



September 2011 Newsletter

Volume 15, Issue 3

Welcome

I trust that the readers of this newsletter are doing well from a personal and professional standpoint. As we approach the final weeks of the fiscal year, the U.S. Army Medical Research and Materiel Command continues its efforts to identify immediate and strategic approaches which yield increased government contract dollar awards to the various categories of small businesses. In order to achieve our command small business goals and that of the U.S. Army, we rely on each other, i.e., internal and external stakeholders.

Our internal stakeholders are our respected military/government customers who are working closely with the government procurement/acquisition professionals in an effort to identify, evaluate and procure relevant products, services or business solutions which will ultimately help the command in fulfilling its goal. On the other hand, our external stakeholders are our valued prime and subcontractors, representing a wide array of reputable small and large business firms who have a desire to help support our many mission requirements and objectives.

During the past 45 days, I have been in receipt of various memorandums and letters from the Executive Leadership throughout Department of Defense which underscore a central theme, i.e., increasing our collective efforts to maximize procurement opportunities and contract awards for small business firms. Many of these key documents are conveniently posted for your review at our website portal: <http://www.mrmc.smallbusopps.army.mil>. It comes to no surprise that the emphasis is to achieve the Congressionally-mandated small business goals to help the men and women in uniform, their families and of course, to assist the nation in its efforts to create jobs.

As a courtesy and as in previous years, we will continue to post via the website by mid October, our Year End FY 2011 Small Business Metrics as verified

by the Federal Procurement Data System- Next Generation and reconciled by higher headquarters.

As always, I hope the information contained in this abbreviated newsletter is of valued added to you and your respective business firms, military organizations, federal agencies and academia.

Sincerely,

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



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ADVANCED ACQUISITION FORECAST (AAF) – FY 2012:

Our office has recently staffed for the Commanding General's signature an updated memorandum which provides guidance and request input provided by our military/government customers for inclusion into **Fiscal Year 2012** Advanced Acquisition Forecast of Procurement Opportunities. Our goal is to have the FY 12 input updated to the AAF website link/URL by the early weeks of October 2011.

The AAF represents a key area to help prospective/incumbent contractors understand what's on the horizon in terms of anticipated procurements. If you are a government representative and are forwarding input to be viewed by the general public, please be mindful that the POC and the email address you assign should be willing to receive multiple inquires from business firms about non-procurement sensitive topics pertaining to the anticipated procurement. Business firms (large/small) who have questions should be mindful that the AAF provides your company a view of funded/unfunded anticipated procurements, prior to the solicitation being advertised via FEDBIZOPPS or Army Single Face to Industry.

For those who have had an opportunity to meet me in person, or speak with me via telephone or email, I have a tendency to "kindly reinforce" key points that may seem somewhat redundant at times. I apologize in advance; however, having a clear understanding of what's expected from the AAF is of utmost importance. For more information, I kindly request you read and comprehend the DISCLAIMER which is prominently displayed on the 1st page of the on-line version of the AAF. Should you still have questions, I welcome your telephone calls emails or meeting with me in person.

With that said, the AAF is designed to help not only business firms identify "what's on the horizon," it's also an useful tool for government customers/end users, resource managers and procurement officials/representatives, as they begin the advanced acquisition planning phases of a procurement. If a government POC receives an inquiry and uncertain on how to best answer the business firm's

question, please forward the email to OSBP or directly to the Contracting Officer for assistance. While we want to encourage all government POCs to be helpful, we want to ensure we do not inadvertently provide any type of information that might be inaccurate or give businesses a perceived unfair competitive advantage.

NATIONAL VETERAN SMALL BUSINESS CONFERENCE AND EXPO:

Please accept our sincere thanks for everyone who attended and participated in this year's event which was hosted by The Department of Veterans Affairs in New Orleans. There were approximately 4,500 people registered and all indications that this was a very successful conference. I have already corresponded with everyone who exchanged a business card with me in hopes that this office continues to be proactive and find out how we can be of immediate assistance to you and your business firm.

SAVE THE DATE - SMART PROCUREMENT CONFERENCE & EXPO

Please mark your calendar and plan to participate in the SMART Procurement Conference and Expo which is being hosted by the Strengthening Mid-Atlantic Region for Tomorrow States (New Jersey, Delaware, Pennsylvania and Maryland) in conjunction with Congressman Roscoe Bartlett. This is an annual event and another opportunity for business firms and government/military leaders, end users/PMs to network, listen and learn more about current and future government procurement opportunities, etc. For more information, please visit <http://www.smart-proc.org>. Registration is FREE.



FORT DETRICK BUSINESS DEVELOPMENT OFFICE (FDBDO):

The FDBDO as our contractor support firm continues to provide assistance to business firms seeking to gain a basic/fundamental understanding of doing business with USAMRMC and Fort Detrick. As part of the contract that was awarded by USAMRMC, they work in tandem with U.S. Army Medical Research Acquisition Activity (USAMRAA) and the Office of Small Business Programs (OSBP) in an effort to provide assistance. It is important to note that as support contractors, the FDBDO are not government employees and as such are limited in the dissemination of procurement related information. Do you have a procurement related question? The procurement officials assigned to USAMRAA (<http://www.usamraa.army.mil>) and OSBP (<http://www.mrmc.smallbusopps.army.mil>) will certainly work in helping provide answers to your questions in a prompt manner. As an added convenience, the FDBDO is located in very close proximity to Fort Detrick and easy to access from major highways. Please continue to visit their web-site: <http://www.fdbdo.com> and call 301 620-7071, should you have questions. If you are an incumbent/prospective contractor or government procurement official/program manager in need of market research assistance, please contact them.



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