



## Welcome

I want to take this opportunity to invite our readership to learn more about some vital areas of interests, with regards to small business utilization. There is no doubt that competition remains fierce amongst large and small businesses vying for contracts/grants that support and defend our great nation against The Global War on Terrorism.

In the midst of developing and introducing innovative and relevant products, services and business solutions in support of the U.S. Army Medical Research and Materiel Command (USAMRMC), how can a small business entity or Historically Black College and University and Minority Institution (HBCU/MI) increase its chance to win a contract award/grant? While there may not be any single answer that everyone will agree with, there are however, certain "rules of engagement" that one must follow in order to be considered as a potential business/academic partner with the Army and Department of Defense (DoD). For the most part, small business firms and HBCUs/MIs have started to revamp their Business Development Offices to gain a better understanding of how to strengthen strategic business relationships with DoD. With that being said, "building relationships," is one key ingredient critical to business development.

My attendance and participation in the DoD Small Business Training Conference (Temecula, California 26-28 October) and the Department of Army HBCU/MI Conference (New Orleans, Louisiana 13-15 December) reinforced my personal commitment as a small business advocate for the USAMRMC. There are a variety of new initiatives underway at DoD, Army and Small Business Administration level to assist small businesses and HBCUs/MIs. During the DoD Conference, it was very interesting to hear from several senior leaders from DoD and Small Business Administration about the critical importance of small business advocates to continue the quest to dispel the unwarranted and certainly unjust stigma sometimes associated with doing business with the small business and HBCU/MI community. The USAMRMC has and continues to reap huge benefits from working with several of our small businesses and HBCUs/MIs.

In closing, I hope that the various articles and topics contained in this newsletter are educational not only for the business and academic community, but also for contracting/acquisition professionals, Commanders, Directors, Program and Project Officers, Researchers, and Logisticians.

Sincerely,  
Jerome K. Maultsby  
Associate Director

## Upcoming Events:

### USAMRMC Commander's Conference

St. Pete Beach, FL  
30 Jan—3 Feb 2005

### National Spring SBIR/STTR Conference

Omaha, NE  
7-10 Mar 2005

### DoD Mentor-Protégé Conference

Orlando, FL  
15-17 Mar 2005

## Coming Soon

On or about April 2005 Phase II of the USAMRMC SADBU web site will be completed. Phase II development is inclusive of an interactive site for Small Business, Industry, and Academia. Additionally, the web site will display updates to the existing HBCU/MI link, specifically, 'Writing Successful Medical Research Proposals' and 'Internship Information and Opportunities Within the U.S. Army Medical Research and Materiel Command.'

## Service Disabled Veteran Owned Small Business

The USAMRMC is working diligently to increase our performance and meet the 3 percent government-wide goal in the Service Disabled Veteran Owned Small Business (SDVOSB) program area by encouraging Veteran-Owned Small Business concerns to learn about our diverse mission and related requirements.

At the same time, the Office of the ADSADBU will continue its steadfast advocacy by sponsoring or co-sponsoring workshops, seminars, brown-bag luncheons, etc., in an effort to increase veterans' awareness of how to participate in the procurement program.

The Veterans' Benefits Act of 2003 (Public Law 108-183) was enacted on December 16, 2003, amending the Small Business Act (15 U.S.C. 631 et. seq.) to establish a procurement program for Small Business Concerns owned and Controlled by service-disabled veterans. On May 5, 2004, the Small Business Administration published implementation guidance providing the key linkage to transform the vision of Public Law 108-183 into reality.

President George W. Bush signed an Executive Order on October 29, 2004, providing opportunities for Service Disabled Veteran Businesses to increase their federal contracting and subcontracting opportunities. The objective of the Executive Order is to assure



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Federal Agencies are proactive in the administration of the law by developing strategies to implement the policy and ensuring agency strategies are available for public consumption. Additionally, senior level officials will be designated to both implement the agencies strategy and educate agency officials on the provision of the law.

The Executive Order builds upon and complements provisions in the Veterans' Benefits Act approved last year (Public Law 108-183). For more information refer to The Army's Office of Small and Disadvantaged Business Utilization (OSADBU) Website:

[www.sellingtoarmy.info](http://www.sellingtoarmy.info).

## Service Disabled Veteran Owned Small Business Frequently Asked Questions

### 1. Is a formal certification required from the SBA, or any other federal agency, to participate in the SDVOSBC procurement program?

No. The Veterans' Benefits Act of 2003 does not require a program to formally certify concerns as SDVOSBC's. A SDVOSBC will be able to "self-represent" its status as a SDVOSBC to the contracting activity as part of its offer. However, for sole source procurements, the SBA or the contracting officer may protest the proposed awardee's service-disabled veteran status, and for competitive set-asides, any interested party may protest the apparent successful offeror's SDVOSBC status.

### 2. What are the basic requirements for business concerns to participate in the SDVOSBC procurement program?

The SDVOSBC must be a small business; 51 percent of the SDVOSBC must be unconditionally and directly owned by one or more service-disabled veterans; and, the management of daily business operations of the SDVOSBC must be controlled by one or more service-disabled veterans (or in the case of a veteran with permanent and severe disability, the spouse or a permanent caregiver of such veteran).

### 3. Who is a service-disabled veteran?

A service-disabled veteran is a person who served in the active military, naval, or air service, and who was discharged or released under conditions other than dishonorable, and whose disability was incurred or aggravated in line of duty in the active military, naval, or air service.

## Small Business Opportunities in Iraq

A reminder: Please don't forget about seeking business opportunities in Iraq. For more information, please visit <http://www.sellingtoarmy.info>.

## U.S. Army HBCU/MI Conference

On December 13-15, 2004, the first annual U.S. Army Historically Black Colleges and University and Minority Institutions Conference took place at the Astor Crown Plaza Hotel in New Orleans, Louisiana. The Conference was hosted by Department of Army Office of Small and Disadvantaged Business Utilization. The theme of the conference was *HBCUs and MIs Making a Difference Supporting the Warfighter*. The primary intent of the conference was to focus on emerging research and development trends and expanding opportunities for HBCUs and MIs. Ms. Tracy Pinson, Director of the OSADBU program stated that there is a significant requirement to "promote greater collaboration and commitment to math, science and engineering programs" for HBCUs and MIs. Additionally, Ms. Pinson mentioned that "Partnerships and collaborative efforts will be critical components in winning new contracts and grants in the future. Small businesses and educational institutions are critical components of the American economy and Army research, development and technology programs are critical to helping the Nation win the Global War on Terrorism."

During the Army's HBCU/MI conference, there were several distinguished guest speakers. The following represents a partial listing of the speakers. Each of their presentations will be available via the [www.sellingtoarmy](http://www.sellingtoarmy) website: Ms. Tracey Pinson, Director, Department of Army OSADBU; Former Secretary of Army and President, University of New Mexico, Mr. Louis Caldera; Mr. Frank Ramos, Director, DoD SADB; Mr. John Miller, Director, Army Research Laboratory; Brigadier General Vincent Brooks, Chief of Public Affairs, Department of Army; Brigadier General Robert Crear, Commander, Mississippi Valley Division, Army Corps of Engineers; Dr. Dorothy Huston, Ph.D and President/CEO of Technology Management Training Group, Inc; Dr. Joan Robinson, Ph.D, Provost and Vice President for Academic Affairs, Morgan State University; Dr. Vallen Emory, Ph.D, Minority Outreach Program Manager, US Army Research Laboratory; and, Dr. Barbara Terry Koroma, Ph.D, Program Manager, Congressionally Directed Medical Research Program Fort Detrick, Maryland.

Each of the presentations highlighted important aspects of the HBCU/MI outreach efforts, as well as many of the vast programmatic accomplishments within Department of Army. The 1<sup>st</sup> Annual U.S. Army Historically Black Colleges and Universities, and Minority Institutions Conference was a huge success.

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