Sustaining the Strength of the Nation!

U.S. Army Materiel Command

AMC Office of Small Business Programs

Nancy D. Small
Director, OSBP
Biography

• Ms. Nancy D. Small
• HQ US Army Materiel Command
• Director, Office of Small Business Programs
• Redstone Arsenal, AL (Contracting Level III)

• Appointed Director of AMC OSBP Aug 2007
• Army OSBP Asst. Director of WOSB and 8(a) programs
• SDDC Associate Director for SADBU Office
• USAMC & IMC Senior Contracting Officer and Team Lead
  (Unlimited Warrant)
What I Want to Leave You With

• AMC is committed to maximizing Small Business opportunities in support of the Warfighter.

• Who and What we are

• Small Business Focus Areas and Organization structure

• Resources
Who We Are

MISSION

Develop, deliver and sustain materiel to ensure a dominant joint force for the US and our Allies

VISION

Provide America’s Warfighter with the Decisive Edge
AMC Major Commands

Delivering Joint Warfighting Capability
What We Do

- 73,400 Military & Civilian Employees Worldwide
- Impacts in -
  - 50 States
  - 145 Countries
- 71 Bn/Bde Commands
- 73 DOLs Worldwide
Why Small Business?

**National Policy** (FAR 19.201(a)) -- “It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business…….”

**DoD Policy** (DoDD 4205.1) -- “It is DoD policy that a fair proportion of DoD total purchases, contracts, subcontracts and other agreements………be placed with small business concerns…….”

National & Economic Security

Smart Business

Innovation  Responsiveness  Flexibility  Savings/Value

Small businesses are a major source of innovation. They create a wellspring of new technology, new products and more effective business procedures.

Heidi Shyu
Assistant Secretary of the Army
(Acquisition, Logistics and Technology) and
Army Acquisition Executive
AMC Office of Small Business Programs

**Mission**

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

Achieving *optimum* small business participation by seeking small business solutions first

**Examples of small business contributions to America’s Warfighters**

- Raven small unmanned system
- Buffalo mine clearance & protection vehicle
- M107 .50 caliber long-range sniper rifle
The Mission of the Office of Small Business Programs (OSBP) is to:

1. Serve as an advocate for small business enterprises

2. Ensure that a fair portion of contract awards and a percentage of total U.S. business dollars is placed with:
   - Small Business (SB)
   - Small Disadvantaged Business (SDB)
   - Women-Owned Small Business (WOSB)
   - HUBZone Small Business
   - Service-Disabled Veteran-Owned Small Business (SDVOSB)
   - Historically Black Colleges, Universities and Minority Institutions (HBCU/MI)

3. Monitor compliance with SB statutes and policy directives

4. Advise the Commander on all matters related to SB programs

5. Organize, manage and execute activities
AMC Small Business Offices

AAA – Army Ammunition Activity
AAP – Army Ammunition Plant
ACC – Army Contracting Command
AD – Army Depot
LCMC – Life Cycle Management Command

TACOM LCMC
ASC/JMC
JM&L LCMC
RDECOM
CECOM LCMC
AMCOM LCMC
Tobyhanna AD
Anniston AD
Army Research Lab
Tech App Office
ARDEC
Picatinny Arsenal
Watervliet Arsenal
Edgewood Area/Aberdeen
Natick
Army Research Office
Aviation Applied Tech Dir
Mission Installation Contracting Command
Army Contracting Command
Expeditionary Contracting Command
Military Surface Deployment & Distribution (SDDC)
AMC Small Business Associate Directors

ACC HQ – Redstone Arsenal, AL
Alice Williams, Associate Director
Email: Alice.M.Williams101.civ@mail.mil

AMCOM – Redstone Arsenal, AL
Mr. Tim Kirkpatrick, Associate Director
Email: Timothy.R.Kirkpatrick6.civ@mail.mil

ASC – Rock Island, IL
Mr. Robert Matthys, Associate Director
Email: Robert.J.Matthys.civ@mail.mil

CECOM – Aberdeen Proving Ground, MD
Mr. Kenyata Wesley, Associate Director
Email: Kenyata.L.Wesley2.civ@mail.mil

JM&L – Picatinny, NJ
Mr. Eric Bankit, Associate Director
Email: Eric.J.Bankit.civ@mail.mil

RDECOM – Aberdeen Proving Ground, MD
Mr. John O’Brien, Associate Director
Email: John.J.Obrien122.civ@mail.mil

TACOM – Warren, MI
Ms. Marie Gapinski, Associate Director
Email: Marie.T.Gapinski.civ@mail.mil

Information Technology,
Transportation Mission Installation
And Expeditionary

Aviation
Missiles
Test, Measurement & Diagnostics

Combat Services
Property Management
Ammunition

Communications
Engineering
Manufacturing

Munitions
Armaments Engineering
Logistics and Technology

Merging Technologies
Transition Technology
Chemical and Biological

Ground Combat Equipment
Ground Soldier End Items
Manufacture and Overhaul
Our Customers, Partners & Stakeholders

AMC Office of Small Business Programs

- AMC Commanding General
- Field Activity Offices of Small Business Programs
- Industry
- Life Cycle Management Command MSCs and Acquisition Centers
- Procurement Technical Assistance Centers & Small Business Development Centers
- Historically Black Colleges and Universities/Minority Institutions
- Small Business Administration
- Various federal, state and local government agencies
- Congress
- Warfighters
- Program Executive Offices and Project/Product Managers
- Research, Development & Engineering Centers, Logistics Readiness Centers and other requirements activities
## FY 2012 AMC Small Business Performance

### FY12 AMC Small Business Program ([$10.1B](#))

<table>
<thead>
<tr>
<th>MSC</th>
<th>Total US Bus</th>
<th>Total SM Bus</th>
<th>% Goal</th>
<th>% Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC</td>
<td>$7,914,033,545</td>
<td>$3,216,722,625</td>
<td>40.65%</td>
<td>43.0%</td>
</tr>
<tr>
<td>AMCOM</td>
<td>$17,769,653,926</td>
<td>$1,769,126,591</td>
<td>9.96%</td>
<td>11.0%</td>
</tr>
<tr>
<td>ASC</td>
<td>$5,055,203,980</td>
<td>$725,308,501</td>
<td>14.35%</td>
<td>15.0%</td>
</tr>
<tr>
<td>CECOM</td>
<td>$9,504,340,008</td>
<td>$1,250,252,038</td>
<td>13.15%</td>
<td>18.5%</td>
</tr>
<tr>
<td>JM&amp;L LCMC</td>
<td>$1,468,288,794</td>
<td>$437,264,354</td>
<td>29.78%</td>
<td>30.0%</td>
</tr>
<tr>
<td>RDECOM</td>
<td>$4,018,128,364</td>
<td>$1,327,586,546</td>
<td>33.04%</td>
<td>30.5%</td>
</tr>
<tr>
<td>TACOM</td>
<td>$8,419,300,575</td>
<td>$1,077,231,198</td>
<td>12.79%</td>
<td>11.0%</td>
</tr>
<tr>
<td>AMC FY12</td>
<td>$54,175,409,129</td>
<td>$10,174,103,262</td>
<td>18.44%</td>
<td>20.02%</td>
</tr>
</tbody>
</table>
### AMC Achievements VS Goals

**1 Oct 12 thru 31 July 13**

Total SB Eligible dollars: $31.3B

**(ACC, AMCOM, ASC, CECOM, JM&L, RDECOM, TACOM)**

<table>
<thead>
<tr>
<th>SMALL BUSINESS CATEGORY</th>
<th>FY 13 GOAL %</th>
<th>ACTUAL %</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>19.25%</td>
<td>17.54%</td>
<td>$ 5.5B</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>5.10%</td>
<td>6.94%</td>
<td>$ 2.2B</td>
</tr>
<tr>
<td>HUBZone</td>
<td>2.00%</td>
<td>1.04%</td>
<td>$ 326.0M</td>
</tr>
<tr>
<td>Woman Owned SB</td>
<td>2.70%</td>
<td>3.05%</td>
<td>$ 954.5M</td>
</tr>
<tr>
<td>Service Disabled VOSB</td>
<td>1.60%</td>
<td>2.48%</td>
<td>$ 776.1M</td>
</tr>
</tbody>
</table>

Source: FPDS-NG 8 Aug 2013
Initiatives and Challenges

**FY 13 Initiatives**

- Small Business IDIQ Contracts
- Subcontracting Policy and Enforcement
- Acquisitions under SAT
- Increase Small Business participation in services acquisition
- Early Involvement in the Acquisition Process
- Centers of Excellence
- Senior Leader Accountability

**FY 13 Challenges**

- Meeting FY 2013 Goals
- Small Business Resources
- The Ability to Forecast Requirements
- Small Business Career Field
AMC Center of Excellence APBI

21 Aug 13 – 4QFY13
- Tank-Automotive and Armaments Command
- Tactical Wheeled Vehicles
- Ground Based Distribution & Sustainment Systems

Dec 13 – 1QFY14
- Aberdeen Proving Ground, MD
- Communications & Electronics Command
- Research, Development & Engineering Command
- Communications & Electronic Equipment
- Science & Technology

2QFY14
- Redstone Arsenal, AL
- HQ Army Materiel Command
- Army Contracting Command
- Aviation & Missile Command
- U.S. Army Security Assistance Command
- Aviation & Missile Support
- Foreign Military Sales & Training
- Contracting

3QFY14
- Rock Island, IL
- Joint Munitions Command
- Army Sustainment Command
- Munitions Production & Support
- Installation & Operational Support
- Materiel Management

Fiscal Year Basis

Suggested Schedule Only – Open to Revision
Small Business Opportunities FY 13

**ACC/MICC**
- Base Operations & Maintenance
- IT Planning and Support for military Construction
- Joint Service Paving
- Lifelong Learning Center Technical Support
- OTC Test Technology Support Contract
- Full Food Services – Ft. Gordon & Ft. Rucker
- Military Personnel Support Services – Ft Gordon
- Army Continuing Education Services – Ft. Sam Houston

**ASC**
- Full Food Service Support – Ft. Jackson
- Enhanced Army Global Logistics Enterprise (EAGLE)
  - Installation Logistic services - Ft. Benning
  - Army Prepositioned Stocks – Afloat/Afghanistan/Kuwait
  - Logistic Support – Ft. Carson
  - Base Operation Ft. Campbell/Ft. Polk

**RDECOM**
- Small Business Innovative Contract for FY 13
- Command Manpower and Integration (CP&I) Prototyping, Integration and Testing (PI&T)
- Small Business Innovative Research (SBIR)
- Small Business Technology Transfer (STTR)
- Soldier Armor Plate Systems for PM SPE
- IT Services for Natick Contracting Division
- Data Integrity for Natick Contracting Division
- Support of Weather Analysis Data Systems at White Sands

**AMCOM**
- KIOWA Warrior Helicopter
- IMMC – CLS of Model 250-C30-R3 Engine
- APACHE AH-64 Airframe D-Unique Performance Based Logistics (PBL)
- APACHE AH-64 Sensors PBL
- APACHE AH-64 Airframe D Fire Control Radar PBL
- Regional Aviation Sustainment Manager-East
- Aircraft Production Support (Direct) Corpus Christi Depot
- AMCOM EXPRESS
- Logistic Support Facility (LSF)
- Prototype Integration Facility (PIF)

**CECOM**
- Depot Maintenance Mission Spt Service Contract
- ISEC Total Engineering Integration Service
- Fire Software Engineering – Sys Software Engineering Spt Services
- Engineering Support Services
- Power Converters for Joint Services

**TACOM**
- Support for maintenance, logistics and general support
- Depot maintenance overhaul and reset of TACTICAL
- TACOM Strategic Service Solutions (TS3)
- Tank Rack Module for the Modular Fuel System
- Construction and Demolition Services at RRAD
- Urban Operations Platoon Engineering Equip Set
- M2 Machine Gun Bolt Subassembly
Resources

- FEDERAL BUSINESS OPPORTUNITIES (FEDBIZOPPS)
- ARMY SINGLE FACE TO INDUSTRY (ASFI)
- COMPETITION ADVOCATE SHOPPING LIST (CASL)
- SUBCONTRACTING OPPORTUNITIES (SUB-NET)
- ADVANCE PLANNING BRIEFING FOR INDUSTRY (APBI)
- ACQUISITION FORECASTS
  - ARMY (HTTP://WWW.SELLINGTOARMY.COM)
  - DOD (HTTP://WWW.ACQ.OSD.MIL/OSBP/DOING BUSINESS/DOD
  CONTRACTING GUIDE.HTM)
- DEFENSE INNOVATION MARKETPLACE
  (HTTP://WWW.DEFENSEINNOVATIONMARKETPLACE.MIL)
- FEDERAL PROCUREMENT DATA SYSTEM – NEXT GENERATION
  (HTTPS://WWW.FPDS.GOV/FPDSNG-CMS/)
- SYSTEM FOR AWARD MANAGEMENT (SAM)
  (HTTPS://WWW.SAM.GOV/PORTAL/PUBLIC/SAM/)
For Additional Information:

- HQ AMC OSBP  
  http://www.amc.army.mil/amc/smallbusiness.html#contact
- Army Office of Small Business Programs  
  http://www.sellingtoarmy.info
- DOD Office of Small Business Programs  
  http://www.acq.osd.mil/sadbu
- Small Business Administration (SBA)  
  http://www.sba.gov

Questions?
AMC & small businesses...... working together to support America’s warfighters

“Small Business is Everybody’s Business”

"As small business owners and employees add to the vitality of our economy, they also inspire others to realize the full promise of our Nation."

President Barack H. Obama
SAVE THE DATE

TEAM REDSTONE
SMALL BUSINESS SYMPOSIUM
NOVEMBER 12-13, 2013

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US ARMY MATERIEL COMMAND