



THE SECRETARY OF DEFENSE
1000 DEFENSE PENTAGON
WASHINGTON, DC 20301-1000

AUG 16 2012

MEMORANDUM FOR SECRETARIES OF THE MILITARY DEPARTMENTS
CHAIRMAN OF THE JOINT CHIEFS OF STAFF
DIRECTORS OF THE DEFENSE AGENCIES
DIRECTORS OF THE DOD FIELD ACTIVITIES

SUBJECT: Department of Defense Small Business Contracting

Small businesses are a key component of the Defense industrial base. As the acquisition community works to provide our Warfighters with the tools necessary to accomplish their missions safely and successfully, small businesses significantly contribute to the depth and breadth of products, services, and solutions. It is up to you to take advantage of current opportunities to utilize small businesses as we support our Warfighters.

The FY 2012 small business prime contracting goal for the Department is 22.5 percent. Thus far this fiscal year, we are not meeting our goal and must take immediate action. Throughout the remaining months of this fiscal year and throughout FY 2013, you are to maximize the use of all available authorities to acquire products and services from small businesses in support of our Warfighters and to achieve the Department's goals.

A handwritten signature in black ink, appearing to be "John M. McHugh", written over a faint circular stamp.

cc:
Directors, Office of Small Business Programs



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