



## January 2011 Newsletter

Volume 15, Issue 1

### Welcome

Happy New Year! The USAMRMC and Fort Detrick Office of Small Business Programs remains committed to working in a collegial manner with the cadre of military, government, contractor support firms (prospective and incumbent), industry, interns and academia, as we remain focused on “USAMRMC’s ultimate mission, i.e., protect, treat and optimize the health and performance of warfighters.”

In a concerted effort to seek enhanced efficiencies while working towards increasing prime and subcontract contract/grant awards for the wide array of reputable businesses, we pledge our support to you. It’s always worth noting, that this Newsletter is designed to be “all-inclusive.” Whether you are a government acquisition/procurement professional, director, commander, clinician, logistician, military, contractor, representative from industry or academia, we want to empower, educate and encourage you and your respective teams. We strongly encourage you to communicate with us via email, telephonically, in person, etc. Yes, you can always stop by the office at your convenience and we will do our very best to provide you with solutions, guidance and answers.

Thanks again for the continued support to the U.S. Army and we look forward to a productive and prosperous New Year during 2011!

Sincerely,

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

### ADVANCED ACQUISITION FORECAST (AAF) –Continued Enhancements:

As we continued with our on-line [AAF](#), we are in the midst of making some enhancements which should be mutually beneficial to government and businesses. Presently, the vast majority of AAF listing contains all FY 2011 entries between dollar thresholds of \$100,000 and above. Efforts are underway to eventually include AAF entries that are between \$25,000 and \$100,000. We are acutely aware that in many respects, the “low-hanging fruit” in terms of smaller dollar procurements, are an essential area of interest by small businesses and micro-entrepreneurs. We intend to inform everyone involved and hope these enhancements will clearly demonstrate our pro-active measures to increase contract awards to businesses, while complying with the various socio-economic federal regulations and statutes. As of courtesy, please take a few minutes to read the disclaimer which is prominently displayed on the front page of the AAF. We want to make absolutely certain that you understand the primary intent of the AAF

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### FORT DETRICK BUSINESS DEVELOPMENT OFFICE (FDBDO):

Thanks again for everyone who supported the FDBDO’s Open House in December. While the location of the FDBDO remains the same (i.e., 201 Thomas Johnson Ave, Suite 208), several enhancements have been made that will become more conducive to overall operations. We are also pleased with the FDBDO’s revamped website. If you have yet to visit the website, please take some time to register as a vendor and become reacquainted with some new features (<http://www.fdbdo.com>). The FDBDO and its contractor support team are here as a resource for contractors, government, military and academia.



**MARK YOUR CALENDARS & SAVE THE DATE: SPRING 2011 USAMRMC AND FORT DETRICK ADVANCED PLANNING BRIEFING FOR INDUSTRY (APBI) AND SMALL BUSINESS CONFERENCE:**

Preliminary plans are underway for an APBI and Small Business Conference for the Spring 2011 timeframe (i.e., 26 April 2011). We intend to provide as much information via the internet during the next month and strongly recommend your registration and attendance. The proposed location will either be in Frederick County or Washington County.



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