



Small Business Quarterly

The TRICARE Management Activity (TMA) Office of Small Business Programs (OSBP) Quarterly eBulletin



Our Mission

We advise the TMA Deputy Director on all small business matters and strive to maximize the contributions of small business in TMA acquisitions. We provide leadership to the TMA components to meet the needs of our nation's Military Health System and create opportunities for small businesses while ensuring each tax dollar is spent responsibly.

Our Vision

Create an environment in which TMA recognizes the value of and engages small businesses as critical suppliers of required healthcare capabilities.

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Director's Corner



Welcome to the inaugural issue of the TRICARE Management Activity (TMA) Office of Small Business Program's (OSBP) eBulletin. This quarterly newsletter is intended to provide useful information and helpful tools that support our vision to create an environment that results in increased awareness, participation, and utilization of small businesses doing business with TMA.

The TMA OSBP was established to assist small businesses by creating opportunities to increase small business participation and utilization in TMA acquisitions. To that end, we will provide leadership and guidance to various organizations within the TMA to support the vision and mission. The initial OSBP key operational goals for the first three years of this new program include:

- Engage the acquisition community to increase small business participation at the prime and subcontract levels
- Raise awareness of small business capabilities and the benefits they provide to the acquisition community through education, training, and outreach, with emphasis on reaching program offices and contracting organizations
- Improve communication internally and externally with customers and stakeholders about small business programs and upcoming opportunities
- Implement and maintain effective TMA OSBP policies and procedures
- Apply continuous process improvement

TMA is committed to the small business community; we consider small businesses to be the heart of the U. S. economy and a very critical part of the TMA procurement process. As the TMA's focal point for administering its small business program, I look forward to facilitating increased involvement of small businesses in our procurement process.

Cassandra Martin
Director, TMA OSBP

Contracting Goals

The OSBP provides leadership to TMA components to meet statutory goals for prime contracting and subcontracting with small business. The term "Small Business Goals" is used to describe goals established for the Department of Defense (DoD) as a whole.

Each individual TMA component is expected to support the overall DoD goals by seeking continuous small business program improvement and by establishing aggressive small business targets based on its unique product mix. We work closely with each TMA component to establish meaningful target

CATEGORY	GOAL (%)
Small Business (SB)	60.83%
Women-Owned Small Business (WOSB)	5%
Small Disadvantaged Businesses (SDB)	5%
Service-Disabled Veteran Owned Small Business (SDVOSB)	3%
Historically Underutilized Business Zone Small Business (HUBZone)	3%

goals that are attainable and consistent with DoD's overall goals. ☞

Did You Know . . .

A small business, from the federal government's perspective, is a business that is not dominant in its field of operation and meets the requirements established by Title 13, Code of Federal Regulations, part 121 (13 CFR 121) (Small Business Size Regulations). Essentially, the requirements and regulations are designed to ensure a "level playing field" in competition between companies seeking to do business with the federal government. These requirements vary depending upon the type and purpose of the business.

The Small Business Administration (SBA) size standards are usually stated either in the business' average number of employees over the preceding 12 month period, or the average annual receipts over the preceding three years – whichever number represents the largest size of the business (including subsidiaries and affiliates). The SBA uses the North American Industry Classification System (NAICS) as the basis for its size standards.

What is a Small Business?

The NAICS is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. Size standards are available for every private sector industry in the U.S. economy.

A tool located at <http://www.sba.gov/size-standards-tool?ms=fp> can help determine if a company is a "small business" under SBA size standards. Qualifying as "small" may permit the company to take advantage of certain government contracting opportunities reserved for small businesses.

This article was developed based upon information available through the U.S. Small Business Administration and the TRICARE Management

Activity Office of Small Business Programs websites. ☼

Small Business 101

On average, the federal government buys nearly \$100 billion worth of goods and services from small businesses (statistic obtained from www.sba.gov)? Small businesses may be classified and certified by the Small Business Administration (SBA) based upon a variety of criteria, including economic, social, and demographic factors. The SBA has eight small business certifications that TMA's Office of Small Business Programs recognizes and seeks to do business with:

1. Historically Underutilized Business Zone (HUBZone) businesses;
2. Native American-owned businesses;
3. Woman-owned businesses;
4. Veteran-owned businesses;
5. Service-Disabled Veteran-owned businesses;
6. Alaskan-owned businesses;

7. Native Hawaiian-owned businesses; and,

8. Businesses operating under the SBA's 8(a) Business Development Program.

This eBulletin's focus is on businesses operating under the SBA's 8(a) Business Development Program, which is designed to bolster minority and other disadvantaged businesses through federal contracting and other preferences. Three requirements must be met for the SBA to certify the business under this program: it must be a small business, be unconditionally owned and controlled by one or more socially and economically disadvantaged individuals, and have a demonstrated potential for success (in operation for a minimum of two years prior to applying).

Benefits to 8(a) certified businesses include the ability to obtain sole-source contracts, business development support (including access to the SBA's Mentor-Protégé' Program), and financial assistance (including surety bonding).

The next eBulletin will focus on HUB-Zone certified businesses.

This article was developed based upon information available through the U.S. Small Business Administration and the TRICARE Management Activity Office of Small Business Programs websites. ☼



On-line Training

GSA – Upcoming Webinars in 2012 (Register for CLP credit. Open to all.)

11-Oct-2012 GSA Schedules and the Utilization of Small Business

8-Nov-2012 FAR 8.4 vs Open Market

6-Dec-2012 Blanket Purchase Agreements

For further information, please refer to the URL provided: <http://www.gsa.gov/portal/category/100619>

SBA – Online Small Business Training (self-paced and easy to use)

Starting a Business

Managing a Business

Contracting With the Government

For further information, please refer to the URL provided: <http://www.sba.gov/category/navigation-structure/counseling-training>

Small Business Events 2012

2012 National Small Business Federal Contracting Fall Conference

Tuesday, October 16 and Wednesday, October 17

Presented jointly by the National Association of Small Business Contractors (the Supplier Council of The American Small Business Chamber of Commerce) and the U.S. Women's Chamber of Commerce being held in Washington DC.

<http://www.uswcc.org/meetings/viewevent.aspx?eventId=130>

NASA/KSC HUBZone Industry Day & EXPO 2012

Tuesday, October 16, 2012, 9:00 a.m. - 3:00 p.m.
Cruise Terminal #4, Port Canaveral, FL

The NASA/KSC HUBZone Industry Day and Expo (EXPO) is open to all businesses - HUBZone businesses are encouraged to participate. The event will feature approximately 175 business and government exhibits. Exhibitors include vendors from a variety of products and services. Representatives of NASA, the 45th Space Wing, prime contractors, and other Government agencies will be available to answer specific questions about doing business with their respective organizations. Counseling / matchmaking sessions will be available for those interested.

<http://expo.ksc.nasa.gov/>

NASBC / USWCC National Small Business Federal Contracting Summit – West Coast

Wednesday, December 5, 2012

The 4th Annual National Small Business Federal Contracting Summit – West Coast presented jointly by the U.S. Women's Chamber of Commerce and the National Association of Small Business Contractors (the Supplier Council of The American Small Business Chamber of Commerce) is being held in San Diego, CA on December 5, 2012.

<http://www.uswcc.org/meetings/ViewEvent.aspx?eventId=9>



Topics of Interest

Contract Compliance Week

Join us [Federal Publications] in Washington, DC during October 22-26, 2012, for a concentrated look at statutes and regulations that apply to public contracts, new requirements, and how to develop and implement compliance programs.

From the basics through advanced topics, get a solid understanding of compliance rules - all within a backdrop of a recovering economy and a new financial order. Select the courses that work best from our four flexible tracks.

Contract Compliance Week is an opportunity to provide your employees with a solid understanding of basic compliance rules, updates on the new requirements, and resources for developing and managing effective, efficient compliance programs.

LOCATION

L'Enfant Plaza
480 L'Enfant Plaza Southwest
Washington, DC

<http://www.fedpubseminars.com/Construction-Contracting/Contract-Compliance-Week/>

International Contracting Week

International Contracting Week, held during October 22-26, 2012, in Arlington, VA, is an essential and practical series of programs geared towards companies operating outside the U.S., or dealing with U.S. laws and regulations relating to global commerce. Attendees will be exposed to a wide range of legal and compliance issues that impact their businesses and ultimately affect their organizations' bottom lines. Some of the programs will focus not only on US law and its potential extra-territorial application, but also on the impact of local law on US companies operating abroad.

WHO SHOULD ATTEND

Business executives, international contracting specialists, corporate compliance officers, contract managers and administrators, program and project managers, marketing professionals, legal and financial advisors, manufacturers, exporters and their executives, chiefs of shipping, freight forwarders, government administrators and enforcement officers.

LOCATION

AMA Executive Conference Center
2345 Crystal Drive, Suite 200
Arlington, Virginia 22202
571.481.2200

<http://www.fedpubseminars.com/Government-Contracting/International-Contracting-Week-Export-Controls-FCPA-FMS/>