



# Summer 2005 Newsletter

# Volume 5, Issue 1

## Welcome

The Summer 2005 Newsletter Edition starts with me extending a warm welcome to our incoming Commander, Brigadier General Eric B. Schoomaker, who was previously, Commanding General of the Southeast Regional Medical Command at Eisenhower Army Medical Center, Fort Gordon, Georgia. I look forward to briefing Brigadier General Schoomaker within the next 30 days and keep him apprised of many of our Fiscal Year 2005 and 2006 small business initiatives.

As with previous editions, this newsletter contains information that will hopefully continue to encourage, educate and empower small businesses and academia (i.e., Historically Black Colleges and Universities and Minority Institutions -HBCU/MIs) that want to become active participants in the US Army Medical Research and Materiel Command (USAMRMC) procurement process. As of June 2005, the mid-year review of small business metrics reveals that USAMRMC is on course to meet or exceed small business goals. However, two areas that tend to present challenges are Service-Disabled Veteran-Owned Small Business (SDVOSB) and Historically Underutilized Business Zones (HUB Zones). While the command has made noticeable gains in these two areas, much improvement is necessary in order to meet and exceed the mandated 3 percent goal. The USAMRMC is also making concerted efforts to improve the number of contracts awarded to HBCU/MIs. Over the years we achieved impressive results awarding grants and assistance agreements to HBCU/MIs. We have already begun to proactively alert HBCU/MIs about competing for many of our contracts via the USAMRMC Small Business Tutorial Website, which can be found by visiting <http://www.mrmc.smallbusopps.army.mil>.

I encourage both small and large businesses seeking subcontracting opportunities to visit the Fort Detrick Business Development Office on-line at <http://www.fdbdo.com>. There's a wealth of information, including a Contractor Intake Form that you are encouraged to complete and return to the FDBDO prior to your scheduled meeting.

Have a safe, enjoyable and prosperous summer!

Sincerely,  
Jerome Maulsby  
Associate Director

## Upcoming Events:

### National SDVOSB and Army SADBUC Conference

Las Vegas, NV  
June 20 - 23, 2005

### AUSA Medical Conference Symposium

San Antonio, TX  
June 27 - 30, 2005

### 2005 Frederick County Chamber of Commerce Business EXPO

Holiday Inn Holidome & Conference Center  
Frederick, MD  
September 27, 2005  
POC is Linda Adams at [ladams@frederickchamber.org](mailto:ladams@frederickchamber.org)

## Defense Acquisition University-The Small Business Program (CON 260)

Defense Acquisition University is offering the Acquisition, Technology and Logistics (AT&L) workforce a new course entitled "CON 260 – The Small Business Program." This two part course is offered via on-line (260 A) and on-site (260 B). I had an opportunity to complete both modules, with the on-site class attendance at DAU's Mid-West Region (Kettering, Ohio) during May of this year.

The CON 260 course is a superb course for anyone that is currently part of the 134,000 AT&L workforce. For me, attendance at the 3 day on-site course reinforced why the small business program remains a vital link in how we conduct business within Department of Defense. The following is an extracted portion from the CON 260B Textbook's Preface: "Contracting personnel must also improve customer focus, to better respond to the changing needs of our customers, the requiring activities, and efficiently utilize the capabilities of our partners [and] industry. Contracting is the service function that bridges the gap between user and provider."

If you are an acquisition professional and interested in enrolling for the course – please visit the DAU website for more information ([www.dau.mil](http://www.dau.mil)).

I salute and congratulate those who were involved in developing the course, as well as the outstanding instructors!



## Phase II of the USAMRMC Small Business Website (Business Profile)

As many of you are aware from reading the Spring 2005 Newsletter and visiting the USAMRMC Small Business Website online, that the Small Business and Academia Tutorial contains a "Business Profile" portion. The Business Profile was created to enable small businesses to provide our command with background information pertaining to their company. More reliance is being made with information that's readily available via electronic databases and reviewing line cards/electronic versions of capability profiles. Hardcopy information is good, but electronic versions of capability profiles allows for your information to be forwarded without delay to a Commander, Contracting Officer, Program/Project Officer or a customer who may express an interest in your particular product, service or business solution.

The following is an overview of the Business Profile section: Upon completion of the required data entry fields and tutorial based information, the participant/business concerned should receive a confirmation that its input was received in the USAMRMC database. The business then has the option of periodically updating the database. The information will be maintained in a secure USAMRMC database and will be categorized by service(s) and business capabilities. USAMRMC contracting officials will utilize the database when reviewing or considering prospective contracting solicitations and opportunities.

## Correction

Please note that the previous edition of the Small Business Newsletter (Spring 2005) had the website for the Fort Detrick Business Development Office incorrectly listed. The correct website link is [www.fdbdo.com](http://www.fdbdo.com). Please accept our apologies for the error.

## Partnership/Collaborations

Several small businesses and HBCU/MIs that are looking to conduct business with the Department of Defense have learned the strategic value of entering into mutually beneficial partnerships/collaborations with other small businesses, who sometimes are considered their competitors. This is certainly not a new phenomenon, but a more common business practice that enables each company to leverage existing resources in a manner that may satisfy the governments' requirements.

Many of the small businesses and HBCU/MIs that I have communicated with know that somewhere in the midst of our discussion, I will ask, "Have you considered partnering/collaborating as an alternative in terms of competing for an award?" I have recently witnessed a couple of successful partnerships that provided both the small business firms and HBCU/MIs increased visibility, which eventually enabled them to receive a contract/grant award. In today's competitive and global business environment, you and your staff may want to consider investigating whether partnering/collaboration may help win a government contract.

## Ft Detrick Business Development Office

The FDBDO is conveniently located approximately one mile in proximity from Ft. Detrick. The address is 201 Thomas Johnson Drive, Suite 208, Frederick, MD 21702. For information about the FDBDO please visit [www.fdbdo.com](http://www.fdbdo.com) or call 301-620-7071 to schedule an appointment.

## Small Business Opportunities in Iraq

A reminder: Please don't forget about seeking business opportunities in Iraq. For more information, please visit [www.sellingtoarmy.info](http://www.sellingtoarmy.info)

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