



August 2012 Newsletter

Volume 17, Issue 1

Welcome

“Small Business is indeed Big Business!” The U.S. Army Medical Research and Materiel Command (USAMRMC) and Fort Detrick Office of Small Business Programs (OSBP) is making more of a concerted effort to work with the command, installation, higher headquarters, businesses and academia to identify a wide range of contract or grant opportunities. As we approach the end of Fiscal Year 2012 (FY 12), we are optimistic that our collective efforts will translate into noteworthy accomplishments for the Army, Command and Fort Detrick Installation. Incumbent and prospective contractors can expect increased competition among prime and subcontractors for the remainder of FY 12 and as we gear-up for FY 13. Please note that the following changes have occurred since the last publication.

First, Ms Nicola Ohaegbu was appointed the Small Business Specialist as of February 2012. Nicola’s expertise in many facets of government contracting and small business programs is greatly welcomed. Her email address is nicola.ohaegbu@us.army.mil and telephone number is 301 619-8799. Feel free to contact her for guidance and assistance.

Second, our contractor support team at the Fort Detrick Business Development (FDBDO) has hired Ms. Pat Evans as the Manager. Pat brings a wealth of experience to the TEAM as a retired government employee with a key focus in government procurement. Pat and her FDBDO Team members (i.e., Mr. Scott Mulcahy and Mr. Steve Lamberson) can be reached via www.fdbdo.com or 301 620-7071.

Next, as you may be aware, there’s increased oversight and focus from senior leaders within the Department of Defense to ensure we are advancing small business opportunities and procurement awards throughout the year. With that being the case, we are exploring and initiating strategies that will translate into helping increase the dollar and percentages of contract awards to various categories of small business firms. We will continue to utilize the <http://www.mrmc.smallbusopps.army.mil> website as an easy way to keep you informed. The newsletter and websites are designed to be read by government procurement officials, prime, subcontractors, large and small business firms and members from academia, i.e., Historically Black Colleges and Universities and Minority Institutions. We are receptive to feedback in our quest for excellence in forging strategic business alliances in support of the myriad of mission requirements within the U.S. Army Medical Research and Materiel Command and Fort Detrick.

Sincerely,

Jerome K. Maultsby

Associate Director, Office of Small Business Programs



System Award Management (SAM)

Please make note that SAM is replacing the Central Contractor Registration system as of the end of July 2012.

We kindly invite your attention to the new website at <https://www.sam.gov>. According to the SAM website: “Currently, CCR, FedReg, ORCA and EPLS have been migrated into SAM.”



Advanced Acquisition Forecast (AAF)

As with previous editions of this newsletter, we constantly seek continuous improvement in the AAF. We have recently solicited our USAMRMC subordinate commands and network of research laboratories, kindly requesting they provide us additional input for the AAF during the 4th quarter of FY 12 and as we fast approach FY 13. Enhancements to the AAF continue to be a work in progress and are a tremendous benefit to the following:

- Prospective and current contractors within the small business community looking for opportunities and large businesses seeking subcontracting opportunities
 - Academia (i.e., HBCU/MI and those non-HBCU/MI seeking partnerships)
 - Government procurement/contracting officials
 - Government customers who have identified an anticipated requirement
 - Government Small Business Advisors/Advocates
 - US Army, Department of Defense and other federal agencies
- <http://www.mrmc.smallbusopps.army.mil>
 - <http://www.fdbdo.com>
 - <http://www.usamraa.army.mil>
 - <http://www.detrick.army.mil>

Upcoming Events:

Dayton Small Business Defense Summit

Dayton, Ohio

29 August 2012

<http://www.daytonsmallbusinesssummit.com>

2012 National HBCU Week Conference

25-26 September 2012

Grand Hyatt

1000 H Street, NW

Washington,, DC 20001

202 582-1234

SMART Procurement Conference

26 October 2012

Frederick, Maryland

<http://www.smartproc.com>

Fort Detrick Business Development Office (FDBDO)

The FDBDO as our contractor support firm continues to provide assistance to businesses seeking to gain a basic/fundamental understanding of doing business with USAMRMC and Fort Detrick. As part of the contract that was awarded by USAMRMC, they work in tandem with U.S. Army Medical Research Acquisition Activity (USAMRAA) and the Office of Small Business Programs (OSBP) in an effort to provide assistance. It is important to note that as support contractors, the FDBDO support staff are not government employees and as such are limited in the dissemination of procurement related information. Do you have a procurement related question? The procurement officials assigned to USAMRAA (<http://www.usamraa.army.mil>) and OSBP (<http://www.mrmc.smallbusopps.army.mil>) will certainly work in helping provide answers to your questions in a prompt manner. As an added convenience, the FDBDO is located in very close proximity to Fort Detrick and easy to access from major highways. Please continue to visit their web-site: <http://www.fdbdo.com> and call 301 620-7071, should you have questions.



Expanding Your Business Acumen and Keeping Relevant

The U.S. Army Medical Research and Materiel Command (USAMRMC) & Fort Detrick Office of Small Business Programs continue to identify effective methods to keep prime and subcontractors (large and small business firms) relevant by empowering them with information and practical guidance.

There are numerous federal agencies on the installation, along with other organizations (non-federal) within and outside the State that typically sponsor events which may be of value to you and your business teams. Prospective and incumbent contractors are often surprised to learn there are approximately 52 Mission Partners here or in proximity to Fort Detrick. This includes units from Forest Glen Annex.

Every Mission Partner is in fact important and has a unique mission. Of particular note is the National Interagency Confederation for Biological Research (NICBR). The NICBR includes the following federal agencies:

- Department of Defense
- Department of Army
- U.S. Army Medical Research and Materiel Command
- National Cancer Institute
- Department of Health and Human Services
- National Institutes of Health
- National Institutes of Allergy and Infectious Diseases
- Department of Homeland Security
- U.S. Department of Agriculture



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