



U.S. Army Research, Development and Engineering Command



TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.

Office of Small Business Programs

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Preparing to meet the OSBP

- Fully explore www.sellingtoarmy.info (The “Seven Steps,” etc.)
- Review what the SBDC can do to help: <http://www.harford.edu/sbdc/>
- PTAC: assistance, focuses on Government-specific needs. <http://www.mdptap.org/>
- Familiarize yourself with the FAR, DFARS, AFARS:
<http://farsite.hill.af.mil/vffar1.htm>
- Detailed Contracting Discussions ongoing at the www.wifcon.com Forum
- APG news updates (new site): www.army.mil/apg



ECD's Top NAICS, FY09 (DODAAC: "W911SR")

- 334511 "Search, Detection.. Instrument Mfg"
- 541330 "Engineering Services"
- 334516 "Analytical Lab Instrument Mfg"
- 339113 "Surgical Appliance & Supplies Mfg"
- 541711 "R&D in Physical, Engineering and Life Sciences"
- Runners up (each exceeds 1% of total spend): 541712, 334519, 333319, 561210, 335999, 611310, 541711



FY2010: RDECOM ECD

As of May 2010, roughly \$289M obligated:

- Small Business: \$46.0M
- Small Disadvantaged: \$12.6M
- Women-Owned: \$ 1.6M
- HUBZone: \$ 30K
- Service Disabled Veteran: \$ 2.0M
- HBCU/MI: \$ 0



RDECOM Goals vs. Achieved

– Small Business:	29.0%	vs.	35.42%
– Small Disadvantaged:	7.0%	vs.	6.75%
– Women-Owned:	5.0%	vs.	5.22%
– HUBZone:	3.5%	vs.	6.89%
– Service Disabled Veteran:	2.5%	vs.	1.48%
– HBCU/MI:	8.0%	vs.	11.70%



Basic Tips for Influencing Strategy

- Monitor fedbizopps/ASFI constantly- Letting an RDECOM-issued notice or RFI pass you by may lead to an Unrestricted competition. **Sole Source Justifications are posted within 14-30 days of award.**
- Help prove the “Rule of Two-” you know your competitors- if you can help us identify them, you could help justify a set-aside
- Stand out- be easily identified where both experts and laymen would attempt to identify sources (internet search engines, trade journals, etc.)
- Participate as a subcontractor: Make yourself known to technical representatives through performance



Research on specific procurements:

- Use the Federal Procurement Data System website (www.fpds.gov) to research spending activity, specific procurements, POCs
- Basic items like contracts/mods/TOs/DOs are available electronically from the cognizant Contracting professional with no associated expense to respond.
- Shouldn't need to invoke FOIA for pricing
- “The public's right to scrutinize the process must be recognized, *particularly with regard to the terms and conditions of awarded contracts, which represent Government action*, and with regard to contract deliverables.” OFPP Policy Letter No. 78-3 dated March 30, 1978. http://www.justice.gov/oip/foia_updates/Vol_II_2/page6.htm



Small Business Quick Reference Repository

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- Emails must contain following:
 - In Subject line: Company name, “Capability Statement”
 - In body: Company Name, CAGE, primary NAICS covered, #'s of recent DOD contracts awarded relevant to RDECOM focus, Your Point(s) of Contact
 - Virus-free attachment: Capability Statement providing further details about your product/services and accomplishments



Where Can Participants Get Help on SBIR opportunities?

	DoD	ARMY
Website	www.dodsbir.net	www.armysbir.com
Email	sbirhelp@brtrc.com	army.sbir@us.army.mil
Phone	1-866-724-7457	703-806-2085