



April 2006 Newsletter

Volume 7, Issue 1

Welcome

As we enter the 3rd Quarter of Fiscal year 2006, I have witnessed a significant increase in prospective small business contractors aggressively marketing their products, services and business solutions to the US Army Medical Research and Materiel Command (USAMRMC), the Fort Detrick Garrison and many of our Mission Partners. My frequent travels in 2006 have permitted me to become better acquainted with many of our nation's premier Historically Black Colleges and Universities and Minority Institutions (HBCU/MI) that are eager to become active participants in winning those contract and grant opportunities which coincide with the command's global mission objectives. I continue to urge all entities interested in pursuing strategic business partnerships with the USAMRMC, to please contact us via email or telephone. You can of course schedule a meeting with us; however, the following websites contain a wealth of information that should be of immediate benefit to your business or Institution. <http://www.fdbdo.com> and <http://www.mrmc.smallbusopps.army.mil>

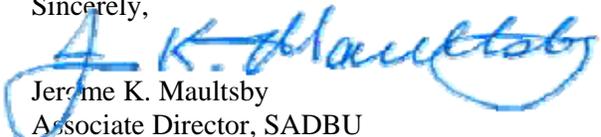
In previous editions of this Newsletters, I have commented on the value of partnerships whether with small/large businesses or HBCU/MI and other Institutes of Higher Education. The March 2006 Edition of Contract Management Magazine contains an article entitled "Five Reasons Why You Should Embrace Your Competition." This article is authored by Ms. Marsha Lindquist, CEO of The Management Link, Inc. The five reasons include:

- You Make a Bigger Pie
- You Complement Your Talent with Someone Else's
- You Look Good and They Look Good; The Win-Win Mentality
- You End Up with More Business
- You Learn New Skills

The USAMRMC and Fort Detrick remain committed to outreach and insist **"Small Businesses be afforded equitable opportunities to compete for all contracts they can perform to the extent consistent with the Government's interest."**

Much continued success to everyone in his or her business endeavors!

Sincerely,



Jerome K. Maultsby
Associate Director, SADBU
USAMRMC

Upcoming Events:

Minority/Small/Woman/Veteran Owned Business Contracts Forum

Frederick, MD
April 13, 2006
POC Sandy at (301) 624-1906
sshowalter@gilbaneco.com

2ND Annual National Veterans Small Business Conference

Las Vegas, NV
June 26 - 29 2006
Conference Hotline (703) 695-3220
www.nationalveteransconference.com

Advanced Acquisition Forecast (AAF)

For many current and prospective contractors, the USAMRMC and Fort Detrick AAF is the key document that empowers them to carefully review and decide which "anticipated procurements" they intend to focus on, prior to a solicitation being advertised. As of this publication the AAF, has been updated and contains precisely the type of information you need, prior to meeting with a potential customer/end-user. The USAMRMC Small Business Office along with many other Team Partners (i.e., US Army Medical Research Acquisition Activity, Fort Detrick Business Development Office, Fort Detrick Contracting Community, to name a few) are making concerted efforts to comply with Public law 100-656 by ensuring small businesses have access to this type of information. Every attempt is made to update the AAF with the end-users and small business owners in mind. The AAF is accessible via the Fort Detrick website home-page "CONTRACTING (<http://www.detrick.army.mil>) as well as the websites listed in the Welcome portion of this Newsletter. The AAF is "a work in progress" and is generated by the USAMRMC and its Mission Partners forwarding their input to the FDBDO for inclusion in the quarterly publication. If for any reason, you should have questions, please email us. We welcome your comments as we continue to strive for continuous improvement.



Hard Copy or Electronic Capability Statements/Brochures

Occasionally, we receive inquiries from contractors regarding our preferences in receiving marketing material. While hard copies are useful, we prefer a one or two page Corporate Capability Statement/Profile that succinctly captures the type of products, services or business solutions offered by your small business. In addition, we suggest that you highlight key areas that distinguish your company from other competitors. Hopefully, you take some time to research your potential customer bases and ascertain what in particular are their immediate and future needs prior to sending an electronic version for review and consideration. As I have mentioned to many prospective and current contractors, please focus more on the quality and value added aspects of your capability and less on the glitz, bells and whistles. The USAMRMC Acquisition Professionals, Commanders, Principal Investigators, Logisticians, Researchers and Clinician want to read about items of interest such as best value to the government, past and current performance, ability to work effectively and efficiently, etc. As space limitations continue to impact all government agencies, maintaining hard copies of brochures are challenging, to say the least. Electronic versions of marketing materials are preferred because they are easier to distribute, forward, save and tailor to meet the needs of a specific customer base. If for some reason, your company does not have an electronic version of your marketing material, we will gladly accept your hard copy version.



Fort Detrick Business Development Office

The FDBDO is conveniently located approximately one mile in proximity from Fort. Detrick. The address is 201 Thomas Johnson Drive, Suite 208, Frederick, MD 21702. For information about the FDBDO please visit www.fdbdo.com or call 301-620-7071 to schedule an appointment.

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