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NDIA SMALL BUSINESS CONFERENCE

MG James E. Rogers



AMCOM EXPRESS

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- Early/Extended Open Season (add team members and subcontractors for restructuring existing teams)
- Continued Small Business Reserve and Direct Award Focus
- Aligning Company Strengths with EXPRESS Prime Contractor's
- Primes Continue to Meet and Surpass their Small Business Subcontracting Goals
- EXPRESS Initiatives Executed to Facilitate Communication with Our EXPRESS Team Mates: Prime Industry Day Held, EXPRESS Web Site Uploads, Express News Blasts, EXPRESS Net Enhancements, and ASKEXPRESS@conus.army.mil
- EXPRESS-The Next Generation: Request for Information Release Scheduled 1st QTR FY12 with a Town Hall to Follow in 2nd Qtr FY 12

OPPORTUNITIES/INFORMATION FOR SBs

<http://www.redstone.army.mil/osbp/>



AMCOM EXPRESS

SMALL BUSINESS PROGRAM STATISTICS 2005-PRESENT

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SIZE	# T.O.s	% T.O.s	\$ Obligated	% \$
SB	274	67%	\$2,620,591,403	42%

- ❖ In FY11, **\$1,475,394,008** obligated on **EXPRESS** with *\$480,038,140* being obligated to Small Businesses.
- ❖ There were **34 new task orders** issued in FY11 of which 28 task orders issued (or 82%), went to small businesses.
- ❖ There were a total of **8 each additional direct awards** made to Small Businesses in FY11 for a total of \$221,957,572.

EXPRESS Won the Excellence in Partnership Award FY 2011
GSA Customer Agency: Socio-Economic Status

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FY 11 STATISTICS

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	\$ Awards	Small Business %	FY11 Goal
Total Awards to U.S. Businesses	\$16.4B		
Small Business	\$1.855B	11.3	11%
Small Disadvantaged Business	\$561.0M	3.4	3%
Women-Owned Small Business	\$266.0M	1.6	1%
Service Disabled Veteran Owned SB	82.7M	.5	.3%
HUBZone	57.7M	.4	.2%
HBCU/MI	99.5K	.2	1.1%

FY 11 HIGHLIGHTS

- ❖ Met five of our six SB Goals
- ❖ AMCOM obligated over \$1.85B in SB awards
- ❖ New record high in awards to WOSB in with \$266M, an increase of 15% over FY11.
- ❖ New record high in awards to SDVOSB with \$82.7M, an increase of 60% over FY11.



Mr. Kresten Cook, CCAD Deputy to the Commander for Support Operations, received the 2010 Secretary of the Army Small and Disadvantaged Business Utilization Award.



AMCOM FY12 INITIATIVES

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- ❑ **Promoting visibility of the Small Business Program** through Acquisition IPTs, Kick-off meetings, SSEBs, Peer Reviews, Intern “Boot Camp” training, and one-on-one training sessions with Acquisition Personnel and Contractors.
- ❑ **Rotating** new AMCOM Contracting Center **Interns through OSBP.**
- ❑ **Tracking the EXPRESS task orders reviewing the re-competed and new task orders for EXPRESS for potential Small Business Reserves.**
- ❑ Continuing development of AMCOM SDVOSB database by OSBP.
- ❑ **Intensifying Outreach efforts** through attendance of Small Business Conferences, Matchmaker Events, Symposiums, and Fairs to identify and counsel SBs in all categories.
- ❑ **Ensuring SDVOSBs, HUBZones, and WOSBs set-asides are fully considered for optimal participation for contract opportunities.**

OPPORTUNITIES/INFORMATION FOR SBs

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HOW CAN YOU HELP?

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- On time delivery on all contracts
- Feedback on how to work smarter together
- Small Business Innovation Research
 - Maintain situational awareness of current and emerging needs and respond
- Identify alternative technology solutions to those currently being pursued
- Continue to become more effective and efficient

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