



December 2008 - January 2009 Newsletter

Volume 13, Issue 3

Welcome

This edition of the USAMRMC Newsletter will cover a number of important areas as we move forward in the next month to the 2009 calendar year. For those that may express an interest in our Fiscal Year End 2008 preliminary small business and HBCU/MU metrics, we kindly invite your attention to the <http://www.mrmc.smallbusopps.army.mil> website. Please note that these metrics, as those posted to our homepage in previous years, are in fact preliminary until the edits are confirmed by Headquarters, Department of Army. Included is a trend analysis based on Fiscal Year 2006, 2007 and 2008 small business results. While significant increases have been realized within certain categories, additional emphasis remains in order for us to meet and exceed the Service Disabled Veteran-Owned Small Business goals and targets.

We have listened attentively to many small business representatives and those from academia (i.e., HBCU/MI) who have spoken to our office since the October and November timeframes regarding their success stories and on-going challenges. While the USAMRMC OSBP will never make any guarantees, we continue to pledge our uncompromising and superior support, whether you are a government procurement officer, military customer, business owner/developer from industry or academia. Several businesses are seeking more government procurement opportunities in an effort to expand their portfolio as the United States of America deals with the current economic crises. How will the current recession impact on the various categories of small businesses and HBCU/MI during the next couple of years? While there are many experts who speculate about what may occur, we will continue do our best to demonstrate our commitment in forging strategic alliances. This along with continuous knowledge exchange will translate into better business opportunities, more competition and increased contract/grant awards to the small business and HBCU/MI community.

In closing, we encourage everyone from the business community and academia to stay focused and keep your pencils sharpened as you compete for future government procurements which coincide with our global mission requirements.

Sincerely,

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

USAMRMC Fiscal Year End 2008 Small Business Metrics

As in the past, we continue to provide government personnel and contractors current and verifiable data for public viewing. As a progressive office, we are evolving and want to use the internet as one of the primary means to exchange knowledge. Our willingness to share with you the command's preliminary metrics continues to be done in good faith. Our success is your success. There have and will continue to be key players from within government, industry and academia who contribute to ensuring the number of contract awards to reputable firms increase. We kindly remind businesses to remain innovative, seek long term or short term alliances when appropriate and EXCEED the expectations of the customer.



Advanced Acquisition Forecast (AAF)

The USAMRMC Principal Assistant Responsible for Contracting (PARC) and Director of Contracting, U.S. Army Medical Research Acquisition Activity (USAMRAA), along with the Director, Fort Detrick Business Development Office and I participated in a recent conference call last month regarding enhancements to the AAF. Collectively, we are identifying practical methods that will help increase entries by all of the procurement activities located on the installation and its mission partners. As we quickly move to the 2nd quarter of the fiscal year (January 2009), it's vital that we continue to solicit input of projected/anticipated procurements in a manner to keep prospective and current contractors informed PRIOR to solicitations being advertised. As many of you have heard from me during public forums and speaking engagements, the AAF is perhaps one of the key areas that will be of enormous help to the government customer and prospective contractors alike. We kindly ask that you continue to review and bookmark the AAF link. You can look forward to seeing more entries to the AAF in the upcoming months.

The AAF postings can be found by visiting the following websites:

- <http://www.mrmc.smallbusopps.army.mil>
- <http://www.fdbdo.com>
- <http://www.usamraa.army.mil>
- <http://www.detrick.army.mil>
- <http://www.sellingtoarmy.info>

Upcoming Events:

Montgomery County Chamber of Commerce (MCCC)
University of Maryland Shady Grove Campus
POC: Ms. Barbara Ashe, Executive VP MCCC
301-738-0015, ext. 215
December 11, 2008

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National HBCU/MI Conference

Atlanta, GA
For additional information, please call
703-695-2330 or visit
<http://www.hbcumiconference.com>
February 2- 4, 2009

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Fort Detrick Business Development Office (Vendor Database)

Did you realize that the FDBDO is a unique office within Department of Defense and is extremely vital to the mission of the USAMRMC Office of Small Business Programs? In fact, since the support contract was awarded by US Army Medical Research Acquisition Activity (USAMRAA) in year 2005, our vendor database has grown to more than 3,000. These entries include those businesses/vendors who have either met with us in person, called or email us regarding their capabilities. If you are a government employee conducting market research, please feel free to contact the FDBDO at 301- 620-7071 for assistance. On the other hand, if you are a prospective /current contractor (large or small), affiliated with academia (Institutes of Higher Education and HBCU/MI) and need to identify potential business partnership arrangements, the FDBDO is here to support your needs. For additional information, please visit their website at <http://www.fdbdo.com>.



THE CONTRACT HAS BEEN AWARDED, NOW WHAT?

As with many other government small business agencies, we are extremely proud to read or hear about the great news when a contract is awarded to a small business firm or members from HBCU/MI. The advanced preparations, skillful negotiations, and forging of partnerships have yielded success for you and the company. From this point forward, the real work begins in terms of "PERFORMANCE." As many of us from the government will admit, we want to work with businesses that perform in accordance with the stipulations outlined in the contract's Statement of Work and EXCEED our expectations. It is especially critical that lines of communications remain open and the contractor quickly alert the government representatives before problems arise in a proactive manner. In today's hyper-competitive government business environment, there should be few excuses for not delivering prompt and efficient products, services or business solutions. When problems surface (they will sometimes catch the most seasoned entrepreneur by surprise), there's a proper manner in which you should inform /alert the Contracting Officer's Representative and the Contracting Officer. Once you have received

guidance/recommendations from the government representative, it's time to follow-up, focus and finish the task at hand. Following guidance the first time will help mitigate a lot of back and forth and help restore confidence with the government and the customer. Many in the business world will agree. Perhaps a good analogy is that of competitive athletics. Stick to the fundamentals and if you're exceptional, you will certainly be given an opportunity to prove yourself. Those representatives from the business environment who pontificate their past performance and give the outward impression that they are superstars, are sometimes left to scurry at the eleventh hour, much to the disappointment of the government customer. When asked for advice on this topic, our office will continue to kindly recommend to business professionals that if an anticipated requirement, solicitation, grant or contract seems to exceed your capacity, don't compete and focus on your "core capabilities."

At present, considering the receding U.S. economy, this can be a perfect opportunity for small businesses and HBCU/MI to clearly demonstrate to the government and military customer base that their business acumen, coupled with the ability to think outside the box, will yield a positive outcome.



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