



## February 2013 Newsletter

## Volume 18, Issue 1

# Welcome

Greetings once again from the U.S. Army Medical Research and Materiel Command & Fort Detrick Office of Small Business Programs (OSBP). Last month in January, MG James K. Gilman changed command with BG (P) Joseph Carvalho Jr. In addition to the change of command, MG Gilman retired from active duty service after serving 35 years. During MG Gilman's tenure at USAMRMC, he was a key supporter of many OSBP initiatives and accomplishments. We sincerely thank MG Gilman for his countless contributions and wish him the best in his future endeavors.

We welcome BG (P) Carvalho and had an opportunity to provide him an OSBP orientation briefing the following week after the change of command. The briefing was favorably received and BG (P) Carvalho has underscored his commitment to supporting many of the Department of Army small business program objectives.

As of this date, we continue to remain mindful of the current budget uncertainties. BG (P) Carvalho has taken the lead and provided updates to the workforce regarding the topic via multiple modes of communications, including a video that can be accessed via the USAMRMC Homepage (<https://mrmc.amedd.army.mil>).

In terms of prospective and incumbent contractors seeking business opportunities, the OSBP will continue our steadfast efforts to educate, empower and encourage business firms (large & small) to compete for the range of business opportunities that are still needed to support mission requirements. It's important as a business to recognize how to remain competitive during challenging economic times, kindly ask questions and clearly describe your firm's ability to "meet and exceed the government's expectation."

Sincerely,

Jerome K. Maultsby

Associate Director, Office of Small Business Programs



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### OSBP Website & Current Information

In our effort to be transparent to the general public and make better use of electronic media, the <http://www.mrmc.smallbusopps.army.mil> URL continues to be a good source of current information. In addition to business firms, prime and subcontractors, the OSBP website is also designed to better acquaint military leaders, government procurement personnel, program managers, etc. In certain respects, there's no substitute for a face-to-face meeting. However, given rapid pace of information exchange, embracing new technology will certainly allow us to do more with less in a more efficient manner. Please continue to bookmark the OSBP URL and check for updates on a regular basis. As always, we are receptive to your feedback and welcome comments or questions.



## Advanced Acquisition Forecast (AAF)

We are very pleased with the USAMRMC subordinate commands, directorates and offices that provide input into the FY 13 AAF. The AAF is designed to provide business firms an opportunity to see “what’s on the horizon” as it relates to anticipated/projected procurements, prior to the solicitation being released. The AAF remains an essential part of advanced acquisition planning and is made available in accordance with Public Law 100-656. It’s important to note that the AAF is updated continuously throughout the FY.

- 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>
- <https://mrmc.amedd.army.mil>

## Small Business Administration (SBA)

Several key government representatives from the SBA visited the command during the month of January and provided training to the acquisition workforce assigned to the U.S. Army Medical Research Acquisition Activity. The training and their visit was favorably received and empowered those in attendance with information that will assist the command to meet and exceed assigned small business targets established by Department of Army. We very much appreciate SBA and consider them a key partner in our daily tasks. For more information about the SBA, please visit their website at <http://www.sba.gov>.

## Upcoming Events:

### 23rd Government Procurement Conference

25 April 2013

Walter E. Washington Convention Center  
Washington, DC

<http://www.fbcinc.com>

### Vendor Day for Medical Equipment and Supplies

Defense Medical Logistics Center  
693 Neiman Street, Room # 1E200  
Fort Detrick, MD 21702

Questions: [USAMMACRM@amedd.army.mil](mailto:USAMMACRM@amedd.army.mil)

Registration: [Registration@fdbdo.com](mailto:Registration@fdbdo.com)

Dates:

7 March

10 April

8 May