC)
Natick Soldier Center (NSC)
Simulation and Training Technology Center (STTC)
Tank-Automotive RD&E Center (TARDEC)
Space & Missile Defense Command (SMDC)
Army Program Executive Offices (PEOs)
3 Solicitations

• December – January
• May – June
• August – September

Submit all proposals via DoD Web Site:
http://www.dodsbir.net/submission
Proposals are evaluated using the following criteria (published in the Solicitation):

1. Technical feasibility
2. Personnel & facilities
3. Transition potential
Transition Assistance

Commercialization Pilot Program (CPP)

- Phase II Programs (~400)
- Identify the top 15% programs (25) for additional support
- Qualitative & Quantitative Evaluation Criteria
- $ Available for business planning

Technical Assistance Advocates (TAA)

- Technical Assistance Advocates
  - National Capital Region
  - Southeast Region
  - Mid-Atlantic Command and Control Region
  - Mid-Atlantic Armaments Region
  - Midwest Region
- Gated Management Reviews (GMRs)
- $ Available for business planning
Where Can Participants Get Help?

1. DoD SBIR Helpdesk (1-866-724-7457)
2. Army SBIR Helpdesk (703-806-2085)
3. During Pre-Solicitation Period, Topic Authors are available to answer questions put directly to them. (via the DoD website)
4. Army Program Assistance (via telephone & email for funded programs)
www.armysbir.com
Great technology?
No current topic?
SUGGEST ONE!

Topic authors encouraged to collaborate with industry during topic development process

Suggest a research topic
Contact Information

Mr. Christopher S. Rinaldi, PM
MAJ Shane Sullivan, DPM

Office: 703-806-2085
Fax: 703-806-2044
army.sbir@us.army.mil
http://www.armysbir.com

U.S. Army Research, Development and Engineering Command
6000 6th Street, Suite 100
Fort Belvoir, Virginia 22060-5608
Preparing Your Proposal to Win More Contracts – The Source Selection Trade-Off Process

12th Annual Small Business Conference
Best Value Continuum – FAR 15.101

Sealed Bidding/Negotiated

Low Price

Technically Acceptable, Lowest Price

Source Selection Tradeoff Process

Best Value: The Expected Outcome of an Acquisition that, in the Government’s Estimation, Provides the Greatest Overall Benefit in Response to the Requirement
- Army Source Selection Manual
The Source Selection Trade-off Process (FAR Part 15)

- A Process
- Used in Competitive Negotiated Contracting
- To Select the Most Advantageous Offer
- By Evaluating and Comparing Factors in Addition to Cost or Price

FAR 15.101-1(c): The Trade-Off Process “Permits Trade-offs among Cost or Price and non-Cost Factors and Allows the Government to Accept other than the Lowest Priced Proposal.”
Reading Your RFP – Request for Proposal Sections (Uniform Contract Format)

A Solicitation/Contract Form
B Supplies or Services and Prices/Costs
C Description/Specifications/Work Statement
D Packaging and Marking
E Inspection and Acceptance
F Deliveries or Performance
G Contract Administration Data
H Special Contract Requirements
I Contract Clauses
J List of Attachments
K Representations, Certifications, and Other Statements of Offerors
L Instructions, Conditions, and Notices to Offerors (Includes Proposal Preparation Instructions)
M Evaluation Factors for Award (Identifies Basis of Award)*

*EVERY COMPETITIVE SOLICITATION HAS AN “EVALUATION FACTORS FOR AWARD” SECTION ESTABLISHING THE “BASIS OF AWARD” – (RFP SECTION M IN THE UNIFORM CONTRACT FORMAT (UCF))
M.1 Basis of Award: The Government plans to award a single contract for the Fighting Trailer System subject to the provisions contained herein. The evaluation of proposals submitted in response to this solicitation shall be conducted on a source selection basis utilizing a "tradeoff" process to obtain the best value to the Government. The Government will weigh the evaluated proposal (other than the Price Area) against the evaluated price to the Government. As part of the tradeoff determination, the relative strengths, weaknesses and risks of each proposal shall be considered in selecting the offer that is most advantageous and represents the best overall value to the Government.
PROPOSAL EVALUATION OF
PROPOSAL RISK vs. PERFORMANCE RISK

• Proposal Risk vs. Performance Risk

• Proposal Risk: Risks Associated with the Offeror’s Proposed Approach in Meeting the Requirements of the Solicitation.

• Performance Risk: Risks Associated with an Offeror’s Likelihood of Success in Performing the Solicitation’s Requirements as Indicated by that Offeror’s Record of Current or Past Performance
Factor: Technical
Sub-Factor: Technical Approach

RFP Section L Proposal Preparation Instructions
- RFP Paragraph L.10
- Provide substantiation supporting conformance of the Proposed Trailer to the Purchase Description Requirements
  - commercial literature
  - test data
  - historical information
  - analytical support
  - other supporting rationale or design documentation
    - Corrosion Control (PD Para 3.2.1)
    - Carrying Capacity (PD Para 3.2.2)
    - Ground Clearance (PD Para 3.2.3)
    - Trailer Weight, & Width (PD Para 3.2.4)
- Provide Federal Vehicle Trailer Certification or Milestones, with Substantiating Data, for Obtaining Certification

RFP Section M Evaluation Criteria
- RFP Paragraph M.10
- Proposal Risk Probability Offeror will Timely Satisfy Requirements
  - Corrosion Control (PD Para 3.2.1)
  - Carrying Capacity (PD Para 3.2.2)
  - Ground Clearance (PD Para 3.2.3)
  - Trailer Weight, & Width (PD Para 3.2.4)
- Risk of Contractor Obtaining a Federal Vehicle Trailer Certification at the point of the Contract Award

Proposal Risk - Those Risks Associated with the Offeror’s Proposed Approach in Meeting the Requirements of the Solicitation- See RFP Section M

Sample RFP Crosswalk

Section C Requirements
See RFP Section C and Applicable Purchase Description (PD) Paragraphs
  - Corrosion Control: 20 years IAW PD Para 3.2.1
  - Carrying Capacity: 7 Tons IAW PD Para 3.2.2
  - Ground Clearance: 24 inches IAW PD Para 3.2.3
  - Trailer Weight & Width: IAW PD Para 3.2.4
  - Federal Vehicle Trailer Certification

Sample RFP Crosswalk
What is a Performance Risk Evaluation of Past Performance

Record of Past Performance

+ Relevance of Past Performance

= Performance Risk

- How Well Did the Offeror Perform?
- What is the Predictive Value of the Prior Contracts?
- What is the Likelihood of Future Success on Our Requirements?
Performance Risk – Importance of Relevance/Recency

- Past Performance Assesses Performance Risk Considering both:
  - Prior Contract Performance
  - Relevance/Recency of Prior Contract Performance

### Example 1

<table>
<thead>
<tr>
<th>Offeror</th>
<th>Prior Contract Performance</th>
<th>Relevance/Recency of Prior Contract Performance</th>
<th>Performance Risk Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Excellent Excellent Excellent</td>
<td>Highly Highly Limited</td>
<td>Excellent/Very Low Risk</td>
</tr>
<tr>
<td>B</td>
<td>Excellent Excellent Excellent</td>
<td>Limited Limited Limited</td>
<td>Adequate/Moderate Risk</td>
</tr>
</tbody>
</table>
Reading Your RFP – When are FAR 15.306(d) Discussions Planned?

- Does the RFP Contemplate Discussions?
  - FAR 52.215-1: The Government intends to Award without Discussions.
    - However, The Government Reserves the Right to Conduct Discussions if Necessary.
    - Offeror’s are Encouraged to Submit Proposals on Best Terms in that Discussions may not be Conducted
  - FAR 52.215-1(Alternate 1): The Government intends to Award a Contract after Conducting Discussions.
    - Offeror’s Still Encouraged to Submit Proposal on Best Terms in that the Competitive Range Determination will be based on the Initial Proposal Submission.
    - FAR & Case Law Require Conduct of Meaningful Discussions (Deficiencies, Significant Weaknesses, Adverse Past Performance)
The Best Value Trade-off Decision

✓ Is a Reasonable Business Judgment of the SSA;
✓ Based on a Comparative Analysis of the Proposals;
✓ Must be Consistent with the Stated Evaluation Criteria;
✓ Must Reflect Why Perceived Non-Cost/Price Discriminators among Offerors (e.g. Better Design, Better Past Performance, Strengths/Weaknesses) are:

• Worth any Necessary Price Premium, or
• Not Worth Price Premium
Cost/Price more important than non-cost factors...

Proposal Formation Roadmap Message to Offeror: Relatively Significant Advantages Required to Pay Higher Price.
Reading Your RFP – Cost vs. Non-Cost Criteria Relationship

*Non-cost factors more important than cost/price...*

Proposal Formation Roadmap Message to Offeror: Willing to Pay Price Premium for Relatively Smaller Improvements.
Understanding the Selection Process – The Best Value Trade-off Decision

The Determinative Element is not the Differences in Ratings, but the Rational Judgement of the Source Selection Authority Concerning the Significance of those Differences.

The Analysis, Ratings and Comparisons should be used as an Aid to the Source Selection Authority's Judgement - not as a Substitute for that Judgement.
### Source Selection Trade-Off Example

**Scenario:** Past Performance is Slightly More Important than Price.

<table>
<thead>
<tr>
<th></th>
<th>Total Evaluated Price</th>
<th>Past Performance Rating</th>
<th>Historical Contract Relevance/Recency</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Offeror A</strong></td>
<td>$1,000,000</td>
<td>Adequate/Moderate Risk</td>
<td>High</td>
</tr>
<tr>
<td><strong>Offeror B</strong></td>
<td>$1,200,000</td>
<td>Excellent/Low Risk</td>
<td>High</td>
</tr>
</tbody>
</table>

**Item:** Turret Drive Controller – Vehicle Deadline Item  
**GFM Status:** GFM To M1A2 Production Line  
**Safety Item:** Yes - Controls Turret Spin  
**Stock Status:** 210 Day Supply (210 Day Delivery Schedule)  
**Complexity:** Moderate  
**Offeror “A” Delivery History:** 30% of Recent Deliveries are 30-60 Days Late  
**Offeror “A” Quality History:** Products Meet Requirements
Tips and Top Source Selection Messages for Offerors

➢ Read the RFP Thoroughly. In Particular:
  • The Requirements: Statement of Work (Section C) and Delivery Schedule
  • Proposal Preparation Instructions (Section L)
  • Basis for Evaluation and Award (Section M)
  • Executive Summary

➢ Crosswalk RFP Sections C, L & M To Determine Precisely What Information to Include in Your Proposal

➢ Understand the RFP Section M Relative Order of Importance Statement - It is the Road Map for Preparing Your Most Competitive Proposal

➢ The Government Will Evaluate Precisely What was Announced in the RFP

➢ Your Proposal will be Evaluated in great part based on Risk: This Necessitates Submission of Proposal Data Substantiating the Probability of Successful Performance - Promises or Unsupported Assertions will be Evaluated as Higher Risk

➢ Consider whether Pursuing Objective/Desired Requirements will make your Proposal more Advantageous, given the Evaluation Criteria?

➢ If Your Offer is not Selected for Award, it Typically doesn’t mean you had a Poor Proposal, it means that another Proposal was Comparatively more Advantageous and a Better Value – Receiving a Debriefing may help Improve Future Proposal Submissions
Back-Up Slides
ACQUISITION UNIVERSE

FAR PART 6

COMPETITIVE PROCEDURES

- SEALED BIDDING
  - FAR Part 14
    - Award Based on Price and Responsibility

- NEGOTIATION
  - FAR Part 15
    - Award Based on Factors in Addition to Cost/Price (including Responsibility)

OTHER THAN COMPETITIVE PROCEDURES

1. ONLY ONE RESPONSIBLE SOURCE OR A LIMITED NUMBER OF RESPONSIBLE SOURCES

2. UNUSUAL AND COMPELLING URGENCY

3. INDUSTRIAL MOBILIZATION OR MAINTAIN R&D CAPABILITY AT EDUCATIONAL OR NON PROFIT INSTITUTION OR FEDERALLY FUNDED RESEARCH CENTER

4. INTERNATIONAL AGREEMENT

5. AUTHORIZED OR REQUIRED BY STATUTE

6. NATIONAL SECURITY

7. PUBLIC INTEREST

* FAR Part 15 Procedures may be applied to competitive purchases under FAR Part 8, 12, and 13
Source Selection Process Flow

Requirements Identified  Criteria/SSO Established  RFP Issued  Proposals Received

Discussions To Be Held

MARTKET RESEARCH  DRAFT RFP  SSEB/SSO TRAINING

Draft Initial Evaluation

Can Competitive Range Be Established

Communicate Where Inclusion Is Uncertain

Eliminate Those Outside the Range

Prepare Final Evaluations

NO

YES

Final Evaluation

Establish Competitive Range

Discuss Deficiencies & Significant Weaknesses

Prepare Interim Evaluation

Final Proposal Revisions

MARKET RESEARCH  DRAFT RFP  SSEB/SSO TRAINING

Can Competitive Range Be Established

Communicate Where Inclusion Is Uncertain

Eliminate Those Outside the Range

Prepare Final Evaluations

NO

YES

Debrief Losers

SSA Decision/Award

Clarify as Req’d & Identify Negative Past Performance
# Technical Factor

## Adjectival Rating Definitions

Evaluators will apply the rating for the definition that most closely matches the evaluation.

<table>
<thead>
<tr>
<th>Adjectival Rating</th>
<th>Proposed Approach and Achievement of Requirements and Objectives</th>
<th>Feasibility &amp; Practicality of Solutions</th>
<th>Proposal Clarity, Precision &amp; Support</th>
<th>Understanding of Requirements &amp; Objectives</th>
<th>Strengths and Weaknesses</th>
<th>Risk Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Excellent</td>
<td>Exceptional Approach and Superior Achievement of Requirements and Objectives</td>
<td>Unquestionably Feasible &amp; Practical</td>
<td>Exceptionally Clear/Precise &amp; Fully Supported</td>
<td>Clear Understanding</td>
<td>Strengths far Outweigh Weaknesses</td>
<td>Very Low</td>
</tr>
<tr>
<td>Good</td>
<td>Sound Approach Fully Expected to Achieve Requirements &amp; Objectives</td>
<td>Feasible &amp; Practical</td>
<td>Clear/Precise &amp; Supported</td>
<td>Understanding</td>
<td>Strengths far Outweigh Weaknesses</td>
<td>Low</td>
</tr>
<tr>
<td>Adequate</td>
<td>Generally Sound Approach Capable of Achieving Requirements &amp; Objectives</td>
<td>Generally Feasible &amp; Practical</td>
<td>Somewhat Clear/Precise &amp; Partially Supported</td>
<td>General Understanding</td>
<td>Strengths and Weaknesses are Offsetting</td>
<td>Moderate</td>
</tr>
<tr>
<td>Marginal</td>
<td>Approach may not be Sound and may not be Capable of Achieving Requirements &amp; Objectives</td>
<td>May Not Be Feasible or Practical</td>
<td>Lacks Clarity/Precision &amp; Generally Unsupported</td>
<td>Not a Complete Understanding</td>
<td>Weaknesses Outweigh Strengths</td>
<td>High</td>
</tr>
<tr>
<td>Poor</td>
<td>Approach likely not Capable of Achieving Requirements and Objectives</td>
<td>Not Feasible or Practical</td>
<td>Lacks any Clarity/Precision &amp; is Unsupported</td>
<td>Does Not Demonstrate an Understanding</td>
<td>Weaknesses far Outweigh Strengths</td>
<td>Very High</td>
</tr>
</tbody>
</table>
Typical Performance Risk
Adjectival Rating Definitions

Evaluators will apply the rating for the definition that most closely matches the evaluation

EXCELLENT: Essentially no doubt exists that the offeror will successfully perform the required effort based on their performance record. **Risk Level: Very Low**

GOOD: Little doubt exists that the offeror will successfully perform the required effort based on their performance record. **Risk Level: Low**

ADEQUATE: Some doubt exists that the offeror will successfully perform the required effort based on their performance record. **Risk Level: Moderate**

MARGINAL: Significant doubt exists that the offeror will successfully perform the required effort based on their performance record. **Risk Level: High**

POOR: It is extremely doubtful that the offeror will successfully perform the required effort based on their performance record. **Risk Level: Very High**

UNKNOWN: The offeror has little/no relevant past performance upon which to base a meaningful performance risk prediction. **Risk Level: Unknown**
When Discussions are Conducted, FAR and Case Law Require Conduct of Meaningful Discussions

- Deficiencies; Significant Weaknesses; Adverse Past Performance

The Primary Objective of Discussions is to Maximize the Government’s Ability to Obtain Best Value, Based upon the Requirements and the Evaluation Factors set forth in the Solicitation (FAR 15.306(d)(2))

- Not Searching for Perfect Information

- The Offeror Must have Sufficient Information to Understand the Government’s Concern.

- Oral Discussions Greatly Enhance Communication, Improve Quality, Save Time and Reduce the Risk of Protest.
Available Resources to Business for State-of-the-Art Manufacturing

12th Annual Small Business Conference
November 12, 2008

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Deliver optimized manufacturing solutions that enhance the quality, affordability, maintainability, and rapid deployment of existing and yet-to-be developed defense systems. Collaborate with government, industrial, and academic organizations to promote the implementation of best practices to key stakeholders through the development and delivery of disciplined training, advanced technologies, and methodologies.

Created as a non-profit organization to develop and deliver manufacturing solutions to the Department of Defense and its industrial base. The successes of the NCDMM help assure the readiness and sustainment of needed defense systems. These successes are widely recognized by Air Force, Army, Marine Corps, and Navy organizations as well as their contractors.
About the NCDMM

**Primary Program Sponsor**
- Manufacturing, Science and Technology (MST) Division of the Aviation and Missile Research, Development and Engineering Center (AMRDEC) – Huntsville, AL

**Customer Base**
- DoD Facilities – Depots, Arsenals, Shipyards, etc.
- Primes and tiered suppliers – Lockheed Martin, Boeing, BAE Systems, etc.
- Job Shops

**Locations**
- NCDMM Headquarters on campus of Alliance Partner Kennametal Inc., Latrobe, PA
- Advanced Manufacturing Laboratory located in Derry, PA
- Letterkenny office located in the Letterkenny Industrial Development Authority Building, Chambersburg, PA
The Team

Customer – DoD and Suppliers

Alliance Partners (AP's)

- Design
- Government Labs
- Cutting Tool Providers
- Diagnostic / Inspection
- Manufacturing Technology
- Software
- Workholding
- Machine Tools
- Process Optimization
- Research Universities
- Raw Material Providers

NCDMM Organization

2008 NCDMM Alliance Partner Summit
NCDMM Alliance Partners

[Logos of various companies and organizations]
Army Materiel Command Involvement

**Depots**
- **Red River**
  - Site Assessment
- **Anniston**
  - HMMWV Armor Plate Drilling
  - M1 Tank Seal Ring
- **Tobyhanna**
  - NVG Sheet Metal Clip Custom Metal Forming Machine
  - Engineering Service
- **Corpus Christi**
  - Evaluation of Machining Issues
  - UH-60 BIM Blanket Tap Test Evaluation
  - UH-60 BIM Blanket Skin Removal Evaluation
  - T-55 Compressor Rotor Turn Time Reduction

**Arsenals**
- **Picatinny**
  - Excalibur JUMPED Process
- **Redstone**
  - Contract Management
  - PIF JUMPED Process
- **Rock Island**
  - Site Assessment
  - HMMWV Drill Kits
  - M119A1 Howitzer Trunnion Optimization
  - Training
- **Watervliet**
  - FCS 120mm Gun Barrel Engineering Support
  - Improved Boring of Large Caliber Cannon Tubes
- **Pine Bluff**
  - Facility Review

**Ammunition Plants**
- **Milan**
  - AMC Rapid Review Team Assessment

**Selected project examples**
Aero-Based Weapon Systems

- Advanced Anti-Radiation Guided Missile (AARGM)
- Advanced Medium Range Air-to-Air Missile (AMRAM)
- Advanced Precision Kill Weapon System (APKWS)
- AIM-9 (Sidewinder) Missile
- AH-64 Apache Helicopter
- Attack Reconnaissance Helicopter (ARH)
- C-17 Globemaster Transport
- CH-47 Chinook Helicopter
- CH-53 Sea Stallion Helicopter
- F-16 Falcon
- F-18 Hornet
- F-22 Raptor
- F-35 /JSF Joint Strike Fighter
- Future Scout and Cavalry System (FSCS)
- Global Hawk Unmanned Aerial Vehicle
- HH-47 CSAR-X
- Loitering Attack Missile (LAM)
- Non-Line-of-Sight (N-LOS) Weapons
- PATRIOT Missile System
- Precision Attack Missile (PAM)
- Targeting Systems
- UH-60 Blackhawk Helicopter
Land-Based Weapon Systems

- 105mm, 120mm, 155mm and M119A1 Howitzers
- XM 982 Excalibur Guided Artillery
- Expeditionary Fighting Vehicle (EFV)
- FCS UGV MULE
- HMMWV Up Armor
- M1 Abrams Tank
- M2A3 Bradley Fighting Vehicle
- M88A2 HERCULES Improved Recovery Vehicle
- Night Vision Goggles
Core Initiatives

1. **ENGINEERING:** Engage with the DoD and DoD supply base to implement new methodologies and “affordable” solutions that reduce/avoid cost and reduce lead times

2. **TRAINING:** Transfer these advanced solutions and knowledge to DoD, DoD suppliers and U.S. based manufactures through training programs, seminars and technical publications

3. **JOB SHOPS:** Enable job shops to better support DoD and DoD Prime outsourcing opportunities
Impact Examples

**Chinook - Bulkhead Optimization**
Objective: Reduce weight and improve reliability of floor frame bulkhead
IMPACT
15% Weight Reduction

**795 Armor Drill Kits – OIF/OEF/CONUS**
Objective: Provide Armor Drill Kit to Drill Up Armor in the Field
IMPACT
Reduced installation time by 30%

**Navy Propulsion Shaft Machining**
Objective: Reduce shaft taper inspection time from 74 man hours to 24
IMPACT/COST AVOIDANCE
$8M

**Picatinny Arsenal XM982 Excalibur**
Objective: Eliminate a production bottleneck from 40 hours/part to 1.5 hours/part
IMPACT/COST AVOIDANCE
$75M

**Black Hawk Ti Rotor Component**
Objective: Improve manufacturability from 60 to 95 pieces/week
IMPACT/COST AVOIDANCE
$2.2M

**Edge-of-Part Composite**
Objective: Reduce cost of trimming composite wing skins
IMPACT/COST AVOIDANCE
$225M

Cost Savings/Avoidance To-Date: > $478 million
Core Initiative #2 Training Programs

- Are You At Your Speed Limit?
- Machine Tool Performance Analysis & Improvements
- Holding Onto Your Future…Quick Change Workholding and Fixturing for Today’s Competitive Shop
- Metalcutting Application Engineering
- Hard Turning Made Easy
- Threadmilling
- Productivity Under Pressure
- Programming and Verifying the Future
- When to Five Axis Machine
- Tool Holding, Measuring and Inspection
- Is Hard Machining Really That Hard?
- The Art of Reverse Engineering
- Portable CMM
- Metal Cutting Applications
- Lathe & Milling Applications
- Milling Applications
- Cutting Tool Materials
- Lathe Applications
- Haas Emulator Training
- GD & T
- Blue Print Reading & Quality Inspection Techniques
- Operator Performed Maintenance
- Certified Metal Cutting Professional Program

Participating To-Date: >450 people, >141 organizations, in 25 states
Objective

Enable job shops to better support defense outsourcing opportunities

Job Shop Consortium

- Established in western PA
- A national program
- Over 87 various-sized manufacturing firms
- Many firms classified as small disadvantaged businesses
  HZ, WO, VO, 8A, DV and others
National Efforts

Expand NCDMM Efforts

• Transition NCDMM’s western PA Small Business model - Nationally

NCDMM has contributed to more than $150 million in western PA defense work
NCDMM Manufacturing Solutions

NCDMM Small Shop Efforts
• Assess area manufactures capabilities and capacities
• Provide technology awareness and training programs
• Assist in implementing advanced technologies
• Look for potential opportunities and provide guidance for shops

What steps you can take to engage and obtain DoD work
1. CCR Registration, CAGE Code
2. Work with your local PTAC
3. DLA training in Columbus, Oh. “TKO”
Your **ONE** Source for
Defense Manufacturing Opportunities

**Features & Benefits**

- Build your proposal inside of VOICE
- RFPs and RFQs sorted by shop capabilities
  - Advertise your shop services
  - Locate partners to complete your bid

**Our Mission:** Develop a Virtual Bid Board that matches manufacturing out-sourcing needs of large defense contractors with the capabilities of job shops.
Highlighted Benefits

- 132 projects completed to date
- $480M savings/cost avoidance
- Manufacturing Consortium consists of 87 shops of all sizes and capabilities – provide national exposure to prime, tier, DoD outsourcing opportunities
- Delivered technology training and awareness programs involving over 450 personnel from over 141 organizations across 25 states
- Supported advanced DoD training with Industrial College of the Armed Forces (ICAF) and Depot and Arsenal Executive Leadership Program (DAELP)
Acknowledgement

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Redstone Arsenal, Alabama
Russell Dillard, AMSRD-AMR-SE-MT (russell.dillard@us.army.mil)

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KEYS TO SMALL BUSINESS SUCCESS

Dr. Robert L. Wright
IF YOU ARE IN BUSINESS OR GOING INTO BUSINESS

- You must have a business plan.
- You must know where you are going.
- You must know how you’re going to get there.
- You must have an end game.
You Must Be A Leader

In Being a Leader:

- Set the tone at the top.
- Establish the culture.
- Have the ability to inspire.
- Maintain honesty and integrity.
- Surround yourself with good people.
- Let everyone take credit when things go right.
- You take the responsibility when things go wrong.
- Take care of your employees.
- Commit to hard work.
- Have good facilities.
Selling Your Services

- Develop a good Capabilities statement.
- You must be the one to tell your story.
- Do your research to find out what services the Government is buying.
- Keep your presentation brief and to the point.
Bidding

- Do you know the customer and does the customer know you?
- Pursue contracts within your capabilities to perform.
- Pursue contracts within your ability to finance.
- Write good proposals.
- Do good costing.
Teaming

- Select a partner that has capabilities that you need on the team.
- Make sure the partner has a record of good performance.
- Make sure their rates are in line with what you need to submit a good cost proposal.
- Make sure you have the ability to manage your subcontractors.
You Are the Winner! -- Now What?

- Do you have a project manager?
- Do you have people ready to start?
- If there is an incumbent what about their people?
  - Will some stay?
  - Will some go?
- Do you have a transition plan?
You Are *Not* the Winner--Now What?

- Get a debrief from the customer.
- How did you rank with the competition?
- Were there weaknesses in your proposal?
- Were your costs too high?
- Were your costs too low?
- Will there be opportunities to submit bids to this customer in the future?
Customer Relations and Satisfaction

- Visit the customer periodically.
- Make sure the customer knows they can call you at any time.
- Do not let your employees be the only face the customer sees.
- Good performance → the key to follow-on work with other Government agencies.
QUESTIONS ?