



January 2008 Newsletter

Volume 12, Issue 2

Welcome

Happy New Year 2008 to everyone! As we continue to focus on forging strategic business relationships and being accountable for the prudent expenditure of taxpayer funds, we must still be mindful of the on-going Department of Defense efforts related to Global War On Terrorism. For those of you that may not be aware, Major General (MG) George Weightman assumed command of USAMRMC and Fort Detrick on 28 November 2007. We warmly welcome Major General Weightman to the command and look forward to his leadership as we continue to make progress in achieving targets established by Headquarters, Department of Army for small businesses and Historically Black Colleges and Universities and Minority Institutions (HBCU/MI). MG Weightman's interview with the USAMRMC Public Affairs Office, which was published in The Fort Detrick Standard on November 22, 2007, included an interesting statement. In discussing his top priorities in terms of getting started, MG Weightman mentions "Secondly, I want to increase our partnerships with industry, academia and military." This statement coincides with our 2008 objectives and goals which have been published on our webpage for over a year.

For many of us in the Department of Defense, much is being gained from learning about Lean Six Sigma and the implementation of various process-improvement methodologies. As the USAMRMC Office of Small Business Program (OSBP) advocates, advisors and ambassadors, we here at Fort Detrick and USAMRMC continue to streamline how we make accessible business and opportunity-related information not only to prospective/current contractors and members of academia, but also to our military customers and procurement colleagues. Email, snail mail, telephone calls are good sources of communication, but oftentimes much becomes lost in the transmission or translation. Some may consider it "old school," but at times, there's no substitute for a face-to-face meeting in an effort to obtain a better sense of what's required or anticipated from a business opportunity standpoint.

For those involved in the advanced acquisition planning phases of government procurement, we need to hear from you. We kindly ask for a published list of your anticipated

requirements for this Fiscal Year 2008. Once this information is obtained, the OSBP together with the Fort Detrick Business Development Office will ensure this information is published and posted to our respective internet sites. For those that may be unfamiliar with Public Law 100-656 (Business Opportunities Development Reform Act of 1988), the intent of the law is to ensure those reputable and qualified small businesses have an equitable opportunity to do their homework based on the information provided by the agency posting PRIOR to the solicitation being released. This creates a "win-win arrangement" in that the government customer/end-user will have a better chance to conduct market research businesses that are interested in selling a relevant and innovative product, service or business solution that will satisfy our global and vital mission requirements. At the same time, the prospective contractor is better prepared to describe to what extent they can support the end-user, thereby minimizing miscommunication and conserving their marketing resources.

2008 expects to be another banner year for small businesses – we are certainly prepared to assist. We kindly ask that you continue to access the websites (USAMRMC Office of Small Business Programs, Fort Detrick Business Development Office) for current information. Both websites and that of the Fort Detrick Contracting Community are conveniently posted to the Fort Detrick Website (www.detrick.army.mil).

Sincerely,

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





Fiscal Year 2008 USAMRMC Small Business Targets

The FY 2008 USAMRMC small business targets are established by Headquarters, Department of Army (HQDA) and the Director, Office of Small Business Programs. In previous years, we have been consistent in publishing these metrics for public viewing via our webpage. This year we are also including this information in this edition of the Newsletter. Should you have any questions, please feel free to email or call us. Targets are based on previous small business trends, metrics and coincide with the current and future prime contracting initiatives within the command.

Small Business	48.4%
Small Disadvantaged Business	14.5%
Woman-owned Small Business	7.4%
Service-Disabled Veteran-Owned Small Business	2.3%
HBCU/MI	11.1%

Locating Business Opportunities

During the past 6 years, incremental enhancements have been initiated to improve on our ability to provide more accurate business opportunity procurement related information to those who request it. Requestors include, military, government, prospective and current support contractor personnel within USAMRMC, Fort Detrick and DoD. If there's a question about a particular forecast, solicitation or contract award, please feel free to call us at the number provided in this newsletter. We will certainly work to ensure whatever information provided is accurate and verifiable. As you may already be aware, information gathered from multiple internet sites have increased to the extent that we are at times inundated with emails and telephone calls. We welcome your calls and emails and pledge to provide prompt and professional assistance.

Upcoming Events:

Frederick Chamber of Commerce Grand Opening and Business Card Exchange

Frederick, Maryland
POC: Jessica Hibbard — 301-662-0745
January 16, 2008

Service Corps of Retired Executives (SCORE) – Tax Workshop for Small Businesses

Frederick, Maryland
POC: 301-620-7071
Info: www.scorefrederick.org/taxworkshop.htm
January 23, 2008

Fort Detrick Tech Expo

Fort Detrick, Maryland
POC: 301-620-7071
February 6, 2008

National Contract Management Association (NCMA)

American Legion, Frederick, Maryland
POC: Mr. Craig Lebo — 301-619-4000
February 21, 2008

DoD Mentor Protégé Conference

Daytona, Florida
Info: www.sellingtoarmy.info
March 10-13, 2008

4th Annual National Veterans Small Business Conference

Las Vegas
Info: www.sellingtoarmy.info
July 7-10, 2008

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