



January 2012 Newsletter

Volume 16, Issue 1

Welcome

As we reflect on 2011, let's remain encouraged as we move towards a new calendar year along with the wide array of government procurement opportunities available for competition by reputable business firms.

My participation at a recent Maryland Department of Business and Economic Development outreach event in Ellicott City was noteworthy due to the overwhelming number of small business firms in attendance. I was inspired to witness the synergy which took place throughout the day. I would like to continue to remind and encourage everyone, that despite the economic challenges and proposed reductions in DoD contracts, we continue to encourage small business firms to compete for those procurements that coincide with their core capabilities. We are also kindly recommending to large firms to become proactive in their efforts to identify future partnerships/collaboration with subcontractors.

If for some reason a business firm is unable to meet with a government representative to present the company's capabilities, please do not be discouraged or avoid participating in the procurement process. While there's some discussion around the essence of "building relationships," government Procurement Officers, along with government Program Managers are evaluating a business firm's proposal based on select evaluation criteria/factors. Examples of criteria that may be evaluated are: Technical Approach, Management/Staffing Approach, Past Performance and Price Analysis. Accordingly, when the solicitation is

released, please be mindful of submitting a proposal that is accurate without embellishment. Writing a winning proposal may be less challenging in comparison with the business firm's ability to meet and exceed the customers' expectations according to the contractual terms and conditions. The Armed Forces within Department of Defense are seeking agile, ethical, attentive and innovative business firms who can execute / perform in strict compliance with the Performance Work Statement/ Statement of Work, while focusing on the needs of the women and men in uniform (and their families).

In closing, the OSBP continues to remain committed in accentuating the positive while working with as some describe as the "triple helix," i.e., government, industry and academia.

Sincerely,

Jerome K. Maultsby
Associate Director,
Office of Small Business Programs



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ADVANCED ACQUISITION FORECAST (AAF) – FY 2012:

The FY 2012 AAF is currently accessible via the internet (<http://www.mrmc.smallbusopps.army.mil>). Please remember the AAF will be updated continuously throughout the fiscal year. We will continue our efforts in working with government procurement officials to ensure anticipated/projected requirements are added to the AAF.

The AAF represents a key area to help prospective/incumbent contractors understand what's on the horizon. If you are a government representative and are forwarding input to be viewed by the general public, please be mindful that the POC and the email address you assign should be willing to receive multiple inquires from business firms about non-procurement sensitive topics pertaining to the anticipated procurement. Business firms (large/small) who have questions should be mindful that the AAF provides your company a view of funded/unfunded anticipated procurements, prior to the solicitation being advertised via FEDBIZOPPS or Army Single Face to Industry.

For those who have had an opportunity to meet me in person, or speak with me via telephone or email, I have a tendency to "kindly reinforce" key points that may seem somewhat redundant at times. I apologize in advance; however, having a clear understanding of what's expected from the AAF is of utmost importance. For more information, I kindly request you read and comprehend the DISCLAIMER which is prominently displayed on the 1st page of the on-line version of the AAF. Should you still have questions, I welcome your telephone calls, emails or meeting with me in person.

With that said, the AAF is designed to help not only business firms identify "what's on the horizon," it's also an

useful tool for government customers/end users, resource managers and procurement officials/representatives when they begin the advanced acquisition planning phases of a procurement. If a government POC receives an inquiry and uncertain about how to best answer the business firm's question, please forward the email to OSBP or directly to the Contracting Officer for assistance. While we want to encourage all government POCs to be helpful, we also want to prevent inadvertently providing any information that might be inaccurate or give businesses a perceived unfair competitive advantage.

FISCAL YEAR (FY 2012) USAMRMC BUSINESS TARGETS/GOALS

Are you interested in our FY 2012 business targets/goals? We kindly invite your attention to <http://www.mrmc.smallbusopps.army.mil> for a review of the prime and subcontracting targets/goals mandated by Headquarters, Department of Army. As a courtesy and as in previous years, we continue to provide to the general public our accomplishments from the previous fiscal year.

SERVICE DISABLED VETERAN OWNED SMALL BUSINESS GOALS—FY 2011 ACCOMPLISHMENTS

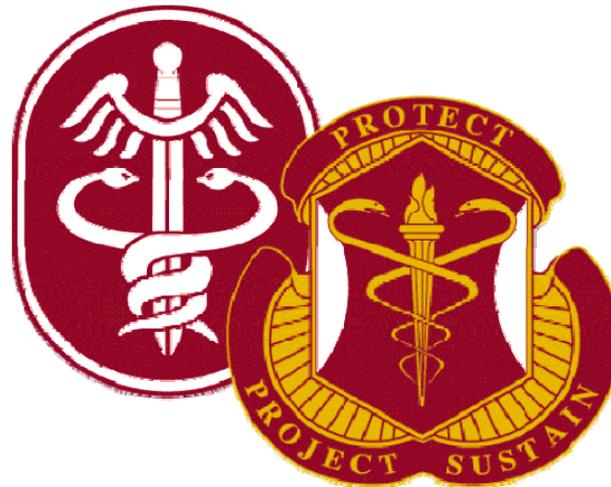
Based on FY 2011 metrics generated by the Federal Procurement Data Systems – Next Generation (FPDS-NG), USAMRMC exceed the mandated goal with awarding 3.3% of contracts to SDVOSB firms.

During the FY 2010, USAMRMC awarded \$28.3M (1.36%) to SDVOSB in comparison to FY 2011 where the 3.3% equated to \$66.5M of contract awards to SDVOSB firms. We congratulate many of those who contributed to the command achieving this significant milestone, i.e., Contracting Officers, Government Program Managers and the SDVOSBs!



FORT DETRICK BUSINESS DEVELOPMENT OFFICE (FDBDO):

The FDBDO as our contractor support firm continues to provide assistance to business firms 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 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. If you are an incumbent/prospective contractor or government procurement official/program manager in need of market research assistance, please contact them.



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