



*Files are in Adobe format.
Download the newest version from Adobe.*

TENNESSEE VALLEY FEDERAL SMALL BUSINESS PROGRAMS CONFERENCE & EXHIBITION

“Collaborating for Success”

Huntsville, Alabama

30 June - 2 July 2009

[Agenda](#)

Questions From Office of Small Business Programs Panel 2

Tuesday, June 30, 2009

SENIOR LEADERS PRESENTATIONS

- LTG Patrick O'Reilly, USA, Director, Missile Defense Agency
- LTG Kevin Campbell, USA, Commanding General, U.S. Army Space and Missile Defense Command/Army Forces Strategic Command
- LTC David E. Bailey, USA, Commander, U.S. Army Corps of Engineers Huntsville Engineering & Support Center (CEHNC)
- Mr. Ronald Chronister, Deputy to the Commanding General, U.S. Army Aviation and Missile Life Cycle Management Command

OFFICE OF SMALL BUSINESS PROGRAMS PANEL

- Ms. Tracey Pinson, Director, Office of Small Business Programs, Office of the Secretary of the Army
- Mr. Glenn Delgado, Assistant Administrator, Office of Small Business Programs, National Aeronautics and Space Administration (NASA)
- Mr. Lee Rosenberg, Director, Office of Small Business Programs, Missile Defense Agency

SMALL BUSINESS DEVELOPMENT/PROCUREMENT TECHNICAL ASSISTANCE CENTER

- Mr. Jeff Smith, Business Counselor, University of Alabama, Huntsville, Small Business Development Center/Procurement Technical Assistance Center

Wednesday, July 1, 2009

BUSINESS DEVELOPMENT

- Mr. Bill Scheessele, CEO/President, MBDi

BREAKOUT SESSIONS

- DCAA - Mr. Bill Hitt, Branch Manager, Defense Contract Audit Agency, Alabama Branch Office
- SBIR/STTR Program - Dr. Kip Kendrick, Deputy Director, Advanced Technology, Missile Defense Agency
- Joint Ventures Vs. Teaming - Mr. Gary Heard, Procurement Center Representative, Small Business Administration
- Bonding Requirements for Government Construction - John Busbey, PS32
- Recertification Process - Ms. Bobbie Jenkins, Procurement Center Representative, Small Business Administration
- Put Your Best Proposal Forward - Ms. Stacy Watson, Army Contracting Command - Information Technology, E-commerce and Commercial Contracting Center (ACC-ITEC4)

U.S. Army Space and Missile Defense Command/US Army Forces Strategic Command Acquisition Overview, M. Cathy Dickens, PARC/Director, Contracting and Acquisition Management Office

SMDC/ARSTRAT: Contributing to Army Space and Missile Defense, Dr. Steven Messervy, Deputy to the Commander for Research, Development and Acquisition

Small Businesses and GSA Multiple Award Schedules, Michael O'Neill, Federal Acquisition Service, Office of Integrated Technology Services

MSFC Acquisition and Small Business Opportunities, Kim E. Whitson, MSFC Procurement Office

TENNESSEE VALLEY FEDERAL SMALL BUSINESS PROGRAMS CONFERENCE & EXHIBITION

“Collaborating for Success”

WHAT YOU CAN'T AFFORD TO MISS:

- ▶ Matchmaking for small businesses with large businesses and government agencies

- ▶ A message from the directors of contracts for MDA, NASA, SMDC, and AMCOM

- ▶ **Senior Leaders Presentations**
 - LTG Patrick O'Reilly, USA, Director, MDA
 - LTG Kevin Campbell, USA, Commanding General, USASMDC/ARSTRAT
 - MG James Myles, USA, Commanding General, AMCOM
 - LTC David E. Bailey, USA, Commander, CEHNC



JUNE 30 - JULY 2, 2009
WWW.NDIA.ORG/MEETINGS/9930

VON BRAUN CENTER ▶ HUNTSVILLE, ALABAMA

EVENT #9930

TENNESSEE VALLEY FEDERAL SMALL BUSINESS PROGRAMS CONFERENCE: COLLABORATING FOR SUCCESS

**JUNE 30 - JULY 2, 2009 ▶ VON BRAUN CENTER
HUNTSVILLE, ALABAMA**

The conference objective is to provide a forum and the opportunity for businesses to hear from senior leaders representing six Federal organizations in the Tennessee Valley area and learn about their programs, as well as current and future opportunities. Attendees will receive information designed to assist small businesses in understanding the business climate within the participating organizations' arena for the long term. The conference will facilitate matchmaking with large and small businesses, and government representatives. Federal organization representatives will guide, educate, and assist businesses, especially small businesses, in working with the government. The conference is intended for those currently doing business and those who would like to do business directly with the government.

FEDERAL AGENCIES PARTICIPATING:

- ▶ Missile Defense Agency (MDA)
- ▶ U.S. Army Space and Missile Defense Command/Army Forces Strategic Command (USASMDC/ARSTRAT)
- ▶ U.S. Army Materiel Command (AMC)
- ▶ U.S. Army Aviation and Missile Life Cycle Management Command (AMCOM)
- ▶ NASA Marshall Space Flight Center
- ▶ U.S. Army Engineering and Support Center, Huntsville (CEHNC)

SPONSORSHIP INFORMATION

OPENING NIGHT RECEPTION SPONSOR (AVAILABLE TO 3 CO-SPONSORS):

Make a grand first impression by sponsoring the opening reception. This is a great opportunity to brand your company at the conference's first and only reception.

Benefits include:

- ▶ Company logo and link to your company on event web site
- ▶ Company logo & description in onsite agenda (350 words)
- ▶ Company name on cocktail napkins at the reception
- ▶ Hosted bar and hors d'oeuvres for attendees
- ▶ Sponsor ribbons on designated badges
- ▶ Company logo on Event specific signage and on the entrance unit

**Investment: \$5,000 each or \$12,000 Title Sponsor
(Tuesday)**

COFFEE BREAK SPONSOR (AVAILABLE TO 3 SPONSORS):

Everyone needs a break and this is a perfect opportunity to highlight your company over a hot cup of coffee.

Benefits Include:

- ▶ Light refreshments for conference attendees during breaks
- ▶ Sponsor ribbons on designated badges
- ▶ Event signage during break and on the entrance unit
- ▶ Company logo in onsite agenda

**Investment: \$3,000 for each or \$7,000 Title Sponsor
(Tuesday, Wednesday or Thursday)**

ATTENDEE TOTE BAG SPONSORSHIP (LIMITED TO ONE SPONSOR):

This tote bag is very popular and will be handed out to all attendees/exhibitors at the registration desk as they check in. These bags are carried throughout the entire event, and beyond.

Benefits Include:

- ▶ Company logo on one side of the bag
- ▶ Company logo on the entrance unit
- ▶ Literature insert placed inside bag
- ▶ Company logo and description (300 words) in the onsite agenda

Investment: \$7,000

LITERATURE INSERT SPONSORS (AVAILABLE TO 10 SPONSORS):

Inserting a one page flyer into all the attendee tote bags is a great way to promote a new product or service. Company provides the promotional flyer materials and covers cost of shipping.

Benefits Include:

- ▶ Company logo on entrance unit
- ▶ Company logo in onsite agenda

Investment: \$1,000 each

REGISTRATION INFORMATION

Register online by visiting the conference website at www.ndia.org/meetings/9930. Online registration will close at 5:00 pm EST on Friday, June 19, 2009. You may also fax the registration form found in this brochure to (703)522-1885 or mail it to National Defense Industrial Association, Event #9930, 2111 Wilson Blvd., Suite 400, Arlington, VA 22201. Payment must be made at the time of registration. Registrations will not be taken over the phone. In order for your name to appear in the on-site attendee roster, you must register for the conference by Friday, June 19, 2009. After this date, you must register on-site.

	EARLY (BEFORE 5/20)	REGULAR (5/20-6/19)	LATE (AFTER 6/19)
GOVERNMENT/ ACADEMIA	\$240	\$265	\$300
SMALL BUSINESS (LESS THAN 100 EMPLOYEES)	\$240	\$265	\$300
LARGE BUSINESS (100+ EMPLOYEES)	\$425	\$470	\$520

CANCELLATION POLICY

Cancellations and substitutions must be made in writing via e-mail to Holley Slabaugh, hslabaugh@ndia.org. Cancellations received before May 20, 2009 will receive a full refund. Cancellations received between May 20 and June 19, 2009 will receive a refund less a \$75 cancellation fee. No refunds will be given for cancellations received after June 19, 2009. Substitutions are welcome in lieu of cancellations.

EXHIBIT REGISTRATION

For information regarding exhibit registration, please see page 7 or go to www.ndia.org/exhibits/9930.

SPECIAL NEEDS

NDIA supports the Americans with Disabilities Acts of 1990. Attendees with special needs should contact Holley Slabaugh, Meeting Planner, at (703)247-2561 or hslabaugh@ndia.org prior to June 20, 2009.

ATTIRE

Appropriate dress for this conference is business casual for civilians and Class B uniform or uniform of the day for military personnel.

QUESTIONS

Please contact:

Holley Slabaugh, Meeting
Planner, NDIA
(703)247-2561
hslabaugh@ndia.org

or

Britt Bommelje, CMP, Director,
Operations, NDIA
(703)247-2587
bbommelje@ndia.org

TUESDAY, JUNE 30

7:00 am - 7:00 pm REGISTRATION OPEN

7:00 am - 8:00 am CONTINENTAL BREAKFAST

Located in the Exhibit Hall

8:00 am - 4:30 pm GENERAL SESSION

8:00 am - 8:10 am ADMINISTRATIVE REMARKS

8:10 am - 8:15 am WELCOME REMARKS

- ▶ MG Barry Bates, USA (Ret), *Vice President, Operations, NDIA*

8:15 am - 9:30 am SENIOR LEADERS PRESENTATIONS

- ▶ LTG Patrick O'Reilly, USA, *Director, Missile Defense Agency*
- ▶ LTG Kevin Campbell, USA, *Commanding General, U.S. Army Space and Missile Defense Command/Army Forces Strategic Command*
- ▶ LTC David E. Bailey, USA, *Commander, U.S. Army Corps of Engineers Huntsville Engineering & Support Center (CEHNC)*
- ▶ Mr. Ronald Chronister, *Deputy to the Commanding General, U.S. Army Aviation and Missile Life Cycle Management Command*
- ▶ TBD, *Director, National Aeronautics and Space Administration Marshall Space Flight Center*

9:30 am - 10:00 am BREAK

Located in the Exhibit Hall

10:00 am - 11:15 am OFFICE OF SMALL BUSINESS PROGRAMS PANEL

- ▶ Moderator: Ms. Nancy Small, *Facilitator, Office of Small Business Programs, Headquarters Army Materiel Command*
- ▶ Ms. Linda Oliver, *Acting Director, Office of Small Business Programs, Office of the Secretary of Defense*
- ▶ Ms. Tracey Pinson, *Director, Office of Small Business Programs, Office of the Secretary of the Army*
- ▶ Mr. Glenn Delgado, *Assistant Administrator, Office of Small Business Programs, National Aeronautics and Space Administration (NASA)*
- ▶ Mr. Lee Rosenberg, *Director, Office of Small Business Programs, Missile Defense Agency*

11:15 am - 12:15 pm DIRECTORS OF CONTRACTS

- ▶ Ms. Marlene Cruze, *Executive Director, Contracting Command, U.S. Army Aviation and Missile Life Cycle Management Command Contracting Center*
- ▶ Mr. Barney Klehman, *Director of Contracting, Missile Defense Agency*
- ▶ Mr. Byron Butler, *Director, Office of Procurement, National Aeronautics and Space Administration*
- ▶ Mr. Garfield Boon, *Principal Assistant Responsible for Contracting, U.S. Army Space and Missile Defense Command*

12:15 pm - 1:45 pm KEYNOTE LUNCHEON

- ▶ Mayor Tommy Battle, Huntsville, Alabama (Invited)

1:45 pm - 2:45 pm SMALL BUSINESS DEVELOPMENT/PROCUREMENT TECHNICAL ASSISTANCE CENTER

- ▶ Mr. Jeff Smith, *Business Counselor, University of Alabama, Huntsville, Small Business Development Center/Procurement Technical Assistance Center*
- ▶ Ms. Kannan Grant, *Director, University of Alabama, Huntsville, Small Business Development Center/Procurement Technical Assistance Center*
- ▶ Ms. Mary Jane Fleming, *Procurement Specialist, University of Alabama, Huntsville, Small Business Development Center/Procurement Technical Assistance Center*

- 2:45 pm - 3:15 pm CHAMBER OF COMMERCE PRESENTATION**
▶ Mr. Brian Hilson, *President and CEO, Huntsville/Madison County Chamber of Commerce*
- 3:15 pm - 3:45 pm BREAK**
Located in the Exhibit Hall
- 3:45 pm - 4:30 pm PRIME CONTRACTOR JOINT BUSINESS COUNCIL**
▶ **Moderator:** Ms. Judy C. Hardin, *Manager, Small Business and Community Partnering, Raytheon*
▶ **Panelists:** Representatives from Large Prime Contractors at participating agencies
- 4:30 pm - 6:30 pm NETWORKING RECEPTION**
Located in the Exhibit Hall

WEDNESDAY, JULY 1

- 7:00 am - 5:00 pm REGISTRATION OPEN**
- 7:00 am - 8:00 am CONTINENTAL BREAKFAST**
Located in the Exhibit Hall
- 7:00 am - 8:00 am BUSINESS COUNCIL TRAINING (INVITATION ONLY)**
- 8:00 am - 8:10 am ADMINISTRATIVE REMARKS AND INTRODUCTION OF SPEAKER**
- 8:10 am - 9:10 am BUSINESS DEVELOPMENT**
▶ Mr. Bill Scheessele, *CEO/President, MBD*
- 9:10 am - 9:30 am INTRODUCTION OF BREAKOUTS**
Note: Each breakout session will be offered 5 times.
- 9:30 am - 10:00 am BREAK**
Located in the Exhibit Hall
- 10:00 am - 11:00 am BREAKOUT SESSION ONE**
Choose from one of the six breakouts offered
- 11:00 am - 12:00 pm BREAKOUT SESSION TWO**
Choose from one of the six breakouts offered
- 12:00 pm - 1:30 pm LUNCHEON**
- 1:40 pm - 2:40 pm BREAKOUT SESSION THREE**
Choose from one of the six breakouts offered

BREAKOUT DESCRIPTIONS

DCAA

Mr. Bill Hitt, *Branch Manager, Defense Contract Audit Agency, Alabama Branch Office*

This session will provide information on the history of DCAA, its organization, purpose and mission. In addition, participants will discuss the type audits performed by DCAA and the basic scope of these audits. Further, discussion will address some common questions related to government contract accounting.

SBIR/STTR Program

Dr. David Burns, *Director, Innovation for Advanced Technology, Missile Defense Agency*

Missile Defense Agency Small Business Innovation Research (SBIR) Program and Small Business Technology Transfer (STTR) Program Overview to include discussion on the 2009 Missile Defense Agency Small Business Innovation Research Industry Day.

Joint Ventures Vs. Teaming

Mr. Gary Heard, *Procurement Center Representative, Small Business Administration*

The session will discuss the SBA regulations related to joint ventures and how they apply to 8(a), HUBZone, and Service-Disabled Veteran-Owned Small Businesses. Attendees will learn how forming a joint venture can benefit their company and the rules for the joint venture to bid on acquisitions set aside for small businesses.

BREAKOUT DESCRIPTIONS

Fidelity Bonding

Speaker TBD

The breakout session is a video presentation that will provide answers to commonly asked questions about Fidelity Bonding:

- ▶ What is it?
- ▶ Why is it needed?
- ▶ Who is eligible?
- ▶ How is it issued?
- ▶ Has it had success?
- ▶ Where to go to get it?

Recertification Process

Ms. Bobbie Jenkins, *Procurement Center Representative, Small Business Administration*

This presentation will cover current rules for small business size certification and new certification rules. The discussion will also cover how the new rules will affect novated contracts, mergers and acquisitions.

Put Your Best Proposal Forward

Ms. Vera Davis, *Army Contracting Command - Information Technology, E-commerce and Commercial Contracting Center (ACC-ITEC4)*

Why does it seem like some vendors have better success in winning contract awards? Are some vendors luckier than others? This session will provide vendors with insight into how to effectively plan and respond to government solicitations (including Requests for Proposals, Invitation for Bids and Requests for Quotes).

2:40 pm - 3:10 pm

BREAK

Located in the Exhibit Hall

3:10 pm - 4:10 pm

BREAKOUT SESSION FOUR

Choose from one of the six breakouts offered

4:10 pm - 5:10 pm

BREAKOUT SESSION FIVE

Choose from one of the six breakouts offered

4:00 pm

EXHIBIT HALL CLOSES

THURSDAY, JULY 2

7:00 am - 12:00 pm

REGISTRATION OPEN

7:00 am - 8:00 am

CONTINENTAL BREAKFAST

8:00 am - 12:00 pm

MATCHMAKING SESSION FOR SMALL AND LARGE BUSINESSES AND GOVERNMENT

Once you register for the conference, instructions for setting up your 15 minute matchmaking meetings will be sent via e-mail.

9:20 am - 9:40 am

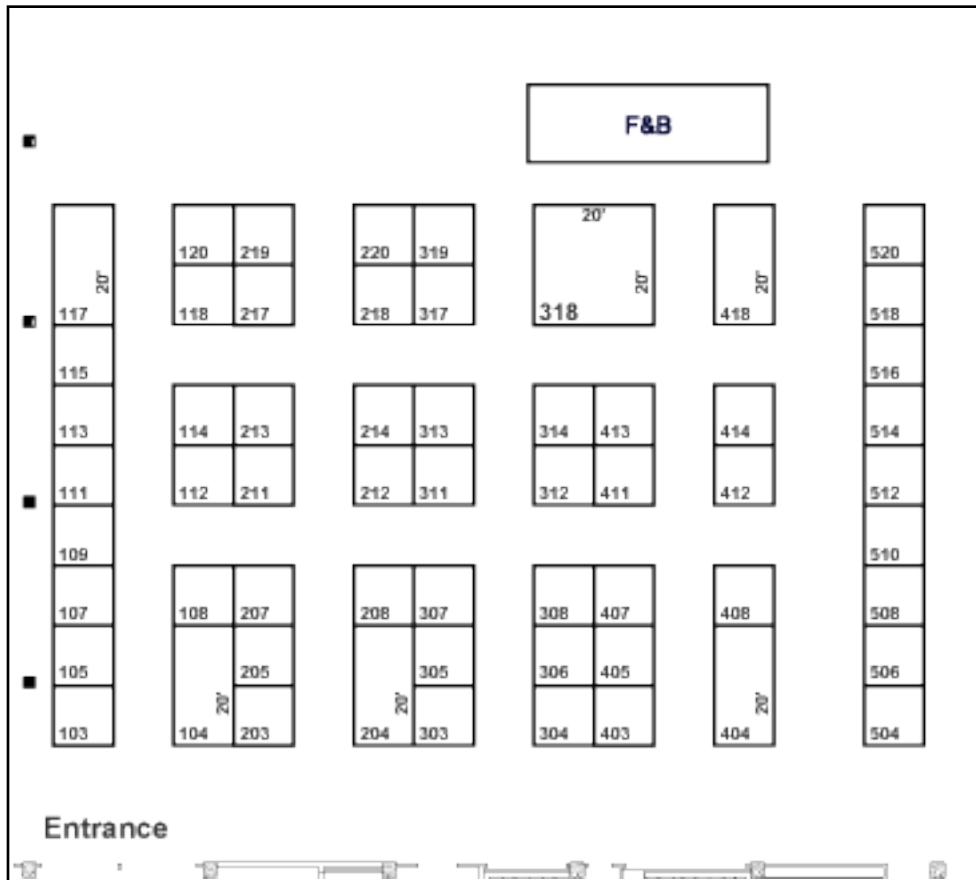
BREAK

12:00 pm

CONFERENCE CONCLUDES



EXHIBIT INFORMATION



COST TO EXHIBIT

NDIA Corporate Members*: \$1,500 / 10' X 10' exhibit space

Non-Members: \$2,000 / 10' X 10' exhibit space

*Member dues must be current to receive the corporate member rate. This rate also applies to bona-fide government agencies

RESERVING A BOOTH SPACE

To view, schedule, or reserve a booth space, please visit www.ndia.org/exhibits/9930.

EXHIBIT QUESTIONS

Please contact Dennis Tharp at (703)247-2584 or dtharp@ndia.org

FURTHER INFORMATION

Booths are sold in 10x10 sq. ft. increments. NDIA does not charge for corner or island fees. No "end cap" booths are permitted. An "end cap" is defined as a booth exposed to aisles on three sides and consisting of two booths.

EXHIBIT SPACES INCLUDES:

For each 10x10 exhibit space that your organization occupies, your organization will be entitled to two complimentary full conference registrations. Any additional personnel must register and pay the full conference attendee rate. Registration information can be found at www.ndia.org/meetings/9930.

All exhibitors and attendees are welcome at all functions, including networking social functions in the exhibit hall, all scheduled meal events (including continental breakfast and lunches), general sessions, and breakouts.

Fabric back and side walls, 24 hour security, and a 7"x44" sign will be provided.

MOVE IN

Monday, June 29, 2009

8:00 am - 5:00 pm

SHOW HOURS

Tuesday, June 30

8:00 am - 6:30 pm

Wednesday, July 1

8:00 am - 4:00 pm

MOVE OUT

Wednesday, July 1

5:00 pm - 9:00 pm

HOTEL INFORMATION

HUNTSVILLE EMBASSY SUITES HOTEL

A block of rooms has been reserved at the Huntsville Embassy Suites Hotel. To make your reservation, please call the hotel directly. In order to ensure the discounted NDIA rate, you must make your reservation early and ask for the "National Defense Industrial Association room block." Rooms will not be held after June 6, 2009 and may sell out before then. Rates are subject to increase after this date.

800 Monroe Street
Huntsville, Alabama 35801
(256) 539-7373

This hotel is adjacent to the Von Braun Center

Industry Single/Double Rate: \$129.00
Government Rate: \$84.00*

*Or prevailing Government per diem. The government per diem rate is available only to active duty or civilian government employees. ID will be required upon check-in.

PARKING

Parking is available at the Von Braun Center for \$5.00 per day. South Hall parking is a covered parking garage providing protection from weather and access to all venues with convenience to the South Hall where registration for the conference will be. The entrance to the South Hall parking garage is located off of Monroe Street past the Von Braun Center Arena.

Parking is available at the The Embassy Suites for hotel guest at the rate of \$5.00 per suite per day and the hotel is adjacent to the Von Braun Center. The walkway from the Embassy Suites will bring you into the South Hall.



TRAVEL

NEARBY AIRPORTS

Huntsville International Airport (HSV)

The Huntsville International Airport, located at 1000 Glenn Hearn Blvd, Huntsville, Alabama, is 13.5 miles from the Von Braun center.

Rental car service is available at the airport through Advantage/Dollar, Thrifty, Avis, Budget, Hertz, and National/Alamo. Shuttle and taxi service is also available. Please go to <http://www.hsvairport.org/hia/ground.html> for further details.

The HSV airport has direct flights to and from Dallas, Chicago, Atlanta, Cincinnati, Washington, DC, Houston, Memphis, Detroit, Charlotte, and Denver.

Birmingham-Shuttlesworth International Airport

The Birmingham-Shuttlesworth International Airport, located at 5900 Messer Airport Highway, Birmingham, Alabama, is 106 miles from the Von Braun Center in Huntsville.

The Birmingham airport has direct, non-stop flights to and from Atlanta, Baltimore, Charlotte, Chicago, Cincinnati, Dallas, Denver, Detroit, Houston, Jacksonville, Las Vegas, Louisville, Memphis, Nashville, New Orleans, New York, Newark, Orlando, Philadelphia, Phoenix, Raleigh/Durham, St. Louis, Tampa/St. Pete, and Washington Dulles.

EVENT #9930 ▶ NDIA REGISTRATION FORM

NATIONAL DEFENSE INDUSTRIAL ASSOCIATION ▶ 2111 WILSON BOULEVARD, SUITE 400 ▶ ARLINGTON, VA 22201-3061
(703) 522-1820 ▶ (703) 522-1885 FAX ▶ WWW.NDIA.ORG/MEETINGS/9930



TENNESSEE VALLEY FEDERAL SMALL BUSINESS PROGRAMS CONFERENCE VON BRAUN CENTER ▶ HUNTSVILLE, AL ▶ JUNE 30 - JULY 2, 2009

3 WAYS TO SIGN UP:

1. Online with a credit card at www.ndia.org/meetings/9930
2. By fax with a credit card - Fax: (703) 522-1885
3. By mail with a check or credit card

▶ Address Change Needed

NDIA Master ID/Membership # _____ Social Security # _____
(If known - hint: on mailing label above your name) *(Last 4 digits - optional)*

Prefix (e.g. RADM, COL, Mr., Ms., Dr., etc.) _____

Name: First _____ MI _____ Last _____

Military Affiliation _____ Nickname _____
(e.g. USMC, USA (Ret.) etc.) *(For meeting badges)*

Title _____

Organization _____

Street Address _____

Address (Suite, PO Box, Mail Stop, Building, etc.) _____

City _____ State _____ Zip _____ Country _____

Phone _____ Ext. _____ Fax _____

E-Mail _____

Signature* _____ Date _____

PREFERRED WAY TO RECEIVE INFORMATION

Conference Information Address above Alternate (Print address below) E-mail
Subscriptions Address above Alternate (Print address below)

Alternate Street Address _____

Alternate Address (Suite, PO Box, Mail Stop, Building, etc.) _____

City _____ State _____ Zip _____ Country _____

* By your signature above, you consent to receive communications sent by or on behalf of NDIA, its Chapters, Divisions and affiliates (NTSA, AFEI, PSA, WID) through regular mail, e-mail, telephone or fax. NDIA, its Chapters, Divisions and affiliates do not sell data to vendors or other companies.

CONFERENCE REGISTRATION FEES

	Early <i>(Before 5/20)</i>	Regular <i>(5/20-6/19)</i>	Late <i>(After 6/19)</i>
Government/Academia ¹	\$240	\$265	\$300
Small Business (less than 100 employees)	\$240	\$265	\$300
Large Business (100+ employees)	\$425	\$470	\$520

Please select 5 of the 6 sessions below you would like to attend:

- DCAA
- SBIR/STTR Program
- Joint Ventures vs. Teaming
- Fidelity Bonding
- Recertification Process
- Put your Best Proposal Forward

Cancellations and substitutions must be made in writing via email to Holley Slabaugh, hslabaugh@ndia.org. Cancellations received before May 20, 2009 will receive a full refund. Cancellations received between May 20 and June 19, 2009 will receive a refund less a \$75 cancellation fee. No refunds will be given for cancellations received after June 19, 2009. **Substitutions welcome in lieu of cancellations.**

PAYMENT OPTIONS

Check (Payable to NDIA - Event #9930) Government PO/Training Form # _____
 VISA MasterCard American Express Diners Club Cash

If paying by credit card, you may return by fax to (703) 522-1885.

□□□□□□□□□□□□□□□□□□□□
Credit Card Number

□□/□□
Exp. Date

Signature _____ Date _____

BY COMPLETING THE FOLLOWING, YOU HELP US UNDERSTAND WHO IS ATTENDING OUR EVENTS.

PRIMARY OCCUPATIONAL CLASSIFICATION. Check ONE.

- Defense Business/Industry
- R&D/Laboratories
- Army
- Navy
- Air Force
- Marine Corps
- Coast Guard
- DOD/MOD Civilian
- Government Civilian (Non-DOD/MOD)
- Trade/Professional Assn.
- Educator/Academia
- Professional Services
- Non-Defense Business
- Other _____

CURRENT JOB/TITLE/POSITION. Check ONE.

- Senior Executive
- Executive
- Manager
- Engineer/Scientist
- Professor/Instructor/Librarian
- Ambassador/Attaché
- Legislator/Legislative Aide
- General/Admiral
- Colonel/Navy Captain
- Lieutenant Colonel/Commander/Major/Lieutenant Commander
- Captain/Lieutenant/Ensign
- Enlisted Military
- Other _____

Year of birth _____
(optional)

QUESTIONS, CONTACT:

HOLLEY SLABAUGH, MEETING PLANNER

PHONE: (703)247-2561

E-MAIL: HSLABAUGH@NDIA.ORG

MAIL REGISTRATION TO:

NDIA - EVENT #9930
2111 WILSON BOULEVARD
SUITE 400
ARLINGTON, VA 22201

FAX TO: (703)522-1885



NATIONAL DEFENSE INDUSTRIAL
ASSOCIATION
2111 WILSON BOULEVARD, SUITE 400
ARLINGTON, VA 22201-3061
(703) 247-2561
(703) 522-1885 FAX
WWW.NDIA.ORG

**TENNESSEE VALLEY
FEDERAL SMALL
BUSINESS PROGRAMS
CONFERENCE
& EXHIBITION**

TO REGISTER, VISIT:
WWW.NDIA.ORG/MEETINGS/9930



PROMOTING NATIONAL SECURITY SINCE 1919



**TENNESSEE
VALLEY FEDERAL
SMALL BUSINESS
PROGRAMS CONFERENCE
& EXHIBITION**

“Collaborating for Success”

VON BRAUN CENTER ► HUNTSVILLE, AL

JUNE 30 - JULY 2, 2009
WWW.NDIA.ORG/MEETINGS/9930

EVENT #9930



U.S. ARMY

US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



U.S. Army Engineering and Support Center, Huntsville

LTC David E. Bailey
Commander

As of 29 June 2009

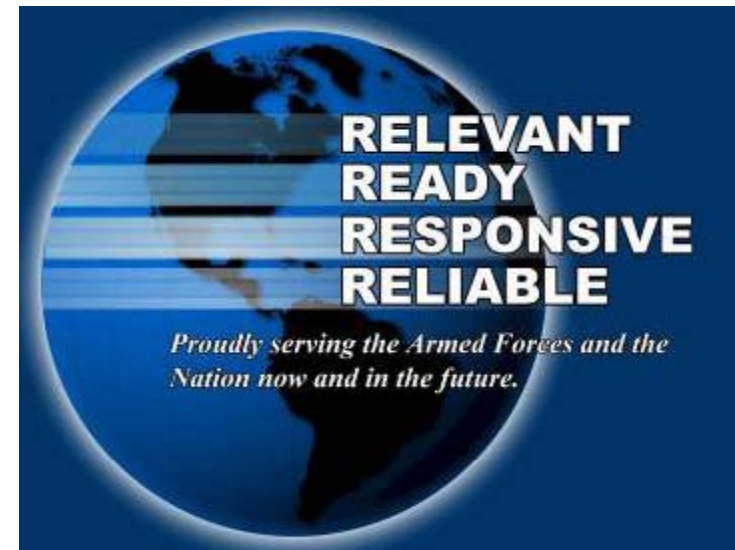
BUILDING STRONG®

Slide 1



Charter

- Huntsville Center operates under a charter that is **based on programs rather than geography**.
- Involves programs and projects that:
 - ✓ require functions not normally accomplished by Corps of Engineers Divisions or Districts.
 - ✓ are **national or broad in scope**, or
 - ✓ requires a **centralized management** structure, or
 - ✓ requires the integration of facilities that **cross Corps geographical boundaries**, or
 - ✓ requires commonality, standardization, multiple-site adaptation or technology transfer.
- Huntsville Center is **almost 100% reimbursable**.





Historical Overview



- Began in 1967 as Huntsville Division to support the Army's **Sentinel Ballistic Missile Defense System**.



- In the 1980s, Huntsville Division changed from a design/construction organization to a diversified **hi-tech engineering and procurement** organization.
- Huntsville Division became Huntsville Center in 1995.



US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



Centers of Expertise

Five Mandatory Centers of Expertise:

- Army Range and Training Lands Program (RTLTP)
- Electronic Security Systems (ESS)
- Medical Facilities
- Environmental and Munitions (EMCX)
- Utility Monitoring & Control Systems (UMCS)

Six Directories of Expertise:

- Energy Savings & Performance Contracting (ESPC)
- Heating, Ventilation and Air Conditioning (HVAC)
- DD Forms 1391 / 3086 Preparation/Validation
- Operations & Maintenance Engineering Enhancements (OMEE)
- Facility Systems Safety
- Installation Support
 - ✓ Facility Planning & Military Construction Programming
 - ✓ Facility Reduction Program (FRP)
 - ✓ Access Control Points (ACP)
 - ✓ Barracks, Office, and Medical Furniture
 - ✓ Energy Studies
 - ✓ Facility & Medical Repair and Renewal (FRR/MRR)

BUILDING STRONG®



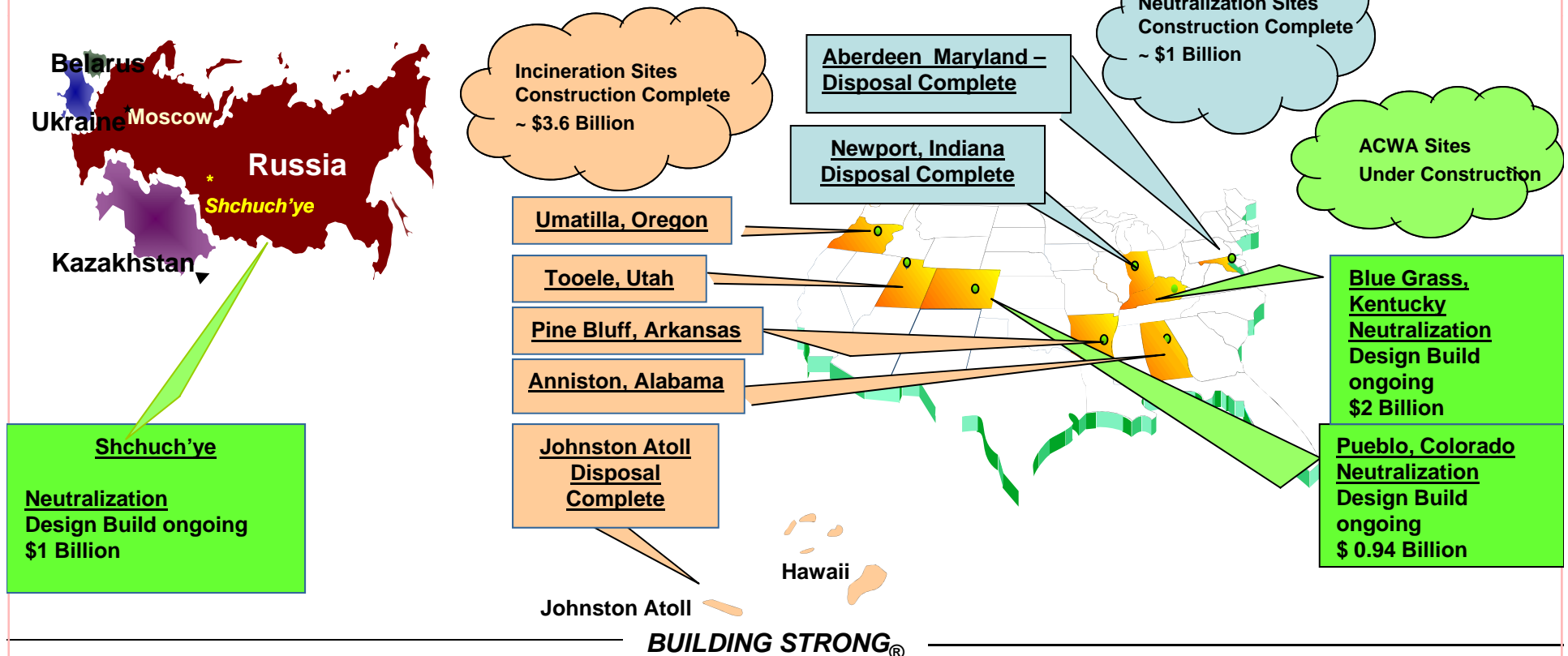
US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



Chemical Demilitarization Construction Program

- Facility Design and Construction, Equipment Design and Acquisition for CONUS Facilities.
- Construction management of Russian Chemical Weapons Destruction Facility.
- Total budget = \$8.54 billion



BUILDING STRONG®



Ordnance and Explosives Program



Chemical Warfare Design Center

- Investigation and Remediation of chemical weapons remnants
- Support DOD, DA, Dept of State and DTRA worldwide.

Conventional Munitions Design Center

- Active Ranges
- FUDS
- Technology Insertion/Development

International Operations Design Center

- Coalition Munitions Disposal (Iraq)
- Demining
- MLRS rocket motor demilitarization



Environmental and Munitions CX Programs

- **EM CX technical specialists provide environmental cleanup and munitions response guidance to customers in the following ways:**

- Project document review
- Project specific technical assistance
- Technology transfer/lessons learned
- Guidance document development
- Participation on panels and advisory committees
- Training
- Environmental program and project management assistance



- **Customers include:**

- Environmental Community of Practice
- Overseas Contingency Operations
- Formerly Used Defense Sites
- Defense and State Memorandum of Agreement
- Base Realignment and Closure
- Army Installation Restoration Program
- Environmental Protection Agency Superfund
- Formerly Utilized Sites Remedial Action Program
- USACE Civil Works compliance program





US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



Installation Support and Programs Management Programs

- Facility Planning and Programming for Army Transformation, BRAC and GTF
- Army Range Modernization
- Utilities Procurement and Energy Services
- Physical Security Services
- Facilities Deconstruction/Demolition
- Barracks and Office Furniture
- Repair, Maintenance, Operation and Upgrade Services for Facilities and Infrastructure
- Medical Facility Repair and O&M
- Utility Monitoring and Control Systems
- Fire Protection Life Safety
- Electronic Security/Access Control Points
- Ballistic Missile Defense
- Energy Programs





US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



Center of Standardization for 17 Facility Types

- **Medical Facilities**

- **Child and Family Services**

- ✓ Child Development Centers (Infants/Toddlers)
- ✓ Child Development Centers (School Age 6-10)
- ✓ Youth Activity Centers
- ✓ Army Community Service Centers

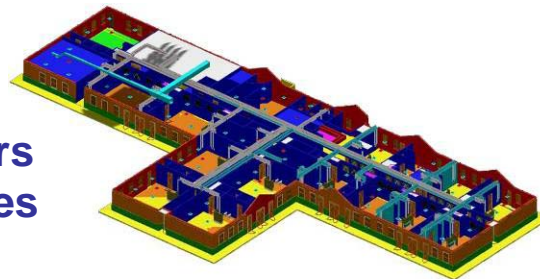
- **Sports and Fitness**

- ✓ Physical Fitness Centers
- ✓ Outdoor Sports Facilities
- ✓ Bowling Centers

- **Correctional Facilities**



Fort Benning
Fitness Center



CDC in BIM

- **Fire and Emergency Facilities**

- ✓ Fire Stations
- ✓ Consolidated Fire, Safety and Security Facilities
- ✓ Hazardous Waste Storage Facilities

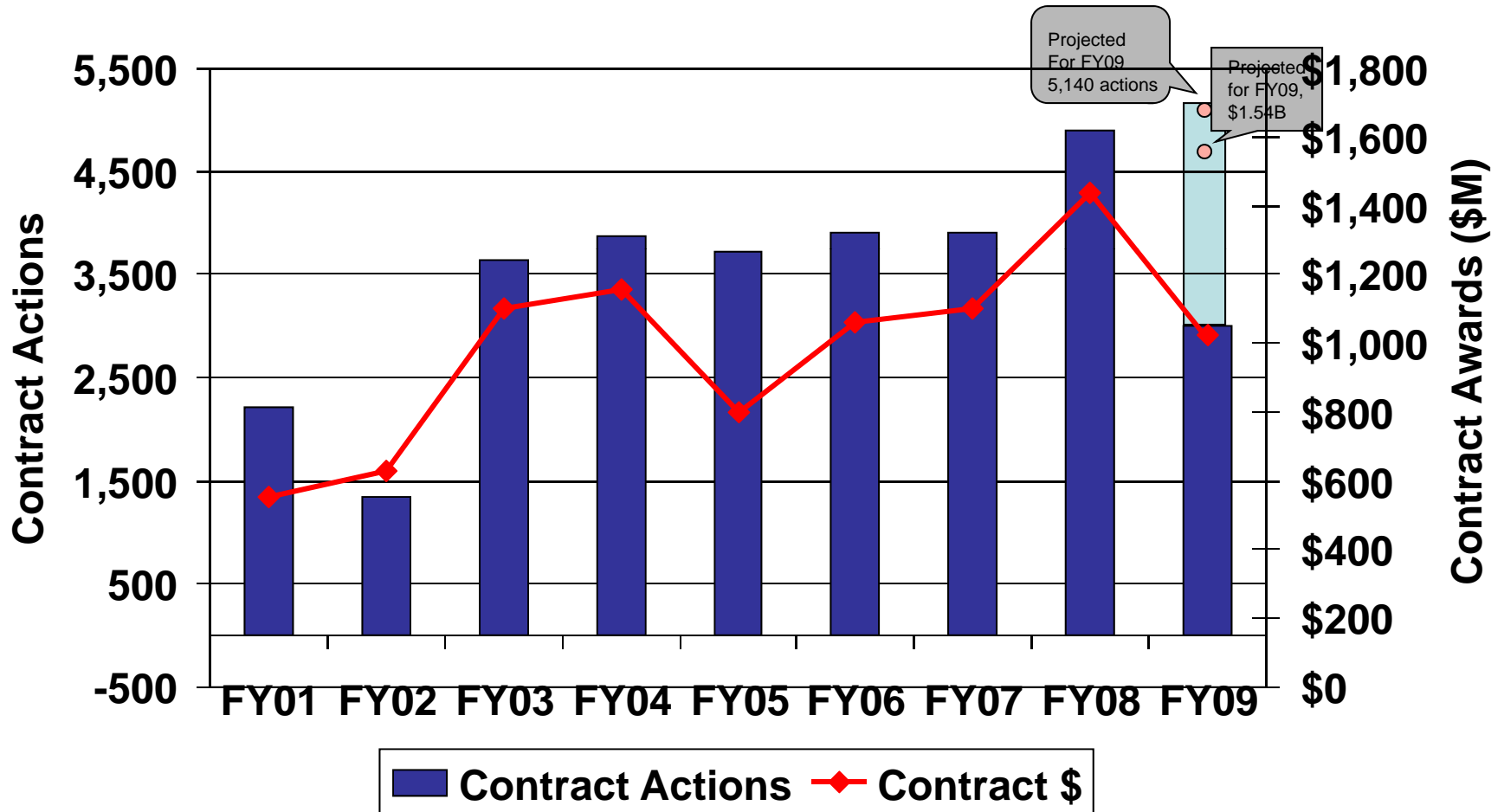
- **Training Ranges**

- ✓ Close Combat Tactical Trainers
- ✓ Military Operations Urban Terrain Facilities
- ✓ Training Ranges
- ✓ Battle Command Training Center
- ✓ Training Support Centers



US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



(FY09 – current as of 29 May 09)

BUILDING STRONG®

Huntsville Center – Meeting the Challenge



Small Business

- 30.3% of awards in FY08 were to Small Business.
- Small Business goal for 2009 is 32%.
 - Women Owned goal – 5.8%;
 - Service Disabled Veteran Owned – 3%;
 - Small Disadvantaged Business – 18%.
- Annual Small Business Forum held in the November-December time frame.
- Small Business POC: Patricia James, 256-895-1050, e-mail: SBO-HNC@usace.army.mil.



US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



Proposed IDIQ Contracts (as of June 1, 2009)

Visit the Web site at www.hnd.usace.army.mil

Project Title	New or Repl	Period of Perf	Reqmt	Region	Est Value	Method (# Awds are Estimated)	Type	Solicitation Timeframe
DESC Petroleum Services	New	5	Service	National	\$35M	Restricted	MATOC FFP	3rd Qtr FY09
ESS Engineering Services	Repl	5	Service	National	\$9.5M	Restricted	SATOC FFP	3rd Qtr FY09
Cost Engineering Services	Repl	5	A/E Services	National	\$12M	Restricted & Unrestricted (TBD by Mkt Res)	MATOC FFP	4th Qtr FY09
Electronic Security Services Five (ESS V)	Repl	5	Service	National	\$900M	Restricted & Unrestricted TBD by Mkt Res	MATOC FFP	4th Qtr FY09
Medical Repair & Renewal (VA)	New	5	Design/Build	World-wide	\$500M	Restricted & Unrestricted	MATOC FFP	4th Qtr FY09
Operation & Maintenance Engineering Enhancement, Medical	Repl	5	Service	National	\$465M	Restricted (4 awds) Unrestricted (3 awds)	MATOC FFP	2nd Qtr FY10

This information is subject to change.

For the most up-to-date information visit the Federal Business Opportunities Web site at www.fedbizopps.gov.

For more information contact Contracting (256-895-1388) or the Small Business Office (256-895-1050).

BUILDING STRONG®



Proposed IDIQ Contracts (as of June 1, 2009)

Project Title	New or Repl	Period of Perf	Reqmt	Region	Est Value	Method (# Awd's are Estimated)	Type	Solicitation Timeframe
Combat Readiness Support Team (CRST)	Repl	3	Service	National	\$130M	Restricted (4 awds), HubZone (3 awds) & Unrestricted (3-5 awds)	MATOC FFP	1st Qtr FY10
AFCS Support	Repl	5	Service	Worldwide	\$25M	TBD by Mkt Res	SATOC FFP	4th Qtr FY09
Integrated Modular Medical Support Systems (IMMSS)	Repl	5	Supply/Service	Worldwide	\$230M	Restricted & Unrestricted TBD by Mkt Res	MATOC FFP	4th Qtr FY09
Non-IMMSS Furniture/Furnishings	New	5	Supply/Service	Worldwide	\$90M	TBD by Mkt Res	MATOC FFP	TBD - FY10
IMMSS – Medical Equipment	New	5	Supply/Service	Worldwide	\$333M	TBD by Mkt Res	MATOC FFP	TBD - FY10



US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



Proposed IDIQ Contracts (as of June 1, 2009)

Project Title	New or Repl	Period of Perf	Reqmt	Region	Est Value	Method (# Awds are Estimated)	Type	Solicitation Timeframe
Facility Reduction Program National Demo II	New	5	Commercial Service	National (4 regions)	\$240M (\$60M/Region)	Unrestricted (3-5 awds per Region)	MATOC FFP	Region 1-1st Qtr FY09 Regions 2-4 2nd Qtr FY09
National Resource Efficiency Manager	New	5	Service	National	\$40M	Restricted (5 awds)	MATOC FFP	2nd Qtr FY09
Utility Monitoring & Control Systems (UMCS)	Repl	5	Service	National	\$250M	Restricted (8 awds)	MATOC FFP	1st Qtr FY09
Worldwide Environmental Remediation Services	New	5	Service	Worldwide	\$2.1B	Restricted (5 awds) Unrestricted (5 awds)	MATOC FFP	2nd Qtr FY09
Medical Facilities A/E	Repl	5	A/E Services	National	\$249M	Restricted (3 awds) Unrestricted (3-5 awds)	MATOC FFP	3rd Qtr FY09



US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



Proposed COS IDIQ Contracts (as of June 1, 2009)

Project Title	New or Repl	Period of Perf	Reqmt	Region	Est Value	Method (# Awds are Estimated)	Type	Solicitation Timeframe
Physical Fitness Center (COS)	New	5	D/B Construction	Southern	More than \$10M	8(a) 3 awds	MATOC FFP	TBD - 2010
Physical Fitness Center (COS)	New	5	D/B Construction	Northern	More than \$10M	HubZone 3 awds	MATOC FFP	TBD - 2012
Physical Fitness Center (COS)	New	Proj Compl	D/B Construction	Southeast	More than \$10M	SDVO 1 awd	FFP	TBD - 2012
Physical Fitness Center (COS)	New	Proj Compl	D/B Construction	Northwest	More than \$10M	8(a) 1 awd	FFP	TBD - 2013
CYC Center (COS)	New	3	D/B Construction	Fort Bliss, TX	More than \$10M	8(a) 1 awd	MATOC FFP	2nd Qtr FY09
Fire Station (COS)	New	Proj Compl	D/B Construction	Northeast	\$5M-\$10M	SDVO 1 awd	FFP	TBD - 2013
Fire Station (COS)	New	Proj Compl	D/B Construction	Southwest	\$5M-\$10M	8(a) 1 awd	FFP	TBD - 2012



US Army Corps of Engineers

US Army Engineering and Support Center, Huntsville



Questions?

Web site: www.hnd.usace.army.mil



NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
GEORGE C. MARSHALL SPACE FLIGHT CENTER
MARSHALL SPACE FLIGHT CENTER, ALABAMA 35812

Procurement Office

07/01/2009

Bonding Requirements for Government Construction

LOCATION: MSFC

PRESENTER(S): John Busbey/PS32



NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
GEORGE C. MARSHALL SPACE FLIGHT CENTER
MARSHALL SPACE FLIGHT CENTER, ALABAMA 35812

Procurement Office

07/01/2009

Bonding Types

- **Bid Bond – FAR clause 52.228-1**
 - Only required for construction of facilities bids (COF)
 - Other bonding requirements can be found in section 28 of the FAR
- **Performance and Payment Bond – FAR clause 52.228-15**
 - Bonds required for projects awarded in excess of 100k



NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
GEORGE C. MARSHALL SPACE FLIGHT CENTER
MARSHALL SPACE FLIGHT CENTER, ALABAMA 35812

Procurement Office

07/01/2009

Getting Work at MSFC

- COF Competitive Bidding
- IDIQ Construction Contract
 - Expires 03/2013
- Basic Purchase Agreement (BPA)
 - Credit Card, expires 07/2012
 - Amounts 5K – 25K (Requires CCR, DUNS #)
- Subcontracting to the above



NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
GEORGE C. MARSHALL SPACE FLIGHT CENTER
MARSHALL SPACE FLIGHT CENTER, ALABAMA 35812

Procurement Office

07/01/2009

Upcoming Construction Projects at MSFC

- Three COF projects in FY 09/10
 - Estimated value in excess of \$10M
- Two projects planned for FY 11
 - Estimated value approximately \$45M
- Number of IDIQ projects
 - Estimated value may reach \$10M



NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
GEORGE C. MARSHALL SPACE FLIGHT CENTER
MARSHALL SPACE FLIGHT CENTER, ALABAMA 35812

Procurement Office

07/01/2009

Obtaining MSFC Construction Information

- To access synopsis and solicitation for COF projects
 - URL: <http://prod.nais.nasa.gov>
- For IDIQ projects
 - Request contractor name from Contracting Officer (CO)
 - John.A.Busbey@nasa.gov



NDIA Small Business Conference Contracting Panel



COL Scott A. Campbell
Deputy Executive Director
AMCOM Contracting Center



Army Contracting Command Mission & Vision Statement



Mission

Provide global contracting support to warfighters through the full spectrum of military operations.

Vision

A professional workforce providing quality contracting solutions in support of our warfighters



Army Contracting Command



★★
Army Contracting Command (ACC)
(Fort Belvoir, VA)

★
Expeditionary Contracting Command (ECC)
Fort Belvoir, VA

408th CSB SWA
Fort McPherson, GA

409th CSB Europe
Seckenheim, GE

410th CSB USARSO
FSH, TX

411th CSB
Yongsan, ROK

412th CSB USARNO
FSH, TX

E-Date
05/09

413th CSB USARPAC
Fort Shafter, HI

E-Date
10/09

AMCOM
Contracting Center
(Huntsville, AL)

CECOM
Contracting Center
(Fort Monmouth, NJ)

Rock Island
Contracting Center
(Rock Island, IL)

LOGCAP
Program Directorate
(Rock Island, IL)

SDDC
Contracting Center
(Scott AFB, IL)

National Capital Region
Contracting Center
(Alexandria, VA)

TACOM
Contracting Center
(Warren, MI)

RDECOM
Contracting Center
(APG, MD)

JM&L
Contracting Center
(Picatinny, NJ)

OPM-SANG
Contracting Center
(Riyadh, SA)

HCA Only

★
Mission & Installation Contracting Command (MICC)
(Fort Sam Houston, TX)

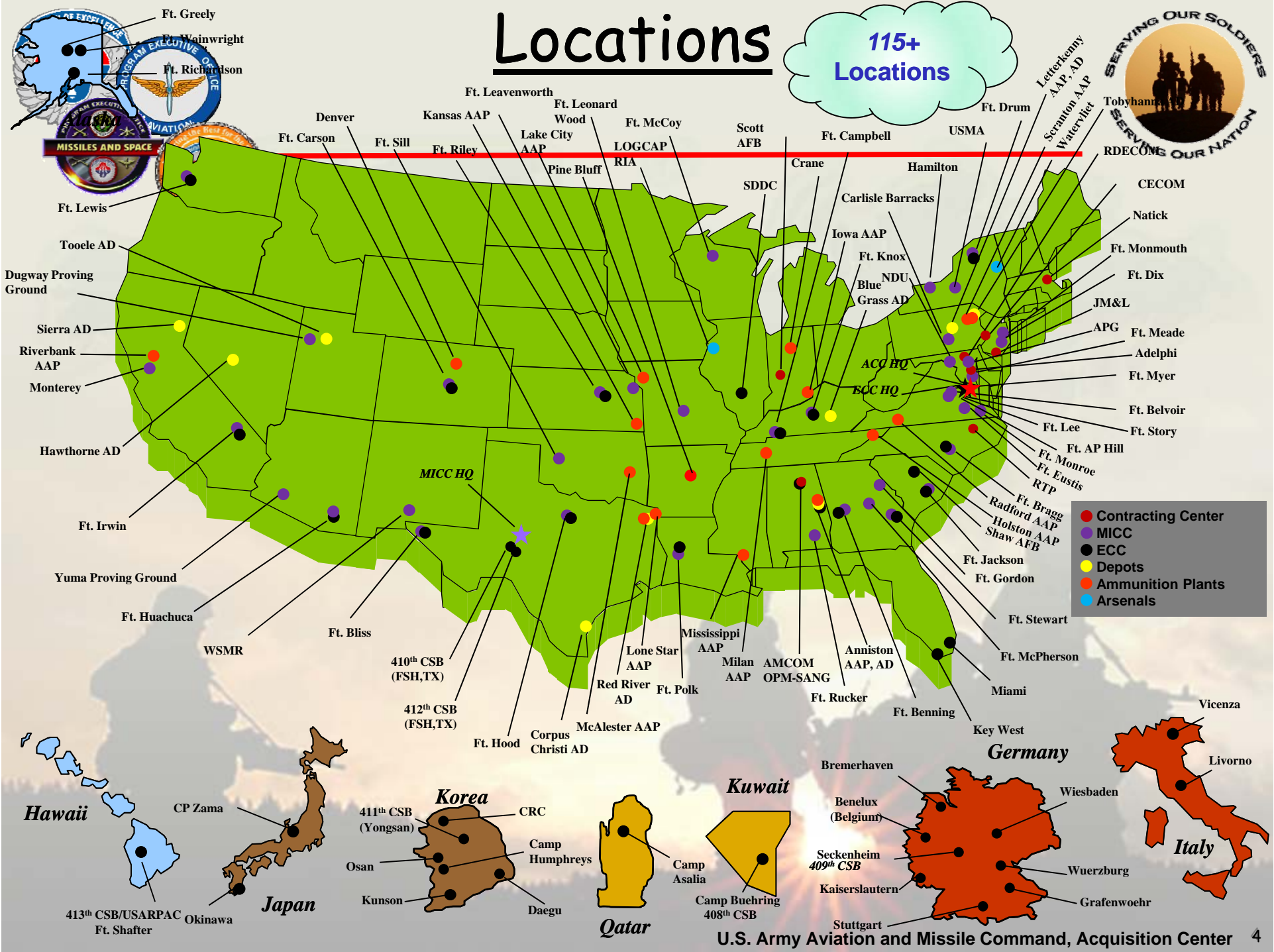
Regional Contracting Centers (6)

Directorates of Contracting (36)

Authorized End State
MIL: 854
CIV: 4928

Locations

115+ Locations



Hawaii

CP Zama

413th CSB/USARPAC
Ft. Shafter

Japan

Okinawa

Korea

411th CSB (Yongsan)

Osan

Kunson

CRC

Camp Humphreys

Daegu

Qatar

Camp Asalia

Camp Buehring
408th CSB

Kuwait

Germany

Bremerhaven

Benelux (Belgium)

Seckenheim
409th CSB

Kaiserslautern

Stuttgart

Wiesbaden

Wuerzburg

Grafenwoehr

Italy

Vicenza

Livorno

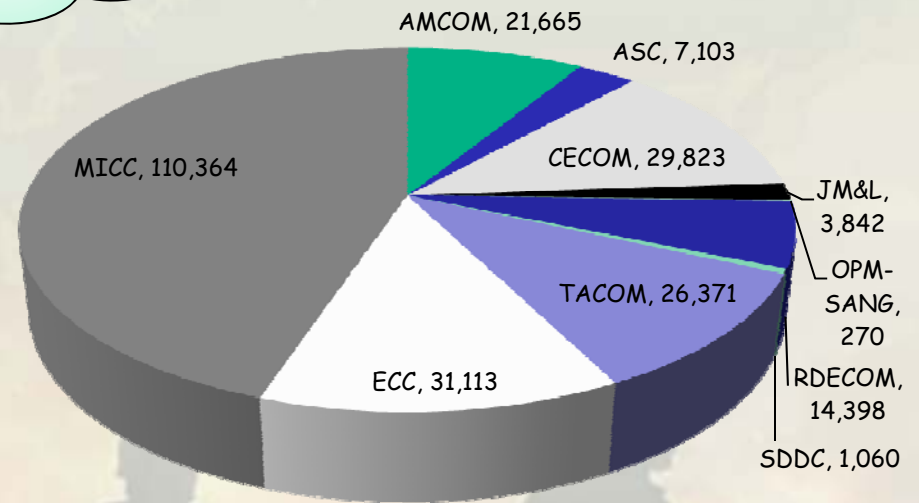
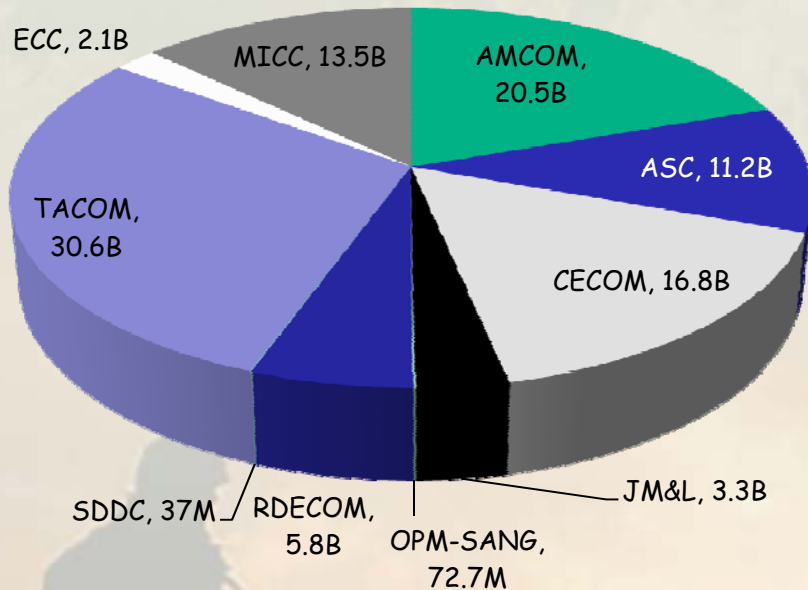


How much the ACC Obligates

4700+ Personnel

Dollars

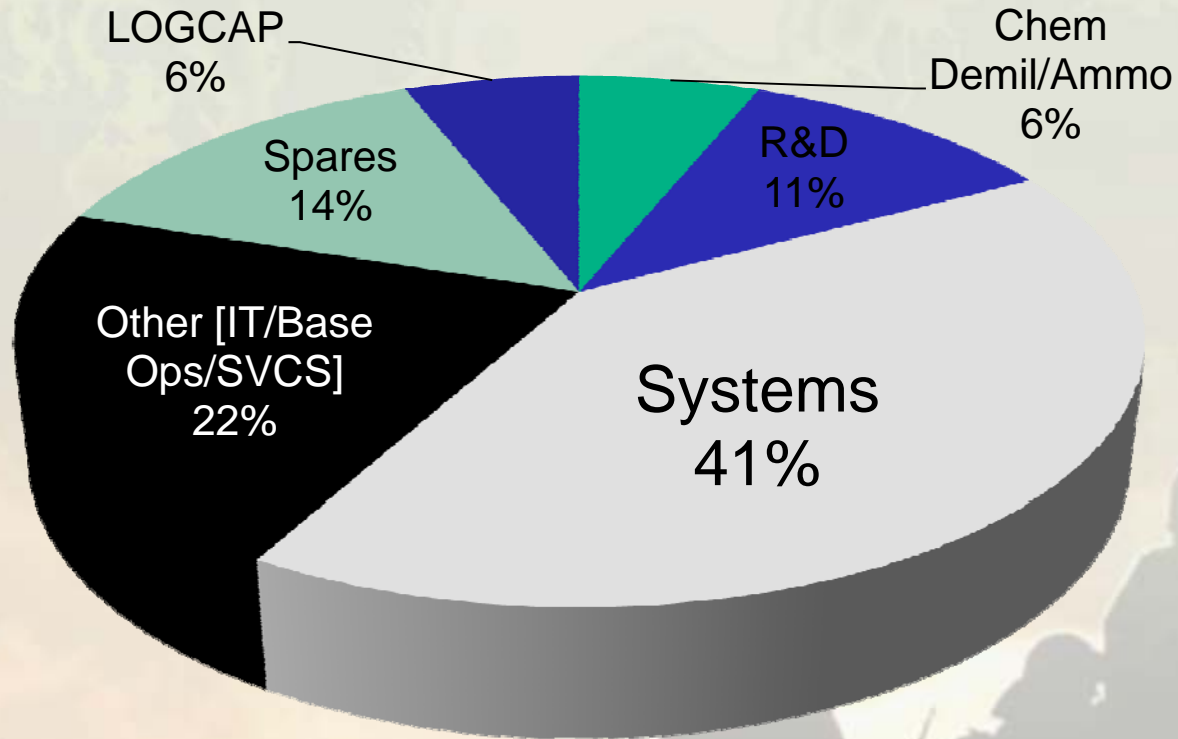
Actions



FY 08 246,000 Actions \$104 B
18% > in \$ from FY 07



What the ACC Procures



Major Customers

- PEO's/PM's
- ASCC's
- IMCOM
- NETCOM
- ATEC
- TRADOC
- FORSCOM
- AMC



Express



★ Expedited Professional Engineering and Support Services

- ▶ Full gamut of advisory and assistance services for Team Redstone
- ▶ GSA Schedule Based Pricing

★ 4 Domains

- ▶ Logistics, Business & Analytical, Programmatic, Technical
- ▶ Open Seasons
 - Restructuring
 - BPA Holders

★ Over 1200 Companies participating via teaming arrangements

- ▶ 67% of all EXPRESS orders to Small Businesses.



Small Business Outreach



- ★ Advance Planning Briefings for Industry, 26-27 Aug, Huntsville, AL
- ★ Multiple Conferences
 - ▶ PTAC Matchmaking Fair 14 July 2009, Pelham, AL
 - ▶ National Veterans SBC, 20-23 July, Las Vegas, NV
 - ▶ Alliance South Small Business Procurement Fair 28 July, Atlanta, GA
 - ▶ Greater Jackson County Matchmaking Event, 6 August Scottsboro, AL
 - ▶ Entrepreneurial Women's Business Conf, Sept 09, Chicago, IL
- ★ AMCOM has met or exceeded its SB Goals since 2005
 - ▶ SIBRs
 - ▶ EXPRESS



Conclusion



- ★ Army Contracting Command transition & operation will be seamless and transparent to you.
- ★ People you did business with yesterday...
- ★ AMCOM and ACC are focused on Small Business Participation
- ★ Opportunities are found on:
 - ▶ FEDBIZOPS
 - ▶ CASL
 - ▶ AMCOM Public Web Site

UNCLASSIFIED

US ARMY AVIATION & MISSILE COMMAND

Tennessee Valley Small Business Programs Conference

30 June 2009



*AMC/AMCOM Small Business Programs
Supporting the Warfighter*



Mr. Ronnie Chronister

Deputy to the Commanding General

“We support **Soldiers**... that’s our focus every day”

UNCLASSIFIED

UNCLASSIFIED



AMC 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 Campaign Plan 2009


UNCLASSIFIED

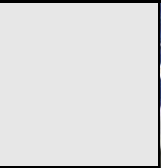

AMC Commanders and Deputies

As of: 9 June 2009

TACOM LCMC	
MG Scott West	Mr. Mike Viggato
	
Civ. 14,717 Military 100	

Aviation and Missile LCMC	
MG James Myles	Mr. Ronald Chronister
	
Civ. 8,680 Military 98	

Joint Munitions & Lethality LCMC	
TBD	BG Larry Wyche (Acting)
Photo Pending	
Civ. 5,351 Military 17	

CECOM LCMC	
MG Randolph Strong	Mr. Ed Thomas
	
Civ. 8,177 Military 243	

H.Q. Army Materiel Command			
GEN Ann E. Dunwoody	LTG James Pillsbury	Ms. Kathryn A. Condon	CSM Jeffrey J. Mellinger
			
Civ. 1,168 Military 84			

Research, Development & Engineering Command	
MG Paul S. Izzo	Mr. Gary Martin
	
Civ. 13,881 Military 243	

Military Surface Deployment & Distribution Command	
MG James L. Hodge	Ms. Patricia Young
	
Civ. 1,726 Military 169	

Joint Munitions Command	
BG Larry Wyche	Mr. Jyuji Hewitt
	
Civ. 5,348 Military 20	

US Army Security Assistance Command	
BG Michael J. Terry	Mr. Rick Alpaugh
	
Civ. 560 Military 49	

Army Sustainment Command	
MG Robert Radin	Mr. Scott Welker
	
Civ. 1,562 Military 613	

Chemical Materials Agency	
Mr. Conrad Whyne	Mr. Don E. Barclay
	
Civ. 1,816 Military 16	

AMC SWA
BG Wharton

Total Personnel: 83,880

Assembled Chemical Weapons Alternatives Program	
Mr. Kevin Flamm	Mr. William Pehlivanian
	
Civ. 34 Military 0	

Army Contracting Command	Expeditionary Contracting Command	Mission and Installation Command
Mr. Jeffrey Parsons	BG Camille Nichols	Ms. Carol Lowman (Acting)
		
Mil: 777 Civ 5,820		



Life Cycle Management Soldier Focused – Foxhole to Factory Enterprise



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



Sustainment,
Logistic &
Maintenance
Lessons Learned

**Army Sustainment
Command / Army
Contracting
Command AMC's
Face to the Field**

Research,
Development
& Engineering

Acquisition

Assistant
Secretary of
the Army

Army
Acquisition
Executive





AMCOM Mission

**Provide World Class Aviation and Missile
Support to the Joint Warfighter and our
Nation's Multinational Warfighter Partners
Today and in the Future**

Right Force...Right Readiness...Right Costs...



Small Business Programs



Mission

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



VISION:

Achieving optimum small business participation by seeking small business solutions first

CONTRACTS FOR:

- Weapon systems and equipment
- Research & Development
- Spare parts
- Maintenance
- Other services (eg. IT, Engineering Support, Logistics, etc.)



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

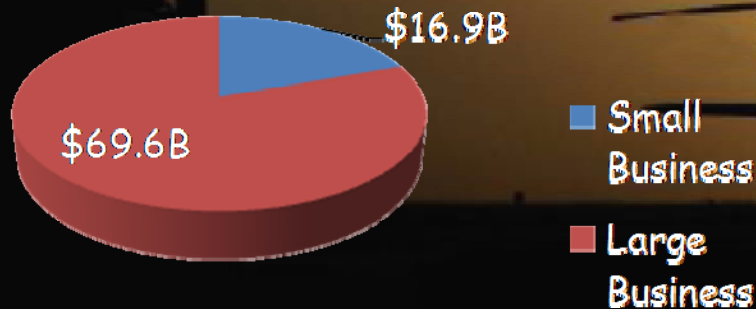


CAPABILITY, CAPABILITY, CAPABILITY!



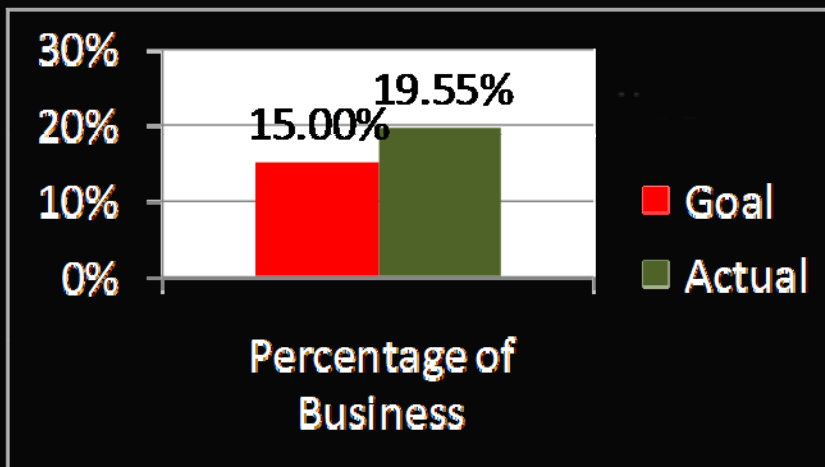
AMC FY08 Success

AMC Contract Awards
(Total \$86.48 Billion)



- Exceeded FY08 Goal of 15% Small Business

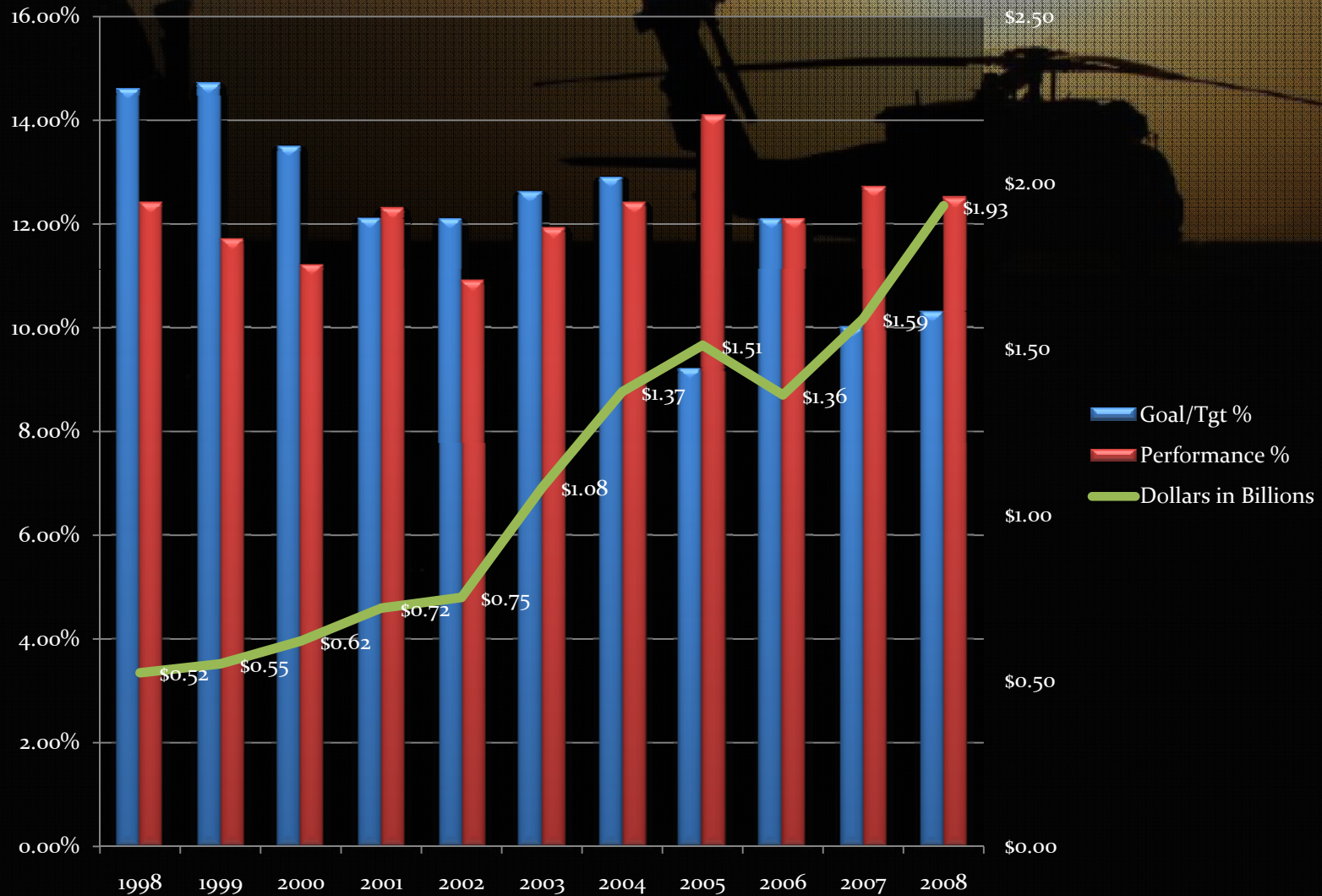
FY 2008 Enterprise Goal
Office of Small Business Programs



- Educated new small businesses on how to partner with AMC



AMCOM SMALL BUSINESS TRENDS THRU FY 08



UNCLASSIFIED

UNCLASSIFIED

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**



**IMPROVED EXPLOSIVE DEVICE
INTERROGATION ARM**



**M110 7.62mm SEMI-AUTOMATIC
SNIPER SYSTEM**



**DAMAGE CONTROL
RESUSCITATION
OF SEVERELY INJURED SOLDIERS**



**IMPROVED EXPLOSIVE
DEVICE MINE ROLLER
PROGRAM**



**HMMWV EGRESS
ASSISTANCE TRAINER**



**XM982 EXCALIBUR PRECISION
GUIDED EXTENDED RANGE 10
ARTILLERY PROJECTILE**

* SB Companies played important roles in these inventions

UNCLASSIFIED



How can you help?



- 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

“To much is given, much is expected...”



Why are you so vital...



Staff Sergeant Christian Bryant



The background is a vibrant space scene. On the left, a large portion of Earth is visible, showing blue oceans and white clouds. In the center, the Moon orbits Earth. To the right, the reddish-orange surface of Mars is shown. Further right, the massive, striped atmosphere of Jupiter dominates the lower right quadrant. A bright comet with a long tail streaks across the upper right. The overall color palette is dominated by blues, oranges, and reds, set against a dark starry space.

***NDIA Tennessee Valley
Federal Small Business
Programs Conference***

***Office of Small Business Programs
Panel***

***Glenn A. Delgado
Assistant Administrator
Office of Small Business Programs***

June 30, 2009





New Administration Update

- President Obama Announced Key Administration Posts on May 23, 2009

- Gen. Charles Bolden, Nominee for Administrator of NASA
 - Retired from the United States Marine Corps in 2003 as the Commanding General (3 stars) of the Third Marine Aircraft Wing after serving more than 34 years, and is currently CEO of JackandPanther LLC, a privately-held military and aerospace consulting firm.
 - In 1980, he was selected as an astronaut by NASA, flying two space shuttle missions as pilot and two missions as commander.



New Administration Update

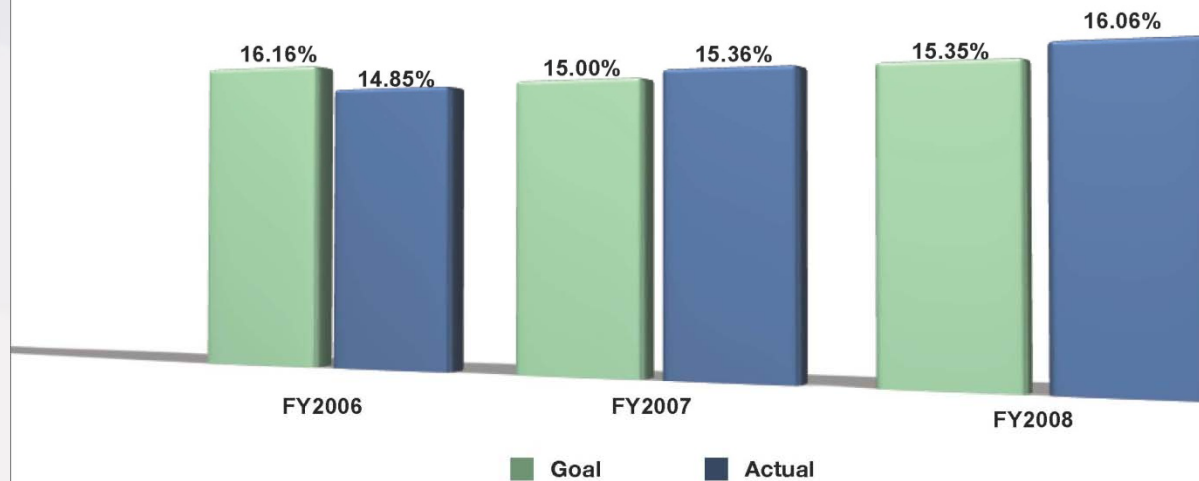
- Lori Garver, Nominee for Deputy Administrator of NASA
 - Former NASA Associate Administrator of Policy and Plans
 - Current President of Capital Space, LLC, and has served as Senior Advisor for Space at the Avascent Group, a strategy and management consulting firm, based in Washington, D.C. She was the lead civil space policy advisor for Obama for America, and she helped lead the Agency Review Team for NASA during the Transition.



NASA Small Business Metrics Update

NASA FY06-FY08 Small Business Prime Goals vs. Actual Percentages

Fiscal Year	Dollars	Variance
FY06	\$ 1,938,443,520	
FY07	\$ 1,967,410,844	\$ 28,967,324
FY08	\$ 2,343,860,197	\$ 376,449,353



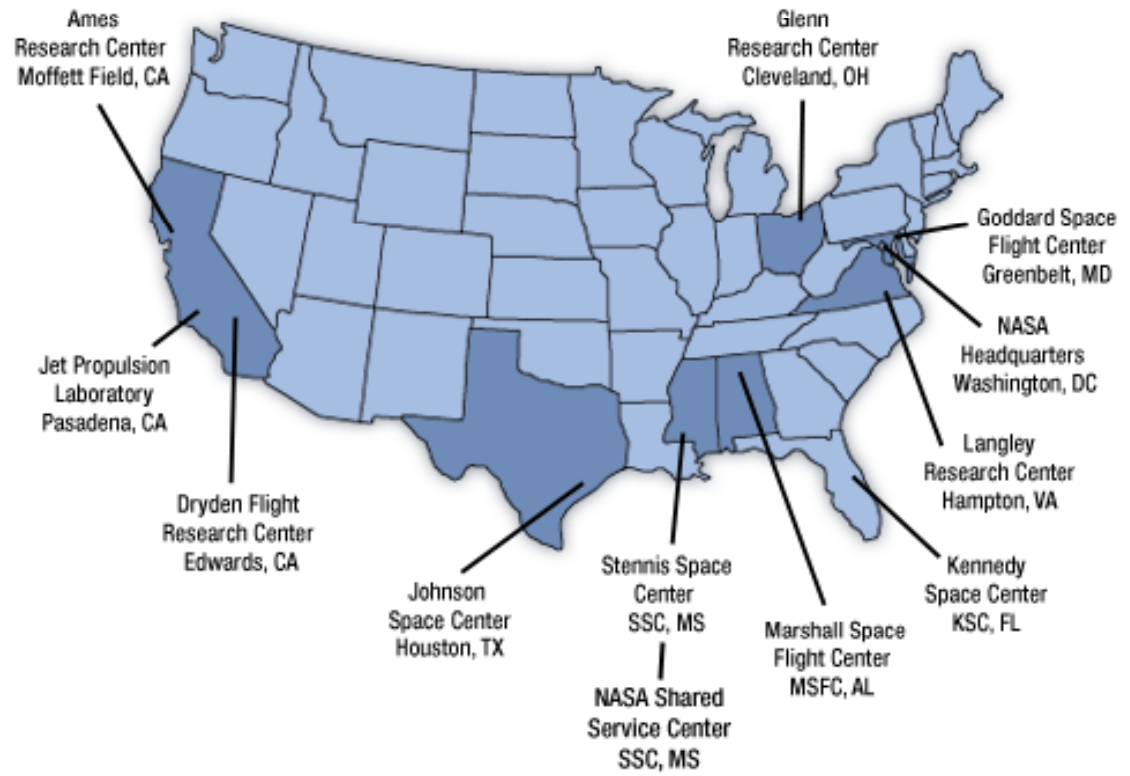
*FY08 Data was generated on May 13, 2009 from FPDS-NG.
 *FY06 & FY07 Data is derived from the SBA Small Business Goaling Report



NASA's Small Business Centers

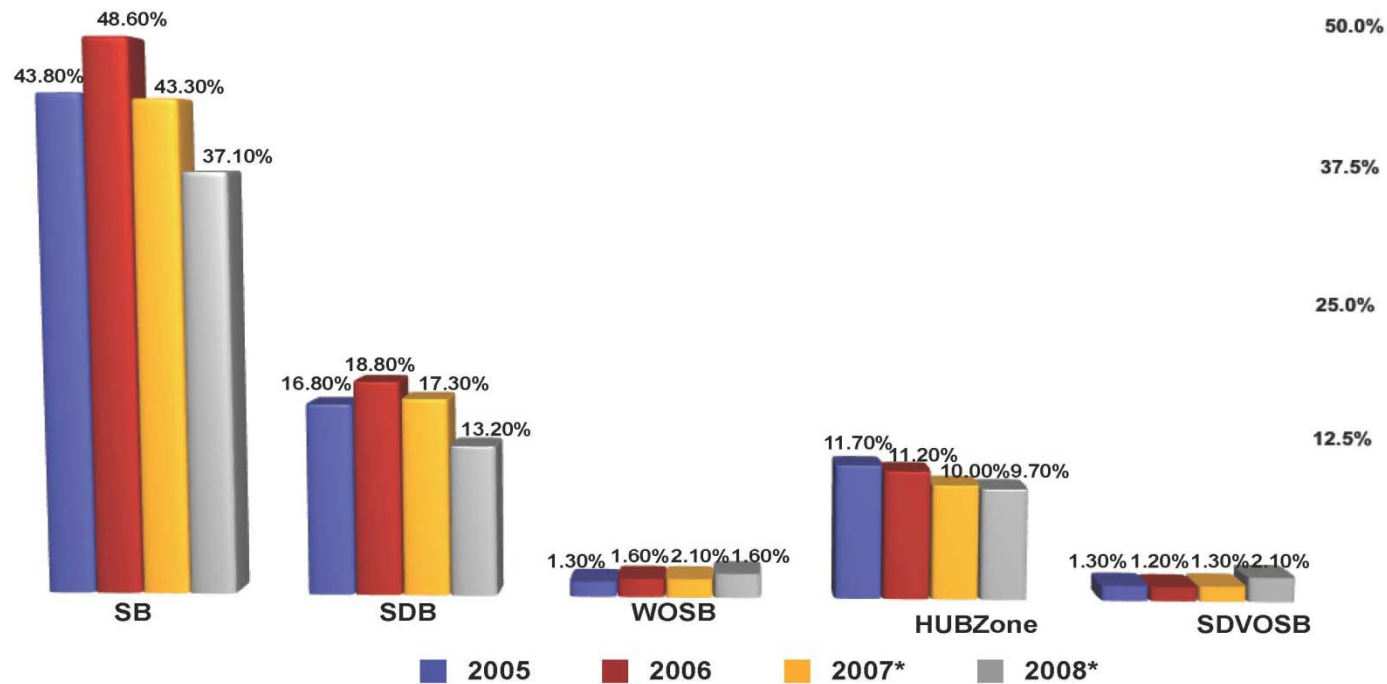
- + SMALL BUSINESS PROGRAMS
- + NASA MENTOR-PROTÉGÉ PROGRAM (MPP)
- ABOUT NASA'S SMALL BUSINESS CENTERS
- + DOING BUSINESS WITH NASA
- + NASA SMALL BUSINESS AWARDS
- + OSBP NEWSLETTER
- + NASA CENTER CONTACTS
- + NASA OUTREACH AND EVENTS

ABOUT NASA'S OFFICE OF SMALL BUSINESS PROGRAMS



NASA Small Business Metrics Update

NASA FY05-08 Small Business Subcontracting Trend Report



*FY2007 and FY2008 are the only years unverified by SBA.



NASA Small Business Metrics Update

FY08 GSFC/HQ Individual Subcontracting Report as of December 31, 2008

Data Generated January 9, 2009 from eSRS

# of ISR's Submitted and Approved in FY 2008	# of ISR's Meeting Negotiated Goals					
	SB	SDB	SDVOSB	VOSB	WOSB	HUBZone
Submitted/Approved 114/110	72/110 65%	48/110 44%	49/84 58%	22/42 53%	37/43 86%	14/22 64%



Small Business Utilization Subfactor

- Procurement Notice PN04-31 signed 1 Feb 2008
 - Changes NFS to combined both SDB participation and the Subcontracting Plan into a subfactor under Mission Suitability
 - Separate and distinct evaluation of both
 - OSBP recommends 100-150 points depending on the solicitation

- PIC 08-5 dated February 20, 2008
 - Provide guidance for PN04-31
 - Section H
 - Section L
 - Section M



New Standard Clauses – Section L WBS work to SB Subs

Name of Subcontractor (NAICS for work being performed by subcontractors)	DUNS Number, and/or CAGE Code	Type of Business (SB, SDB, WOSB, HBZ, VO, SDVOSB)	Hours proposed	Hours as percentage of total effort	PWS Paragraph to be performed	Percentage of work subcontracted out by this contractor to other than small businesses
XYZ Corp. (811212)	01345 DUNS 123456789	SB, SDB	19,000	1.18%	3.1.1, 3.1.2 3.1.3.1, 3.1.3.2	
Acme Ltd. (541519)		SB	320,000	20.00%	3.1.3, 3.1.4	
Smith, Jones and Assoc. (541512)		SB, SDB, HBZ	85,000	5.31%	3.1.4	
ABC Co. (334111)		SB, VOSB, SDVOSB	264,000	16.50%	3.1.5	
Triple A Inc. (541511)		SB, SDB	83,000	5.19%	3.1.9	



- PIC 09-07 applies signed 18 May 2009
 - <http://www.hq.nasa.gov/office/procurement/regs/pic.html>
- Small Business Evaluation Factors
- Past Performance
- Joint Counseling
- Small Business and Prime Councils

Initiatives (cont'd)

- Developed the Small Business Program Report
- Established Small Business Awards Programs
 - Small Business Advocates Awards
 - Small Business Industry Awards
 - Small Business Administrator's Cup Award



- Developing formal training for Acquisition Professionals





National Aeronautics
and Space Administration

+ Contact NASA

FIND IT @ NASA :

+ GO

+ ABOUT NASA

+ NEWS & EVENTS

+ MULTIMEDIA

+ MISSIONS

+ MY NASA

+ WORK FOR NASA

- + NASA Home
- + NASA HQ
- + I&M
- + OSBP Home

NASA Mentor-Protégé Program

+ VISION & MISSION

+ AA'S BIO

+ SMALL BUSINESS PROGRAMS

- NASA MENTOR-PROTÉGÉ PROGRAM (MPP)

+ APPROVED MENTORS

+ PROGRAM UPDATE STATUS

+ STEPS TO PARTICIPATION

+ POLICY

+ FAQs

+ DOWNLOADS

+ CONTACTS



NASA MENTOR-PROTÉGÉ PROGRAM (MPP)

The NASA Mentor-Protégé Program is designed to encourage NASA prime contractors to assist eligible Protégés in enhancing their capabilities to perform NASA contracts and subcontracts, foster the establishment of long-term business relationships between these entities and NASA prime contractors, and increase the overall number of these entities that receive NASA contract and subcontract awards.

NASA is now accepting Mentor applications and Mentor-Protégé agreements after a year of updating the Mentor-Protégé Program. For further details about the revisions and continuing changes to the MP Program, please view the pages below.

- [Program Update Status](#)
- [Steps to Participation](#)
- [Policy](#)
- [Frequently Asked Questions](#)
- [Downloads](#)
- [Contacts](#)





Mentor-Protégé Program Update: NASA FAR Supplement Update

Printed in Federal Register, May 29, 2009

- Effective date May 29, 2009

Expanded Protégé eligibility categories

- Veteran-Owned Small Business (VOSB)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Historically Underutilized Business Zone (HUBZone) Concerns
- NASA SBIR Phase II companies
- Currently must be either a SDB, WOSB, HBCU/MI

Award Fee Pilot Program

- For Mentors working with NASA SBIR Phase II companies



Mentor-Protégé Program Update

FY 2010 Authorization Bills

- Proposed legislation to match NASA's Mentor Protégé Program with DoD's
 - Reimbursement of Costs Associated with the Program
 - Multiple Credits on Subcontracting Plan for Costs Associated with the Program
 - (i) four times the total amount of such costs attributable to assistance provided by entities
 - (ii) three times the total amount of such costs attributable to assistance furnished by the mentor firm's employees
 - (iii) two times the total amount of any other such costs.



Mentor-Protégé Program Update: Proposal Evaluation

- Merit of the developmental assistance to the Protégé
- Perceived benefit / value of the agreement to NASA
- Percentage of hours associated with technical transfer
- Subcontracting opportunities available to the Protégé
- Utilization of HBCU/MIs, PTACs, and SBDCs
- Proposed cost

OSBP Mentor-Protégé Program Contact Person:

Ms. Dana Jones

Mentor-Protégé Program Analyst

202-358-2088



NASA Office of Small Business Programs

E-mail: smallbusiness@nasa.gov

Web site: www.osbp.nasa.gov

Tel: (202) 358-2088

Fax: (202) 358-3261

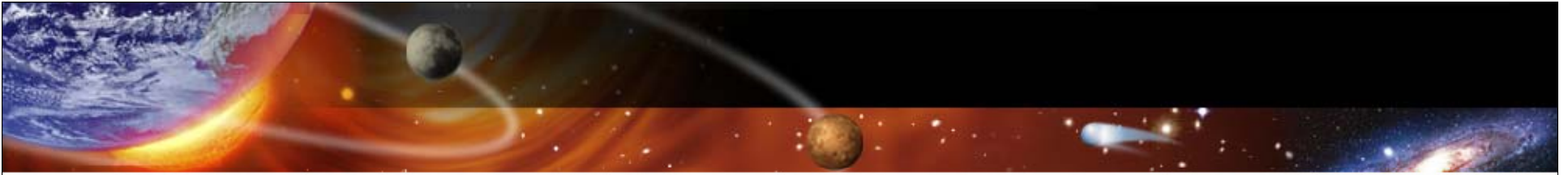
Headquarters Address:

300 E Street, SW

Suite 4K39

Washington, DC 20546





Questions?



Sombrero Galaxy - 28 million light years from Earth -
was voted best picture taken by the Hubble
telescope



UNCLASSIFIED

Missile Defense Agency Office of Small Business Programs



30 June 2009

**Mr. Lee Rosenberg
Director**

MDA Office of Small Business Programs

UNCLASSIFIED



Support to Enhance Small Business Utilization (U)

- **Market Research**
- **Assistance with Acquisition Strategy Development**
- **Oversight of Small Business Utilization by Prime Contractors**

UNCLASSIFIED



Market Research Enables OSBP to Help Small Business (U)

- **Identify sufficient number capable Small Business (SB) Contractors**
- **Develop knowledge of the market through SB visiting our office and adding business profile to our directory to let us know your capabilities**
- **Assist MDA offices with market research used to develop acquisition strategies**

Market research is critical to set-aside decisions

UNCLASSIFIED



Market Research What You Can Do (U)

- Let us know your capabilities
 - Attend our conferences for matchmaking with primes and Gov representatives from MDA
- Provide quality responses to “sources sought”

Market research is critical to set-aside decisions

UNCLASSIFIED



OSBP Assistance in Acquisition Strategy Development (U)

- **Provide alternatives that increase Small Business utilization**
 - **Input regarding SB capabilities to meet agency requirements**
 - **Recommend approaches that maximize SB participation at prime and subcontracting levels**
- **Voting Member on ASP/ASBs**

*All acquisitions are reviewed for
participation by small businesses*

UNCLASSIFIED



Acquisition Strategy Development What You Can Do (U)

- Let us know your capabilities
- Provide quality responses to “sources sought”
 - We often make important acquisitions strategy decision based on responses to these notices
 - Make sure you “answer the mail” and describe the relevancy of your past performance

All acquisitions are reviewed for participation by small businesses

UNCLASSIFIED



OSBP

Oversight of Large Business Prime Contractors

NEW PROCESS

MDA working with large business prime contractors to tie performance on small business subcontracting plans to Award Fee to:

- Increase subcontracting opportunities at all tiers
 - Incentivize increase in SB utilization on subcontracts
- Increase use of DoD Mentor-Protégé program
 - Incentivize increase participation as part of subcontracting plans for new systems contracts
- Increase technology transition from Small Business Innovative Research (SBIR), Small Business Technology Transfer (STTR)
 - Require initiatives on SB subcontracting plans for new systems contracts to increase transition of SBIR/STTR Phase II technologies

*Track performance of Large Business
Prime Contractors*

UNCLASSIFIED



Oversight of Large Business Prime Contractors What You Can Do (U)

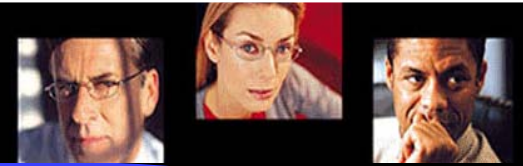
- **Provide sterling performance on all the work you do for us or our large business prime contractors**
- **Engage the small business liaison officers at our various large business prime contractors**
 - **Let them know your relevant capabilities for missile defense work**
 - **Network with our large business prime contractors whenever possible**



UNCLASSIFIED

Questions (U)

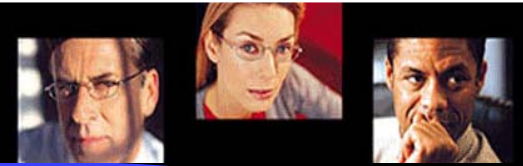
?



Tennessee Valley Federal Small Business Programs Conference & Exhibition

Sell - Be Sold - or Be Gone Business Development in the New Economy

William B. Scheessele,
CEO/President, MBDⁱ



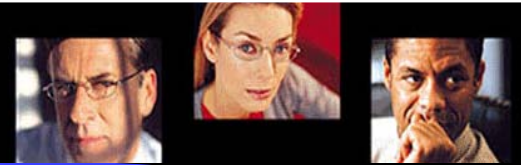
What is Business Development?

- Strategic / Operational / Tactical
- The Rule of Three
- Three Audiences



i

Mastering Business
Development, Inc.



The Three Audiences

- Department - Agency & Business Development
- Large Business/Prime & Business Development
- Small Business & Business Development



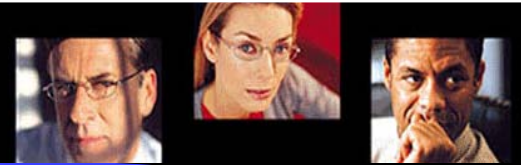
Business Development and the New Economy

- The Thinking, Behavior and Process of Business Development that got us where we are won't get us where we want to get to
- Everybody wants change they just don't want to be changed



i

Mastering Business
Development, Inc.

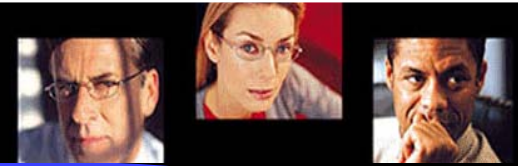


Business Development and the New Economy

Fundamental Rule of Change:

When the pain of change
is less than the pain
you are in,

... YOU WILL CHANGE



Three Rules for the Small Business in the New Economy

- Sell – Be Sold – or Be Gone
- Make pay every Friday \$
- “He who rides the tiger cannot dismount ...”



Thinking Drives Behavior and Behavior Drives Revenue Results

- The Dependent / Reactive mindset & Business Development Process

versus

- The Independent / Proactive mindset & Proactive Business Development Process



Large Agency / Prime Medium Business or Small Firm

Strategic / Operational / Tactical BD
challenges fall into three areas:

- Plans

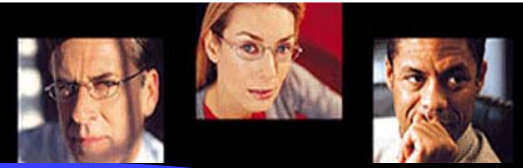
- People

- Process



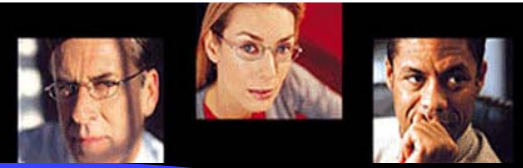
Business Development & Review Generation Assessment

- “SMART” operational & tactical BD plans
- Personnel assessment & leadership evaluation



Business Development & Review Generation Assessment

- Proactive BD process with early **OI & QSM**
 - Hunting/Strategic • Farming/Organic
- Education & professional development of direct and indirect BD personnel



The People & Leadership Side of Business Development

- Top 3% in their profession
- Learn to think differently
- Understand conceptual vs. mechanical challenges
- Study and apply the Principles of Leadership



Leadership & Business Development

Being

Who we are as an individual

Knowing

What we know and can apply

Doing

What we are capable of doing



Mastering Business
Development, Inc.

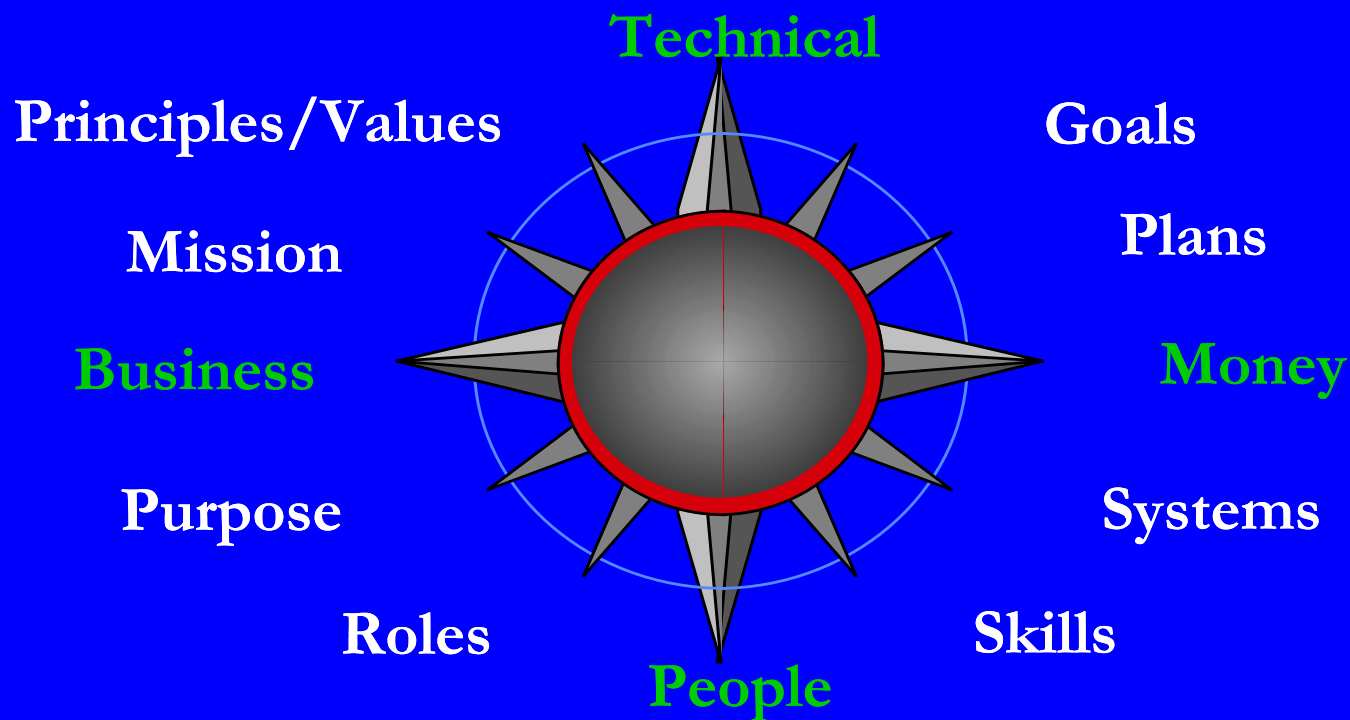


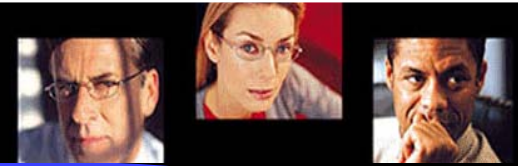
The 12 Competencies of Business Development

Be

Know

Do





Two Types of Revenue Generators

Strategic Growth

**Business
Development
“Hunter”**

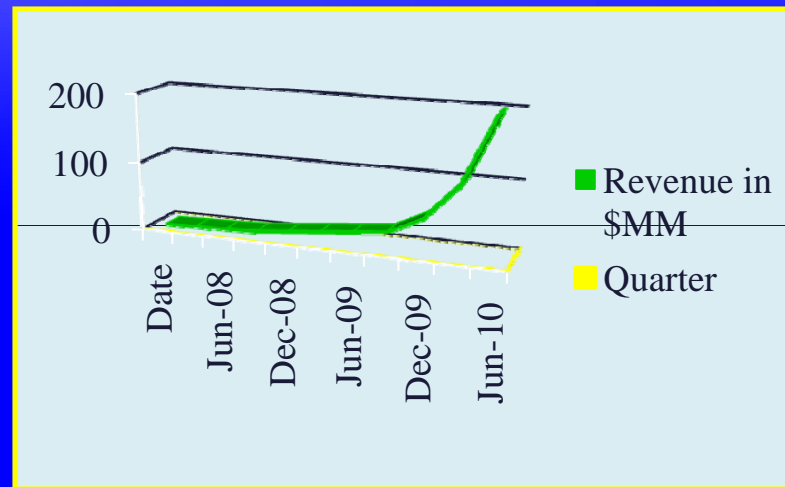


Organic Growth

**Business
Development
“Farmer”**



Three Types of BD Leaders



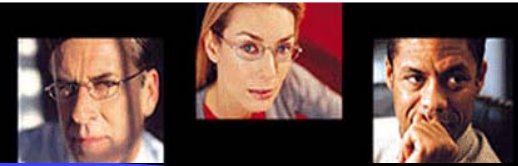
- Merger & turn-around specialists
- Build your team & drive revenue leader
- Run your BD organization leader



The Process & Skill Side of BD

(OI&Q)^{HI}

- What is an Opportunity, Identification & Qualification process based on Human Intel?
- How does (OI&Q)^{HI} fit into your overall BD process??
- The process, skills, thinking & discipline of early (OI&Q)^{HI}

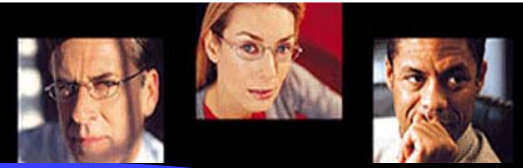


Discussions • Questions • Decisions

How do the following contribute to challenges *you* face in BD and revenue growth?

- Strategy
- Culture
- Capabilities
- Personnel
- (OI&Q)^{HI} Process
- Leadership

What are your priorities to address these challenges?



Thank you for the opportunity
to speak to you today



We look forward to seeing you at the
BD Training Workshop
Annapolis, MD
August 4-5

704.553.0000



www.mbd.com

SBDC'S and PTAC'S

WHAT ARE THEY?

SBDC

- Small Business Development Center
- SBDC's are non-profit Business Outreach Centers
- Primarily located at Universities across the country
- Funded by the US Small Business Administration, the DOD, the State of Ala., and the Universities where the SBDC's are located

SBDC's

■ There are a total of 10 SBDC's in the state of Alabama:

1. Ala. A&M University *
2. Ala. State University
3. Auburn University
4. Jacksonville State University
5. Troy University
6. University of Ala. – Huntsville *
7. University of Ala. – Tuscaloosa
8. University of North Ala.
9. University of South Ala.
10. University of West Ala.

SBDC's

- All SBDC's in the state of Alabama are responsible for providing their services to several counties in their geographical area.
- Example: UAHuntsville SBDC is responsible for 7 counties in N. E. Ala. (DeKalb, Jackson, Marshall, Madison, Limestone, Morgan, Cullman)

SBDC's

- Each SBDC in Alabama is a member of the Alabama Small Business Development Network (ASBDN)
- The 'Network' is a statewide program developed to enhance economic growth in Alabama by providing management and technical assistance to Alabama's small businesses
- The 'Network' (formally called the Consortium) began operations in 1980

SBDC's

- The ASBDC Network includes the Alabama International Trade Center
- Located at U of A in Tuscaloosa
- Provides export research, training, and counseling
- FY 2008, the AITC created new export sales of \$8.7 million while working with 144 small firms in Ala.

SBDC'S

ADMINISTRATION

- The U.S. Small Business Administration (SBA) is charged with overseeing the overall program, while the implementation of the state program is the responsibility of the SBDC State Director (William Campbell)

SBDC's

Nationwide and Beyond

- SBDC's are located in all 50 states, the District of Columbia, Puerto Rico, the Virgin Islands, Guam, and American Samoa

SBDC's

What They Do

- Provide counseling and training to business entrepreneurs in a wide variety of business topics
- Provide comprehensive information services and access to expertise in many fields of business

SBDC's

State Statistics – FY 2008

- Training Events Held – 380
- Training Attendees – 11,669
- Total Counseling Sessions – 3,042

SMALL BUSINESSES

CONTRIBUTIONS

- 97% of Alabama's businesses are small businesses
- In Alabama, small businesses contribute 67% of all wage growth
- Small businesses accounted for 75% of all jobs created in the last 10 years.

PTAC

- Procurement Technical Assistance Center
- PTAC's are local non-profit Resource Centers located primarily on University campuses across the nation.
- Each PTAC is a member of national Association of Procurement Technical Assistance Centers (APTAC)

PTAC's

■ There are 7 PTAC's in the state of Alabama:

1. Ala. State University
2. Jacksonville State University
3. Troy University
4. University of Ala. – Huntsville
5. University of Ala. – Tuscaloosa
6. University of North Ala.
7. University of South Ala.

PTAC's

- PTAC's are part of the Federal Procurement Technical Assistance Program which is administered by the U.S. Defense Logistics Agency (DLA) on behalf of the Secretary of Defense
- The state program is the responsibility of the State PTAC Program Director (Ms. Pat Phillips)

PTAC's

What They Do

- Provide assistance to businesses in the marketing of their products and/or services to the federal, state, or local governments by offering one-on-one counseling, as well as, a variety of training and networking opportunities

PTAC's

State Statistics

- PTAC procurement specialists have assisted Alabama's small business clients in receiving more than \$2.6 billion in government contract awards in FY 2008
- These contract awards created or helped retain approx 52,000 jobs for Alabama workers in FY 2008.

PTAC's

- Have access to other PTAC Association members across the country that help with obtaining information and contacts that can assist the small business clients
- PTAC Counselors and Specialist attend nationwide certification training seminars that provide the latest information on all facets of government contracting

SBDC's and PTAC's

*Services Offered
to Aid Small Businesses*

SBDC's and PTAC's

What they do

- Provide assistance to pre-venture businesses to aid in a successful start-up
- Provide assistance to on-going businesses to help improve their performance
- Provide one-on-one counseling and training in a wide variety of business topics

SBDC's and PTAC's

Counseling

- Legal Structure
- Business Plans
- Licenses and Permits
- Financing
- Business Insurance
- Marketing

SBDC's and PTAC's

Counseling (con't)

- Franchises
- International Trade
- Technology Commercialization
- Intellectual Property Rights
- CCR Registration
- Small Business Size Standards
- Disadvantage Certifications

SBDC's and PTAC's

Counseling (con't)

- Identifying government set-asides
- Government Contracting Protocol
- GSA Schedules
- Teaming Agreements
- Capability Statements
- Bid Match

SBDC's and PTAC's *Training*

- Starting a small business
- Marketing
- Accounting
- Financing (Loan packaging)
- Business Plan
- Intellectual Property Rights
- Basics of Government Contracting

SBDC's and PTAC's

Training (con't)

- GSA Schedules
- Defense Supply Centers
- DIBBS (DLA Internet Bid Board System)
- Wide Area Work Flow System
- Government Proposal Writing
- SBIR/STTR
- Match Makers

SBDC's and PTAC's

Other Services

- Provide research info to assist clients
- L.E.A.R.N. Program (Launching Entrepreneurs Across Rural Networks)
- Match Makers - Develop and maintain partnerships among community organizations and local, state, and federal agencies
- Provides a focal point for a broad network of public and private resources at the community level

UAHuntsville PTAC

*What we can do to help
your small business
prepare for and succeed in
doing business with the
government*

UAHuntsville SBDC/PTAC

Staff

- Kannan Grant – Interim Director
- Jeff Smith – SBDC/PTAC Counselor
- Joseph Osborn – PTAC Counselor
- Mary Jane Fleming – PTAC Specialist
- Steve Briere – SBDC Counselor
- Mike Pearson – SBDC Counselor
- Beverly Maples – Staff Assistant

UAHuntsville SBDC/PTAC

Background

- Established in 1987
- Serve small businesses and prospective entrepreneurs in a 7 county area in Northeast Ala.
- Offices in the Business Administration Bldg on the UAHuntsville campus and at the HSV/Madison County Chamber of Commerce

UAHuntsville PTAC

Background

- Approximately 200 area small businesses use our government Bid Matching Service daily
- Government contacting clients increased from 50% in FY '08 to 71% in Feb., '09
- Since 2004, our clients have reported securing government contract awards in excess of \$4.5 billion

UAHuntsville PTAC

Government Contracting

■ Contracting Fundamentals

- DUNS
- CCR
- NAICS Codes
- ORCA
- Dynamic Small Business Search

UAHuntsville PTAC

Government Contracting

- Bid Match Service
- DIBBS (DLA Internet Bid Board System)
- GSA Schedule Proposal Assistance
- FPDS (Fed Procurement Data System)
- Capability Statement Preparation
- Bid Proposal Preparation Assistance
- Networking Opportunities

UAHuntsville PTAC

Government Contracting

- Marketing Strategies
- Teaming Opportunities
- Size Determination
- Points of Contact/Communications Protocol
- Certification Assistance (8(a) & HUBZone)
- Critical Info Dissemination to Client Base

UAHuntsville PTAC

■ Training, Workshops, Seminars

- Fundamentals of Government Contracting
- Technology Commercialization (Webinar)
- SBIR/STTR (Webinar)
- HR for Government Contracting
- GSA Schedule
- Wide Area Work Flow
- How to find Opportunities with the DLA's Defense Supply Centers

UAHuntsville PTAC

■ Training (con't)

- Socio-Economic Programs – Set Asides
- DLA Internet Bid Board Systems (DIBBS)
- Automated Best Value System (ABVS)

UAHuntsville PTAC

■ Networking Opportunities

- Match Makers (Collaboration with Huntsville COC and with the Decatur COC)

UAHuntsville SBDC/PTAC

■ Website: <http://sbdc.uah.edu>



U.S. ARMY CONTRACTING COMMAND



*Information Technology, E-Commerce and
Commercial Contracting Center (ITEC4)*

Putting Your Best Proposal Forward!

Ms. Stacy Watson
Contracting Officer
1 July 09

Putting Your Best Proposal Forward



**Read The Solicitation
Carefully**



Putting Your Best Proposal Forward

**Benchmark Your Core Competencies
Against The Solicitation**



Putting Your Best Proposal Forward



**Fully Describe Your Solution To
Demonstrate That You Understand The
Requirements**



Putting Your Best Proposal Forward

**Translate Your Solution Into Benefits
For The Government**



Putting Your Best Proposal Forward



**Explain Why You Picked Your
Subcontractors**



Putting Your Best Proposal Forward



Actively Manage Your Past Performances



Putting Your Best Proposal Forward



Be Well Prepared For Due Diligence



Putting Your Best Proposal Forward



**Eliminate Sloppy Mistakes That Leave
*Lasting Impressions***



Putting Your Best Proposal Forward

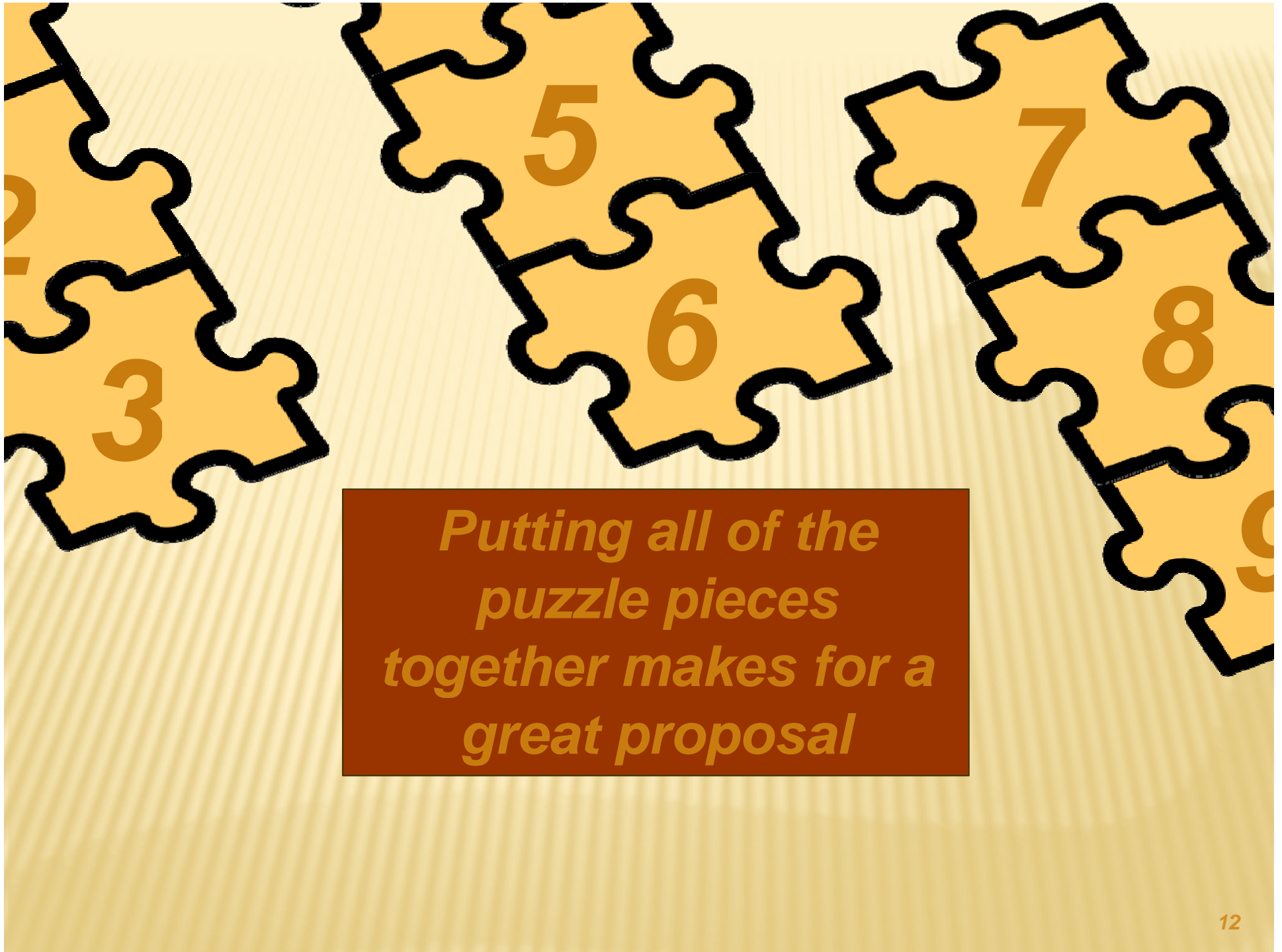
Cut The Fluff



Putting Your Best Proposal Forward

Get The Most Out Of Debriefings





*Putting all of the
puzzle pieces
together makes for a
great proposal*

SMALL BUSINESS PROGRAM

- Using small businesses ensures that our country can be prepared to respond to any situation, because the industrial base and capability is maintained.
- September 11th -- Did you know that equipment and supplies were needed immediately in the disaster areas? While air planes were grounded and the U.S. railroad system couldn't react fast enough; small business trucking companies were the first to respond bringing supplies & equipment.
- Katrina Disaster -- Did you know that small businesses were the first to drop supplies to help the people? Small television networks were the first to show the depth of the struggles. Individually owned small business bus companies were the fastest to respond to getting the people bussed out of the area.



SMALL BUSINESS CONSIDERATIONS

Why consider small business?

- It is the Government's policy to provide maximum acquisition opportunities to small businesses.
- FAR Part 19 implements the acquisition-related sections of the Small Business Act .



QUESTIONS?



The background of the slide is a vibrant space scene. On the left, a large portion of Earth is visible, showing blue oceans and white clouds. In the center, the Moon is shown in a dark, cratered state. To the right, the reddish-orange surface of Mars is visible. In the bottom right corner, the large, striped atmosphere of Jupiter is shown. The background is filled with a starry field and a bright, glowing nebula or galaxy structure in shades of orange and yellow.

NDIA

**Tennessee Valley Federal Small Business
Programs Conference and Exhibition**

***MSFC Acquisitions and Small
Business Opportunities***

***Kim E. Whitson
MSFC Procurement Office***

June 2009



Major Ongoing SEBs/SECs

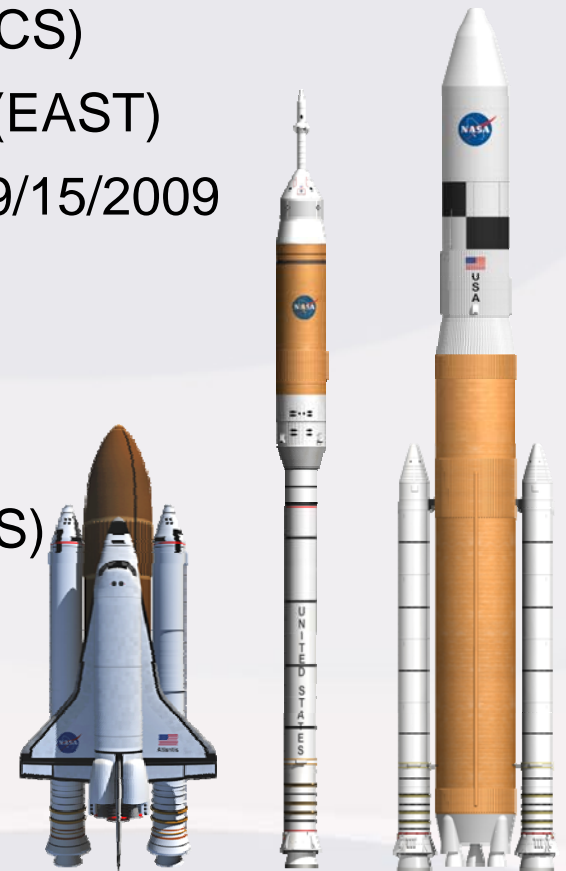
Procurement Title

I3P Procurements:

- NASA Integrated Communications Services (NICS)
- Enterprise Applications Services Technologies (EAST)
- Projected Final RFP Release (for both) of NLT 9/15/2009
- Projected Award Date (for both) of 2/15/2010

Related IT Procurement:

- Marshall Information Technology Services (MITS)
 - Small Business Set-Aside
 - Projected Award Date of 11/19/2009



Major Ongoing SEBs/SECs

Procurement Title

EAST DRFP Small Business Contract Goals:

Category	% Goals
Small Business Concerns	18.00%
Small Disadvantaged Business Concerns	8.00%
Woman-Owned Small Business Concerns	5.00%
Historically Under-Utilized Business Zone Small Business Concerns	3.00%
Veteran-Owned Small Business Concerns	2.00%
Service Disabled Veteran-Owned Small Business Concerns	1.50%
Historically Black Colleges and Universities/Other Minority Institutions (HBCU/OMI)	1.00%



Major Ongoing SEBs/SECs

Procurement Title

NICS DRFP Small Business Contract Goals:

Category	% Goals
Small Business Concerns	32.00%
Small Disadvantaged Business Concerns	12.00%
Woman-Owned Small Business Concerns	8.00%
Historically Under-Utilized Business Zone Small Business Concerns	2.50%
Veteran-Owned Small Business Concerns	3.00%
Service Disabled Veteran-Owned Small Business Concerns	2.50%
Historically Black Colleges and Universities/Other Minority Institutions (HBCU/OMI)	.50%



Recent Contract Awards

Procurement Title

MAF Manufacturing Support and Facility Operations Contract (MSFOC)

Small Business Goals:

Category	% Goals
Small Business Concerns	35.50%
Small Disadvantaged Business Concerns	10.00%
Woman-Owned Small Business Concerns	7.80%
Historically Under-Utilized Business Zone Small Business Concerns	5.80%
Veteran-Owned Small Business Concerns	4.80%
Service Disabled Veteran-Owned Small Business Concerns	2.80%
Historically Black Colleges and Universities/Other Minority Institutions (HBCU/OMI)	.80%



Major Upcoming SEBs/SECs

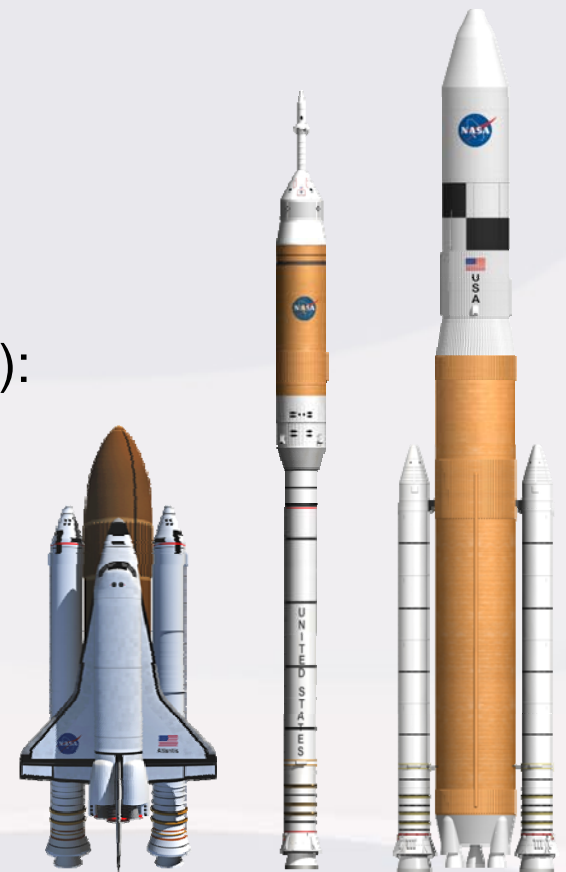
Procurement Title

Acquisition and Business Support Services (ABSS):

- SEB Established Date of 7/31/2009
- Projected Award Date of 3/12/2010
- Small Business Set-Aside

Engineering, Science, and Technical Services (ESTS):

- SEB Established Date of 10/15/2009
- Projected Award Date of 10/15/2010



Major Upcoming SEBs/SECs

Procurement Title

Current ESTS Small Business Goals:

Category	% Goals
Small Business Concerns	41.00%
Small Disadvantaged Business Concerns	18.00%
Woman-Owned Small Business Concerns	9.00%
Historically Under-Utilized Business Zone Small Business Concerns	2.00%
Veteran-Owned Small Business Concerns	--
Service Disabled Veteran-Owned Small Business Concerns	*1.50%
Historically Black Colleges and Universities/Other Minority Institutions (HBCU/OMI)	.50%



* Goal includes Veteran-Owned Small Business Concerns

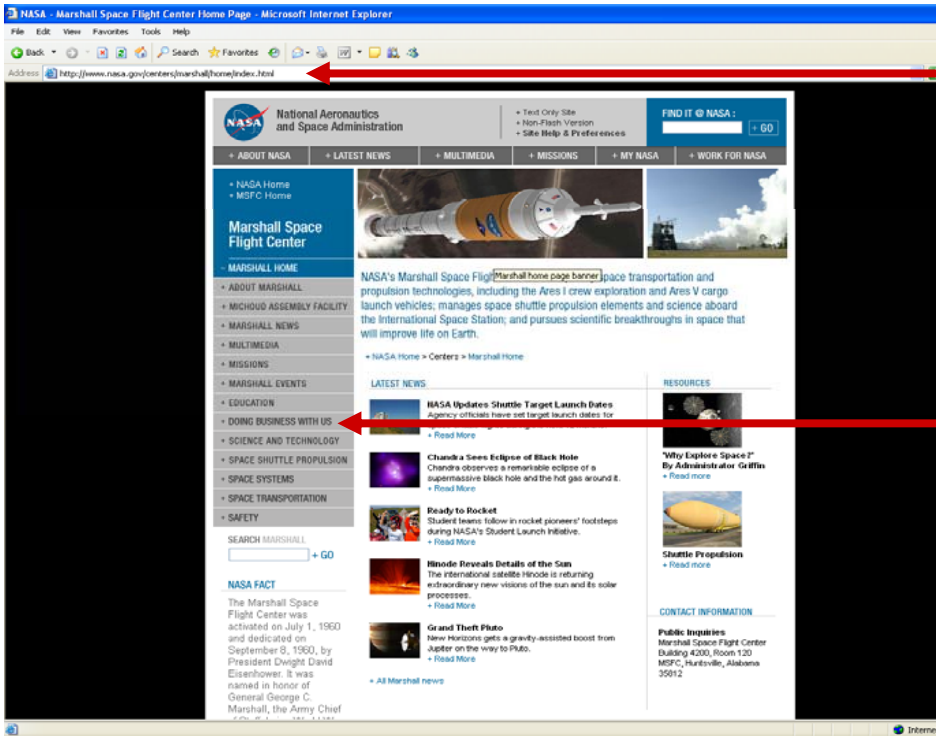


Acquisition Planning Tool (APT)

Following web address will take you to APT portal for MSFC:

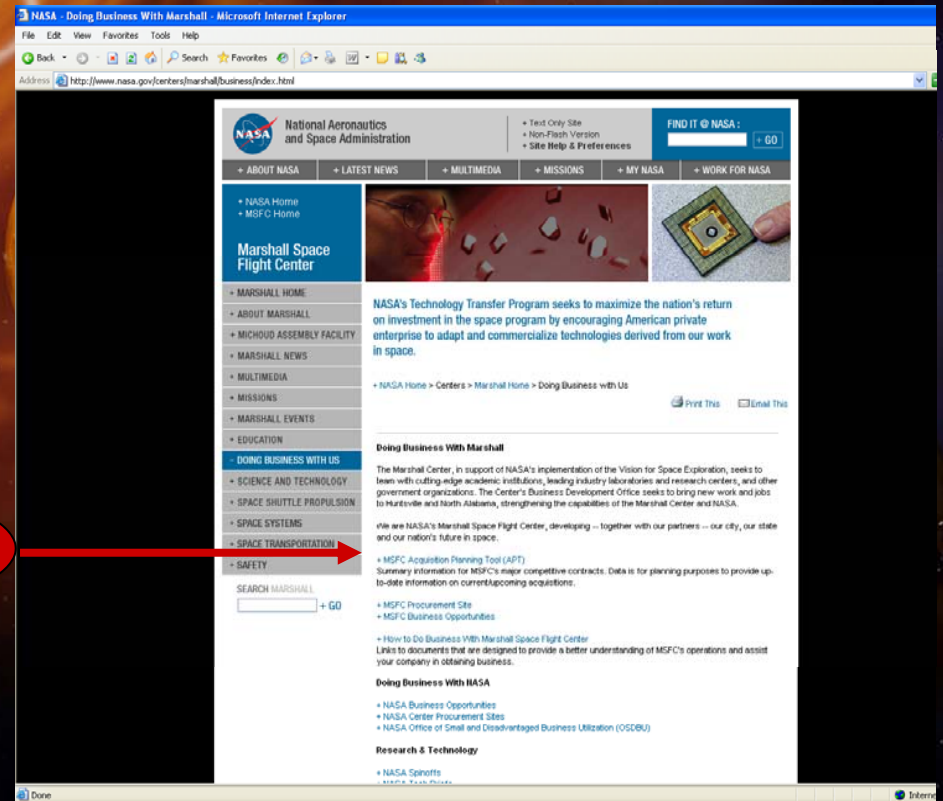
http://ec.msfc.nasa.gov/cgi-bin/eis/eis_apr.cgi

		Current Award												Recompete Information													
		Title	Incumbent	Contract Number	Potential Value	Current Award Date	Current POP Expiration							Schedule & Supporting Documents													
		NASA INTEGRATED TECHNICAL STANDARDS SYSTEMS (ITSS)	INFORMATION HANDLING SERVICES	NNM06AA02C	3,120,000	06/29/2006	06/29/2011							Schedule & Supporting Documents													
Current Award Unexercised Options Acquisition Planning Cycle	2006	2007		2008		2009		2010				2011	2012														
	[Bar chart showing acquisition planning cycle for ITSS]																										
	[Detailed bar chart for ITSS showing unexercised options and acquisition planning cycle from 2006 to 2012]																										
		Current Award												Recompete Information													
		Title	Incumbent	Contract Number	Potential Value	Current Award Date	Current POP Expiration							Schedule & Supporting Documents													
		ELECTRONIC SUBSCRIPTION DELIVERY OF STANDARD PRODUCTS	INFORMATION HANDLING SERVICES	NNM06AA03C	4,221,342	06/29/2006	06/29/2009							Schedule & Supporting Documents													
Current Award Unexercised Options Acquisition Planning Cycle	2006	2007		2008		2009																					
	[Bar chart showing acquisition planning cycle for ESDSP]																										
	[Detailed bar chart for ESDSP showing unexercised options and acquisition planning cycle from 2006 to 2009]																										
		Current Award												Recompete Information													
		Title	Incumbent	Contract Number	Potential Value	Current Award Date	Current POP Expiration							Schedule & Supporting Documents													
		UTILITY CONTROL SYSTEMS (UCS)	MAINTHIA TECHNOLOGIES	NNM06AA72C	2,326,532	03/31/2006	03/31/2008							Schedule & Supporting Documents													
Current Award Unexercised Options Acquisition Planning Cycle	2006												2007												2008		
	Apr May Jun Jul Aug Sep Oct Nov Dec												Apr May Jun Jul Aug Sep Oct Nov Dec												Jan Feb Mar		
	[Detailed bar chart for UCS showing unexercised options and acquisition planning cycle from 2006 to 2008]																										
		Current Award												Recompete Information													
		Title	Incumbent	Contract Number	Potential Value	Current Award Date	Current POP Expiration							Schedule & Supporting Documents													
		INSPECTIONS SERVICES FOR MSFC ON-SITE CONSTRUCTION	BECK R W	NNM06AA79C	11,120,880	04/14/2006	04/15/2011							Schedule & Supporting Documents													




1. <http://www.nasa.gov/centers/marshall/home>

2. About Marshall - Doing Business with Marshall



3. MSFC Acquisition Planning Tool (APT)





MSFC FY2009 Highlights

- 8(a) award of the Marshall Engineering Trade & Technical Support contract to InfoPro Corporation
- 8(a) award of the MSFC Administrative Services contract to Deltha Critique
- Issuance of 5 8(a) IDIQ contracts
- Issuance of 11 construction IDIQs to small businesses
- Re-compete of the MSFC Occupational Medicine and Environmental Health Services as an SB set-aside
- Issuance of 12 SEP BPAs to small businesses
- Winner of the inaugural Administrator's Cup recognizing MSFC as having NASA's top Small Business Program



MSFC Small Business Program Contacts

CONTACT	TITLE	EMAIL	PHONE
David Brock	Small Business Specialist	David.e.brock@nasa.gov	256-544-0267
Fran Thompson	Management Support Assistance	Fran.thompson@nasa.gov	256-544-8816
Stefanie Funghi	Digital Fusion Contractor Support	Stefanie.m.funghi@nasa.gov	256-544-6263
Lynn Garrison	Small Business Technical Advisor	Virginia.l.garrison@nasa.gov	256-544-6719





*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



US Army Space and Missile Defense Command/US Army Forces Strategic Command (USASMDC/ARSTRAT)

**M. Cathy Dickens
PARC/Director,
Contracting and Acquisition Management
Office (CAMO)**

Acquisition Overview



Commanding General

U.S. Army Space and Missile Defense Command
/ Army Forces Strategic Command

Deputy - OPS

Deputy - RDA

100th MD Bde (GMD)

49th MD Bn (GMD)

BMDSM

Astronaut Det

Ft. Greely

1st Space Bde

53rd Signal Bn (SATCON)

1st Space Bn

117th Space Bn (COARNG)

Space and Missile Defense Future Warfare Center

Space and Missile Defense Battle Lab

Directorate of Combat Development

Simulation and Analysis Directorate

Space and Missile Defense Technical Center

Technology Directorate

T&E Directorate

Missile Defense Testing

USAKA/RTS

HELSTF

Technical Interoperability and Matrix Center

Interoperability Directorate

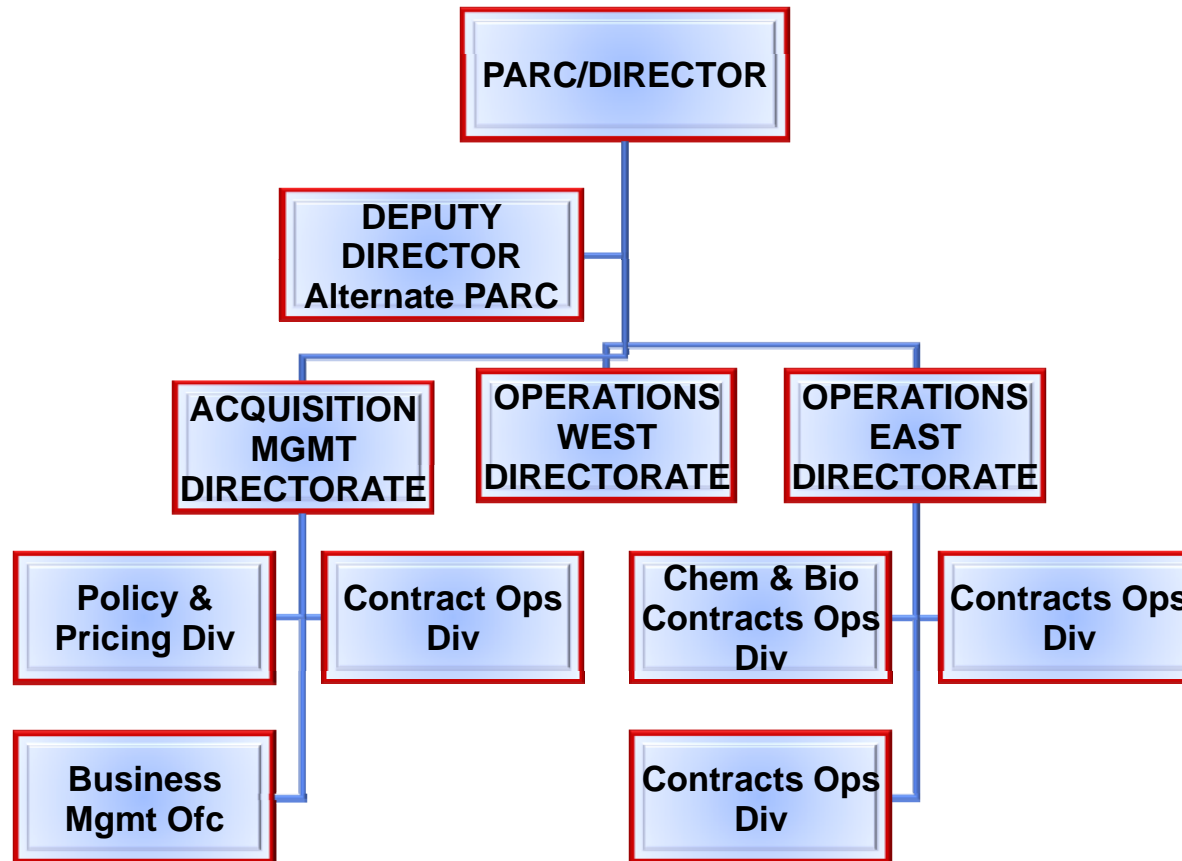
Systems Integration Directorate

Matrix Mgmt Directorate

Contracting and Acquisition Management Office



CAMO ORGANIZATION





*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Scope of Support

- Research & Development
- Concept Development, Prototyping and Limited Production Capability
- Operations Support
- Range Support
- Force Protection
- Facilities Support
- Chemical & Biological Medical Defense Support
- Department of the Army – Small Business Programs, Mentor Protégé Program



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Range of Actions

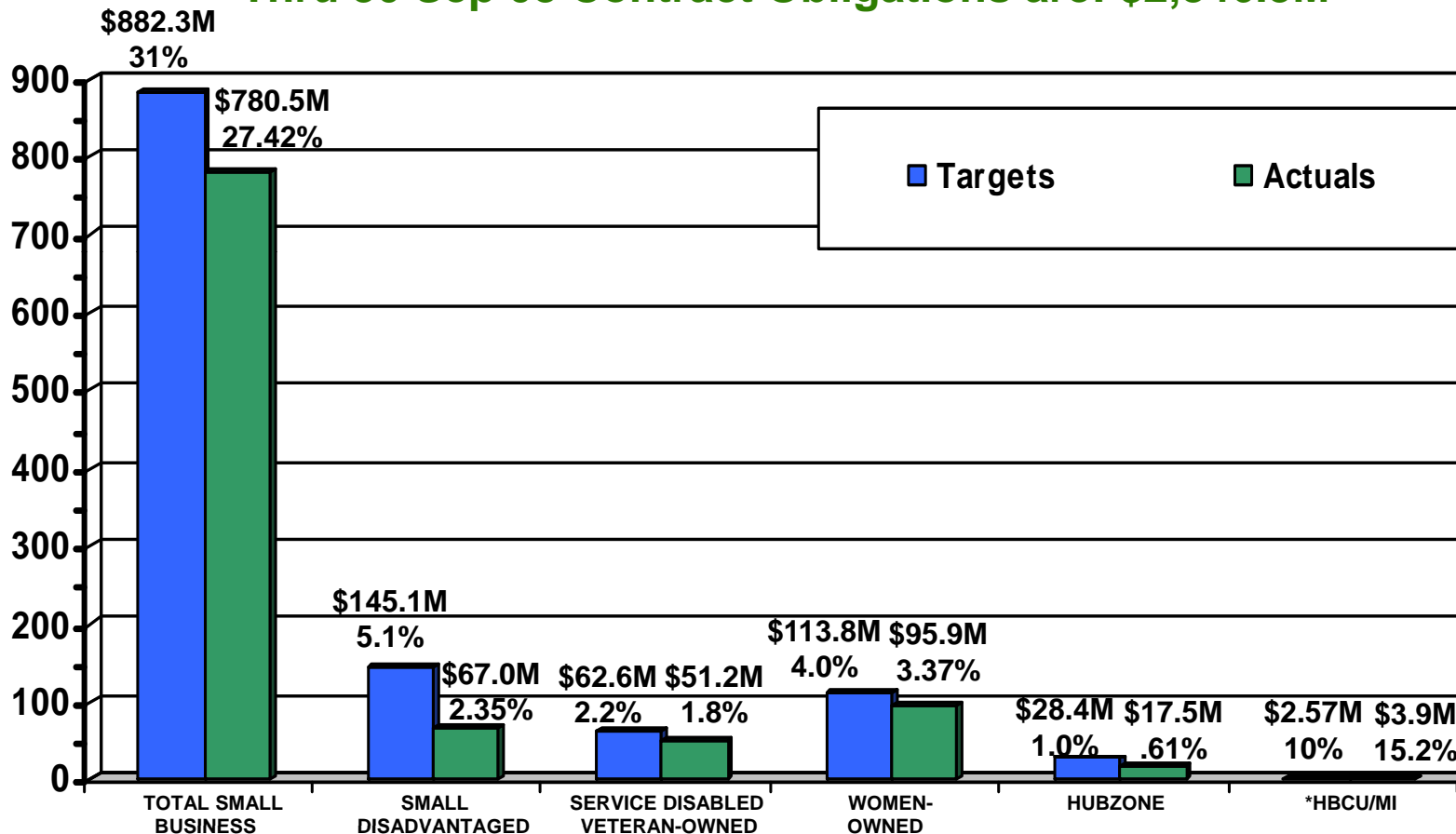
- Command-Wide Enterprise Contracts
- Individual Contracts
- SBIR Program
- Broad Agency Announcements
- Grants
- Other Transactions



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



**FY 08 Small Business Targets vs Actuals
Thru 30 Sep 08 Contract Obligations are: \$2,846.3M**



*HBCU/MI target and actual is based on contract obligations to universities as of 30 Sep 08: \$25.8M

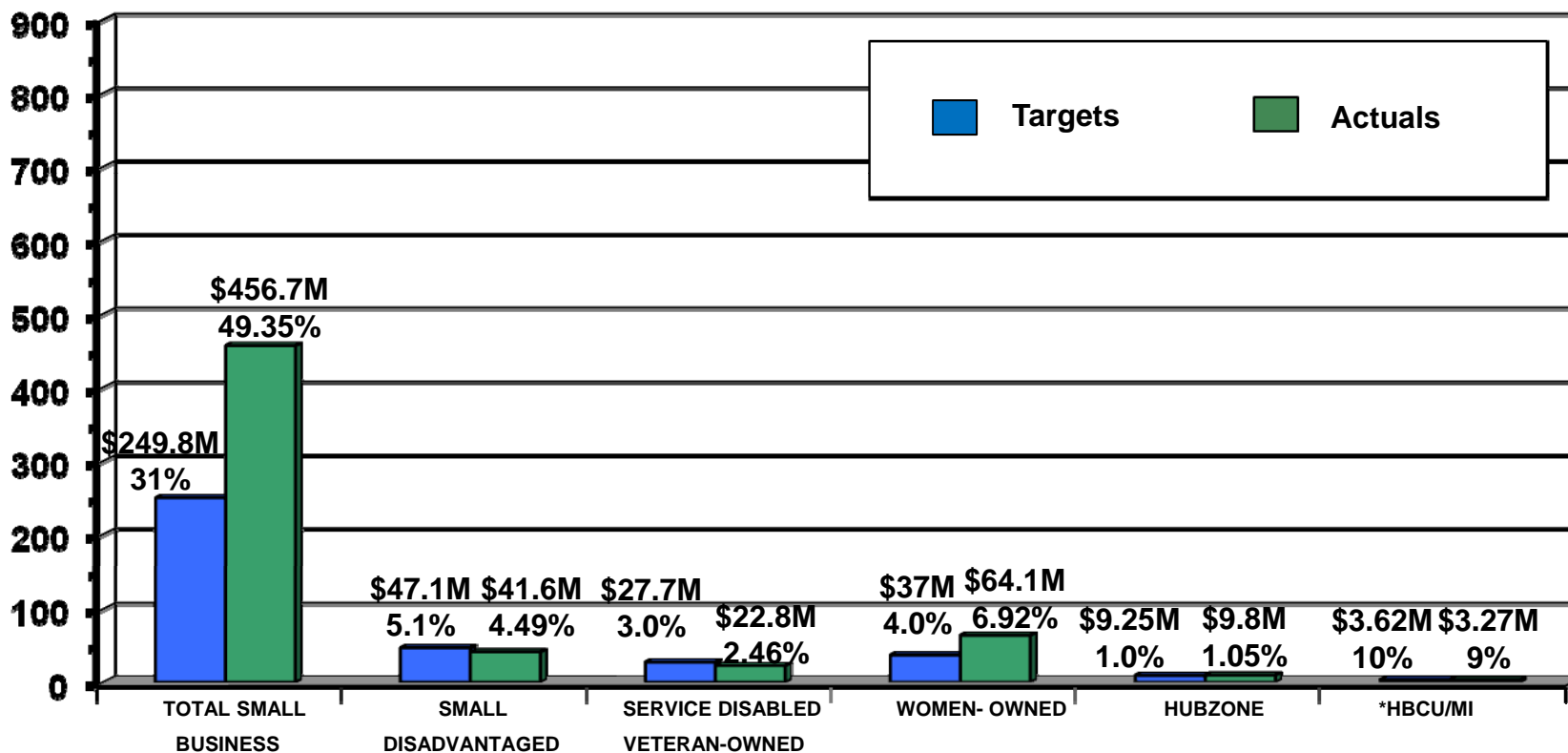
"Secure the High Ground"



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



FY 09 Small Business Targets vs Actuals
Thru 31 MAY 09 Contract Obligations are: \$925.4M



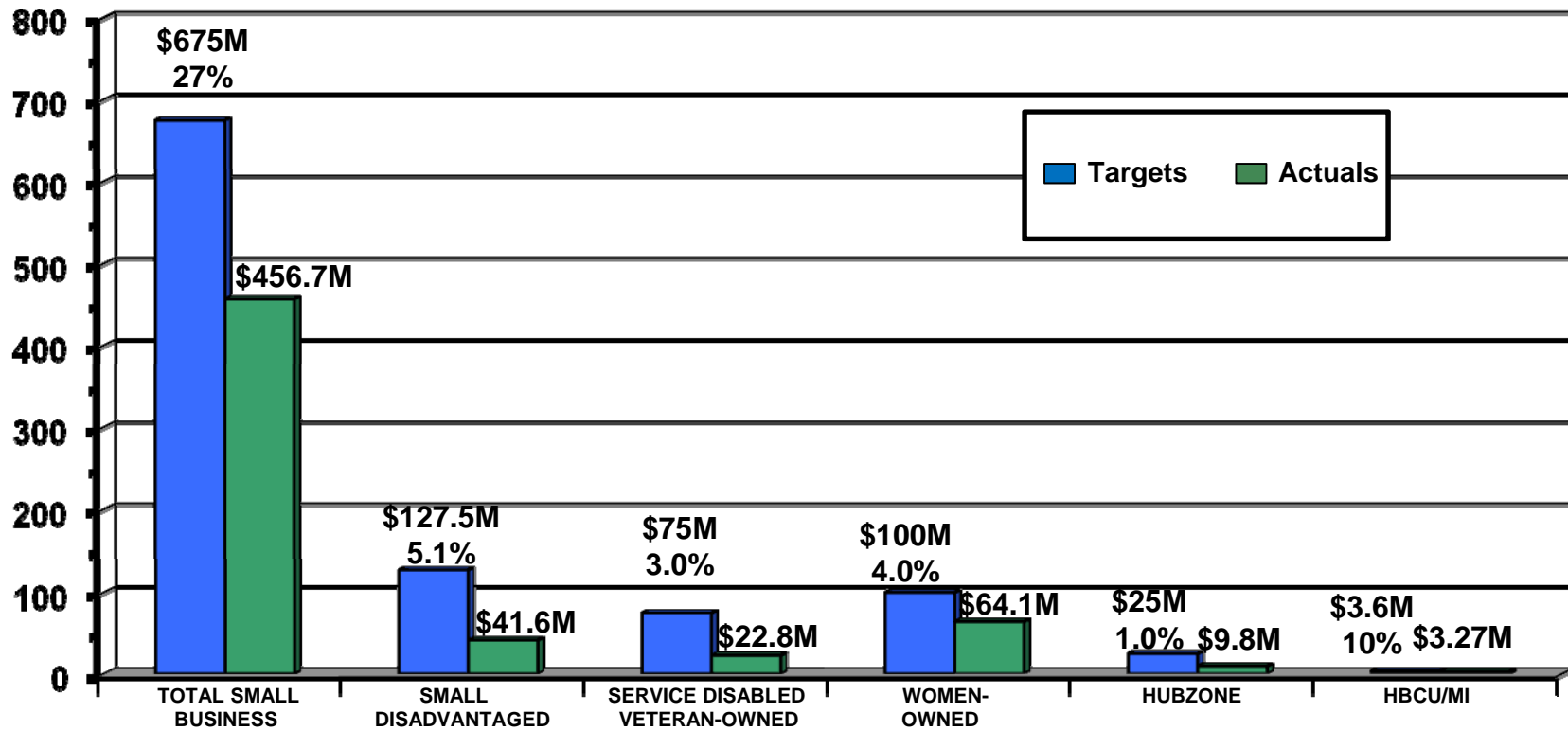
*HBCU/MI target and actual is based on contract obligations to universities as of 31 MAY 09: \$36.2M



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



FY 09 Small Business Targets vs Actuals Based on Projected End of Year Obligations of \$2.5B



TOTAL PROJECTED FY09 U.S. CONTRACT OBLIGATIONS: \$2.5B
TOTAL ACTUAL FY09 U.S. CONTRACT OBLIGATIONS \$925,482,332

TOTAL PROJECTED FY09 UNIV OBLIGATIONS \$36M
TOTAL ACTUAL FY09 UNIV OBLIGATIONS \$36,280,040

"Secure the High Ground"



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Enterprise Contracts

- Science, Engineering and Technical Assistance*
- Warfighter Analysis & Integration Contract*
- Simulation Center*
- Space & Missile Defense Initiatives Support*
- Ft Greely Base Operations Support*
- DoD Counter NarcoTerrorism Technology Program Office Program and Operations Support
- Integrated Technical and Analysis Contract
- Systems, Technology, and Research Information Operations Support
- Concepts and Operations for Space and Missile Defense Integration Capabilities
- C4ISR Operational Management, Engineering and Technical Services

* Recompete in FY09



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Key Customers - Internal

- Space and Missile Defense Technical Center
- Space and Missile Defense Future Warfare Center
- Technical Interoperability and Matrix Center
- 1st Space Brigade
- 1st Space Battalion
- 100th Missile Defense Brigade
- 117th Space Brigade
- 49th Missile Defense Battalion
- 53rd Signal Battalion
- Ballistic Missile Defense System Manager
- High Energy Laser Systems Test Facility
- Reagan Test Site, Kwajalein
- Regional SATCOM Support Centers



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Key Customers - External

- Missile Defense Agency
- Program Executive Office, Missiles and Space
- Program Executive Office, Enterprise Information Systems
- Program Executive Office for Intelligence, Electronic Warfare and Sensors
- DoD Counter NarcoTerrorism Technology Program Office Program and Operations Support
- Joint Program Executive Office, Chemical and Biological Defense
- Office of the Secretary of Defense, Quality of Life Program
- U.S. Army Asymmetric Warfare Group
- Joint Improvised Explosive Device Defeat Organization
- Rapid Aerostat Initial Deployment
- Joint Land Attack Cruise Missile Defense Elevated Netted Sensor



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Summary

- Highly diverse mission
- Partner with Missile Defense Agency & PEO
Missiles and Space as well as other agencies within
the missile defense/space realm
- History of achievement with Small Business Support
 - Total Commitment
 - Continued Focus on Expanded Opportunities



Joint Venture Small Business Issues

Tennessee Valley Federal Small
Business Programs Conference

July 1, 2009



- NAICS Code in Solicitation defines small business size standard
- If set-aside for small business
 - Limitations of Subcontracting – FAR 52.219-14
 - Prime Contractor perform 50% of work



Does the FAR Recognize Teaming?

- The Government will recognize the integrity and validity of contractor team arrangements; *provided*, the arrangements are identified and company relationships are fully disclosed in an offer or, for arrangements entered into after submission of an offer, before the arrangement becomes effective. (FAR 9.603)



What Types of Contractor “Teams” Does the FAR Recognize?

FAR 9.601 Reads:

“**Contractor team arrangement,**” as used in this subpart, **means** an arrangement in which—

- Two or more companies form a partnership or **joint venture** to act as a potential prime contractor, or
- A potential **prime contractor** agrees with one or more other companies to have them act as its **subcontractors** under a specified Government contract or acquisition program.



How does SBA Define JV?

13 CFR 121.103(h) reads:

A joint venture is an association of individuals and/or concerns with interests in any degree or proportion by way of contract, express or implied, consorting to engage in and carry out no more than three specific or limited-purpose business ventures for joint profit over a two-year period, for which purpose they combine their efforts, property, money, skill, or knowledge, but not on a continuing or permanent basis for conducting business generally.



SBA Definition – cont'd

- This means that the joint venture entity cannot submit more than three offers over a two year period, starting from the date of the submission of the first offer. A joint venture may or may not be in the form of a separate legal entity. The joint venture is viewed as a business entity in determining power to control its management. SBA may also determine that the relationship between a prime contractor and its subcontractor is a joint venture, and that affiliation between the two exists, pursuant to paragraph (h)(4) of this section.



What are the Advantages of Small Business Teaming?

- The joint venture or team is able to compete for larger more technically complex contracts by combining the capabilities and past performance of various team members
- Relaxed affiliation rules for SB joint ventures and prime/sub teams on procurements that meet **certain requirements**
- Relaxed performance of work requirements on procurements that meet **certain requirements**



What is Affiliation?

Normal Rule of Affiliation

13 CFR 121.103(h)(2)

- The members of a joint venture or team are considered to be affiliated for size purposes.
 - The size of each team member contributes to the total size of the joint venture or team.
 - The joint venture or team is small only if the combined annual receipts or employees of all the firms in the JV meet the size standard for the procurement.



What are the Relaxed Affiliation Rules? (13 CFR 121.103(h)(3))

- There is an exception to the normal rules of affiliation for joint ventures and teams on procurements that meet **certain requirements:**
 - A bundled procurement of any dollar value; or
 - For a procurement having a receipts based size standard, the dollar value of the procurement exceeds $\frac{1}{2}$ the size standard; or
 - For a procurement having an employee based size standard, the dollar value of the procurement exceeds \$10 million.
- For these procurements, the JV or prime/sub team is considered small so long as each member is small under the size standard assigned to the procurement



In Other Words

- Relaxed affiliation means that so long as each JV venturer (in the case of a joint venture) or team member (in the case of a teaming arrangement) *individually* qualifies as a small business, then the JV or teaming arrangement qualifies as small.
- Relaxed affiliation rules apply to SB JV's and teams only on procurements that meet **certain requirements**.



What are Performance of Work Requirements?

- Included in contract only if contractor must be small to eligible for award
 - FAR clause 52.219-14, “Limitations on Subcontracting”
- Specifies percent of contract work that must be performed by the small business prime contractor.
- Addressed in detail in 13 CFR 126.6



What are *Relaxed* Performance of Work Requirements?

- 13 CFR 125.6(h)(i)
- Where an offeror is exempt from affiliation under §121.103(h)(3) (*relaxed affiliation rules*) of this chapter and qualifies as a small business concern, the performance of work requirements set forth in this section apply to the cooperative effort of the joint venture, not its individual members



What About SB Joint Ventures?

- Two or more concerns form a joint venture creating a new legal entity to pursue federal procurements.
- For procurements that meet **certain requirements**:
 - The JV is small if each member of the team qualifies as small for the procurement
 - Performance of work requirements apply to the cooperative effort of the JV.



SB Joint Ventures – Cont'd

- For procurements that do not meet **certain requirements**
 - The JV is small if the aggregate size of all the members meets the size standard assigned to the procurement.
 - Performance of work requirements still apply to the cooperative effort of the JV since the new JV entity is the prime contractor.



SB Joint Ventures – Cont'd

- For any federal government procurement:
 - An 8(a) protégé firm may joint venture with its SBA approved mentor.
 - The JV is small so long as the 8(a) protégé qualifies as small for the procurement.
 - Performance of work requirements apply to the cooperative effort of the JV.



SB Joint Ventures – Cont'd

- Contract is in the name of the JV entity
- Contract performance responsibility lies with the JV
- A JV entity may submit up to three offers over a two year period that starts with the submission of first offer (13 CFR 121.103(h)).



Can 8(a) Firms JV?

- For competitive 8(a) procurements that meet **certain requirements:**
 - 8(a) firm can JV with one or more other businesses and the JV is considered small so long as each JV member is small for the procurement
 - Performance of work requirements apply to the cooperative effort of the JV.
 - The size of a least one 8(a) member of the JV must be less than $\frac{1}{2}$ the size standard for the procurement.



8(a) Firms - cont'd

- For sole source and competitive procurements that do not meet **certain requirements**.
 - The JV is small only if the combined annual receipts or employees of all firms in the JV meet the size standard for the procurement
 - Performance of work requirements still apply to the cooperative effort of the JV.



8(a) Firms - cont'd

- For any 8(a) procurement
 - Any JV between 8(a) protégé firm and its approved SBA mentor is considered small so long as the 8(a) protégé is small for the procurement
 - Mentor firm may be a large business concern
 - Performance of work requirements apply to the cooperative effort of the JV.



8(a) Firms - cont'd

- The 8(a) JV agreement must:
 - Set forth the purpose of the JV
 - Designate the 8(a) participant as the managing venturer and an employee of the managing venturer as the project manager
 - State that 51% of the net profits for the JV go to the 8(a) participant(s)
 - Provide for the establishment of a bank account in the name of the JV
 - Contain all the provisions listed in 13 CFR 124.513(c).



8(a) Firms - cont'd

- 8(a) joint venture agreements must be approved by SBA prior to award of the contract.
- Generally, prime/sub teaming is not used for 8(a) procurements.



Can SDVOSB JV?

- For competitive SDVOSB procurements that meet **certain requirements**:
 - SDVOSB firm can JV with one or more other businesses so long as each JV member is small for the procurement
 - Performance of work requirements apply to the cooperative effort of the JV



SDVOSB – cont'd

- For sole source and competitive procurements that do not meet **certain requirements**:
 - The JV is small only if the combined annual receipts or employees of all firms in the JV meet the size standard for the procurement
 - Performance of work requirements still apply to the cooperative effort of the JV since the new JV entity is the prime contractor.



SDVOSB – cont'd

- SDVOSB JV agreement must:
 - Set forth purpose of JV
 - Designate SDVOSB as managing venturer and an employee of managing venturer as project manager
 - State that at least 51% of the net profits earned by the JV go to the SDVOSB venturer(s).
 - Contain other provisions as required by 13 CFR 125.15(b)



Can HUBZone SB JV?

- For HUBZone procurements that meet **certain requirements:**
 - HZSB firm can JV with one or more other HUBZone certified firms to submit an offer for a HUBZone contract so long as each JV member is small for the procurement
 - Performance of work requirements apply to the cooperative effort of the JV.



HUBZone – cont'd

- For procurements that do not meet **certain requirements**:
 - The JV is small only if the combined annual receipts or employees of all firms in the JV meet the size standard for the procurement
 - Performance of work requirements still apply to the cooperative effort of the JV



Where Can I Find the CFR's?

- Federal Regulations (CFR) on-line:
- <http://ecfr.gpoaccess.gov>

Size regulations – 13 CFR Part 121

8(a) & SDV regulations – 13 CFR Part 124

Government Contracting Programs – 13 CFR Part 125

HUBZone Program – 13 CFR Part 126



Gary Heard

Small Business Administration

Procurement Center Representative

U.S. Army Aviation & Missile Command

gary.w.heard@us.army.mil

(256) 842-6240 (voice)

(256) 842-0091 (fax)

Defense Contract Audit Agency

DCAA

Dedicated to providing timely and responsive audits and financial advisory services



In Support of our National Defense



Defense Contract Audit Agency

Presented By:

**Bill Hitt
Branch Manager
Alabama Branch Office
(256) 842-7700
bill.hitt@dcaa.mil**



Defense Contract Audit Agency

- Established in 1965.
- Separate Agency of Department of Defense.
- Reports to DoD Comptroller.
- Performs all necessary contract audits for DoD
- Provides accounting and financial advisory services to all DoD components responsible for procurement and contract administration
- Provides contract audit services to other Government agencies as appropriate



Defense Contract Audit Agency

Organization:

- Headquarters - Fort Belvoir, VA
- Five Regional Offices
- Over 300 Field Audit Offices (FAO) and suboffices located throughout the United States and overseas
- Defense Contract Audit Institute – Memphis, TN



Defense Contract Audit Agency

- Agency staffing of approximately 4,000.
- Professional auditors comprise 86% of staff.
- 34% of the auditors are CPAs.



Branch Office Organization

- Managed by a Branch Manager
- Organized into teams
- Teams are led by a supervisory auditor who supervises a number of field auditors
- May also have one or several assigned technical specialists (subject matter experts available to assist the audit teams as needed)



QUESTION

When will small business owners hear from DCAA for the first time?

What triggers the first audit?



DCAA Services

Preaward Contract Audit Services:

- Price Proposals
- Preaward Accounting System Surveys
- Forward Pricing Labor and Overhead Rates



DCAA Services, Cont'd

Postaward Contract Audit Services:

- Incurred Costs/Annual Overhead Rates
- Truth in Negotiation Act Compliance
- CAS (Cost Accounting Standards) Compliance and Adequacy
- Claims
- Financial Capability



DCAA Services, Cont'd

Contractor Internal Control System Audits:

- Accounting
- EDP (Electronic Data Processing)
- Estimating
- Compensation
- Billing
- Budgeting
- Material Management
- Labor
- Purchasing
- Indirect and Other Direct Cost



WHAT TO EXPECT- THE DCAA AUDIT PROCESS

- ➔ Review Submission for **Adequacy**
- ➔ Establish **Mutually Acceptable** Date to Begin
- ➔ Conduct Entrance Conference
- ➔ Review Proposal Using Government Auditing Standards (GAGAS)
- ➔ Conduct Exit Conference
- ➔ Issue Audit Report to **Requestor**



GENERAL INFORMATION- ADEQUATE FAR PROPOSALS

- ① Distinction between submitting cost & pricing data & merely making books, records etc available without identification
- ① Requirement for submission is met when all accurate cost & pricing data, reasonably available to you, have been submitted either actually or by specific identification to the Contracting Officer or the CO's representative
- ① As later information comes into your possession, it should promptly be submitted to the Contracting Officer



GENERAL INFORMATION- ADEQUATE FAR PROPOSALS

- ① By submitting proposal, Contracting Officer granted right to examine records for basis for pricing proposal
- ① Examination takes place any time before award
- ① Examination may include books, records, documents, electronic files & other types of factual information permitting adequate proposal evaluation



TYPICAL PROBLEMS IN PROPOSALS

- Poor or no index of cost & pricing data
- Unallowable cost included in proposal
- Unsupported material, labor and ODC estimates
- No support for indirect expenses &/or improper allocation bases
- Proposal not mathematically correct
- Inadequate or poor accounting & estimating systems
- Supporting schedules do not reconcile to summary



Accounting System Review

- Preaward: to determine the acceptability of a contractor's accounting system for accumulating costs under a prospective Government contract.
- Postaward: to determine the adequacy of the accounting system for accumulating and billing costs on Government contracts.



Accounting System Review

Accounting System Review includes assessment to determine if:

- Direct costs properly segregated from indirect costs
- Direct costs identified/accumulated by contract
- Indirect costs allocated to Government contracts based upon relative benefits received or other equitable relationship
- Costs accumulated under general ledger control
- Employees' labor identified by intermediate or final cost objectives
- The labor distribution system charges direct and indirect labor to appropriate cost objectives
- Unallowable amounts excluded from costs charged to Government contracts



Financial Condition Risk Assessment & Financial Capability Audits

- Performed to determine if the contractor is financially capable of performing on Government contracts
- May be performed during the preaward or post contract award periods.



Financial Condition Risk Assessment & Financial Capability Audits

Type of financial information examined:

- financial statements, including those contained in reports issued to stockholders, lending institutions, and SEC filings,
- cash flow forecasts,
- loan agreements and evidence showing compliance with these agreements,
- aging of accounts receivable and payable,
- financial history of the contractor and affiliated concerns, and
- employee payroll tax returns (Federal).



Contract Financing (Billing) Methods

- Varies with the type of contract
- Cost-type contracts provide for interim payments for costs vouchered on a Standard Form 1034 public voucher
- Fixed-price contracts are subject to FAR Part 32 financing methods
 - cost-based progress payments
 - performance-based payments



Contract Financing (Billing) Methods

- Billing system and the contract costs subject to periodic audits by DCAA
- DCAA will, at a minimum, verify that:
 - the costs billed have been incurred in performance of the contract,
 - they are in agreement with the accounting records, and
 - they are in accordance with the contract terms



Incurred Cost Audits

Proposals should:

- ↙ include various indirect overhead and G&A rates
- ↙ be submitted within 6 months after end of the fiscal year
- ↙ include Certificate of Indirect Costs in accordance with FAR 42-703.2



Incurred Cost Audits

- ↙ If rates are auditor determined, once agreement is reached on the indirect rates, the contractor should sign an audit furnished indirect rate agreement
- ↙ If no agreement is reached, or if the rates are procurement determined, the audit report will be forwarded to the contracting officer for resolution/negotiation



Incurring Cost Electronic (ICE) Submission

- ↙ DCAA developed software available to contractors
- ↙ Provides contractors with an Excel based incurred cost electronic submission package
- ↙ Enables contractors to submit adequate incurred cost submissions in accordance with FAR 52.216-7



OBTAINING CONTRACTOR DATA IN ELECTRONIC FORM

Enables
auditor to **maximize**
use of data already created
and thereby **reduces audit**
time and **improves**
proficiency



Benefits to Auditor

- Can modify electronic information for audit work papers and report without recreating basic document
- Ease of data analysis and statistical sampling
- Faster turnaround of audit
- Less paper, less time, and less cost to taxpayer.



Benefits to Contractor

- Less time doing audit and using contractor facilities and resources
- Faster resolution of audit issues and problems
- Less expense in producing hard copies of documents for auditors
- Faster turnaround in contract awards and payment for services.



Defense Contract Audit Agency

Available Resources:

- DCAA Website: www.dcaa.mil
- Audit Guidance:
 - Open Audit Guidance
 - Standard Audit Programs
- Publications:
 - Information for Contractors
 - Contract Audit Manual (CAM)



DCAA Pamphlet Information for Contractors (DCAAP 7641.90)

- To assist contractors in understanding applicable requirements
- To help ease the contract audit process
- Examples in pamphlet are intended solely to provide better insight into the procurement process and should not be construed as uniform guides



Defense Contract Audit Agency

COMMENTS/QUESTIONS



Small Business Size Recertification

Barbara J. Jenkins

SBA Procurement Center Representative

barbara.jenkins@msfc.nasa.gov



What were the Old Rules for Small Business Size Certification?

- For prime contracting purposes, size was established when a concern submitted a written self-certification that it was small to the procuring activity as part of its initial offer which includes price. [13CFR121.404\(a\)](#)
- A concern that qualified as small for the award of a contract, stayed small for the life of the contract. [13CFR121.404\(g\)](#)



Old Rules (cont'd)

- Where a concern grows to be other than small (large) during the life of the contract, the procuring agency may still exercise options and count the option award as an award to a small business. [13CFR121.404\(g\)](#)
- When a novation or change-of-name agreement has been executed pursuant to FAR Subpart 42.12, the new entity must submit a written self-certification that it is small to the procuring agency in order for the agency to count future award options, or orders issued pursuant to the contract, towards its small business goals. [13CFR121.404\(i\)](#)



What are the New Recertification Rules?

- New rules were written as exceptions to 13 CFR 121.404(g).
- The effective date was June 30, 2007 and was applied to both new and existing solicitations and contracts.
- The new rules do not impose any recertification requirement at the subcontractor level.



New Recertification Rules (cont'd)

- The new rules require size recertification for:
 - Contract novations
 - Mergers and acquisitions
 - Long term contracts



How the New Rules Affect Novated Contracts?

- The new rule on contract novation applies to all contracts, not just long term contracts.
- A contractor must certify within 30 days of an approved contract novation.
- If the contractor cannot certify as small, the procuring agency can not count future options or task orders against its small business goals.



How the New Rules Affect Mergers and Acquisitions?

- The new rule on mergers & acquisitions applies to all contracts, not just long term contracts.
- A contractor must recertify within 30 days of a merger or acquisition transaction becoming final.
- If the contractor cannot certify as small, the procuring agency can not count future options or task orders against its small business goals; **and**
- All applicable Federal contract databases must be immediately revised to reflect the new size status.



What are Long Term Contracts?

- Long term contracts are all contracts that exceed 5 years in length including options:
 - Single award & multiple award contracts issued by an individual agency;
 - GSA & other Multiple Award Schedules (MAS);
 - Multi-agency contracts (MAC);
 - Government-wide Acquisition Contracts (GWAC).



What are the New Size Recertification Rules for Long Term Contracts?

- Contractors will be required to recertify their small business size status prior to the end of the 5th year of performance & then prior to each option thereafter. The contracting officer must request recertification:
 - no more than 120 days prior to the end of the fifth year of the contract, and
 - no more than 120 days prior to exercising any option thereafter



Rules for Long Term Contracts (cont'd)

- The contracting officer's request for size recertification must include the NAICS code initially used for contract award, but use the size standard for that code in effect at the time of recertification.
- If the contractor cannot certify as small, the procuring agency can not count future options or orders against its small business goals.



Rules for Long Term Contracts (cont'd)

- A contractor that was previously certified as a large business (either at contract award or on a previous option) may recertify as small at the exercise of a subsequent option, if it then meets the applicable size standard.



How do the New Rules Affect Task Orders Under IDIQ Contracts?

- For each task order, the contracting officer must assign a NAICS code and size standard that corresponds to a code and size standard assigned to the underlying contract;
- A concern will be considered small for that task order only if it certified itself as small at the time of IDIQ contract award for the NAICS code assigned to the task order or for another code assigned to the IDIQ contract with a lower size standard.



Task Orders Under IDIQ Contracts

(cont'd)

- The contracting officer may require that concerns recertify as to size status in response to a solicitation for a task order. [LB&B Associates, Inc. v. U.S., 68 Fed. Cl. 765 \(Fed. Cl. 2005\)](#);
- Size status in the above situation will be determined as of the date the concern submits its self certification in response to the solicitation for the task order being competed.



What are Points to Remember About Size Recertification?

- Recertification of size does not in any way change the terms and conditions of the existing contract.
- Performance of work (limitations on subcontracting), non-manufacturer rule, subcontracting plan and other requirements in effect at contract award remain in effect for the life of the contract.



Points to Remember(cont'd)

- The basis of all small business programs is that the concern is a small business.
- If a concern cannot recertify as a small business, it can no longer be counted toward an agency's goals for any of the small business programs, e.g., SBSA, 8(a), SDB, WOSB, HUBZone, VOSB, or SDVOSB.



Points to Remember(cont'd)

- The new rules do not prohibit a contracting officer from exercising an option when a concern cannot recertify as small, but they also does not require a contracting officer to do so.



What are the Rules for Size Protests on Long Term Contracts?

- Protests must be received by the contracting officer by the close of the 5th business day after notice of size recertification for an option period.
- Notices may be made orally, in writing, or by electronic posting.
- The KO is not required to terminate a contract where a firm is found to be large as a result of an option recertification protest.



What are the Rules for Size Protests on Task Orders?

- Protests must be received by the contracting officer by the close of the 5th business day after notice of the identity of the prospective awardee or award.
- Notices may be made orally, in writing, or by electronic posting.
- If the concern is found not to be small, it is not eligible for award of the task order.



Where Can I Find SBA's Size Regulations?

- SBA's size regulations are found at 13 CFR 121.
- An Internet link to 13 CFR 121 is <http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?c=ecfr&sid=a36d3e4c58b2bf21af702b97d814944e&rgn=div5&view=text&node=13:1.0.1.1.15&idno=13>

DISTRIBUTION STATEMENT A. Approved for public release; distribution is unlimited.

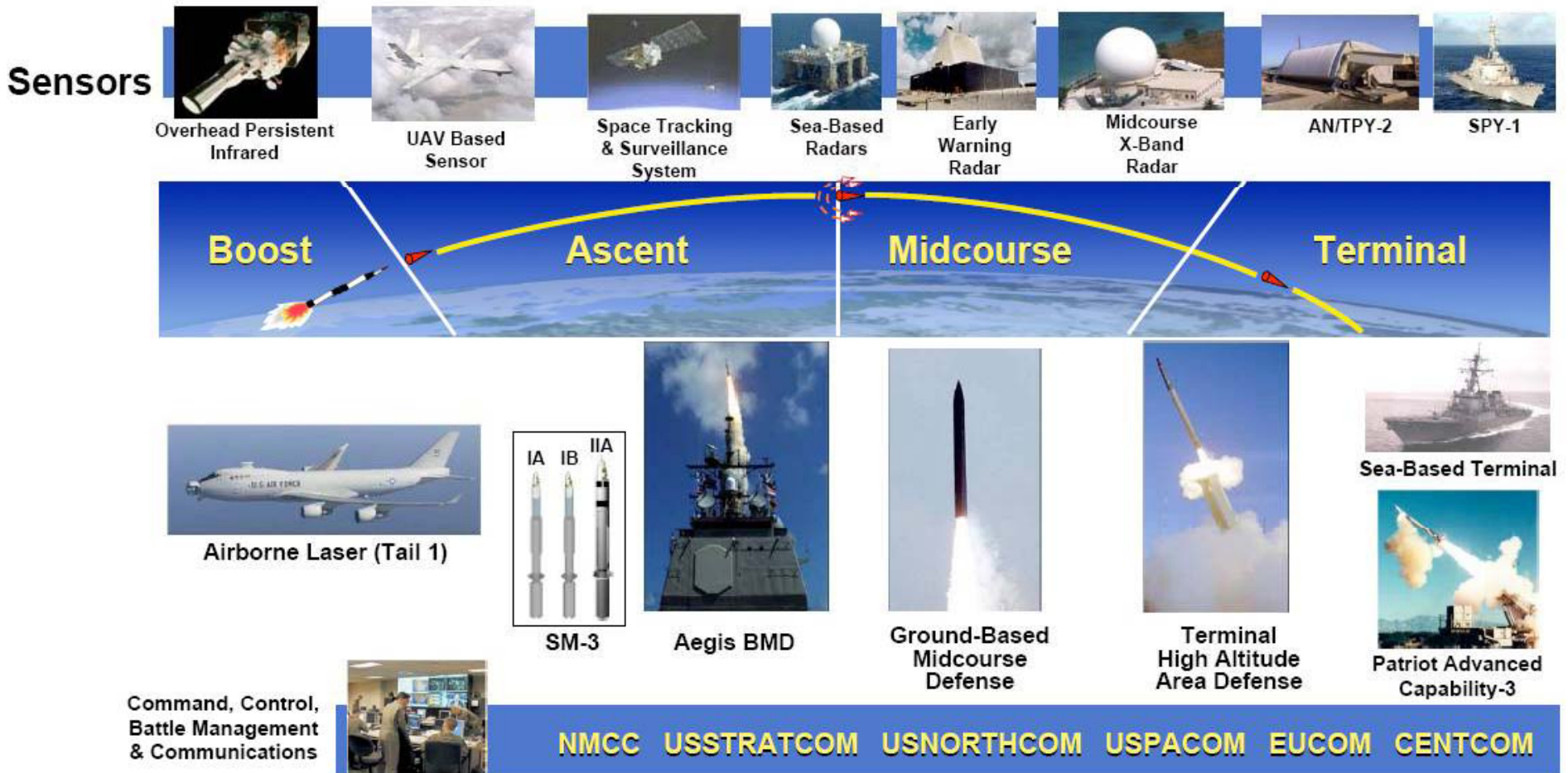


**Missile Defense Agency
Small Business Innovative Research (SBIR) /
Small Business Technology Transfer (STTR)**

Dr. Kip Kendrick
Deputy Director Advanced Technology
Missile Defense Agency
1 July 09

Approved for Public Release
09-MDA-4649 (25 JUN 09)

Integrated Ballistic Missile Defense System



PB10 Sustains Midcourse Defense (ICBMs) While Emphasizing Terminal (SRBMS And Efficient And Operationally – Effective Early Intercepts (MRBMs, IRBMs)



Missile Defense FY '10 Budget Request



- ◆ BMDs Strategic Objective: Develop and field a balanced integrated architecture that will counter existing threats, and over time, provide more cost-effective operational ability, and agile enough to protect against uncertain threats of the future.
- ◆ There is increased emphasis on the near-term development and fielding of capabilities against short- and medium-range ballistic missile threats to enhance the protection for deployed forces and allies.
- ◆ Strategic goals focus on far-term program development, enhanced testing, modeling, and simulation programs for all ranges of threats and development of an ascent phase intercept capability.



Strategic Technology Portfolios



- ◆ The MDA Advanced Technology near-term focus is to develop new innovative concepts and technologies that can be applied to achieve early intercept capability and to stay ahead of the threat, improve system performance, and lower life-cycle costs.

- ◆ Advanced Technology projects are managed among five Strategic Technology Portfolios
 - Persistent Sensor Coverage
 - Pervasive Weapons Coverage
 - Global Battle Management
 - Effective Targeting
 - Effectiveness in Adverse Environments



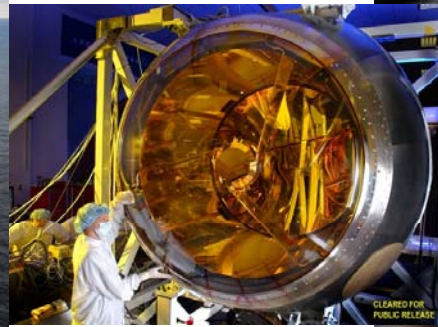
SBIR/STTR 09.3 / 09.B



MDA's SBIR and STTR Topics will be pre-released July 27th, 2009.

Research Areas:

- ◆ C2BMC
- ◆ Directed Energy
- ◆ Interceptor Technology
- ◆ Manufacturing, Producibility & Field Sustainability
- ◆ Modeling & Simulation
- ◆ Radar
- ◆ Space Technology



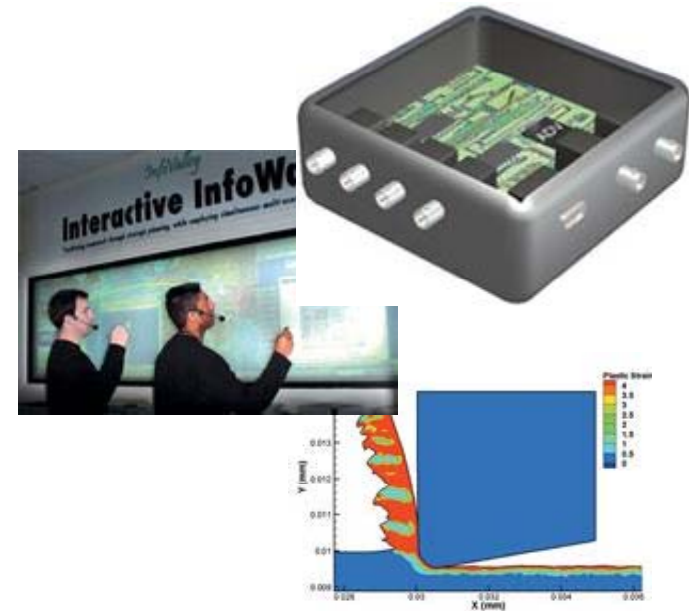
Approved for Public Release
09-MDA-4649 (25 JUN 09)



C2BMC



Research Area funds technological innovations related to supporting Command, Control, Battle Management, and Communications (C2BMC). As such, C2BMC is the integrating element of the BMDS.

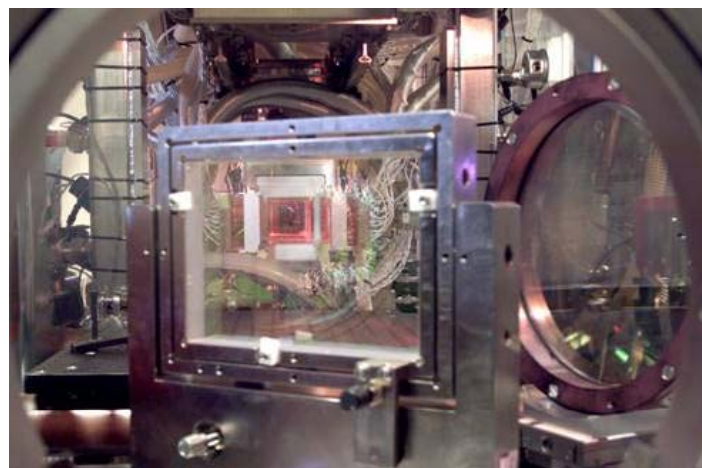


Approved for Public Release
09-MDA-4649 (25 JUN 09)



Directed Energy

The ultimate Directed Energy Research Area technical objective is to take innovative technology developed by dynamic small businesses and insert the technology into air and ground weapon systems for integration into the Ballistic Missile Defense community.

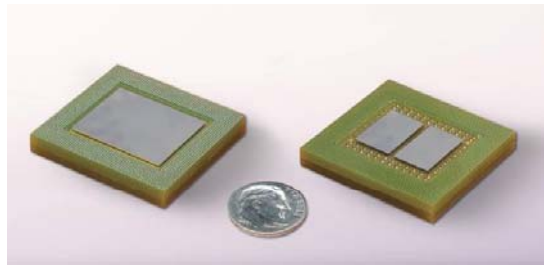




Interceptor Technology



Funds innovative technologies that have the potential to increase the capabilities and effectiveness of future or present interceptors for the BMDS (Ballistic Missile Defense System).





Manufacturing, Producibility & Field Sustainability



The Manufacturing, Producibility & Field Sustainability Research Area focuses on innovative technologies for manufacturing, assembly, and production at all levels of the BMDS Supply Chain.

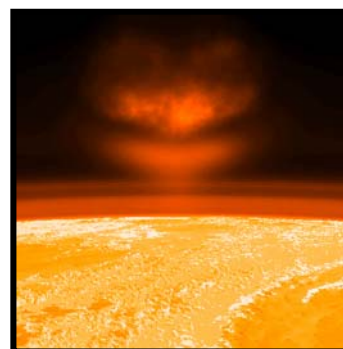
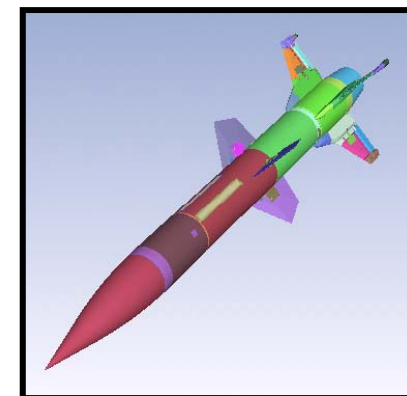
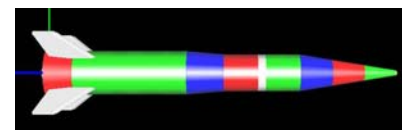
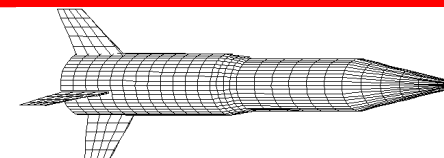




Modeling and Simulation (M&S)



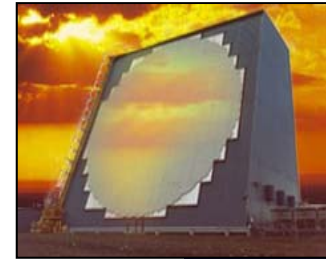
The Modeling, Simulation and Research Area funds technological innovations in Modeling & Simulation to support development and testing of the BMDS.





Radar Systems

The Radar Research Area focuses on innovative and/or enhanced technology development or "game changing" technology that improves radar functionality, packaging and/or affordability.

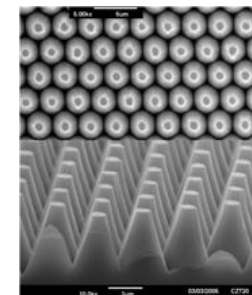
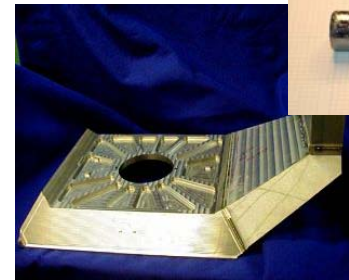




Space Technology

Enables or improves the BMDS Elements in the long-term orbital environment. Its primary focus is on Precision Tracking Satellite System, but it supports the mid- and far-term needs of other Elements as well. Most work is hardware related. All innovations must be able to survive and operate in orbit, which means:

- ◆ Tougher natural radiation environment (and potential enhancement by man-made threats)
- ◆ Absence of atmosphere, and
- ◆ Micro-gravity





SBIR Industrial Partnership Days



Purpose: To provide Small Businesses with a “one-stop-shopping” opportunity to learn as much as they can about the MDA SBIR/STTR Program

Description/Approach: To allow Small Businesses the opportunity to obtain a better understanding of current and future BMDS requirements as solicited through the MDA SBIR/STTR Program

- ◆ One-on-one sessions available with key MDA Technical Representatives and industry personnel
- ◆ Overview presentations are offered from key MDA Technology Leaders

Benefit:

- ◆ Leveraged IR&D (Internal Research & Development) funds through the prime contractor
- ◆ Business relationships between the prime and sub-tier contractors, and
- ◆ Mentor/protégé relationships essential for fledgling small business



August 11 – 12, 2009 in Long Beach, CA



Summary



- ◆ **FY '10 MDA emphasis areas**
 - Early Intercept
 - Defense of deployed forces and allies
 - Modeling and simulation capability
- ◆ **Goal for all SBIR/STTR projects to support one of the five strategic technology portfolios**
- ◆ **SBIR and STTR Topics will be pre-released July 27th, 2009.**
- ◆ **Website: www.winmda.com**



The MDA SBIR/STTR Program



QUESTIONS?



SMDC/ARSTRAT:

Contributing to Army Space and Missile Defense

Dr. Steven Messervy
Deputy to the Commander for Research,
Development and Acquisition



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



SMDC/ARSTRAT

- Soldiers deployed around the world
- 24/7 signal support to combatant commanders
- Friendly Force Tracking
- Commercial Exploitation Teams
- Space Support Teams Supporting OIF/OEF



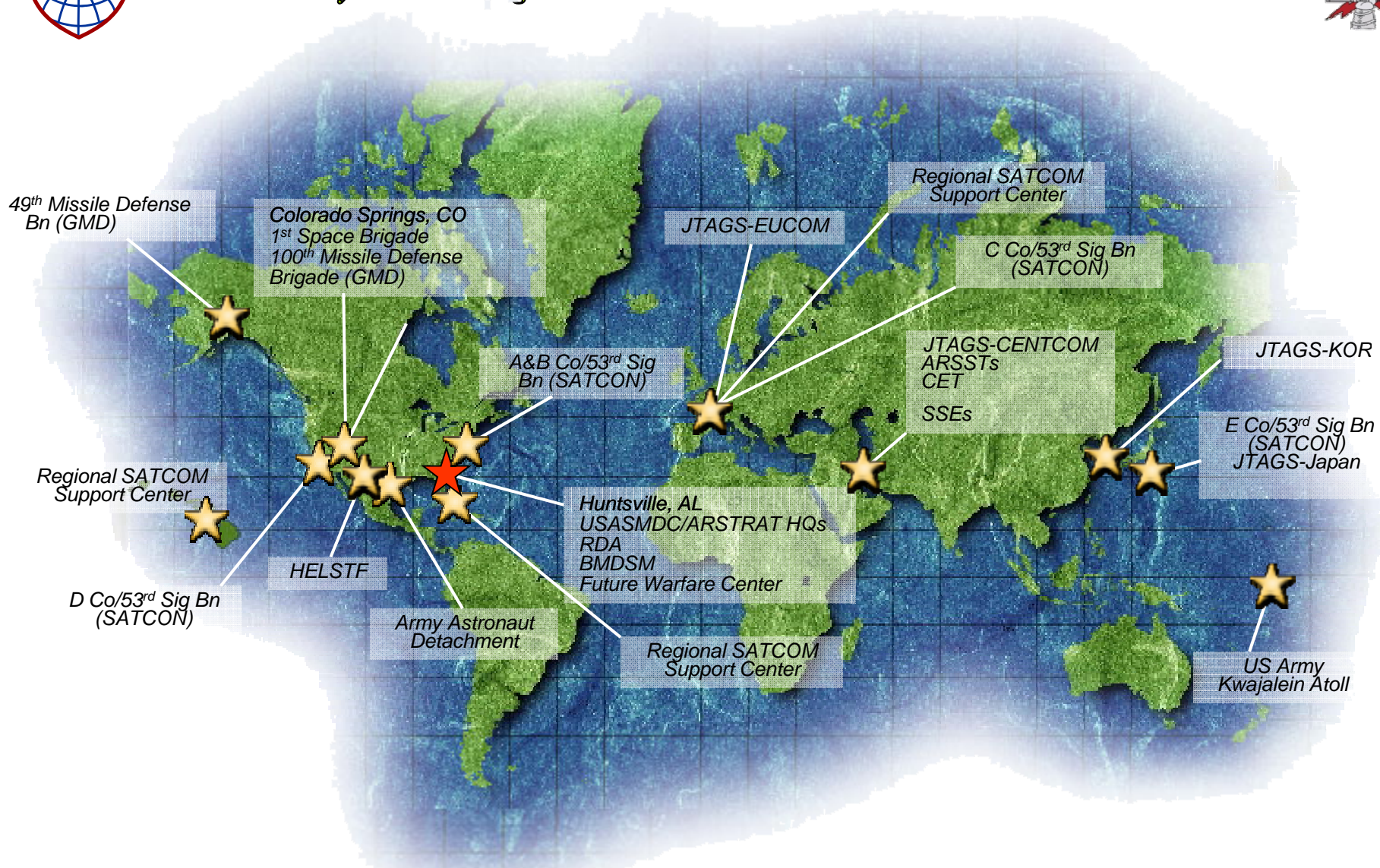
Secure the High Ground!



DETERMINATION • COURAGE • ABILITY • INTEGRITY
ARMY STRONG



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



SMDC/ARSTRAT - A Global Command



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



**Department of
the Army**

**United States
Strategic Command**



**FLEET FORCES
COMMAND**



SMDC/ARSTRAT



**AIR FORCE
SPACE COMMAND**



**MARINE FORCES
STRATEGIC COMMAND**

Secure the High Ground!



ARMY STRONG

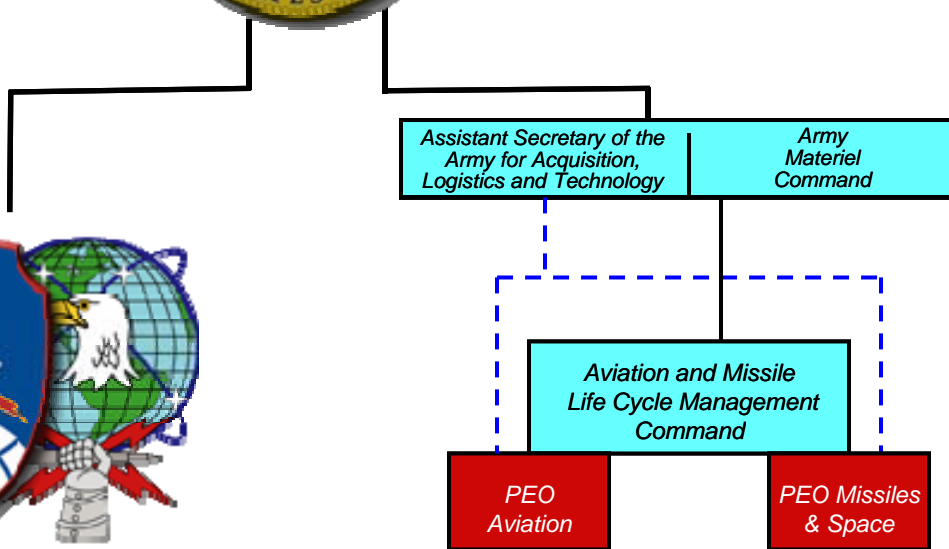


*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



**Department
of the Army**

Department of Defense



MDA

SMDC/ARSTRAT

Secure the High Ground!



ARMY STRONG



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Vision

- *Provide space and missile defense capabilities for the Army and plan for and integrate those capabilities in support of the Warfighter*

Mission

- Conduct space and missile defense operations
- Provide planning, integration, control and coordination of Army forces and capabilities in support of the Warfighter
- Proponent for space, high altitude and ground-based midcourse defense
- Army operational integrator for global missile defense
- Conduct mission-related research and development in support of Army Title X responsibilities

Secure the High Ground!



DETERMINATION • COURAGE • ABILITY • INTEGRITY
ARMY STRONG



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Commanding General



Deputy
Commanding General
- Operations

Director
Future Warfare Center

Deputy to the Commander
for Research, Development
and Acquisition

Operational Forces

- 1st Space Brigade
- 100th Missile Defense Brigade (GMD)
- Ballistic Missile Defense Systems Manager
- Astronaut Detachment
- Space Personnel Proponency Office

Innovative *DOTMLPF Integration

- Battle Lab
- Directorate of Combat Development
- Division Support Directorate

Research, Development and Acquisition Efforts

- Technical Center
- Technical Interoperability & Matrix Center
- Contracting and Acquisition

*Doctrine, Organization, Training, Materiel, Leadership ,Personnel and Facilities

Secure the High Ground!



ARMY STRONG



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Army Space Priorities



- **Enhanced SATCOM**
- **Theater Missile Warning**
- **Persistent Surveillance**
- **Position, velocity, navigation, timing services**
- **Weather, terrain and environmental monitoring**

Secure the High Ground!

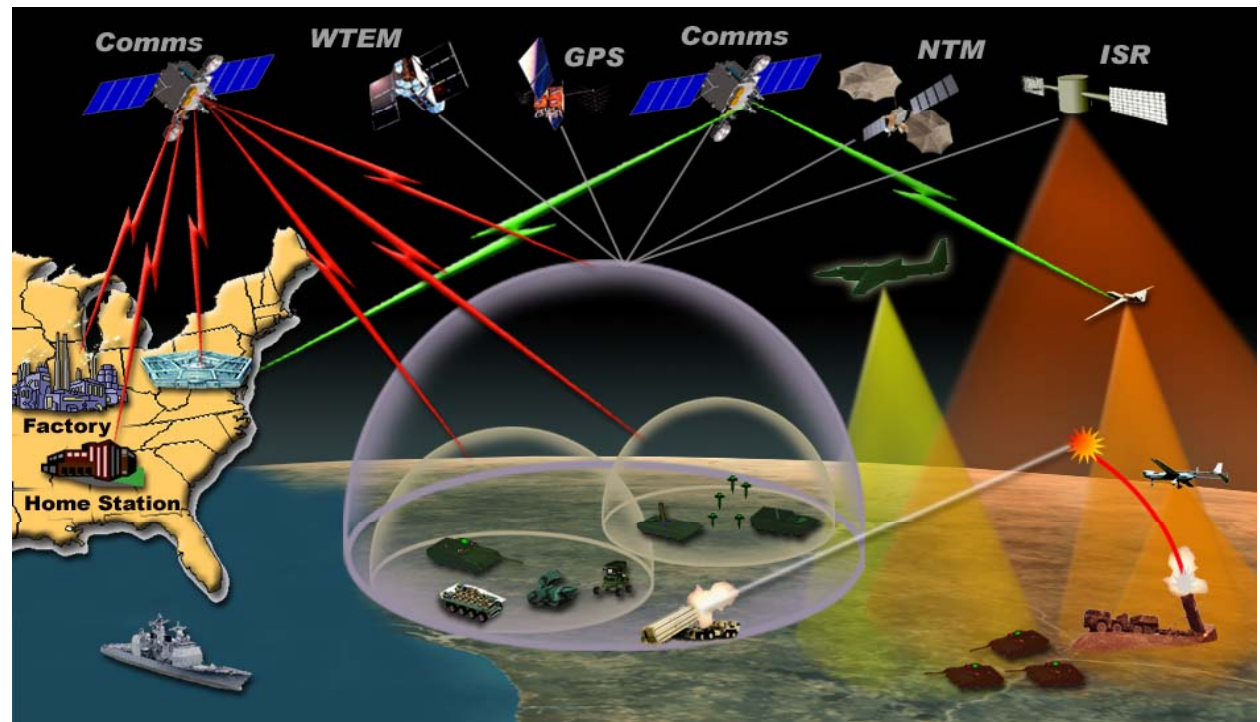


DETERMINATION • COURAGE • ABILITY • INTEGRITY
ARMY STRONG™



What is Space doing for our Warfighters?

- Increased Communications
- Assured, Timely Missile Warning
- Enhanced Situational Awareness
- Better Weather Forecasting
- Higher Fidelity Targeting and BDA
- Expanded Ability to Cover Large Area with Fewer Forces



Secure the High Ground!

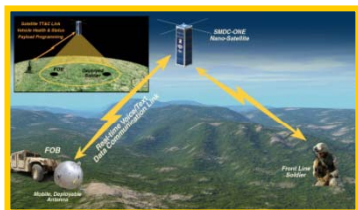




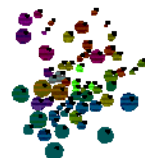
U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command



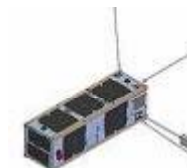
From Concept to Combat...



Experimentation
& Analysis



Technology
Development



Warfighter
Needs

Concept
Development

Operational
Requirements

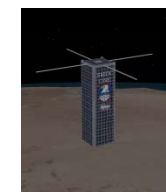
Fielding &
Operations



Science &
Technology



Test &
Evaluation



Operational
Brigades

Future
Warfare
Center

Tech Center

TIMC

Operational
Brigades



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



SMDC/ARSTRAT Technology Thrust Areas

SENSORS

BMDS Next Generation Radar
All-Digital Radar (ADR)
Force Encampment Protection
System (FEPS)

INTERCEPTORS

Interceptors
Cruise Missile Interceptor

SPACE

Tactically Responsive Space
High Altitude Long Loiter
Space Battlefield Integration

Directed Energy

High Energy Laser
High Power Microwave and
Pulsed Power

Secure the High Ground!



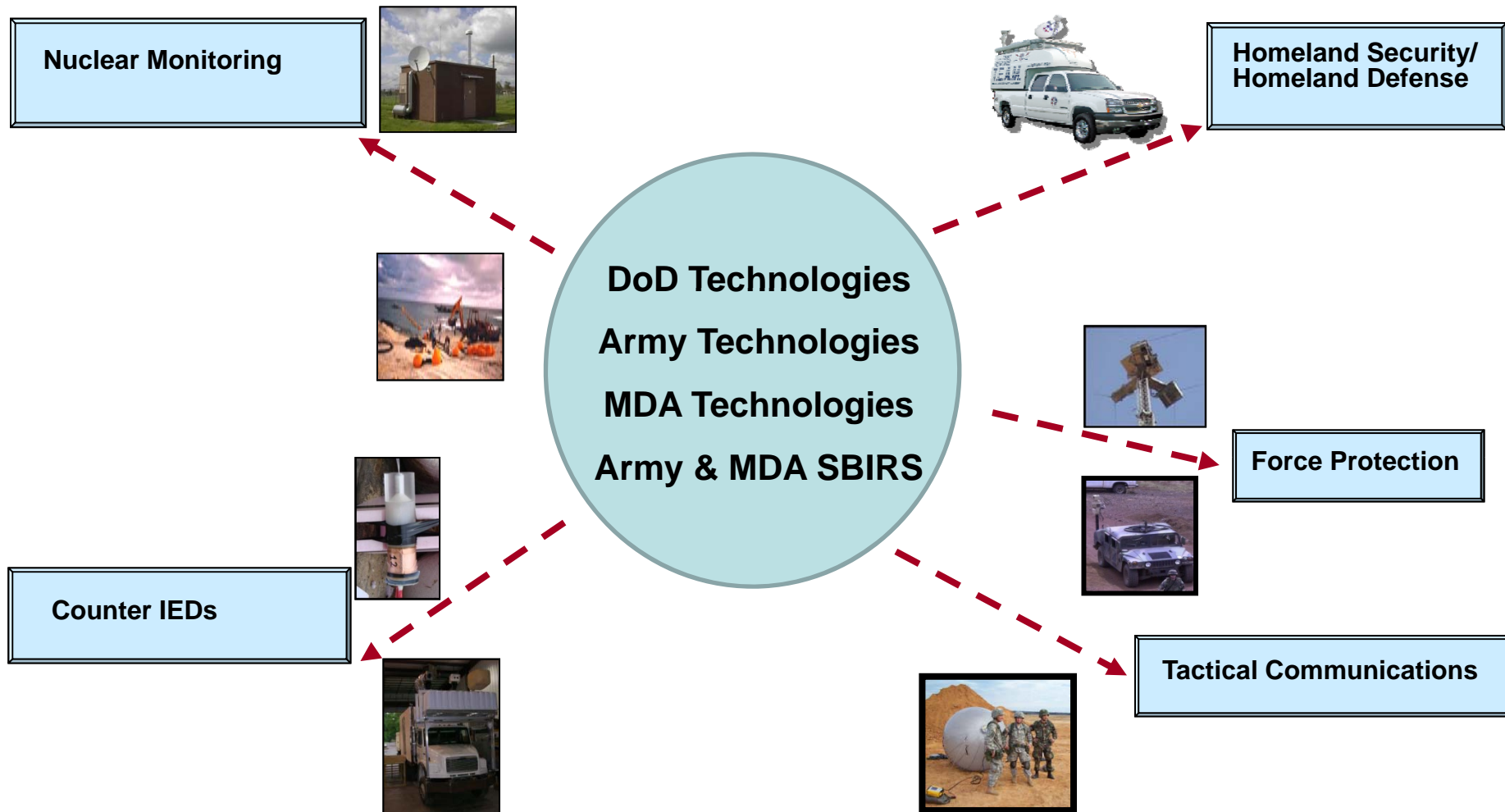
DETERMINATION • COURAGE • ABILITY • INTEGRITY
ARMY STRONG



U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command



Supporting the Current Fight



Technology Spin Outs Providing Solutions for Today's Warfighter

Secure the High Ground!



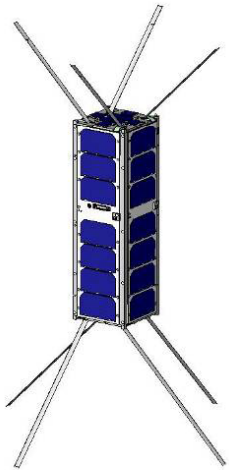
DISSEMINATION * PARTNERSHIP * ARMY CIVILIAN
ARMY STRONG



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



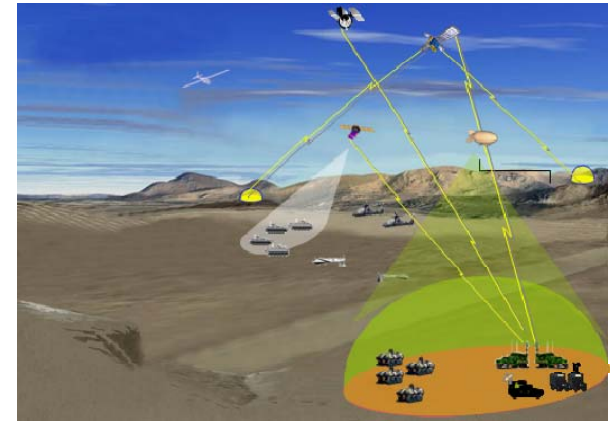
SMDC...Looking to the Future



Nano-satellite



High Altitude

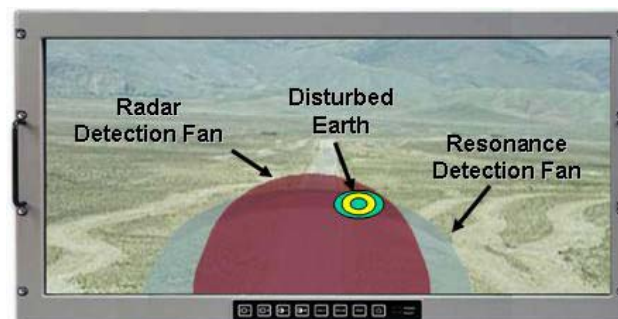


**Operationally Responsive
Space**

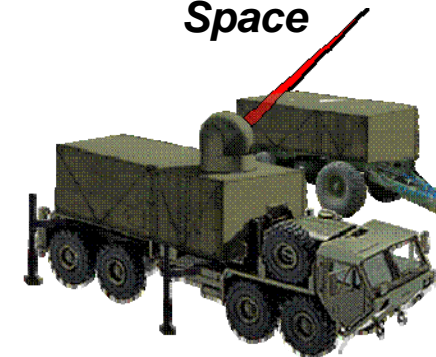


Overwatch

Secure the High Ground!



**Orthogonal Sensor Fusion System
(Orthon-SFS)**



**Counter-Rocket,
Artillery
And Mortar**



ARMY STRONG



*U.S. Army Space and Missile Defense Command/
Army Forces Strategic Command*



Commitment to Small Business

SMDC enjoys a strong relationship with small business

- 171 Small Business Contracts awarded from 2006 to present
- Value – \$1,575,638,046





U.S. General Services Administration

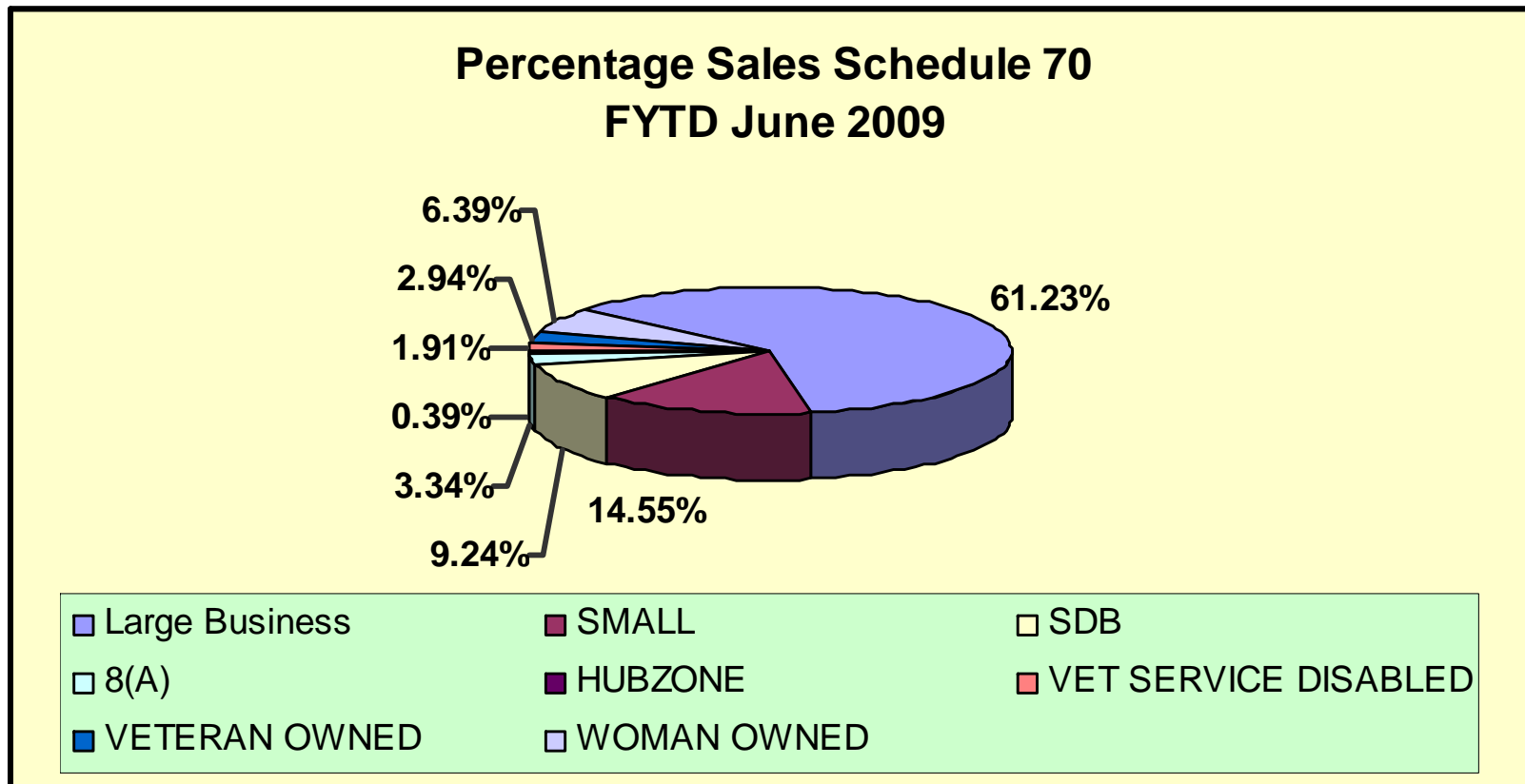
Federal Acquisition Service

Office of Integrated Technology Services

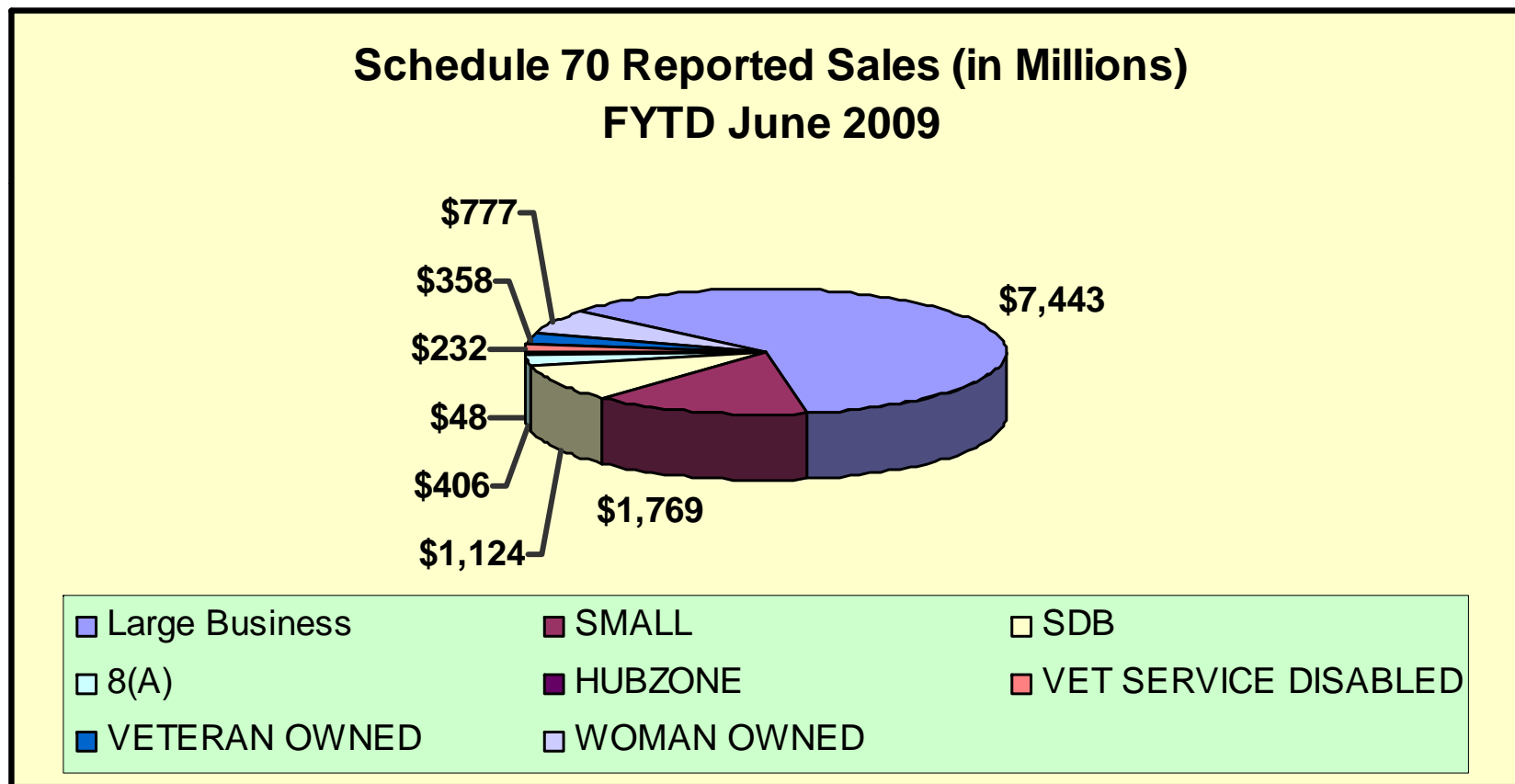
**Small Businesses and GSA
Multiple Award Schedules**

**Michael O'Neill
JULY 1, 2009**

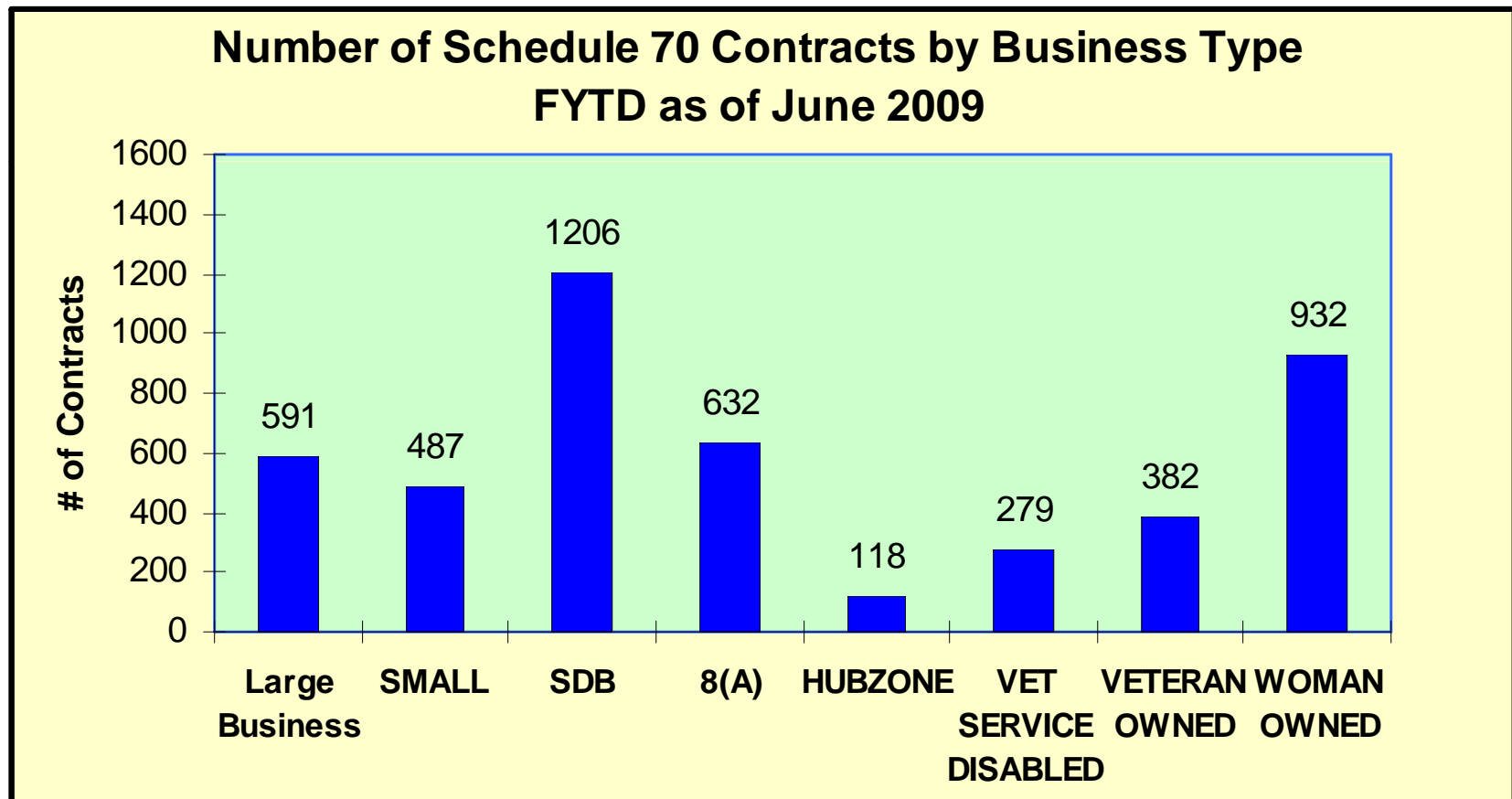
Small Businesses have almost 40% of Sales FYTD (June)



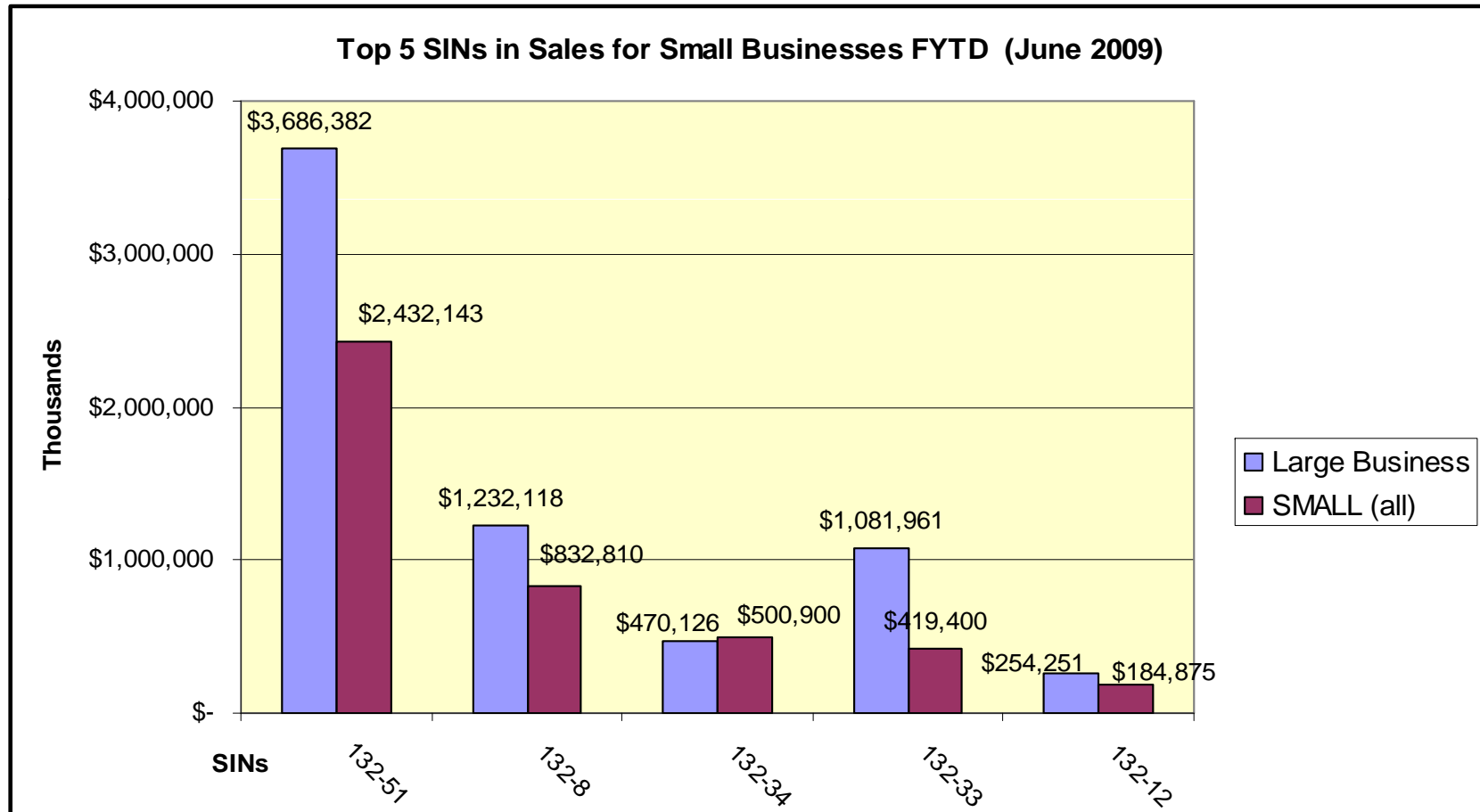
Small Business Sales > \$4.7 Billion FYTD (June)



Small Businesses have > 4,000 Schedule 70 Contracts



Small Businesses - Top 5 SINs in Sales FYTD (2009)





U.S. General Services Administration

Federal Acquisition Service

Office of Integrated Technology Services

**Small Businesses and GSA
Multiple Award Schedules**

**Michael O'Neill
JULY 1, 2009**

Presentation To The Tennessee Valley Federal Small Business Programs Conference

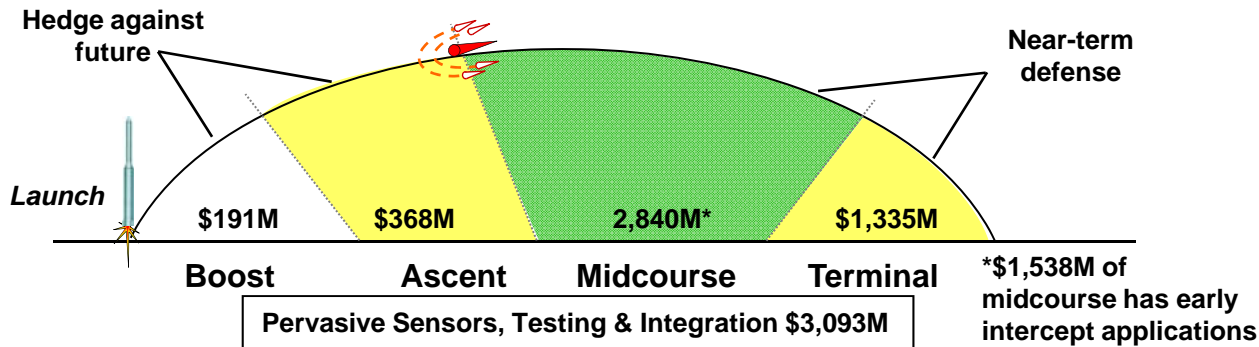


30 JUN 09

LTG Patrick J. O'Reilly, USA
Director
Missile Defense Agency



Missile Defense Goals







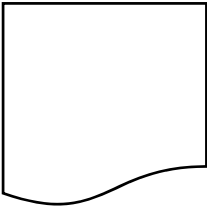
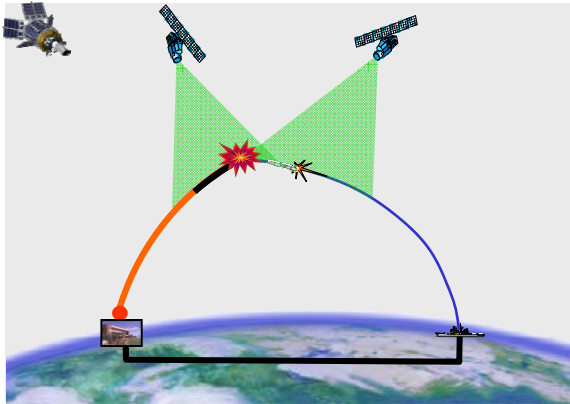

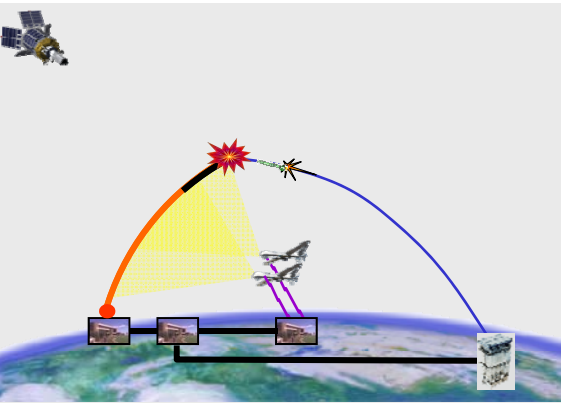
TY\$ in Millions	FY10
Development	4,162.4
Test	1,458.0
Fielding	1,491.1
Sustainment	714.9
Total	7,826.4

- Enhance protection of deployed forces, allies and friends against existing threats
 - Field more Terminal High Altitude Area Defense (THAAD) and Standard Missile-3 (SM-3) interceptors
 - Begin conversion of 6 additional Aegis ships
- Maintain a long-range midcourse capability to defeat rogue state threats against U.S.
 - Complete emplacement of 26 Ground-Based Interceptors (GBIs) at Fort Greely and 4 at Vandenberg Air Force Base
 - Extensive development to enhance GMD capability continues
 - Plan for a European Missile Defense to the extent allowed by law*
- Balance midcourse Research & Development with early intercept Research & Development
 - Terminate midcourse Multiple Kill Vehicle
 - Terminate Kinetic Energy Interceptor program
 - Cancel Air-Borne Laser (ABL) Tail #2 and focus program on Research & Development
 - Demonstrate early intercept technologies to hedge against threat growth

* European Missile Defense and other missile defense policies are under QDR cognizance



New Missile Defense Initiatives

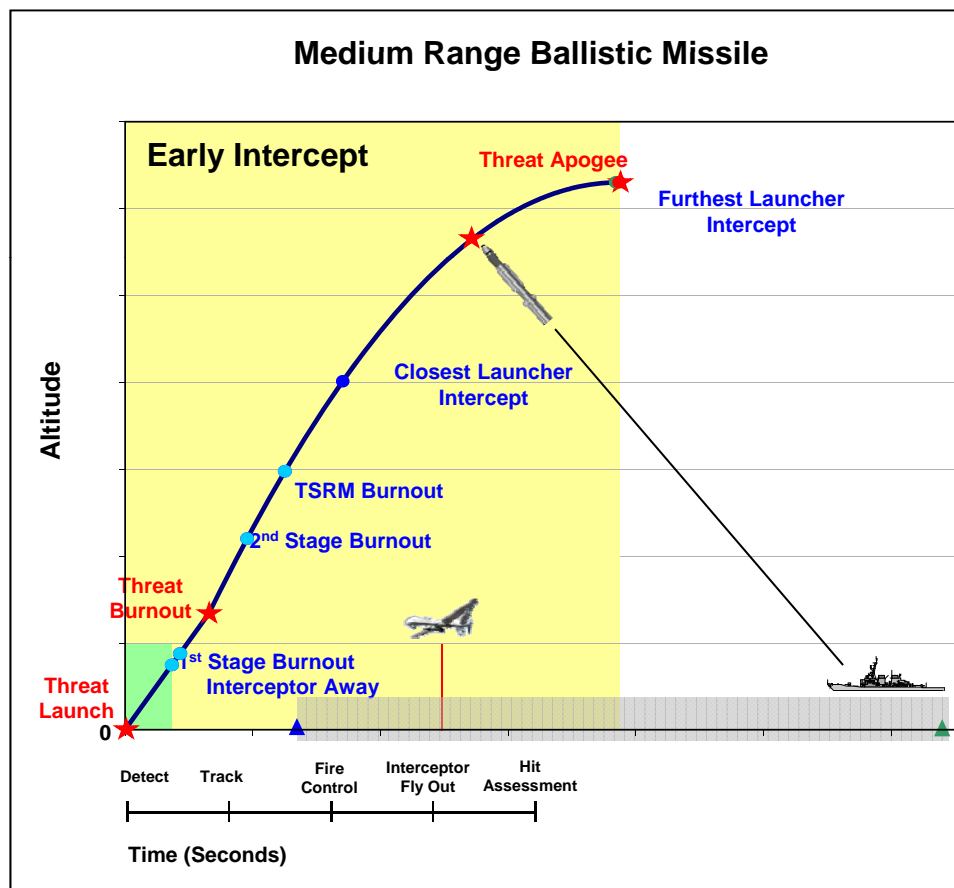
 <p>Precision Tracking Satellite System Planning</p>	 <p>Airborne Infrared System To Support BMD</p>	<p>Transportable VLS</p>  <p>Land-Based SM-3</p>	 <p>Risk Reduction For Extended Range THAAD</p>	 <p>Other SAP</p>
 <p>Engage on STSS Demo Satellites</p>	 <p>Engage on Airborne Infrared (sea-based SM-3)</p>	 <p>Engage on Airborne Infrared (land-based SM-3)</p>		

New Initiatives Will Increase MDA Government Large And Small Business Opportunities Starting In FY10



Early Intercept

- Early intercept will help us achieve key operational- and cost-efficiencies
 - Chance to kill before countermeasures deploy with easier intercepts than boost phase
 - Greater chance to shoot-look-shoot (doubles inventory efficiency)
 - Optimized asset locations to maximize standoff distances
- What's changed since 2002: leveraging today's technologies
 - Interceptors with substantial burnout velocities
 - Rapid closure of fire control loops demonstrated with hardware-in-the-loop
 - Over-the-horizon sensors for netted coverage
 - Affordable, continuously-available sensors



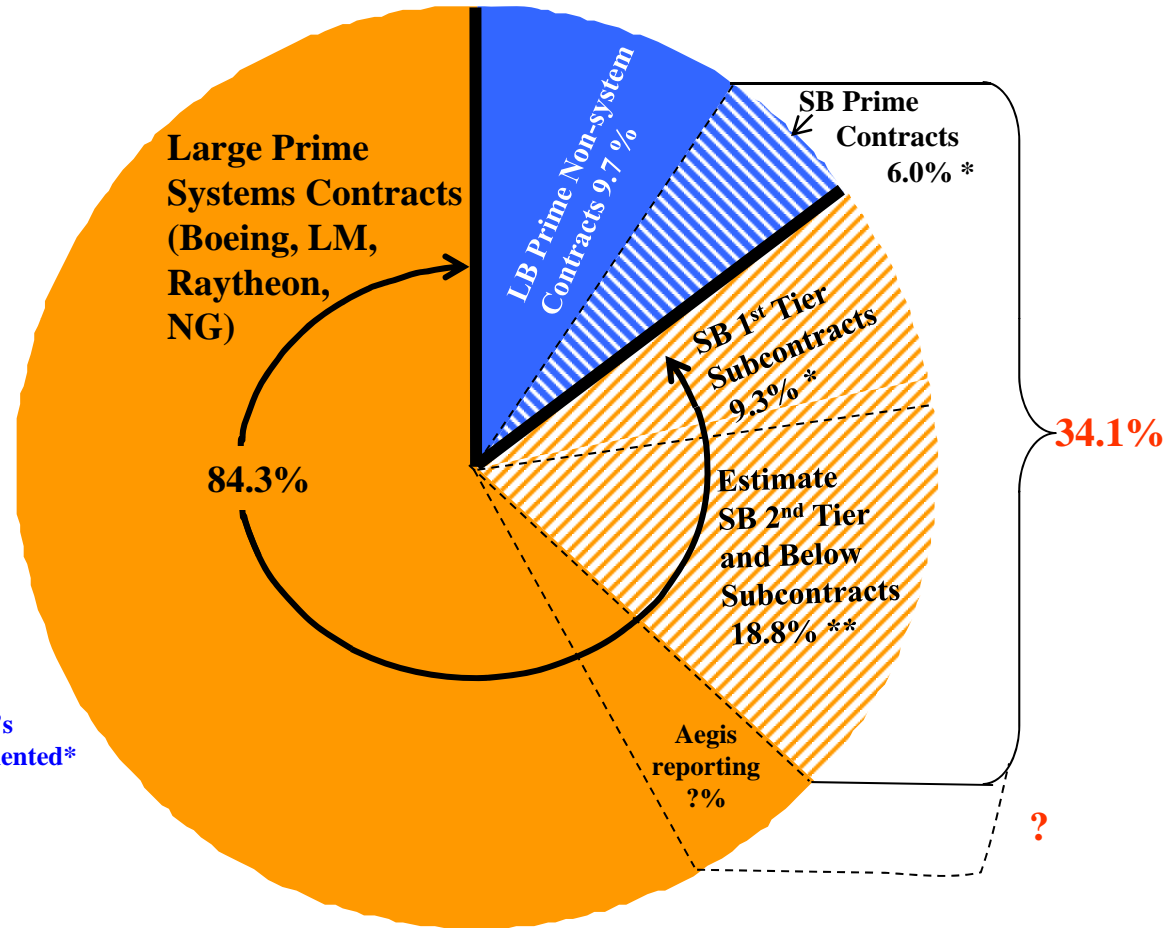


Small Business Utilization In MDA

Statutory Small Business Goals for DoD:

- Total Small Business 23%
- Small Disadvantaged Business 5%
- Woman Owned Business 5%
- Service Disabled Veteran Owned 3%
- Historically Underutilized Business Zones 3%

MDA Total Acquisition Dollars*



➤ MDA estimates that 34.1% of its acquisition dollars eventually flows to small businesses

- 6.0% of MDA acquisition dollars are awarded as prime contracts to small businesses*
- 9.3% are awarded to small businesses as 1st tier subcontractors*
- MDA estimates another 18.8% of its acquisition dollars flow to small businesses through 2nd tier and below subcontracts**

15.3%
To SB's
documented*

* Based on FY 08 reporting
** Based on FY 07 reporting



Organizational Conflict Of Interest (OCI) Concerns

- **Contractors and subcontractors must decide, particularly with respect to the quality, acquisition support and engineering functional areas, which type of work to perform**
 - Either: Support major developmental programs**
 - Or: Provide Advisory and assistance services to the agency**
 - Waivers to be used sparingly**
- **To prevent contractors from obtaining an unfair competitive advantage**
- **To prevent bias in situations where a contractor is placed in a position where it can favor its own services or products (or “disfavor” its competitors)**
(Sources: FAR Part 9; GAO decisions)
- **Completed 92 OCI meetings with industry as of February 2009**
 - **162 Requests between December 2008 – February 2009**
 - **Others requested periodically during the year**
- **General Meeting Results**
 - **Topics specific to company interest (i.e., clarification of what they can do)**
 - **49 Companies determined “OCI Free” – letters released 11 MAR 09**
 - **Remaining companies need to submit additional data on parent company**



MiDAESS Advisory & Assistance Support (A&AS) Scope And Schedule

- Work is aligned across programs for better BMDS “integration” and “sharing of expertise” across the Agency
- MDA will administer contract vice paying other government agencies’ administrative costs
- A&AS augments expanding MDA government workforce
- Two competitions in MiDAESS functional areas
- Small Business Set Aside – 38%
- Full and open – 62%
- Schedule
 - 17 JUN RFP released
 - 8 JUL final review with all offerers to include sample task orders
 - 17 AUG industry proposals due to MDA
 - ~ 90 days for source selection
 - 1st awards in November 2009

Functional Capability Group	Scope
Group 1: QSMA Support	<ul style="list-style-type: none"> • Quality, Safety, & Mission Assurance (QSMA) - 100% small business set aside
Group 2: Acquisition Support	<ul style="list-style-type: none"> • Acquisition Management • Business and Financial Management • Legislative Affairs • International Affairs • Logistics Management
Group 3: Engineering Support	<ul style="list-style-type: none"> • Engineering • Test • Advanced Technology • Information Management & Technology Operations
Group 4: Infrastructure & Deployment Support	<ul style="list-style-type: none"> • Infrastructure and Environment • Warfighter Operations and BMDS Training Center
Group 5: Agency Operations Support	<ul style="list-style-type: none"> • Executive Support • Public Affairs • Human Resources
Group 6: Security and Intelligence Support	<ul style="list-style-type: none"> • Security and Intelligence Support - No small business set aside

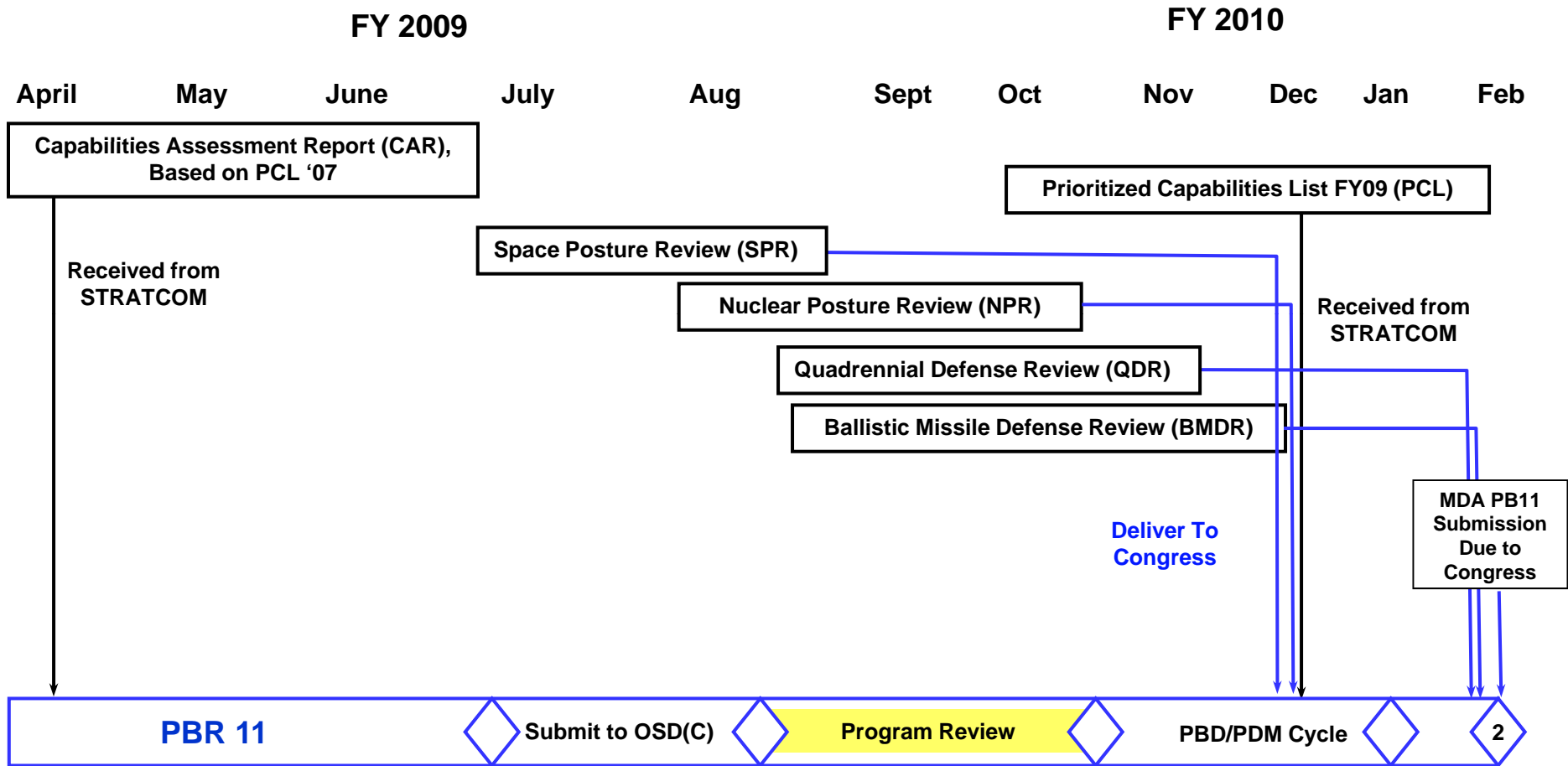


Small Business and Advanced Technology Exploration

- **Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) programs**
 - **Fourth largest program in DoD**
 - **160 SBIR Phase I awards, 90 Phase II awards in FY08**
 - **\$137 million SBIR/STTR funding in FY08**
- **SBIR/STTR focus areas**
 - **Reduce time from threat launch to intercept**
 - **Detect**
 - **Acquire**
 - **Track**
 - **Battle Management**
 - **Assured Communications**
 - **Fire Control**
 - **Interceptor fly out time (miniaturization)**
 - **Hit Assessment**
 - **System lifetime operational readiness and reliability**



PB11 Milestones



FY11 MDA Budget Driven By U.S. Policy Reviews





CALL TO DUTY
BOOTS ON THE GROUND

Tennessee Valley Federal Small Business Programs Conference and Exhibition

30 June 2009

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





CALL TO DUTY
BOOTS ON THE GROUND

VISION

To Be The Premier Advocacy Organization
Committed To Maximizing Small Business
Opportunities In Support Of The Warfighter
And The Transformation Of The Army.





CALL TO DUTY
BOOTS ON THE GROUND

MISSION

- 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





CALL TO DUTY
BOOTS ON THE GROUND

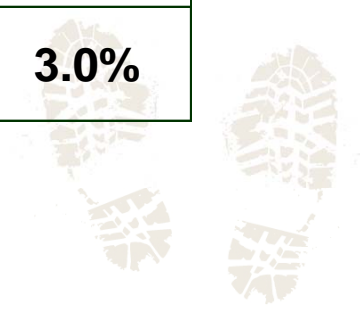
ARMY PRIME CONTRACT AWARDS FY 08

	Total Dollars	Achieved	Army Target	Nat'l Goal
US Business	\$134,685			
Small Business	\$28,360	21.1%	24.0%	23.0%
Small Disadvantaged Business	\$ 9,621	7.1%	8.0%	5.0%
Women-Owned SB	\$ 4,142	3.1%	3.5%	5.0%
HUBZone Small Business	\$ 4,331	3.2%	3.0%	3.0%
Veteran-Owned SB	\$ 3,509	2.6%		
Service Disabled Veteran-Owned SB	\$ 1,775	1.3%	1.2%	3.0%



FPDS-NG Data as of 5/27/09

Dollars shown in millions

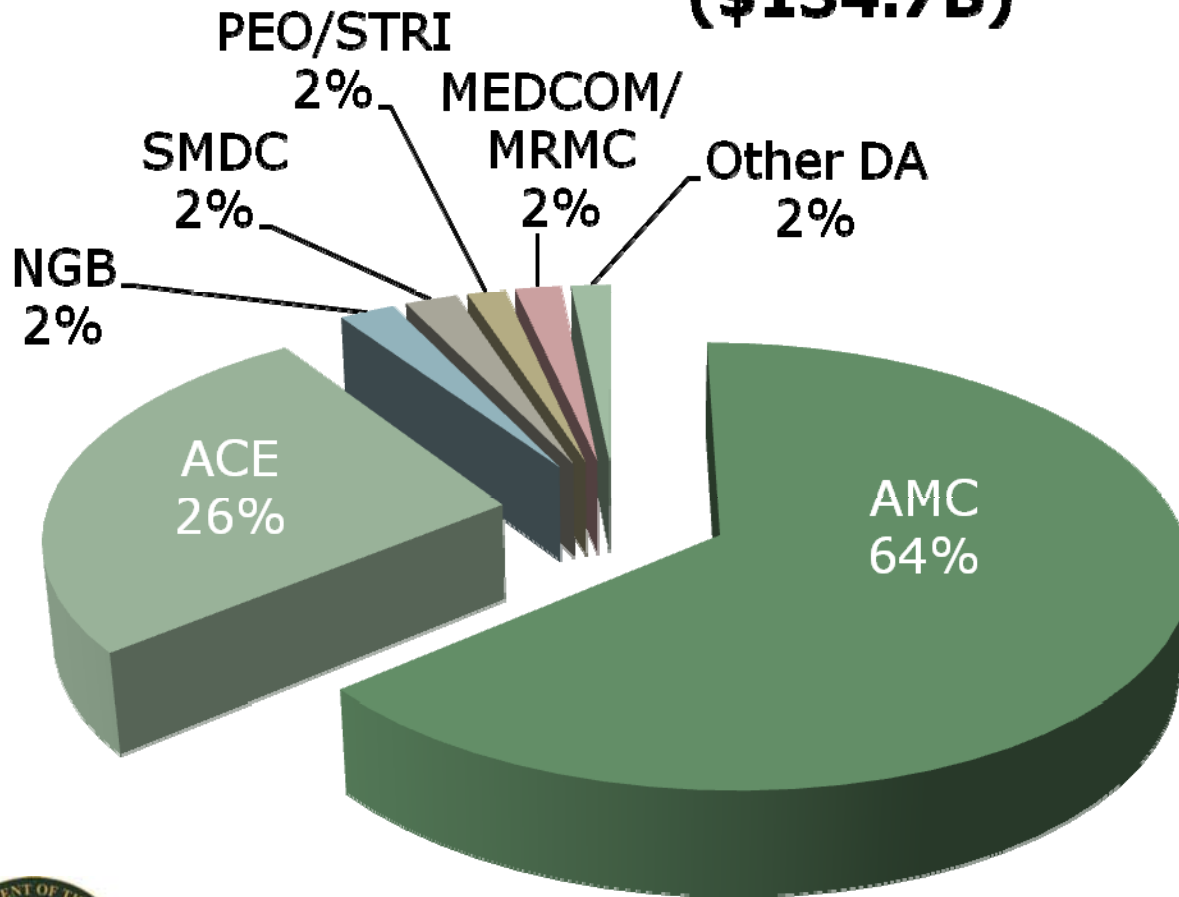




CALL TO DUTY
BOOTS ON THE GROUND

ARMY US BUSINESS PRIME CONTRACT AWARDS – FY 08

Total Awards (\$134.7B)



- AMC (\$86.1B)
- ACE (\$35.8B)
- NGB (\$3.1B)
- SMDC (\$2.9B)
- PEO/STRI (\$2.1B)
- MEDCOM/MRMC (\$2.53B)
- Other DA (\$2.16B)



FPDS-NG data as of 05/08/09

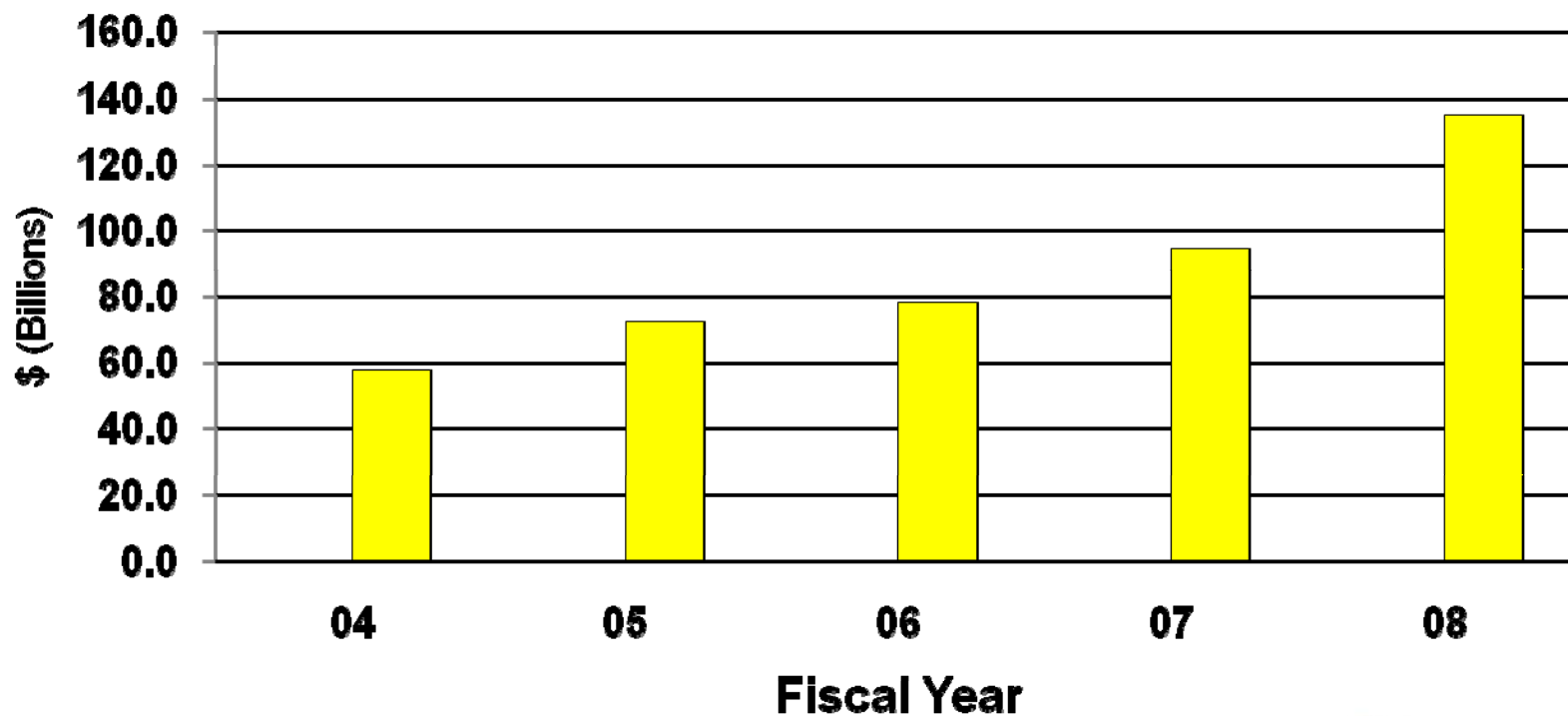




CALL TO DUTY
BOOTS ON THE GROUND

ARMY SPENDING HISTORY

Total Army Dollars FY04 - FY08 (in billions)



FY 04	FY 05	FY 06	FY 07	FY 08
\$57.4B	\$72.1B	\$77.9B	\$94.4B	\$134.7B

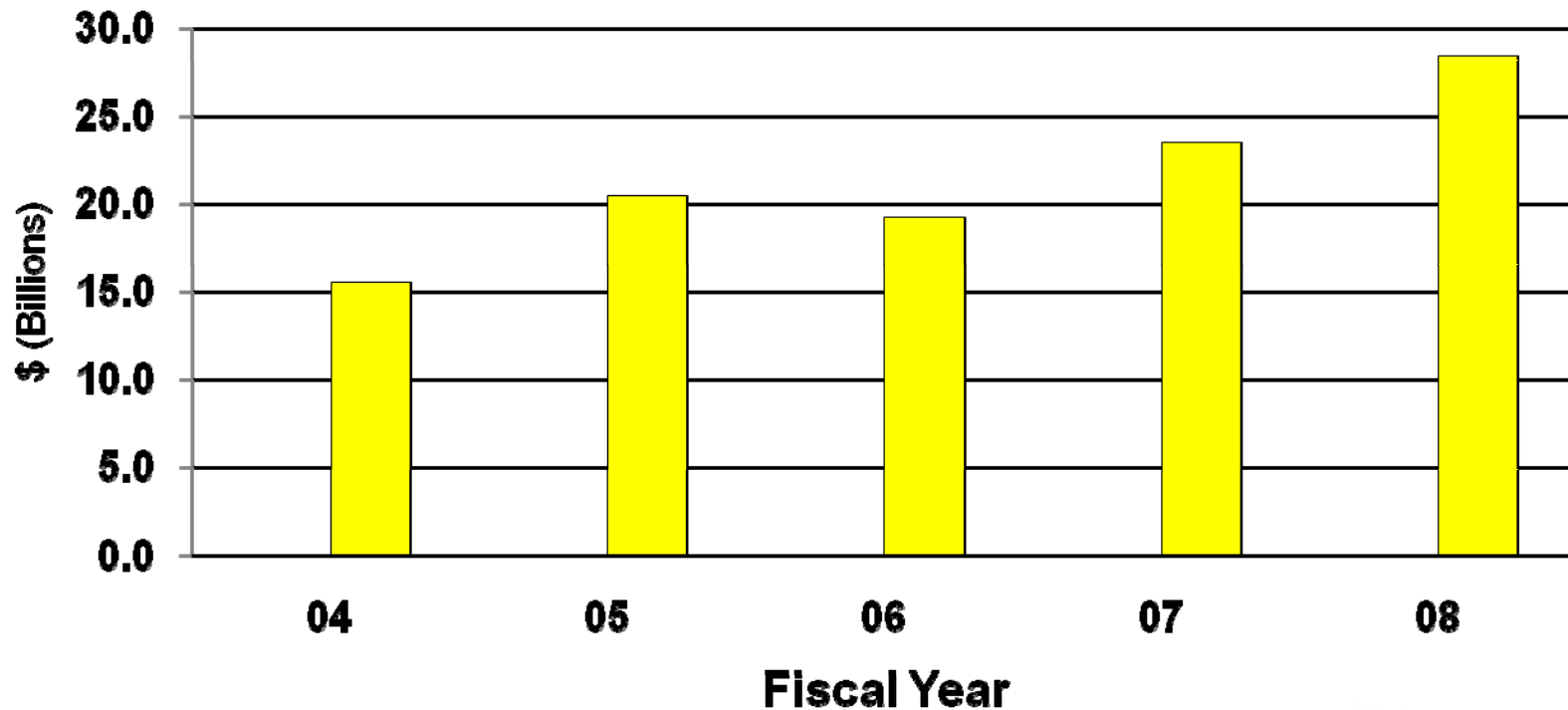




CALL TO DUTY
BOOTS ON THE GROUND

ARMY SMALL BUSINESS PROGRAM HISTORY

Small Business Dollars FY04 - FY08 (in billions)



FY 04	FY 05	FY 06	FY 07	FY 08
\$15.5B	\$20.4B	\$19.2B	\$23.5B	\$28.4B

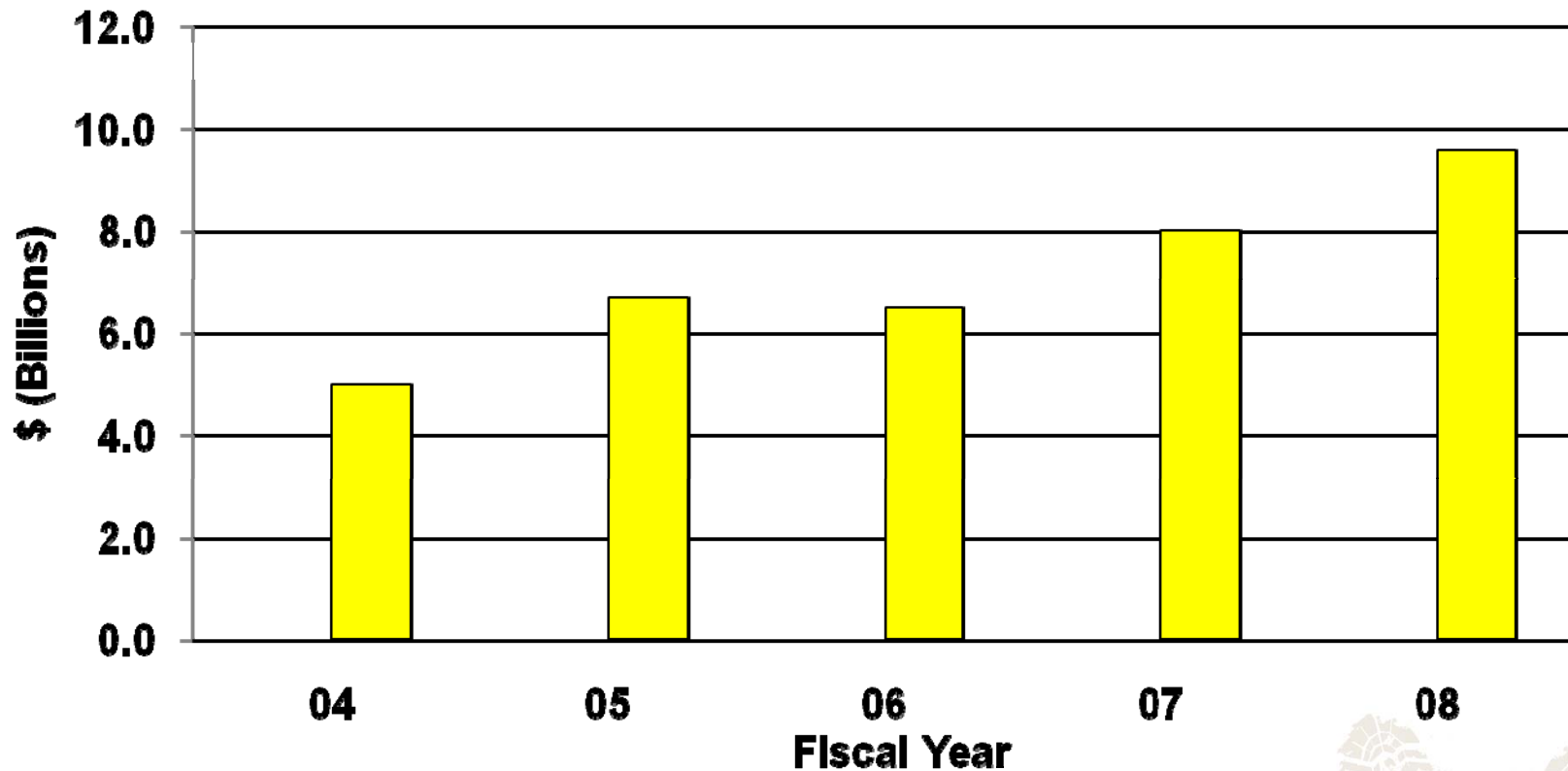




CALL TO DUTY
BOOTS ON THE GROUND

ARMY SMALL DISADVANTAGED BUSINESS PROGRAM HISTORY

Small Disadvantaged Dollars FY04 – FY08 (in billions)



FY 04	FY 05	FY 06	FY 07	FY 08
\$5.0B	\$6.7B	\$6.5B	\$8.0B	\$9.6B

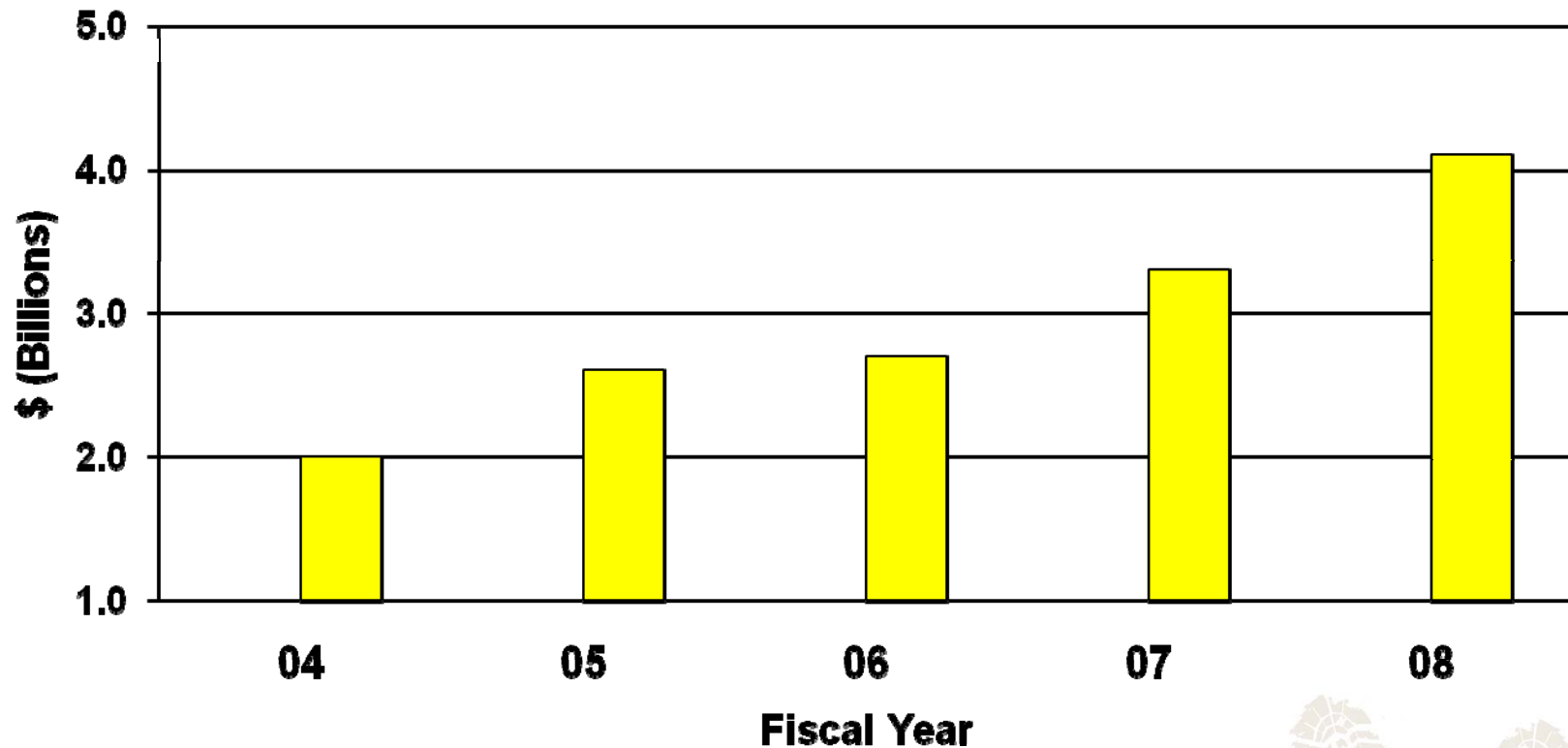




CALL TO DUTY
BOOTS ON THE GROUND

ARMY WOMEN-OWNED SMALL BUSINESS PROGRAM HISTORY

Woman-Owned Dollars FY04 – FY08 (in billions)



FY 04	FY 05	FY 06	FY 07	FY 08
\$2.0B	\$2.6B	\$2.7B	\$3.3B	\$4.1B

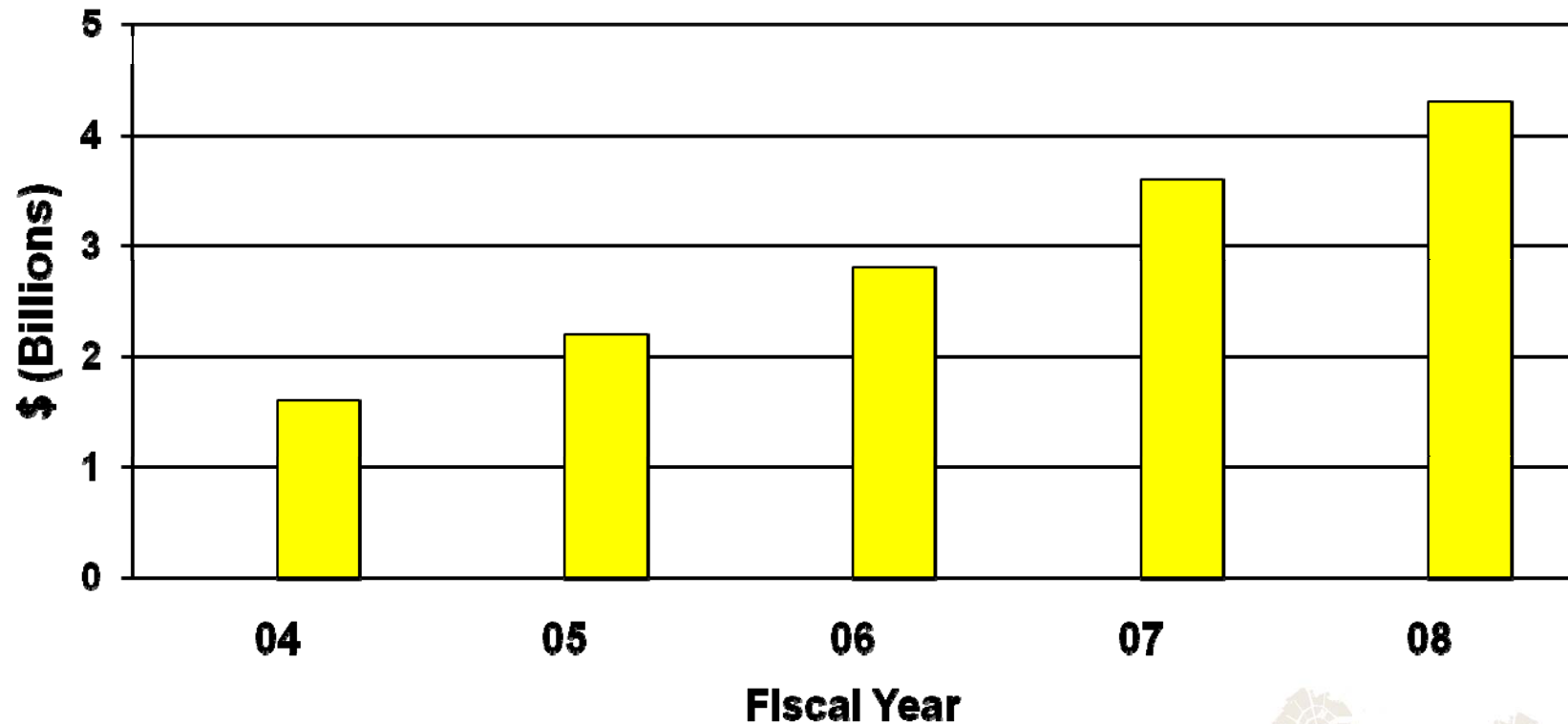




CALL TO DUTY
BOOTS ON THE GROUND

ARMY HUBZONE SMALL BUSINESS PROGRAM HISTORY

HUBZone Dollars FY04 – FY08 (in billions)



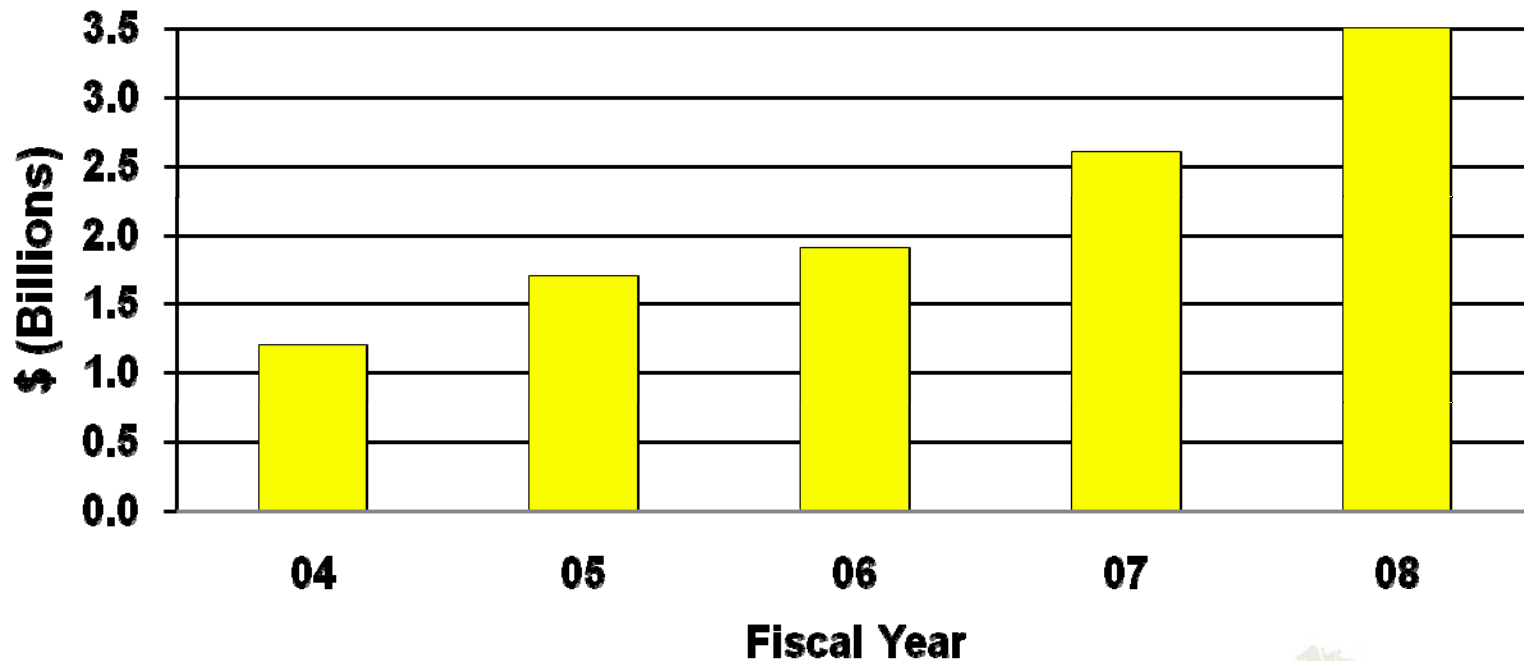
FY 04	FY 05	FY 06	FY 07	FY 08
\$1.6B	\$2.2B	\$2.8B	\$3.6B	\$4.3B



CALL TO DUTY
BOOTS ON THE GROUND

ARMY VETERAN-OWNED SMALL BUSINESS PROGRAM HISTORY

VOSB Dollars FY04 – FY08 (in billions)



FY 04	FY 05	FY 06	FY 07	FY 08
\$1.2B	\$1.7B	\$1.9B	\$2.6B	\$3.5B

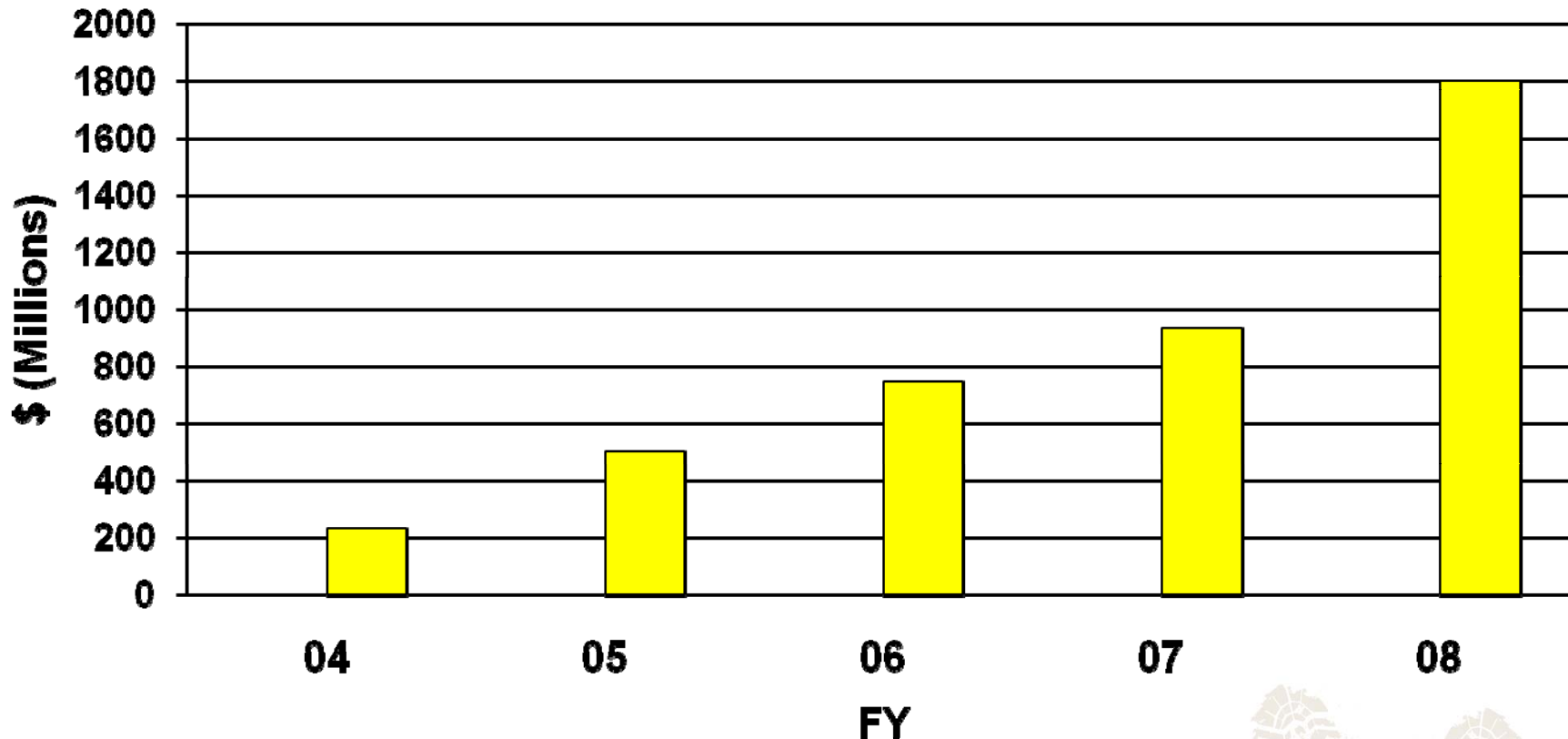




CALL TO DUTY
BOOTS ON THE GROUND

ARMY SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS PROGRAM HISTORY

SDVOSB Dollars FY04 – FY08 (in millions)



FY 04	FY 05	FY 06	FY 07	FY 08
\$233M	\$501M	\$747M	\$933M	\$1.8B





CALL TO DUTY
BOOTS ON THE GROUND

Mentor-Protégé Program Status

Number of active agreements

- 25 agreements are in place
- 15 Mentors (10 large, 2 graduated 8a, 3 small firms)
- 25 Protégés

➤ For Army, 1 round of proposals in Fiscal Year 2009 --
Proposal due date: **15 JUN 09**

Protégé Statistics*

- 15 Small Disadvantaged Businesses
- 13 8(a) firms
- 10 Woman-Owned Small Businesses
- 5 Service Disabled Veteran-Owned Small Business
- 5 HUB Zone Small Businesses
- 7 firms owned by Indian Tribes

*Various protégés qualify under more than one category





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Delex Systems, Inc. *GAO B-400403*

➔ Background...

- The Naval Air Systems Command (NAVAIR) awarded its training systems IDIQ contract (TSC) II to a total of eight firms, four small businesses and four large businesses
- The contracts contained a provision that reserved NAVAIR's right to restrict competition of individual delivery orders to small business
- On June 11, 2008 the CO amended each TSC II contract to incorporate FAR 52.219.23, "Post-Award Small Business Program Representation"
- Only two of the 8 contract holders re-certified as small businesses.





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Delex Systems, Inc. *GAO B-400403*

➔ Background con't...

- The CO subsequently amended a task order proposal request from restricted [to small business] to unrestricted, concluding she could not meet the Rule of Two
- Delex, one of the remaining TSC II small business contract holders, protested NAVAIR's decision





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Delex Systems, Inc.

GAO B-400403

➔ Background con't...

- The complaint was that NAVAIR erred in its conclusions and that it should have restricted competition to small business
- The Navy contends that FAR 19.502-2(b), the "Rule of Two" does not apply to the issuance of task orders under ID/IQ contracts





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Delex Systems, Inc.

GAO B-400403

➔ GAO Decision:

- GAO noted that the case intertwines three statutes:
 - The Small Business Act;
 - The Competition in Contracting Act (CICA); and
 - The Federal Acquisition Streamlining Act (FASA)





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Delex Systems, Inc. *GAO B-400403*

➔ GAO Decision con't...

- CICA and FASA, which were enacted subsequent to the Small Business Act, were expressly written to *harmonize* with existing statutes i.e., the Small Business Act
- Nothing in CICA or FASA explicitly exempts them from the requirements of the Rule of Two
- Though FAR Part 16 states “the competition requirements in FAR Part 6 and the policies in Subpart 15.3 do not apply to the ordering process
- GAO’s interpretation is that those peculiar requirements do not apply to task/delivery orders





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Delex Systems, Inc.
GAO B-400403

➔ GAO Decision con't...

- The GAO concluded that the Rule of Two, applies because, for purposes of this analysis, individual orders are properly viewed as “acquisitions”.





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Delex Systems, Inc.

GAO B-400403

➔ Status:

- Awaiting DoD Office of Legal Council decision to concur/non concur with the GAO's opinion(s)

- *Note: GSA states that GAO's ruling does not apply to orders issued under Federal Supply Schedules*





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

International Program Group, Inc. (IPG) *GAO B-400278; B-400308*

➔ Background...

- On May 21, 2008, the contracting agency for Camp Pendleton received a requisition for additional training, valued at \$159,780
- Due to the short time constraints the CO considered an SDVOSB set-aside
- After market research the CO determined only one SDVOSB was interested in competing for the contract. He therefore issued a sole-source award to that SDVOSB
- IPG, a HUBZone small business, was an incumbent contractor providing support services to Camp Pendleton. IPG filed a protest





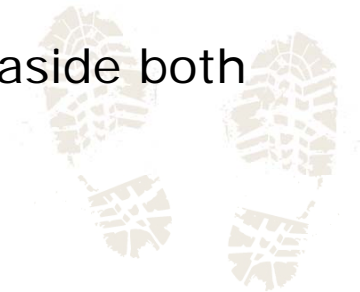
CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

International Program Group, Inc. (IPG) *GAO B-400278; B-400308*

➔ Background...

- A second requisition for training (\$250,000) was received by the same contracting agency
- After considering an 8(a), HUBZone, and SDVOSB set-asides, the CO chose an SDVOSB set-aside, since her agency's parent activity had made the least progress in obtaining its SDVOSB goal
- IPG filed a second protest against this decision
- IPG argued that the agency was required to set aside both procurements for HUBZones





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

International Program Group, Inc. (IPG)
GAO B-400278; B-400308

⇒ GAO's Decision:

-GAO sustained IPG's protest





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

International Program Group, Inc. (IPG) *GAO B-400278; B-400308*

➔ Rationale:

- Section 31 (2) (B) of the Small Business Act (HUBZone) states that "a contract opportunity shall be awarded pursuant to this section on the basis of competition restricted to qualified HUBZone small business concerns if the contracting officer has a reasonable expectation that not less than 2 qualified HUBZone small business concerns will submit offers and that the award can be made at a fair market price..."
- Section 36(b) of the Small Business Act (SDVOSB) states that "...a contracting officer may award contracts on the basis of competition restricted to small business concerns owned and controlled by service-disabled veterans if the contracting officer has a reasonable expectation that not less than two small business concerns owned and controlled by service-disabled veterans will submit offers and that the award can be made at a fair market price"
- The use of the term "shall" at § 31 (2) (B) of the Small Business Act commands in unequivocal terms that a contract opportunity be designated as a HUBZone set-aside; whereas the "may" used at § 36(b) of the Small Business Act's is a discretionary term





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

International Program Group, Inc. (IPG)
GAO B-400278; B-400308

➔ Status:

- FAR Case 2006-034 (Socio-economic parity) has been put on hold indefinitely





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Mission Critical Solutions (MCS)

GAO B-401057

➔ Background:

- On January 13, 2009 the Army awards a sole-source 8(a) contract to an ANC firm
- For an amount in excess of \$3.5M
- On January 22, 2009 the acquisition was protested





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Mission Critical Solutions (MCS) *GAO B-401057*

➔ Background:

- Protester MSC is both an 8(a) and a qualified HUBZone firm.
- And, the incumbent contractor
- Charges that in accordance with the HUBZone statute, a HUBZone set-aside must be considered before 8(a) sole-source award





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Mission Critical Solutions (MCS)

GAO B-401057

➔ Status:

- GAO SUSTAINED the protest referencing the IPG case
- HUBZone program “shall” vs.
- Section 8(a) “discretion” of the [contracting] officer to let such a contract





CALL TO DUTY
BOOTS ON THE GROUND

GAO Decisions

Mission Critical Solutions (MCS) *GAO B-401057*

➔ Status:

- SBA and ARMY requested reconsideration





CALL TO DUTY
BOOTS ON THE GROUND

ACQUISITION OF INFORMATION TECHNOLOGY HARDWARE, SOFTWARE, SERVICES

- Memorandum dated 04 May 2009
- Reminds Army leaders of existing requirement to use CHES for purchases of commercial off-the-shelf (COTS) software, desktops, notebook computers, video teleconferencing equipment and other commercial IT equipment
- When procuring IT services consideration must be given to setting aside requirements in accordance with FAR Part 19
- Use of the GSA SDVOSB GWAC is encouraged, but must be conducted in accordance with Army policy
- Signed by CIO/G-6 and the Acting Army Acquisition Executive





CALL TO DUTY
BOOTS ON THE GROUND

TIPS FOR SUCCESS

- Stay focused in area of core competencies – don't try to be everything to everyone
- Deliver quality product and service on schedule - no matter what the cost
- Establish relationships with SB offices
- Develop a good strategic plan
 - Create it
 - Use it
 - Modify it
- Effective use of resources: teaming, mentors, consultants





CALL TO DUTY
BOOTS ON THE GROUND

TIPS FOR SUCCESS (CONT.)

- Leverage every contract to facilitate growth “land and expand”
- Effective proposal management
 - Develop sound policies and procedures
- Leadership training self and others
- Strong financial management
 - “Not just the comptrollers job”
 - Understand financial concepts for non-financial managers
- Hire good people





CALL TO DUTY
BOOTS ON THE GROUND

WEBSITES

- Army Office of Small Business Programs
<http://www.sellingtoarmy.info>
- DOD Office of Small Business Programs
- <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>





U.S. ARMY

CALL TO DUTY

BOOTS ON THE GROUND

Questions

*At the
end of the day...
It's all about
the
soldier!*



www.sellingtoarmy.info

Questions from "Office of Small Business Programs Panel"

1. Please address "In Sourcing" impacts on Small Businesses from your agency perspective and when will the transition begin.

The in-sourcing is going to have an impact on the small businesses involved with the in-sourcing to include major impacts to some of the smaller SBs. The conversion of contractor positions to DAC positions will take place over the next two to three years, beginning in October 2009, as contracts expire. AMCOM has some of these positions are located in Huntsville, while others are located at our Depots and at Reset sites worldwide. However, not all support service contractor positions will be converted.

Each individual contractor position across AMCOM LCMC was evaluated based upon the work being performed by the contractor against the criteria provided by AMCC. Only those positions that were deemed appropriate will be in-sourced. These in-sourced positions will be treated as a new position. As such, these positions will fall under the provisions of Federal merit-based recruitment processes. Current Government Civilians and current contractors can apply for these positions.

AMCOM has a great AMCOM In-Sourcing website you can take a look at. It has lots of information on the subject useful to contractors to better understand in-sourcing. (see: https://ams8.redstone.army.mil/cmchw/cmchw_home)

"Over the next several years the Government will be converting many position currently held by contractors to Government positions. Most of these positions cover areas that are considered inherently Governmental functions, but because of past Government downsizing, were contracted out. The effect on small businesses will, in all likelihood, not be any greater or less than that of all businesses who provide advisory and assistance services to the Government. There will be some jobs currently held by contractors that will be "in-sourced", but there will still be opportunities for contractors to provide both surge and niche capabilities in those areas targeted for this "in-sourcing"."

2. Name the top 3 cultural road blocks small businesses face within your agencies.

(1.) Strategic Sourcing - In 2005, the Office of Management and Budget (OMB) directed all federal agencies to implement Strategic Sourcing as a transformational business practice. Since then, DOD and all the military services have made great strides implementing Strategic Sourcing. Several cross-service Strategic Sourcing initiatives are ongoing and successful. Strategic Sourcing does require small businesses to take a new look at how they provide spare and repair parts to the Government and may require new strategies such as partnering or teaming as less smaller

contracts are likely to be awarded and the overall number of contracts for these products will probably go down.

(2.) Consolidation/Bundling—Consolidation is defined as the use of a solicitation to obtain offers for a single contract or a multiple award contract to satisfy two or more requirements of a department, agency, or activity for supplies or services that previously have been provided to, or performed for, that department, agency, or activity under two or more separate contracts. Bundling is defined as the "consolidation of two or more procurement requirements for goods or services previously provided or performed under separate smaller contracts into a solicitation of offers for a single contract that is likely to be unsuitable for award to a small business." The problem with bundling is that it involves cramming multiple tasks into single contracts in such a way that small businesses cannot submit competitive bids. This practice began its ascent after Congress passed the Federal Acquisition Streamlining Act in the mid-1990s.

Congress has mitigated the effects of consolidation and bundling somewhat by requiring approval levels above the Contracting Officer for consolidation and a benefit analysis to be conducted every time bundling occurs. Before the bundling is allowed it must demonstrate a certain level of cost savings that justifies the bundling.

(3.) Business base of a particular program or activity may not allow for a lot of prime contracts to small businesses. Some programs/activities, by their nature, require the services of large integrating contractors and most of the work in those programs is at the subcontracting level for small businesses. While there are significant opportunities at the various tiers of the supply chain supporting those programs, small businesses may have to market their services and products to large commercial businesses rather than directly to the Government to receive contracts.

(1.) Strategic Sourcing - In 2005, the Office of Management and Budget (OMB) directed all federal agencies to implement SS as a transformational business practice. Since then, DOD and all the military services have made great strides implementing SS. Several cross-service SS initiatives are ongoing and successful.

(2.) Bundling - Bundling is defined as the "consolidation of two or more procurement requirements for goods or services previously provided or performed under separate smaller contracts into a solicitation of offers for a single contract that is likely to be unsuitable for award to a small business." The problem with bundling is that it involves cramming multiple tasks into single contracts in such a way that small businesses cannot submit competitive bids. This practice began its ascent after Congress passed the Federal Acquisition Streamlining Act in the mid-1990s.

(3.) Consolidation - The use of a solicitation to obtain offers for a single contract or a multiple award contract to satisfy two or more requirements of a department, agency, or activity for supplies or services that previously have been provided to, or performed for, that department, agency, or activity under two or more separate contracts.

The increase use of Partnership Agreement by the Government with large businesses where many competitive parts have been sent back to the prime which from the small businesses perspective is for the Government's ease of acquisition.

3. Can you give an example of how companies have utilized Ability One organizations in their contracting efforts? (Other than buying office supplies)

Currently about 10 people with severe disabilities from AbilityOne community rehabilitation program (CRP) The Burnley Workshop of the Poconos, Inc, a division of Allied Health Care Services, work on the masking/taping contract. The employees mask a variety of vehicles, shelters, and other equipment that need to be painted by putting tape over the areas that aren't to be painted as a "masking". The employees then remove the tape when the painting is complete. Joe Mozaleski, Chief Purchasing Division, Tobyhanna Army Depot mentioned that this contract is only the beginning for AbilityOne contracts at Tobyhanna Army Depot because of the positive experience and relationship he has with AbilityOne.

AMCOM utilizes the AbilityOne program through Huntsville Rehabilitation Center's division named PHOENIX. AMCOM has current contracts with Phoenix for:

- (1) Badge checking services at the main entrance doors and receptionist services at various buildings at AMCOM.
- (2) Courier, mail distribution services and supply clerk functions in various buildings at AMCOM.
- (3) Providing Janitorial Services in various buildings at AMCOM.

Another AbilityOne concern, Phoenix Industries of Huntsville, AL, provides administrative support personnel to the U.S. Army Space and Missile Defense Command.

4. How will the Court of Appeals ruling on the Rothe challenge to SEC1207 affect the use of ANC Companies, if any?

The Rothe decision ruled 10 USC 2323 unconstitutional, primarily due to the price adjustment provisions of the law that allowed small disadvantaged businesses (SDBs) a 10% price adjustment in some instances when comparing offers to non-SDB firms for source selection purposes. The law also provided the only authority to set aside procurements for Historically Black Colleges and Universities and Minority Institutes. The ruling did not affect the use of Alaskan Native Corporations in Government contracting except to the extent that any price differential would be applied to their offers because of their status as SDBs.

5. How will recent ruling from DoD on pulling "services" work back into the government hurt or impact small businesses?

See answer to question number 1.

6. How does BRAC '05 affect parts and piece buys from AMC to the DLA?

The BRAC '05 impact is that the workload was transferred with the agencies, there is no measurable impact to SB.

7. What is your prognosis for getting the regulations in place to enable set-aside competition for women owned small businesses?

The prognosis is hopefully for a woman owned small business set-aside. Today, in the Federal government, there are only two certifications that would qualify you for the new woman-set-aside program. These are the SDB and 8(a) Business Development certifications.

8. How does the stimulus plan directly impact small businesses?

The government's economic stimulus plan doesn't include many provisions that directly benefit small businesses, but economists say those companies are more likely to find a cure for their financial ills closer to home — with their own customers. The plan does extend two provisions of 2008's economic stimulus bill that allow small businesses to take a bigger upfront deduction for the cost of new equipment. But companies whose sales are hurting may be reluctant to make big expenditures, putting those tax breaks out of reach. However, having said all this, the same rules regarding small business utilization contained in the Federal Acquisition Regulations apply to contracts involving economic stimulus money.

9. How can I identify which cognizant small business office has the requirements that meet a company's capabilities? Army – Go to www.sellingtoarmy.com, click on the "Tools" tab at the top of the page, then search by FSC, keyword (ex. wiring harnesses) or by location. The "Locations" tab at the top of the page will take you to the map which you can find a listing of all the Small Business Advisors within the Army by selecting "ALL" for the MACOM and "ALL" for the State. For the Missile Defense Agency - Go to <http://www.mda.mil/mdalink/html/sadbu.html> to learn more about how to do business with the Agency.

10. As a subcontractor on a defense contract, how can I ensure that my services are actually utilized?

The electronic Subcontracting Reporting System (eSRS) has launched, promising to create higher visibility and introduce more transparency into the process of gathering information on Federal subcontracting accomplishments. As part of the President's Management Agenda for Electronic Government, the Small Business Administration (SBA), the Integrated Acquisition Environment (IAE), and a number of Agency partners collaborated to develop the next generation of tools to collect subcontracting accomplishments. This government-wide tool is known as the eSRS. This Internet-based tool will streamline the process of reporting on subcontracting plans and provide agencies with access to analytical data on subcontracting performance. While there is not a means to enforce subcontracting, through eSRS we hope to have a better view on how the contractor is conducting subcontracting. That performance data can then be used during the source selection process for future competitive contracts or to assess performance against award fee criteria for small business utilization where it exists.

11. Are the opportunities used in Fed Biz Ops: Sources Sought and Request for Information – Opportunities that should be pursued or are they designated for an existing source?

When the Government is considering a procurement, but is not sure about specifications or methodologies, they often issue a Request for Information (RFI). An RFI provides you with an opportunity to make suggestions regarding what they should include in the future RFP if it goes forward. It also gives you an opportunity to show the customer that you are qualified, responsive, and helpful. Sometimes, responding to an RFI is required if you want to be able to respond to the future RFP. When this is the case, it will say so in the text of the announcement. Responding to RFIs is an excellent way to identify new business opportunities, find a point-of-contact, and establish a relationship with the customer before the RFP hits the street. Often, it can be many months from the release of an RFI to the release of an RFP, and not all RFIs will result in an RFP release. Sometimes Government procurement activities will use the results from RFI's to craft acquisition strategies such as whether or not to set-aside an acquisition for small businesses and to document their market research in regard to small business capability to do the required work.

12. What efforts are being taken to increase SB opportunities within the defense department?

Commerce Secretary Gary Locke and Small Business Administrator Karen Mills announced a government-wide plan that includes federal agency procurement officials holding or participating in more than 200 events over the next 90 days to share information on government contracting opportunities, including those available under the American Recovery and Reinvestment Act.

As part of the Commerce-SBA initiative, over the next 90 days:

- Federal agency procurement officials will hold or participate in more than 200 events to share information on government contracting opportunities, including those available under the American Recovery and Reinvestment Act.
- SBA and Commerce will expand their outreach to fellow contracting officials across the federal government, passing along best practices for outreach and education to every agency to ensure they have the tools they need to meet their annual contracting goals.
- Locke and Mills will promote small business contracting opportunities in remarks, events and discussions with small business groups across the country, including minority, women and veteran groups.

Beyond the next 90 days, Commerce and SBA will support, monitor and track the impact of these efforts going forward to help ensure the Administration is maximizing opportunities for small businesses.

Small business owners can find out about federal contracting opportunities by visiting www.fedbizopps.gov. Local Commerce and SBA officials are also available in local offices across the country to assist small businesses interested in contracting opportunities. Contact information for local offices can be found www.commerce.gov and www.sba.gov. The DoD Office of Small Business Programs has formulated several strategic plans to increase small business utilization across the Department. Among other things, the Department has implemented the Electronic Subcontracting Reporting System (eSRS) for all its small business subcontracting reporting requirements and this should give procurement offices across the Department unprecedented visibility into the

performance of our large business partners with regard to their small business subcontracting activities against the goals they signed up to in their contracts. For more information go to <http://www.acq.osd.mil/osbp/>.

13. Please comment on potential impact to small businesses from the conversion of more than 30,000 DoD contractor positions to civil servants positions (ref. Secretary Gates' action plan for DoD acquisition reform)

See answer to question number 1.

14. How is your agency (Army, MDA, and NASA) addressing the hubzone precedence over 8A and SDVOSB programs?

All DoD agencies are adhering to the OMB Guidance issued in July to continue to give active consideration to each small business program pursuant to their pre-existing contracting practices and "parity" policies.