

HUBZones are eligible for the Army's Mentor Protégé Program

Established in 1991 - Public Law 101-510: Provides incentives to prime contractors to develop the technical and business capabilities of eligible protégés to increase their participation in both prime contracts and subcontracts. The National Defense Authorization Act for FY 2005 extended the MPP until 30 Sep 2010 for approval of new agreements, and until 30 Sep 2013 for incurred costs

How to Apply

- ★ For credit only agreements, apply directly to DCMA
- ★ DOD delegated approval authority to Services beginning FY 2004 for cost reimbursement agreements
- ★ For Army, 2 rounds of proposals in Fiscal Year 2008 -- Proposal due dates: Jun 15 and Aug 15
- ★ Review Army Mentor-Protégé Policies & Procedures and proposal instructions

Agreement Requirement

- ★ Commitment to shape and expand the industrial base to support the war fighter
- ★ Contain a strong technical component, or focus on innovative transfer of state-of-the-art technology
- ★ Comprehensive Needs Assessment
- ★ Developmental Assistance Plan
- ★ Milestone chart (not to exceed 3 years)
- ★ Cost breakout
- ★ Aggressive Reporting
- ★ Endorsement letter from program office relative to training efforts

Approval Process

- ★ Selection Board
- ★ Evaluate and rank proposals
- ★ Recommend highest rated for approval
- ★ Army Director OSBP approves
- ★ Funding provided
- ★ Stand Alone Contract
- ★ Contract issued
- ★ Progress monitored

To Locate the Army Small Business Specialist Nearest You, Go To:
www.sellingtoarmy.info and click on "Locations"



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United States Army



Historically Underutilized Business Zone Small Business Program

*Building the Future of the Army
Through Small Business*



VISION:

To be the premier advocacy organization committed to maximizing opportunities for HUBZone Small Business Concerns in support of the Warfighter and the transformation of the Army.

MISSION:

Advise the Secretary of the Army and the Army leadership on matters related to the HUBZone Program.

Support HUBZone BRAC communities.

Spearhead innovative initiatives that contribute to expanding the HUBZone small business industrial base relevant to the Army mission and priorities.

Leverage the use of Minority Serving Educational Institutions located in HUBZones in support of Army Science and Technology Programs.

Statistics:

The Army increased awards made to HUBZones by 143% from FY 2004 to FY 2007. Total dollars increased from \$1.6B in FY 2004 to a total of \$3.4B in FY 2007.



ELIGIBILITY:

A small business must meet all of the following criteria to qualify for the HUBZone program:

- ★ Principle office must be located in a "historically underutilized business zone" or HUBZone;
- ★ It must be owned and controlled at least 51 percent by one or more U.S. citizens; or a Community Development Corporation; or an agricultural cooperative, or an Indian tribe, and
- ★ At least 35% of its employees must reside in a HUBZone.

How to Apply:

Qualified HUBZone Small Business Concerns must apply for certification through the Small Business Administration. To apply using automated application process go to: www.sba.gov

Historically Underutilized Business Zone (HUBZone):

To Locate a HUBZone go to : <http://www.sba.gov/HUBZone>

TYPES OF HUBZones CONTRACTS:

A competitive HUBZone contract shall be awarded if the contracting officer has a reasonable expectation that at least two qualified HUBZone small businesses will submit offers and that the contract can be awarded at a fair market price.

A sole source HUBZone contract shall be awarded if the contracting officer does not have a reasonable expectation that two or more qualified HUBZone small businesses will submit offers, determines that the qualified HUBZone small business is responsible, and determines that the contract can be awarded at a fair price. The government estimate cannot exceed \$5.5 million for manufacturing requirements or \$3.5 million for all other requirements.

A full and open competition contract shall be awarded with a 10 percent price evaluation preference. The offer of the HUBZone small business will be considered lower than the offer of a non-HUBZone/non-small business providing that the offer of the HUBZone small business is not more than 10 percent higher.

WHAT THE ARMY BUYS



ACE US Army Corps of Engineers

Military/Civil Works Construction Projects
Environmental Projects
<http://www.hq.usace.army.mil/hqsb/>



AMC US Army Materiel Command

Combat Systems
Information Systems
Installation Supplies & Service
<http://www.amc.army.mil/amc/smlbus>



ATEC US Army Test & Evaluation Command

Development and Operational Testing of Weapon Systems
<http://www.atec.army.mil>



INSCOM US Army Intelligence & Security Command

Intelligence Security Information Systems
<http://www.inscom.army.mil>



MEDCOM US Army Medical Command

Medical Supplies and Health Care Equipment
Professional Services
<http://sb.amedd.army.mil>



MRMC US Army Medical Research & Materiel Command

Medical Research
<http://www.mrmc.smallbusopps.army.mil>



NGB National Guard Bureau

Base Operations; Information Technology Services/Equipment
Construction/Environmental Projects
<http://www.nationalguardcontracting.org>



PEO STRI US Army Program Executive Office For Simulation, Training, & Instrumentation

Simulation, Training, and Testing Solutions and Acquisition
Services for the Warfighters and the Nation
<http://www.peostri.army.mil/>



SMDC/ARSTRAT Space & Missile Defense Command / Army Forces Strategic Command

Research and Development
Engineering Support Services
<http://www.smdc.army.mil/SmallBusiness/Office.html>