



9th Annual Army Small Business Conference

“Army & Small Business: A Winning Partnership”

Los Angeles, CA

2-3 November 2005

AGENDA

Wednesday, 2 November 2005

Opening Remarks: GEN Benjamin S. Griffin, USA, Commanding General, (AMC)

Continuing Opportunities for Small Business, Hon Claude M. Bolton, Jr., Assistant Secretary of the Army (Acquisition, Logistics and Technology)

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

Thursday, 3 November 2005

The Outlook for the US Economy, Dr. Keith Hall, Chief Economist, US Department of Commerce

Panel: *"Industry Insights"*

- Operating & Marketing Your Small Business for Success, Ms. Madhu Beriwal, President, Innovative Emergency Management, Inc
- Performance Based Acquisition: Making it Real, Mr. Shaw Cohe, Senior Principal for Defense, Acquisition Solutions, Inc.

Panel: *"Challenges & Opportunities"*

- Guidelines for Partnering/Teaming and Getting Credit as a Small Business, Ms. Denise Benjamin, Assistant General Counsel for Contracting, Office of General Counsel, SBA
- Business Opportunities with Future Combat Systems, Mr. John Kelley, Director, FCS Supplier Management, The Boeing Company
- Update on HUBZone Program, Mr. Michael McHale, Associate Administrator for HUBZone Empowerment Contracting Program, SBA

Breakout Sessions:

- What You Need to Know Before You Team/Partner, Ms. January Dennison, President Technology Resource Consultants
- Tips and Opportunities Available for Small Business, Mr. Jim Regan, Director, Procurement Technical Assistance Program, GMU
- Small Business Innovative Research (SBIR) Opportunities, Ms. Susan Nichols, Program Manager and Major Kenneth Strayer, Deputy Program Manager, SBIR US Army RDEC
- The Route to ISO 9000 Qualification, Ms. Joan Ales, Chief, Weapons Product Quality Management Branch, US Army RDEC and Mr. Jay Jacobowitz, Team Leader, National Logistics Qualification Office, AMC

9TH ANNUAL ARMY SMALL BUSINESS CONFERENCE

**“ARMY & SMALL BUSINESS:
A WINNING PARTNERSHIP”**

AGENDA

PRESENTED BY:



NOVEMBER 2-3, 2005



**HILTON MCLEAN HOTEL AT TYSONS CORNER
MCLEAN, VIRGINIA
EVENT #6430**

9TH ANNUAL ARMY SMALL BUSINESS CONFERENCE

“ARMY & SMALL BUSINESS: A WINNING PARTNERSHIP”

Providing for the Nation's security requires an effective partnership between the Army and the small business community. Small business is “big business” in the Army. Last year, the Army awarded \$15.4 billion in direct contracts. Small businesses received an even greater amount in contracts with major defense firms. Despite having the smallest budget of the three military departments, the Army has awarded the highest dollar amount of prime contracts to small businesses for each of the last five years.

This conference is the only yearly event specifically aimed at all of the Army's small business contractors. It brings together leaders of the industry small business community and the government (Small Business Administration and Army) to discuss timely topics, including recent changes affecting small businesses. Participants will include key Army decision makers from the Pentagon to field commanders who conduct acquisitions. All the Army's major commands located in the United States will be represented. The conference provides a forum for open exchange of information and ideas between senior government officials and small business leaders.

The Business Opportunities Fair is an important part of the conference. Representatives from all of the Army's major buying commands will be present to discuss future opportunities for small businesses in their respective commands. In addition, representatives from the top 50 largest business defense contractors will be there to discuss small business opportunities with their firms. Army acquisition and technical personnel, and Small Business Specialists will be available to address individual contractor's questions and concerns.

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

The importance of continuing the Army-Small Business partnership will be an underlying theme of the conference.

OBJECTIVE & SCOPE

**9TH ANNUAL ARMY SMALL BUSINESS
CONFERENCE
“ARMY & SMALL BUSINESS:
A WINNING PARTNERSHIP”**

- 1:00 p.m. :** **Registration Opens**
- 3:00 p.m. :** **Administrative Remarks**
♦ *Mr. Lewis J. Ashley*, Ombudsman, US Army Materiel Command (AMC)
- 3:05 p.m. :** **Welcome**
♦ *Lt Gen Lawrence P. Farrell, Jr., USAF (Ret)*,
President & CEO, National Defense Industrial Association
- 3:10 p.m. :** **Opening Remarks**
♦ *GEN Benjamin S. Griffin, USA*, Commanding General, (AMC)
- 3:40 p.m. :** **Continuing Opportunities for Small Businesses**
♦ *Hon Claude M. Bolton, Jr.*, Assistant Secretary of the Army (Acquisition, Logistics and Technology)
- 4:15 p.m. :** **Break**
- 4:30 p.m. :** **Update on the State of the Army Small Business Program**
♦ *Ms. Tracey L. Pinson*, Director, Small and Disadvantaged Business Utilization, Office of the Secretary of the Army
- 5:00 p.m. :** **The Outlook for Small Business**
♦ *Mr. Stephen Galvan*, Deputy Administrator, US Small Business Administration
- 5:45 p.m. -** **Reception**
7:45 p.m. :

WEDNESDAY, NOVEMBER 2, 2005

**9TH ANNUAL ARMY SMALL BUSINESS
CONFERENCE
“ARMY & SMALL BUSINESS:
A WINNING PARTNERSHIP”**

- 7:00 a.m.:** **Registration and Continental Breakfast**
- 7:50 a.m.:** **Administrative Remarks**
♦ *Mr. Lewis J. Ashley*, Ombudsman, US Army Materiel Command
- 8:00 a.m.:** **Recognition of AMC Small Business Person of the Year**
♦ *Mr. Scott Crosson*, Associate Director, Small and Disadvantaged Business Utilization, US Army Materiel Command
- 8:05 a.m.:** **The Outlook for the US Economy**
♦ *Dr. Keith Hall*, Chief Economist, US Department of Commerce
- 8:40 a.m.:** **Panel: “Industry Insights”**
♦ *Ms. Madhu Beriwal*, President, Innovative Emergency Management, Inc.
- “Marketing Your Small Business for Success”
♦ *Mr. Charles H. Mather, Jr.*, Partner, Acquisition Solutions, Inc.
- “Performance Based Acquisition: Making it Real”
- 9:30 a.m.:** **Break**
- 9:45 a.m.:** **Panel: “Challenges & Opportunities”**
♦ *Ms. Denise Benjamin*, Assistant General Counsel for Contracting, Office of General Counsel, SBA
- “Guidelines for Partnering/Teaming and Getting Credit as a Small Business”

THURSDAY, NOVEMBER 3, 2005

**9TH ANNUAL ARMY SMALL BUSINESS
CONFERENCE
“ARMY & SMALL BUSINESS:
A WINNING PARTNERSHIP”**

- 9:45 a.m. :** **(Panel Continued)**
- ♦ **Mr. Steve Marion**, Senior Program Director, Supplier Management, FCS, The Boeing Company
 - “Business Opportunities with Future Combat Systems”
 - ♦ **Mr. Michael McHale**, Associate Administrator for HUBZone Empowerment Contracting Program, SBA
 - “Update on HUBZone Program”
- 10:40 a.m. :** **Panel: “Open Question Period”**
- Moderator:**
- ♦ **Mr. Jeffrey Parsons**, Director, Command Contracting, US Army Materiel Command
- Panelists:**
- ♦ **Ms. Marlene Cruze**, Executive Director, Acquisition Center, US Army Aviation and Missile Command
 - ♦ **Mr. Edward Elgart**, Principal Assistant Responsible for Contracting (PARC), US Army Communications-Electronics Command
 - ♦ **Mr. Daniel Mehney**, PARC, US Army Tank-Automotive and Armaments Command
 - ♦ **Mr. James Warrington**, Director of Contracting, US Army Research, Development and Engineering Command Acquisition Center
 - ♦ **Mr. James Loehrl**, PARC, US Army Field Support Command
- 11:45 a.m. :** **Lunch**

THURSDAY, NOVEMBER 3, 2005

**9TH ANNUAL ARMY SMALL BUSINESS
CONFERENCE
“ARMY & SMALL BUSINESS:
A WINNING PARTNERSHIP”**

Concurrent Activities

- | | |
|-------------------------------------|--|
| 12:45 p.m. -
3:45 p.m. : | Business Opportunities Fair
Each of the AMC major subordinate commands, the National Guard, and the following Army organizations: Army Contracting Agency; Corps of Engineers; Medical Command; and the Defense Contracting Command-Washington, will staff and operate a booth throughout the afternoon. Small Business specialists, procurement and technical personnel from these organizations will be available to discuss future business opportunities, and to address individual contractor concerns. |
| 12:45 p.m. -
3:45 p.m. : | Breakout Sessions - Special Interest Topics
The following topics will be presented during the afternoon. Presentations will begin at 12:45 p.m. with multiple topics running concurrently, each in a separate room, and repeated. Each session will take about 40 minutes with the time evenly divided for presentation comments/questions. |
- What You Need to Know Before You Team/ Partner*
 - ♦ *Ms. January Dennison*, President, Technology Resource Consultants, Inc.
 - Tips and Opportunities Available for Small Businesses*
 - ♦ *Mr. Jim Regan*, Director, Procurement Technical Assistance Program, George Mason University
 - Small Business Innovative Research (SBIR) Opportunities*
 - ♦ *Ms. Susan Nichols*, Program Manager, SBIR, US Army Research, Development and Engineering Command
 - The Route to ISO 9000 Qualification*
 - ♦ *Ms. Joan Ales*, Chief, Weapons Product Quality Management Branch, US Army Research, Development and Engineering Command
 - How Small Businesses Can Use Information Technology to Level the Playing Field*
 - ♦ *Ms. Ceci Albert*, Chief Engineer, Army Systems, Software Engineering Institute, Carnegie Mellon University

THURSDAY, NOVEMBER 3, 2005

Conference Registration

Conference Registration Fees are as follows:

	Regular	On-Site
	Until October 26, 2005	After October 26, 2005
All Attendees	\$ 260	\$300

The conference registration fee includes attendance at all sessions, continental breakfast, coffee breaks, lunch, reception, and administrative costs. Registrations will not be taken over the phone. Payment must be made at the time of registration. Please complete the attached registration form and fax it to (703)522-1885 or mail with your fee payable to: Event #6430, *National Defense Industrial Association, 2111 Wilson Boulevard, Suite 400, Arlington, VA 22201-3061.*

Online Registration

For more information or to register online, please visit: <http://register.ndia.org/interview/register.ndia?~Brochure~6430>. After the registration form is completed, you will then be prompted to review your information and press the SUBMIT button on the web page. After that, select the CONFIRM button once. **Online Registration will close on October 26, 2005.** Please register onsite after this date. You may also add yourself to the conference mailing list at this same site.

You may also download the registration form from the website and fax it to (703)522-1885, or mail it to NDIA, Event #6430, 2111 Wilson Boulevard, Suite 400, Arlington, VA 22201-3061. Payment must be received at the time of registration.

NDIA cannot accept registrations over the phone. Cancellations received before September 22, 2005 will receive a full refund. Cancellations received between September 22 and October 26, 2005 will receive a refund minus a cancellation fee of \$75. **NO refunds for cancellations received after October 26, 2005.**

SUBSTITUTIONS ARE WELCOME IN LIEU OF CANCELLATIONS!

CONFERENCE INFORMATION

Hotel Information

A block of rooms have been reserved at the Hilton McLean Hotel at Tysons Corner. To make your reservation, please call (703)847-5000 and make sure to ask for the NDIA room block. Rooms will not be held after Monday October 3, 2005, and may sell out before then. Rates are also subject to increase after this date.

Room Rates

	Single	Double
Government	\$166.00	\$166.00
Industry	\$179.00	\$179.00

The government per diem rate is available ONLY to active duty or civilian government employees. ID will be required upon check-in. Retired military or government civilians do not qualify for the government rate.

Driving Instructions

From Dulles International Airport to the McLean Hilton, the driving distance is 14 miles and takes approximately 20 minutes.

Directions: Take Dulles Toll Road east to Exit 17 (Spring Hill Road). After the toll, turn right onto Spring Hill Road. Then turn left at the first light onto Jones Branch Drive. The hotel is 1 mile on the left.

Super Shuttle - minimum charge is \$15.00

Taxi - minimum charge is \$25.00

From Reagan National Airport to the McLean Hilton, the driving distance is 13 miles and takes approximately 30 minutes.

Directions: Take George Washington Pkwy to 123 South towards McLean. After the 495 overpass, turn right on Tysons Blvd. (1st light after overpass). Make a right on Galleria Drive (1st light). Make a right onto Jones Branch Drive (1st light). The hotel is on the right.

CONFERENCE INFORMATION

Super Shuttle - minimum charge is \$15.00

Taxi - minimum charge is \$30.00

From Baltimore Washington International Airport to the McLean Hilton, the driving distance is 40 miles and takes approximately 50 minutes.

Directions: Take I-95 south to I-495 West towards Silver Spring/Northern Virginia, Exit 46A (123 south). Make a right on Tysons Blvd (1st light), then a right on Galleria Drive (1st light). Make a right onto Jones Branch Drive (1st light).

Super Shuttle - minimum charge is \$50.00

Taxi - minimum charge is \$70.00

Promotional Partner Opportunities

.....
Increase your company or organization exposure at this premier event by becoming a Promotional Partner. A Promotional Partnership (\$5,000) will add your company name to the back cover of the on-site brochure as well as main platform recognition throughout the conference, signage at all events including the opening reception, a 350 word organization description in the on-site brochure, and a hotlink from the conference webpage to your company website. For more information please contact Sam Campagna at (703)247-2544 or scampagna@ndia.org.

Proceedings

.....
Proceedings will be available on the web through the Defense Technical Information Center (DTIC), and will be available one to two weeks after the conference. You will receive notification via e-mail that proceedings are posted and available on the web.

Identification Badges

.....
During conference registration and check-in, each participant will be issued an identification badge. Please be prepared to present a

picture ID. Badges must be worn at all conference functions.

Attendee Roster

An attendee roster will be distributed at the conference. In order for your name to appear in the conference attendee roster, **you MUST register by October 26th, 2005**. There will be NO additional versions distributed after the conference.

ADA

NDIA supports the Americans with Disabilities Act of 1990. Attendees with special needs must call (703)522-1820 prior to October 26, 2005.

Attire

Appropriate dress for this conference is business attire for civilians and Class A uniform for military.

National Defense Magazine

Advertise in National Defense and increase your company's exposure at this conference! National Defense will be distributed to the attendees of this conference and all other NDIA conferences. For more information contact Dino Pignotti at (703)247-2541, Fax (703)522-4602 or via email at dpignotti@ndia.org.

Inquiries

For questions regarding the conference, contact **Carissa Mirasol** at (703)247-2588 or via email at cmirasol@ndia.org.

"The Department of Defense finds this event meets the minimum regulatory standards for attendance by DOD employees. This finding does not constitute a blanket approval or endorsement for attendance. Individual DoD component commands or organizations are responsible for approving attendance of its DoD employees based on mission requirements and DoD regulations."

9th Annual Army Small Business Conference
"Army & Small Business: A Winning Partnership"

McLean Hilton Hotel, Tysons Corner, VA
November 2-3, 2005 - Event #6430

National Defense Industrial Association
2111 Wilson Boulevard, Suite 400
Arlington, VA 22201-3061
(703) 522-1820 • (703) 522-4656 fax
www.ndia.org



- 3** Ways to sign up:
1. Online with a credit card at www.ndia.org
 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 (e.g. USMC, USA (Ret.) etc.) _____ Nickname (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.

Registration Fees

	Regular 8/10/05 to 10/26/05	Onsite After 10/26/05
All Attendees	<input type="checkbox"/> \$260	<input type="checkbox"/> \$300

By completing the following, you help us understand who is attending our meetings.

Primary Occupational

Classification. Check ONE.

☐ A. Defense Business/Industry

☐ B. R&D/Laboratories

☐ C. Army

☐ D. Navy

☐ E. Air Force

☐ F. Marine Corps

☐ G. Coast Guard

☐ H. DOD/MOD Civilian

☐ I. Gov't Civilian (Non-DOD/ MOD)

☐ J. Trade/Professional Assn.

☐ K. Educator/Academia

☐ L. Professional Services

☐ M. Non-Defense Business

☐ N. Other _____

Current Job/Title/Position.

Check ONE.

☐ A. Senior Executive

☐ B. Executive

☐ C. Manager

☐ D. Engineer/Scientist

☐ E. Professor/Instructor/Librarian

☐ F. Ambassador/Attaché

☐ G. Legislator/Legislative Aide

☐ H. General/Admiral

☐ I. Colonel/Navy Captain

☐ J. Lieutenant Colonel/
Commander/Major/
Lieutenant Commander

☐ K. Captain/Lieutenant/Ensign

☐ L. Enlisted Military

☐ O. Other _____

Cancellations received on or before October 26, 2005 will receive a refund minus a cancellation fee of \$75. No refunds for cancellations received after October 26, 2005. **Substitutions are welcome in lieu of cancellations!**

Payment Options

☐ Check (payable to NDIA)

☐ Cash

☐ Government PO/Training Form # _____

☐ VISA

☐ MasterCard

☐ American Express

☐ Diners Club

Questions?

Contact Carissa Mirasol,
Meeting Planner
(703) 247-2588 email: cmirasol@ndia.org
NDIA, Event #6430
2111 Wilson Boulevard, Suite 400
Arlington, VA 22201
Fax to: (703) 522-1885

Mail to:

Fax to:

Credit Card Number _____ Exp. date _____

Signature _____



**2111 Wilson Boulevard, Suite 400
Arlington, Virginia 22201**

**9th Annual Army Small Business Conference
"Army & Small Business: A Winning Team"
November 2-3, 2005**



Joan Ales
Jay Jacobowitz

U.S. Army
RDECOM-ARDEC

ISO 9001:2000
Quality Standard
3 November 2005



ISO 9000 Series

A Family of Documents

ANSI/ISO/ASQ 9000:2000

Fundamentals and vocabulary

ANSI/ISO/ASQ 9001:2000

Requirements

ANSI/ISO/ASQ 9004:2000

**Guidelines for performance
improvements**



WHAT IS ISO 9001:2000?

A compilation of system and process improvements that an organization would have to establish, document, implement and maintain if that organization were to be considered capable of meeting customer requirements and sustaining continuous performance improvement.

Applies to manufacturing and service industries.

Emphasis is placed on

- Continual improvement
- Customer focus (satisfaction)
- Management responsibility
- Process control



ISO 9001:2000

Model for a business management system that works other business management systems to achieve high organizational performance – the “way of doing business in the new century.”



ISO 9001:2000

Why do it?

To make certain that your Quality (Business) Management System provides products and services that meet your Customers' needs and will continually improve in its ability to do so consistently into the future.



THE EIGHT QUALITY MANAGEMENT PRINCIPLES

(ISO 9001-2000)

Customer Focus

**Systems Approach
To Management**

Leadership

Continual Improvement

**Involvement of
People**

**Factual Approach
To Decision Making**

Process Approach

**Mutually Beneficial
Supplier Relationship**



ISO 9001:2000 CONTENTS

Sections

Section 0 - Introduction

Section 1 - Scope

Section 2 - Normative Reference

Section 3 - Terms and Definitions

Section 4 - Quality Management

Section 5 - Management Responsibility

Section 6 - Resource Management

Section 7 - Product Realization

Section 8 - Measurement, Analysis, and Improvement

QUALITY MANAGEMENT SYSTEM DOCUMENTATION



A pyramid diagram representing the hierarchy of Quality Management System (QMS) documentation. The pyramid is divided into four horizontal layers. The top layer is the smallest, and each subsequent layer below it is progressively larger. The layers are labeled from top to bottom: Quality Manual, Documented Procedures (Specific Requirements), Work/Job Instructions (Quality Plans/SOPs/Processes), and Records (Objective Evidence). The pyramid is light blue with black outlines. The text is in a serif font, with the main titles in red and the subtitles in black.

**Quality
Manual**

Documented Procedures
(Specific Requirements)

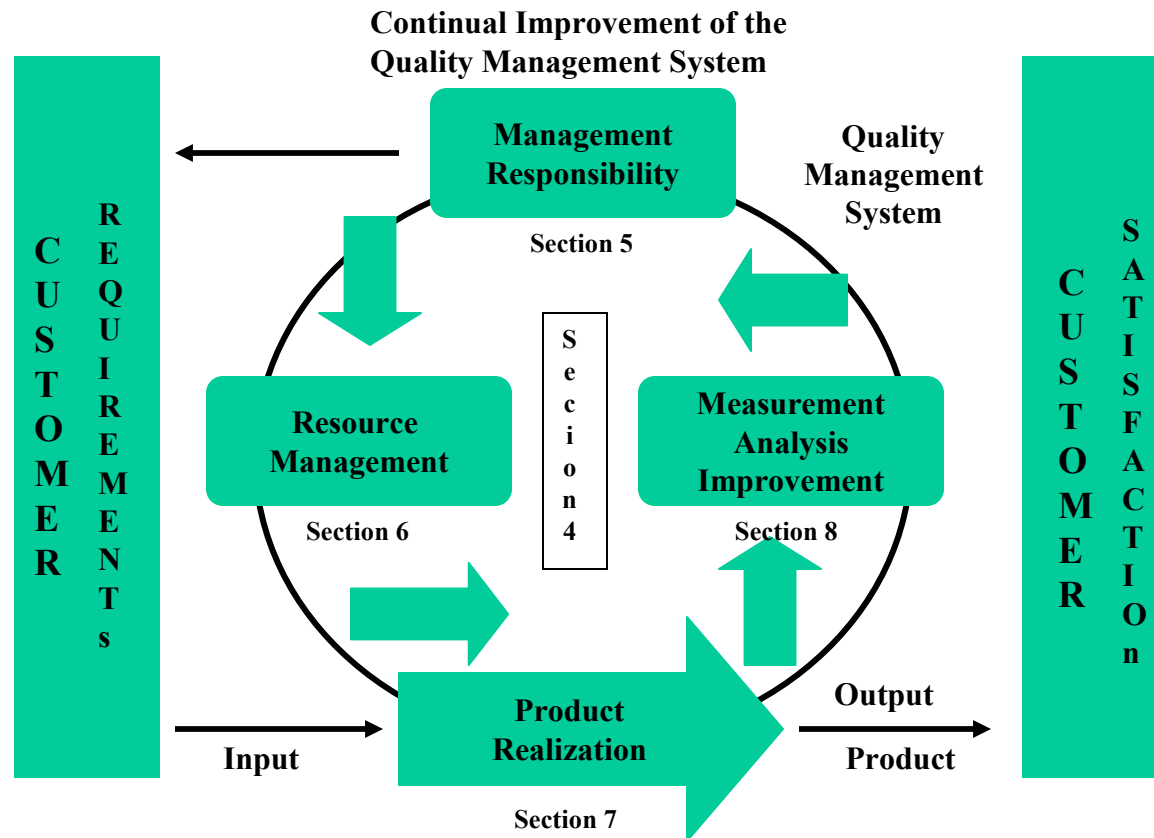
Work/Job Instructions
(Quality Plans/SOPs/Processes)

Records
(Objective Evidence)



PROCESS APPROACH

- The standard promotes a “process approach” when developing, implementing and improving the effectiveness of a Quality Management System
- Interaction of processes and their management can be referred to as a “process approach”
- Any activity transforming inputs into outputs can be considered as a process
- The organization must identify, document and manage various linked processes





CERTIFICATION

ANSI/ASQ Accreditation Board (ANAB)

**Commercial entity performs 3rd Party
Audits as a ANAB Registrar**

Fee for Service - \$\$\$\$\$

**ANAB registration recognized world
wide**



COMPLIANCE

3rd Party registration is not required

**Army requires qualification and
surveillance audits**

**Compliance usually recognized DOD
wide**

**3rd Party registration is not a substitute
For Government oversight**



FINAL THOUGHTS

Quality Management System

Say what you do

Do what you say

Prove it

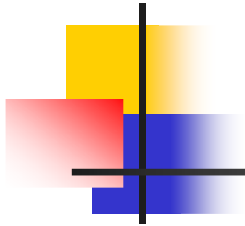
&

Improve it



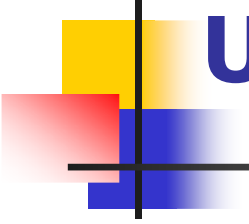
Teaming Arrangements

Denise M. Benjamin
Assistant General Counsel
U.S. Small Business Administration



Objectives

- Provide basic information on:
 - ❖ WHAT is a contractor teaming arrangement
 - ❖ WHY teaming arrangements may be beneficial
 - ❖ HOW to use teaming arrangements consistent with SBA's small business contracting programs



Definition of Teaming Arrangement Under FAR 9.601(a)

- Companies form a partnership or joint venture to serve as a potential prime contractor
- A potential prime contractor agrees to have one or more companies act as its subcontractor



Advantages of Teaming Relationships

- Mitigate the effects of contract bundling
- Leverage capabilities and capital
- Share or reduce risks
- Obtain experience in new markets or industries
- Receive credit for subcontracting with various categories of small businesses



Major Categories of Teaming Relationships

- Traditional prime/subcontractor arrangement
- Joint ventures



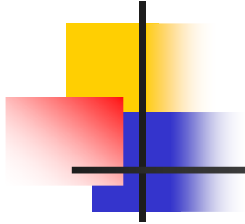
Joint Ventures

- Distinguishing characteristics include:
 - ❖ Co-management
 - ❖ Sharing of profits and losses
 - ❖ Limited duration



Advantages of Joint Ventures

- Enables companies lacking capacity or diversity to compete for large contracts
- Each party may have voice in management
- Each party shares in profits
- The parties have privity of contract with the government



Basic Requirements

- Limitation on duration of joint venture
- Joint ventures must comply with applicable size standards to participate in SBA's small business preference programs



Limitations on Duration of Joint Venture Relationship

- Joint ventures cannot be an ongoing permanent arrangement
- SBA promulgated new regulations allowing the same joint venture to compete for up to 3 specific or limited purpose contracts over a 2-year period



Size Standard Requirement

- The general rule is that joint venture members are deemed affiliated for SBA size rules
- SBA promulgated regulations providing an exception to this rule for large and/or bundled contracts



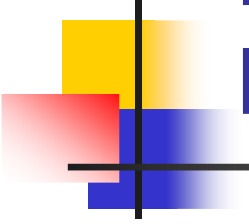
Joint Ventures for 8(a) Contracts

- At least one member must be an 8(a) participant
- Generally all members must qualify as small for the procurement
- SBA must approve the joint venture agreement
- The 8(a) firm must manage the joint venture
- An employee of the 8(a) firm must be the project manager
- The 8(a) firm must receive at least 51% of profits



Joint Ventures for HUBZone Contracts

- All members must be certified HUBZone firms
- All members must qualify as small unless the contract meets the size requirements discussed above



Joint Ventures for Service-Disabled Veteran-Owned Small Business (SDVOSB) Contracts

- At least one member must be a SDVOSB
- All members must qualify as small for the procurement
- Must operate under a joint venture agreement that includes specific terms



Points to Remember

- The specific goals and objectives of the business relationship influence the type of teaming arrangement that is most advantageous to your firm
- Teaming arrangements may affect small business size status under SBA's rules of affiliation
- Teaming arrangements are business relationships with resulting legal implications



Relevant SBA Websites

- SBA – www.sba.gov
- HUBZone – www.sba.gov/hubzone
- SDB – www.sba.gov/sdb
- 8(a) – www.sba.gov/8abd
- SBA Offices of Government Contracting
– www.sba.gov/GC/indexcontacts.html
- Women: www.womenbiz.gov



Operating and Marketing Your Small Business

November 3, 2005



IEM Corporate Overview

- ~300 scientists, engineers, civilian & military defense experts, former state and county emergency management directors and managers, first responders, software developers and testers, database developers
- Think Tank for DHS, Federal agencies, DoD, state and local governments, industry & international concerns
- 21st year in operation



*IEM Corporate Headquarters in
Baton Rouge, LA*

•Awards and Recognition

- 2005 **Profiles in Progress** Award
- 2004 GOVSEC **Profiles in Innovation** Award
- 2004 **Business Leader** of the Year
- 2003 Louisiana **Technology Leader of the Year**
- 2003 **Lantern** Award (LA Economic Development)
- 2001 DCI **Portal Excellence** Award Finalist
- 2001 Louisiana **Technology Company of the Year**
- 2000 Cogswell **Industrial Security** Award
- 2000 National **Reinventing Government** Hammer Award
- Member, Defense Science Board for Intelligence on Terrorism
- Moderator, DTRA Chemical and Biological Modeling and Simulation Futures Panel



Markets and Customers

Federal Government



FEMA



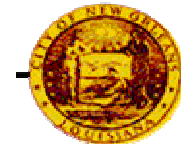
DOD



State



Local



Industry



OXYCHEM



Necessary Foundation for Success

- **Passion**
- **Vision**
- **Quality**



Keys to Succeeding



- **Get involved and be visible**
 - Join local industry groups
 - Form your own groups
- **Focus on the customer not your product or service**
 - What do your customers really need?
- **Seek feedback on your work**
 - Internal feedback
 - Customer feedback

Growing Your Business

- **Take advantage of small business opportunities**

- 8(a) set-asides
- General Services Administration (GSA) contracts

- **Develop a bidding strategy**



Growing Your Business

- **Prime whenever possible**
 - Large companies often willing to be subcontractors
- **Subcontract to large companies for large contracts**
 - Provide high-quality, visible service
 - Put your best foot forward with the prime



Marketing to Government & Large Businesses

- **Identify strategic targets**
- **Build relationships**
- **Market benefits not capabilities**
- **Leverage 8(a) status**



Madhu Beriwal

President and CEO

IEM

8555 United Plaza Blvd.,

Suite 100

www.iem.com

Managing Risk in a Complex World



Ninth Annual Army Small Business Conference

Continuing Opportunities for Small Businesses

The Honorable Claude M. Bolton, Jr.
Assistant Secretary of the Army
(Acquisition, Logistics and Technology) and
Army Acquisition Executive
November 2, 2005

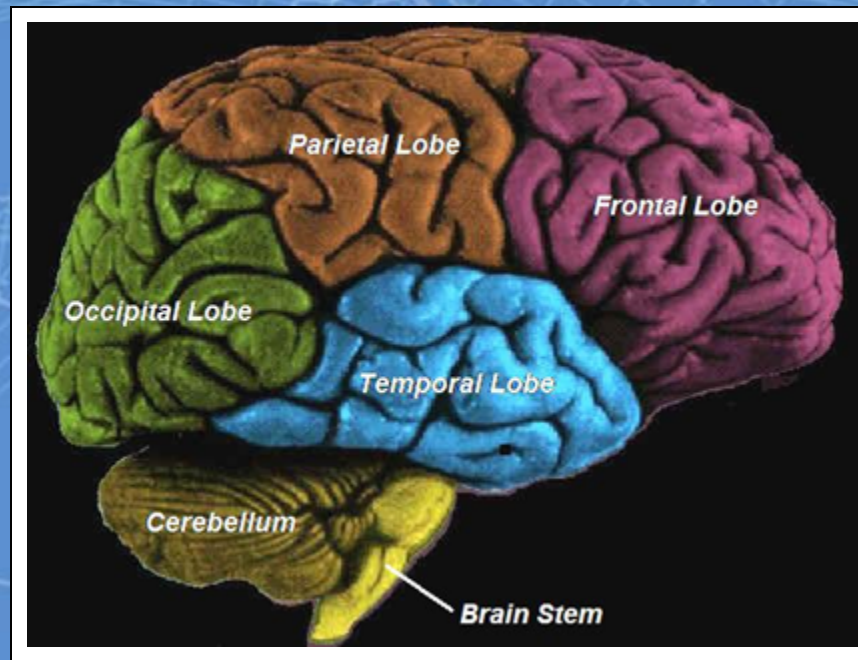
An Amazing Set of Facts

The Human Brain

Computational Power = 10^{16} cycles per second

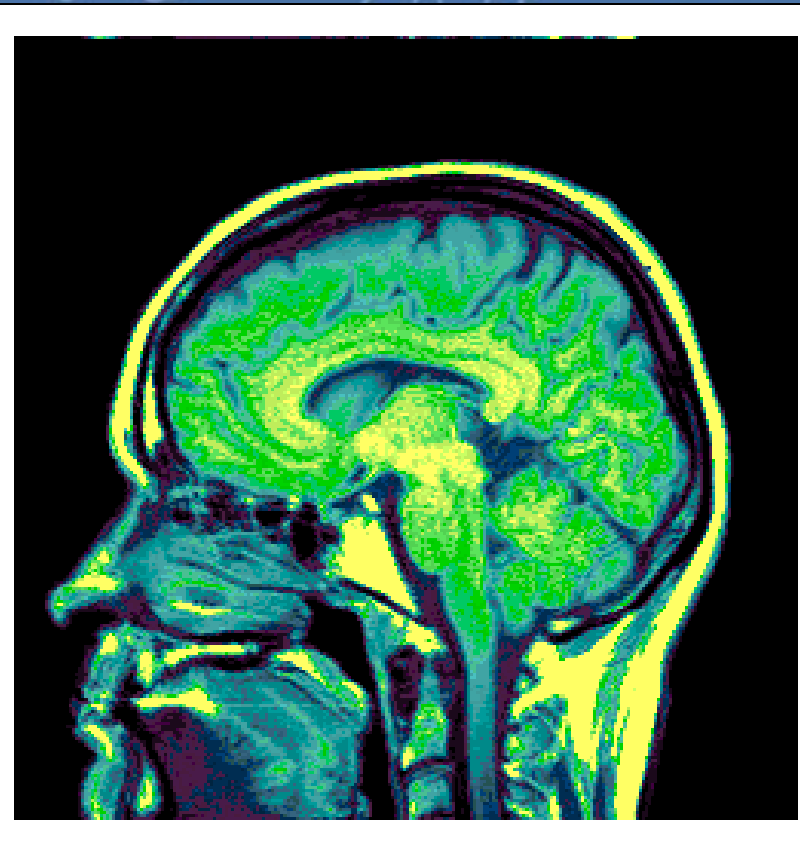
Weight = 4 lbs.

Volume = 0.06 cubic feet



Trivia Question

How Many Watts Of Power Does The Human Brain Consume?



Trivia Answer

15 Watts

Bluegene Is The Most Powerful Supercomputer.

Computational Power = 10^{15} cycles per second

Weight = 100,000 lbs.

Volume = 5000 cubic feet



Power Required = 2,000,000 Watts

(Data provided by Lawrence Livermore National Laboratory)

Challenges

- 
- **Provide the Soldier**
 - **Right Product**
 - **Right Time**
 - **Right Place**
 - **Right Price**
 - **Focus Areas**
 - **Programs**
 - **People**
 - **Production**
 - **Improvement**

Rapid Fielding Initiative

Equipment Items Fielded to *All* Soldiers

Wick-Away Sports Bra



Close Combat Optics



Nomex Glove System



M4/M16 & M9 Magazine



MOLLE Accessories (BCT Item)



Combat Belt



Improved Hot Weather Desert Boot & Infantry Combat Boot Type II



Ballistic Eyewear Protection And Goggles



Advanced Combat Helmet, Cover & Mount



Hydration System



Moisture Wicking T-Shirt



Knee & Elbow Pads (BCT Item)



COTS Socks



Cold Weather Cap

Black Fleece Bib



Silk Weight Underwear



Rapid Equipping Force (REF)

REF IS an Innovative Provider of State-of-the-Art Equipment Not Available to Commanders Through the Regular Fielding Process.



PACKBOT



Translators



Wellcam

Network-Centric Stryker Brigades

**Infantry
Carrier
Vehicle**



**Mobile Gun
System**



**Commander's
Vehicle**



**Medical
Evacuation
Vehicle**



**Reconnaissance
Vehicle**



**Engineer Squad
Vehicle**



**Anti-Tank Guided
Missile Vehicle**



**Mortar
Carrier**



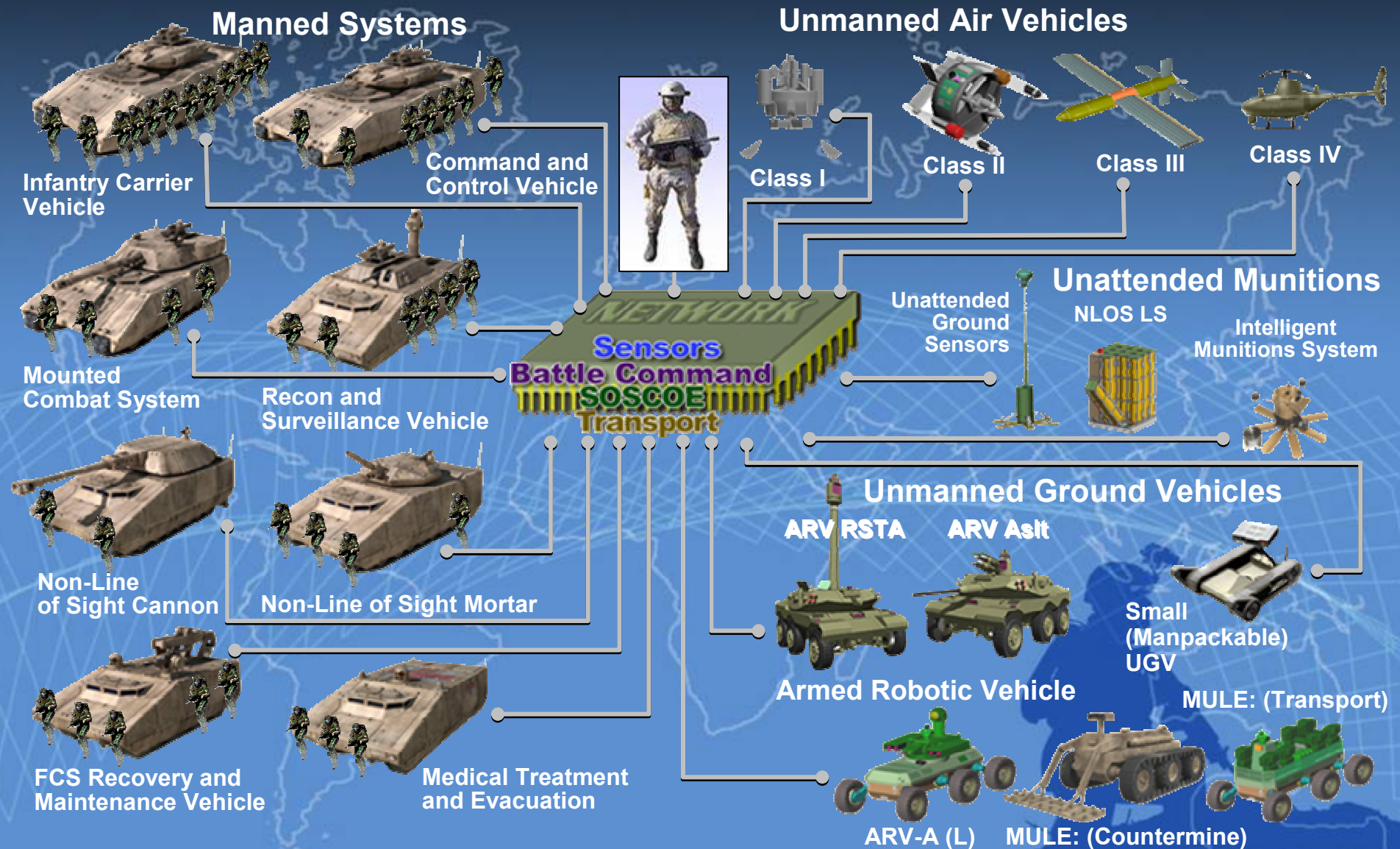
**Fire Support
Vehicle**



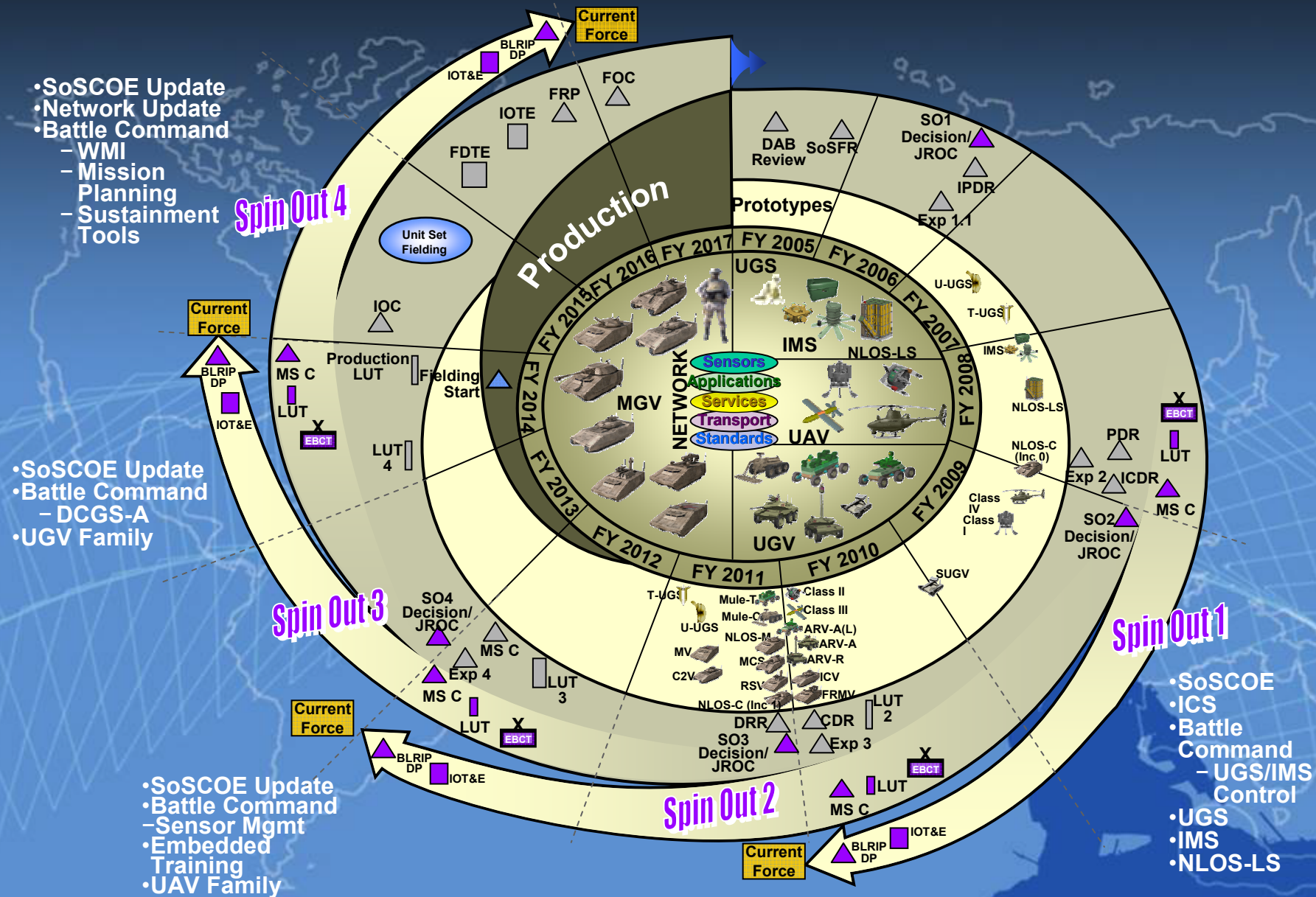
**Nuclear, Biological,
Reconnaissance Vehicle**



FCS Increment 1

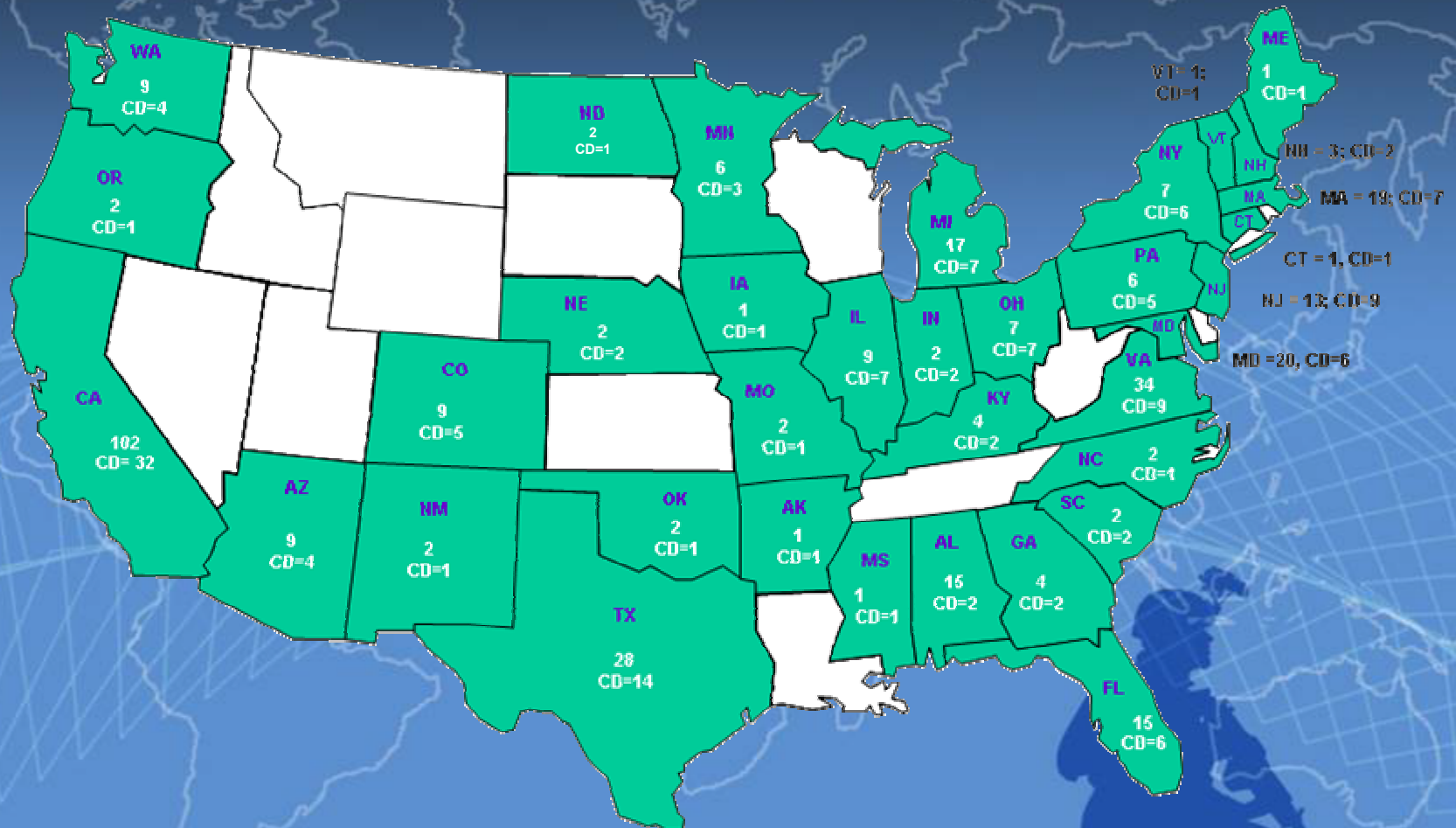


PM UA System of Systems Schedule



FCS One Team Industry Base

35 States, 159 Congressional Districts, 362 Suppliers






Best of Industry Across the Nation

Small Business Performance Partners – As of 31 Mar 2005 (Current Period)

Category	SB	SDB	WOSB	HUBZSB	VOSB	SDVOSB
Program Goal	17.5%	3.5%	2.5%	0.3%	1.5%	0.2%
As of March 2004	\$ 48,170,426	\$ 8,412,789	\$ 4,622,229	\$ 605,973	\$ 16,598,747	\$ 5,226,250
Commitment Percentage	16.9%	2.9%	1.6%	0.2%	5.8%	1.8%
\$ as of March 2005	\$ 125,980,861	\$ 15,982,605	\$ 12,016,365	\$ 2,309,963	\$ 35,440,225	\$ 11,979,935
Commitment Percentage	16.5%	2.1%	1.6%	0.3%	4.6%	1.6%
\$ as of September 2005	\$ 237,620,977	\$ 36,427,721	\$ 25,899,058	\$ 4,332,556	\$ 58,559,727	\$ 24,093,421
Commitment Percentage	13.2%	2.0%	1.4%	0.2%	3.2%	1.3%

SB Small Business
SDB Small Disadvantaged Business
WOSB Woman owned Small Business
HUBZSB Hub Zone Small Business
VOSB Veteran Owned Small Business
SDVOSB Service Disabled VOSB

 Better than Goal
 Better than 60% of Goal
 Less than 60% of Goal

Data is from most recent (May 2005) LSI semi-annual Small Business Subcontracting Report

Things On My Mind

How Do We Know We Are Meeting The Spirit and Intent of The Law?

- **DD Form 350**
Individual Contracting Action Report
- **DD Form 1057**
Monthly Summary of Contracting Actions

Army Prime Contract Awards

	DOLLARS (M\$)		NAT'L GOAL		% ACHIEVED	
	FY04	FY05	FY04	FY05	FY04	FY05
US Business	\$55,493	\$68,672				
Small Business	\$15,471	\$19,670	23.00%	23.00%	27.90%	28.60%
Small Disadvantaged Business	\$5,005	\$6,431	5.00%	5.00%	9.00%	9.40%
Women-Owned SB	\$2,029	\$2,484	5.00%	5.00%	3.70%	3.60%
HUBZone Small Business	\$1,573	\$2,117	3.00%	3.00%	2.80%	3.10%
Service Disabled Veteran-Owned SB	\$233	\$443	3.00%	3.00%	0.40%	0.60%

Things On My Mind

Are We Better Off Today Because of Small Business?

- **More than 25 million small businesses in America**
- **Supplied over 23 percent of the total value of federal prime contracts in FY 2004**
- **Produced 13 to 14 times more patents per employee than large patenting firms**
- **Employs 41 percent of high tech workers**
- **Pays 45 percent of total U.S. private payroll**

The Process

CAPABILITY
NEED

RESOURCES

ACQUIRE
DEVELOP
CONTRACT
TEST
PRODUCE
FIELD

OPERATE/
SUSTAIN
UPGRADE/
MODERNIZE
FMS

RETIRE
DEMIL

acquisition
ACQUISITION



D O T L M P F



Doctrine, Organizations, Training, Leader Development, Materiel, Personnel, Facilities





Performance Based Acquisition

November 3, 2005

Army Small Business Conference

Acquisition Solutions, Inc
Shaw Cohe



Performance Based Acquisition

“Means structuring all aspects of an acquisition around the purpose of the work to be performed with the contract requirements set forth in clear, specific and objective terms with measurable outcomes as opposed to either the manner by which the work to to be performed or broad and imprecise statements of work.”

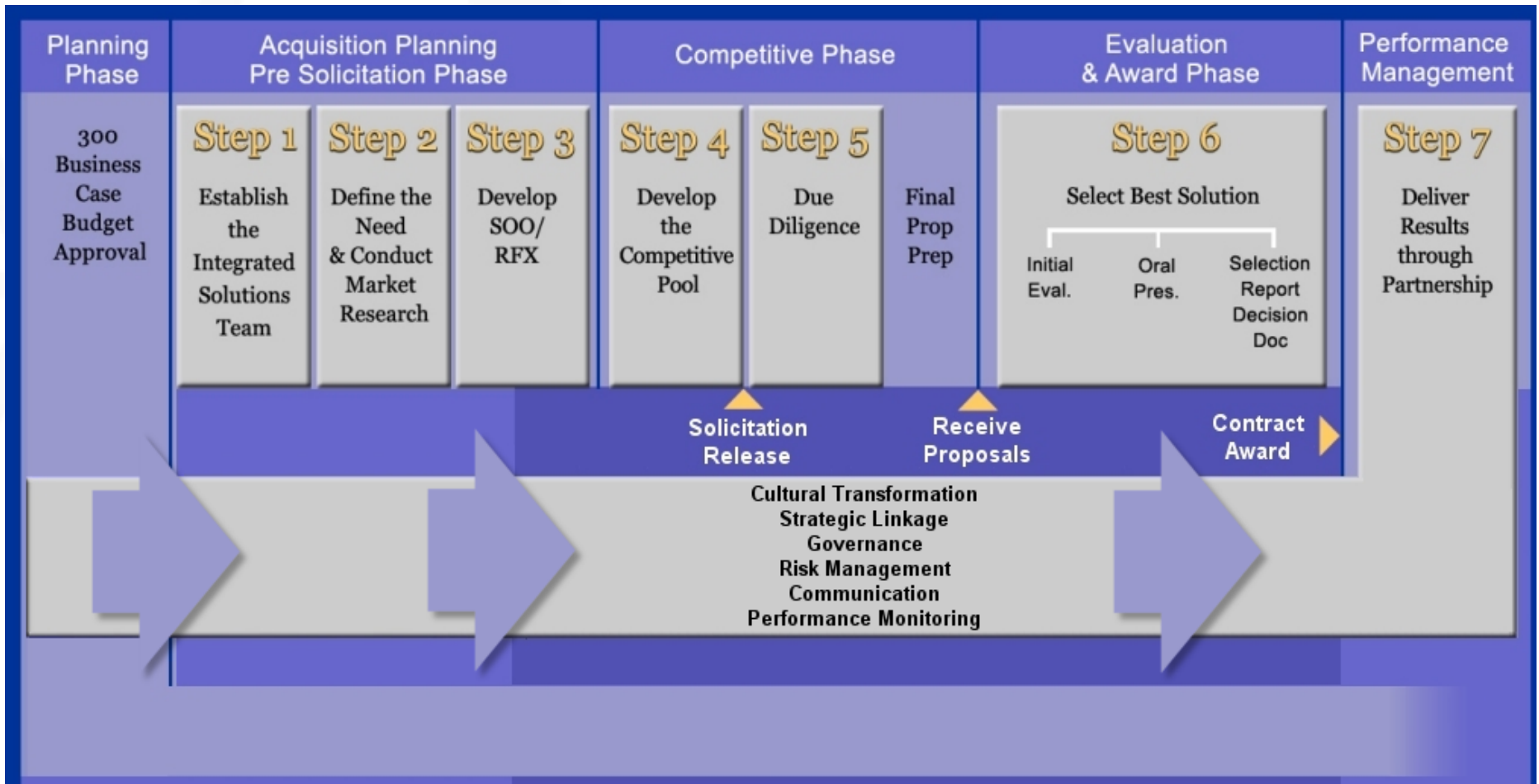
Stop Buying Compliance – Start Buying Results



How You Buy Changes What You Buy

- **Essence of Performance Based**
 - **Stop Buying Compliance – Start Buying Results**
- **Changes Acquisition Dynamics**
 - **Government Understands Problem to Be Solved**
 - **Industry Understands Solutions**
- **7 Steps - Statement of Objectives**
 - **Shared Goals and Objectives**
 - **20 Major Programs \$16 billion**

Seven Steps

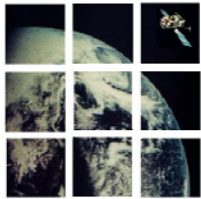




Performance Based Acquisition

***“Never tell people how to do things.
Tell them what to do and they will
surprise you with their ingenuity.”***

-- General George S. Patton



Technology Research
Consultants, Inc.

A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business



What You Need to Know Before You Team/Partner

Presented to

9th Annual

Army Small Business Conference

Presented By

Technology Research Consultants, Inc.

dennison@trc-hq.com

November 8, 2005



Technology Research
Consultants, Inc.

Manufacturing & Integration DOD Prime Contractor

A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business

- Veteran, Disadvantaged, Woman Owned Small Business
- Established in June 2002
- 8(a) Certification Granted: October 2002
- 2004 Sales: \$6.3M Orders: \$25.2M
- 2005 Sales: \$13.6M Orders: \$46.2M

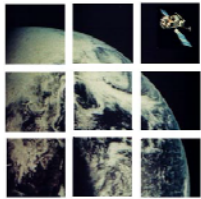
NAICS Codes: 334511,
541511, 514210, 514191,
541513, 541330, 541210,
541330, 336411, 541710

Locations

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

- ★ Bushnell, Florida
- ★ Alexandria, Virginia
- ★ Opening 3 Sites - 2006

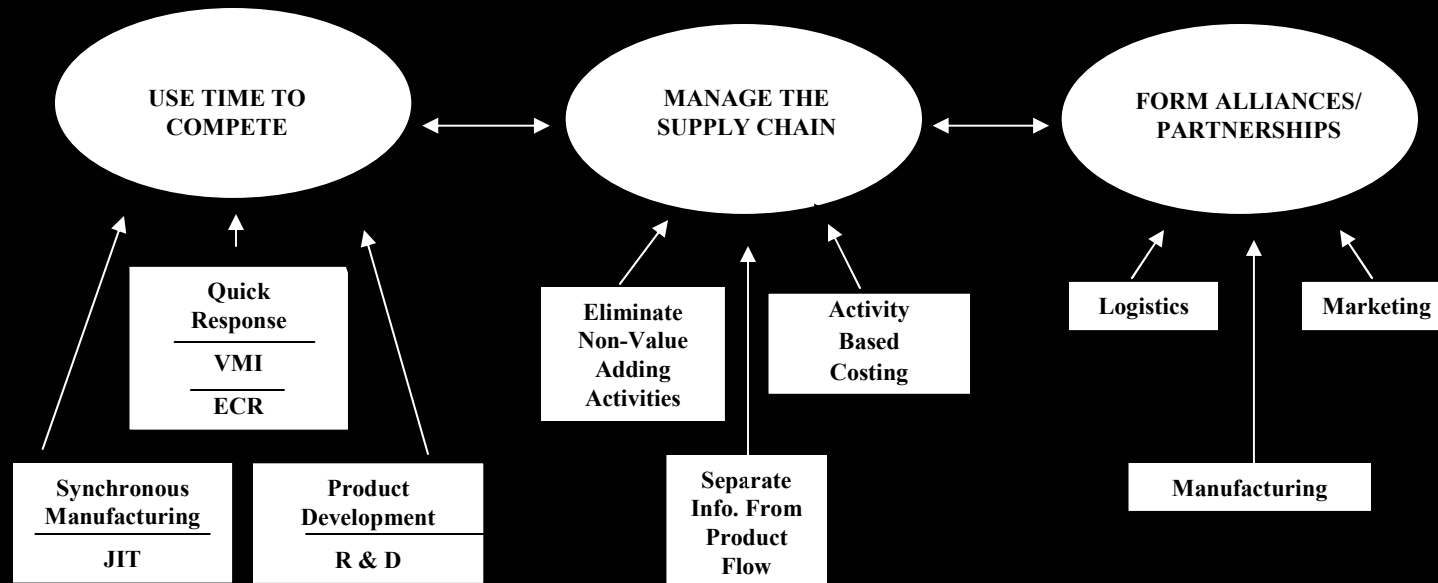




Technology Research
Consultants, Inc.

A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business

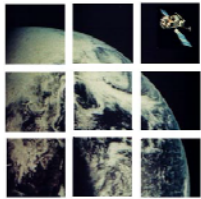
TO PRIME DOD CONTRACTS SMALL BUSINESSES MUST:



TQM

Business Reengineering

Single Source Solutions

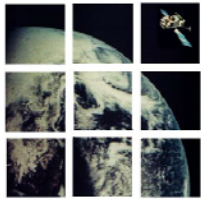


Technology Research
Consultants, Inc.

A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business

TIE ALLIANCE STRATEGIES TO THE CORPORATE BUSINESS PLAN





Teaming/Alliance Considerations

Customer Service

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

Economics/ Costs

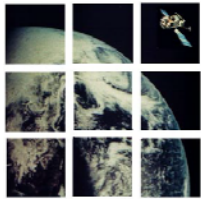
- Productivity Gains
- Improved Cost Controls
- Economies of Scale
 - Labor, Insurance
 - Overhead
 - Purchasing Power
 - Asset Utilization

Business Reengineering

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

Quality

- Variability
- Damage
- Information
- Customer Interfaces



Technology Research
Consultants, Inc.

A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business

PARTNERSHIP SELECTION PROCESS

IDENTIFY GOALS

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

IDENTIFY REQUIRED SERVICES

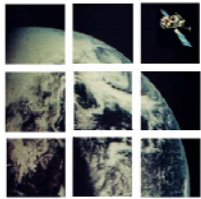
Inbound
Transportation
JIT Pickup /
Delivery
Information
Systems
Ordering Admin
Import/Export
Activities
Production /
Assembly

IDENTIFY SPECIFIC OBJECTIVES

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

DETERMINE SELECTION CRITERIA

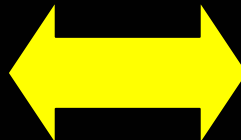
Size of Firm
Financial
Performance and
Stability
Efficiency of
Operations
Capacity
Experience / Past
Performance Record
IT & Quality
Organizations
Compatibility of
Corporate Cultures



Managing Long Term Partnerships

Key Factors

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



Identify Partner's Major Expectations



Identify Barriers to a Successful
Long Term Partnership



Mutually Identify and Set Performance
Standards



Monitor and Measure Performance



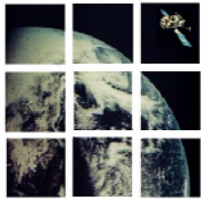
Evaluate Variances/Gaps



Communicate Problems and
Performance Levels



Create Environment Based on
Mutual Trust



Technology Research
Consultants, Inc.

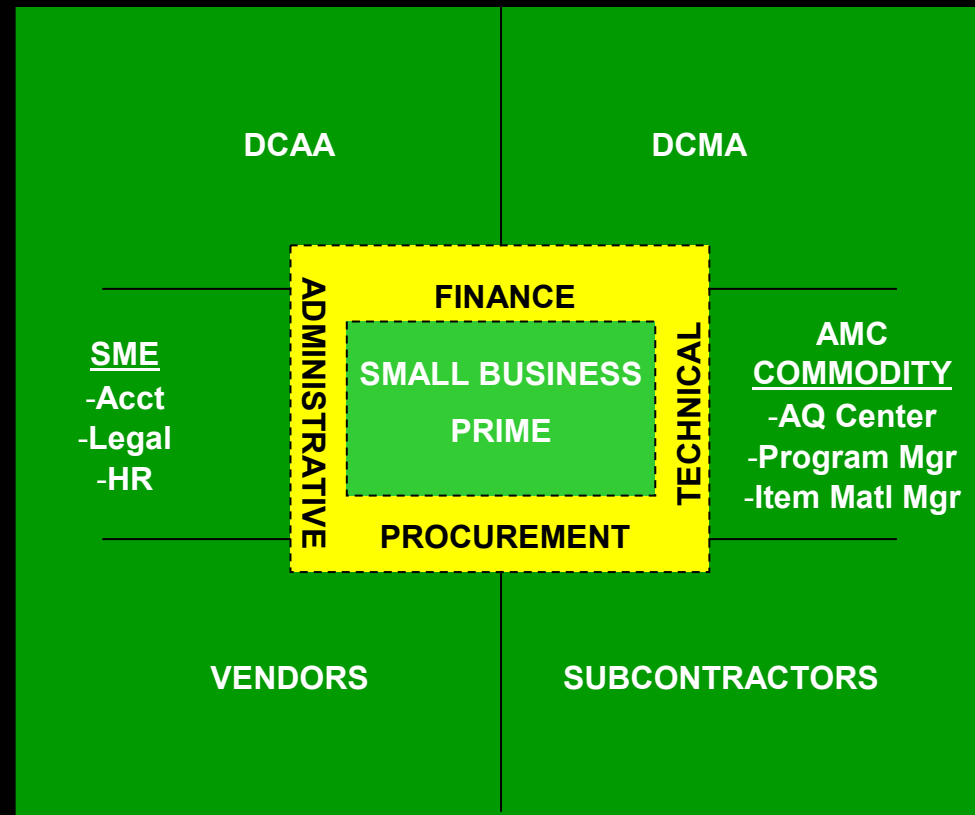
A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business

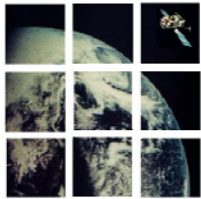
SB PRIMES FACE:

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

AMC – AN ACQUISITION
ENVIRONMENT ENCOURAGING
SMALL BUSINESS TEAMING

THE SEAMLESS PARTNERSHIP





Technology Research
Consultants, Inc.

A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business

Small Business Benefits

- Infrastructure Support
- Larger Contract Award \$'s
- Lower Cost of Capital
- Increase Facility Capacities
- Subsidized Marketing Costs

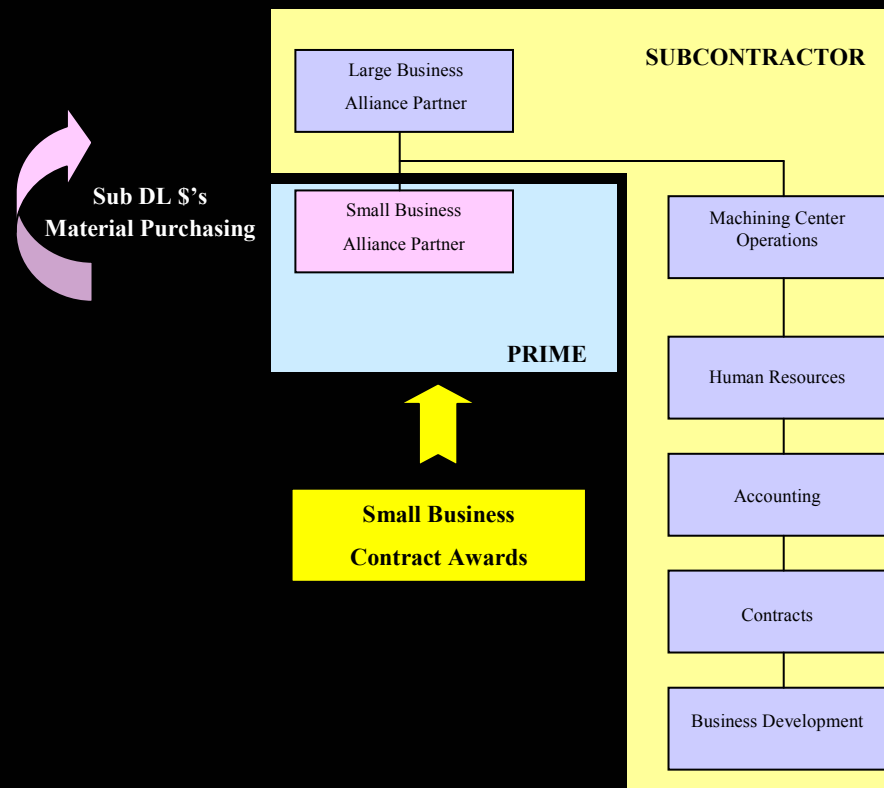
Large Business Benefits

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

Alliance Benefits

- Innovative Cost Pool
- Leverages Core Competency Synergies

ALLIANCE EXAMPLE





Technology Research
Consultants, Inc.

A Veteran Woman Owned Small Disadvantaged Manufacturing & Integration Business

Question and Answer Session

Sample SBA Approved Large Business / Small Business Teaming Agreement at

www.trc-hq.com

Special Recognition and Thanks Given To:



University of Alabama

dmiller@proctr.cba.ua.edu



ARMY SMALL BUSINESS CONFERENCE

**"ARMY & SMALL BUSINESS:
A WINNING PARTNERSHIP"**

2 November 2005

GEN Benjamin S. Griffin



"Need to be faster, more agile, less bureaucratic - Need to fight this every day"

AMC Associate & Assistant Directors with Commanders



Numbers represent FY 05 authorizations

Heavy Metal Logistics Video

Mission

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



**“If a Soldier shoots it, drives it, flies it, wears it, or eats it,
Army Materiel Command provides it.”**



"Need to be faster, more agile, less bureaucratic - Need to fight this every day"

AMC Commanders and Deputies

Chemical Materials Agency

Mr. Michael Parker

COL Peter Cooper



Civilian 2,448 | Military 12

Tank-automotive & Armaments Command LCMC

MG Mike Lenaers

Mr. Jack Dugan



Civilian 11,241 | Military 99

Army Field Support Command

MG Jerome Johnson

Mr. Scott Welker



Civilian 5,530 | Military 209

Army Materiel Command

LTG William E. Mortensen

Ms. Kathryn Szymanski

CSM Daniel K. Elder



Civilian 800 | Military 72

Presence:

Locations – 149

States – 43

Countries – 55

Personnel: 48,966

Total AMC in SWA – 57,279

Aviation and Missile Command LCMC

MG James Pillsbury

Dr. Richard W. Amos



Civilian 8,246 | Military 208

Communications-Electronics LCMC

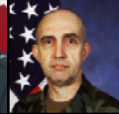
MG Michael R. Mazzucchi



Mr. Victor J. Ferlise



Mr. Edward T. Bair



BG Nickolas Justice

Civilian 6,854 | Military 95

Research, Development & Engineering Command

MG Roger Nadeau

Dr. Robin Keese

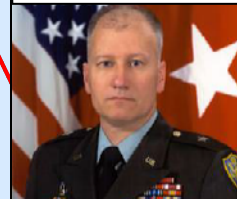


Civilian 12,046 | Military 246

US Army Security Assistance Command

BG Clinton Anderson

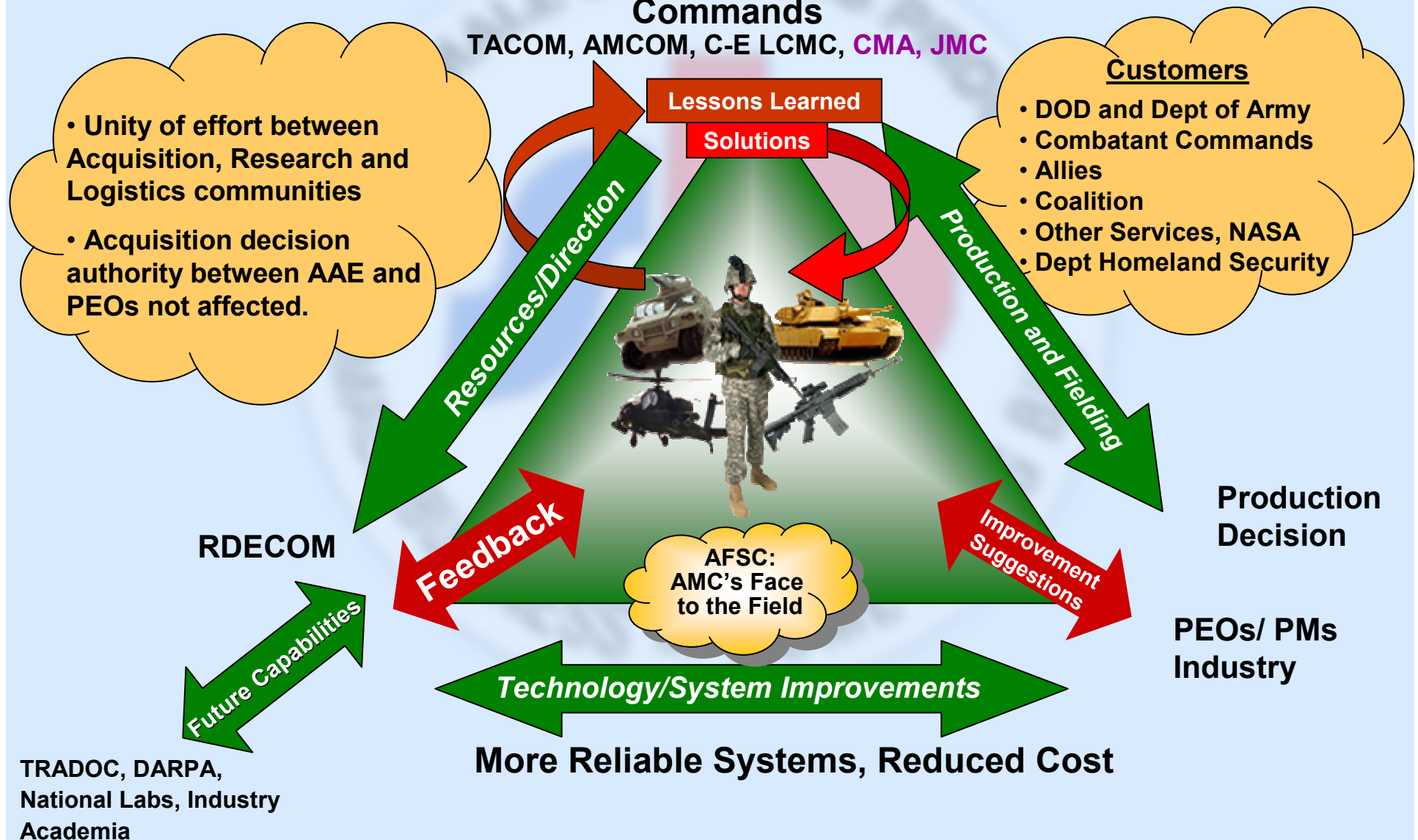
Mr. Rick Alpaugh

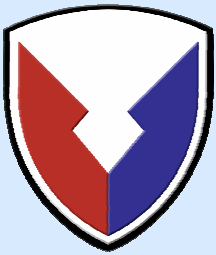


Civilian 560 | Military 50

Life Cycle Management Commands...Soldier Focused

AMC Life Cycle Management
Commands
TACOM, AMCOM, C-E LCMC, **CMA, JMC**



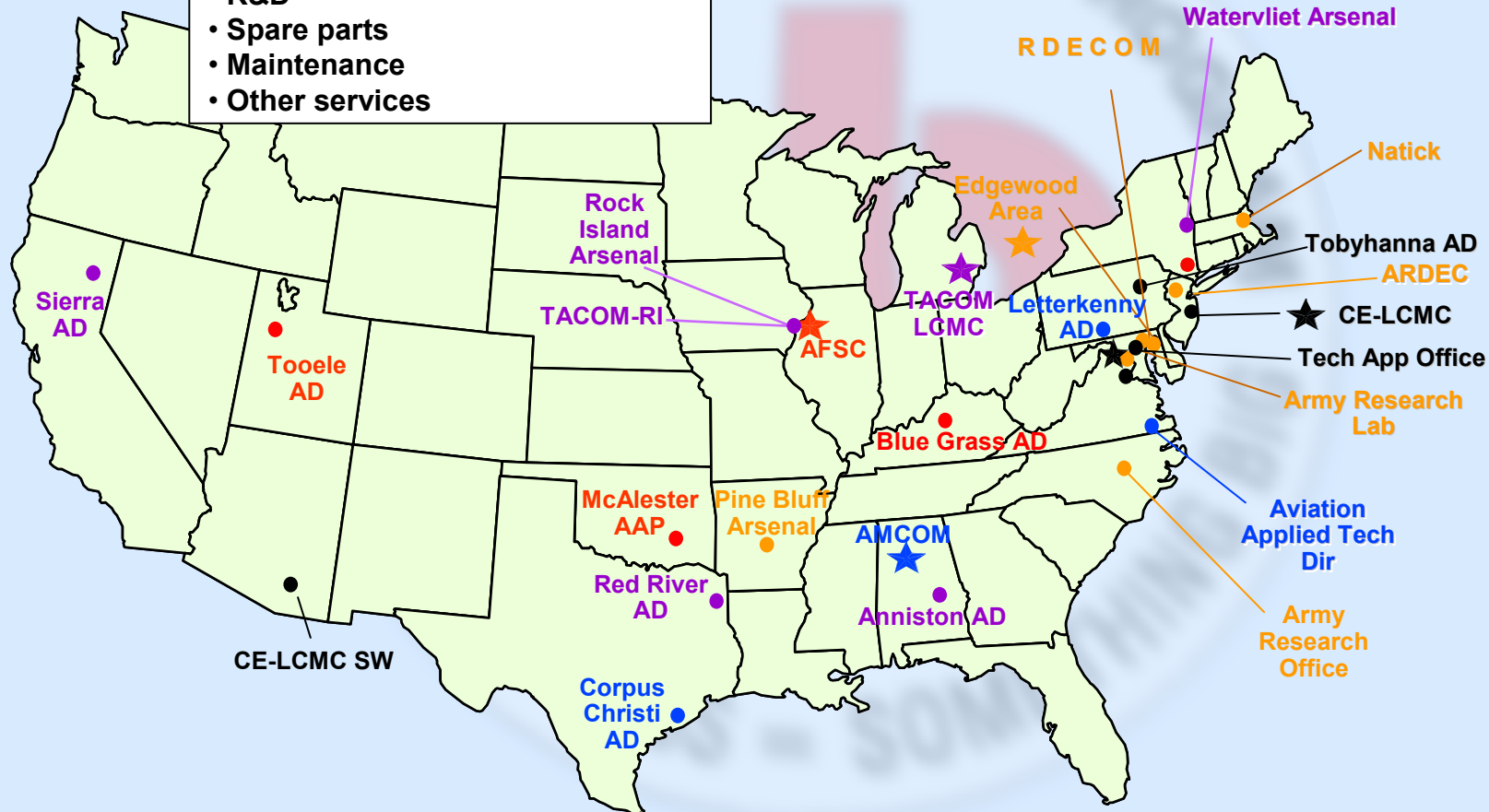


AMC Small Business Offices



AMC contracts for:

- Weapon systems/transformation
- R&D
- Spare parts
- Maintenance
- Other services



Small Business Specialists

Full Time - 40
Part Time - 15

- Army Field Support Command (AFSC)
- Aviation and Missile Life Cycle Management Command (AMCOM LCMC)
- Communications-Electronics Life Cycle Management Command (CE-LCMC)
- Research, Development & Engineering Command (RDECOM)
- TACOM Life Cycle Management Command (TACOM LCMC)

Small Business is Big Business At AMC

Total Contracts \$ 41.9 Billion

Small Business \$ 7.1 Billion

Total 2005

Small Business is.....

Big Business!

- **Nearly 25 Million American small businesses**
- **Highly Innovative – 13-14 more patents per employee than large firms**
- **Employ half of all private sector employees**
- **Generate more than 50% of non-farm U.S. gross domestic product**
- **Principal source of net new jobs in the U.S. economy (60-80% over past decade)**

Smart Business!

Innovation

Responsiveness

Flexibility

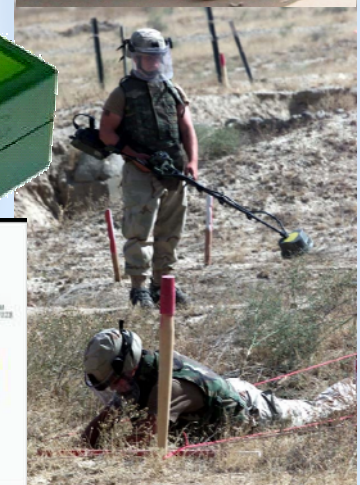
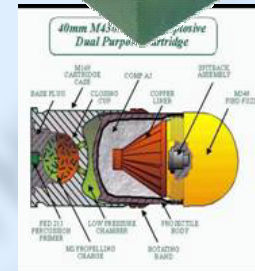
Savings/Value

Small Business

A Critical Component of our Defense Industrial Base

Supporting America's Warfighters

- Batteries, antennas, night vision components, hand-held signal devices
- AH-64 tail rotor blade erosion strips
- Uniforms, body armor, ballistic blankets, munitions
- Unmanned systems, mine detectors
- Modular structures and tents, counter-intelligence analysis, training systems
- Radio frequency tags
- Small Business Innovative Research



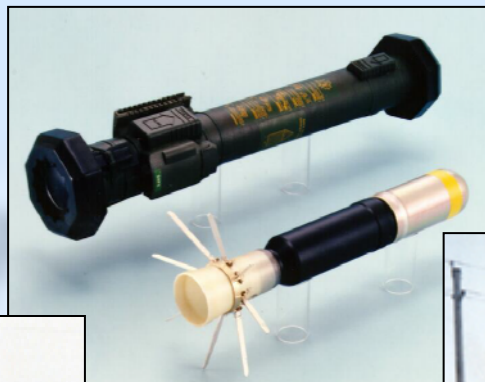
CAPABILITY, CAPABILITY, CAPABILITY!

Small Business Successes

- ✱ **Bunker Defeat Munition**
- ✱ **AN/PSS- 14 (Handheld Standoff Mine Detection System)**
- ✱ **BA-5390/U Battery**
- ✱ **HMMWV Mounted Air Conditioner**

SMAW-D Bunker Defeat Munition (BDM)

**Demonstrated
Effective Against
Bunkers, Caves, Walls,
Buildings & Armor**



Combat Proven in Afghanistan and Iraq

**“SMAW-D IS AN AWESOME WEAPON!”
“MY ONLY REGRET IS THAT WE COULD NOT CARRY
ENOUGH OF THEM!” – NCO 10th Mountain Division**



***Earth & Timber
Bunker: Before & After***



- **Shoulder-launched Multipurpose Assault Weapon - Disposable (SMAW-D).**
- **Light weight, single shot, disposable.**
- **Designed to defeat earth and timber bunkers, concrete and brick walls, and light armored vehicles.**

AN/PSS-14

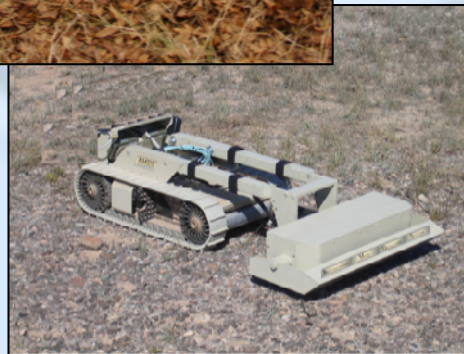
(formerly HSTAMIDS: Handheld Standoff Mine Detection System)



- Produced 210 units in 6 mos. from initial request, 1500 to date.
- Deployed in Afghanistan & Iraq.
- Technology used for other products in support of DOD & other government agencies.
- High probability of detection & low false alarm rate; saves time, reduces costs and saves lives.



Buried Utility Location Sensor



Autonomous Mine Detection Sensor



Through Wall Sensor

BA-5390/U



- **More mission time**
(lasts up to 2X longer).
- **Reduced battery**
carry/disposal requirement .
- **Increased safety**
(no toxic or corrosive electrolytes).
- **Lower life cycle cost .**



**AN/PSC-5
Satellite Radio**

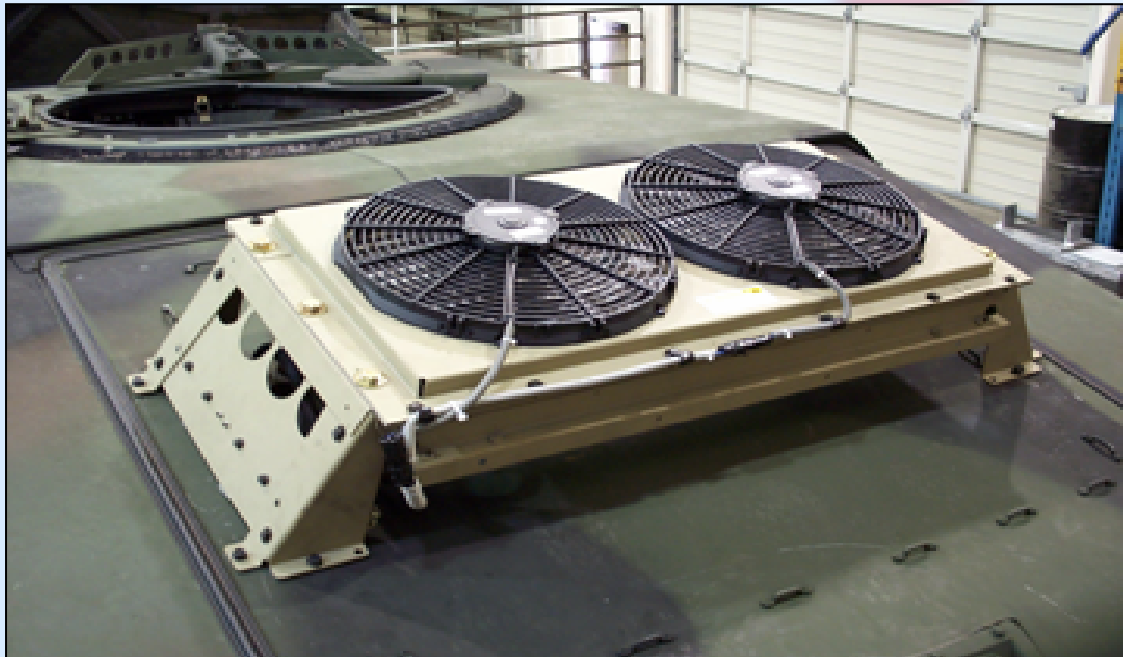


**SINGARS (Single Channel Ground and
Airborne Radio System) &
Javelin Command Launch Unit**



M-22 Chemical Agent Alarm

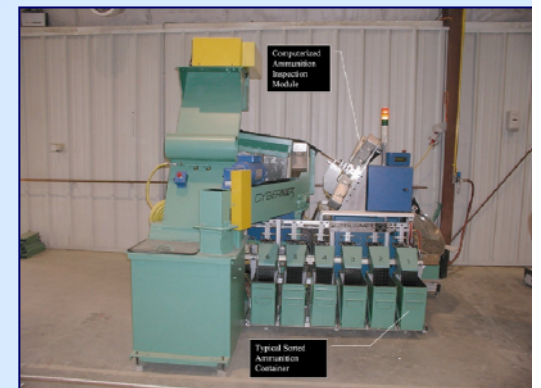
HMMWV Mounted Air Conditioner



- Developed for Add-on Armor HMMWV.
- Lowers temperatures inside HMMWV as much as 40 degrees F.
- Helps to prevent heat-related fatigue.

How You Can Help

- ★ On time delivery on all contracts.
- ★ Feedback on how to work smarter.
- ★ 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.
- ★ Provide effective responses to sources sought notices.



Soldiers Creed Video



Large Business Exhibitors

AAI Corp.

ATK

BAE Systems

Boeing

Computer Sciences Corp.

Cubic Defense

EDS

Engineered Support Systems, Inc.

General Dynamics

ITT Industries

KBR

L-3 Titan Group

Lockheed Martin Corp.

McKenna Long & Aldridge

Northrop Grumman Corp.

Oracle

Oshkosh Truck Corp.

Raytheon Company

SAIC

Severn Trent Labs, Inc.

Stewart & Stevenson

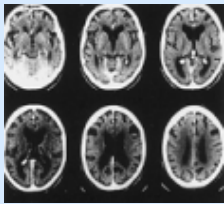
VSE Corporation

Basic Research...

The Next Generation of Paradigm Shifting Technologies

Decade of the 1970's

Structural Imaging



1971 – First Practical X-ray Computed Tomography Image

Microprocessors



1971 – First 4 Bit Microprocessor in Production



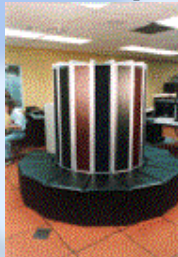
Arcade Games

Artificial Intelligence



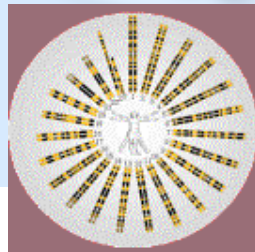
1970-Shakey the robot

Supercomputing



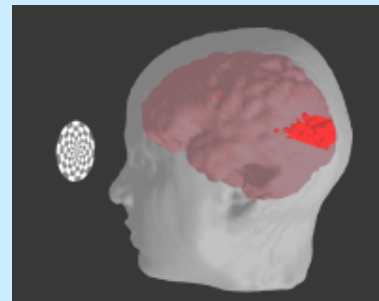
1975 – Cray I Supercomputer

Genetic Engineering



Today for 2020 and beyond...

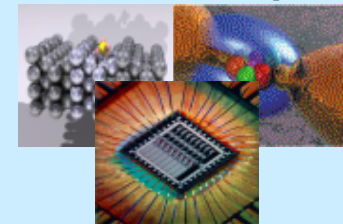
Functional Brain Imaging



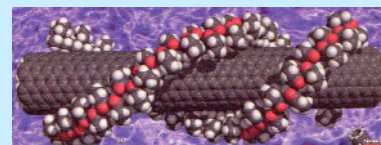
Robotics



Quantum Computing



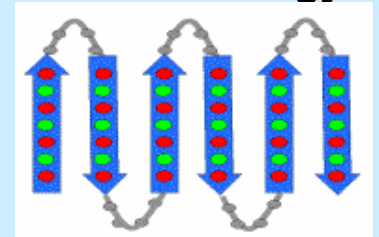
Nanotechnology



Immersive Environments



Biotechnology



Focus Areas With Potential Business Opportunities

- ✱ **Joint mindset**
- ✱ **Transformation – FCS technologies**
- ✱ **The Soldier**
- ✱ **Force Protection**
- ✱ **Weight/cube reductions**
- ✱ **Power management**
- ✱ **Advanced sensor development**
- ✱ **Thermal imaging & optics**
- ✱ **Modularity and adaptability**
- ✱ **Miniaturization & nanotechnology**
- ✱ **Unmanned/autonomous systems/robotics**
- ✱ **Wireless network technologies**
- ✱ **Rapid fielding**
- ✱ **Logistics management**
- ✱ **Data management**
- ✱ **Lean/Six Sigma**

Top 10 Reasons to Love SMALL BUSINESS

The Office of Advocacy of the Small Business Administration offers the top 10 reasons to love small business, the heart of the American economy

10.

Small businesses make up more than 99.7% of all employers.

9.

Small businesses create more than 50 percent of the non-farm private gross domestic product (GDP).

8.

Small patenting firms produce 13 to 14 times more patents per employee than large patenting firms.

7.

The 22.9 million small businesses in the United States are located in virtually every neighborhood.

6.

Small businesses employ about 50 percent of all private sector workers.

5.

Home-based businesses account for 53 percent of all small businesses.

4.

Small businesses make up 97 percent of exporters and produce 29 percent of all export value.

3.

Small businesses with employees start-up at a rate of over 500,000 per year

2.

Four years after start-up, half of all small businesses with employees remain open

1.

The latest figures show that small businesses create 75 percent of the net new jobs in our economy.

AMC Small Business Program

FY 05 Goals & Performance

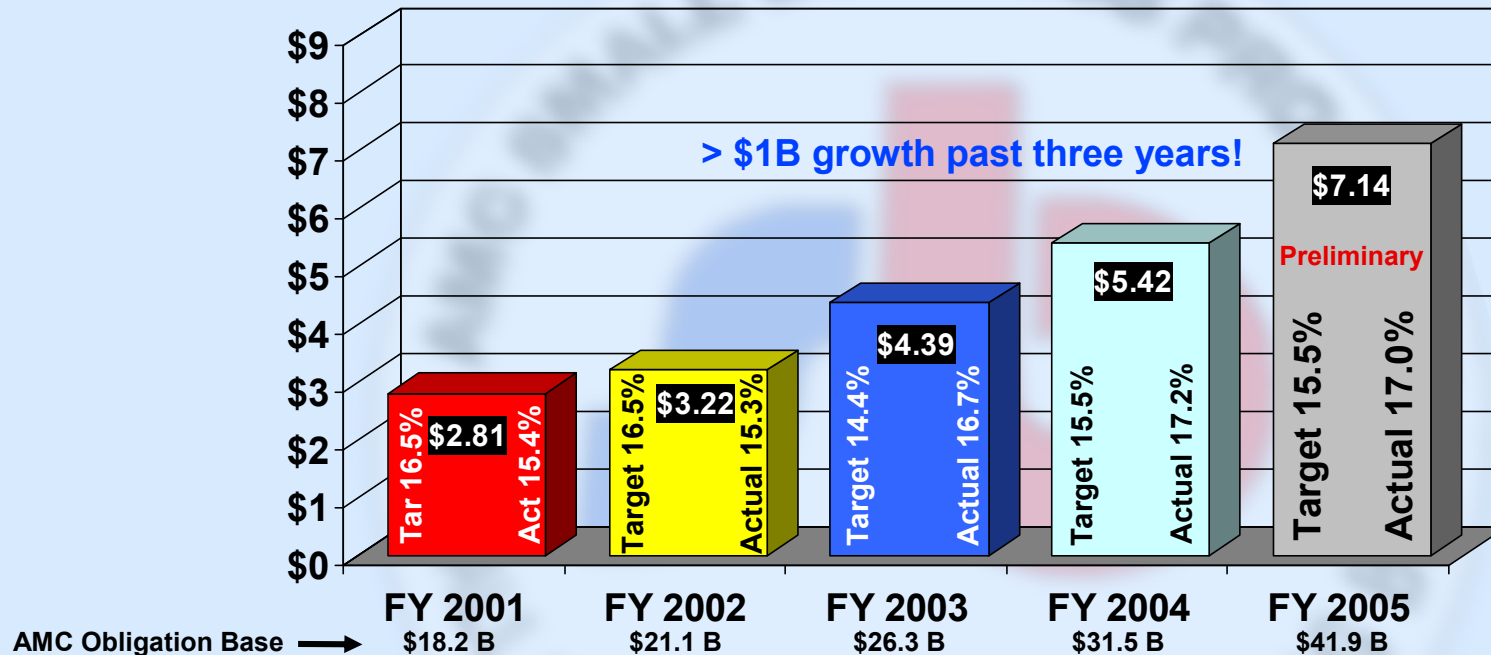
Category	Total Obligations Millions 1 Oct 04 - 30 Sep 05	DA Target % of Obligations	Achieved % of Obligations	% of Actions		06 Targets
Small Business	\$7,138	15.5%	17.0%	58.5%	●	16.5% ↑
Small Disadvantaged Business	\$1,047	3.5%	3.2%	7.9%	●	3.5%
Woman-Owned Small Business	\$721	2.1%	1.7%	8.0%	●	2.1%
Service-Disabled Veteran-Owned SB	\$98	1.0%	0.2%	0.8%	●	1.0%
Historically Underutilized Business Zone (HUBZone)	\$251	1.0%	0.8%	2.3%	●	1.3% ↑
Historically Black Colleges & Universities/Minority Institutions (HBCU/MIs)	\$22	11.8%	14.6%	13.9%	●	12.3% ↑

Base for other than HBCU/MI is total AMC awards to all US businesses – nearly \$42 billion

HBCU/MI base is total AMC awards to Higher Education Institutions – over \$199 million

AMC Small Business Program Performance

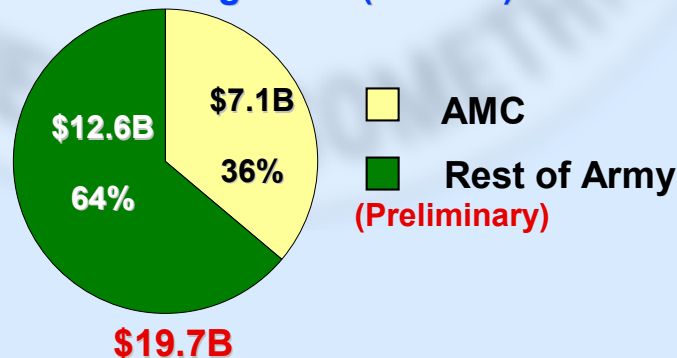
Small Business Obligations (billions)



58.5% of 62,421 contract actions awarded to small businesses!

69.4% competed!

SMALL BUSINESS Obligations (billions)



Pursuing Transformational Capabilities

Smaller, Lighter, Faster—Smarter

Current Force



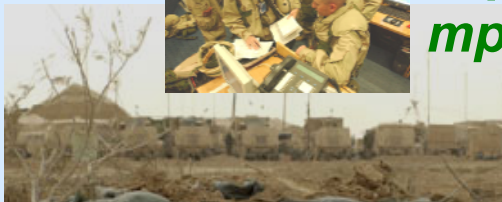
**~100 lb.
load**



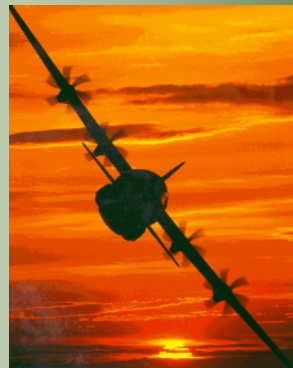
**70+
tons**



**< 10
mph**



**From Platforms to
System of Systems**



**C-130-Like
Transportability**

Future Force

**< 40 lb.
effective
load**

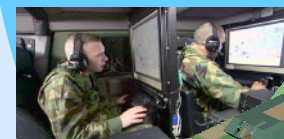


Fully networked



**< 20
tons**

**> 40
mph**





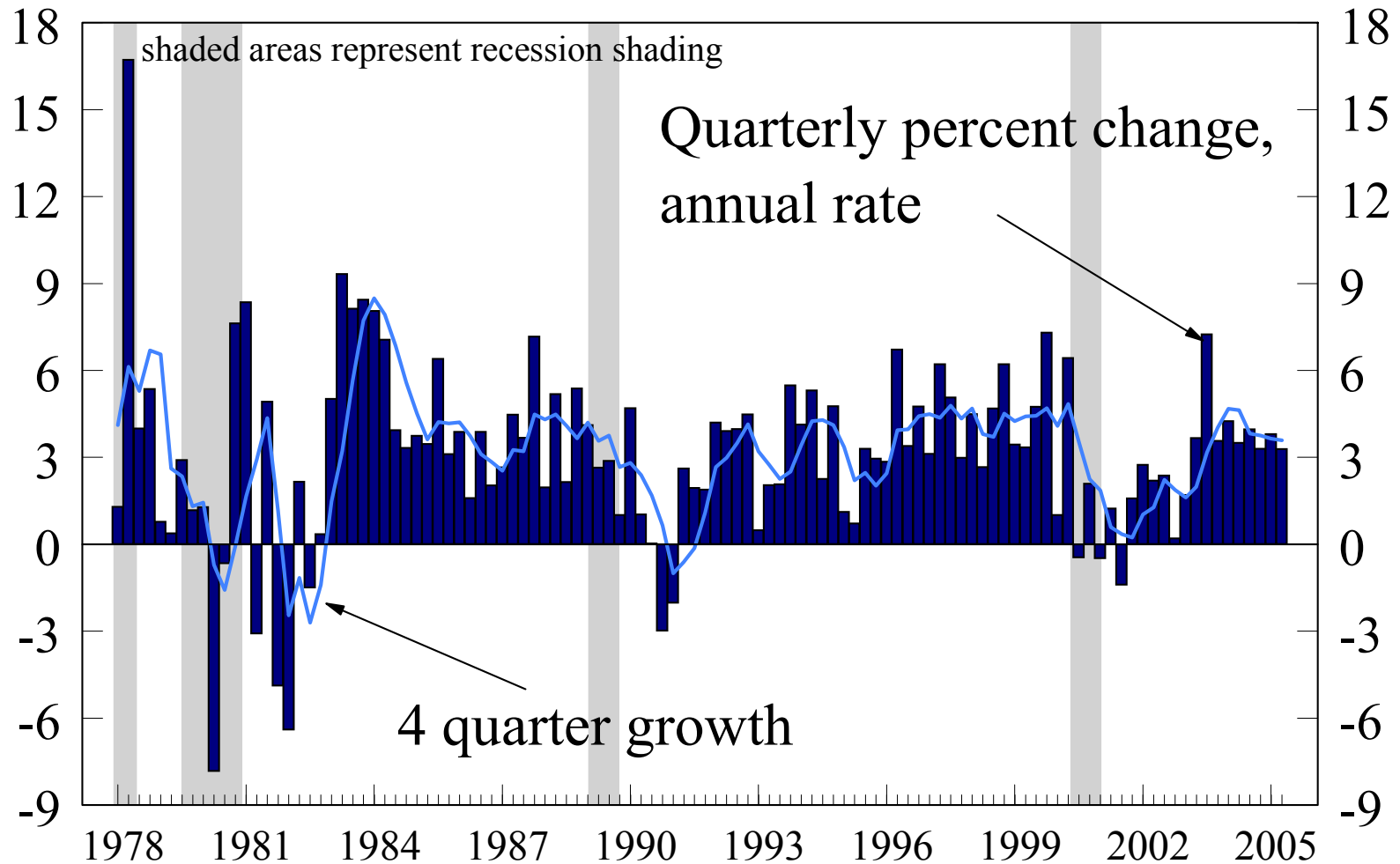
U.S. Economic Outlook

Keith Hall, Chief Economist
U.S. Department of Commerce

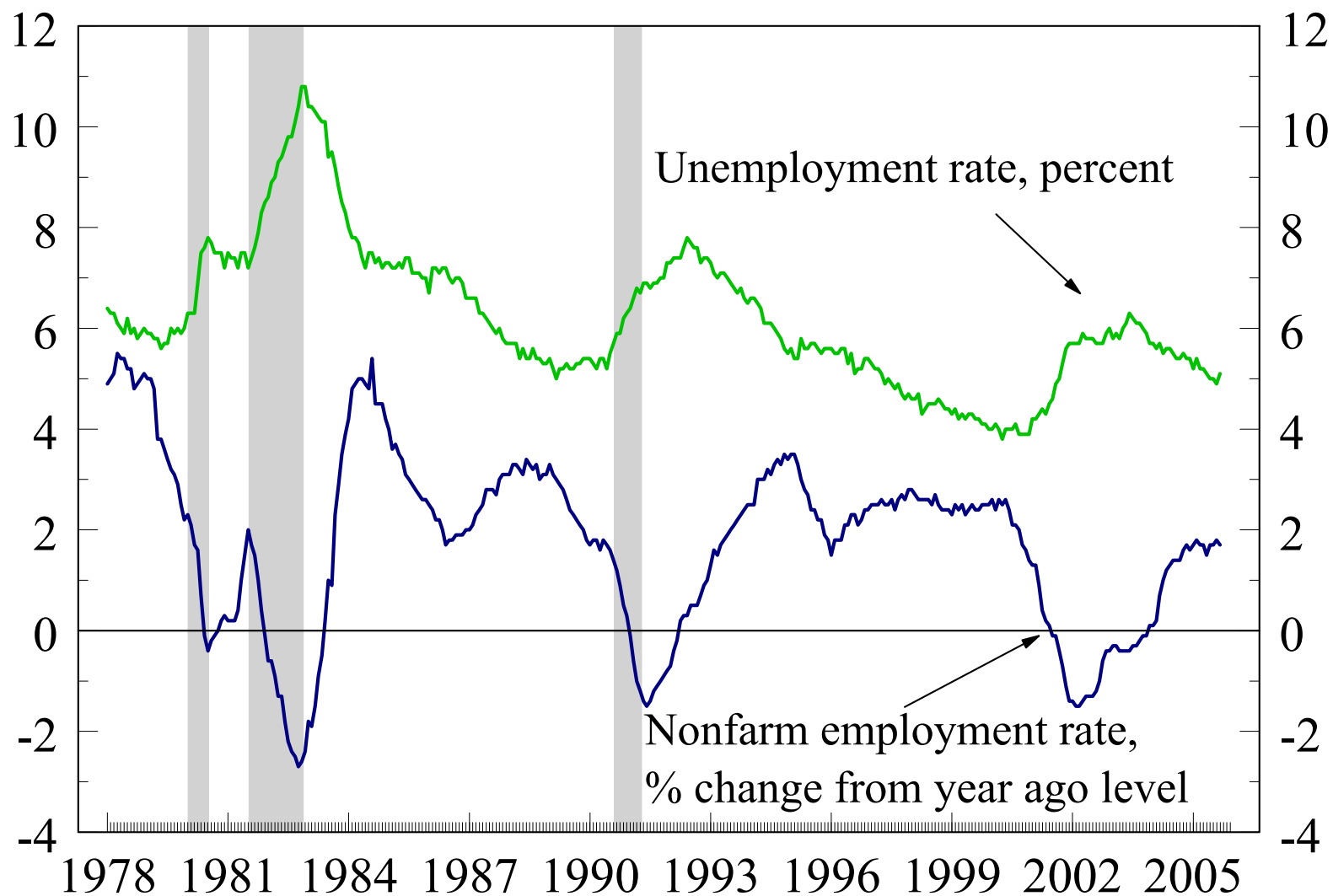
9th Annual
Army Small Business Conference
November 3, 2005

Real GDP

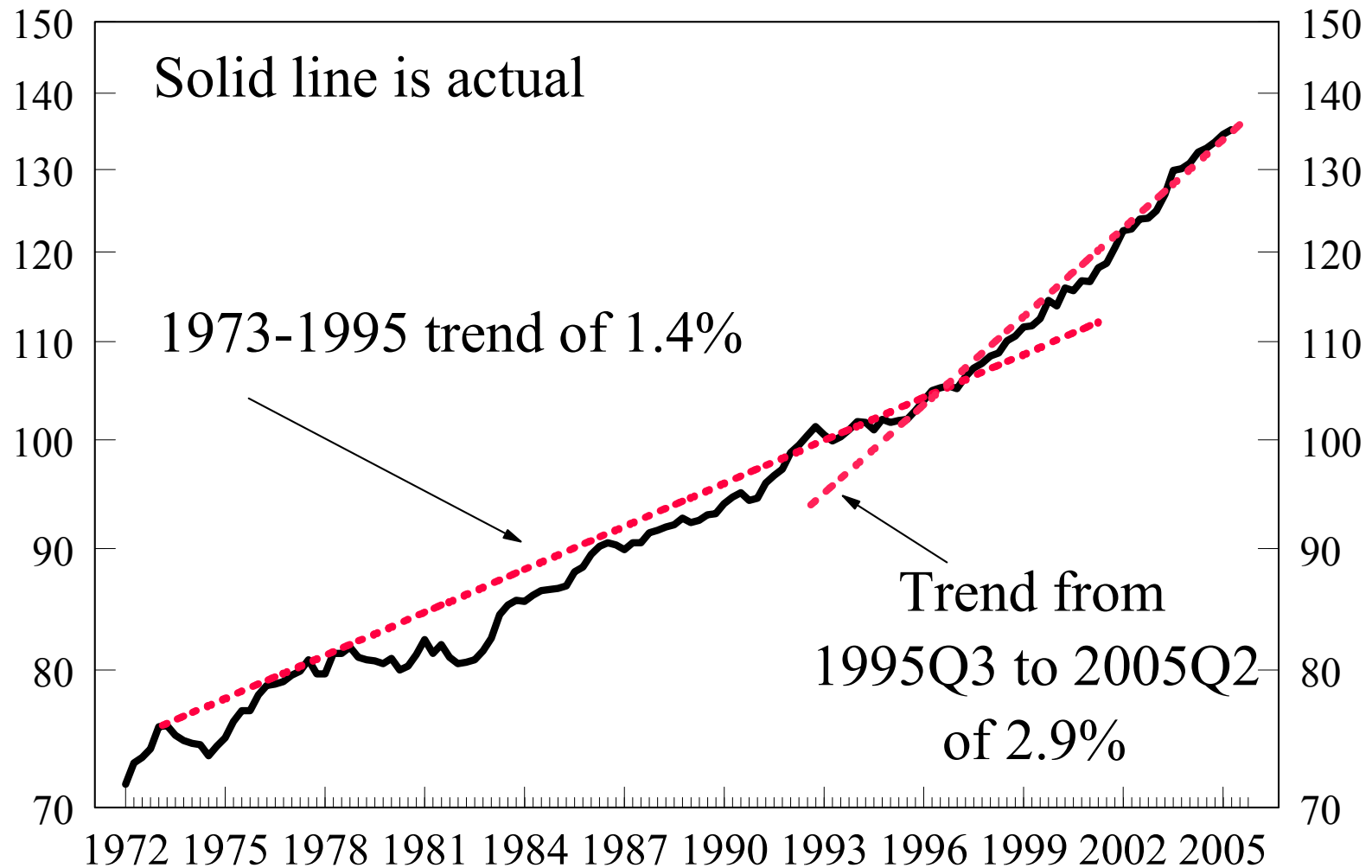
Percent Change



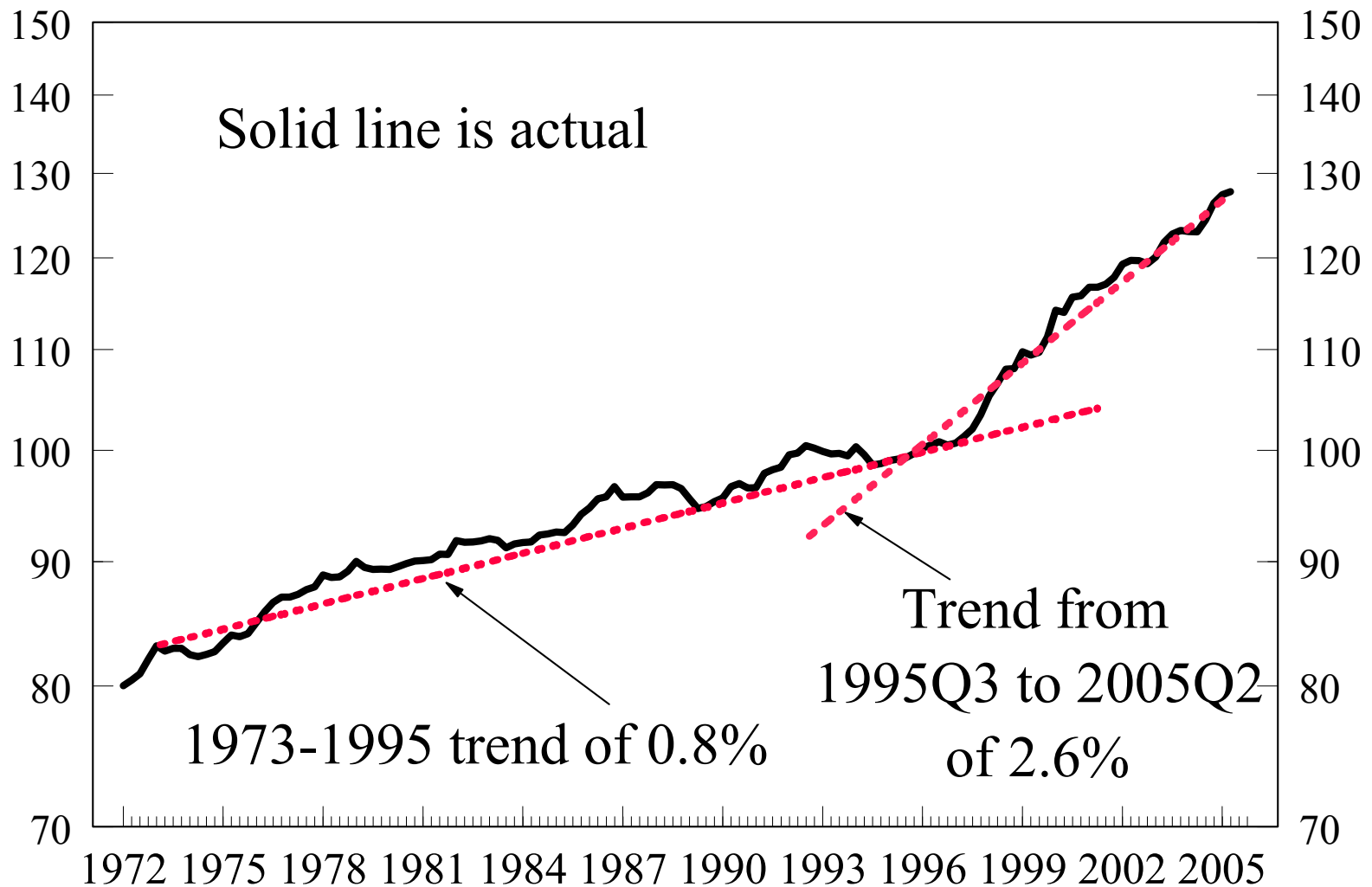
Nonfarm Payroll Employment and Unemployment Rate



Productivity in the Nonfarm Business Sector Index 1992=100

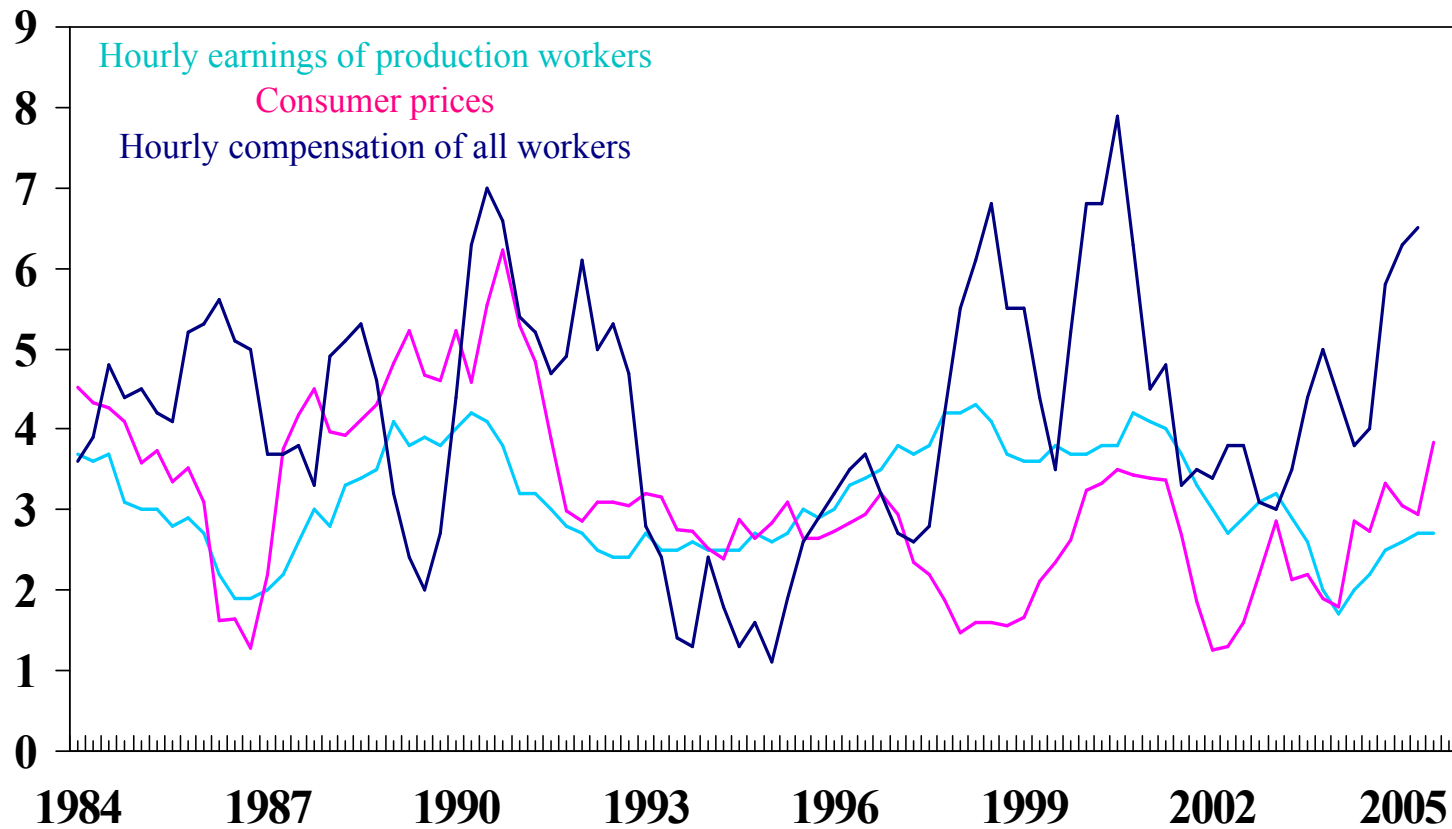


Real Compensation per Hour in the Nonfarm Business Sector
Index 1992=100, nominal deflated by personal consumption price index



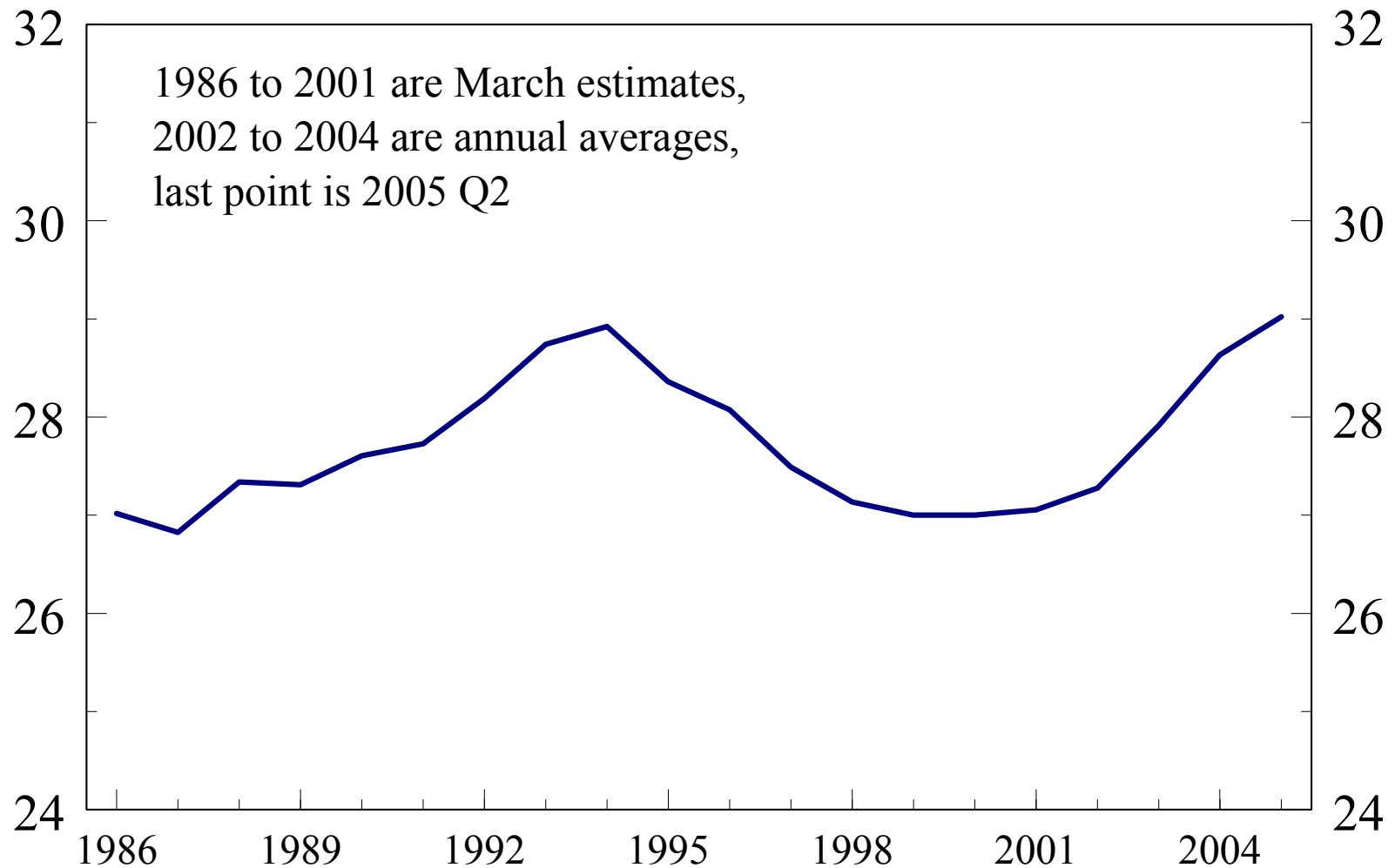
Hourly Earnings and Inflation

Percent Change from year-ago level



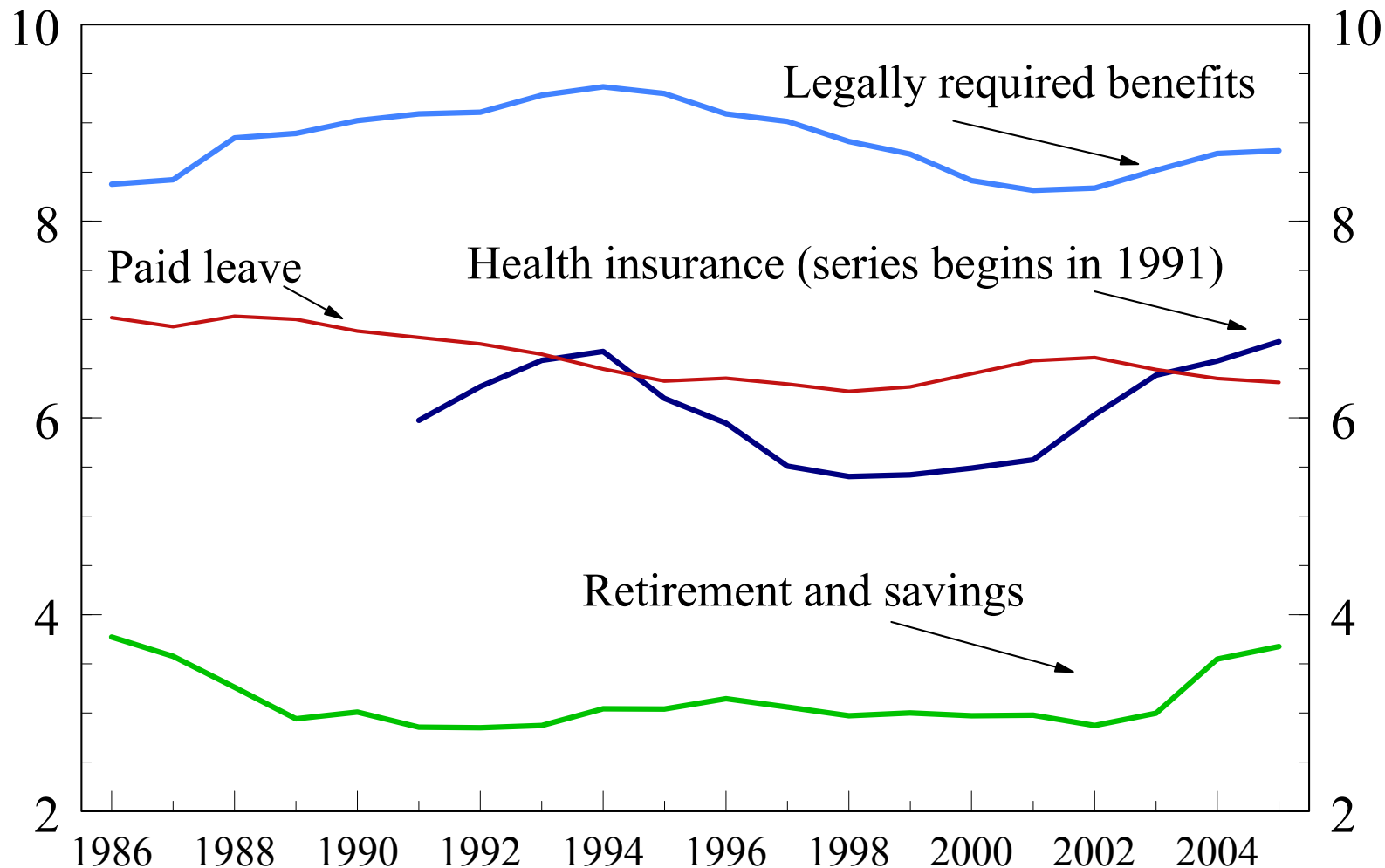
Benefit Costs

Percent of total hourly employer costs in private industry



Selected Benefit Costs

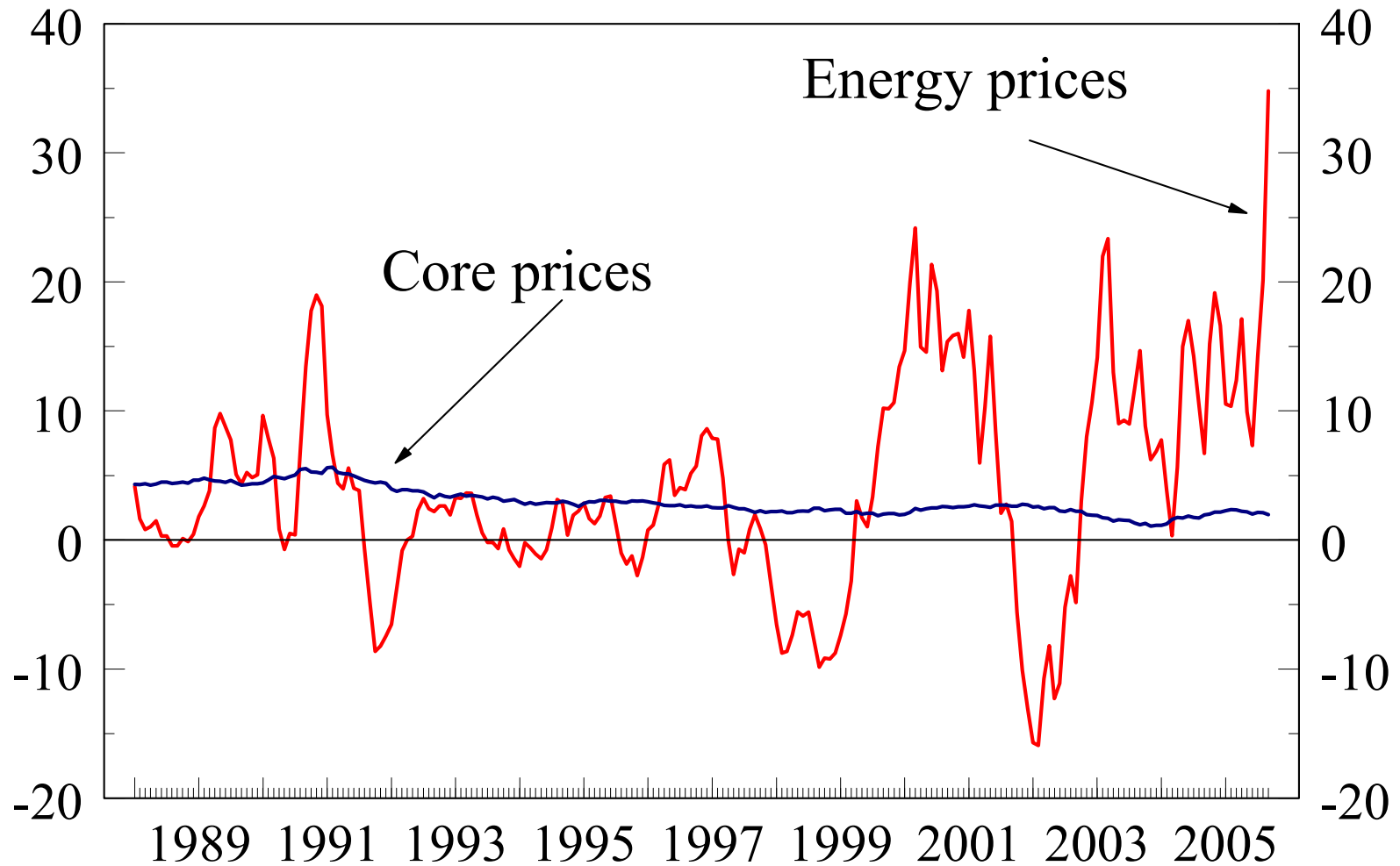
Percent of total hourly employer costs in private industry



1986 to 2001 are March estimates, 2002 to 2004 are annual averages, last point is 2005 Q2

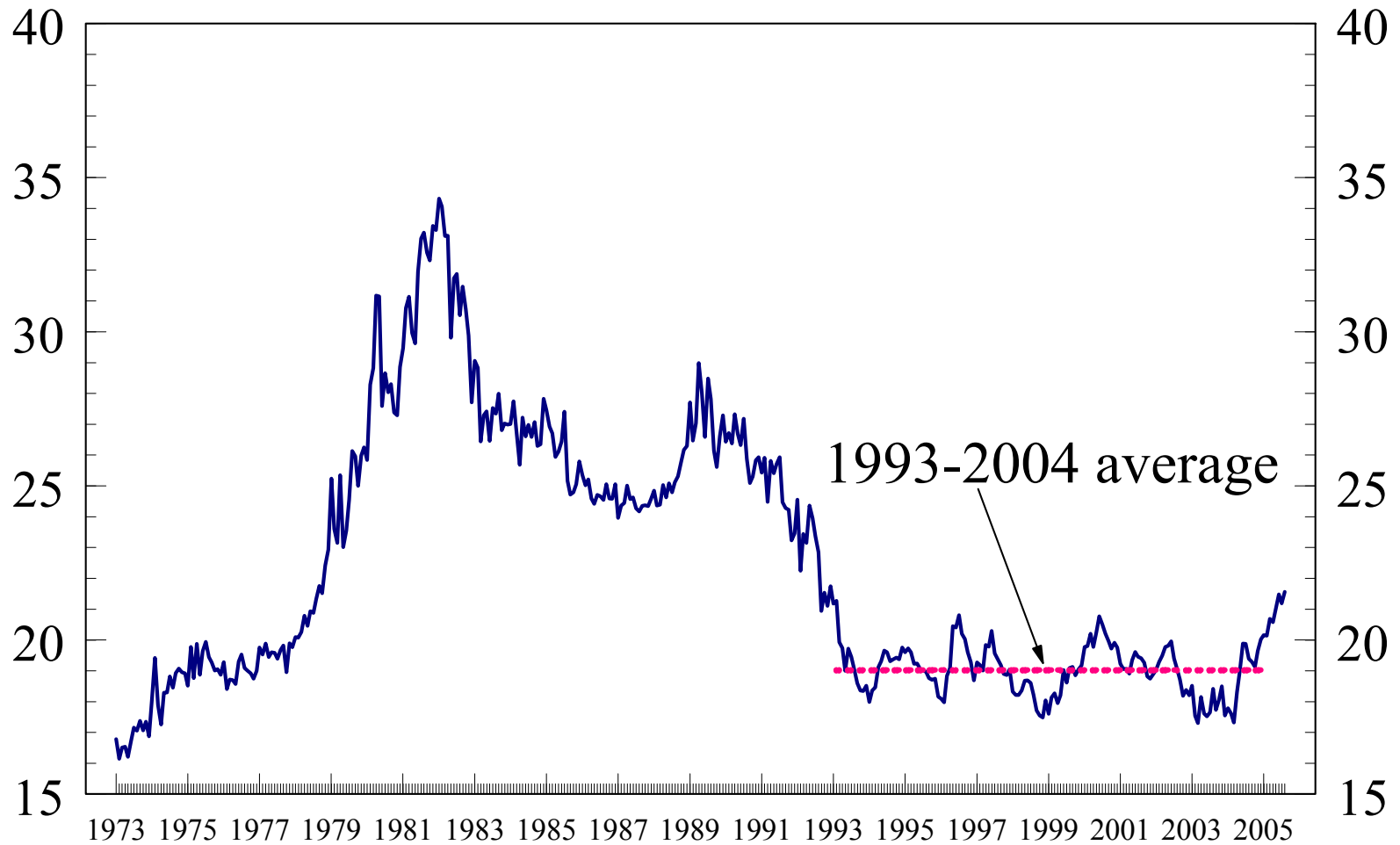
Consumer Price Index

Percent change over year-ago level



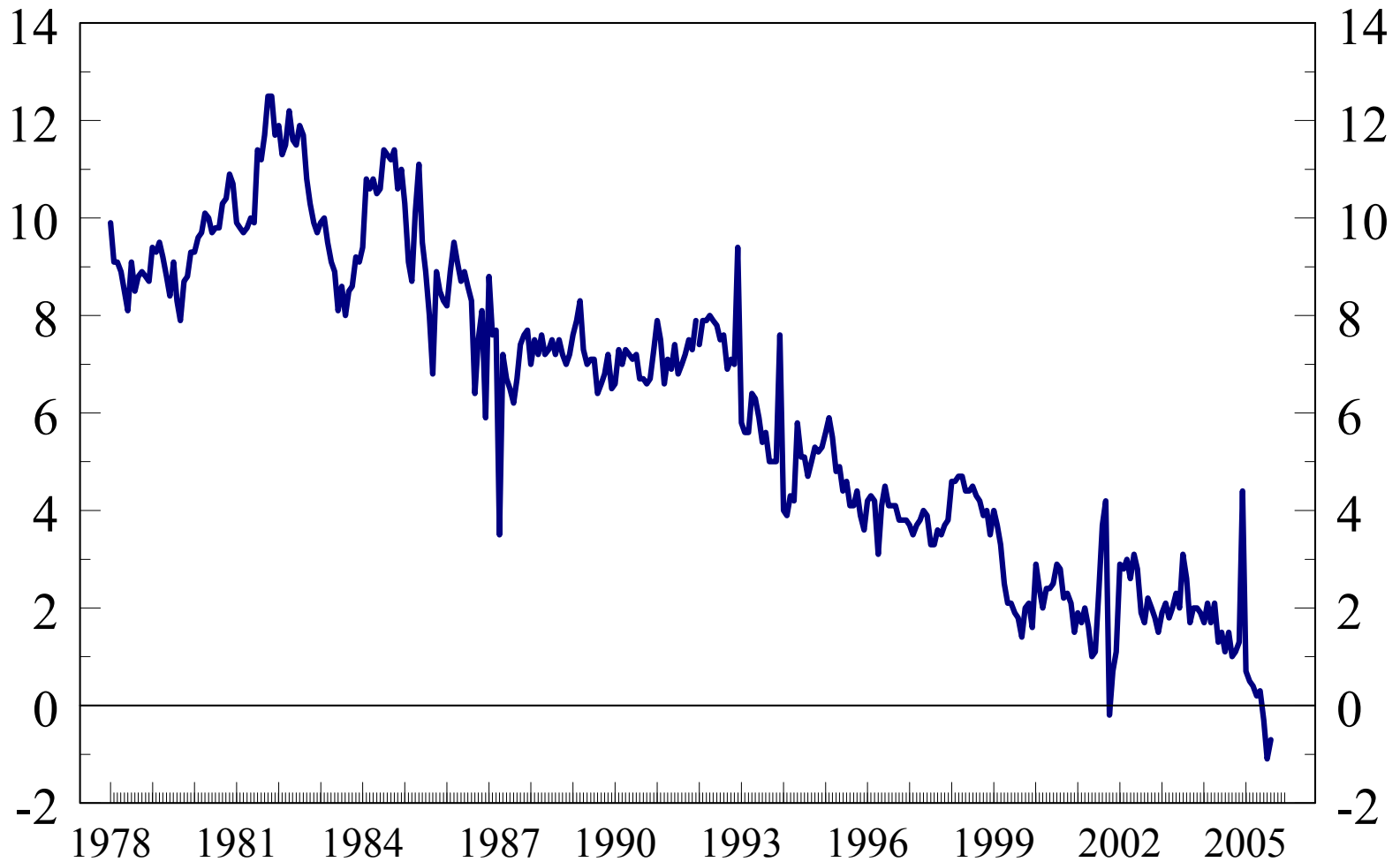
Monthly Mortgage Payment

Percent of Average Family Income



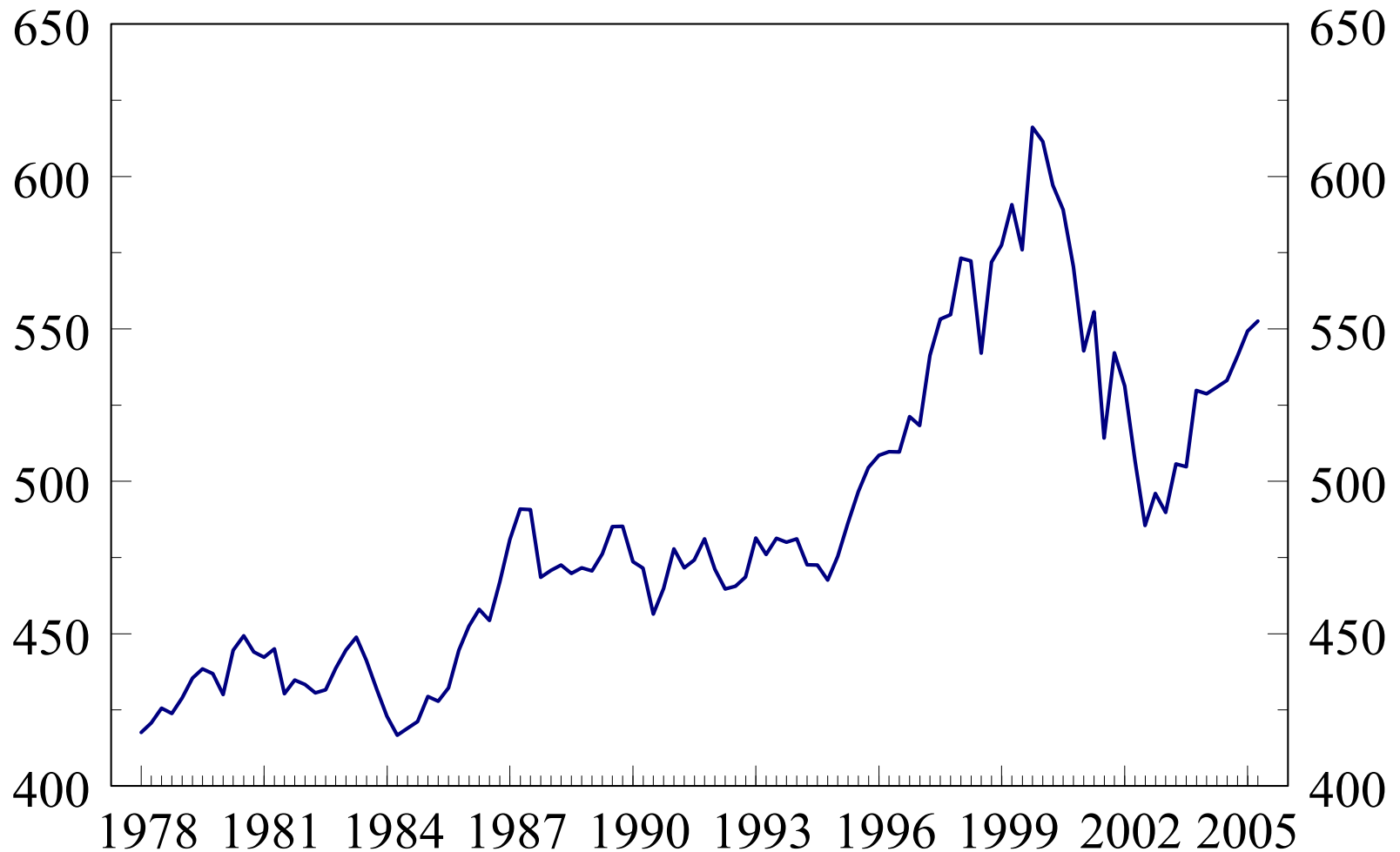
Personal Saving

Percent of disposable personal income



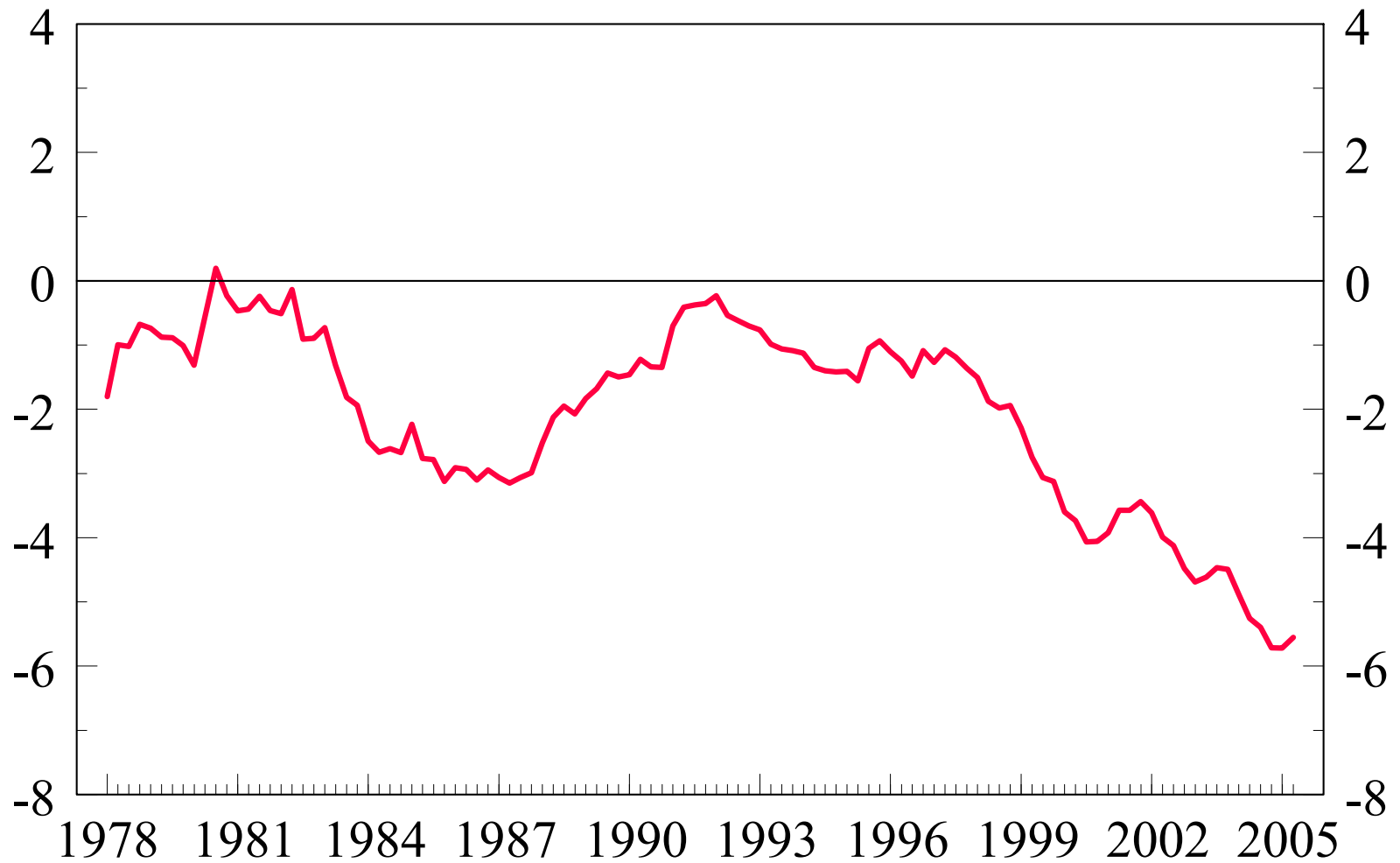
Household Net Worth

Percent of Disposable Personal Income



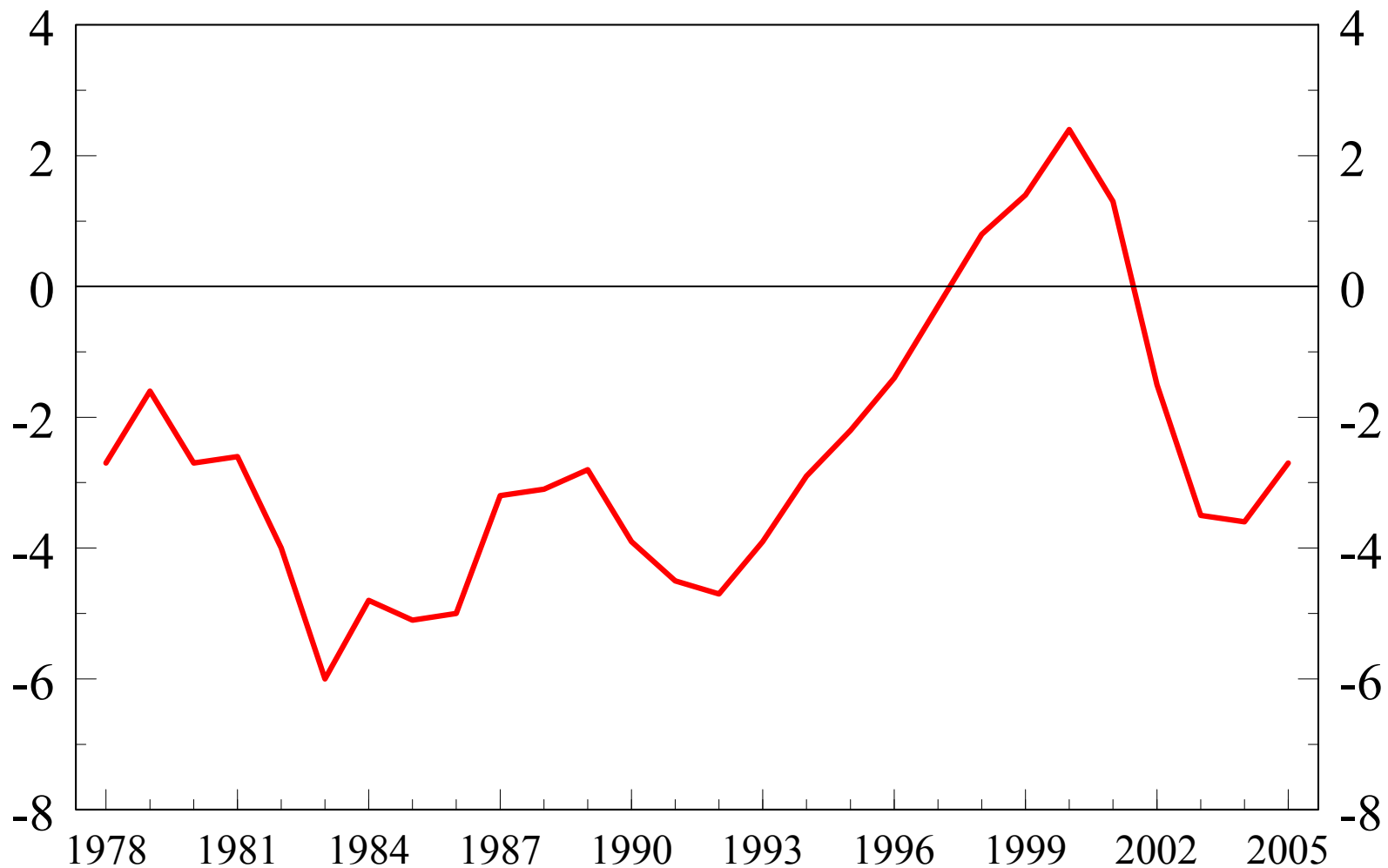
Trade Balance in Goods and Services

As a percent of GDP



Federal Government Budget Balance

Percent of GDP, fiscal years



Estimates in billions of 2005 dollars

	<u>1992</u> Hurricane Andrew	<u>1994</u> Northridge, CA Earthquake	<u>2001</u> Sept 11	<u>2005</u> Hurricane Katrina/Rita
Losses	38.5	48.7	87	70-130
<i>Insured Losses</i>	19.2	18.8	35.2	40-67*
<i>Uninsured Losses</i>	19.3	29.9	51.8	30-63

*Estimate from Risk Management Solutions
Source: Congressional Budget Office

**Estimates of the Value of Capital Stock Destroyed by Hurricanes
Katrina and Rita (billions of 2005 dollars)**

	<u>Range</u>
Housing	17-33
Consumer Durable Goods	5-9
Energy Sector	18-31
Other Private-Sector	16-32
Government	13-25
Total	70-130

Source: Congressional Budget Office

**Estimated Net effect of Hurricane Katrina on Real Gross Domestic Product
(Billions of 2005 dollars at annual rates)**

	<u>2005</u> 2 nd half	1 st half	<u>2006</u> 2 nd half	1 st half	<u>2007</u> 2 nd half
Energy Production	-18 to -28	-8 to -10	-5 to -7	-5 to -7	-5 to -7
Housing Services	-1 to -2	-2 to -4	-1 to -3	0 to -2	0 to -2
Agricultural Production	-1 to -2	0	0	0	0
Replacement Investment	6 to 12	16 to 34	16 to 35	16 to 35	12 to 25
Government Spending on Goods and Services	6 to 10	12 to 18	14 to 20	10 to 16	7 to 11
Effect of Higher Energy Prices on Non-energy Consumption	-6 to -10	-5 to -7	-2 to -5	-1 to -3	0 to -2
Other Consumption	-8 to -12	-2 to -4	-1 to -3	-1 to -3	0 to -2
Real GDP	-22 to -32	11 to 27	21 to 37	19 to 36	14 to 23
Approximate percentage points in growth in real GDP*	-0.4 to -0.6	0.2 to 0.5	0.4 to 0.7	0.3 to 0.6	0.2 to 0.4

Source: Congressional Budget Office

*OEC calculation

Employment Effects

Hurricanes Katrina and Rita

Probable Loss of 293,000 to 480,000 jobs

Katrina:

- Extended loss of 280,000 to 400,000 jobs (lower bound from unemployment insurance filed)
- Before Katrina, for the 86 counties/parishes eligible for disaster assistance, employment stood at 2.4 million jobs (1.9 percent of national total).
- In 2004, wage bill for those counties was \$76.7 billion (1.5 percent of national total)
- In 2004Q4, the areas FEMA identified as damaged contained 22,500 business establishments, 373,000 workers, \$3.5 billion in wages/salaries.

Rita:

- Possible extended loss of 12,600 to 80,000 jobs.
- In 2004Q4, the areas FEMA identifies as damaged contained 12,600 jobs and a wage bill of \$115 million.
- Estimate that 70,000 jobs, half of total employment within half mile of storm damage, will face prolonged risk.

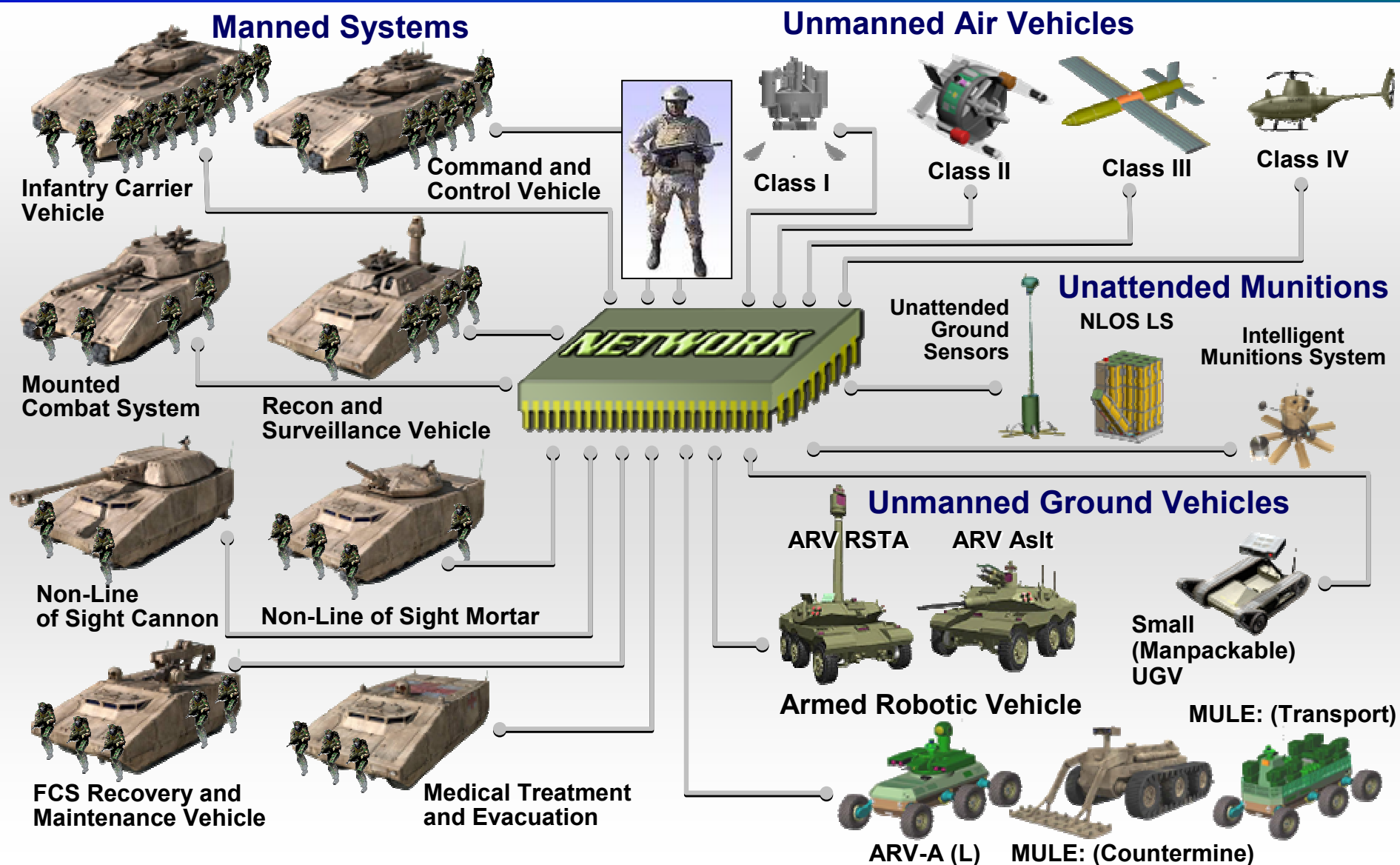
Source: Congressional Budget Office

FCS Program Overview

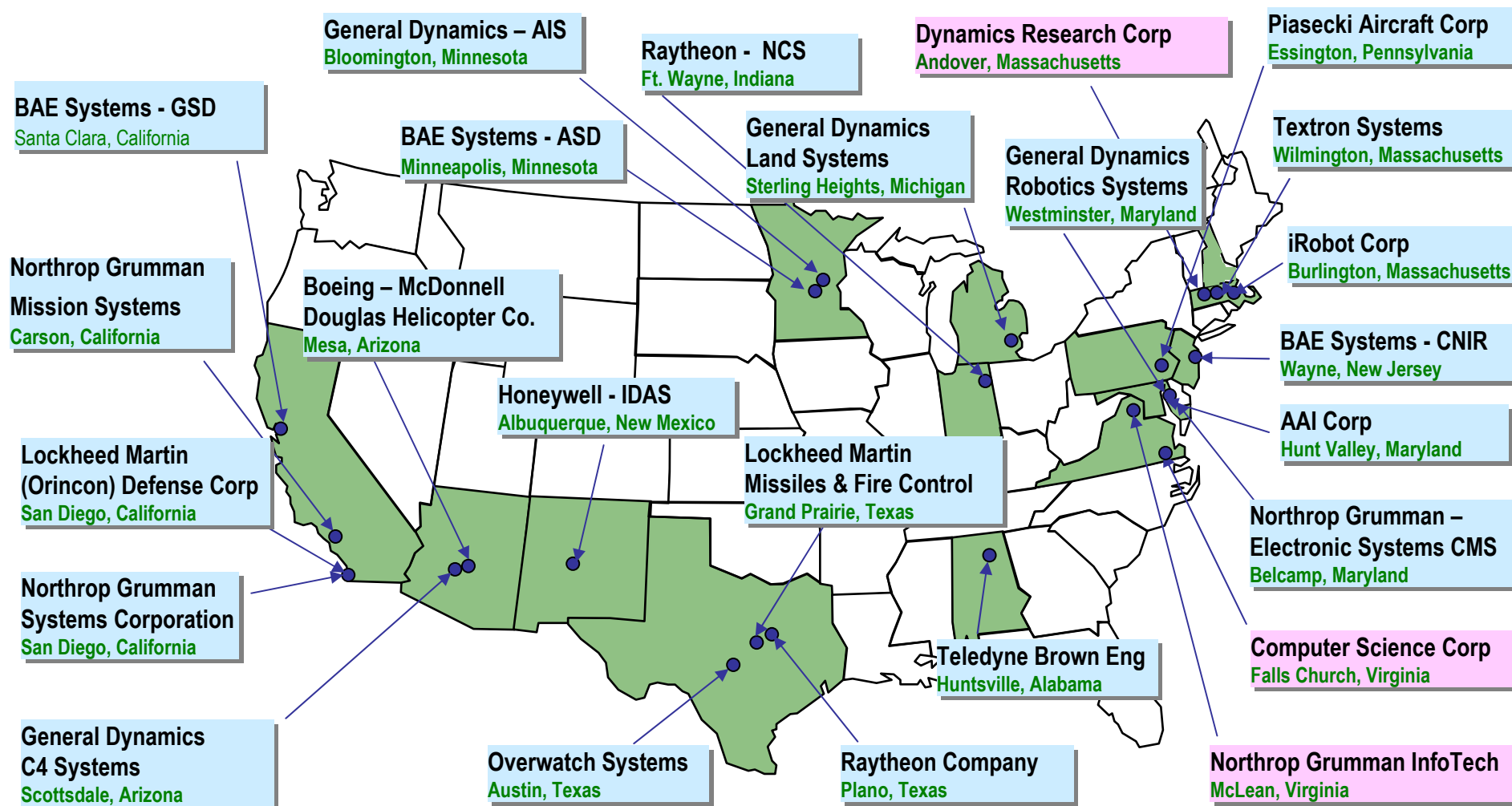
9th Annual Army Small Business Conference

John Kelley
Director - Supplier Management & Procurement
Future Combat Systems

FCS System-of-Systems



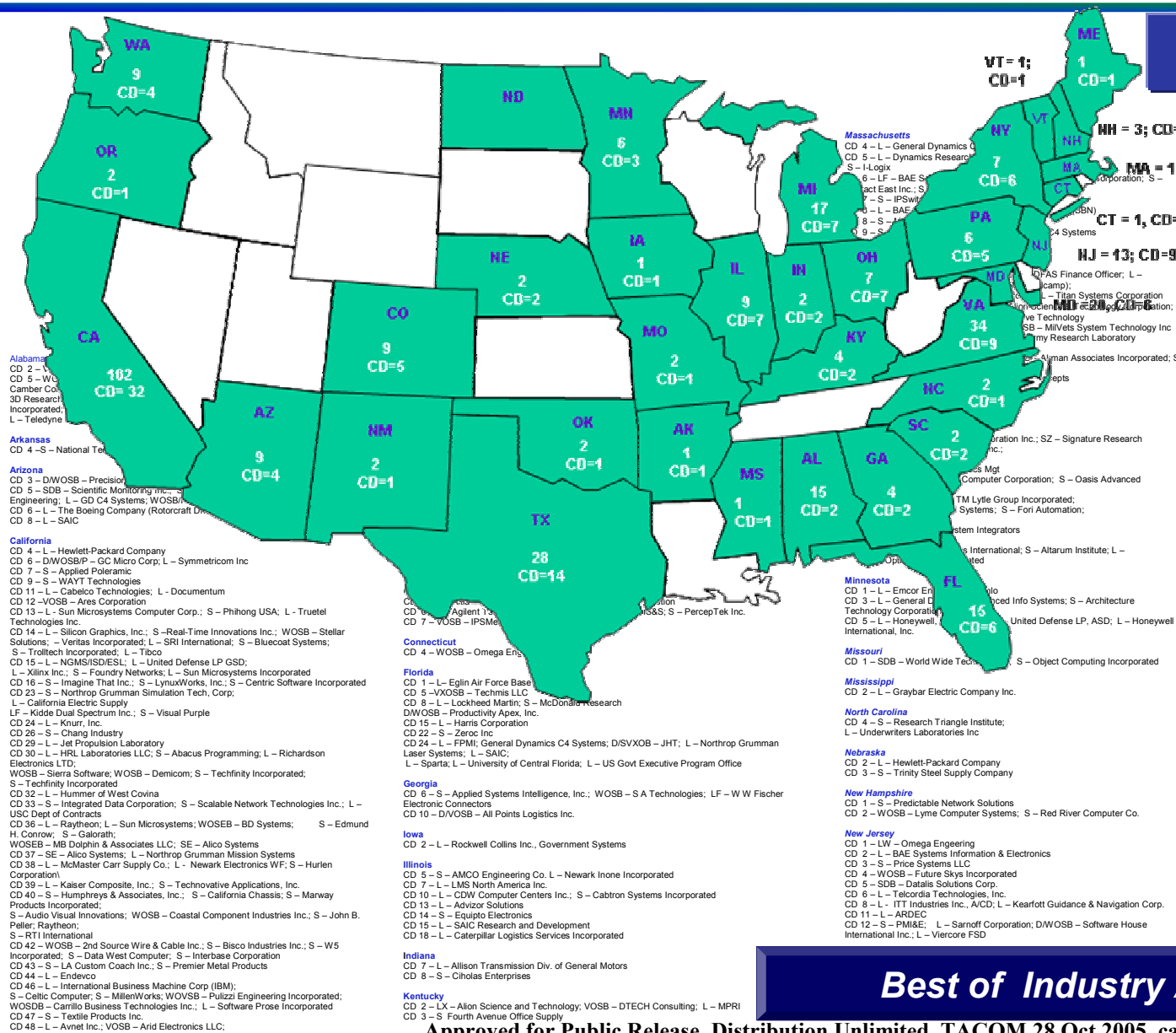
FCS “Best of Industry” Team



FCS One Team Industry Base



34 States, 156 Congressional Districts, 358 Suppliers



- New Mexico**
CD 1 - L - Honeywell IDAS; L - Northrop Grumman Mission Systems
- New York**
CD 2 - L - MJ Associates
CD 8 - S - Adacore Technologies
CD 21 - L - TACOM-ARDEC Benet Laboratories
CD 22 - L - BAE Systems Control
CD 29 - L - Impact Technologies LLC; L - Schweizer Aircraft Corporation
- Ohio**
CD 3 - L - MTC Technologies Inc.
CD 4 - S - CTJ Enterprises
CD 5 - L - Verhoff Machine & Welding
CD 6 - L - Titanium Metals Corp
CD 7 - L - AFRUS/NUJ
CD 8 - L - Northrop Grumman - Xetron
CD 15 - L - Battelle Memorial Institute
- Oklahoma**
CD 4 - FSDB - Tec-Masters Inc.; S - Telos OK, LLC
- Oregon**
CD 1 - L - Helfetz, Halle Consulting Group LLC; L - Tektronix Incorporated
- Pennsylvania**
CD 9 - S - Kottler Management Consulting
CD 13 - S - Gempius Corporation
CD 14 - L - National Robotics Engineering Consortium; SDB - Timesys Corporation
CD 18 - S - Black Box Corp of PA
CD 19 - VOSB - International Logistics Systems Inc.
- South Carolina**
CD 1 - S - Innovative Decisions Inc.
CD 2 - S - Vetrinix Research Corporation
- Texas**
CD 3 - WOSB - M and J Strategies Inc; S - Mustang Technology; EWOSB - QC Plus Computers; L - Raytheon GSD, MFRFS; L - Raytheon Network Centric Systems; DV/WOSB - Savage Precision Fabrication Inc; L - Software Spectrum Inc.
CD 4 - S - CAE Soft Corp
CD 5 - S - Techpro Group; WOSB - Aerospace Fasteners
CD 6 - S - JR's Machine Shop
CD 7 - S - Vector ESP Inc; S - Welcom
CD 18 - S - Technical Solutions Inc.
CD 21 - VOSB - Austin Info Systems Inc; L - National Instruments Corporation
CD 22 - S - Nakkam Incorporated
CD 24 - L - Lockheed Martin Missiles & Fire Controls
CD 25 - S - Symix Incorporated
CD 26 - L - Graybar Electric Company Inc; L - Ten on Eleven Incorporated
CD 29 - L - Intec Engineering
CD 30 - SEB - Quality Solutions Inc; L - Southwestern Bell Tele Co
CD 32 - WOSB - Archive Supplies Inc; S - Communications Supply Corp; WOSB - Data Projections Inc; S - Source Inc.
- Virginia**
CD 1 - L - MPRI
CD 2 - L - Bridgeborn LLC
CD 3 - LX - Computer Sciences Corp; XVOSB/Z - MYMIC LLC
CD 4 - VOSB - Logistics Management Resources; L - MPRI
CD 6 - L - SAIC
CD 8 - SX - EXAGRID; SN - Human Resources Research Org;
S - Frank Kendall; L - LMI; L - Lockheed Martin Orion Div; SDB - MPSC; L - MPRI
CD 9 - L - General Dynamics Armament and Technical
CD 10 - S - DLT Solutions, Inc.; L - GTSI Corp; XVOSB - Innovative Management Concepts (IMC); L - Integrated Data Systems; S - SPEC; S - SPI; L - Calian Technology (US) LTD; DBA: SDB - Professional Software Engineering
CD 11 - SDB - BRTRC Inc; L - EDS; SEB - Invoke LLC;
L - Night Vision & Electronic Sensors Directorate; L - Northrop Grumman Info Tech; S - Serco North American (formerly RCJ); S - Sparta Inc.; L - Boeing S&S; S - Vitech
- Vermont**
CD 00 - L - General Dynamics Armament and Technical Products Inc.
- Washington**
CD 2 - S - Fluke Electronics Corporation
CD 7 - S - F5 Networks Incorporated
CD 8 - SDBP - General Microsystems, Inc.; L - Hitachi Data Systems Corp; CL - Parametric Technology Corporation; VOSB - Avallian; S - Construx Software Builders Incorporated; L - Tibco Software Incorporated
CD 9 - D/VXOSB - New Definitions Incorporated

Best of Industry Across the Nation

Approved for Public Release, Distribution Unlimited, TACOM 28 Oct 2005, case 05-270

FCS Small Business Involvement

- Small businesses bring to bear unique solutions and insights. Areas of program involvement span the business and technology spectrum as follows:

Computer Systems	Logistics Support
Consulting Services	Networking Equipment
Electronic Systems	Product Support (Oracle Workstation)
Engineering Services (SoSCOE Engineering Support, UAV Gap Analysis)	Risk Management
Hardware Systems Development	Shop Safety Equipment
Information Technology	Software Services and Products (C4ISR Software Requirements, Situation Understanding, Data Visualization and CAD Conversion)
Parts Processing Services	Training Services

How to Get Involved with FCS



- Regularly check the FCS Website Home Page at:
www.boeing.com/fcs
- Located on this website:
 - FCS Business Opportunities of the LSI and its Partners (Contacts with websites)
 - Information on Submitting Unsolicited Proposals and Questions
 - Partners' Requests for Quotations / Information
 - FCS Business Opportunities
 - **FCS Supplier Information Submittal Form**
 - Supplier Diversity information (specific LSI / Partner Small Business contacts provided in FCS Business Opportunities Brochure)
 - FCS calendar with upcoming conferences and events
- Reach out to the LSI and Partners to express your interest and capability
- Focus on areas of technology and express interest across the One Team

FCS External Web Site



Partner Opportunities

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

Example from FCS Website

FCS Business Opportunities

[Intelligence, Surveillance, and Reconnaissance](#) | [C4ISR - Battle Command](#) | [C4ISR - Network Systems](#) | [Unmanned Ground Vehicle](#) | [Unmanned Air Vehicle](#) | [Manned Ground Systems](#) | [Supportability](#) | [Training Support](#)

FCS Partner Contact Information	Business Opportunities
<i>Intelligence, Surveillance, and Reconnaissance</i>	
Ground Sensor Integrator Raytheon Network Centric Systems Plano, Texas Randy Whitaker - Manager, Supplier Diversity Telephone: 972-344-8302 Fax: 972-344-8354 Email: r-whitaker@raytheon.com Howard Lund – Sensor Source Selection Email: GSIsourceselection@raytheon.com Web Addresses: www.raytheon.com www.raytheon.com/connections/supplier/diversity/index.html	<ul style="list-style-type: none"> • Electro-Optics Intelligence, Surveillance, and Reconnaissance Mission Payload (suite of sensors) for Small Unmanned Ground Vehicle (SUGV) • Short Range Electro-Optics/Infrared Sensor • Acoustic Locating Array Sensor • Mine Detection Sensor for SUGV

FCS Business Opportunities

(Located on FCS Website)



Technology Areas of Interest



Breakthrough and Leverage Technologies

- | | |
|---|--|
| <ul style="list-style-type: none">• Automation of Dissimilar Databases for Interoperability and Effects• Methods for Automating Terabyte Databases• Innovative new technology to improve software specification, development, test and verification• Decision tools for managing program complexity in very large System of Systems acquisitions• Affordable technology for highly efficient cooling of electronic sub-systems• Techniques for reducing cost of common components of multi-mode radars• Techniques for reducing cost of key components in multi-spectral infrared sensors• Techniques for waste heat recovery, distribution, and discharge• Highly reliable manufacturing techniques for lead-free solder applications• Low cost non-lethal weapons• Advanced Lethal/Non-Lethal Scaleable Munitions and Effects | <ul style="list-style-type: none">• Innovative algorithms and techniques for automated obstacle avoidance in unmanned air and ground vehicles• Innovative techniques for on-board and remote sensor data fusion• Innovative techniques for ground vehicles to survive rocket-propelled grenades and top-attack missiles• Innovative sensing techniques for remote detection of chemical, biological, radiological, and nuclear agents• Algorithms and models for Quality of Service in extremely large ad hoc mobile networks• Advanced directional antenna techniques for wideband wireless networking from moving ground vehicles• Advanced solutions for high data rate point-to-point and networked communications• Advanced display techniques for hemispheric threat assessment by moving vehicles.• Linear engines• Heavy fuel engines for Unmanned Aerial Vehicle classes |
|---|--|

Partner Contact Information

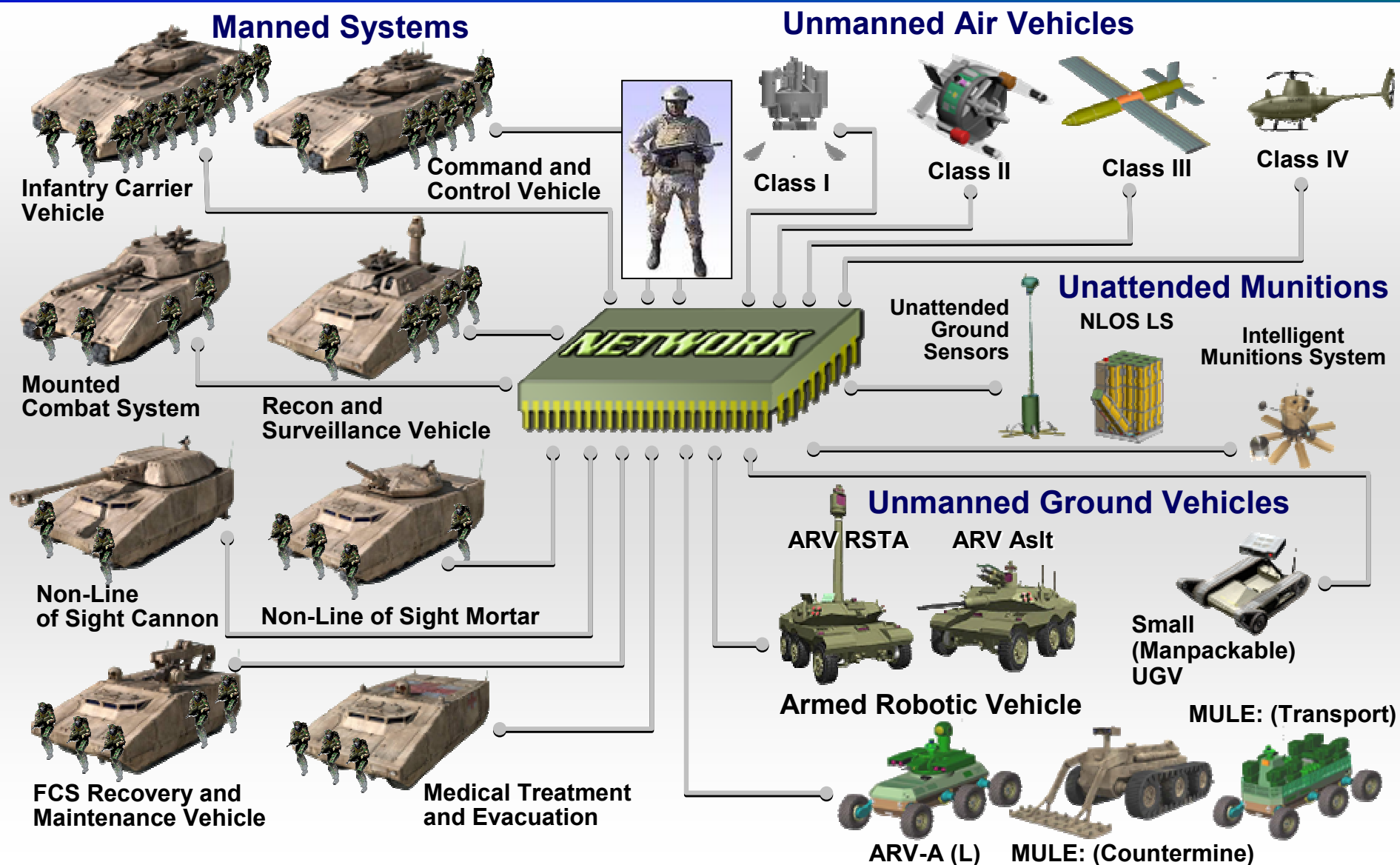
Partners	Contact Name	Phone Number	Email
Raytheon Network Centric Systems	Valerie King	508-490-2331	valerie_king@raytheon.com
Raytheon Network Centric Systems	Randy Whitaker	972-344-8302	r-whitaker@raytheon.com
Northrop Grumman Integrated Systems	Vicky Harper-Hall	310-814-0550	Vicky.Harper-Hall@ngc.com
Northrop Grumman Information Technology	Sandy VanDerEems	703-556-1714	Sandy.VanDerEems@ngc.com
Northrop Grumman Mission Systems	Jack Beckwith	310-764-9831	john.beckwith@ngc.com
Northrop Grumman Electronic Systems Corp.	Susanne Adams	410-765-8269	Susanne.adams@northropgrumman.com
General Dynamics Robotic Systems	Gerry Simmons	410-876-9200	gsimmons@gdrs.com
General Dynamics C4 Systems	Stephanie Poppe	480-441-7255	Stephanie.poppe@gdds.com
General Dynamics Land Systems	Doug Gamache	586-825-7883	gamached@gdls.com
General Dynamics Advanced Information Systems	Lynn Simmons	508-880-1658	Lynn.Simmons@gdc4s.com
Lockheed Martin ORINCON Defense	Regina Stout	610-354-3151	regina.c.stout@lmco.com
Lockheed Martin Missiles and Fire Control	Cathy Usztan-Bedford	972-603-1268	cathy.usztan-bedford@lmco.com
BAE Systems	James Nunemaker John Grindle	973-305-2604 703-668-4237	james.nunemaker@baesystems.com john.grindle@baesystems.com
Textron Systems	Jim Hester Bruce Boucher	978-657-1236 978-618-1678	Jhester@systems.textron.com bboucher@systems.textron.com
Dynamics Research Corp.	Pam Rodgers	978-475-9090 x2584	prodgers@drc.com
Honeywell Defense & Space Electronic Systems	Bill Spofford	505-828-5548	billspofford@honeywell.com
BAE Systems	Barbara Knox	717-225-8077	barbara.knox@udlp.com
BAE Systems	Rick Richter Lynn Arholm	763-572-7904 763-572-6846	richard.richter@udlp.com lynn.arholm@udlp.com
Computer Sciences Corp.	Annie Martin	703-818-4182	amartin5@csc.com

FCS Program Overview

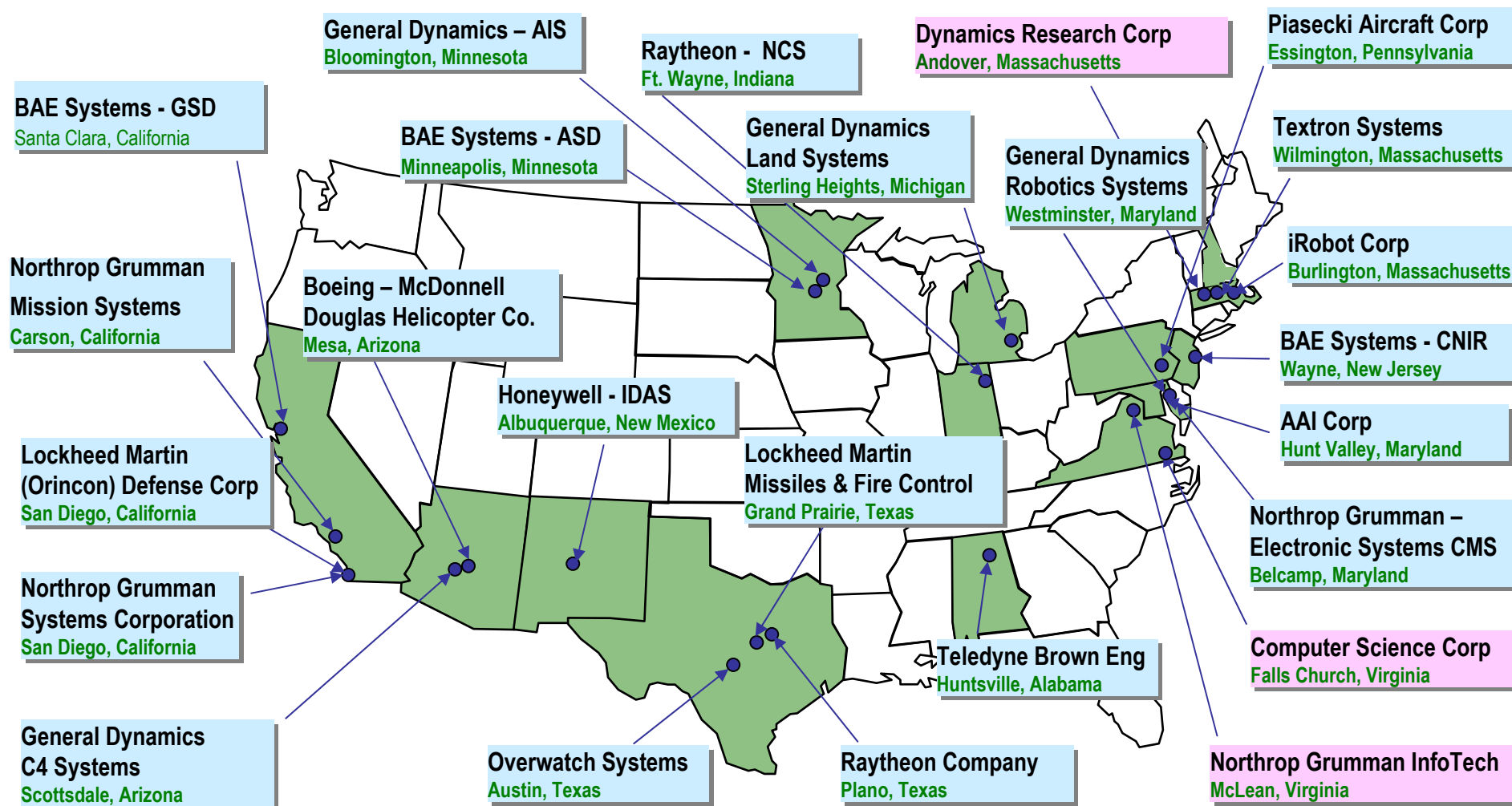
9th Annual Army Small Business Conference

John Kelley
Director - Supplier Management & Procurement
Future Combat Systems

FCS System-of-Systems



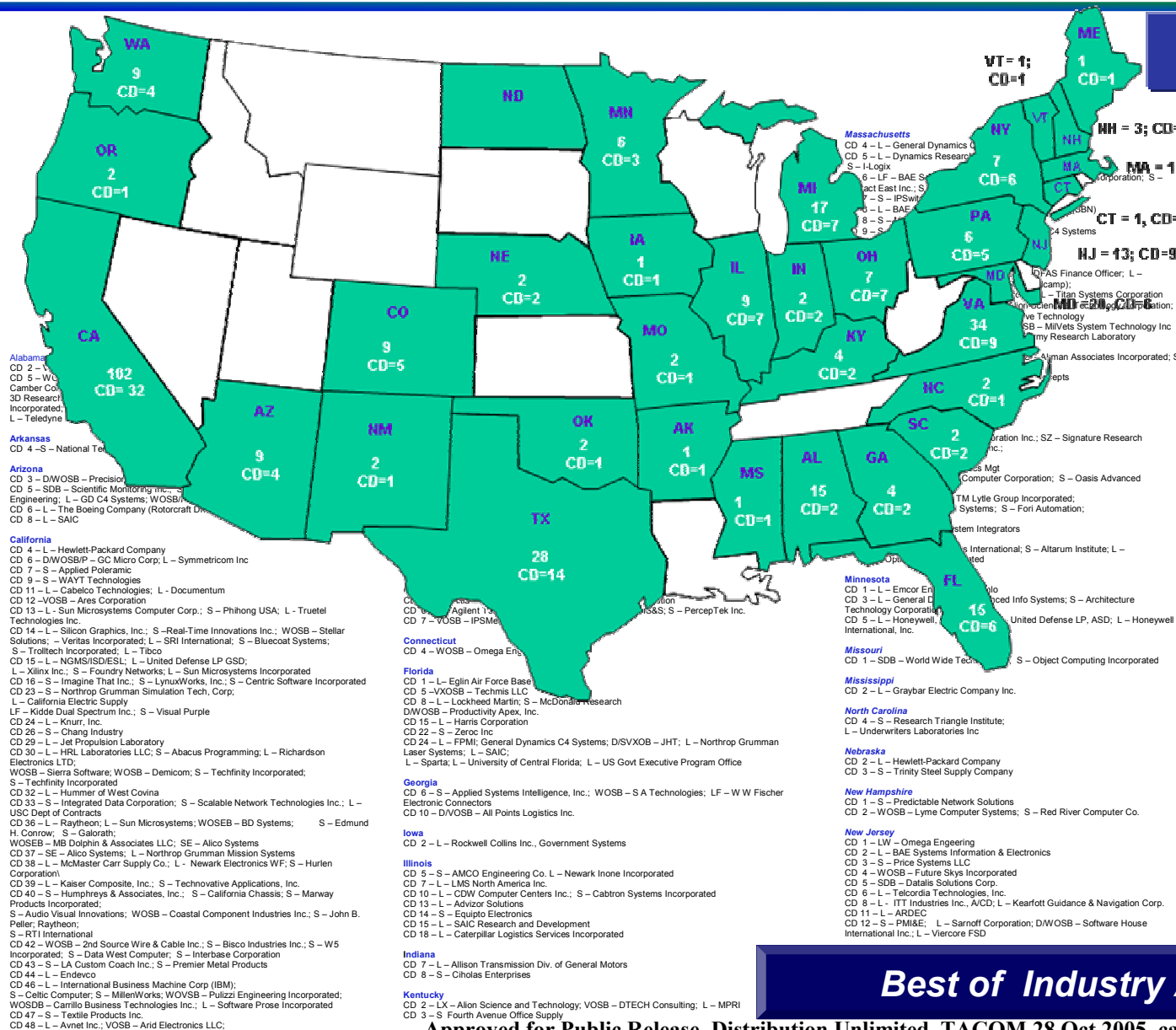
FCS “Best of Industry” Team



FCS One Team Industry Base



34 States, 156 Congressional Districts, 358 Suppliers



Best of Industry Across the Nation

Approved for Public Release, Distribution Unlimited, TACOM 28 Oct 2005, case 05-270

FCS Small Business Involvement

- Small businesses bring to bear unique solutions and insights. Areas of program involvement span the business and technology spectrum as follows:

Computer Systems	Logistics Support
Consulting Services	Networking Equipment
Electronic Systems	Product Support (Oracle Workstation)
Engineering Services (SoSCOE Engineering Support, UAV Gap Analysis)	Risk Management
Hardware Systems Development	Shop Safety Equipment
Information Technology	Software Services and Products (C4ISR Software Requirements, Situation Understanding, Data Visualization and CAD Conversion)
Parts Processing Services	Training Services

How to Get Involved with FCS



- Regularly check the FCS Website Home Page at:
www.boeing.com/fcs
- Located on this website:
 - FCS Business Opportunities of the LSI and its Partners (Contacts with websites)
 - Information on Submitting Unsolicited Proposals and Questions
 - Partners' Requests for Quotations / Information
 - FCS Business Opportunities
 - **FCS Supplier Information Submittal Form**
 - Supplier Diversity information (specific LSI / Partner Small Business contacts provided in FCS Business Opportunities Brochure)
 - FCS calendar with upcoming conferences and events
- Reach out to the LSI and Partners to express your interest and capability
- Focus on areas of technology and express interest across the One Team

FCS External Web Site



The screenshot displays the Boeing FCS External Web Site interface. The top navigation bar includes links for **Boeing Home**, **Integrated Defense Systems**, and **Phantom Works**. The left sidebar features a vertical menu with buttons for **fcs overview**, **what's new?**, **briefings**, **industry collaboration**, **archive**, and **questions**. The main content area is titled **FUTURE COMBAT SYSTEMS** with the tagline **One Team - The Army/Defense/Industry**. It features a large background image of a desert landscape with a **SAIC** logo. The central section lists various opportunities and resources, including **Partners**, **Unsolicited Proposals**, **Partners Requests for Information / Quotes**, **FCS Business Opportunities**, **Supplier Diversity**, and **Automated Resupply, NLOS Cannon/Mortar & Mounted Combat System RFI**. A **Search** bar is located at the bottom right of this section. The bottom footer contains a **site navigator** with links to **PRODUCTS & SERVICES**, **E-BUSINESS**, **BOEING WORLDWIDE**, **INVESTOR RELATIONS**, **EMPLOYMENT**, **EMPLOYEE/RETIREE**, **DOING BUSINESS**, **GEN INFO/IMAGES**, **CORP. GOVERNANCE**, **NEWS**, and **SECURE LOGON**. A **Contact Us** link is also present. The URL **www.boeing.com/fcs** is displayed at the bottom.

Annotations (Yellow Arrows):

- Partners** → **Partner lists and Website links**
- Unsolicited Proposals** → **Submission of Proposals not covered by an RFP**
- Partners Requests for Information / Quotes** → **Partner posted solicitations for requests for information**
- FCS Business Opportunities** → **Partners opportunities, contacts, and submittal form, and LSI Technology areas of interest**
- Supplier Diversity** → **Supplier Diversity information and contacts**
- Automated Resupply, NLOS Cannon/Mortar & Mounted Combat System RFI** → **LSI posted solicitations (requests for information/proposals, white papers), news, and events**

Partner Opportunities

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

Example from FCS Website

FCS Business Opportunities

[Intelligence, Surveillance, and Reconnaissance](#) | [C4ISR - Battle Command](#) | [C4ISR - Network Systems](#) | [Unmanned Ground Vehicle](#) | [Unmanned Air Vehicle](#) | [Manned Ground Systems](#) | [Supportability](#) | [Training Support](#)

FCS Partner Contact Information	Business Opportunities
<i>Intelligence, Surveillance, and Reconnaissance</i>	
Ground Sensor Integrator Raytheon Network Centric Systems Plano, Texas Randy Whitaker - Manager, Supplier Diversity Telephone: 972-344-8302 Fax: 972-344-8354 Email: r-whitaker@raytheon.com Howard Lund – Sensor Source Selection Email: GSIsourceselection@raytheon.com Web Addresses: www.raytheon.com www.raytheon.com/connections/supplier/diversity/index.html	<ul style="list-style-type: none"> • Electro-Optics Intelligence, Surveillance, and Reconnaissance Mission Payload (suite of sensors) for Small Unmanned Ground Vehicle (SUGV) • Short Range Electro-Optics/Infrared Sensor • Acoustic Locating Array Sensor • Mine Detection Sensor for SUGV

FCS Business Opportunities

(Located on FCS Website)



Technology Areas of Interest



Breakthrough and Leverage Technologies

- | | |
|---|--|
| <ul style="list-style-type: none">• Automation of Dissimilar Databases for Interoperability and Effects• Methods for Automating Terabyte Databases• Innovative new technology to improve software specification, development, test and verification• Decision tools for managing program complexity in very large System of Systems acquisitions• Affordable technology for highly efficient cooling of electronic sub-systems• Techniques for reducing cost of common components of multi-mode radars• Techniques for reducing cost of key components in multi-spectral infrared sensors• Techniques for waste heat recovery, distribution, and discharge• Highly reliable manufacturing techniques for lead-free solder applications• Low cost non-lethal weapons• Advanced Lethal/Non-Lethal Scaleable Munitions and Effects | <ul style="list-style-type: none">• Innovative algorithms and techniques for automated obstacle avoidance in unmanned air and ground vehicles• Innovative techniques for on-board and remote sensor data fusion• Innovative techniques for ground vehicles to survive rocket-propelled grenades and top-attack missiles• Innovative sensing techniques for remote detection of chemical, biological, radiological, and nuclear agents• Algorithms and models for Quality of Service in extremely large ad hoc mobile networks• Advanced directional antenna techniques for wideband wireless networking from moving ground vehicles• Advanced solutions for high data rate point-to-point and networked communications• Advanced display techniques for hemispheric threat assessment by moving vehicles.• Linear engines• Heavy fuel engines for Unmanned Aerial Vehicle classes |
|---|--|

Partner Contact Information

Partners	Contact Name	Phone Number	Email
Raytheon Network Centric Systems	Valerie King	508-490-2331	valerie_king@raytheon.com
Raytheon Network Centric Systems	Randy Whitaker	972-344-8302	r-whitaker@raytheon.com
Northrop Grumman Integrated Systems	Vicky Harper-Hall	310-814-0550	Vicky.Harper-Hall@ngc.com
Northrop Grumman Information Technology	Sandy VanDerEems	703-556-1714	Sandy.VanDerEems@ngc.com
Northrop Grumman Mission Systems	Jack Beckwith	310-764-9831	john.beckwith@ngc.com
Northrop Grumman Electronic Systems Corp.	Susanne Adams	410-765-8269	Susanne.adams@northropgrumman.com
General Dynamics Robotic Systems	Gerry Simmons	410-876-9200	gsimmons@gdrs.com
General Dynamics C4 Systems	Stephanie Poppe	480-441-7255	Stephanie.poppe@gdds.com
General Dynamics Land Systems	Doug Gamache	586-825-7883	gamached@gdls.com
General Dynamics Advanced Information Systems	Lynn Simmons	508-880-1658	Lynn.Simmons@gdc4s.com
Lockheed Martin ORINCON Defense	Regina Stout	610-354-3151	regina.c.stout@lmco.com
Lockheed Martin Missiles and Fire Control	Cathy Usztan-Bedford	972-603-1268	cathy.usztan-bedford@lmco.com
BAE Systems	James Nunemaker John Grindle	973-305-2604 703-668-4237	james.nunemaker@baesystems.com john.grindle@baesystems.com
Textron Systems	Jim Hester Bruce Boucher	978-657-1236 978-618-1678	Jhester@systems.textron.com bboucher@systems.textron.com
Dynamics Research Corp.	Pam Rodgers	978-475-9090 x2584	prodgers@drc.com
Honeywell Defense & Space Electronic Systems	Bill Spofford	505-828-5548	billspofford@honeywell.com
BAE Systems	Barbara Knox	717-225-8077	barbara.knox@udlp.com
BAE Systems	Rick Richter Lynn Arholm	763-572-7904 763-572-6846	richard.richter@udlp.com lynn.arholm@udlp.com
Computer Sciences Corp.	Annie Martin	703-818-4182	amartin5@csc.com

HUBZone PROGRAM UPDATE

9th Annual Army Small Business

Conference November 3, 2005

Michael P. McHale

Associate Administrator for

HUBZone Program

Quick History

In 1997, U.S. Senator Christopher ‘Kit’ Bond, then Chairman of the Small Business Committee, crafts legislation to link preferences for award of Federal contracts to small businesses located in economically distressed areas (HUBZones).

Feels JOBS, not more job training, is what’s needed to promote long-term economic viability.



Design

- *From the outset, designed as a virtual program always available at: www.sba.gov/hubzone*
- *Application for Certification*
- *Program Examinations*
- *Recertification*



Program Overview

HUBZone Program - Community Based:

- *Employment*
- *Empowerment*
- *Enterprise*



HUBZone Portfolio

- *Total Portfolio: 13,500*
- *HUBZone firms' total average annual receipts: \$24 Billion*
- *HUBZone firms' total employment: 191,000 employees*
- *HUBZone residents employed by HUBZone firms: 124,000 (65%)*

HUBZone Portfolio, “Commercial Ranking”

- *If the HUBZone Portfolio were included in the Fortune 500, based on average annual revenue, it would be ranked 92nd, just ahead of McDonalds and Coca Cola.*
- *The portfolio:*
 - *Has over 620 firms with average annual revenue in excess of \$10 million,*
 - *Includes 1,200 high technology firms in NAICS Code 541512, and*
 - *Includes 491 machine shops in NAICS Code 332710.*



DOD Issues

- ***HUBZone Qualified Areas Expanded To Include:***
 - ***Military base closure areas (BRAC) – 5 years from date of closure or date of legislation (12/4/04)***
- ***Department of the Army National HUBZone SB Conference***

HUBZone Contracting

- *Set-aside awards*
- *Sole source awards*
- *Awards through full and open competition after application of 10% price evaluation preference (PEP)*
- *Subcontracting Opportunities*

Federal Government HUBZone Contracting Awards

by Fiscal Year

- **FY 1999** **Goal - 1%** **Actual - not available**
- **FY 2000** **Goal - 1.5%** **Actual - \$663.3M (.33%)**
- **FY 2001** **Goal - 2.0%** **Actual - \$1.7 B (.72%)**
- **FY 2002** **Goal - 2.5%** **Actual - \$1.7 B (.71%)**
- **FY 2003** **Goal - 3.0%** **Actual - \$3.4 B (1.23%)**
- **FY 2004** **Goal - 3.0%** **Actual - \$4.8 B (1.59%)**
 - **HZ-S/A 1,085 Actions \$168.5 Million**
 - **SB-SA 104,238 Actions \$11.9 Billion**
- **FY 2004 DOD Achievement 3.1B 1.48%)**
- **FY 2004 Army Achievement 1.6B (2.8%)**
- **FY 2005 Army Achievement 2.1B (3.1%)***

***Preliminary Data**

Program Impact

- *Recent regulatory change authorized SBA to collect updated financial information and information relating to employment and capital investment from certified firms in order to gauge the success of the HUBZone Program.*
 - *Survey was approved by the Office of Management and Budget, and*
 - *Executed over the Internet*
 - *Results: As a direct result of HUBZone certification:*
 - *11, 461 employees were hired, 7, 063 were HUBZone residents*
 - *Over a half billion dollars (\$523M) was invested in HUBZones*

The HUBZone Program

*“Rebuilding America's
Communities, One Small
Business at a Time ”*



ARMY RESEARCH OFFICE WASHINGTON

SMALL BUSINESS INNOVATION RESEARCH & SMALL BUSINESS TECHNOLOGY TRANSFER

SBIR & STTR
Programs

AMC
Small Business
Conference

3 November 2005



Through the Army SBIR Program, we call upon our small business community to fulfill the needs of our Soldiers deployed around the world...

MISSION: The Army SBIR program is designed to provide small, high-tech businesses the opportunity to propose innovative Research and Development solutions in response to critical Army needs.

Force Operating Capabilities (FOC)

TRADOC Pamphlet 525-66 (1 July 2005)

<http://www.tradoc.army.mil/tpubs/pams/p525-66.htm>

Battle Command

Battlespace Awareness

**Mounted / Dismounted
Maneuver**

Air Maneuver

Maneuver Sustainment

Maneuver Support

Protection

**Strategic Responsiveness
and Deployability**

**Line of Sight / Beyond
Line of Sight , Non-Line
of Sight Lethality**

Human Engineering

**Training,
Leader Development
and Education**

Provides focus for the Army's Science and Technology Master Plan

Army Science and Technology Focus

Army Posture Statement 2005

<http://www.army.mil/aps/>

- ☐ Networked battle command and logistics systems
- ☐ Networked precision missiles and gun-launched munitions
- ☐ Improved intelligence sensors
- ☐ Active and passive protection systems
- ☐ Unmanned ground and air systems
- ☐ Low-cost multispectral sensors
- ☐ Detection and neutralization of mines and Improvised Explosive Devices (IEDs)
- ☐ Identification of friendly forces in combat
- ☐ Development of medical technology for self-diagnosis and treatment
- ☐ Identification of hostile fire indicators
- ☐ Training systems

Army SBIR Process

Topics



DoD Solicitation
SBIR YY.2
May thru July

Phase I



Feasibility Study

\$70K, 6 Months

\$50K Option
(Gap Funding)

~10% of proposals submitted are selected

Phase II



Prototype Development
\$730K, 2 Years

Phase II Plus -
***\$500K matching funds, 1 Year**
**as of 1 July*

~50% invited proposals are selected

Phase III



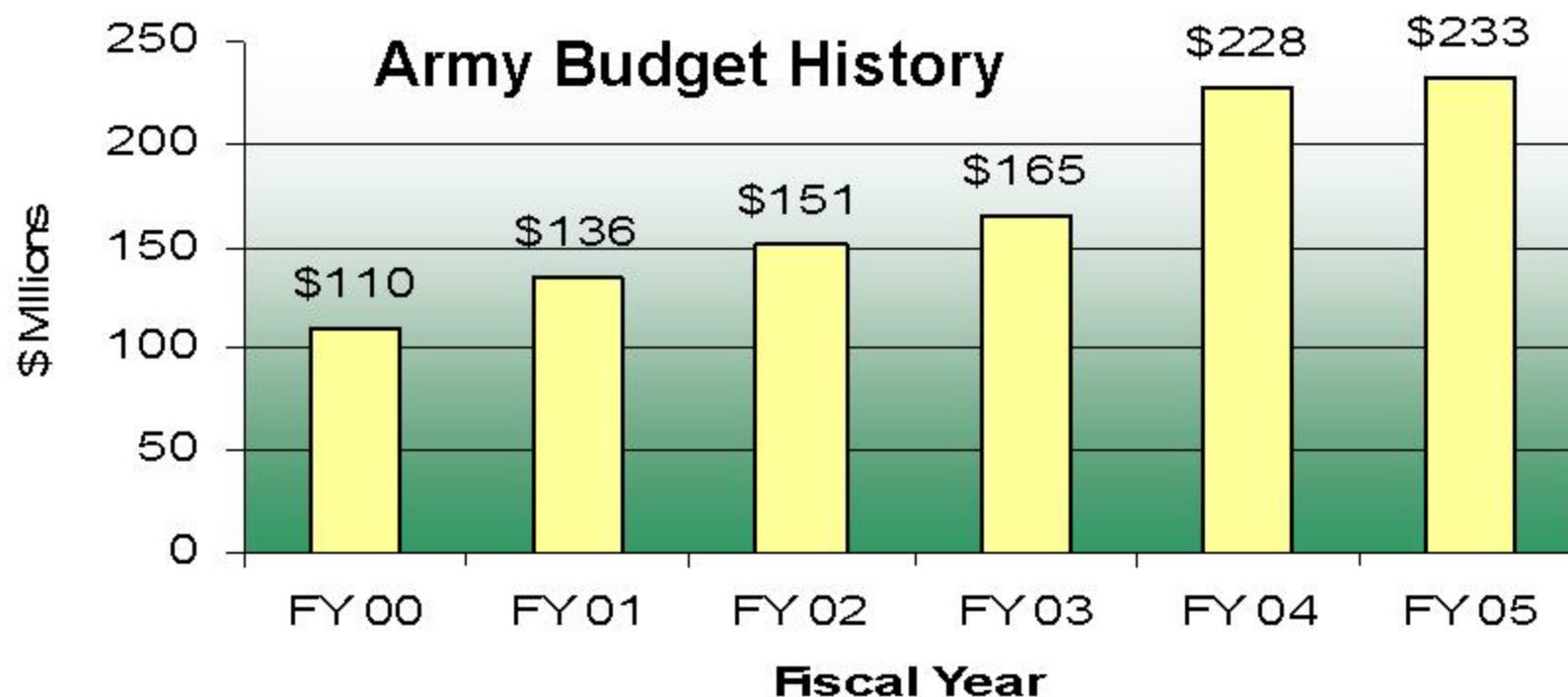
Commercialization
Transition to Federal Gov't or Private Program

No SBIR Funds

Phase I + Phase II+ Phase II Plus = \$1.35 Million

Army SBIR Award History

	FY00	FY01	FY02	FY03	FY04	FY05
Phase I Awards	249	317	354	352	356	371
Phase II Awards	139	151	180	222	237	259



Army SBIR Participating Organizations



Armament RD&E Center (ARDEC)

Army Research Institute (ARI)

Army Research Lab (ARL)

Army Test and Evaluation Center (ATEC)

Aviation and Missile RD&E Center (AMRDEC)

Communications-Electronics RD&E Center (CERDEC)

Edgewood Chemical Biological Center (ECBC)

Engineer Research and Development Center (ERDC)

Medical Research and Materiel Command (MRMC)

Natick Soldier Center (NSC)

Simulation and Training Technology Center (STTC)

Tank-Automotive RD&E Center (TARDEC)

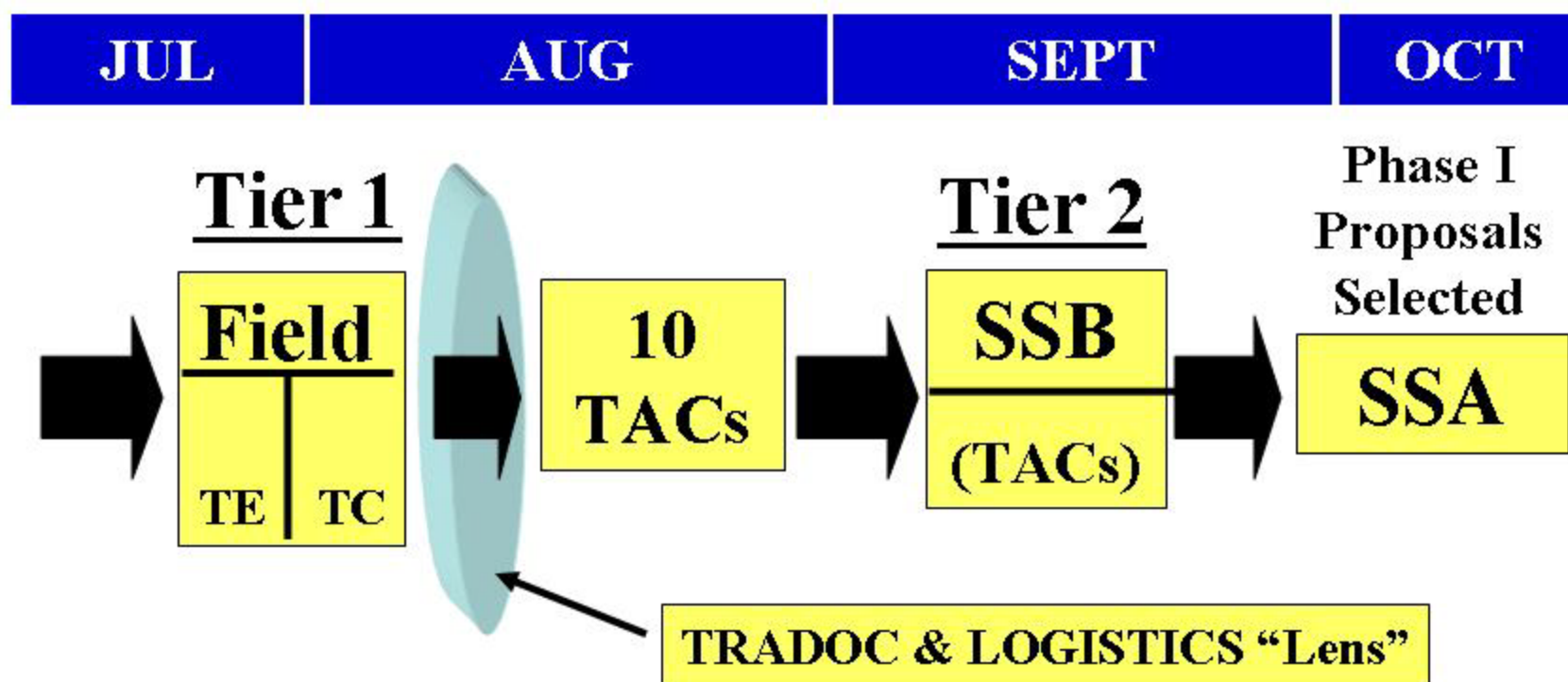
Space & Missile Defense Command (SMDC)

Army Program Executive Offices (PEOs)



Proposal Evaluation

A two-tiered process:



TE = Technical Evaluator
TC = Team Chief
TAC = Technology Area Chief
TRADOC = Training and Doctrine Command
SSB = Source Selection Board
SSA = Source Selection Authority

Evaluation Criteria:

1. Technical Merit
2. Primary Investigator Qualifications
3. Commercial Potential

PHASE

3

- Commercialization phase
- Duration: Unlimited
- Funding: Unlimited, but no SBIR funds may be used
- Goal: Market dual-use products or services to the Government and/or private sector

Cockpit Air Bag System

Simula, Inc.

Phoenix, AZ

- Over \$42M in DoD sales



Innovative Communications and Electronic Warfare Antenna

FIRST RF Corporation

Boulder, CO

- \$247K in DoD R&D
- Over \$10.6M in DoD Sales



Biometric Security Systems

Ultra-Scan Corporation

Amherst, NY

- \$1.1M in DoD R&D
- Over \$6M in Fed R&D
- Over 1.5M in Fed and Private Sales



Army SBIR Quality Awards Program

- ☐ **Recognizes Top Phase II Performers each year**
- ☐ **All Phase II projects ending within year eligible for consideration**
 - ☐ Army participating organizations nominations or
 - ☐ Companies self-nominate
- ☐ **Selection board of Government & Industry Scientists and Businessmen**
- ☐ **Winners presented award in ceremony at Pentagon, hosted by a senior Army official**
- ☐ **Quality Award projects featured in annual Army SBIR Quality Awards brochure**



DoD Solicitation Key Dates

	Solicitation Internet Release	Proposals Accepted Starting	Proposal Deadline	Contracts Awarded
SBIR FYxx.1	Approx. Nov. 1	Approx. Dec. 15	Approx. Jan. 15	Approx. May 15
SBIR FYxx.2	Approx. May 1	Approx. Jun. 15	Approx. Jul. 15	Approx. Nov. 15
SBIR FYxx.3	Approx. Aug. 1	Approx. Sep. 15	Approx. Oct. 15	Approx. Feb. 15

2006.2 Pre-Solicitation Period: 1 May – 13 June 06
 Solicitation Opens: 14 June 06
 Phase I Proposals Due: 14 July 06
 Award Notification: Mid Oct 06
 Contract Award: Mid Nov 06


Small Business Technology Transfer (STTR)

- ☐ Encourages collaboration between small business and:
 - ☐ Universities
 - ☐ Non-Profit Research Institutions
 - ☐ Federally Funded Research & Development Centers (FFRDCs)
- ☐ Requires research institution partners (e.g., universities)
 - ☐ 40% minimum small business concerns (for-profit)
 - ☐ 30% minimum U.S. research institution (non-profit)
- ☐ \$28.1M in FY05 Funding
- ☐ Phase I \$100K, Phase II \$750K
- ☐ No Phase I Option
- ☐ No Phase II Plus

	Solicitation Internet Release	Proposals Accepted Starting	Proposal Deadline	Contracts Awarded
STTR FYxx	Approx. Feb. 1	Approx. Mar. 15	Approx. April 15	Approx. Aug. 15


<http://www.aro.army.mil/arowash/rt/sttr/sttr.htm>

<http://www.aro.army.mil/arowash/rt/>

**ARMY**
RESEARCH OFFICE
WASHINGTON

ARO-W

HOME SBIR STTR CBD AWARDS COMMERCIALIZATION



OUTREACH
Information on
Upcoming Events
and Conferences

NEWS
Latest Reports,
News and Press
Releases

**E-BUSINESS
PORTAL**
Secure Army
SBIR-STTR
Management Area

FAQ'S
Frequently Asked
Questions

e-business portal
Explore the updated Army Research Offi


[SECURITY/PRIVACY NOTICE](#)
[508 ACCESSIBILITY](#)
[DISCLAIMER OF ENDORSEMENT AND LIABILITY](#)

**SBIR & STTR
Programs**

Army Research Office - Washington (ARO-W) manages the Army Small Business Innovation Research Program (SBIR) and the Joint Science and Technology Office (JSTO) Chemical and Biological Defense (CBD) SBIR Program. The Army Research Office manages the Army Small Business Technology Transfer Program (STTR). These programs allow small, high tech U.S. businesses (less than 500 employees) and academia to propose innovative Research and Development solutions to critical Army needs. This portal provides all the necessary information to participate in these programs. By capturing the talents of the U.S. small business community, the SBIR and STTR Programs benefit the Department of Defense, the private sector, and our national economy.

Related Websites

**SOLDIER
STORIES**

**ARMY FACT FILE**

Additional Information / Questions

**Ms. Susan Nichols, PM
Major Ken Strayer, DPM**

U.S. Army Research Office - Washington



Office: 703-806-2085

Fax: 703-806-2044

sbira@belvoir.army.mil

<http://www.aro.army.mil/arowash/rt>

**U.S. Army Research, Development and Engineering Command
6000 6th Street, Suite 100
Fort Belvoir, Virginia 22060-5608**

Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

U.S. Army Materiel Command 9th Annual Army Small Business Conference

November 2-3, 2005 McLean, Virginia

MS. TRACEY PINSON

DIRECTOR, OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADBU)
OFFICE OF THE SECRETARY OF THE ARMY

Army Small Business Office



VISION



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

Army Small Business Office



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

Army Small Business Office



ARMY PRIME CONTRACT AWARDS FY 05 (10/31/05)



	Total Dollars	Achieved	Army Target	Nat'l Goal
US Business	\$68,948			
Small Business	\$19,789	28.7%	27.0%	23.0%
Small Disadvantaged Business	\$ 6,470	9.4%	8.8%	5.0%
Women-Owned SB	\$ 2,499	3.6%	4.1%	5.0%
HUBZone Small Business	\$ 2,144	3.1%	3.0%	3.0%
Service Disabled Veteran-Owned SB	\$ 448	0.7%	0.9%	3.0%

Dollars Shown in Millions

Army Small Business Office



INSIDE THE NUMBERS



- Small Business: \$19.8B (Exceeded Target)
- Small Disadvantaged Business: \$6.5B (Exceeded Target)
- Women Owned: \$2.5B (First Federal Agency)
- HUBZone: \$2.1B
Target Goal: 3.1% (Highest in Federal Government)
- SDVOSB (FY03 – FY05):
Increased dollars from \$100M to \$448M
Increased percentage of dollars by 350%

Army Small Business Office



MENTOR PROTÉGÉ PROGRAM

Program Status



- Army Agreements Should Focus on High-Tech Solutions for the War Fighter
- 36 Active Agreements
 - 22 Mentors
 - 36 Protégés (Can Have Only 1 Active Agreement)
- 7 Mentors are Graduated 8(a) Firms
- FY05 Round III – 9 New Agreements Pending
- Army Awarded 1st MP Agreement in DOD Based Solely on the Protégé's SDVOSB Status
- For Army, 2 Rounds of Proposals for FY 2006
 - 15 December and 15 April

Army Small Business Office



HBCU/MI PROGRAM FY 05 (10/31/05)



IHE

\$426M

HBCU/MI

\$ 62M

14.6%

ARMY TARGET

11.7 %

Army Small Business Office



FY 06/07 ARMY SADBU FOCUS



- Small Business Participation in FCS and Major Army Programs
- Support of BRAC through HUBZone Initiatives
- Service-Disabled Veteran-Owned Small Business Opportunities
- Contract Bundling and Consolidation
- Increased role of HBCUs & MIs in the Acquisition Process
- Residential Communities Initiative
- Subcontracting Policy and Enforcement

www.sellingtoarmy.info



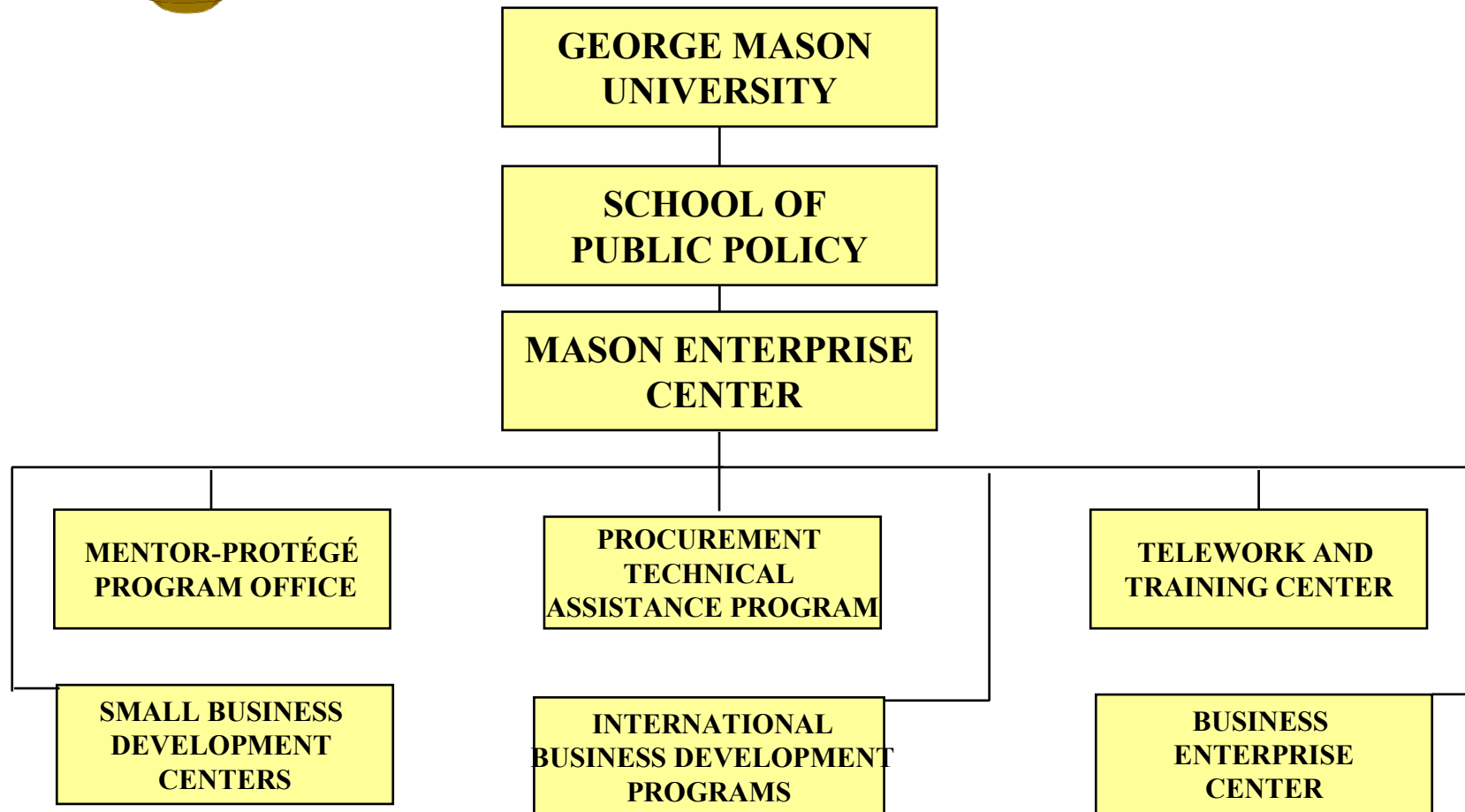


Tips & Opportunities
Available for Small Business
AMC Small Business Conference
McLean, Virginia

George Mason University
Procurement Technical Assistance Program
November 3, 2005



THE MASON ENTERPRISE CENTER



Procurement Technical Assistance Centers



PTAC

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

- Help small businesses obtain contracts with federal, state, and local governments
- Apply APTAC's member resources to improve business and economic climate in Local Communities

Defense Logistics Agency & APTAC



PTAP Background

PTAP

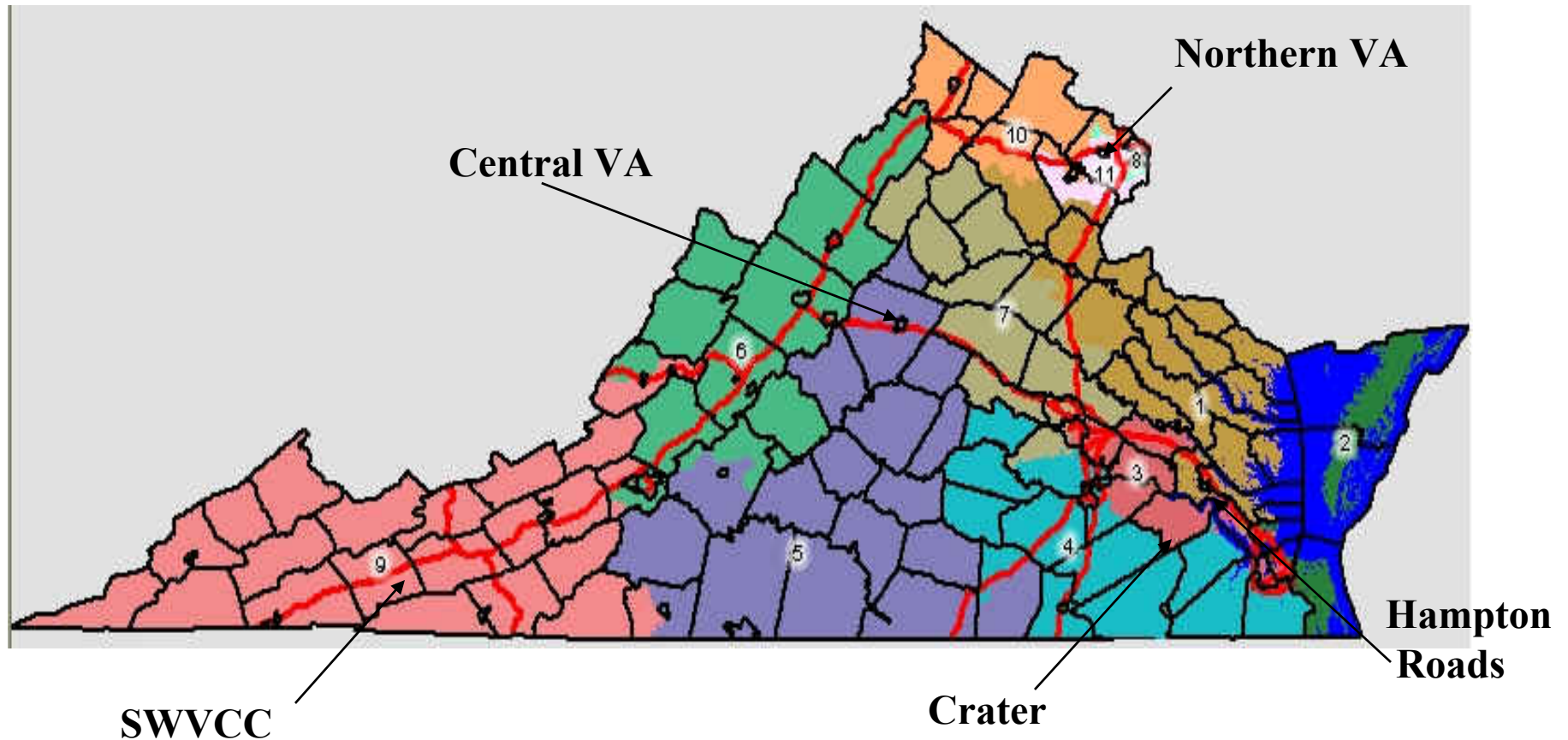
- Defense Logistics Agency SCAA
- Began mid 80's - PTAP early 90's
- Originally DoD oriented
- Mid 90's extended to other Federal
- Now includes State and Local
- One stop shop - pre and post award

Commonwealth of Virginia PTAC's



- State-wide Program- George Mason University
 - Northern Virginia - City of Fairfax
 - Central Virginia - Charlottesville
 - Hampton Roads – Newport News
- Other Virginia Regional PTAC's
 - Southwest VA Comm. College – Richlands
 - Crater Procurement Assistance Center - Petersburg

PTAC Areas Served



PTAC Services



■ Outreach

- Seminars & Conferences (sponsor and participant)
- Associations (networking and participation)

■ Education

■ Counseling

PTAC Services (Cont'd)



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

Procurement Technical Assistance Program


<http://www.gmu.edu/gmu/PTAP>



Welcome to George Mason University
Procurement Technical Assistance Program (PTAP)

Last Updated October 27, 2005

Due to the immediacy of Emergency Opportunities, it is Unlikely that Opportunities Dealing with the hurricanes will be Advertised through the FedBizOpps System
For More Information please Visit :
<http://www.aptac-us.org/new/katrina.php> or <http://www.rebuildingthegulfcoast.gov>

About PTAP		Important Links
PTAP Agreement		What's New
PTAP Services		Other PTA Centers
PTAP Seminars		Online Seminar Registration
Events Calendar		Directions to PTAP
CCR/DUNS/Cage Code		Contact Us

**How to Become
a PTAP Client
(Fill Out Client
Application Form
Here)**

Other PTAC's

<http://www.dla.mil/db/procurem.htm>

Bookmarks Location: <http://www.dla.mil/db/procurem.htm>

DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

[CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS](#)

ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	HAWAII	IDAHO	ILLINOIS	INDIANA

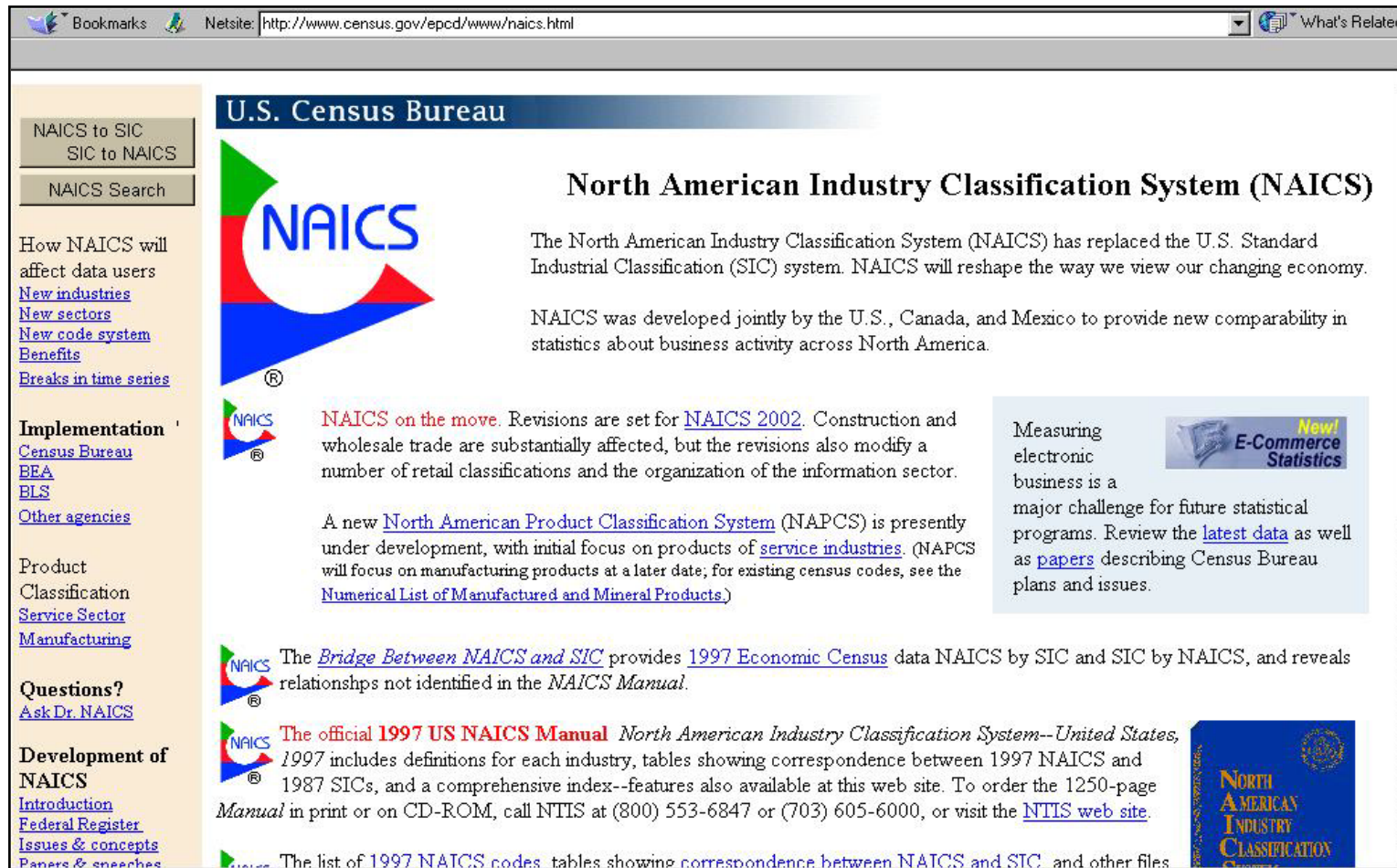


How To Get Started?

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

North American Industry Classification System

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



Bookmarks Netsite: <http://www.census.gov/epcd/www/naics.html> What's Related

NAICS to SIC
SIC to NAICS
NAICS Search

How NAICS will affect data users
[New industries](#)
[New sectors](#)
[New code system](#)
[Benefits](#)
[Breaks in time series](#)

Implementation
[Census Bureau](#)
[BEA](#)
[BLS](#)
[Other agencies](#)

Product Classification
[Service Sector](#)
[Manufacturing](#)

Questions?
[Ask Dr. NAICS](#)

Development of NAICS
[Introduction](#)
[Federal Register](#)
[Issues & concepts](#)
[Papers & speeches](#)

U.S. Census Bureau

North American Industry Classification System (NAICS)

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

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

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

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

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

New! E-Commerce Statistics

The [Bridge Between NAICS and SIC](#) provides [1997 Economic Census](#) data NAICS by SIC and SIC by NAICS, and reveals relationships not identified in the [NAICS Manual](#).

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

The list of 1997 NAICS codes, tables showing correspondence between NAICS and SIC, and other files

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM

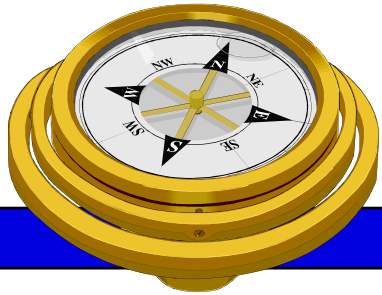
Federal Supply Classification

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

The screenshot shows a web browser window with the address bar displaying <http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz>. The page title is "FPDS PSC Wizard - Step 1".

The main content area is divided into two columns. The left column contains explanatory text about the PSC Wizard and the classification codes. The right column contains a section titled "Choose One Major Category" with three radio button options: "Research and Development", "Services (other than R and D)", and "Products". Below these options is a text input field with a placeholder "Option: Enter one word or phrase to search for:" and a label "(up to 20 characters)". A button labeled "Go To Step 2 - Pick Major Group" is positioned below the input field.

At the bottom of the page, there is a link [Return to the FPDC home page](#) and a footer line stating "PSC Wizard Version 0.5, March 17, 2000".



How To Get Started?

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

Central Contractor Registration

<http://www.ccr.gov/>

CCR Central Contractor Registration

There are 255855 active vendors

Vendor Corner | Government Arena | Small Business | CCR Handbook | Access CCR Data | Help

Start New Registration
Finish Saved Registration Using Confirmation #
Update or Renew Registrations Using TPIN
Search CCR
Find my DUNS
Find my CAGE
Federal Agency Registration

Notice:
Please note that the CCR.GOV site will be under maintenance from Friday 12:00 noon to Sunday 7:00 p.m. We apologize for this brief inconvenience.

CCR Workshop result:
On September 12th, the CCR Program Office held a half day event to provide updated information on the upcoming CCR mandate. Over 350 attendees from various government agencies were present for this informative session. [Download the slides from the conference.](#)

Federal Acquisition Circular (FAC) 2001-16 amends the FAR to require contractor registration in CCR database ...

CCR Daily

Electronic Business POC Notice

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

egov My Government My Terms

Security Notice

Dynamic Small Business Search

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



Dynamic Small Business Search

Most hotlinks on this page will open a new browser window.
(This [Return to CCR Home Page](#) hotlink does not.)

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

[Privacy Statement](#)

[Help](#)

State(s):
[\(How to make multiple selections.\)](#)
(any state)
AL - Alabama
AK - Alaska
AA - American Atlantic (APO/FPO)
AE - American Europe (APO/FPO)
AP - American Pacific (APO/FPO)
AS - American Samoa
AZ - Arizona
AR - Arkansas
CA - California

Congressional District:
(Requires exactly one state from the list at left.)
2-digit numeric (leading 0 if 1 digit),
or AL for At Large

County Code:
(Requires exactly one state from the list at left.)
3-digit numeric (leading zeroes if 1 or 2 digits)

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)

On-line Reps and Certs Application – ORCA - <http://www.bpn.gov/>

Go Directly To:
Central Contractor Registration (CCR)
Federal Agency Registration
Online Representations and Certifications Application (ORCA)
— Vendor
— Public
Past Performance Information Retrieval System (PPIRS)
Excluded Parties Listing System
EEO Pre-Award Clearance

FIRST GOV
Your First Click to the U.S. Government

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

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

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

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

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

egov
My Government. My Terms

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

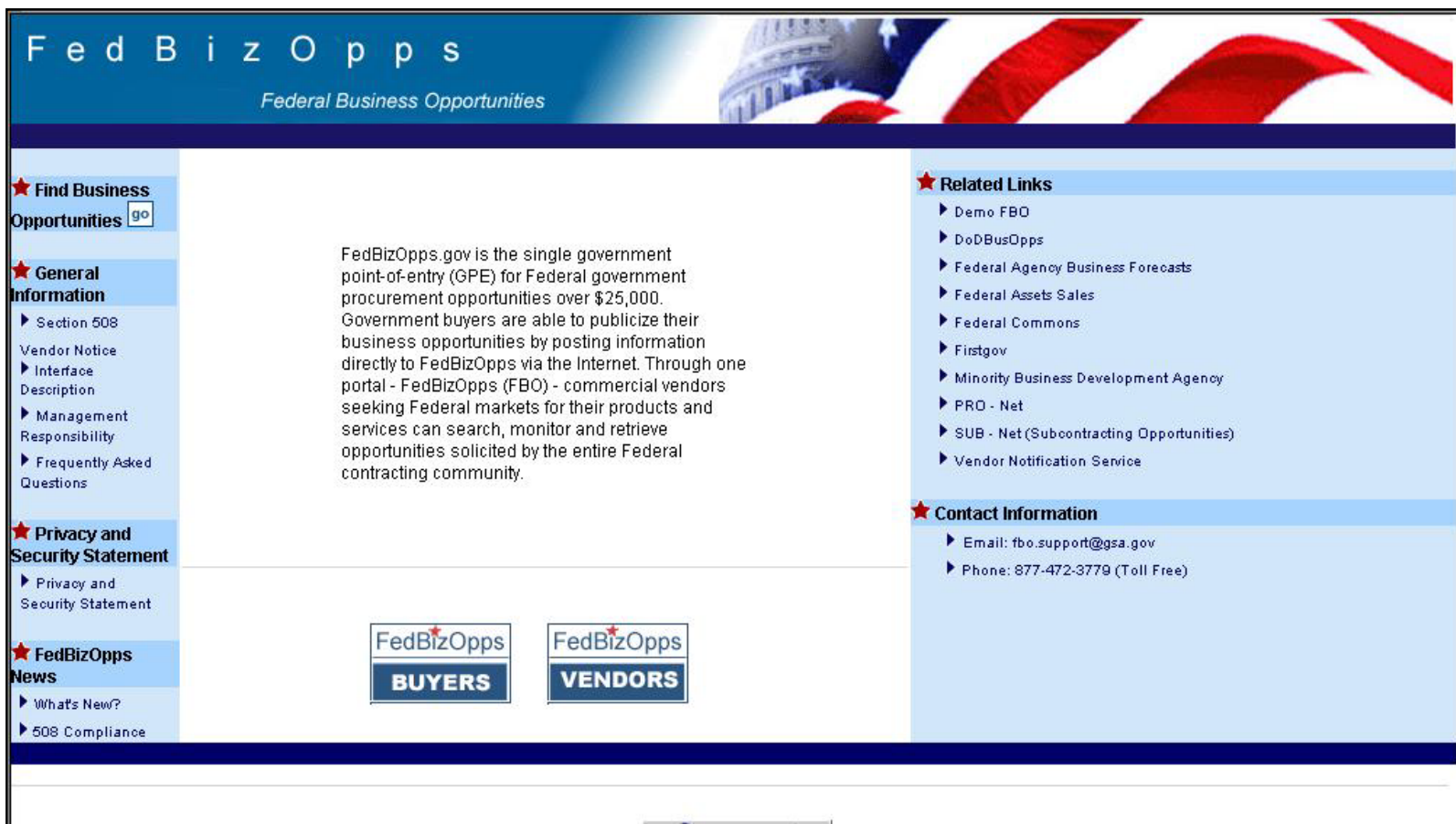


How To Get Started?

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

FedBizOpps

<http://www.fedbizopps.gov/>



Federal Procurement Data System*

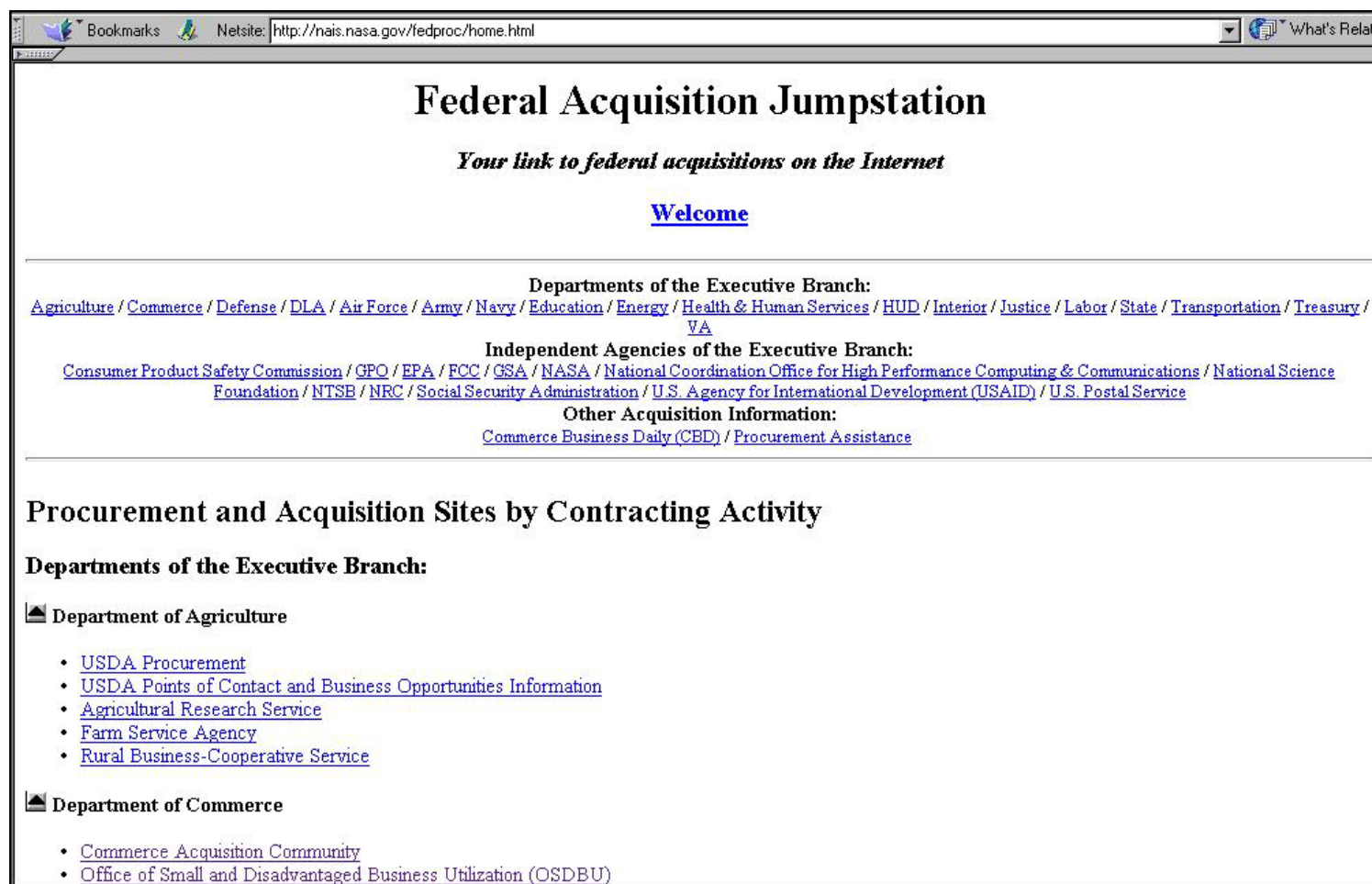
<http://www.fpds.gov>

The screenshot shows the FPDS Next Generation website interface. At the top, there is a blue header bar with the FPDS logo on the left and the GSA egov logo on the right. Below the header, the page is divided into six main sections arranged in a 2x3 grid:

- Log In:** Contains a "Log-In:" label, a text input field, a "Password:" label, a text input field with a "Login Image" button, a "Log In" button, and a "[Forgot Your Password?](#)" link.
- General Info:** Contains a welcome message: "Welcome to the new Federal Procurement Data System (FPDS).", instructions for new and registered users, and a link to "[About FPDS-NG](#)".
- Reports:** Contains the text "The following FPDS reports are available now for download:" and three links: "[Federal Procurement Report FY2002](#)", "[Federal Procurement Report FY2001](#)", and "[Federal Procurement Report FY2000](#)".
- Registration:** Contains links for "Not Registered? [Register](#)", "[Who Should Register?](#)", "[Contact Help Desk](#)", and "[Security and Privacy](#)".
- Important Links:** Contains a list of links: "Are you at the right site?", "[Report FY2003 Transaction](#)", "[Find Current Business Opportunities](#)", "[Small Business Services](#)", "[Business Partner Network](#)", "[Register as a Potential Contractor](#)", "[Past Performance Information Retrieval System](#)", "[Federal Technical Data System](#)", "[Official website for eGov Initiatives](#)", and "[FPDS-NG Project Site](#)".
- CBT Computer Based Training:** Contains links for "[Award CBT](#)" and "[IDV CBT](#)", followed by instructions on how to view CBTs and a link to the "[FPDS Help File](#)".

Federal Acquisition Jumpstation

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





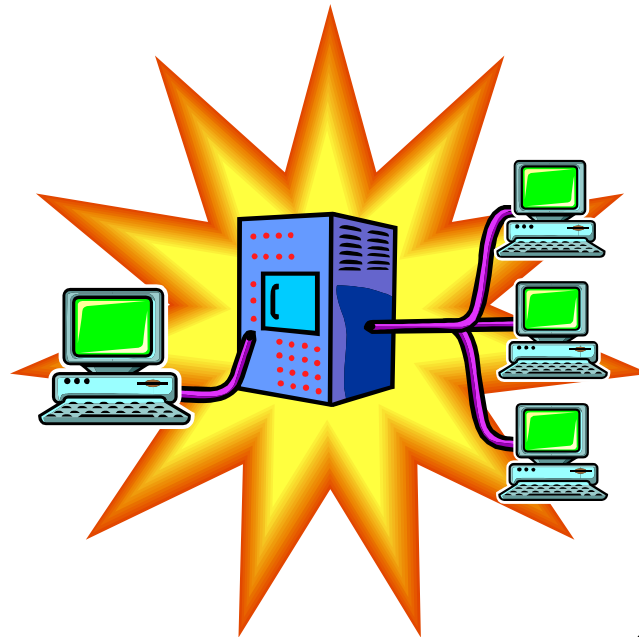
How To Get Started?

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

Federal Purchase Thresholds



- Greater than \$100,000
- Simplified Acquisition Threshold \$100,000
- Small Purchase Threshold < \$25,000



- Micro-purchase < \$2500



Federal Acquisition Regulations



Some Important FAR Parts



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

Acquisition Knowledge Sharing System

<http://akss.dau.mil/>

The screenshot displays the AT&L Knowledge Sharing System website. The header includes the site title, a navigation bar with links like Home, DAU, Contact, and a search bar. A left sidebar lists various resources such as DAU Homepage, Training Courses, and Policy Documents. The main content area features a 'AKSS Today!' section with a news item about a \$2500 award, a 'Reader's Choice' section with links to manuals and policies, and a 'Suggested Reading' section. The footer of the page shows the George Mason University logo and the Procurement Technical Assistance Program name.

AT&L Knowledge Sharing System
Your one stop source for AT&L information

Defense Acquisition University

Home | DAU | Contact | FAQ | Site Map | Help | Advanced Search

DAU Homepage
Training Courses
Continuous Learning
Knowledge Sharing
Performance Support

AKSS Menu

- Policy Documents
- DoD 5000 Series
- FAR, DFARS, & Others
- Community Areas (CoPs)
- Reader's Choice
- Glossaries & Acronyms
- Education & Training
- Software Tools
- DAU Video Library
- AT&L Web Sites
- News & Publications
- Ask a Professor
- Forms
- Acquisition Events
- Guidebooks & Handbooks
- Ethics

AKSS Today!

DAU Catalog

Course Schedule

Apply for a Course

Virtual Campus

Wanted: Best Example of a Performance-based Contract Reward: \$2500 Award to Federal Government Employee Who Wins! The General Services Administration (GSA) and the Performance Institute (PI) will honor an individual or contracting team that has displayed outstanding achievement in performance-based service acquisition at this June's Federal Acquisition Conference (www.acqnet.gov) in Washington, DC. The 2004 "Excellence in Performance-Based Service Acquisition" program will award \$2500 to the winner in this federal, government-wide competition. A blue-ribbon committee has been formed to review any contracts submitted as part of this awards program. For more information on how to nominate yourself, or someone from your acquisition team, and for a full list of rules and criteria please visit www.excellenceinacquisition.org. The deadline for submission is March 19, 2004.

Newsletter from the Secretary of the Air Force: The events of the past year offered an opportunity to demonstrate the contributions of the world's finest air and space force to the joint and coalition effort to defend our nation and friends. As we adapt to a new era, we will continue to leverage those capabilities that deliver military advantages. To date, we've made great progress in applying this approach to several focus areas, which General Jumper and I refer to as "Phase One" of an Air Force-wide effort to realize Secretary Rumsfeld's vision of transformation. [\(more\)](#)

2004 BUSINESS MANAGERS' CONFERENCE - Members of the Business, Cost Estimating, Financial Management (BCEFM) workforce and OSD Comptroller and DoD Financial Management community are invited to attend the 2004 Business Manager's

New JCIDS/DoD 5000/PBBE Policy is Available
[click here](#)

Speak C
We'd like hear from
[click here](#)

Reader's Choice

- [CJCS Instructions 3170.01C](#)
- [CJCS Manual 3170.01](#)
- [DoDD 5000.1](#)
- [DoDI 5000.2](#)
- [FMS Manual](#)
- [DCMA One Book](#)
- [DCAA Manual](#)
- [FAR](#)
- [DFARS](#)
- [Other FAR Supps](#)
- [DoD 7000.14-R](#)
- [EI Toolkit](#)

Suggested Reading

- [Defense Acquisition Workforce Improvement \(DAWIA\) Title 10, U.S. Code, Chapter 87 Def Acquisition Workforce as amended Nov. 24, by P.L. 108 136](#)
- [Army cancels Comanche helicopter program](#)

DOD OSDBU

<http://www.acq.osd.mil/sadbu>

The screenshot shows a web browser window with the address bar displaying <http://www.acq.osd.mil/sadbu/>. The website header features the Department of Defense seal and the text "Department of Defense, Office of Small And Disadvantaged Business Utilization". A large blue banner with the word "Welcome" is prominent. On the left, a vertical navigation menu lists: Home, Director Information, What's New, Overview of Programs, Conferences, Publications, Procurement Forecasts, Frequently Asked Questions, Links, Text-Only, and Contact Us. The main content area includes a "Welcome to the Department of Defense, Office of Small and Disadvantaged Business Utilization" message, a "click here for the Nunn-Perry Winners" button, and a "Minority Small Business Procurement Conference May 22 - 25, 2001" announcement. Below this, the "Our Mission" and "Our Vision" statements are presented. A circular seal for the "OFFICE OF SMALL & DISADVANTAGED BUSINESS UTILIZATION" is also visible. At the bottom, a table lists various programs: Mentor-Protégé Program, Small Business Innovation Research and Small Business Technology Transfer, Women-Owned Small Business, HBCU/MI, Indian Incentive, Comprehensive Subcontracting Plan Test Program, Hub Zones, and Service-Disabled. A circular image of a person in a hard hat is located in the bottom right corner of the main content area.

Department of Defense, Office of
Small And Disadvantaged Business Utilization

Welcome

Welcome to the Department of Defense,
Office of Small and Disadvantaged
Business Utilization

click here for the
**Nunn-Perry
Winners**

Minority Small Business
Procurement Conference
May 22 - 25, 2001

Our Mission is to enable the Warfighter to gain access to Small Business' efficiency, innovation and creativity.

Our Vision is to remain an integral player and valued advisor in DoD acquisition strategy development; to remain a leader in innovative initiatives; to grow as a facilitator for accessing untapped resources; and to continue as an advocate for value in DoD procurement.

Mentor-Protégé Program
Small Business Innovation Research and Small Business Technology Transfer
Women-Owned Small Business
HBCU/MI
Indian Incentive
Comprehensive Subcontracting Plan Test Program
Hub Zones
Service-Disabled

Navy SADB

<http://www.hq.navy.mil/sadbu/>



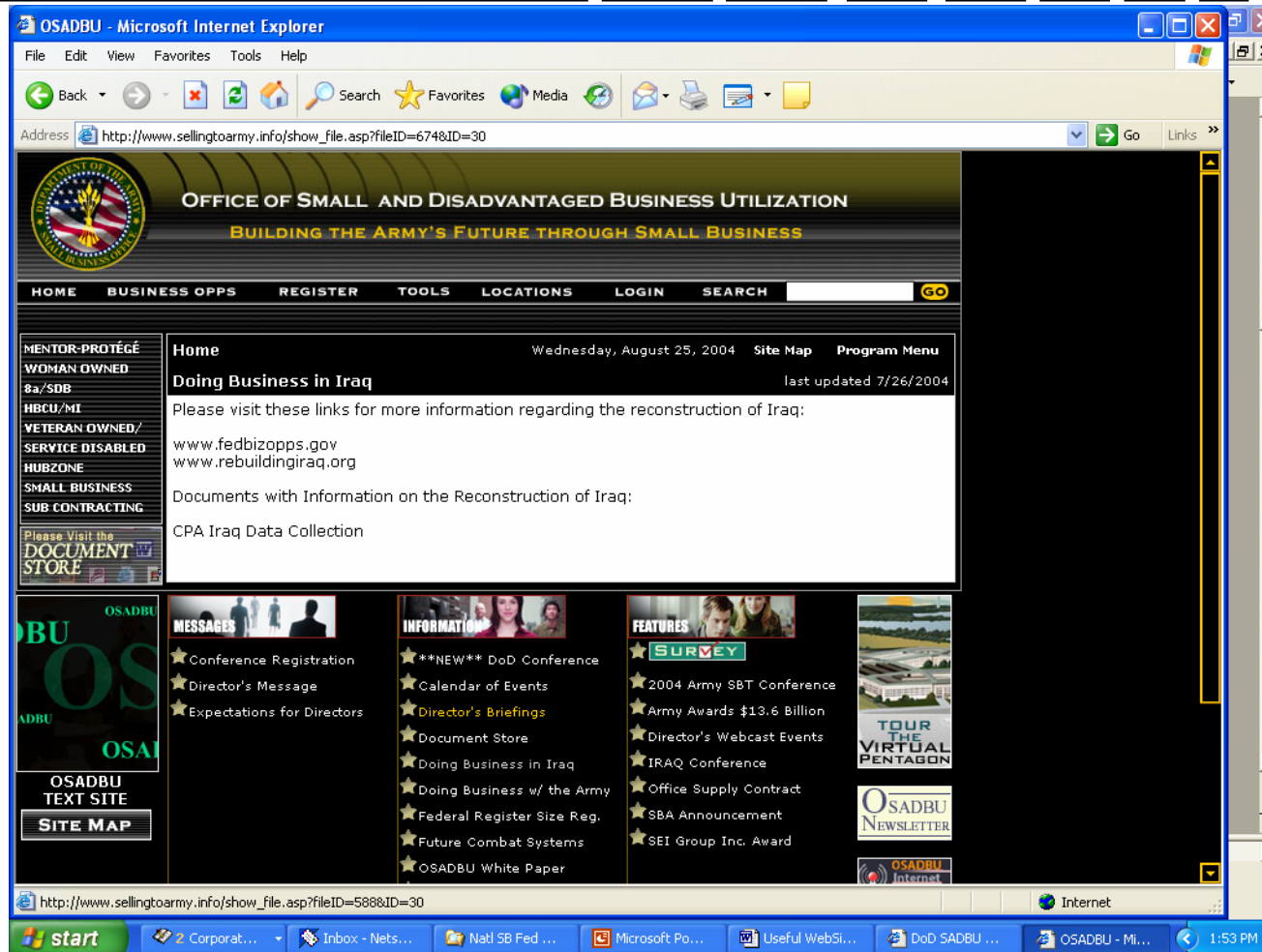
Navy Electronic Commerce Online

<http://www.neco.navy.mil>



Army SADBUs

<http://www.sellingtoarmy.info>



Air Force SADBUs

<http://www.selltoairforce.org/>



Defense Logistics Agency

www.dla.mil



DoD E-Mall

<https://email.prod.dodonline.net/scripts/emLogon.asp>

Address https://email.prod.dodonline.net/scripts/emLogon.asp



Welcome to the DOD E-MALL

1st Choice Support for the Warfighter (Federal Buyers Welcome Too!)



[Home](#) | [Contact](#) | [FAQ](#) | [Help](#)

DOD E-MALL Logon

Account Name:

Password:

Shop ☐ My Orders ☐

Select Corridor:
Parts & Supplies

Ship-To
Select Country:
UNITED STATES

ZIP/Post: DoDAAC:

[Login](#) [Guest](#)

User Accounts

- [New User Registration](#)
- [Forgot Your Password?](#)

▲ **IMPROVEMENTS AND NEW FEATURES FOR DOD E-MALL ARE HERE! TO ALL OUR VALUED CUSTOMERS:** The DOD E-MALL has installed a new version of our web site, effective October 22, 2004. We made several improvements to DOD E-MALL and added some new features we hope you will enjoy. We are sure we will be serving you better now and into the future! Some of the new features are... [See detail...](#)

▲ **2005 Calendars** For those of you shopping for 2005 calendars, there is now an express store created to assist you in finding the calendars you need. The store was created using the GSA authorized JWOD NSN's. Go to Express Stores and find the cart titled 2005 Calendars — JWOD NSN's. Happy Shopping.

▲ **Suppliers of the Week Shoplet** has over 40,000 office and industrial supplies to offer and also carry over 6,000 recycled and environmentally friendly products as well. They ship Nationwide! Check them out! [See detail...](#)

▲ **Suppliers of the Week SeKure Domes and Mirrors** is a manufacturer of safety and security mirrors. All of their products are "Made in America." Complete satisfaction is guaranteed. [See detail...](#)

▲ The current INFOCON Level is : ALPHA

News & Information

- Training Materials
- Pressroom
- Learn more about DOD E-MALL
- Stores & Related Sites
- DOD E-MALL Suppliers List
- Supplier Support
- Becoming a DOD E-MALL Supplier
- Environmentally Friendly Purchase Reports
- DOD E-MALL Policy Statements
- Version Release Notes

Use of DOD E-MALL

Use of the DOD E-MALL requires [Netscape Navigator 4.06+](#) or [Internet Explorer 4.0+](#) with both [cookies](#) and JavaScript enabled. This is a government web site that is subject to [monitoring](#). Viewing documents on the DOD E-MALL requires [Adobe Acrobat Reader](#).



DoD Procurement Gateway

<http://progate.daps.dla.mil/home/>

The screenshot shows the DoD Procurement Gateway website. At the top, there is a blue header bar with a series of vertical bars of varying heights on the right. The main content area has a left sidebar with a blue background and white text. The sidebar contains the following sections: **Welcome** (with links to Introduction and Contact Us), **Search** (with links to RFQs, RFPs, Awards, and BPAs), **Related Data** (with links to Drawings, Specs/Std, and Quotes), **Other** (with links to User Profile, Comments, Home, Collection Download, Related Links, and Help). The main content area has a white background. At the top, it says "DEPARTMENT OF DEFENSE" and "PROCUREMENT GATEWAY" in large blue letters, with a yellow swoosh under "GATEWAY". Below this, it says "REQUESTS FOR QUOTATIONS & CONTRACT AWARDS". There is an **Announcement** section in red text dated August 8, 2003, regarding a revision to the DSCP G&I Simplified Purchase Agreement (SPA) and updated PACE policy. Below the announcement is a paragraph describing the Procurement Gateway as an integrated collection of automated systems for managing procurement data. At the bottom of the main content area, there is a section titled "Procurement Gateway Main Features" with four blue buttons: "RFQs Search", "Awards Search", "User Profile", and "Collection Download". Below these buttons is another paragraph encouraging users to check out the new User Profile and Collection Download features, noting that Collection Download requests are limited to 4 MB per request.

Welcome

- Introduction
- Contact Us

Search

- RFQs
- RFPs
- Awards
- BPAs

Related Data

- Drawings
- Specs/Std
- Quotes

Other

- User Profile
- Comments
- Home
- Collection Download
- Related Links
- Help

DEPARTMENT OF DEFENSE
PROCUREMENT GATEWAY
REQUESTS FOR QUOTATIONS
& CONTRACT AWARDS

Announcement: *****August 8,2003 - REMINDER! DSCP G&I VENDORS! Revision #5 of the DSCP G&I Simplified Purchase Agreement (SPA) is now in place. It is critical that you review this. Go to http://www.dscp.dla.mil/contract/spa_1999_Rev_No5.pdf for the latest revision. In addition, DSCP G&I PACE POLICY AND PROCEDURES HAVE BEEN UPDATED. The updates are included in the SPA, or you can go directly to <http://progate.daps.dla.mil/home/include/help/PACErev5.pdf>.

► The Procurement Gateway is an integrated collection of automated systems providing oversight for the management of procurement data. The Procurement Gateway allows prospective government contractors to perform comprehensive and detailed searches against Request for Quotation (RFQ) and Award documents. Flexible search options permit the user to identify RFQs and Awards using a variety of search criteria including solicitation, Purchase Request Number (YPI), and National Stock Number (NSN). Users may also search the Procurement Gateway by providing keywords, data ranges, and Federal Supply Class (FSC). All RFQs and Awards are stored in digital format and may be viewed online. Please note that RFQs and Awards are available in Portable Document Format (PDF) and accessing them requires using the free [Adobe Acrobat](#) plug-in.

Procurement Gateway Main Features

- RFQs Search
- Awards Search
- User Profile
- Collection Download

► Check out our new [User Profile](#) or [Collection Download](#) features. The [User Profile](#) option allows registered users to create and customize searches against account-specific profiles. Profile-based searches locate data that is important to you! The [Collection Download](#) option allows users to search and collect files on RFQs by the FSC search criteria. Users can collect multiple RFQs and have the Procurement Gateway zip those files up for you online, instantly! To conserve server resources, Collection Download requests are limited to **4 MB** per request. Once the request has been processed successfully, users can download the zip file immediately, or access the URL within the next 24 hours. An index file identifying each RFQ will be included in the zip file, and as well as in the email to the user. **Check it out today!**

Procurement History Data Mart

<http://phdm.ctcgsc.org/dispatch/show.home>

PHDM
Procurement History Data Mart

PHDM Home DLA Home System Glossary Contact Help
User Profile • New Search • Saved Searches • Admin Login

What's New?

8.10.2005
The data from July is now available in the PHDM System!
Data is available back to October 1991.
NOTE: Any transactions through BSM are not included.

Database Updated
August 10, 2005

Data Range
October 1991 to July 2005
(SAMMS Data Only)

Current Status
R&D - Prototype
Release
v2.5.041020

Due to recent FOIA decisions, dollar value fields (unit price, total dollars, dollars per award) for some vendors will not be included in PHDM data for non .mil users. Click [Here](#) for more information and a list of the vendors.

Welcome to the Procurement History Data Mart Online Application

PROTOTYPE APPLICATION

Please feel free to use the PHDM Application at your leisure. However, although all of the data and results are current and valid, the application itself is still in R & D mode. This means that the application is still under development and is subject to change, error, or downtime as development progresses.

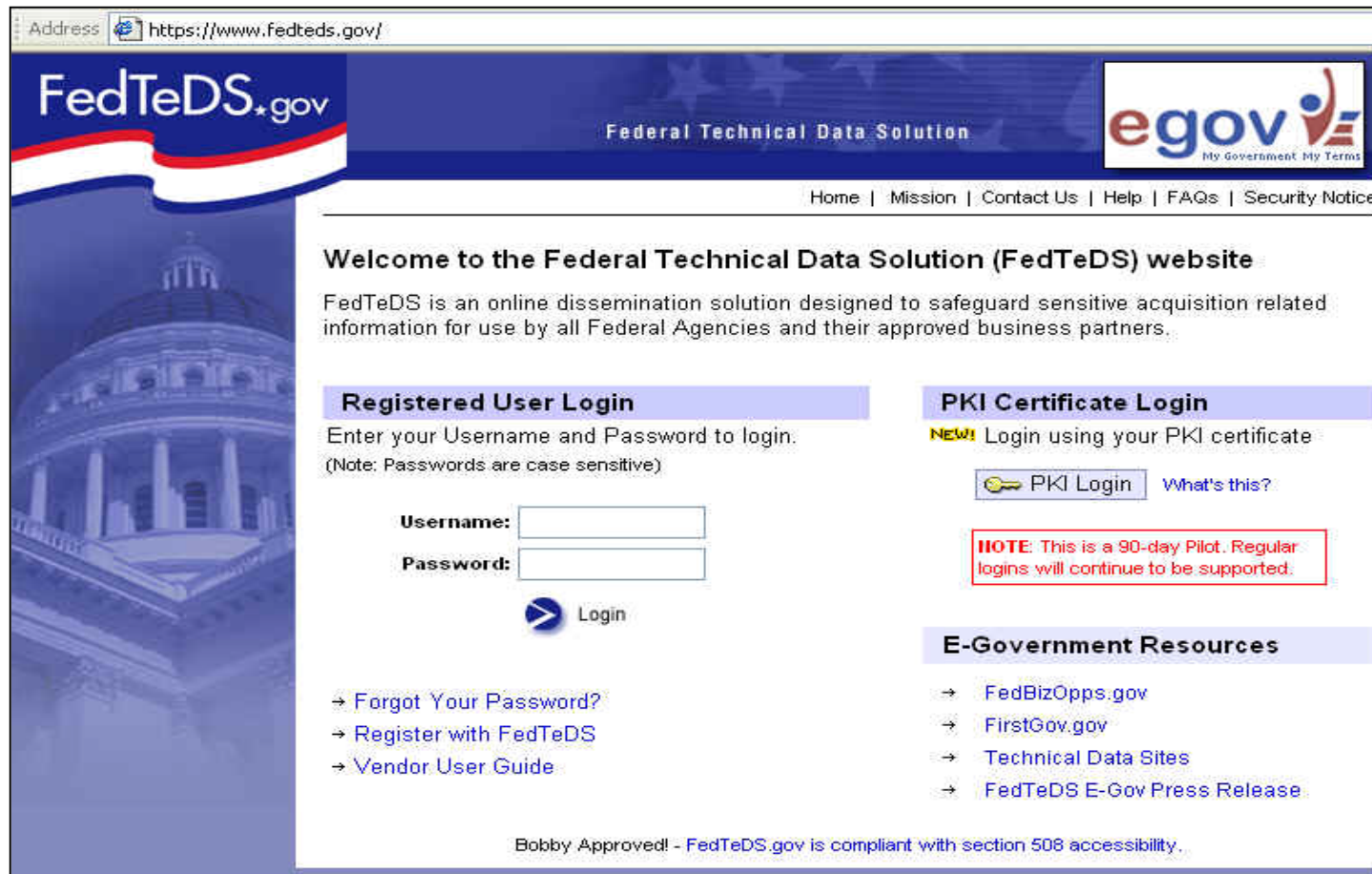
The PHDM System provides a widely available point of access to DLA Procurement History Data with user-friendly, simple tools to allow DoD/DLA managers and analysts to **create sophisticated calculations, views and reports** and to **perform analyses** that otherwise would require significant time for each case. The information returned by the PHDM system will be turned around in seconds or minutes as opposed to days or weeks. Additionally, the system **allows vendors to access data on-line that was previously available by phone and/or formal request only**. The new accessibility will allow small vendors to analyze acquisition patterns and to potentially become more competitive by understanding past procurement activities and trends.

[DLA Privacy and Security Notice](#)

If you have any questions, suggestions, or problems please click [feedback](#).

Fed Tech Data Site

<https://www.fedteds.gov>



The screenshot shows the FedTeDS.gov website. The address bar displays <https://www.fedteds.gov/>. The header features the FedTeDS.gov logo, the text "Federal Technical Data Solution", and the egov logo with the tagline "My Government. My Terms". A navigation bar includes links for Home, Mission, Contact Us, Help, FAQs, and Security Notice. The main content area welcomes users to the Federal Technical Data Solution (FedTeDS) website and describes it as an online dissemination solution for safeguarding sensitive acquisition-related information. It provides two login options: "Registered User Login" and "PKI Certificate Login". The "Registered User Login" section includes fields for Username and Password, a "Login" button, and links for "Forgot Your Password?", "Register with FedTeDS", and "Vendor User Guide". The "PKI Certificate Login" section includes a "NEW!" label, a "Login using your PKI certificate" instruction, a "PKI Login" button, a "What's this?" link, and a red-bordered note stating: "NOTE: This is a 90-day Pilot. Regular logins will continue to be supported." Below these sections is an "E-Government Resources" section with links to FedBizOpps.gov, FirstGov.gov, Technical Data Sites, and FedTeDS E-Gov Press Release. At the bottom, a footer states: "Bobby Approved! - FedTeDS.gov is compliant with section 508 accessibility."

Address <https://www.fedteds.gov/>

FedTeDS.gov Federal Technical Data Solution **egov** My Government. My Terms

Home | Mission | Contact Us | Help | FAQs | Security Notice

Welcome to the Federal Technical Data Solution (FedTeDS) website


FedTeDS is an online dissemination solution designed to safeguard sensitive acquisition related information for use by all Federal Agencies and their approved business partners.

Registered User Login

Enter your Username and Password to login.
(Note: Passwords are case sensitive)

Username:

Password:

 Login


→ [Forgot Your Password?](#)

→ [Register with FedTeDS](#)

→ [Vendor User Guide](#)

PKI Certificate Login

NEW! Login using your PKI certificate

 PKI Login [What's this?](#)

NOTE: This is a 90-day Pilot. Regular logins will continue to be supported.

E-Government Resources

→ [FedBizOpps.gov](#)

→ [FirstGov.gov](#)

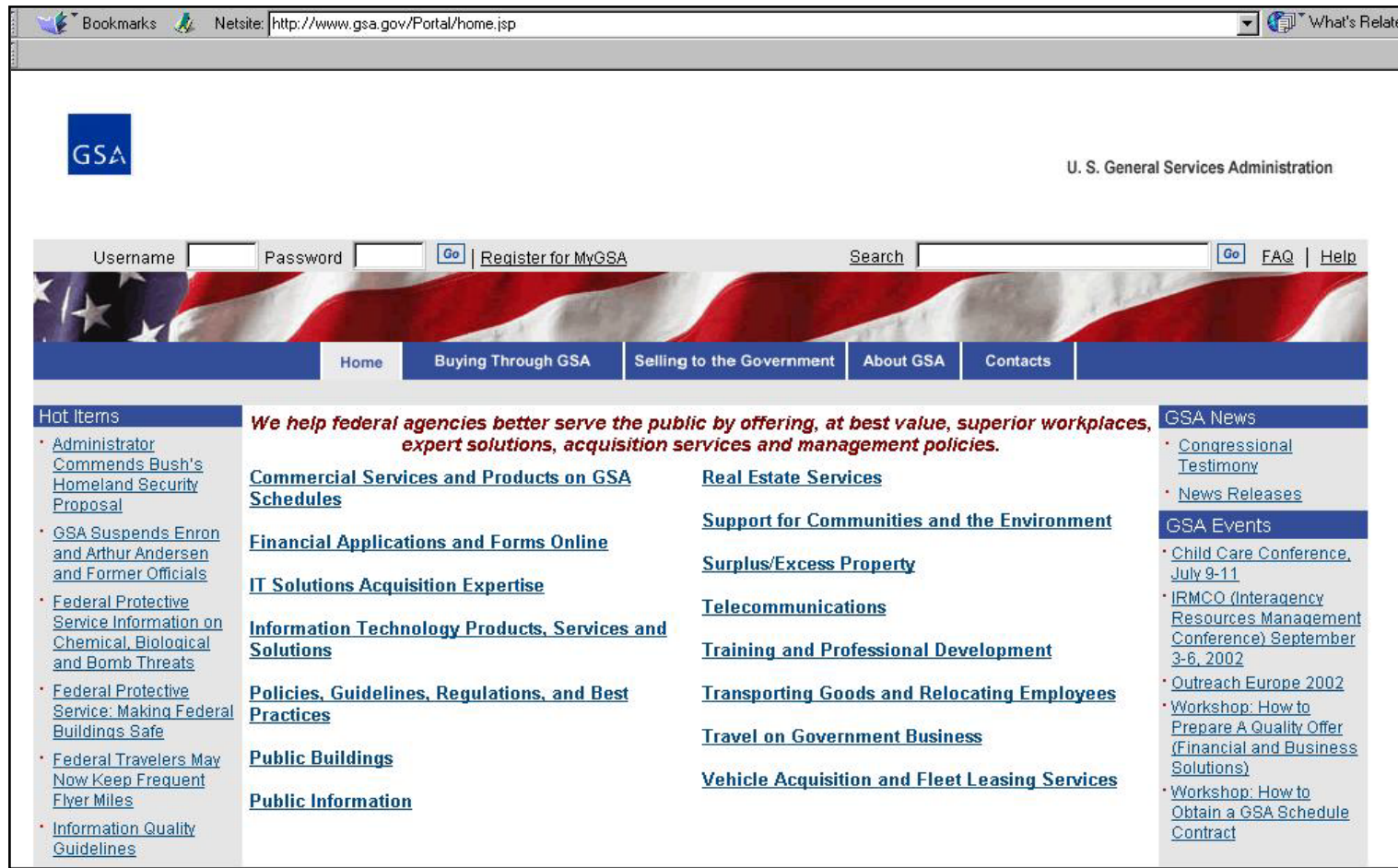
→ [Technical Data Sites](#)

→ [FedTeDS E-Gov Press Release](#)

Bobby Approved! - FedTeDS.gov is compliant with section 508 accessibility.

General Services Administration

<http://www.gsa.gov/>



e-Tools...

- www.gsa.gov
- www.gsa.gov/
 - [schedules](#)
 - [elibrary](#)
 - [gsaadvantage](#)
 - [vsc](#)
- fsstraining.gsa.gov



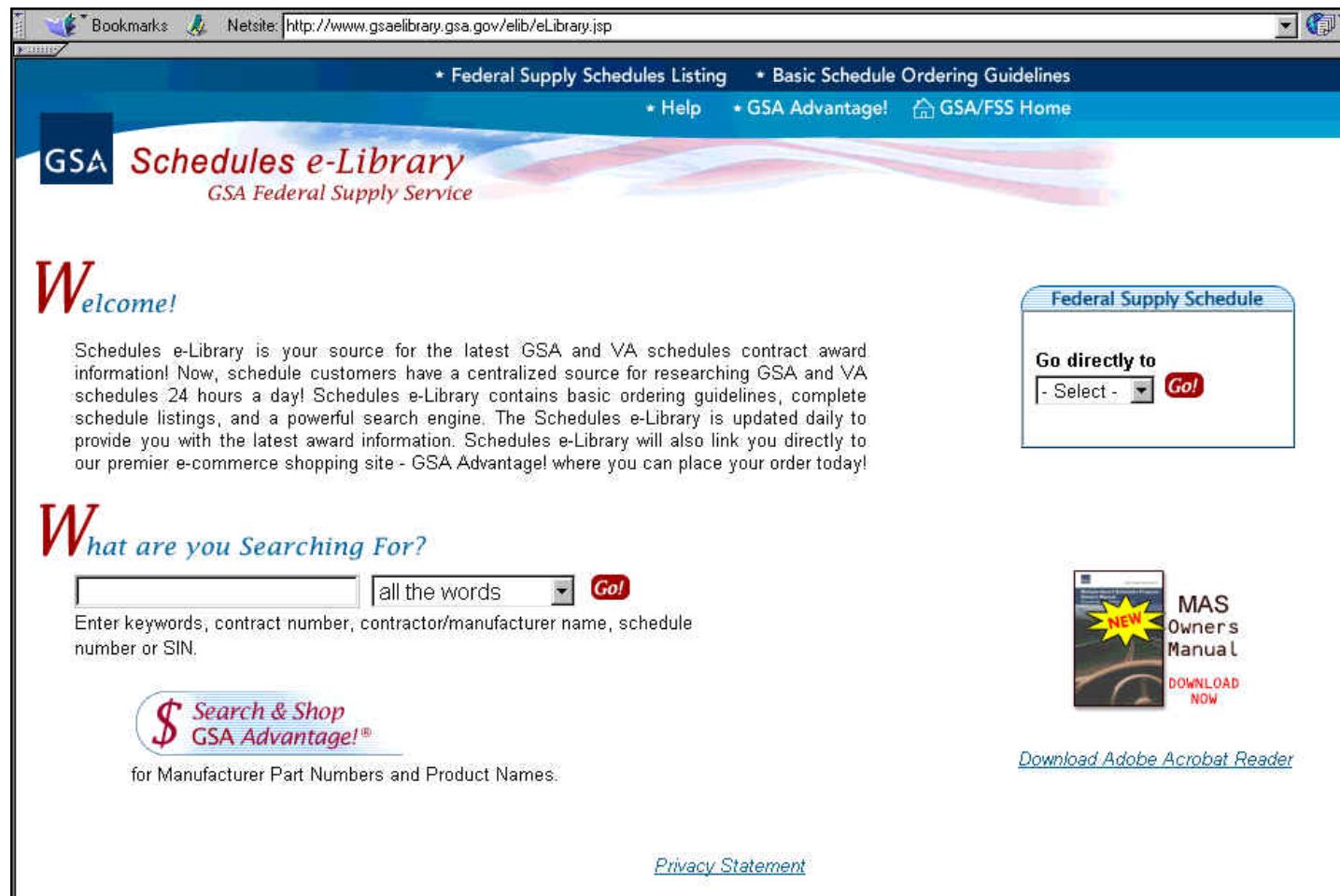
Welcome to the FSS Center for Acquisition Excellence Virtual Campus

[Register](#) [Login](#) [Tour](#)



General Services Administration E-library

<http://www.gsaelibrary.gsa.gov/elib/eLibrary.jsp>





How To Get Started?

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

OSDBU Interagency Council

<http://www.osdbu.gov/>

Federal OSDBU Directors Interagency Council

Agriculture - Commerce - Defense - DHS - Education - Energy - EPA - Executive Office of the President - GSA
HHS - HUD - Interior - Justice - Labor - NASA - NRC - NSF - Smithsonian - Social Security - State
Transportation - Treasury - USAID - U.S. Postal Service - VA

[List of Federal OSDBU Offices]

About The Council

- Charter
- Executive Committee Members

General

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

Key Issues and Topics

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

Working Groups

- Legislative



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



The Department of Veterans Affairs' [Center for Veterans Enterprise \(CVE\)](#) has developed an Internet database of veteran-owned and service-disabled veteran-owned small businesses called "[VetBiz Vendor Information Pages \(VIP\)](#)"

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

Other PTAC's

<http://www.dla.mil/db/procurem.htm>

Bookmarks Location: <http://www.dla.mil/db/procurem.htm>

DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



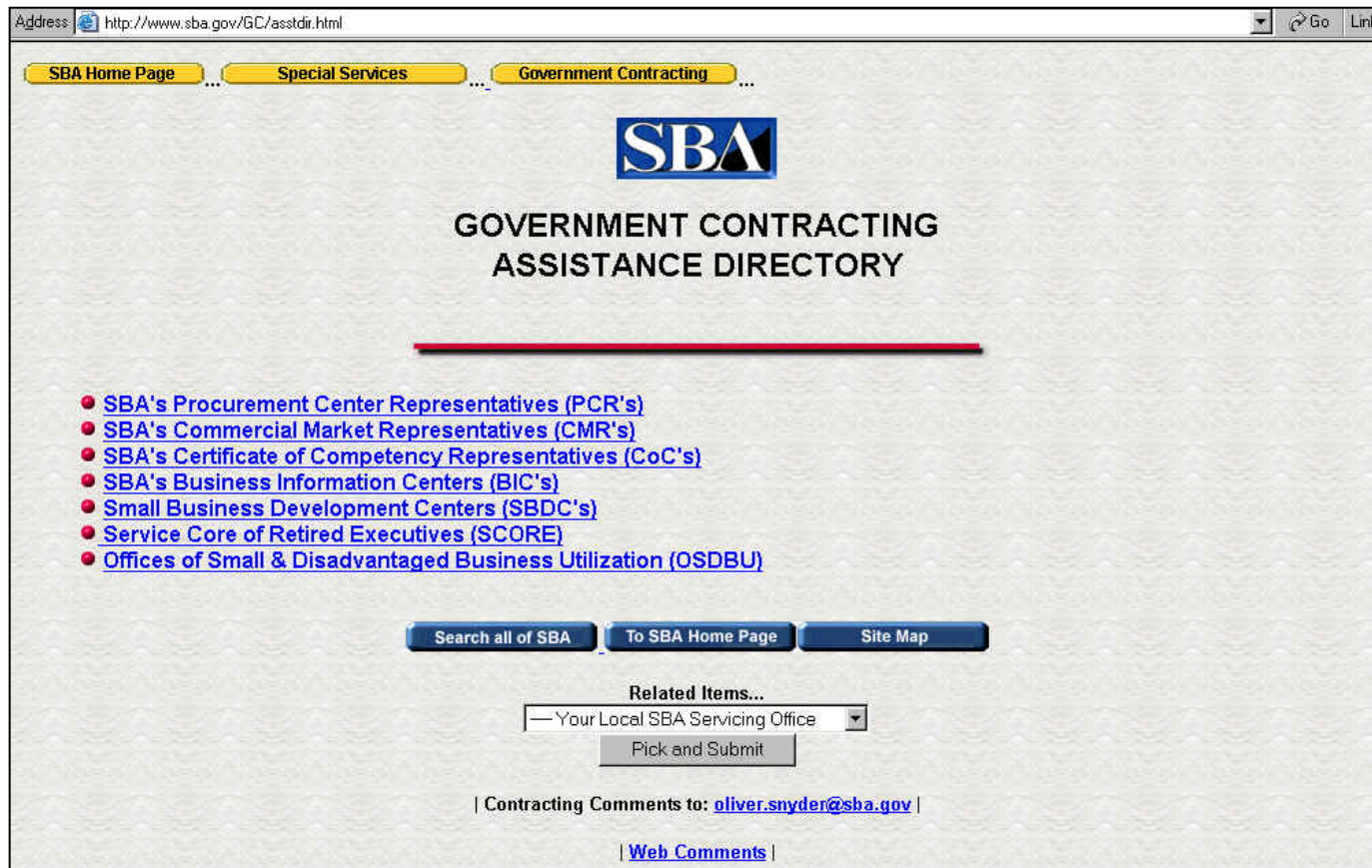
The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

[CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS](#)

ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	HAWAII	IDAHO	ILLINOIS	INDIANA

SBA Government Contracting Assistance Directory

<http://www.sba.gov/gc/asstdir.html>



SBA SBDC Listings

[*http://www.sba.gov/sbdc*](http://www.sba.gov/sbdc)



SBA SCORE Listings

<http://www.score.org/>

The screenshot shows the SBA SCORE website homepage. At the top left is the SCORE logo with the tagline "Counselors to America's Small Business". To the right is a blue banner that says "Ask SCORE for Business Advice" and "WWW.SCORE.ORG", accompanied by a photo of three people. Below the banner is a navigation bar with links like "Email to a Friend", "Contact Us", "Site Map", and a search box. The main content area is divided into several sections. On the left is a vertical sidebar with links: "Ask SCORE", "Find SCORE", "Explore SCORE", "Volunteer", "Free eNewsletters", "Learning Center", "Business Toolbox", "Tell Your Story", "Newsroom", "Our Alliances", "Support SCORE", and a footer note about The Company Corporation. The main content area starts with the date "June 28, 2005" and a section titled "Ask SCORE for Business Advice" which includes a text input field and a "Find Counselor" button. Below this are several article teasers: "Consult the Pros", "June eNewsletters: How-to Advice & Inspiration", "Draft a Business Plan", "The SCORE Advantage", "10 Tips on Time Management", and "Quick Tips in 60-Seconds". Each teaser has a "More" link. On the right side of the main content area is a "Site Sponsor" section for "The Company Corporation" and a "Success Story" section featuring a photo of Kerry Smith and a quote about the value of SCORE's help.

SCORE®
Counselors to America's Small Business

Ask SCORE for Business Advice
WWW.SCORE.ORG

→ Ask SCORE
→ Find SCORE
→ Explore SCORE
→ Volunteer

Free eNewsletters

Learning Center
Business Toolbox
Tell Your Story
Newsroom
Our Alliances
Support SCORE

The Company Corporation® is a SCORE alliance partner & Web site sponsor

June 28, 2005

Ask SCORE for Business Advice
Get answers to your questions—from experienced mentors. Enter question keyword(s). [More info.](#)

Find Counselor: [by Expertise](#) [by State](#)
[Returning Client](#) [Testimonials](#) & [Success Stories](#)

Find Counselor →

Consult the Pros
Get help with ongoing biz questions from an industry expert. Confidential, no-charge [advice online](#). [Find an office](#) and meet with SCORE in-person. [More](#) →

June eNewsletters: How-to Advice & Inspiration
This month, eNewsletters feature biz financing, blogs & business contests. Sign up now! [More](#) →

Draft a Business Plan
Use SCORE's templates to evaluate the profitability of your biz idea. [More](#) →

The SCORE Advantage
SCORE clients include [Jelly Belly Candy Co.](#) and [Vera Bradley](#). More than 100 clients speak out for SCORE mentors. [More](#) →

10 Tips on Time Management
Get tips to better manage your time from business author Linda Francis. [More](#) →

Quick Tips in 60-Seconds

Site Sponsor
The Company Corporation®
The Company Corporation (TCC) sponsors SCORE's Web site. TCC helps small businesses incorporate & form LLCs.

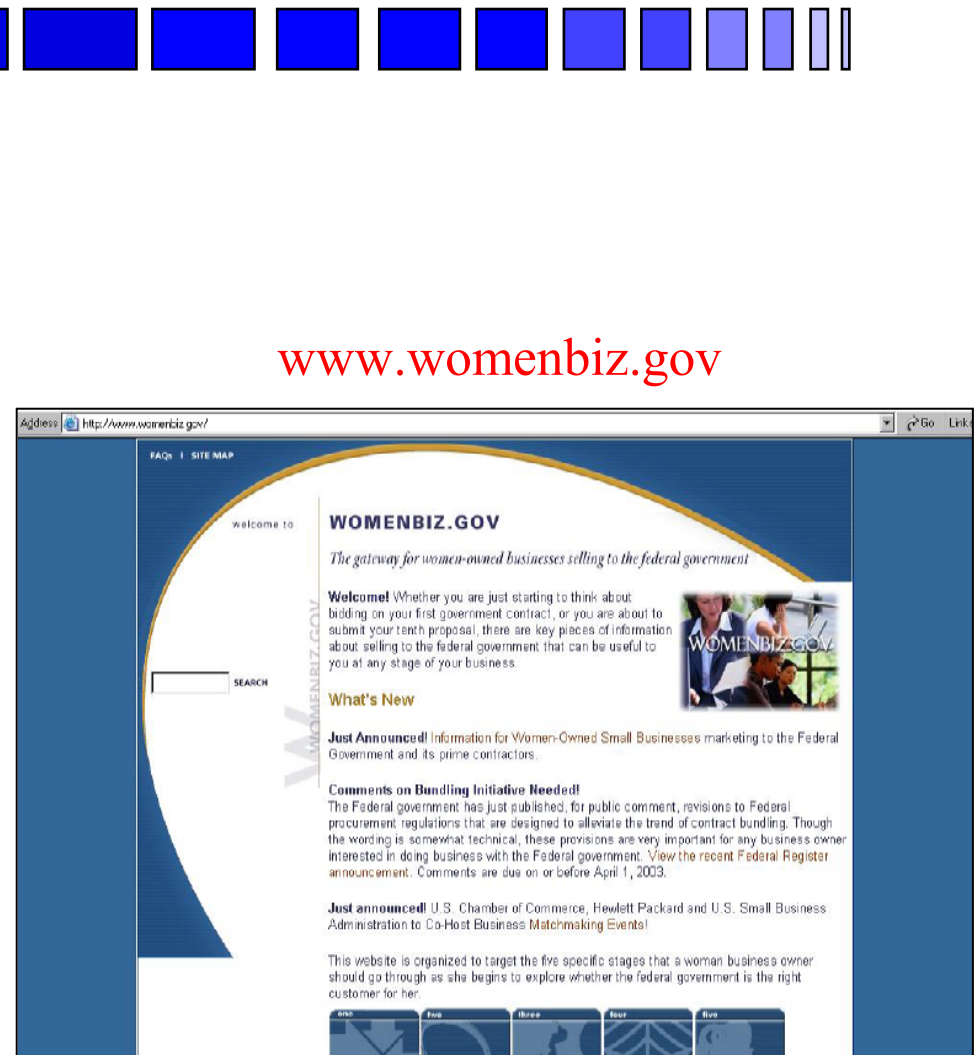
Success Story

"The help I received from SCORE is worth more than an MBA to me because it's valuable, real-world stuff."
Kerry Smith
Illinois
[More](#) →

Woman's Business Web Sites





www.onlinewbc.gov/




www.womenbiz.gov

Woman's Business Center

<http://www.wbcnova.org>



Women's Business Center
of Northern Virginia
Changing the Face
of Business



Home
About the WBC
Directions
About Our Staff
Services
Community of Coaches
Resources
Partners
Newsletters
Upcoming Events
Circle of Success Business Directory
Volunteering
Contact Us!

Welcome to the Women's Business Center of Northern Virginia!

Just Added - New Summer Classes!
Find out more on our [events page!](#)

President Unveils Small Business Plan at Women's Entrepreneurship Summit ([webcast](#))
The Public Forum Institute co-sponsored a summit with the United States Department of Labor, and U.S. Small Business Administration called "Women Entrepreneurship in the 21st Century" on March 18 & 19 in Washington, DC at the Ronald Reagan Building and International Trade Center.
The Conference highlight was special guest, **President George W. Bush** ([speech transcript](#)).

ARE YOU READY TO BE YOUR OWN BOSS?
Do you have a great idea that you think would make a successful business? Are you energetic, creative and enthusiastic? Are you ready to take your career to the next level?
If you've answered "yes" to any of these questions, then **NxLevel™** is the answer! [Read More](#)

PROYECTO EMPRESARIAL PARA HISPANOS
El Proyecto es una serie de talleres que se le ofrecerán a los asistentes para capacitarlos en el inicio de su propio negocio. Todos los talleres se ofrecerán en español en el mes de mayo de 2002. [Información Adicional](#)

WHO MAY BENEFIT FROM THE CENTER'S RESOURCES?
Any woman in the Northern Virginia area who is interested in starting or expanding her small business can benefit from the programs and services of the Women's Business Center of Northern Virginia. We particularly seek to help those currently underserved by existing programs, especially minority and socially disadvantaged women.

nxlevel.org
"Helping entrepreneurs reach the next level of success..."

Search

SBA VETS

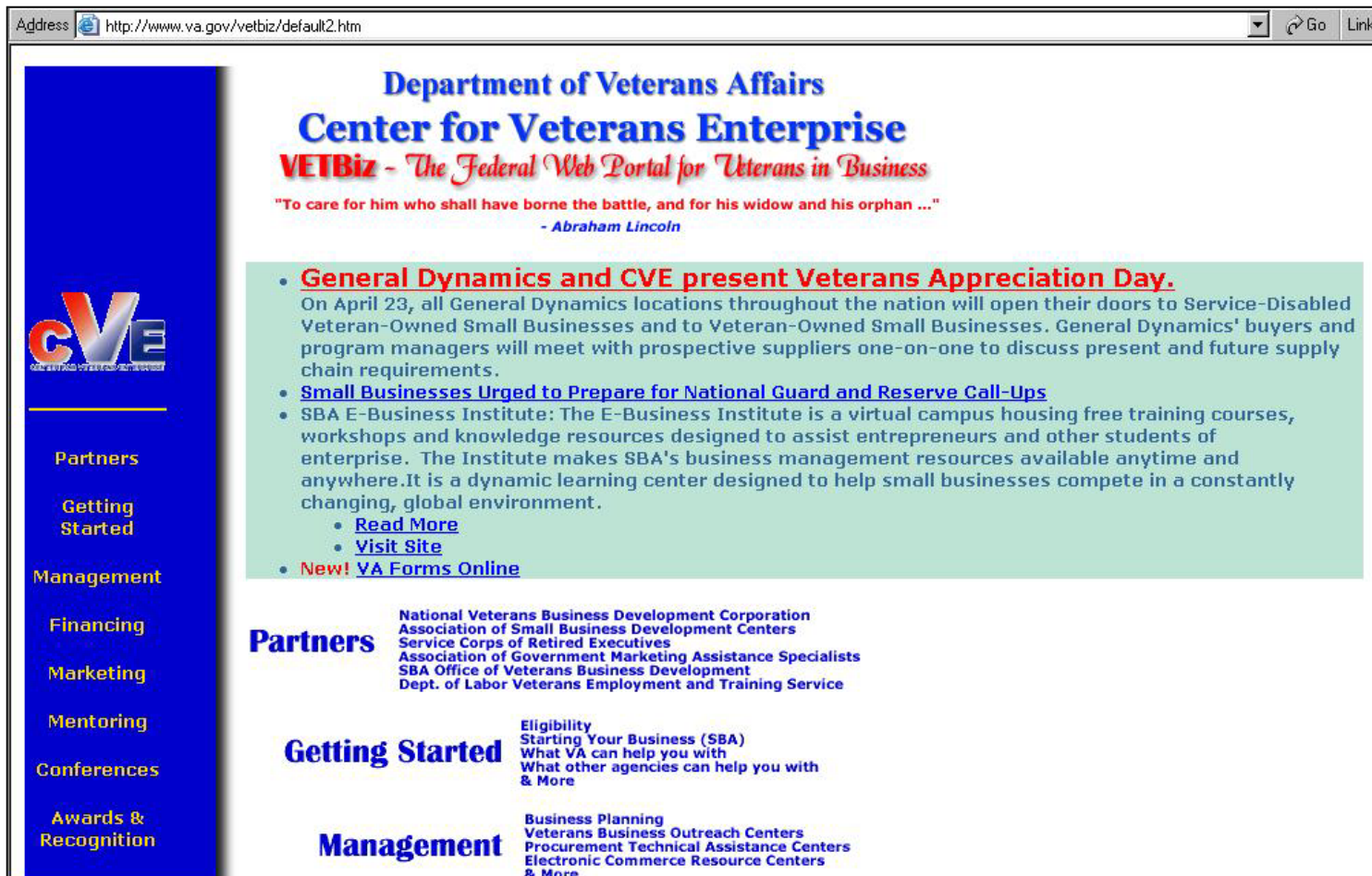
<http://www.sba.gov/VETS/>

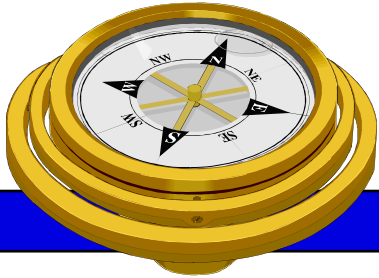


The screenshot displays the SBA Veterans Business Development website. At the top, a purple banner features the SBA logo and the text "Veterans Business Development". Below this, a navigation menu on the left lists various services: "Services To Help Veterans", "Procurement", "Lending Programs", "PRO-Net, SUB-Net & TECH-Net", "Starting Your Business", "ACTs/Laws", "E-Business Institute", "Veterans News", "Outside Resources", "Federal Grant Resources", "Comments or Questions", and "Reports". The main content area includes a link for "National Guard/Reservists" with a small American flag icon, a video player titled "Procurement Preference for Service Disabled Veterans" showing an eagle, and a large group photo of veterans in uniform and civilian attire with the text "SERVING THOSE WHO SERVED" and "VETERANS BUSINESS SUCCESS".

Veteran's Administration VETBIZ

<http://www.va.gov/vetbiz/>





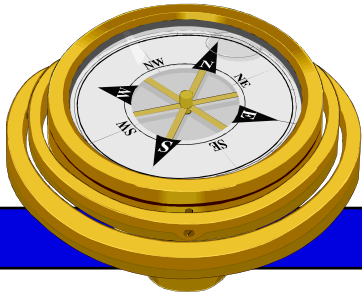
How To Get Started?

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

SBA SUB-Net

<http://web.sba.gov/subnet/>





How To Get Started?

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

Market Your Business



Associations



AFCEA



NCMA

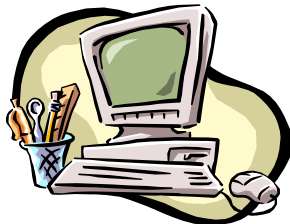
Conferences



Networking



Market Research



Targeted Sales Calls



Market Your Business



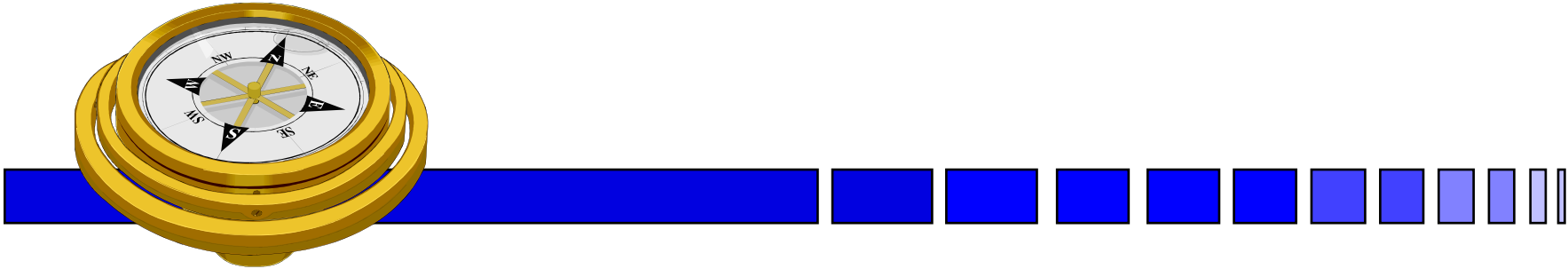
Focus!!!!



Remember!!!

***There are only two
kinds of
Companies.... the
quick and the dead !***





George Mason University PTAP
4031 University Drive, Suite 200
Fairfax, VA 22030
Phone: 703-277-7700
Fax: 703-352-8195
www.gmu.edu/gmu/PTAP

**“bringing business and government closer
together”**