



## June 2010 Newsletter

Volume 14, Issue 2

### Welcome

As we approach the last quarter of the government fiscal year (i.e., July), you should be assured that continued efforts are in fact being implemented to provide maximum and equitable opportunities for all businesses, especially small business firms, to compete for those procurement actions which they can perform to the extent consistent with the Government's interest.

Small Business Metrics (Year To Date) for Fiscal Year 2010 are currently available for review via the <http://www.mrmc.smallbusopps.army.mil> website. The website link is also accessible via the Fort Detrick homepage (<http://www.detrick.army.mil>). Over the years, we have been very consistent in providing the command's YTD and Year End Small Business Metrics as an effort to remain transparent, while providing a "snapshot" regarding our progress in specific small business categories and where we need improvement. It is important to note that the metrics only include those contract awards made via the U.S. Army Medical Research Acquisition Activity, which is the contracting support arm within the command. I have proposed over the years to have the other federal procurement activities that are located on or in close proximity to Fort Detrick, also provide metric-related information via the webpage as a courtesy to our government/federal customers, business firms and the public in general.

It is worth mentioning that despite the nation slowly trying to recover from the weak economy, small business firms ( either as a prime or subcontractor ) continue to provide essential, relevant and value added products, services and business solutions to the Command & Installation. One of the key aspects of conducting business with the government is being able to access the forecast of procurement opportunities. Publication of a forecast complies with the requirement outlined in Public Law 100-656, Section 501 of the Business Opportunity Development Reform Act, as

amended. For those who have been loyal readers of this Newsletter, my mentioning of the "Forecast" continues to underscore its vital link in the advanced planning of acquisitions/procurement and contracts. While we have a current forecast accessible via the internet, we still desire more input from our government customers and other federal agencies.

In closing, we hope that the contents of this newsletter prove to be beneficial to you, whether you are a government customer, procurement /acquisition professional, business firm or representative from academia. Please remember that our collective efforts translate into "Protect the Warrior – Sustain the Force!"

Sincerely,

Jerome K. Maultsby  
Associate Director,  
Office of Small Business Programs  
USAMRMC & Fort Detrick

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### **ANALYSIS: Year to Date Fiscal Year 2010 USAMRMC & FORT DETRICK SMALL BUSINESS ACHIEVEMENTS.**

Preliminary results can be viewed by visiting <http://www.mrmc.smallbusopps.army.mil>. Source: Federal Procurement Data Systems - Next Generation (05/05/2010). Added emphasis continues be placed on meeting or exceeding our mandated small business goals, especially in Service Disabled Veteran Owned Small Businesses and HUB Zone firms.



### **NEW CONTRACT AWARD FOR THE FORT DETRICK BUSINESS DEVELOPMENT OFFICE (FDBDO).**

We are please to announce that Beacon Associates, Inc, a SBA 8(a) and Woman Owned Small Business (<http://www.beaconassociates.net>) competed and won the new support contract for the FDBDO. We look forward to having them work with the Command and Installation in their contractor-support role. A News Release regarding this award is located on the Office of Small Business Program webpage <http://www.mrmc.smallbusopps.army.mil>.

### **DEPUTY ASSOCIATE DIRECTOR'S NEW LOCATION.**

Mr. Archie B. Cardwell's office is now located on Fort Detrick, Building 820 Chandler Street. His email address remains the same ([archie.cardwell@amedd.army.mil](mailto:archie.cardwell@amedd.army.mil)). His telephone number is 301 619-2630.

### **NEW COLLABORATION WITH THE SMALL BUSINESS ADMINISTRATION (SBA)**

Earlier during the month of May, the USAMRMC & Fort Detrick OSBP reached an agreement with the Baltimore District SBA 8a and Hub Zone Assistant District Director, along with the Washington DC & Maryland Regional Procurement Center Representatives to provide on-site assistance to government procurement professionals and small business firms. The exact times and dates will be communicated via the website well in advance of their scheduled visits. Our goal is to have them provide assistance via the Fort Detrick Business Development Office and in the meantime, through email correspondence. We look forward to this much needed collaboration with the SBA.

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### **Fort Detrick Business Development Office (Vendor Database)**

As part of their contractor-support role, the Fort Detrick Business Development Office (FDBDO) manages the USAMRMC and Fort Detrick vendor database. Current entries include government, business and academia representatives ( in and outside the Maryland area). If you are a government employee conducting market research, or someone from industry or academia seeking to identify a potential contact, you are invited to contact our FDBDO and ask for assistance. For additional information, please visit the website at <http://www.fdbdo.com>.



**USEFUL TIDBITS:**

In a hyper-competitive business environment, please acknowledge that your business strategy which was used several years ago may not still be the appropriate mechanism today. Take some time and benchmark other successful businesses. In many respects, it's important for contractors to understand the critical importance for them to:

- Execute/perform in accordance with the terms and conditions outlined in the contract
- Exceed the customers' expectations
- Perform under budget and ahead of schedule
- When problems/issues are anticipated, be proactive and communicate directly with the Contracting Officer, Specialists or C.O.R.
- Failing to ask questions for clarification does not add any value to your company's ability to perform
- Don't make excuses; try not to request no-cost extensions
- Be humble and check your ego outside the door . A kind reminder: you are trying to conduct business with the government; listen attentively to the guidance/advice/recommendations offered
- Feel free to consult with the OSBP at any time prior, during and after contract award. The OSBP remains a key component as a government business advocate.

When you have specific questions regarding a solicitation or contract – please remember to communicate with the Contracting Officer and Contracting Specialist. They will try their best to provide you accurate answers.

Is your business in a slump? Have you considered a joint venture with another firm? (large or small) or perhaps academia?

**FORT DETRICK CONTRACTING COMMUNITY:** Prospective and current contractors who are interested in marketing their relevant products, services and business solutions are reminded that there are several other federal procurement activities located on the Fort Detrick Installation. For a complete listing, we kindly invite you to visit the Fort Detrick homepage at <http://www.detrick.army.mil>. Once on the page, scroll down to the bottom portion and under the caption entitled "Contractors/Vendors," click onto the middle link.



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