



April 2007 Newsletter

Volume 10, Issue 2

Welcome

Spring is finally here and we are now in the third quarter of fiscal year 2007. Page two of this newsletter offers a brief update to three critical areas which involve the Small Business Program. We ask that you take the time and navigate through the USAMRMC Office of Small Business Programs (OSBP) website (<http://www.mrmc.smallbusopps.army.mil>) and acquaint yourself with the wide variety of useful references and sources of information. Should you have any questions, we can be contacted via email or telephonically. Is it your desire to schedule an appointment with us? Great! We gladly welcome your scheduled meeting with the OSBP, the Fort Detrick Business Development Office (FDBDO), or any of our top-notch acquisition workforce professionals. Please plan ahead, do your homework, and be prepared to provide us with a relevant presentation that coincides with our multi-faceted mission objectives.

If you are a government official conducting market research, please don't hesitate to contact either the OSBP or FDBDO. We strongly recommend that you involve us in the early stages of your acquisition planning and keep the lines of communication open at all times.

Sincerely,

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



Upcoming Events:

OSDBU Procurement conference

The Show Place Arena
14900 Pennsylvania Avenue
Upper Marlboro, MD
April 19, 2007

POC: **Liz Hood or George Hall**
800-878-2940

More Details at: www.fbcinc.com/osdbu

Virginia Business Opportunity Fair—2007

Lansdowne Resort
44050 Woodridge Parkway
Lansdowne, VA
May 6-7, 2007

POC: cindy.dulin@vmsdc.org
More Details at: www.vmsdc.org

2007 Small Business Training (SBT) Conference

Hilton Mark Center
500 Seminary Road
Alexandria, VA
May 21-24, 2007

More Details at: www.dodsbconference.com

See reverse page for additional information



CENTRAL CONTRACTOR REGISTRATION AND CENTER FOR VETERAN'S ENTERPRISE

Are you aware that as of 11 February 2007 the CCR (<http://www.ccr.gov>) has upgraded their website? There's a new look and the *Dynamic Small Business* search icon remains accessible for anyone seeking to conduct market research for practically any type of small business entity. You only need a couple of key words, NAICS, and select the type of business (i.e., WOSB, 8(a), HubZone, etc.), press submit and in a matter of seconds you will receive a listing of those firms. Still can't find a reputable vendor? Try visiting the Center for Business Enterprise (<http://www.VetBiz.gov>) website. Under the Vendor Information Pages (VIP) link you can easily type in either a key word, NAICS, etc., and submit for a listing of self-certifying Veteran and Service Disabled Veteran-Owned Small Business Firms. Both links are excellent sources of market research information that should be bookmarked by each Procurement Technician, Contracting Specialist, Contracting Officer, etc.

NEW PRODUCTS AND SUBMISSION IDEAS

Look for this new link on the USAMRMC—OSBP Website. Unsolicited proposals allow unique and innovative products or ideas that have been developed outside the Government to be made available to Government agencies for use in accomplishment of their missions. Unsolicited proposals are offered with the intent that the Government will enter into a contract with the offeror for research and development or other efforts supporting the Government mission, and often represent a substantial investment of time and effort by the offeror. ([FAR 15.6](#))

SMALL BUSINESS ADMINISTRATION

This serves as a kind reminder to the many small businesses registered with the MPMC Office of Small Business Programs, US Army Medical Research Acquisition Activity, and the Fort Detrick Business Development Office (FDBDO) that it remains your responsibility to update or revise your information on a routine basis. This is especially critical if you have changed your business size status, have a GSA schedule, maintain a Secret or Top Secret Security Clearance, and other key information that may help the government customer identify what particular attributes distinguish your company from the other competitors. Our Vendor Data Base continues to grow and the FDBDO has managed the data in an exceptional manner. The information contained in the data base helps many Commanders, Project/Program Managers, Logisticians, Acquisition Professionals, and Researchers conduct market research during the early stages of acquisition planning. Should you have any questions, please feel free to contact the FDBDO at 301-620-7071 for assistance.

NEXT ISSUE—July 2007