



January 2010 Newsletter

Volume 14, Issue 1

Welcome

Happy New Year! The second quarter of Fiscal Year 2010 gives me an opportunity to reflect on the positive aspects and achievements made by the U.S. Army Medical Research and Materiel Command & Fort Detrick Office of Small Business Programs. Aside from the Fiscal Year End 2009 accomplishments, we continue to identify effective methods for on-going improvements, while working in a synergistic manner with our entire federal Acquisition/Contracting workforce, government customers, industry and academia. For the 4th consecutive year, we continue to place emphasis on working toward enhancements to the internet publication of the Advanced Acquisition Forecast of procurement opportunities. As a reminder and without being redundant, the “*forecast*” is a listing of *projected or anticipated procurements/acquisitions* provided by the government in an effort to assist prospective and current contractors to see what’s on the horizon in terms of funded or unfunded procurements. The “forecast” also enables the government customer along with the government procurement team to work in tandem to conduct market research prior to the solicitation being advertised. The “forecast” and the published contents are provided in accordance with Public Law 100-656, Section 501 of the Business Opportunity Development Reform Act as amended, requires in part all federal agencies to prepare an annual forecast for public viewing. It’s important that as we continue to work towards publishing our evolving forecast, the government actively participates in advanced acquisition planning efforts. Based on our research, the published “forecast” when made available via the internet is a win for the “triple

helix” of government, industry and academia. For more information regarding the forecast, we kindly ask that you contact our offices at 301 619-2471, 301 620-7071, schedule a personal meeting or visit us at multiple locations via the internet: <http://www.mrmc.smallbusopps.army.mil>, <http://www.fdbdo.com>, <http://www.detrick.army.mil>.

In closing, we remain proactive and with that being said, strongly believe in strengthening relationships within the “triple helix,” which results in a huge return on investment – for our honored service members in uniform and their families! Thanks in advance for your continued efforts.

Sincerely,

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

Upcoming Events:

Please visit and bookmark <http://www.fdbdo.com> and click onto the link entitled “Upcoming Events” which is located on the right hand portion of the page.



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ANALYSIS: FISCAL YEAR-END 2009 USAMRMC & FORT DETRICK SMALL BUSINESS ACHIEVEMENTS.

Preliminary results can be viewed by visiting
<http://www.mrmc.smallbusopps.army.mil>.

Source: Federal Procurement Data Systems -
Next Generation (10/14/2009). An abbreviated
analysis reveals:

During FY 2009, there were approximately
7,226 contract actions of which 3,749 were
awarded to U.S. Small Business Firms. This
represents **52%** of all contract actions. In
terms of dollar amounts, our records show
\$573M was awarded to small business firms
in comparison to **\$524M** during the previous
fiscal year.

In comparison to the previous Fiscal year, there
was a **9.4% increase** of awards to small
business firms and **63% increase** of awards
to Small Disadvantaged and SBA 8(a) firms
for Fiscal Year 2009.

Women Owned Small Business firms were
awarded **\$97M** in contract awards in com-
parison to **\$92M** during the previous Fiscal
Year.

There were 531 Veteran Owned Small Business
contract actions for Fiscal year 2009 in the
amount of **\$67M**. There have been 254 Ser-
vice Disabled Veteran Owned Small Busi-
ness contract actions during Fiscal year 2009
in the amount of **\$28 M**, versus \$18M during
Fiscal Year 2008.

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>.



FISCAL YEAR 2010 USAMRMC AND FORT DETRICK SMALL BUSINESS TARGETS:

As of the date of this Newsletter publication, we anticipate the Headquarters, Department of Army, Director of Small Business Programs will provide our Fiscal Year 2010 Targets within the next 30 days. Upon receipt of this information, we intend to forward to our leadership, publish these targets on our webpage and share with our government procurement/acquisition colleagues.

USAMRMC COMMANDING GENERAL MEETS WITH DIRECTOR, HEADQUARTERS, DEPARTMENT OF ARMY (HQDA) OFFICE OF SMALL BUSINESS PROGRAMS.

Major General James K. Gilman, (U.S. Army Medical Corps) along with his Deputy Commander, Captain J. Christopher Daniel (U.S. Navy Medical Corps), met with Ms. Tracey L. Pinson at her Pentagon Office on 23 November 2009. This scheduled and coordinated “courtesy call” allowed for a face-to-face dialogue while strengthening on-going relationships between the command, installation and HQDA.

FORT DETRICK CONTRCATING COMMUNITY:

Prospective and current contractors who are interested in marketing their relevant products, services and business solutions are reminded that there are several other federal procurement activities located on the Fort Detrick Installation. For a complete listing, we kindly invite you to visit the Fort Detrick homepage at <http://www.detrick.army.mil>. Once on the page, scroll down to the bottom portion and under the caption entitled “Contractors/Vendors,” click onto the middle link.



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