



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
OFFICE OF THE ASSISTANT SECRETARY
WASHINGTON, DC 20310-0103

3 SEP 1991



SARD-PP

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Army Acquisition Executive (AAE) Policy
Memorandum #91-6 , Increased Participation
of Small and Small Disadvantaged Businesses
in Army Acquisitions

Recently, I delegated to the Program Executive Officers (PEOs) and Heads of Contracting Activities (HCAs), the authority to approve acquisition plans within their purview. As part of this delegation, PEOs and HCAs will take a more active role in increasing the participation of:

- a. Small businesses;
- b. Small Disadvantaged Businesses (SDBs);
- c. Historically Black Colleges/Universities
Minority Institutions (HBCUs/MIs)

in all phases of Army contracting.

PEOs and HCAs will develop a strategy to increase participation by each of these concerns in our major programs, with particular emphasis on research and development efforts.

PEOs and HCAs will:

- a. Increase their outreach activities by aggressively pursuing, identifying and contracting with small businesses, SDBs and HBCUs/MIs. These efforts may include special briefings and coordination with the Small Business Administration.

- b. Encourage prime contractors, through the use of award fees, solicitation evaluation factors, the Mentor-Protege program and meaningful subcontracting plan negotiations to improve their track records in this area.

c. Review the achievements of their subordinates in accomplishing these objectives, as part of merit pay considerations and officer evaluations, as I will.

The PEOs shall fully cooperate with the HCAs in developing challenging goal projections for their programs based on the full range of major systems, R&D, spare parts and systems support requirements. I want the Army acquisition community to take action to meet our socio-economic obligations. We can, and will, do better.

Supporting the small business community is not only national policy; it makes sense from a competition and industrial base standpoint as well.

This guidance is promulgated as an AAE memo because it is not a one-time requirement. PEOs and HCAs will make supporting small and small disadvantaged businesses, and HBCUs/MIs, a routine and continuous part of their day-to-day decision making activities.

This subject is a matter of personal and professional interest to me.



Stephen K. Conner
Assistant Secretary of the Army
(Research, Development and Acquisition)

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