



# Fall 2007 Newsletter

# Volume 12, Issue 2

## Welcome

On behalf of the entire U.S. Army Medical Research and Materiel Command (USAMRMC) Office of Small Business Programs (OSBP) TEAM, we sincerely hope that you will find this Fall 2007 Quarterly Newsletter, along with the referenced internet website links to be of significant value to you. Perhaps you will have an opportunity to review the website ([www.mrmc.smallbusopps.army.mil](http://www.mrmc.smallbusopps.army.mil)) and read about new entries which highlight our Fiscal Year 2007 accomplishments and other relevant information. Essentially, preliminary results indicate that as a command we either met or exceeded the Headquarters Department of Army Small Business Targets in 5 of the 6 areas. This is great news – but there’s room for improvement, especially in the Service Disabled Veteran Small Business, HUBZone and HBCU/MI categories.

Last week, during a telephone conversation with a prospective contractor, he mentioned that in addition to identifying business opportunities within USAMRMC and the Fort Detrick Installation, his company was also very interested in finding small business offices within Department of Defense (DoD) that are “agency–friendly.” This is no surprise to us here at USAMRMC and Fort Detrick. In general, more businesses are expending a considerable amount of resources marketing to DoD. In their quest for information, they prefer to align themselves with those offices/agencies that are proactive, responsive and have a sincere desire to provide as much public information as possible without violating the rules or releasing details that may be defined as procurement sensitive.

The USAMRMC OSBP TEAM continues to strive to fulfill our goals as advisors to the various categories of small businesses and academia (HBCU/MI). In addition, we are leveraging resources and determining the best manner in which we can provide useful information not only to the those seeking to conduct business with USAMRMC/Fort Detrick, but also the many DoD end-users,. We remained committed and pledge our professional support to you as business advisors and meeting Department of Army small business goals and targets.

Sincerely,

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

## Upcoming Events:

### DoD Mentor Protégé Conference

Daytona, Florida  
March 10-13, 2008

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### 4<sup>th</sup> Annual National Veterans Small Business Conference

Las Vegas  
July 7-10, 2008

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### Frederick, Maryland Chapter - Service Corps of Retired Executives (SCORE)

“Founded in 1964, SCORE consists of nearly 400 volunteer-run chapters that are dedicated to entrepreneur education and the formation, growth and success of small business located throughout the United States and its territories. Each chapter provides free confidential counseling, mentoring services and low cost high impact training workshops to entrepreneurs and existing small business owners.” The Frederick Chapter was recently established in which the Associate Director, USAMRMC OSBP has volunteered his expertise. For more information, please visit <http://www.score.org>.

### FY 07 Year End USAMRMC Small Business Metrics

Please visit the website ([www.mrmc-smallbusopps.army.mil](http://www.mrmc-smallbusopps.army.mil)) and click on the icon entitled “FY 2007 (Year End) USAMRMC Small Business Results” for an analysis and metrics.



## 2007-2008 State of Maryland SBA Small Business Resource Guide

For those that did not have an opportunity, I kindly ask that you pick-up a copy, read and save the **2007-2008 Small Business Administration Resource Guide, Maryland Edition**. Many of the content topics include key areas that are extremely vital to your long term success as reputable entrepreneurs doing business with USAMRMC and Fort Detrick. In fact, there are articles and updated information that has been covered in previous editions of this Quarterly Newsletter. Whether you are a novice or seasoned small business professional, we are confident that you will find the guide as an excellent resource. Mr. Steven Umberger (District Director of SBA's Baltimore District) and I have met on different occasions and understand the tremendous attention generated from the small businesses within the State of Maryland regarding procurement opportunities within USAMRMC and Fort Detrick. The SBA Baltimore District's entire staff along the Fort Detrick Business Development Office, members of the Fort Detrick Contracting Community, the USAMRMC Office of Small Business Programs, and the leadership on this installation, will continue in our efforts to increase opportunities and procurement related awards to area small businesses.

## Maryland TEDCO and MRASC Cooperative Agreement

On 20 September 2007, the US Army Medical Research Acquisition Activity signed a Cooperative Agreement entitled the Maryland Technology Development Corporation (TEDCO) – Maryland Research and Applied Sciences Consortium (MRASC) Applied Research and Development Project in the amount of \$936,000.00.

The overall goal of this first-of-its-kind Cooperative Agreement is to increase the MRASC institution's participation in USAMRMC programs for advanced and applied sciences as an essential component of its research and development mission. The MRASC, which consist of the 5 Historically Black Colleges and Universities and Minority Institutions within the State of Maryland, was created in part through the recommendations of the Commanding General, USAMRMC and Associate General, Office of Small Business Programs during 2004. In the ARDP, the MRASC institutions will focus on capacity building and critical infrastructure to assist USAMRMC in meeting its primary science and technology objectives while helping HBCU/MI develop on-going medical research and support entrepreneurial development among minority small businesses.

An official signing ceremony and Public Affairs Office Press release is being planned.



**NEXT ISSUE—January 2008**