



DEPARTMENT OF THE ARMY
OFFICE OF THE ASSISTANT SECRETARY OF THE ARMY
ACQUISITION LOGISTICS AND TECHNOLOGY
103 ARMY PENTAGON
WASHINGTON DC 20310-0103

SAAL-PB

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MEMORANDUM FOR Commander, U.S. Army Medical Research and Materiel Command, 504 Scott Street, Fort Detrick, MD 21702

SUBJECT: Maximizing Support for the Army Small Business Program

1. I want to personally commend you and your command for exceptional support to the Army Small Business Program, which enabled the Army to exceed all Department of Defense (DoD) assigned goals in each of the small business categories. I am particularly proud of the fact that preliminary data indicates that in Fiscal Year 2011 (FY11), the Army exceeded the 3 percent statutory goal for Service Disabled Veteran Owned Small Businesses (SDVOSB). A record high of 3.49 percent or \$3.1 billion in awards was awarded to our SDVOSB community. This is outstanding!

2. The DoD has relied heavily upon the Army contribution to meet their assigned small business goals. The Army has met the challenge and historically represents over 40 percent of all DoD dollars awarded to small businesses. Also telling is that the Army represents over 23 percent of all Federal Government awards to small businesses. We have consistently demonstrated that the Army can meet, and in many instances exceed, the challenging goals that we have received.

3. Notwithstanding our past successes, the Office of the Secretary of Defense has requested the Army to increase our percentage of awards to small businesses for FY12. This necessitates an increase in all Army Command small business goals. Accordingly, the U.S. Army Medical Research and Materiel Command's FY12 small business goal is 25.98 percent. The subcategory goals that were assigned will remain the same.

4. Along with the increase in goals, Dr. Carter, the Deputy Secretary of Defense, issued a memorandum, dated 10 February 2012, indicating that a mandatory performance requirement will be established for Senior Executives to be rigorously evaluated and held accountable for meeting small business contracting goals. This will be included in the "Contribution to Mission Accomplishment" Performance Element for acquisition officials.

5. I recognize that we are receiving such a challenging goal mid-year. However, I ask that you make a strong commitment to achieve this goal. There are a

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number of mechanisms outlined in my 16 July 2011 memorandum "Enhanced Support for the Army Small Business Program." Communicate this message to all levels of your contracting activity and customers. The Small Business Program is a priority to be utilized consistent with applicable laws and regulations. Also, do not hesitate to communicate with me directly on the great things your command is doing with small businesses.

6. The point of contact is Ms. Kathleen Jones, (703) 617-0427, or e-mail: kathleen.a.jones.civ@mail.mil.



Heidi Shyu
Acting Assistant Secretary of the Army
(Acquisition, Logistics and Technology)