



# February 2015 Newsletter

# Volume 20, Issue 1

## Welcome

Greetings and Happy Belated New Year. We are extremely proud to report that our Fiscal Year 2014 Small Business Achievements show that as a command we met and far exceeded the Headquarters, Department of Army goals/targets in 4 out of 5 small business categories. Metrics from the 5th category, i.e., HubZone revealed, we achieved 97 percent of the goal/target. Our accomplishments were a result of a total TEAM effort and collaboration by senior military and civilian leadership, PMs, Logisticians, Small Business Advocates, Contracting Officers, Acquisition personnel, the Small Business Administration, small and large business firms, etc. Thanks again!

What's new for FY 2015? We are closely monitoring Fiscal Year 2015 small business metrics on a weekly basis, in addition to providing an Executive Summary to our senior leadership every quarter. It's important to remember that acquisition planning in the early stages of the procurement process is critical to market research, and determining whether experienced small business firms can perform either as a prime or subcontractor. We kindly remind prospective contractors to respond frequently to RFIs and RFPs that are consistent with their core capabilities.

As the command's premier small business advocacy office, we are urging government, industry and academia to continue their relentless pursuit to providing relevant products, services and business solutions which will help "lead the advancement of military medicine."

### Ms. Tracey L. Pinson

Department of Army's former Director, Office of Small Business Programs, Ms. Tracey Pinson passed away on 14 December 2014 after a battle with cancer. Ms. Pinson retired as the Director, Army OSBP in June 2014, and was employed with Boeing. Her superlative leadership, public service, and steadfast commitment to her duties will be remembered.

Sincerely,

Jerome K. Maultsby

Associate Director, Office of Small Business Programs



### Website & Current Information

<http://www.mrmc.smallbusopps.army.mil>

We remain mindful that having access to current information is critical in helping businesses (large or small) determine whether they should consider pursuing anticipated government procurements. Accordingly, we will continue to provide relevant information via the website for use by government, industry, and academia. Please visit the website to learn more about: Fiscal Year 2015 Small Business Targets; Acquisition Forecasts, Department of Army Small Business Policy, and other pertinent information. Have a suggestion? Great—we welcome feedback, and remain receptive to suggestions!