



2016 Tobyhanna Army Depot Industry Day

AMC Office of Small Business Programs

11 April 2016

Nancy D. Small, Director OSBP



U.S. ARMY

What I Want to Leave You With



- AMC is committed to maximizing Small Business opportunities in support of the Warfighter.
- The Importance of Small Business Laws and Regulations
- AMC Small Business Strategic Initiative Accomplishments



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AMC Office of Small Business Programs



➤ Small Business Mission

➤ Organization

- Robust program with small business offices located at -
 - AMC HQs
 - Seven (7) Major Subordinate Commands (MSCs) = Four (4) Centers of Excellence
 - (1) Redstone Arsenal, AL
 - (2) Rock Island, IL
 - (3) Aberdeen Proving Ground, MD
 - (4) Warren, MI
 - 23 Depots and Arsenalns

➤ Goal Performance

- Accounted for 52% of all Army Small Business dollars obligated for FY 2013

➤ Opportunities

- Industry / Services
- Marketing Opportunities = Advance Planning Briefings for Industry (APBIs)

➤ How to Reach Us = ***We are Open for Business!***



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Who We Are

Vision: Providing America's Warfighters with the Decisive Edge

Mission: Develop, deliver and sustain materiel to ensure a dominant joint force for the US and our Allies





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AMC OSBP Mission & Vision



MISSION:

Ensure that a fair portion of contract awards is placed with small business enterprises

VISION:

Achieving optimum small business participation by seeking small business solutions first

SMALL BUSINESS

PROGRAMS:

- Small Business
- Small Disadvantaged Business
- 8a
- Women Owned Small Business
- Historically Underutilized Business Zone
- Service Disabled Veteran Owned Small Business
- * Historically Black Colleges & Universities/Minority Institutions
- * Notational Goal



Biography



- **Ms. Nancy D. Small**
- **HQ US Army Materiel Command**
- **Director, Office of Small Business Programs**
- **Redstone Arsenal, AL (Contracting Level III)**

- Appointed Director of AMC OSBP Aug 2007
- Army OSBP Asst. Director of WOSB and 8(a) programs
- SDDC Associate Director for SADBUI Office
- USAMC & IMC Senior Contracting Officer and Team Lead (Unlimited Warrant)
- DoD Chief of Contracting Office



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What We Do



Munitions Support



Arsenal/Depot Operations



Chem Demil



Foreign Military Sales



Forward Support
ASC Reach back



Army's Division
Support Command



Global Contracting



RDT&E



Global Distribution
and Deployment



Army Pre-Positioned
Stocks (APS)



LOGCAP

- Over 70,300 Military & Civilian Employees Worldwide
- Obligated approx \$37.1B in Contracts FY15
- \$9.2B Budget FY15
- Impacts in -
 - 49 States
 - 144 Countries
- 85 Bn/Bde Commands



Small Business

MISSION:

Ensure that a fair portion of contract awards is placed with small business enterprises

VISION:

Achieving optimum small business participation by seeking small business solutions first

CONTRACTS FOR:

- Weapon systems and equipment
- Research & Development
- Spare parts
- Maintenance
- Other services (e.g. IT, Engineering Support, Logistics, etc.)
- Mission Installation services



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Commanders & Small Business Reps



TACOM LCMC

★★
MG
Gwendolyn Bingham Marie Gapinski

HQ, Army Materiel Command

★★★★★ GEN
Dennis L. Via

★★★ LTG
Larry D. Wyche

EDCG, Ms.
Lisha Adams

Associate Director
Nancy D. Small

JMC/JM&L LCMC

★★★ BG
Stephen Farnen Eric Bankit

Army Sustainment Command

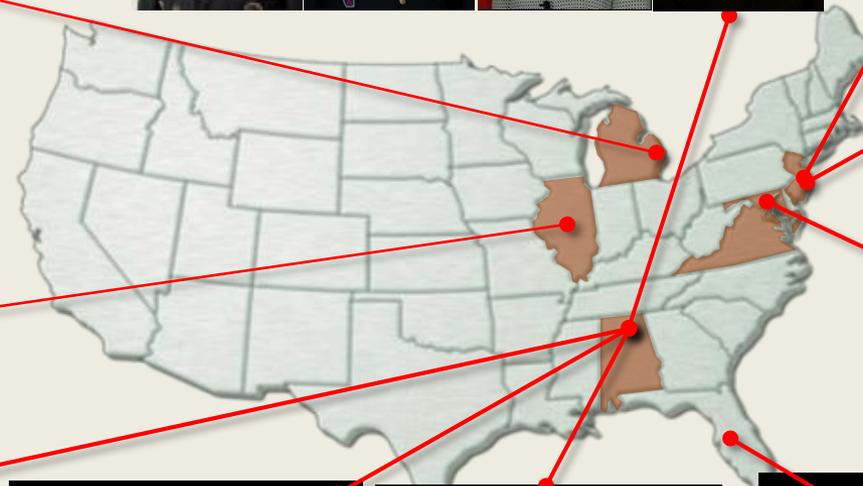
★★★ MG
Kevin O'Connell Robert Matthys

CECOM LCMC

★★★ MG
Bruce Crawford Cathleen Perry

Army Contracting Command

★★★ MG
James Simpson Mary Birdsong



Aviation & Missile LCMC

★★★ BG
Douglas Gabram Donna Ragucci

SMDC

★★★★★ LTG David L. Mann Christina Ryan

PEO-STRI

★★★ MG Jon Maddux Randy Edney

RDECOM

★★★ MG
John Wharton John O'Brien



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P.L. 111-240 Highlights of The Small Business Jobs Act



Small Business Job Act 2010

- **Set Asides for Multiple Award Schedules** - KO flexibility to reserve order
- **Consolidation** - Market Research (\$2 million)
- **Bundling Accountability** - Transparency on website

Small Business Job Act 2010

- **Small Business Pilot Programs** - (5 year program)
- **Payments of Subcontractors** - Eliminate "Bait & Switch" tactics
- **Agency Accountability** - Senior Personnel Involvement

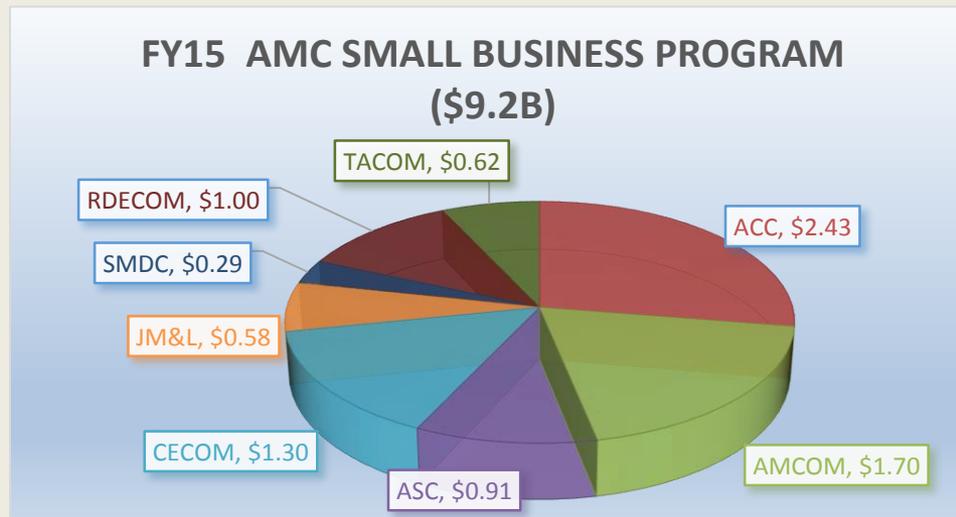
Small Business Job Act 2010

- **Annual Certification** - annually certify its small business size
- **Training** – train acquisition personnel on proper classification of businesses
- **Updated Size Standards** - within 18 mo after enactment conduct detailed review of not less than 1/3 of all size standards
- **Small Business Contracting Parity** - WOSB, HUBZone, SDVOSB



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AMC Small Business Program



FY15 AMC Small Business			
MSC	Total SM Bus	% SM Bus	% Goal
ACC	\$2.43B	50.10%	43.5%
AMCOM	\$1.7B	14.20%	12.5%
ASC	\$.91B	21.70%	14.5%
CECOM	\$1.30B	23.78%	14.0%
JM&L	\$.58B	38.80%	30.0%
RDECOM	\$1.00B	37.80%	33.0%
SMDC	\$.29B	37.25%	36.0%
TACOM	\$.62B	14.70%	11.2%
AMC FY15	\$9.2B	24.84%	19.5%



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HQ AMC OSBP Initiatives



- Increase the Industrial Base
- Develop Strategies to increase the Service Disabled Veteran Owned Small Business Program (SDVOSB)
- Subcontracting Enforcement and Policy
- Increase dynamic Small Business Role
- In accordance with Mr. Frank Kendall, The Under Secretary of Defense, 9 April 2015, Better Buying Power 3.0 –Achieving Dominant Capabilities through Technical Excellence and Innovation



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HQ AMC OSBP Focus Areas



Expand Public Private Partnerships (P3)

- Agreement between Army facility and industry entity
- Benefits to industry partners
 - Access to advanced-technology equipment/facilities, skilled workforce
 - Potential use of hard-to-receive hazardous waste permits
 - Leverage long-term use agreements
 - Reduce investment costs

Increase AMC sponsorship for Mentor Protégé Agreements

- Develop technical and business capabilities of eligible small businesses
- Enhance competitiveness & expand opportunities
- Catalyst for AMC supplier/provider development
- Mentor reimbursement or subcontracting credit

Increase Outreach HBCU/MI Initiative

- Site Visits
- Conference Marketing
 - Access to advanced-technology equipment/facilities, skilled workforce
 - Leverage Cooperative R&D Agreements



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AMC Command OSBP Focus Areas ctd.



- **Advise and train contracting personnel on SB Programs**
 - Contracting intern “boot camp” training
 - Town hall forums
 - Small Business open forum meeting with PARC
 - Develop SB Training for MOS 51C and ALMC
- **Voting member Acquisition Strategy Review Panel**
- **Identify requirements early in acquisition cycle**
 - Monthly briefing to Commanders
 - Perform market research
 - Increase percentages of contract awards under SAP to Small Businesses – 100% Set-Aside for Small Business
- **Promote SDVOSB program throughout the year**
 - Email specific business opportunities to SDVOSBs
 - Counsel SDVOSB at conferences and outreach events
- **Subcontracting Goals and Policy Enforcement**



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Challenges



Improved Awareness

Need for Cultural Change

Earlier Involvement

Mergers & Acquisitions

Most Challenging Program Areas

- Women-Owned
- HUB Zone
- Service-Disabled

Utilization of HBCU/MI capabilities

Public Private Partners

- Increase opportunities through Public Private Partnerships

- Bundling & Consolidation *associated with...*
 - Purchasing and Supply Management
 - Systems Integration
 - Performance Based Logistics
 - Enterprise-wide services solutions
 - Engineering Services
 - Maintenance Services
 - Logistics Services
 - Information Technology



Remember



- AMC is committed to maximizing Small Business opportunities in support of the Warfighter.
- To Stay Current on SB Laws and Regulations
- We will find ways to improve our Women-Owned, HUBZone, and Service-Disabled small
- Focus on SAP Acquisition
- United States of America Industrial Base



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