“Army and Small Business: Success Thru Partnership”
Tysons Corner, VA
7-8 November 2007

AGENDA

Wednesday, 7 November 2007

Welcome

Lieutenant General Lawrence P. Farrell, Jr., USAF (Ret), President & CEO, National Defense Industrial Association

“Continuing Opportunities for Small Businesses”, Mr. Dean G. Popps, Principal Deputy, Assistant Secretary of the Army (Acquisition, Logistics and Technology)

“Update on the State of the Army Small Business Program”, Ms. Tracey L. Pinson, Director, Small and Disadvantaged Business Utilization, Office of the Secretary of the Army

“The Outlook for Small Business”, Mr. Joel Szabat, Chief of Staff, U.S. Small Business Administration

Thursday, 8 November 2007

Recognition of AMC Small Business Person of the Year

General Benjamin S. Griffin, USA, Commanding General, AMC

“Keys to Small Business Success”, Dr. Marvin Carroll, CEO, Tec-Masters, Inc

Panel: “Assistance and Opportunities”

- “MRAP Business Opportunities”, Mr. Scott A. Crosson, Acquisition Manager, Joint MRAP Vehicle Program, U.S. Marine Corps Systems Command
- “Business Opportunities with FCS”, Mr. John Kelley, Director, Supplier Management and Procurement, FCS, The Boeing Company
- “Industry Partnership Opportunities with AMC”, Mr. Ronald Davis, Deputy Chief of Staff for Business Transformation, G-7, HQs AMC
- “Available Resources to Businesses for State-of-the-Art Manufacturing”, Mr. John S. VanKirk, President and Executive Director, National Center for Defense Manufacturing & Machining

“Resources and Opportunities for Wounded Warriors”, Mr. Steven R. Clark, Director, OSD, Heroes to Hometowns Program

Breakout Sessions: Special Interest Topics

- “Tips and Opportunities Available for Small Businesses”, Mr. Wallace Johnson, Deputy Director, Procurement Technical Assistance Program, George Mason University
- “What You Need to Know Before You Team/Partner”, Ms. January Dennison, President, Technology Research Consultants, Inc.
Objective & Scope

Providing for the Nation’s security requires an effective partnership between the Army and the small business community. Small business is “big business” in the Army. Last year the Army awarded $19.3 billion in direct contracts. Small businesses received an even greater amount in contracts with major defense firms. Despite having the smallest budget of the three military departments, the Army has awarded the highest dollar amount of prime contracts to small businesses for each of the last seven years.

This conference brings together leaders of the industry small business community and the government (Small Business Administration and Army) 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. The Business Opportunities Fair is an important part of the conference. Representatives from the Army’s major buying commands will be present to discuss future opportunities for small businesses in their respective commands. In addition, representatives from among the top 50 large business defense contractors will be in attendance to discuss small business opportunities with their firms. Army personnel will be available to address individual contractors’ questions and concerns.

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 7, 2007

1:00 p.m. Registration Open

3:00 p.m. Administrative Remarks

3:05 p.m. Welcome

Lieutenant General Lawrence P. Farrell, Jr., USAF (Ret), President & CEO, National Defense Industrial Association

3:10 p.m. Opening Remarks

General Benjamin S. Griffin, USA, Commanding General, AMC

3:40 p.m. Continuing Opportunities for Small Businesses

Mr. Dean G. Popps, Principal Deputy, Assistant Secretary of the Army (Acquisition, Logistics and Technology)

4:15 p.m. Break

4:30 p.m. Update on the State of the Army Small Business Program

Ms. Tracey L. Pinson, Director, Small and Disadvantaged Business Utilization, Office of the Secretary of the Army

5:00 p.m. The Outlook for Small Business

Mr. Joel Szabat, Chief of Staff, U.S. Small Business Administration

5:45 - 7:45 p.m. Reception
Thursday, November 8, 2007

7:00 a.m.  Continental Breakfast & Registration Open

7:50 a.m.  Administrative Remarks

7:55 a.m.  Recognition of AMC Small Business Person of the Year
           General Benjamin S. Griffin, USA, Commanding General, AMC

8:05 a.m.  “Keys to Small Business Success”
            Dr. Marvin Carroll, CEO, Tec-Masters, Inc.

8:40 a.m.  Panel: “Assistance and Opportunities”
            ▶ “MRAP Business Opportunities”
                      Mr. Scott A. Crosson, Acquisition Manager, Joint MRAP
                      Vehicle Program, U.S. Marine Corps Systems Command
            ▶ “Business Opportunities with FCS”
                      Mr. John Kelley, Director, Supplier Management and
                      Procurement, FCS, The Boeing Company
            ▶ “Industry Partnership Opportunities with AMC”
                      Mr. Ronald Davis, Deputy Chief of Staff for Business
                      Transformation, G-7, HQs AMC
            ▶ “Available Resources to Businesses for State-of-the-Art
                      Manufacturing”
                      Mr. John S. VanKirk, President and Executive Director,
                      National Center for Defense Manufacturing & Machining

10:20 a.m. Break

10:35 a.m. Panel: “Open Question Period”
            Moderator: Mr. Jeffrey Parsons, Director, Command
            Contracting, U.S. Army Materiel Command
            ▶ Mr. Bruce Berinato, PARC, Joint Munitions & Logistics
              Command
            ▶ Ms. Marlene Cruze, Executive Director, Acquisition Center,
              U.S. Army Aviation and Missile Command
            ▶ Mr. Edward Elgart, PARC, U.S. Army Communications-
              Electronics Command
            ▶ Mr. Martin Green, Associate Director for Contracting, U.S.
              Army Tank-Automotive and Armaments Command
            ▶ Mr. James Loehrl, PARC, U.S. Army Field Support Command
            ▶ Mr. Michael Patterson, Chief, Contracting Center, Surface
              Deployment and Distribution Command
            ▶ Mr. James Warrington, Director of Contracting, U.S. Army
              Research, Development and Engineering Command
              Acquisition Center

11:35 a.m. “Resources and Opportunities for Wounded Warriors”
            Mr. Steven R. Clark, Director, OSD, Heroes to Hometowns
            Program

12:00 p.m. Luncheon
11th Annual Small Business Conference

Thursday, November 8, 2007 cont.

1:00 - 4:10 p.m. Concurrent Activities

1:00 p.m. Business Opportunities Fair
Representatives of each AMC major subordinate command, the National Guard, Army Contracting Agency, Corps of Engineers, Medical Command, and the Defense Contracting Command-Washington, will be present to discuss future business opportunities, and to address individual contractor concerns.

1:00 p.m. 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.

- “Success Strategies for Women-Owned Small Businesses in the DoD World”
  Ms. Madhu Beriwal, President and CEO, Innovative Emergency Management, Inc.

- “Available Resources to Businesses for State-of-the-Art Manufacturing”
  Mr. John S. VanKirk, President and CEO, National Center for Defense Manufacturing & Machining

- “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

- “IT Business Opportunities”
  Ms. Giselle Whitfield, Acting Associate Director, Office of Small Business Programs, U.S. Army Contracting Agency – Information Technology, E-Commerce, and Commercial Contracting Center

- “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

- “Future Combat Systems – Business Opportunities and Supplier Management”
  Mr. Chris Van Gels, Senior Manager Supplier Diversity, Future Combat Systems, The Boeing Company

- “Small Business Innovative Research (SBIR) Opportunities”
  Ms. Susan Nichols, Program Manager, SBIR, U.S. Army Research, Development and Engineering Command

- “Tips and Opportunities Available for Small Businesses”
  Mr. Wallace Johnson, Deputy Director, Procurement Technical Assistance Program, George Mason University

- “What You Need to Know Before You Team/Partner”
  Ms. January Dennison, President, Technology Research Consultants, Inc.
"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, or eats it, Army Materiel Command provides it.”

“Need to be faster, more agile, less bureaucratic… Need to fight this every day”
AMC Commanders and Deputies

**As of 30 October 2007**

### Presence:
- **Locations**: 149
- **States**: 43
- **Countries**: 55
- **Personnel**: 53,181
- **Contractors**: 38,000+
- **Total AMC in SWA**: 57,279

### Army Materiel Command
- LTG William E. Mortensen
- Ms. Kathryn A. Condon
- CSM Jeffery J. Mellinger
- **Civilian**: 1,168 | **Military**: 84

### Communications-Electronics LCMC
- MG Dennis Via
- Mr. Ed Thomas
- **Civilian**: 7,192 | **Military**: 85

### Research, Development & Engineering Command
- MG Fred D. Robinson Jr.
- Mr. David J. Shaffer
- **Civilian**: 11,815 | **Military**: 244

### Joint Munitions & Lethality LCMC
- BG William Phillips
- BG James Rogers
- **Civilian**: 5,351 | **Military**: 17

### Tank-automotive & Armaments Command LCMC
- MG Mike Lenaers
- Mr. Jack Dugan
- **Civilian**: 13,089 | **Military**: 94

### Army Sustainment Command
- MG Robert Radin
- Mr. Scott Welker
- **Civilian**: 1,183 | **Military**: 696

### Aviation and Missile LCMC
- MG James Myles
- Dr. Richard W. Amos
- **Civilian**: 8,623 | **Military**: 107

### Military Surface Deployment & Distribution Command
- MG Kathleen Gainey
- Ms. Patricia Young
- **Civilian**: 1,726 | **Military**: 169

### Chemical Materials Agency LCMC
- Mr. Dale A. Ormond (Acting)
- Mr. Conrad Whyne
- **Civilian**: 1,483 | **Military**: 16

### US Army Security Assistance Command
- BG Michael J. Terry
- Mr. Rick Alpaugh
- **Civilian**: 560 | **Military**: 49
Life Cycle Management Commands... Soldier Focused
Depots, Arsenals, Ammunition Plants
TACOM, AMCOM, CECOM, CMA*, JM&L

- Unity of effort between Acquisition, Research and Logistics
- Acquisition decision authority between Army Acquisition Executive and Program Executive Officers not affected

Logistic & Maintenance Lessons Learned
Solutions

Customers
- DOD and Dept of Army
- Combatant Commands
- Allies
- Coalition
- Other Services, NASA
- Dept Homeland Security

Research, Development & Engineering Command

Resources/Direction

Production and Fielding

Feedback

Army Sustainment Command: AMC's Face to the Field

More Reliable Systems, Reduced Cost

Acquisition

Production Decision

Technology/System Improvements

Improvement Suggestions

Future Capabilities


As of 12 Sep 07

*proposed
Transforming Army Materiel Command from an organization that is “Production-based, commodity-focused, and platform-centric” to one that is “Service-based, capabilities-focused, and unit-centric” for Persistent Conflict

**ORGANIZATIONAL CHANGE**
- Life-Cycle Management Commands
- Army Field Support Brigades and Brigade Logistic Support Teams
- Base Realignment and Closure (BRAC)
- Surface Deployment and Distribution
- Army Watercraft
- Central Issue Facilities
- Contingency Contracting
- Installation Maintenance and Ammunition
- Security Assistance

**CULTURE OF INNOVATION**
- Safety
- Lean Six Sigma
- Reset Parts Management
- Outreach to Industry
- Partnerships
- Performance Based Logistics
- Rapid Review Teams
- Research & Development/Technology to the Warfighter
- Informing the Requirements Process
- Army Greatest Inventions
- Human Capital Strategy

**COMPLEX SERVICES**
- Support to ARFORGEN
- MRAP Fielding/Sustainment
- Soldier as a System
- Ammunition Enterprise
- Forward Repair Activities
- Unit-focused RESET
- Small Arms Repair
- Left-Behind & Theater Provided Equipment
- TRADOC Fleet Management
- LOGCAP IV Transition
- Industrial Capabilities Modernization
- Low Density Training Equipment
- Chemical Storage & Demil

**KNOWLEDGE MANAGEMENT**
- Condition Based Maintenance
- Central Technical Support Facility (CTSF)
- Global Help Desk
- Logistic Automation Test Bed - Sierra Depot
- Sample Data Collection
- Factory-to-Foxhole Visibility
- Single Army Logistics Enterprise
- Lessons Learned
- Quantitative Metrics and Analysis

**End State**
- “Cradle-to-Grave Capabilities Support”
- “Efficient Production Processes”
- “Customer Focused Solutions”
- “Data Driven Decisions”
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
- R&D
- Spare parts
- Maintenance
- Other services (eg. IT, Engineering Support, Logistics, etc.)
Small Business is Big Business At AMC

Total Contracts $ 56 Billion
Small Business $ 8.1 Billion

Total 2007 as of 29 Oct
AMC obligations approximately 61% of the Army’s total U.S. business contract dollars!

FY 02-06 PRMIS; FY 07 FPDS-NG
Preliminary – as of 29 Oct 07
Small Business is...

Big Business in AMC!

- More than 27 Million American small businesses
- Highly Innovative – 13 more patents per employee than large firms
- Employ about half of all private sector employees
- Generate more than 50% of U.S. gross domestic product
- Principal source of new jobs in the U.S. economy (60-80% over past decade)

Smart Business!

- Innovation
- Responsiveness
- Flexibility
- 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!
2006 Army’s Greatest Inventions

Culture of Innovation

Blow Torch Counter
Improvised Explosive Device System

M1114 HMMWV Interim Fragment Kit 5

BuckEye System

Remote Urban Monitoring System

OmniSense Unattended Ground Sensors

Constant Hawk

Shaped Charge Assembly for Remote Destruction of Buried IEDs

Integrated Robotic Explosive Detection System

HMMWV Crew Extraction D-ring

As of 21 Feb 07
Army Focus Areas
Potential Business Opportunities

- FCS technologies
- MRAP Vehicles
- Force Protection
- Weight/cube reductions
- Power management
- Advanced sensor development
- Thermal imaging & optics
- Miniaturization & nanotechnology
- Unmanned/autonomous systems/robotics
- Wireless network technologies
- IT Support
- Logistics & supply chain management
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
<table>
<thead>
<tr>
<th>Large Business Participants</th>
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<tr>
<td>• AAI Corporation</td>
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<tr>
<td>• Agility Defense &amp;</td>
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<td>Government Service</td>
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<td>• Harris Corporation</td>
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<td>• ITT</td>
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<tr>
<td>• Aerospace/Communications</td>
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<td>• Kellogg Brown &amp; Root (KBR)</td>
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<td>• Kira, Inc.</td>
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National Defense Industrial Association

America’s leading Defense Industry association promoting National Security

The Voice of the Industrial Base
Mission

✓ ADVOCATE: cutting-edge technology and superior weapons, equipment, training, and support for the War-Fighter and First Responder

✓ PROMOTE: a vigorous, responsive, Government-Industry National Security team

✓ PROVIDE: a forum for exchange of information between Industry and Government on National Security issues

“If I were inviting a colleague to join, I'd say the most compelling reason is the prestige of NDIA membership.” -- NDIA member
About Us……

✓ Non-profit, educational association

✓ Represents industry, government and all military Services

✓ 1,375 corporate members

✓ 42,500 individual members – more than 12,500 government

✓ 52 Chapters provide local participation / networking opportunities

✓ 33 Divisions provide “area of interest” opportunities

“NDIA is one of the professional organizations that I get the most use and benefit from.”

-- NDIA member
Activities

✓ Symposia - @ 70-80 per year – Policy, Warfighting, Logistics, Technical, Systems Acquisition, International Cooperation, Small Business, Homeland Security, etc. focus areas

✓ Exhibitions - @ 30 per year – the latest technology and defense related capabilities on display

✓ Advocacy in Washington on broad industrial base issues

✓ News – timely views from the Pentagon, the Administration, Congress and Industry via National DEFENSE magazine

✓ Studies, reports, assessments, reviews for government entities

“NDIA is the best organization on the block. NDIA has been able to get outside the hardware aspects of DoD.” -- NDIA member

The Voice of the Industrial Base
Member Benefits

✓ The latest technical and policy information at symposia – with discounted registration fee

✓ Monthly issues of National DEFENSE magazine

✓ Annual Mega Directory – a handy reference of corporate capabilities and the defense acquisition community

✓ Local and National networking through Chapters, Divisions, Symposia

✓ An advocate in Washington to promote the need for a strong defense industrial base

“Great source of information plus networking opportunities all wrapped up in a quality organization at great value!” – NDIA member

The Voice of the Industrial Base
Publications

✓ National DEFENSE Magazine - monthly coverage of defense developments, trends, and issues

✓ “Top Issues” -- published annually to outline key focus areas for NDIA efforts

✓ Mega Directory -- published annually in August issue of National DEFENSE - provides key information and POC’s for corporate member companies and the DoD Acquisition community.

“I skim or read articles (in National DEFENSE Magazine)... because when dealing with clients, I like to be even or have a leg up on the (defense) industry in general.”   -- NDIA member
Affiliates

Precision Strike Association (PSA)

National Training Systems Association (NTSA)

Women In Defense (WID)

Association For Enterprise Integration (AFEI)
NDIA
National Defense Industrial Association
“Your Premier Defense Association!”
The Voice of the Industrial Base
Tips & Opportunities
Available for Small Business
11th Annual Small Business Conference
McLean, Virginia

George Mason University
Procurement Technical Assistance Program
November 8, 2007
Procurement Technical Assistance Program

PTAP

Increase contracting between small businesses, prime contractors, and government...

• Help small businesses obtain contracts with federal, state, and local governments

• Apply APTAC’s member resources to improve business and economic climate in Local Communities

Defense Logistics Agency & APTAC
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
DoD Defense Logistics Agency
Procurement Technical Assistance Centers (PTACs)

There are currently, 92 Cooperative Agreements - or PTACs operating nationwide: statewide (40), regional (46), and native american tribal (6) programs in over 250 local offices in 46 states and Puerto Rico.

Last year, PTAC clients were awarded contracts totaling $13.328 billion, creating or retaining 417,425 jobs
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
Other PTAC’s

http://www.dla.mil/db/procurem.htm
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
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
Federal Supply Classification

http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz

FPDS PSC Wizard - Step 1

Choose One Major Category
- Research and Development
- Services (other than R and D)
- Products

Option: Enter one word or phrase to search for (up to 20 characters)

Go To Step 2 - Pick Major Group

Return to the FPDC home page

PSC Wizard Version 0.9, March 17, 2000
How To Get Started?

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Dynamic Small Business Search

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

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

The BPIN is a search mechanism that provides unprecedented views into several key data bases 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, as well as an 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/part121sechts.html

The three-year average annual receipts (AAR) means “total income” or “gross income” plus “cost of goods sold” as reported to the IRS in 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?

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  - Explore subcontracting/teaming opportunities
  - *Focus* and Market your firm
FedBizOpps
http://www.fedbizopps.gov/

FedBizOpps.gov is the single government point of entry (GPOE) for Federal government procurement opportunities over $25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.
Federal Procurement Data System*

http://www.fpds.gov

* Use Internet Explorer or Netscape 7.0
Federal Acquisition Jumpstation

http://prod.nais.nasa.gov/pub/fedproc/home.html
How To Get Started?

- Identify your product or service (*NAICS/FSC*)
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  - **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 26, 2006

FAR Documents
- HTML Format
- PDF Format
- FrameMaker - Zipped
- FAR Matrix - HTML
- FAR Matrix - PDF
- FAR Index - PDF
- Appendix

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

Other Information
- Subscribe to Acquisition News
- Frequently Asked Questions
- Authority of the FAR
- FAR Drafting Guide

All PDF files require Adobe Acrobat 7.0
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

http://akss.dau.mil/
DOD OSBP

http://www.acq.osd.mil/osbp/
Army SADBU

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

- www.gsa.gov
- www.gsa.gov/
  - schedules
  - elibrary
  - gsaadvantage
  - vsc
- fsstraining.gsa.gov
General Services Administration E-library
http://www.gsaelibrary.gsa.gov/elib/eLibrary.jsp
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 opportunities
- **Focus** and Market your firm
OSDBU Interagency Council

http://www.osdbu.gov/

Federal OSDBU Directors Interagency Council

- Agriculture - Commerce - Defense - DHS - Education - Energy - EPA - Executive Office of the President - GSA
- Transportation - Treasury - USAID - U.S. Postal Service - VA

[ List of Federal OSDBU Offices ]

About The Council

- Charter
- Executive Committee Members

General

- Outreach Events
- Success Stories
- Useful Links
- Summary Meeting Minutes

Save the Date
16th Annual OSDBU Procurement Conference will be held on Thursday, April 20, 2006 (Upper Marlboro, MD)

Key Issues and Topics

- News
- Bundling
- Competitive Sourcing
- Recertification
- President's Management Agenda

Working Groups

- Legislative

Commerce Secretary Gutierrez Announces Hurricane Contracting Information Center (HCIC), One-Stop Shop to Help U.S. Businesses Participate in Hurricane Rebuilding Efforts

CVE Center for Veterans Enterprise (CVE) has developed an Internet database of veteran-owned and service-disabled veteran-owned small businesses called "VetBiz Vendor Information Pages (VIP)"
SBA Government Contracting Assistance Directory

http://www.sba.gov/gc/asstdir.html
SBA SBDC Listings

http://www.sba.gov/sbdc

A broadband service delivery network designed to make a significant, strategic investment in building and enhancing local economies in the US, Puerto Rico, US Virgin Islands, Guam and American Samoa.

U.S. Small Business Administration

Small Business Development Centers (SBDC)

2003 Program Announcement For FY2004 or CY2004
PDF format
Veteran’s Administration VETBiz

http://www.vetbiz.gov/

is a Veteran Resource Information web site designed to assist veteran entrepreneurs who want to start and expand their businesses in the Federal and private marketplace. This site provides up to the minute information from the Federal Government as it pertains to Service Disabled and Veteran Owned Small Businesses. Please visit our “News and Information Page” for current releases.

We provide the following services FREE to all Honorably Discharged Veterans:

- Vendor Information Pages – a veteran business database that lists businesses that are 51% or more owned by veterans or service-connected disabled veterans. It is used to promote and market Veteran-Owned Small Businesses (VOSBs) and Service Disabled Veteran-Owned (SDVOSBs). This database is the number one source for Federal agencies looking for SDVOSB’s to comply with Executive Order 13360 (PDF). The Vendor Information Pages (VIP) database averages over 4500 visits per month accounting for over 4100 vendor searches by Federal agencies, prime contractors and private citizens. This database is also the sole source for all inquiries for market research requested through The Center for
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

ብ_focusブ and Market your firm
SBA SUB-Net
http://web.sba.gov/subnet/

The use of SUB-Net fulfills the function set forth in Federal Acquisition Regulation (FAR) 5.206, Notice of Subcontracting Opportunities, for contractors and subcontractors to post notices and thereby increase competition for subcontracts.

Also see SBA's Subcontracting Opportunities Directory & SBA's PRO-Net - Procurement Marketing and Access Network

DISCLAIMER

Privacy

Comments SBA Home Page
How To Get Started?

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- Register
- Determine who buys your goods or services
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- Seek additional assistance as needed.
- Explore subcontracting/teaming opportunities
- **Focus** and Market your firm
Market Your Business

Associations
AFCEA
NCMA

Conferences

Networking

Market Research

Targeted Sales Calls
Market Your Business

Focus!!!!
There are only two kinds of companies.... the quick and the dead!
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”
Continuing Opportunities For Small Business

11th Annual Small Business Conference

Mr. Dean G. Popps
Principal Deputy to the Assistant Secretary of the Army (Acquisition, Logistics and Technology)
November 7, 2007
Re-Balancing Future Force Capabilities

Defeat Terrorist Extremism

Counter WMD

Defend Homeland

Shaping Choices

"Shifting Our Weight"

Today's Capability Portfolio
CSA’s Imperatives

- Sustain
- Prepare
- Reset
- Transform
Army Campaign Plan – The Way Ahead

Sustain – Prepare – Reset – Transform

• OPERATIONAL
  • OEF / OIF
  • ARFORGEN & the Role of the RC
• DOCTRINE
  • Full-Spectrum Operations:
    Linking Operational & Training Doctrine
• ORGANIZATION
  • Army Modular Force
  • AC-RC Rebalance
  • Grow the Army (+74k End-strength)
• TRAINING
  • Warrior Tasks & Battle Drills
  • Readiness for Full-Spectrum (C-METL / D-METL)
• MATERIAL
  • Reset and Modernization (FCS)
• LEADERSHIP
  • Warrior Ethos, Army Leader 21
• PERSONNEL
  • Recruit & Retain the All-Volunteer Force
• FACILITIES
  • BRAC, Global Defense Posture Realignment

Campaign-quality, expeditionary Army capable across the spectrum of conflict.
Your Small Business Environment From A Political Stand Point

2008 - 2009
Small Business Contracting Opportunities

Survivable Vehicles for the Warfighters

11th Annual
Small Business Conference
November 8, 2007

Scott A. Crosson
Acquisition Manager
Joint MRAP Vehicle Program
Marine Corps Systems Command
Program Objective

Provide Warfighters multi-mission platforms capable of mitigating IED, underbody mine and small arms fire threats
**MRAP Vehicle Categories**

**MRAP CAT I**
- Urban Combat Operations
- 4x4 & 6x6 6 passenger (pax)
- Curb Wt: 14,000 lbs
- Combat Wt: 16,000 lbs
- Payload: 10,000 lbs

**MRAP CAT II**
- Multi-mission (convoy escort, troop transport, ambulance, EOD, combat engineer)
- 6x6 10 pax
- Curb Wt: 30,000 lbs (4x4) 38,000 lbs (6x6)
- Combat Wt: 38,000 lbs (4x4) 52,000 lbs (6x6)
- Payload: 6,000 lbs (4x4) 14,000 lbs (6x6)

**MRAP CAT III**
- FPI Buffalo
- Mine/IED Clearance Operations
- 6x6 12 pax
- Curb Wt: 45,000 lbs
- Combat Wt: 80,000 lbs
- Payload: 38,000 lbs
Joint Requirements Oversight Council memorandum of 5 Sep 07
- Raised total requirements to 15,374
- Increased Army interim requirement from 2,500 to 10,000 vehicles
- Added 100 vehicles for ballistic testing

<table>
<thead>
<tr>
<th>CAT I</th>
<th>CAT II*</th>
<th>CAT III</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>USMC</td>
<td>3,039</td>
<td>599</td>
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<td>Army</td>
<td>4,894</td>
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<td>Navy</td>
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<td>Air Force</td>
<td>631</td>
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<td>US SOCOM</td>
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<td>Ballistic Testing</td>
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<td>Total</td>
<td>9,368</td>
<td>5,944</td>
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* CAT II total includes 416 Ambulance configured vehicles
## Vehicles on Order

**as of 31 Oct 07**

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<thead>
<tr>
<th>Manufacturer</th>
<th>Variant</th>
<th>Test</th>
<th>USMC</th>
<th>Army</th>
<th>Navy</th>
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<tr>
<td>BAE TVS (Armor Holdings)</td>
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<td>1148</td>
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<td>Cat II</td>
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<td>10</td>
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<td>16</td>
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<tr>
<td>GDLS-C</td>
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<td>604</td>
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<td>2141</td>
<td>5376</td>
<td>345</td>
<td>466</td>
<td>259</td>
<td>8641*</td>
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* Excludes 174 vehicles not counted toward requirements.
Program Highlights

• Rapid Deployment Capability to ACAT ID in 8 months
• Highest priority DoD acquisition program
• Multiple awards to meet urgent production requirements (Jan 07)
• First vehicles in theater 4 months after contract awards
  – 8641* on order (as of 31 Oct 07)
  – 578 in theater (as of 31 Oct 07)
• Production from 10/mo (Feb 07) to over 1200/mo (Dec 07)
• Obligated - $7.5B (as of 31 Oct)
• Estimated program value thru FY 09 - $24.5B (based on 15,374 vehicles)

* Excludes 174 vehicles not counted toward requirements.
Challenges

• Fast moving & well underway
• Established supplier bases
• MRAP II solicitation closed 1 Oct 07
• Potential impact of system level tests (survivability)

Opportunities

• Five primes with substantial production orders
• Best point of entry is via primes
  – Company representatives at conference
• Small businesses should explore
  – Second source plans
  – Performance improvements (ECPs & MRAP II)
  – Support services
  – Logistics support
• **Survivability**
  - Underbody, ballistic glass, seats, fire suppression

• **Payload & power improvements**

• **Emerging threats**
  - Explosively Formed Penetrators (EFPs)
  - Rocket Propelled Grenades (RPGs)

• **Other**
  - Mobility & safety enhancements
  - Lighting for threat identification
Potential Future Business Areas

• Small businesses offer unique solutions and insights. Areas of future program involvement may include:

  **Spare & repair parts**
  - Computer systems
  - Specialty consulting
  - Electronic systems
  - Engineering services
  - Hardware systems development
  - Parts processing services
  - Logistics support
  - Training systems/services
  - Product support
  - Risk management
  - Shop safety equipment
  - IT & networking support

• Other opportunities may include:
  – Prototyping, re-design
  – Research and development
  – Weight, space, power management
  – Maintenance services
<table>
<thead>
<tr>
<th>Company</th>
<th>Contact</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAE Systems</td>
<td>Eric Wentz</td>
<td>(717) 225-8733</td>
<td><a href="mailto:eric.wentz@baesystems.com">eric.wentz@baesystems.com</a></td>
</tr>
<tr>
<td>BAE-Tactical Vehicle Systems</td>
<td>Ross Deherrera</td>
<td>(713) 867-1861</td>
<td><a href="mailto:Ross.deherrera@baesystems.com">Ross.deherrera@baesystems.com</a></td>
</tr>
<tr>
<td>Force Protection</td>
<td><a href="http://www.forceprotection.net/contacts/suppliers.html">http://www.forceprotection.net/contacts/suppliers.html</a></td>
<td><a href="mailto:Info@forceprotection.net">Info@forceprotection.net</a></td>
<td></td>
</tr>
<tr>
<td>GDLS-Canada</td>
<td>Dale Glitiz</td>
<td>(519) 964-5643</td>
<td><a href="mailto:gillete@gdls.com">gillete@gdls.com</a></td>
</tr>
<tr>
<td>International Military &amp;</td>
<td>InternationalSupplier.com</td>
<td>IntlSupplier @Nav-International.com</td>
<td></td>
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</tbody>
</table>
## Government Points of Contact

<table>
<thead>
<tr>
<th>Organization</th>
<th>Function</th>
<th>Name</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marine Corps Systems Command</td>
<td>Small Business</td>
<td>Jeraline Artis</td>
<td>(703) 432-3946</td>
<td><a href="mailto:jeraline.artis@usmc.mil">jeraline.artis@usmc.mil</a></td>
</tr>
<tr>
<td>TACOM Life Cycle Mgmt Command</td>
<td>Small Business</td>
<td>Ron Fiorani</td>
<td>(586) 574-6625</td>
<td><a href="mailto:ronald.fiorani@us.army.mil">ronald.fiorani@us.army.mil</a></td>
</tr>
<tr>
<td>Army Research Lab Liaison - ASA(ALT)</td>
<td>Tech Dev</td>
<td>Dr. Reed Skaggs*</td>
<td>(703) 601-1516</td>
<td><a href="mailto:reynolds.reed.skaggs@us.army.mil">reynolds.reed.skaggs@us.army.mil</a></td>
</tr>
<tr>
<td>EG&amp;G Technical Services**</td>
<td>Acq/Prog Mgmt</td>
<td>Donald Brown</td>
<td>(703) 441-7004</td>
<td><a href="mailto:dabrown@egginc.com">dabrown@egginc.com</a></td>
</tr>
<tr>
<td>MKI Systems**</td>
<td>Proposal Mgmt</td>
<td>Rock Saluja</td>
<td>(703) 884-9922</td>
<td><a href="mailto:rsaluja@mkisystems.com">rsaluja@mkisystems.com</a></td>
</tr>
<tr>
<td>MRAP Vehicle JPO</td>
<td>Acq Mgmt</td>
<td>Scott Crosson</td>
<td>(540) 288-5701</td>
<td><a href="mailto:scott.crosson@usmc.mil">scott.crosson@usmc.mil</a></td>
</tr>
</tbody>
</table>

* Reference Andy Rodgers, MRAP Vehicle Spiral Development APM
** Joint program office support contractor
Joint MRAP Vehicle Program

Seeking Innovative Small Businesses to Help

Protect Warfighters!
Future Combat Systems Overview

John F. Kelley
Program Director
Supplier Management
Future Combat Systems
Why Future Combat Systems

- Gaining control of the ground dimension is the greatest military challenge of the 21st century
- FCS is the most affordable, rapidly deployable, effective AND survivable solution for 4-6% of Army annual budget
- Overwhelming land dominance from pre-insurgency through full scale combat
- FCS has twice as many soldiers under armor, closer to the enemy, longer
- Networks Battle Command to all BCT Soldiers and Systems
- Double the infantryman with half the logistical footprint
Army Leadership’s View of FCS

“We never want a fair fight, and with FCS, our Soldiers will have the ability to see first, understand first, and act first. FCS serves the present through spin-outs, but it is the future. We must keep it on track.”

The Honorable Pete Geren - Secretary of the Army
AUSA Institute of Land Warfare Breakfast - May 10, 2007

“FCS technologies will be vital to the Army’s ability to fight a nontraditional war such as the combat in Iraq. We’re up against an adaptive, asymmetric enemy who is changing his tactics every day. We need to give our soldiers every advantage.”

General George Casey, Jr. – Chief of Staff, U.S. Army

"We are taking the "F" in the Future Combat System and making it reality."

The Honorable Claude Bolton - Assistant Secretary of the Army
AUSA Institute of Land Warfare Breakfast - May 10, 2007

“The cost in modernizing is first of all a cost in dollars, but failing to modernize is a cost that is sometimes registered in lives.”

Lt. General Stephen Speakes – Deputy Chief of Staff, G-8
Pentagon Roundtable May 15, 2007

Approved for Public Release; distribution is unlimited. Gov't Case #07-7150
2007 Highlights

- Successful experiment 1.1 soldier exercise
- Delivered FCS Build 1 software (~5M SLOCs)
- Completed Spin Out 1 CDR; Delivered B-Kits
- Testing of cannon and mortar firing platforms
- Defense Acquisition Board IPR
- FCS mobile demo trailer
- Discovery Channel “Future Weapons”
- Army Evaluation Task Force (AETF)
- Prototype Deliveries & Testing
- Engineering Maturity 1 – Milestone
- Moving into FCS Initial Production Phase

Strong Momentum…
FCS Brigade Combat Team...

**Manned Ground Vehicles (MGV)**
- Mounted Combat System (MCS)
- Medium Range Munitions (MRM)
- Common Chassis (APS)
- Non-Line of Sight Cannon (NLOS-C)
- Non-Line of Sight Mortar (NLOS-M)
- Reconnaissance And Surveillance Vehicle (RSV)
- Medical Vehicle Treatment (MV-T)
- FCS Recovery and Maintenance Vehicle (FRMV)
- Infantry Carrier Vehicle (ICV)
- Command and Control Vehicle (C2V)
- Centralized Controller

**Unmanned Aerial Systems (UAS)**
- Class I UAV
- Class IV UAV
- Unattended Ground Systems (UGS)
  - T-UGS
  - U-UGS
  - Unmanned Ground Vehicles (UGV)
    - MULE-C
    - MULE-T
    - Small UGV (SUGV)

**Unattended Ground Systems (UGS)**
- Tactical and Urban Unattended Ground Sensors
- Non-Line of Sight Launch System (NLOS-LS)
- Multifunction Utility/Logistics and Equipment Countermine and Transport
- Armed Robotic Vehicle – Assault (Light) (ARV-A-L)
- Medical Vehicle Evacuation (MV-E)

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- Command and Control Vehicle (C2V)
- Centralized Controller

Approved for Public Release; distribution is unlimited. Gov't Case #07-7150
FCS (BCT) System-of-Systems Schedule
Manned Ground Vehicles

C2V / RSV Rooftop De-confliction Test Rig

Traction Drive System for Integrated Propulsion Testing

NLOS-C 9-Round Max Rate of Fire

P1 Chassis

NLOS-M Round Burst

21” Band Track

Engine / Generator in EGTL

MCS XM360 Electric Gun Elevation Drive Testing

Crew Station Inceptor Seat & Future Soldier Evaluation

Approved for Public Release; distribution is unlimited. Gov't Case #07-7150
Unmanned Ground Vehicles

Exp. 1.1 SUGV Pre-Prototype On Capitol Hill

Packbot on Patrol in Iraq

SUGV Drop Test

SUGV Water & Land Test

ANS LADAR and Imaging Perception Module (IPM)

Robotic Convoy – ANS Integrated onto STRYKER & LMTV Platforms

Robotic Convoy – Obstacle Avoidance Testing

ANS

MULE

4_12 frame

4_15 frame

4_21 frame

4_24 frame

4_28 frame

4_31 Frame

4_33 Frame

MULE Testing

Approved for Public Release; distribution is unlimited. Gov't Case #07-7150
Unmanned Aerial Vehicles (UAV)

Class I
- Class I with soldier
- Class I & SUGV at the SASC
- Class I in Flight
- Experiment 1.1

Class IV
- A1 ATP-022 power up test Continues
- Temporary Nose Cone fitted to Class IV UAV (Fire Scout) A1 preparing for 1st ever Engine Run at Moss Point Facility (May 07)
- Engine Run Successful!
- Navy Milestone C Approval
“Spin Out 1” to the Current Force

Capability Improvements:
- Force protection
- Precision networked fires
- Interoperability

Milestones:
- Critical Design Review – Q2 FY07
- First Network Kit Delivery – Q2 FY07
- Software Qualification – Q4 FY07
- Limited User Test – Q4 FY08
- Milestone C – Q2 FY09

Relevant to Today’s Force
Current To Future Force Through Technology Spin Outs

Near Term (FY 07-08)

Mid Term (FY 09-11)

FCS – System Development and Demonstration

Far Term (FY 12-17)

Spin Out 1
FY 2008-10

Networked Sensors/ Shooters
- Limited Battle Command
- JTRS (GMR/HMS)
- Unattended ground sensors
- Non-line of sight launch systems

Spin Out 2
FY 2010-12

Systems/ Component
- APS
- Mast Mounted Sensor Options:
- Small UGV
- Class 1 UAV

Spin Out 3
FY 2012-14

Network and Ground/ Air Vehicles
- ABCS to FCS Battle Command
- ARV-A-L
- Small UGV
- Class I UAV
- Class IV UAV

Core Program
Delivery FY 2015

Joint
Networked System of Systems

Current

Fielding 6 current force BCTs/yr (76)

Future

Fielding 15 FCS BCTs

2004-2006

Lessons learned
OIF and OEF

RAVEN Tactical UAV
Interceptor Body Armor (IBA)
Counter IED (Warlock, Duke)
Uparmored Vehicles (UAH, AoA)
Buffalo mine-clearing vehicle

2006-2010

- ABRAMS-Multiple lethality and survivability enhancements
- Stryker-Enhanced survivability
- HMMWV-Enhanced survivability and reliability
- DCGS-A (V3)(2007)
- Excalibur (2007)
- LUH (2008)
- WIN-T Inc 1 (2008-09)

2010 and beyond

- ABRAMS-3 GEN FLIR and MRM
- Stryker-Enhanced lethality
- GSS (2010-14)
- ARH (2010-2014)
- JTRS AMF (2011-12)
- JTRS (GMR/HMS)
- Apache Longbow Block III (2011)
- JLTV (2012-13)
- WIN-T Inc 2 (2014)

Additional Developments

Approved for Public Release; distribution is unlimited. Gov’t Case #07-7150
Spin Out 1

B-Kit hardware delivered to Current Force

B-Kit components installed into Current Force M1A2 SEP Abrams

Local Control Display Device installed into Current Force M1A2 SEP Abrams

Soldier placing B-Kit Integrated Computer System (ICS) into Current Force HMMWV

JTRS C1 Radio

Engineers working at the HB SoSIL

A-Kits

ICS in Bradley

Abrams

Approved for Public Release; distribution is unlimited. Gov't Case #07-7150
One Team

41 States, 220 Congressional Districts, 559 Suppliers

As of 31 March 2007

“One Team” Management Framework

Best of Industry Approach

Approved for Public Release; distribution is unlimited. Gov't Case #07-7150
Future Combat Systems Small Business Supply Base
Period 7 data as of 3/31/07

34 States, 165 Congressional Districts, 360 Suppliers

Approved for Public Release; distribution is unlimited. Gov’t Case #07-7150
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)
  - Partners’ Requests for Quotations / Information
  - Supplier Diversity information (specific LSI / Partner Small Business contacts)
  - FCS calendar with upcoming conferences and events
  - On-line registration form
  - Information on submitting questions

- 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
FCS External Web Site

- Website for program information to engage all segments of Industry
  - Business opportunities across the team including RFI’s/RFP’s and Industry Day Announcements
    - Notification of opportunities sent to suppliers
    - 1002 registered suppliers
  - LSI/Partner contact information
  - Small business event calendar
# Business Opportunities

- Opportunities for both the LSI and partners are listed on or linked to the FCS website
- Opportunities exist for 2nd and 3rd tier support to recent, pending, and future selections
- Examples are as follows:

## Manned Ground Vehicles

<table>
<thead>
<tr>
<th>ICV, MV &amp; FRMV</th>
<th>C2V, MCS &amp; RSV</th>
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<tr>
<td>Hand and Foot Controls, Intercom Controller and Adaptor</td>
<td>Electrical Components</td>
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<td>Energy Storage System</td>
<td>Carbon Monoxide Detection System</td>
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<tr>
<td>Electrical and Hydraulic Components</td>
<td>Circuit Card Assemblies</td>
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<tr>
<td>Machined Parts</td>
<td>Mechanical Cable Assemblies</td>
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<tr>
<td>Wiring Harnesses</td>
<td>Fuel Systems</td>
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</table>

**Long-term Opportunities**
- Medium Caliber Gun System
- External Power Supply

## Intelligence, Surveillance, and Reconnaissance

**Ground Sensor Integration**
- Software Products
- Technical Writing
- Electronic Box Build and Assembly
- Engineering Services
- Connectors
- Cables (RF and Digital)
- Optical Components and Assemblies
- Circuit Card Assemblies

## Unmanned Air Vehicle

### Class IV UAV
- Nose Cones
- Bottom Farings (Composite Parts)

**FCS related procurements for Micro Air Vehicle kits**
- Cable Assemblies (several configurations)
- Antenna Assembly, L-band, GDT
- Antenna, GPS
- Transmitter, L-band
- Battery Assembly, Air Vehicle
- Battery Charger Assembly
- Connector, 7-pin and dust cover

## C4ISR – Network Systems

**Integrated Computer System**
- Fixed and Removable Storage Media
- Storage Controllers
- Network Switches and Routers
- Firewalls

## Supportability

**Platform Soldier – Mission Readiness**
- Long-term Opportunities
  - Secure Wireless Communications Technology
  - Advanced Ruggedized Display Technology
  - Advanced Robotic Controls
Looking Ahead

✔ Completed Experiment 1.1
✔ Delivered ~5 Million Lines of Software
✔ First Network on Abrams, Bradley, HMMWV

• Army Evaluation Task Force (AETF)
• Prototype Deliveries & Testing
• Engineering Maturity 1- Milestone
• Moving into FCS Initial Production Phase

Equipping our Joint Warfighters with the World’s Best Capabilities
Summary

• Program keeping pace with Army needs…Maintain Velocity

• More than 60 test activities underway…All Platforms in Testing

• 2008 is a critical execution year…Systems in Build Phase

• FY08 PB at $3.6B…RDTE & Production…

• Focused on Our Soldiers….

…The Future is Here Now.

Equipping our joint warfighters with the world’s best capability
FY08 Objectives

Program Reviews
- FY07 Q4
- FY08 Q1
- FY08 Q2
- FY08 Q3
- FY09 Q1

Design Reviews
- FY07 Q4
- FY08 Q1
- FY08 Q2
- FY08 Q3
- FY09 Q1

FY08 Objectives

SO1 & Current Systems Integration

Robot Convoy Phase 1

Robotic Convoy Phase 2

Exp 2.1 (JEFX 08) Spiral #2

Exp 2.1 (JEFX 08) Spiral #3

Exp 2.1 (JEFX 08) MAINEX

CC version 1 EDM to SOSIL

CC SWIT, Class I UAV integration

S01 Test Prep

Log Demo

TFT / FDTE / S01 LUT

S01 PT

TSP

IMI & L 3 IETMs

BC SW Build 2

SOSCOE Build 2.5

NLOS-C/ NLOS-M Firing Platform

MCS Firing Fix

MV Mission Equipt Bench test

FMRV Winch & Crane

Test & Evaluation

CL I & CL IV Component Test

GSTAMIDS Prototype Testing

Software Builds

TSP Individual

NLOS-LS TADSS

Autonav SIM

NLOS-LS Build 2.0

BCT SW Build 1

IMI & L 3 IETMs

BC SW Build 2

SOSCOE Build 2.5

Approved for Public Release; distribution is unlimited. Gov't Case #07-7150

28 Sep 07 20
AMC 11th Annual SB Conference

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

7-8 Nov 2007             McLean, VA
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>Category</th>
<th>Total Dollars</th>
<th>Achieved</th>
<th>Army Target</th>
<th>Nat'l Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$85,869</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$21,147</td>
<td>24.6%</td>
<td>25.0%</td>
<td>23.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$ 7,329</td>
<td>8.5%</td>
<td>8.0%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$ 3,073</td>
<td>3.6%</td>
<td>3.5%</td>
<td>5.0%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$ 3,284</td>
<td>3.8%</td>
<td>3.0%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td>$ 2,415</td>
<td>2.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned SB</td>
<td>$ 839</td>
<td>1.0%</td>
<td>0.8%</td>
<td>3.0%</td>
</tr>
</tbody>
</table>

FPDS-NG Data as of 10/5/07

Dollars shown in millions
## ARMY PRIME CONTRACT AWARDS - FY 07

Dollars shown in millions

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Dollars</th>
<th>Achieved</th>
<th>Army Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$85,869</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$21,147</td>
<td>24.6%</td>
<td>25.0%</td>
</tr>
<tr>
<td>SDB Business</td>
<td>$ 7,329</td>
<td>8.5%</td>
<td>8.0%</td>
</tr>
<tr>
<td>8(A) Awards</td>
<td>$ 4,234</td>
<td>4.9% (US Bus)</td>
<td>20.1% (SB)</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$ 3,073</td>
<td>3.6%</td>
<td>3.5%</td>
</tr>
</tbody>
</table>

FPDS-NG Data as of 10/5/07
- Small Business: $21B (exceeded Nat’l Goal)
- Small Disadvantaged Business: $7.3B (exceeded Nat’l Goal)
- Women Owned SB: $3B (up $1B since FY04)
- HUBZone: $3.3B (exceeded Nat’l Goal)
- SDVOSB (FY05 – FY07):
  - Increased dollars from $501M to $839M
  - Increased percentage of dollars by almost 67.5%
ARMS US BUSINESS PRIME CONTRACT AWARDS - FY 07

Total Awards
($85.9B)

- AMC 61%
  $52.4B
- ACE 17%
  $14.6B
- ACA 12%
  $10.4B
- SMDC 2%
  $1.8B
- Other DA 4%
  $3.3B
- DA Funded 4%
  $3.3B

CALL TO DUTY
U.S. ARMY
BOOTS ON THE GROUND

ARMY BUSINESS PRIME
Small Business Awards
($21.1B)

- ACE 27% $5.7B
- AMC 35% $7.5B
- DA Funded 4% $843M
- Other DA 9% $1.9B
- SMDC 3% $557M

ARMSmall Business Prime
Contract Awards - FY 07
ARMY WOSB PRIME CONTRACT AWARDS - FY 07

WOSB Awards ($3.1B)

- AMC 29% $897M
- ACE 27% $818M
- ACA 26% $798M
- SMDC 2% $73M
- Other $328M 11%
- DA Funded 5% $159M
ARMY HUBZone PRIME
CONTRACT AWARDS - FY 07

HUBZone Awards
($3.3B)

- ACE 49%
  $1.6M
- ACA 27%
  $870M
- AMC 16%
  $522M
- Other DA 7%
  $224M
- DA Funded 1%
  $23M
ARMY SDVOSB PRIME CONTRACT AWARDS - FY 07

SDVOSB Awards ($839M)

- ACA 43% $369M
- ACE 23% $189M
- AMC 13% $105M
- SMDC 8% $65M
- Other DA 10% $88M
- DA funded 3% $23M
ARMY SADBU FOCUS
FY 07/08

- Small Business Participation in FCS and Major Army Programs
- Promote Greater Involvement of SBs in Army Contracts for Services
- Support of BRAC through HUBZone Initiatives
- Service-Disabled Veteran-Owned Small Business Opportunities
- Contract Bundling and Consolidation
- Increased role of HBCUs & MIs in the Acquisition Process
- Strategic Sourcing
- Subcontracting Policy and Enforcement
Subcontract Goals Based Upon Boeing Comprehensive Goals

<table>
<thead>
<tr>
<th>FCS SDD Goals</th>
<th>(% of Boeing Subcontract Dollars)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>17.5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>3.5%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>2.5%</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone</td>
<td>0.3%</td>
</tr>
<tr>
<td>Veteran Owned Small Business</td>
<td>1.5%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned</td>
<td>0.2%</td>
</tr>
</tbody>
</table>

Note: These goals are based on dollars going to small business through and including the third tier of subcontracts.
<table>
<thead>
<tr>
<th>Category</th>
<th>Total Dollars</th>
<th>Achieved</th>
<th>Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$7,953</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$3,434</td>
<td>43.2%</td>
<td>50.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$568</td>
<td>7.1%</td>
<td>7.7%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$569</td>
<td>7.2%</td>
<td>7.0%</td>
</tr>
<tr>
<td>HUBZone SB</td>
<td>$287</td>
<td>3.6%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td>$287</td>
<td>3.6%</td>
<td></td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>$75</td>
<td>0.9%</td>
<td>0.5%</td>
</tr>
</tbody>
</table>

Dollars Shown in millions
• 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
• 36 Active Agreements:
  • 19 Mentors
  • 36 Protégés (Can Have Only 1 Active Agreement)
• 3 Mentors are Graduated 8(a) Firms
IHE $459M
HBCU/MI $ 73M  16.0%
ARMY TARGET  12.6 %
• Consolidation / Bundling
• Subcontracting plan enforcement
• Staffing of SADBU offices
WEBSITES

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
Army Small Business Conference
November 7 ~ 8, 2007
KEYS TO SMALL BUSINESS SUCCESS
Definition of Successful

• Having a favorable outcome

• Having obtained something desired or intended

• Having achieved wealth or eminence
Success Requires…

Attitude & Aptitude
With Major Influence

ATTITUDE
• COMPETENCE
• RELATIONSHIPS
• FINANCING
COMPETANCE

• **Have Something to Sell** *(Product / Service)*

• **Understand Requirements of Marketplace**
COMPETANCE

• Have Something to Sell
  \textit{(Product / Service / Yourself)}

• Understand Requirements of Marketplace
Jobs
Taxes
Relationships

U.S. Small Business Administration
8(a) Business Development
SUCCESS

COMPETENCE

RELATIONSHIPS

FINANCING
RELATIONSHIPS

• Partnering to Achieve Shared Long-Term Objective
RELATIONSHIPS

• Finding People to Buy Products / Services
• Partnering to Achieve Shared Long-Term Objective
  – Sub-Contractor to Large Business
  – Team Members with Small Business
  – With Financial Institutions
  – With People
Relationships with People

• Who Know Someone

• Who Know Something
Relationship with People Who Know Something

- Hire Them
- Train Them
- Retain Them
Negotiate Shortest Turnaround Time For Payment.
RELATIONSHIP
RELATIONSHIP
• **No One Owes You An Opportunity To Be In Business**

• **People Do Business With People They Like**

• **Cash Flow & Bottom Line DO Matter**
• Make your company the best value for small and large business: ISO Certification – 6 Sigma – Earned Value Model – Capabilities Maturity

• Understand what is important to large business – at the end of the day, it’s stockholder equity

• Bring value to the team

• Focus your capabilities presentation
• Prepare a capabilities presentation that prompts the listener to talk and the presenter to listen

• Use Marketing Planning Tools
  -- Prime Contractor List
  -- Support Contract List
  -- Acquisition Forecast
• Staying in business is not a right
• Business is not easy
• Think out of the box
• You must make your own opportunities
• Team where you have a sponsor
• Look and listen for requirements that you can fill
• If you did not show up the work would be performed
• Understand the customers’ requirements

• Win the effort before the requirement documents are official

• There are no guarantees

• Seek advise from winning partners

• Know where you stand with present and past customers
• Understand the contract terms and conditions thoroughly and be responsive to all terms and conditions

• Performance measurement tools will always make your business attractive for teaming

• Show how you minimize technical, schedule, and cost risk

• At the end of the day, it is not about building our business, but delivering quality products to the Warfighter that work **EVERY TIME**.
Partnership Opportunities with Industry

8 November 07

Deputy Chief of Staff for Business Transformation, G-4/7/9
Headquarters, U.S. Army Materiel Command

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

UNCLASSIFIED
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, or eats it, Army Materiel Command provides it.”

“Need to be faster, more agile, less bureaucratic – Need to fight this every day”
Enterprise Capabilities

- Overhaul/repair/remanufacture
  - Ground vehicles & helicopters (including components)
  - Radios, radars & other electronic items
- Product design, development, engineering & fabrication
- Heavy and light machining

- Heat treatment, plating & finishes
- Wood pallet manufacturing
- Explosive and propellant production
- Chemical/Biological protective equipment repair/rebuild

“Need to be faster, more agile, less bureaucratic – Need to fight this every day”
“Need to be faster, more agile, less bureaucratic – Need to fight this every day”
What is a Partnership?

- Agreement between an Army facility and one or more private industry entities to perform work or utilize the Army’s facilities and equipment.

- Includes one or more of the following:
  - Use of public sector facilities, equipment and employees to perform work for public or private sector.
  - Work sharing arrangements.
Par​tnership Examples

<table>
<thead>
<tr>
<th>Tobyhanna Army Depot</th>
<th>Pine Bluff Arsenal</th>
<th>McAlester Army Ammunition Plant</th>
<th>Anniston Army Depot</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raytheon</td>
<td>General Dynamics Armaments &amp; Technical Products</td>
<td>Raytheon Multiple Munitions Programs</td>
<td>Honeywell AGT 1500 Engine</td>
</tr>
<tr>
<td>Firefinder Radar</td>
<td>2.75” WP Rocket</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

“Need to be faster, more agile, less bureaucratic – Need to fight this every day”
## Non-Traditional Partnership Examples

<table>
<thead>
<tr>
<th>Pine Bluff Arsenal</th>
<th>McAlester Army Ammunition Plant</th>
<th>Milan Army Ammunition Plant</th>
<th>Bluegrass Army Depot</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lindsey &amp; Osborne</td>
<td>William Woods EXPLO Systems</td>
<td>Greenway Nursery</td>
<td>Various Partners</td>
</tr>
<tr>
<td>Railcar Storage</td>
<td>Wood Pallet Manufacturing</td>
<td>Commercial Plant Nursery</td>
<td>Logging, Forestry and Cattle Grazing</td>
</tr>
</tbody>
</table>

“Need to be faster, more agile, less bureaucratic – Need to fight this every day”
AMC’s Partnership Program

How can we enhance partnership opportunities to leverage the strengths of industry and AMC’s capabilities?

“Need to be faster, more agile, less bureaucratic – Need to fight this every day”
11th Annual Small Business Conference

November 7, 2007

U.S. Small Business Administration
Patriot Express

- Launched in June
- Approved more than 500 loans for $51 million
- Offered at 2.25% to 4.75% over prime
- Guaranty of up to 85% on loans of $150,000 or less; 75% for loans of $150,000 to $500,000.
- 2% guaranty fee for loans up to $150,000; 3% guaranty fee for loans over $150,000.
- In addition to PX, SBA can provide loans of up to $1.5 million under the Military Reserve Economic Injury Disaster Loan program (MREIDL).
• 5 Veterans Business Outreach Program Centers provided counseling and training to 13,689 veterans, reservists, and service members.

• 30,043 veterans, reservists and family members were assisted through special community collaborative outreach events
Resource Partner Outreach

- Number of veterans, reservists and service members that received counseling or training (through 3rd quarter 2007):
  - 37,798 at Small Business Development Centers.
  - 23,126 through SCORE
  - 3,702 through Women’s Business Centers.
Small Business Procurement Goals

• SBA establishes small business goals with each agency prior to the beginning of the Fiscal Year

• Goals are government-wide

• SBA monitors agencies’ accomplishments and reports results to the President and Congress

• SBA issues Small Business Procurement Scorecard for each of the 24 CFO agencies
Federal Procurement

Contracting $ (millions)

FY 2005 FY 2006

SB
VOSB
SDVOSB
DOD SB
ARMY SB

0 20 40 60 80

Contracting $ (millions)
Contracting Improvements

- Increasing opportunities for America’s small businesses
- Change rules to scrub out large firms
- Clean up database
- Small Business Procurement Scorecard
Increasing Opportunities

• Areas in which the Federal government has not historically met socio-economic contracting goals

• Enhanced online search tool

• Increase and re-orient Procurement Center Representatives (PCRs)
Size Recertification

• New regulation published Nov. 2006 went into effect June 30

• Long-term contracts: recertification at the end of five years

• Short-term contracts: notification in event of merger or acquisition

• Does not require termination of contracts if size status changes
• Reviewed 11 million contract actions from the last two years to cleanse the database of miscoded contracts

• Cleaner data caused the drop in overall percentage of prime contracts to small businesses in FY 2006

• Agencies must establish procedures by Dec. 15, making FY 2007 data even more reliable
• Released Aug. 17

• **Track** and monitor the status of 24 Federal agency’s small business goal achievement

• **Agencies are rated green, yellow or red, based on:**
  – whether they reached their annual small business contracting goals, and
  – their progress on efforts to make contracting opportunities available to small businesses
Available Resources to Business for State-of-the-Art Manufacturing

Army Small Business Conference
November 8, 2007

John S. VanKirk
President and Executive Director
john.vankirk@ncdmm.org

1600 Technology Way • Latrobe, PA 15650
Phone: (724) 539-8811 • Fax: (724) 539-5094
www.ncdmm.org
About the NCDMM

- A 501C(3) organization

- Collaborate to deliver optimized manufacturing solutions that enhance the quality, affordability, maintainability, and rapid deployment of defense systems.

- Fifth year of operation

NCDMM is a resource to support your organization in today’s competitive manufacturing environment.
Issues Facing Small Business

1. Finding qualified skilled employees
2. Globalization
3. Increased usage of advanced materials
4. Certified Quality Management System
5. Threat/Opportunity of new technology

INNOVATIVE technology will mitigate or eliminate the impact of these issues. We must invest in our manufacturing future by IMPLEMENTING new technology!
NCDMM Small Business Support

- Review and assess manufacturing capability
- Provide manufacturing expertise – develop and implement
- Assist in implementing advanced technology
- Provide technology awareness and training programs
- Assist in identifying business opportunities
Examples/Savings

**Chinook - Bulkhead Optimization**
*Objective:* Reduce weight and improve reliability of floor frame bulkheads
*Impact/Cost Avoidance:* $3.5M

**Black Hawk Ti Rotor Component**
*Objective:* Improve manufacturability from 60 to 95 pieces/week
*Impact/Cost Avoidance:* $2.2M

**Picatinny Arsenal XM982 Excalibur**
*Objective:* Eliminate a production bottleneck from 40 hours/part to 1.5 hours/part
*Impact/Cost Avoidance:* $75M

**Edge-of-Part Composite**
*Objective:* Reduce cost of trimming composite wing skins
*Impact/Cost Avoidance:* $225M

**To-date:**
1) Over 75 projects have been completed
2) Partnered with 62 leading technology enablers
3) Engaged with over 80 shops
NCDMM Results

NCDMM has delivered:

- $478M in cost saving/avoidance in DoD efforts
- Assisted in $75M of defense work to small businesses
Engaging with NCDMM

How to engage with NCDMM

• Commercial and Non-Federal Agencies
  – Purchase order / Contract
• Annual Project Call
• Training program participation
• Make NCDMM aware of your capabilities

For our military to be the best they need innovative tools and weapons that require advanced manufacturing solutions.
Department of Defense
Military One Source

Presented by: Steve Clark
Program Analyst, Office of the
Under Secretary of Defense, Personnel & Readiness

Briefing for the
National Defense Industrial Association
11th Annual Small Business Conference
November 8, 2007
The Severely Injured component at Military One Source was officially opened on February 1, 2005. The new center ties together military and other government programs such as the Department of Labor and Veterans Affairs with representatives in house.

**Mission:**
To prepare severely injured Service members to return to duty or to reintegrate successfully into their home towns.

**Objectives:**
- To ensure that all severely injured Service members and their families receive the necessary support. A grateful nation will honor our heroes' service and stand with them.
- To provide personalized assistance, tailored to meet an individual's unique needs during recovery and rehabilitation, in include:
  - Medical care & rehabilitation
  - Education, training and job placement
  - Personal mobility and functioning
  - Home, transportation and workplace accommodations
  - Personal, couple and family issues counseling
  - Financial resources
Services:

• Available 24/7, worldwide at no cost to severely injured Service members and their families

• Regional ombudsmen/advocates to interface with and support severely injured Service members and their families
Employ the War Fighter
Goodwill & Good Business

1. Accelerated Learning Curve - Veteran's of America's armed forces have the skills, training, and character to meet the toughest challenges.

2. Leadership - The military trains people to lead by example as well as direction, delegation and motivation.

3. Diversity - Veterans have learned to work side by side regardless of race, gender, religion, ethnicity and economic status.

4. Efficient performance under pressure - Veterans can accomplish priorities on time in spite of tremendous stress.

5. Respect for procedures - Veterans value accountability. They understand and flow organizational framework.
6. Technology and globalization - Veteran’s are aware of international and technical trends pertinent to business.

7. Integrity - Veteran’s understand “an honest days work.” Sincerity, trustworthiness and previous security clearance


10. Veterans who’ve been injured or wounded while in service and who are transitioning into civilian careers can bring a diverse set of skills to your organization.


4. My contact information: steve.clark@osd.mil, 703-908-6353.

Questions?
What You Need to Know
Before You Team/Partner

Presented to
11th Annual
Army Small Business Conference

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

November 8, 2007
Veteran, Disadvantaged, Woman Owned Small Business  
Established in June 2002  
8(a) Certification Granted: October 2002  
2006 Sales: $13.6M  Orders: $46.2M  
2007 Launching Commercial Business Segments

Locations
- Corporate Headquarters  
  2801 US Hwy 17/92 West  
  Haines City, Florida 33844  
- Bushnell, Florida  
- Opening 3 Sites - 2007

NAICS Codes: 334511, 541511, 541210, 541191, 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
  - Activity Based Costing
  - Separate Info. From Product Flow
  - TQM
  - Business Reengineering
  - Single Source Solutions

- FORM ALLIANCES/PARTNERSHIPS
  - Logistics
  - Marketing
  - Manufacturing
  - Technology Research Consultants, Inc.
  - A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business
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

Identify Partner’s Major Expectations
Identify Barriers to a Successful Long Term Partnership
Mutually Identify and Set Performance Standards
Monitor and Measure Performance
Evaluate Variances/Gaps
Communicate Problems and Performance Levels
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

VENDORS

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

AMC – AN ACQUISITION ENVIRONMENT ENCOURAGING SMALL BUSINESS TEAMING
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

**Small Business**
- Sub DL $’s
- Material Purchasing

**Large Business**
- Machining Center Operations
- Human Resources
- Accounting
- Contracts
- Business Development

**PRIME**
- Small Business
  - Alliance Partner

**SUBCONTRACTOR**
- Small Business
  - Alliance Partner

**ALLIANCE EXAMPLE**
- Technology Research Consultants, Inc.
A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business
Question and Answer Session

Sample SBA Approved Alliance Business Teaming Agreement at

www.trc-hq.com

Special Recognition and Thanks Given To:

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dmiller@proctr.cba.ua.edu
IEM Corporate Overview

• Woman- and minority-owned
• Over 20 years in operation
• ~300 defense/CBRNE experts, homeland security and emergency management professionals, scientists, engineers, software developers, and more
• Applied solutions contractor and technology consultant for DoD, DHS, FEMA, state and local governments, industry, and international entities

Awards and Recognition
• 2006 American Red Cross Humanitarian Award
• 2004 Profiles in Innovation Award for Emergency Preparedness & Response Excellence (QEM®)
• 2004 Business Leader of the Year
• 2003 Louisiana Technology Leader of the Year
• 2003 Lantern Award (LA Economic Development)
• 2001 DCI Portal Excellence Award Finalist
• 2001 Louisiana Technology Company of the Year
• 2000 Cogswell Industrial Security Award
• 2000 National Reinventing Government Hammer Award
• Member, Army Science Board
• Member, Defense Science Board for Intelligence on Terrorism
• Moderator, DTRA Chemical and Biological Modeling and Simulation Futures Panel
Necessary Foundation for Success

- Passion
- Vision
- Quality
Keys to Succeeding

• Get involved and be visible
  – Join local industry groups
  – Form your own groups

• Focus on the customer—not your product or service
  – What do your customers really need?

• Seek feedback on your work
  – Internal feedback
  – Customer feedback
Growing Your Business

- Take advantage of small business opportunities
  - 8(a) set-asides
  - General Services Administration (GSA) contracts

- Develop a bidding strategy
Growing Your Business

• **Prime whenever possible**
  – Large companies often willing to be subcontractors

• **Sub to large companies for large contracts**
  – Provide high-quality, visible service
  – Put your best foot forward with the prime
Marketing to Government and Large Businesses

- Identify strategic targets
- Build relationships
- Market benefits not capabilities
- Leverage 8(a) status
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Managing Risk in a Complex World