MISSION AND VISION

Mission

- Advise the Secretary of the Army and the Army leadership on small business-related matters.
- Maximize opportunities for innovative initiatives that contribute to expanding the small business industrial base relevant to the Army mission priorities.
- Leverage Small Businesses to ensure expansion and/or sustainment of the industrial base and provide opportunities to obtain innovative technologies, supplies and services for our soldiers.

Vision

To be the premier advocacy organization committed to maximizing Small Business utilization in support of a force ready to deploy, fight and win decisively against any adversary, anytime and anywhere, in a joint, combined, multi-domain, high-intensity conflict, while simultaneously deterring others and maintaining its ability to conduct irregular warfare.

https://osbp.army.mil
• Readiness
  ✓ Increase the small business industrial base and support Army Mission Readiness

• Modernization
  ✓ Enable innovation and emerging technologies through use of small business

• Reform
  ✓ Free up time, money and manpower for the Army's highest priorities

• Strengthen Alliances and Attract New Partners
  ✓ Engage with small businesses within the defense industrial base

• People
  ✓ Develop a talent management strategy to recruit and retain high-quality personnel with the right skills to best support the program and the Army
Fiscal Year 2019-2020 Accomplishments

<table>
<thead>
<tr>
<th>SMALL BUSINESS %</th>
<th>Totals</th>
<th>27.05%</th>
<th>20.79%</th>
<th>24.10%</th>
<th>28.53%</th>
<th>37.59%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>29.17%</td>
<td>19.91%</td>
<td>25.16%</td>
<td>30.05%</td>
<td>37.59%</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>23.20%</td>
<td>21.93%</td>
<td>23.21%</td>
<td>25.40%</td>
<td>-</td>
<td></td>
</tr>
</tbody>
</table>

https://osbp.army.mil
Small Businesses

Perception:
A few people working out of a garage

Reality:
Armor Contract Manufacturing – over 315,000 sqft of fabrication space

https://osbp.army.mil
Total Obligations for Small Business
By State

- **Less than $10 Million**
- **$10 - $50 Million**
- **$50 - $100 Million**
- **$100 - $200 Million**
- **$200 - 600 Million**
- **More than $600 Million**

FY 2020 YTD: $9.22B
FY 2019: $21.68B

https://osbp.army.mil  Report as of 29 Apr 2020
## Top 5 Small Business NAICS

**YTD – FY20**

### Army & Commands

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Description</th>
<th>AMC SB Obligation</th>
<th>MEDCOM SB Obligation</th>
<th>NGB SB Obligation</th>
<th>USACE SB Obligation</th>
<th>ARMY SB Obligation</th>
</tr>
</thead>
<tbody>
<tr>
<td>541712</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND L...</td>
<td>$5,492.6M</td>
<td>$752.3M</td>
<td>$327.9M</td>
<td>$2,646.2M</td>
<td>$9,219.1M</td>
</tr>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
<td>$732.18M</td>
<td>$158.05M</td>
<td>$35.73M</td>
<td>$688.11M</td>
<td>$784.83M</td>
</tr>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
<td>$556.58M</td>
<td>$61.38M</td>
<td>$24.34M</td>
<td>$494.48M</td>
<td>$779.10M</td>
</tr>
<tr>
<td>561210</td>
<td>FACILITIES SUPPORT SERVICES</td>
<td>$485.26M</td>
<td>$57.72M</td>
<td>$21.48M</td>
<td>$189.87M</td>
<td>$690.94M</td>
</tr>
<tr>
<td>541715</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND L...</td>
<td>$367.01M</td>
<td>$45.46M</td>
<td>$20.24M</td>
<td>$189.87M</td>
<td>$688.33M</td>
</tr>
<tr>
<td>336413</td>
<td>OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING</td>
<td>$257.40M</td>
<td>$44.05M</td>
<td>$19.34M</td>
<td>$166.38M</td>
<td>$612.49M</td>
</tr>
</tbody>
</table>

### NAICS Codes

- **541712**: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES
- **541330**: ENGINEERING SERVICES
- **561210**: FACILITIES SUPPORT SERVICES
- **541715**: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES
- **336413**: OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING

---

https://osbp.army.mil  Report as of 29 Apr 2020
Small Business Facts

- In 2016, there were 30.7 million Small Businesses in the United States
  - There were only 19,699 large businesses
- Small Businesses comprise 99.9% of all firms
- From 2000 to 2018, small businesses created 9.6 million net new jobs while large businesses created 5.2 million. Thus, they accounted for 64.9% of net new job creation in the period.
- COVID-19 Pandemic has highlighted the importance of Small Businesses as a driver in our economy

Data from U.S. Small Business Administration, Office of Advocacy, September 2019
Examples of Small Business Innovation Supporting Army

Support to COVID-19 Efforts:

• **Rapid Deployment, Inc** – Medical quarantine and isolation support

• **Ophirex** – SBIR Phase III vaccine to assist in acute respiratory distress syndrome (ARDS)

• **Zeteo Technologies** – SBIR measuring the spread of a contaminant

• **Tiger Tech Solutions, Inc.** – Monitoring device that monitors physiological condition for early detection of COVID-19

Awards to Small Businesses bring innovation, increase the industrial base and can be made utilizing streamlined methods

https://osbp.army.mil
Focus Areas:
Statutory and Regulatory Requirements

- Oversight
- Data Collection & Reporting
- Policy
- Advice & Assistance
- Liaison
- Talent Management
ARMY OSBP ORGANIZATION STRUCTURE

Secretary of the Army
Undersecretary of the Army

Director
Small Business Programs
SES Tier-2

Deputy Director
GS-15

SACO
GS-7

Data Analyst
GS-13 (vacant)

Developmental Assignee

Program Manager
GS-15

Program Manager
GS-15

Program Manager
GS-15

Contractor Support
Outreach Coordinator
Website Developer
Data Analyst

Command
Associate Directors
AMC
AFC
USACE
MEDCOM
NGB
Points of Contact

Army Office of Small Business Programs
703-697-2868
Twitter: @ArmySmallBiz

Army Materiel Command (AMC) - Redstone Arsenal, AL
Buys: Combat systems, Information systems, Intelligence security information systems
Small Business AD: Ms. Nancy Small, 256-955-5402
Website: [https://www.amc.army.mil](https://www.amc.army.mil/)

Army Corps of Engineers (USACE) - Washington, DC
Buys: Military/civil works construction projects, Environmental projects
Small Business AAD: Mr. Rippert P. Roberts III, 202-761-8789
Website: [http://www.usace.army.mil](http://www.usace.army.mil)

Army Medical Command (MEDCOM) - Ft. Sam Houston, TX
Buys: Medical supplies and health care equipment, Professional services
Small Business AD: Mr. Pete Hunter, 210-295-4415
Website: [http://www.armymedicine.army.mil](http://www.armymedicine.army.mil)

National Guard Bureau (NGB) - Arlington, VA
Buys: Base operations, Construction/environmental projects
Small Business AD: Ms. Cassandra Freeman, 703-601-6765
Website: [http://www.arng.army.mil](http://www.arng.army.mil)

Army Futures Command (AFC) - Austin, TX
Small Business AD: Ms. Beth Scherr, 512-726-4152
Website: [https://www.army.mil/futures](https://www.army.mil/futures)
Contact the Army OSBP

https://osbp.army.mil
Contact the Army OSBP

CONTACT US

★ Event Name

★ Full Address of Event Location

○ Full address, including city and state

Event Sponsor

★ Is there a registration fee?

○ Yes
○ No

★ Socioeconomic Small Business Category

HUBZone

○ Please select one

Please select one of the values in HUBZone, Small Business, Small Disadvantaged / 8(a) Business Program, Veteran-Owned/SDVOSB, Women-Owned Small Business (WOSB). Current value is: HUBZone

Other Socioeconomic Category

Participation Requested

○ None
○ Keynote Speaker
○ Speaker
○ Panelist
○ Moderator
○ Matchmaking
○ Booth

★ Point of Contact Name

Enter your first and last name.

★ Point of Contact Email Address

Enter POC email address.

★ Point of Contact Phone Number

Enter POC phone number.

Further Details

https://osbp.army.mil
I will always place the mission first.
I will never accept defeat.
I will never quit.
I will never leave a fallen comrade.

Questions?

https://osbp.army.mil
BACKUP
## Current Army Small Business Prime Contracting Performance

**FY20 YTD Report as of Apr 29, 2020**

<table>
<thead>
<tr>
<th>Program</th>
<th>Current Spend SB $ Thru 04/29/2020</th>
<th>Current Spend SB % Thru 04/29/2020</th>
<th>SB Goal %</th>
<th>% of SB Goal Achieved</th>
<th>SAT Trend *</th>
<th>FY18 SB Spend % Thru 04/30/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAT</td>
<td>$264.6M</td>
<td>77.14%</td>
<td>66.00%</td>
<td>116.88%</td>
<td>↑</td>
<td>71.30%</td>
</tr>
</tbody>
</table>

*Trend is this year (FY20YTD) % achievement vs FY19YTD % achievement.

<table>
<thead>
<tr>
<th>Program</th>
<th>FY20 SB Obligated Thru 2020-04-29</th>
<th>FY20  SB Actual</th>
<th>FY20 SB Goal</th>
<th>Trend</th>
<th>FY19 SB Obligated Thru 2019-04-30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$9,219.12M</td>
<td>22.68%</td>
<td>27.86%</td>
<td>81.40%</td>
<td>22.95%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$4,380.58M</td>
<td>10.78%</td>
<td>5.00%</td>
<td>215.52%</td>
<td>9.46%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$1,766.63M</td>
<td>4.35%</td>
<td>5.00%</td>
<td>86.92%</td>
<td>4.31%</td>
</tr>
<tr>
<td>Certified HUBZone Small Business</td>
<td>$935.76M</td>
<td>2.30%</td>
<td>2.80%</td>
<td>82.21%</td>
<td>1.86%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>$1,324.67M</td>
<td>3.26%</td>
<td>3.00%</td>
<td>108.62%</td>
<td>3.10%</td>
</tr>
</tbody>
</table>

**Program**

- **Small Business $9,219.12M** 22.68%
  - 27.86% for FY20
  - 81.40% of SB Goal Achieved
  - Trend: 22.95%

- **Small Disadvantaged Business $4,380.58M** 10.78%
  - 5.00% for FY20
  - 215.52% of SB Goal Achieved
  - Trend: 9.46%

- **Women-Owned Small Business $1,766.63M** 4.35%
  - 5.00% for FY20
  - 86.92% of SB Goal Achieved
  - Trend: 4.31%

- **Certified HUBZone Small Business $935.76M** 2.30%
  - 2.80% for FY20
  - 82.21% of SB Goal Achieved
  - Trend: 1.86%

- **Service-Disabled Veteran-Owned Small Business $1,324.67M** 3.26%
  - 3.00% for FY20
  - 108.62% of SB Goal Achieved
  - Trend: 3.10%

**Report as of Apr 29, 2020**

*Change to BAR chart with comparison 2 years* ASK Mike NEEB if he can add a Bar chart to the VCE page

https://osbp.army.mil
Focus Areas: Statutory and Regulatory Requirements

<table>
<thead>
<tr>
<th>Staffing</th>
<th>Advice: Acquisition Planning and Reviews</th>
<th>Assistance to Small Business Concerns</th>
<th>Liaison</th>
<th>Reports</th>
<th>Policy</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appoint Director direct report to SA or deputy</td>
<td>15 USC 644(k)(2) &amp; (3); DODI 4205.01 Encl 2.1.e.</td>
<td>15 USC 644(e)</td>
<td>DoD lead for Cooperate and Consult SBA, Dept of Commerce, other Federal Agencies 15 USC 644(k)(9); DODI 4205.01 Encl 2 2.e.</td>
<td>Congressional Report Training and Travel 15 USC 644(k)(16)</td>
<td>Policy Implementation of Statute/DoD 15 USC 644(a);</td>
<td>Resources DODI 4205.01 Encl 2 1.c.; 2.k.; 3.d.</td>
</tr>
<tr>
<td>Supervisory Authority - follow DoD guidance</td>
<td>15 USC 644(k)(7); DODI 4205.01 Encl 3, 1.a(2)</td>
<td>Make Recommendations on use of SB Concerns 15 USC 644(k)(10); DODI 4205.01 Encl 2 3.f; Encl 3.c.</td>
<td>Provide training to and contract specialists; Senior Executives; Supports SB training program for SB concerns 15 USC 644(k); DODI 4205.01 Encl 2.1.a.; 3.g.(1)(e); 3.g.(1)(f); 3.g.(1)(g)</td>
<td>Review and Forward Unsolicited Proposals 15 USC 644(k)(14)</td>
<td>Policy Review summary data of GPC purchases between SAT and Micro Purchase 15 USC 644(k)(18)</td>
<td>Resources DODI 4205.01 Encl 2 1.d.; 2.b.; 3.a.; 3.g.(1) &amp; (7)</td>
</tr>
<tr>
<td>Assign Technical Advisors to assist SBA PCRs Ensure appropriate qualifications and training 15 USC 644(k)(8), (8)(A), (8)(B); DODI 4205.01 Encl 3.c.; c(1); c(2); c(3)</td>
<td>15 USC 644(e)</td>
<td>Advise when solicitation restricts ability of SB Concerns to compete 15 USC 644(k)(17)</td>
<td>DoD Lead Board and Council Participation 15 USC 637d.; DODI 4205.01 Encl 2 2.h.</td>
<td>Congressional Report on Contracting Plans 15 USC 644(k)(18)</td>
<td>Policy Reporting on Goals 15 USC 644(h); DODI 4205.01 Encl 2 1.a.</td>
<td>Resources Mentor-Protégé Program Guidance DFARS Appendix I and Subpart 219.71 DODI 4205.01 Encl 2 2.j.; 3.g.(3)</td>
</tr>
<tr>
<td>Training (SBA provides updated regulation to DAU) 15 USC 644(v) DODI 4205.01 Encl 3 1.c.(3)</td>
<td>Conversion of activity performed by SB Concern to Civilian - Review required 15 USC 644(k)(11); DODI Encl 2 3.m.</td>
<td>Review all subcontracting plans for maximum SB opportunity 15 USC 644(k)(19) DODI 4205.01Encl 2 3.g.(1)(a) and (c)</td>
<td>Advocacy/outreach Provide advice to SB on acquisition 15 USC 637(d); DODI 4205.01 Encl 2 2.d.; 3.g.(1)(a) &amp; (b)</td>
<td>Annual Report on Bundling 15 USC 644(p)</td>
<td>Resources SBIR/STTR programs implements, supports and provides guidance 15 USC 638; DODI 4205.01 Encl 2, 2.j.; 3.g.(3)</td>
<td></td>
</tr>
</tbody>
</table>

CHANGE CHART FOR KEY AREAS — BUCKETS SHAPES
## Fiscal Year 2019 Accomplishments

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Totals</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SMALL BUSINESS ELIGIBLE</strong></td>
<td>$117,542,702,576</td>
<td>$30,001,787,791</td>
<td>$38,871,234,120</td>
<td>$23,228,505,792</td>
<td>$25,441,174,873</td>
</tr>
<tr>
<td>2020</td>
<td>$41,732,848,324</td>
<td>$13,166,469,985</td>
<td>$20,987,569,243</td>
<td>$7,578,809,095</td>
<td>-</td>
</tr>
<tr>
<td><strong>SMALL BUSINESS DOLLARS</strong></td>
<td>$31,798,497,845</td>
<td>$6,238,274,267</td>
<td>$9,369,454,275</td>
<td>$6,627,423,187</td>
<td>$9,563,346,115</td>
</tr>
<tr>
<td>2020</td>
<td>$9,682,413,462</td>
<td>$2,887,003,711</td>
<td>$4,870,398,846</td>
<td>$1,925,010,905</td>
<td>-</td>
</tr>
<tr>
<td><strong>SMALL BUSINESS %</strong></td>
<td>27.05%</td>
<td>20.79%</td>
<td>24.10%</td>
<td>28.53%</td>
<td>37.59%</td>
</tr>
<tr>
<td>2019</td>
<td>29.17%</td>
<td>19.91%</td>
<td>25.16%</td>
<td>30.05%</td>
<td>37.59%</td>
</tr>
<tr>
<td>2020</td>
<td>23.20%</td>
<td>21.93%</td>
<td>23.21%</td>
<td>25.40%</td>
<td>-</td>
</tr>
<tr>
<td><strong>SMALL DISADVANTAGED</strong></td>
<td>$15,217,537,698</td>
<td>$2,914,523,855</td>
<td>$4,264,331,945</td>
<td>$3,001,101,693</td>
<td>$5,037,580,205</td>
</tr>
<tr>
<td>2019</td>
<td>$10,637,099,018</td>
<td>$1,481,426,114</td>
<td>$1,909,032,411</td>
<td>$2,209,060,288</td>
<td>$5,037,580,205</td>
</tr>
<tr>
<td>2020</td>
<td>$4,580,438,679</td>
<td>$1,433,097,740</td>
<td>$2,355,299,533</td>
<td>$792,041,406</td>
<td>-</td>
</tr>
<tr>
<td><strong>SMALL DISADVANTAGED %</strong></td>
<td>12.95%</td>
<td>9.71%</td>
<td>10.97%</td>
<td>12.92%</td>
<td>19.80%</td>
</tr>
<tr>
<td>2019</td>
<td>14.03%</td>
<td>8.80%</td>
<td>10.67%</td>
<td>14.12%</td>
<td>19.80%</td>
</tr>
<tr>
<td>2020</td>
<td>10.98%</td>
<td>10.88%</td>
<td>11.22%</td>
<td>10.45%</td>
<td>-</td>
</tr>
<tr>
<td><strong>SERVICE DISABLED VETERAN OWNED</strong></td>
<td>$4,973,827,362</td>
<td>$1,038,607,057</td>
<td>$1,476,429,836</td>
<td>$1,098,700,913</td>
<td>$1,360,089,556</td>
</tr>
<tr>
<td>2019</td>
<td>$3,503,255,781</td>
<td>$585,231,773</td>
<td>$733,343,326</td>
<td>$824,591,126</td>
<td>$1,360,089,556</td>
</tr>
<tr>
<td>2020</td>
<td>$1,470,571,581</td>
<td>$453,375,284</td>
<td>$743,086,509</td>
<td>$274,109,787</td>
<td>-</td>
</tr>
<tr>
<td><strong>SERVICE DISABLED VETERAN OWNED %</strong></td>
<td>4.23%</td>
<td>3.46%</td>
<td>3.80%</td>
<td>4.73%</td>
<td>5.35%</td>
</tr>
<tr>
<td>2019</td>
<td>4.62%</td>
<td>3.48%</td>
<td>4.10%</td>
<td>5.27%</td>
<td>5.35%</td>
</tr>
<tr>
<td>2020</td>
<td>3.52%</td>
<td>3.44%</td>
<td>3.54%</td>
<td>3.62%</td>
<td>-</td>
</tr>
<tr>
<td><strong>WOMEN OWNED</strong></td>
<td>$6,761,105,127</td>
<td>$1,268,388,815</td>
<td>$2,043,744,959</td>
<td>$1,402,496,116</td>
<td>$2,046,475,237</td>
</tr>
<tr>
<td>2019</td>
<td>$4,759,205,223</td>
<td>$693,326,866</td>
<td>$1,072,610,463</td>
<td>$946,792,657</td>
<td>$2,046,475,237</td>
</tr>
<tr>
<td>2020</td>
<td>$2,001,899,903</td>
<td>$575,061,949</td>
<td>$971,134,496</td>
<td>$455,703,459</td>
<td>-</td>
</tr>
<tr>
<td><strong>WOMEN OWNED %</strong></td>
<td>5.75%</td>
<td>4.23%</td>
<td>5.26%</td>
<td>6.04%</td>
<td>8.04%</td>
</tr>
<tr>
<td>2019</td>
<td>6.28%</td>
<td>4.12%</td>
<td>6.00%</td>
<td>6.05%</td>
<td>8.04%</td>
</tr>
<tr>
<td>2020</td>
<td>4.80%</td>
<td>4.37%</td>
<td>4.63%</td>
<td>6.01%</td>
<td>-</td>
</tr>
<tr>
<td><strong>HUBZONE</strong></td>
<td>$4,049,162,292</td>
<td>$694,246,442</td>
<td>$1,103,057,579</td>
<td>$815,305,281</td>
<td>$1,436,552,991</td>
</tr>
<tr>
<td>2019</td>
<td>$2,944,258,808</td>
<td>$343,027,795</td>
<td>$541,630,800</td>
<td>$623,047,222</td>
<td>$1,436,552,991</td>
</tr>
<tr>
<td>2020</td>
<td>$1,104,903,484</td>
<td>$351,218,647</td>
<td>$561,426,779</td>
<td>$192,258,059</td>
<td>-</td>
</tr>
<tr>
<td><strong>HUBZONE %</strong></td>
<td>3.44%</td>
<td>2.31%</td>
<td>2.84%</td>
<td>3.51%</td>
<td>5.65%</td>
</tr>
<tr>
<td>2019</td>
<td>3.88%</td>
<td>2.04%</td>
<td>3.03%</td>
<td>3.98%</td>
<td>5.65%</td>
</tr>
<tr>
<td>2020</td>
<td>2.65%</td>
<td>2.67%</td>
<td>2.68%</td>
<td>2.54%</td>
<td>-</td>
</tr>
</tbody>
</table>
OSBP PRIORITY AREAS

Mission

Compliance

Outreach

Training
… you can award a sole source contract to an SDVOSB concern as long as the Contracting Officer does not have a reasonable expectation that offers would be received from two or more SDVOSB concerns and the price of the contract will not exceed $6.5 million for manufacturing NAICS codes or $4 million for other NAICS codes?

… you can award a sole source contract to an EDWOSB concern for certain specific NAICS codes, or a WOSB concern for certain specific NAICS codes, as long as the Contracting Officer does not have a reasonable expectation that offers would be received from two or more EDWOSB or WOSB concerns, as applicable, and the price of the contract will not exceed $6.5 million for manufacturing NAICS codes or $4 million for other NAICS codes?

… that for WOSB acquisitions, the contracting officer shall verify that the offeror has submitted documents to the WOSB Program Repository verifying its eligibility at the time of initial offer?
... the Contracting Officer shall consider a contract award to an EDWOSB concern if the acquisition is assigned a NAICS code in which SBA has determined that EDWOSB concerns are underrepresented in Federal procurement?

https://www.sba.gov/sites/default/files/articles/FY17-EDWOSB-NAICS-Codes.pdf

... the Contracting Officer shall consider a contract award to a WOSB concern if the acquisition is assigned a NAICS code in which SBA has determined that WOSB concerns are substantially underrepresented in Federal procurement?
... if only one offer is received when competitive procedures were used and solicitation allowed for fewer than 30 days for receipt of proposals, the Contracting Officer does not need to resolicit as long as their Division Chief provides the waiver approval?

... the Office of Small Business – New Jersey is happy to review Requests for Information/Sources Sought Notices prior to them being released?
QUESTIONS??

SHOP SMALL

©
Army Small Business
Weekly Status ytdFY2020

ARMY & Commands
FY20
Small Business Achievements

Weekly Status Report as of Apr 29, 2020
https://osbp.army.mil
### Small Business Commands Summary YTD – FY20

Report as of Apr 29, 2020

<table>
<thead>
<tr>
<th>Program</th>
<th>AMC FY20 SB Obligated Thru 2020-04-29</th>
<th>FY20 SB Actual</th>
<th>FY20 SB Goal</th>
<th>% of SB Goal Achieved</th>
<th>Trend FY20 SB Obligated Thru 2019-04-30</th>
<th>% FY19</th>
<th>Trend FY19 SB Obligated Thru 2019-04-30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$5,492.64M</td>
<td>19.42%</td>
<td>22.60%</td>
<td>85.91%</td>
<td>↑ 18.78%</td>
<td></td>
<td>↑ 62.06%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$2,187.4M</td>
<td>7.73%</td>
<td>5.00%</td>
<td>154.65%</td>
<td>↑ 6.83%</td>
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<td>↑ 43.54%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$953.51M</td>
<td>3.37%</td>
<td>4.00%</td>
<td>84.27%</td>
<td>↑ 3.23%</td>
<td></td>
<td>↑ 19.22%</td>
</tr>
<tr>
<td>Certified HUBZone Small Business</td>
<td>$326.41M</td>
<td>1.15%</td>
<td>1.30%</td>
<td>88.76%</td>
<td>↓ 1.24%</td>
<td></td>
<td>↓ 3.58%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>$676.82M</td>
<td>2.39%</td>
<td>3.00%</td>
<td>79.75%</td>
<td>↓ 2.64%</td>
<td></td>
<td>↓ 12.76%</td>
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<th>Program</th>
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<td></td>
<td>↑ 30.81%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$212.29M</td>
<td>50.03%</td>
<td>20.00%</td>
<td>250.13%</td>
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<th>% FY19</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>$2,646.24M</td>
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<td>35.60%</td>
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<td>↓ 30.81%</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>$1,447.58M</td>
<td>13.36%</td>
<td>19.00%</td>
<td>70.30%</td>
<td>↓ 13.42%</td>
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<td>↓ 13.42%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$468.35M</td>
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<td>6.50%</td>
<td>66.49%</td>
<td>↓ 5.92%</td>
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<td>↓ 5.92%</td>
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<tr>
<td>Certified HUBZone Small Business</td>
<td>$543.84M</td>
<td>5.02%</td>
<td>5.00%</td>
<td>100.37%</td>
<td>↑ 3.82%</td>
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<td>↑ 3.82%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>$448.43M</td>
<td>4.14%</td>
<td>3.60%</td>
<td>114.94%</td>
<td>↑ 2.99%</td>
<td></td>
<td>↑ 2.99%</td>
</tr>
</tbody>
</table>

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<tr>
<th>Program</th>
<th>SAT Current Spend SB $ Thru 04/29/2020</th>
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<th>SB Goal %</th>
<th>% of SB Goal Achieved</th>
<th>SAT FY18 SB Spend % Thru 04/30/2019</th>
<th>Program</th>
<th>SAT Current Spend SB $ Thru 04/29/2020</th>
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<tr>
<td>SAT</td>
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<td>66.00%</td>
<td>116.88%</td>
<td>76.01%</td>
<td>SAT</td>
<td>$15.6M</td>
<td>50.13%</td>
<td>66.00%</td>
<td>75.95%</td>
<td>47.59%</td>
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<tr>
<td>NGB</td>
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<td>80.17%</td>
<td>66.00%</td>
<td>121.47%</td>
<td>74.16%</td>
<td>NGB</td>
<td>$412.2M</td>
<td>80.17%</td>
<td>66.00%</td>
<td>95.90%</td>
<td>65.31%</td>
</tr>
</tbody>
</table>

**Green**: Within 25% of Goal

**Amber**: Within 75% of Goal

**Red**: Below 50% of Goal

**Deep Red**: Below 25% of Goal

https://osbp.army.mil
SB weekly % achievement
YTD-FY20

compared with prior year achievements

ARMY

Army SB Prime Contracting % achieved by week YTD FY20 versus FY19 achievement

https://osbp.army.mil
# Current Army Small Business Prime Contracting Performance

**FY20 YTD Report as of Apr 29, 2020**

<table>
<thead>
<tr>
<th>Program</th>
<th>$ FY20 SB Obligated Thru 2020-04-29</th>
<th>% FY20 SB Actual</th>
<th>% FY20 SB Goal</th>
<th>% of SB Goal Achieved</th>
<th>Trend</th>
<th>% FY19 SB Obligated Thru 2019-04-30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$9,219.12M</td>
<td>22.68%</td>
<td>27.86%</td>
<td>81.40%</td>
<td>↓</td>
<td>22.95%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$4,380.58M</td>
<td>10.78%</td>
<td>5.00%</td>
<td>215.52%</td>
<td>↑</td>
<td>9.46%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$1,766.63M</td>
<td>4.35%</td>
<td>5.00%</td>
<td>86.92%</td>
<td>↑</td>
<td>4.31%</td>
</tr>
<tr>
<td>Certified HUBZone Small Business</td>
<td>$935.76M</td>
<td>2.30%</td>
<td>2.80%</td>
<td>82.21%</td>
<td>↑</td>
<td>1.86%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>$1,324.67M</td>
<td>3.26%</td>
<td>3.00%</td>
<td>108.62%</td>
<td>↑</td>
<td>3.10%</td>
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<th>Program</th>
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<th>FY18 SB Spend % Thru 04/30/2019</th>
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</thead>
<tbody>
<tr>
<td>SAT</td>
<td>$264.6M</td>
<td>77.14%</td>
<td>66.00%</td>
<td>116.88%</td>
<td>↑</td>
<td>71.30%</td>
</tr>
</tbody>
</table>

*Trend is this year (FY20YTD) % achievement vs FY19YTD % achievement.

https://osbp.army.mil
Army SB Prime Contracting % achieved by week YTDFY 20 versus FY19 achievement
ARMY YTDFY20 SB achievement map

Total Obligation SB $9.22B

https://osbp.army.mil
ARMY YTDFY20 Category Achievements

Common Government Categories ARMY

- IT: $3,734M
- Prof. Srvs: $3,734M
- Sec. Prot.: $253M
- Fac. Constr: $3,251.7M
- Indl Prod Srvs: $13,452M
- Office Mgmt: $67M
- Trans Log Srvs: $646M
- Trvl Lodg: $67M
- Hmn Capital: $3,267M
- Medical: $97M

TotEligibleDollars
SB_Dollars

Defense-Centric CATEGORY ARMY

- Vehicals: $5,867.3M
- Wep Ammo: $5,403.9M
- Elec Comm Eqpt: $672.9M
- Sustainment SE: $3,243.9M
- Cltng Txtls SE: $385.1M
- Misc SE: $2,905.8M
- RND: $756.9M
- Equpt Rel Srvs: $2,238.1M
- Elect Comm Srvs: $36.6M

TotEligibleDollars
SB_Dollars

https://osbp.army.mil
# FY20 (YTD) Percentage of SB Goals Achieved by Command, Category

## Commands YTD FY20 Small Business Performance

**Report as of Apr 29, 2020**

<table>
<thead>
<tr>
<th>YTD FY20 Commands SB Performance %</th>
<th>SB Small Business</th>
<th>SDB Small Disadvantaged Business</th>
<th>WOSB Women Own Small Business</th>
<th>HUBZone HUB Zone Small Business</th>
<th>SDVOSB Service Disabled Veterans Own SB</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Army</strong></td>
<td>81.4%</td>
<td>215.5%</td>
<td>86.9%</td>
<td>82.2%</td>
<td>108.6%</td>
</tr>
<tr>
<td><strong>AMC</strong></td>
<td>85.9%</td>
<td>154.7%</td>
<td>84.3%</td>
<td>88.8%</td>
<td>79.8%</td>
</tr>
<tr>
<td><strong>MEDCOM</strong></td>
<td>134.0%</td>
<td>242.2%</td>
<td>224.5%</td>
<td>155.7%</td>
<td>245.0%</td>
</tr>
<tr>
<td><strong>NGB</strong></td>
<td>107.3%</td>
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Colors indicate performance:
- **Green** Within 25% of Goal
- **Amber** Within 75% of Goal
- **Red** Below 50% of Goal
- **Deep Red** Below 25% of Goal

[https://osbp.army.mil](https://osbp.army.mil)
# AMC YTD FY20 Small Business Performance

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https://osbp.army.mil
AMC SB-% performance weekly

AMC SB Prime Contracting % achieved by week YTDFY20 versus FY19 achievement
AMC YTDFY20 SB achievement map

Total Obligation SB $5.49B

[Map of the United States showing obligations by state.]

- Less than $10 Million
- $10 - $50 Million
- $50 - $100 Million
- $100 - $200 Million
- $200 - 600 Million
- More than $600 Million

https://osbp.army.mil
## MEDCOM YTD FY20 Small Business Performance

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### SAT Performance

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<tr>
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<td>$15.6M</td>
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<td>↑</td>
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*Trend is this year(FY19YTD) % achievement vs FY18YTD % achievement.

https://osbp.army.mil
MEDCOM SB-% performance weekly

MEDCOM SB Prime Contracting % achieved by week YTDFY 20 versus FY19 achievement

https://osbp.army.mil
MEDCOM YTDFY20 SB achievement map

Total Obligation SB $0.75B

https://osbp.army.mil
# NGB YTD FY20 Small Business Performance

## Program $\rightarrow$ NGB

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<tr>
<th>Program</th>
<th>FY20 SB Obligated Thru 2020-04-29</th>
<th>FY20 SB Actual %</th>
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## Current Spend SB $\rightarrow$ SAT

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<tr>
<td>SAT</td>
<td>$41.2M</td>
<td>80.17%</td>
<td>66.00%</td>
<td>121.47%</td>
<td>↑</td>
<td>74.16%</td>
</tr>
</tbody>
</table>

*Trend is this year(FY19YTD) % achievement vs FY18YTD % achievement.

https://osbp.army.mil
NGB SB- % performance weekly

NGB SB Prime Contracting % achieved by week YTDFY20 versus FY19 achievement

https://osbp.army.mil
# USACE YTD FY20 Small Business Performance

<table>
<thead>
<tr>
<th>Program</th>
<th>$ FY20 SB Obligated Thru 2020-04-29</th>
<th>% FY20 SB Actual</th>
<th>% FY20 SB Goal</th>
<th>% of SB Goal Achieved</th>
<th>Trend</th>
<th>% FY19 SB Obligated Thru 2019-04-30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$2,646.24M</td>
<td>24.42%</td>
<td>35.60%</td>
<td>68.59%</td>
<td>↓</td>
<td>30.81%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$1,447.58M</td>
<td>13.36%</td>
<td>19.00%</td>
<td>70.30%</td>
<td>↓</td>
<td>13.42%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$468.35M</td>
<td>4.32%</td>
<td>6.50%</td>
<td>66.49%</td>
<td>↓</td>
<td>5.92%</td>
</tr>
<tr>
<td>Certified HUBZone Small Business</td>
<td>$543.84M</td>
<td>5.02%</td>
<td>5.00%</td>
<td>100.37%</td>
<td>↑</td>
<td>3.82%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>$448.43M</td>
<td>4.14%</td>
<td>3.60%</td>
<td>114.94%</td>
<td>↑</td>
<td>2.99%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Program</th>
<th>Current Spend SB $ Thru 04/29/2020</th>
<th>Current Spend SB % Thru 04/29/2020</th>
<th>SB Goal %</th>
<th>% of SB Goal Achieved</th>
<th>SAT Trend</th>
<th>FY18 SB Spend % Thru 04/30/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAT</td>
<td>$50.5M</td>
<td>63.29%</td>
<td>66.00%</td>
<td>95.90%</td>
<td>↓</td>
<td>65.31%</td>
</tr>
</tbody>
</table>

*Trend is this year(FY19YTD) % achievement vs FY18YTD % achievement.

[https://osbp.army.mil](https://osbp.army.mil)
USACE SB-% performance weekly

USACE SB Prime Contracting % achieved by week YTDFY20 versus FY19 achievement

https://osbp.army.mil
YTDFY20 Category Achievements USACE
Veteran Own Business makeup
Army YTD FY20

Make of ALL VOB awards YTD-FY20
Total Obligated $ for VOB $2,158.67M

- SB, $1,707.74M, 79%
- Other Than SB OTSB, $450.93M, 21%

Make of ALL VOSB awards YTD-FY20
Total Obligated $ for VOSB $1,707.74M

- SDVOSB, $1,314.39M, 77%
- VOSB, $393.35M, 23%

Make of ALL VOSB awards YTD-FY20
Total Obligated $ for VOSB $1,707.74M

- SB, $507.55M, 30%
- VOSB, $393.35M, 23%
- SDB, $845.71M, 50%
- HUBz, $192.63M, 11%
- Other, $161.85M, 9%

SocioEconomics Data

https://osbp.army.mil
YTD – FY20 WOSB Achievement Data

WOSB Army & Commands YTD-FY20
% Achieved v. % Goal

<table>
<thead>
<tr>
<th>Command</th>
<th>Eligible Dollars</th>
<th>WOSB Obligated</th>
<th>WOSB %</th>
<th>% Goal</th>
<th>Total % of Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARMY</td>
<td>$40,650,576,114</td>
<td>$1,753,496,596</td>
<td>4.31%</td>
<td>5.00%</td>
<td>86.27%</td>
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<tr>
<td>AMC</td>
<td>$28,288,302,505</td>
<td>$946,564,327</td>
<td>3.35%</td>
<td>4.00%</td>
<td>83.65%</td>
</tr>
<tr>
<td>MEDCOM</td>
<td>$1,100,807,832</td>
<td>$269,601,130</td>
<td>24.49%</td>
<td>11.00%</td>
<td>222.65%</td>
</tr>
<tr>
<td>NGB</td>
<td>$424,364,357</td>
<td>$72,475,079</td>
<td>17.08%</td>
<td>15.50%</td>
<td>110.18%</td>
</tr>
<tr>
<td>USACE</td>
<td>$10,837,101,420</td>
<td>$464,856,060</td>
<td>4.29%</td>
<td>6.50%</td>
<td>65.99%</td>
</tr>
</tbody>
</table>

https://osbp.army.mil
### WOSB Top 5 Small Business NAICS

**YTD – FY20 Army & Commands**

<table>
<thead>
<tr>
<th>WOSB AMC</th>
<th>WOSB MEDCOM</th>
<th>WOSB NGB</th>
<th>WOSB USACE</th>
<th>WOSB ARMY</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB Obligation</td>
<td>SB Obligation</td>
<td>SB Obligation</td>
<td>SB Obligation</td>
<td>SB Obligation</td>
</tr>
<tr>
<td>$953.5M</td>
<td>$271.8M</td>
<td>$72.9M</td>
<td>$468.4M</td>
<td>$1,766.6M</td>
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</table>

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Description</th>
<th>WOSB AMC</th>
<th>WOSB MEDCOM</th>
<th>WOSB NGB</th>
<th>WOSB USACE</th>
<th>WOSB ARMY</th>
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<tbody>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
<td>$137.94M</td>
<td>$53.03M</td>
<td>$8.40M</td>
<td>$151.47M</td>
<td>$189.15M</td>
</tr>
<tr>
<td>622110</td>
<td>GENERAL MEDICAL AND SURGICAL HOSPITALS</td>
<td>$136.55M</td>
<td>$43.56M</td>
<td></td>
<td>$81.59M</td>
<td>$165.43M</td>
</tr>
<tr>
<td>236220</td>
<td>COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION</td>
<td></td>
<td></td>
<td>$5.94M</td>
<td></td>
<td></td>
</tr>
<tr>
<td>237990</td>
<td>OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION</td>
<td></td>
<td></td>
<td></td>
<td>$44.55M</td>
<td></td>
</tr>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
<td></td>
<td></td>
<td></td>
<td>$40.85M</td>
<td>$151.56M</td>
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<tr>
<td>541712</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>...</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>561210</td>
<td>FACILITIES SUPPORT SERVICES</td>
<td>$116.39M</td>
<td>$31.68M</td>
<td>$5.29M</td>
<td>$40.85M</td>
<td>$151.56M</td>
</tr>
<tr>
<td>621210</td>
<td>OFFICES OF DENTISTS</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541611</td>
<td>ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING</td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>...</td>
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</tr>
<tr>
<td>541715</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND</td>
<td>$81.17M</td>
<td>$28.09M</td>
<td>$4.98M</td>
<td>$33.93M</td>
<td>$113.45M</td>
</tr>
<tr>
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<td>...</td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541512</td>
<td>COMPUTER SYSTEMS DESIGN SERVICES</td>
<td>$70.55M</td>
<td>$20.54M</td>
<td>$4.46M</td>
<td>$33.93M</td>
<td>$113.45M</td>
</tr>
<tr>
<td>541712</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>...</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541990</td>
<td>ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541620</td>
<td>ENVIRONMENTAL CONSULTING SERVICES</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>236220</td>
<td>COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

[https://osbp.army.mil](https://osbp.army.mil)
## Top 5 Small Business NAICS
### YTD – FY20

**Army & Commands**

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Business Description</th>
<th>AMC SB Obligation</th>
<th>MEDCOM SB Obligation</th>
<th>NGB SB Obligation</th>
<th>USACE SB Obligation</th>
<th>ARMY SB Obligation</th>
</tr>
</thead>
<tbody>
<tr>
<td>541712</td>
<td>Research and...</td>
<td>$5,492.6M</td>
<td>$752.3M</td>
<td>$327.9M</td>
<td>$2,646.2M</td>
<td>$9,219.1M</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering...</td>
<td>$556.58M</td>
<td>$158.05M</td>
<td>$24.34M</td>
<td>$494.48M</td>
<td>$784.83M</td>
</tr>
<tr>
<td>561210</td>
<td>Facilities Support...</td>
<td>$485.26M</td>
<td>$57.72M</td>
<td>$21.48M</td>
<td>$311.98M</td>
<td>$690.94M</td>
</tr>
<tr>
<td>336413</td>
<td>Other Aircraft Parts</td>
<td>$257.40M</td>
<td>$45.46M</td>
<td>$20.24M</td>
<td>$189.87M</td>
<td>$688.33M</td>
</tr>
<tr>
<td>611512</td>
<td>Flight Training</td>
<td>$19.34M</td>
<td>$166.38M</td>
<td>$612.49M</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**541712 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND L...**

**$732.18M**

**622110 - GENERAL MEDICAL AND SURGICAL HOSPITALS**

**$158.05M**

**236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION**

**$35.73M**

**237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION**

**$688.11M**

**541330 - ENGINEERING SERVICES**

**$556.58M**

**561720 - JANITORIAL SERVICES**

**$61.38M**

**236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION**

**$24.34M**

**237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION**

**$494.48M**

**541330 - ENGINEERING SERVICES**

**$485.26M**

**621111 - OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS)**

**$57.72M**

**541111 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING...**

**$21.48M**

**541330 - ENGINEERING SERVICES**

**$367.01M**

**621111 - OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS)**

**$45.46M**

**541111 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING...**

**$20.24M**

**541330 - ENGINEERING SERVICES**

**$257.40M**

**541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND L...**

**$44.05M**

**611512 - FLIGHT TRAINING**

**$19.34M**

**562910 - REMEDIATION SERVICES**

**$166.38M**

**561210 - FACILITIES SUPPORT SERVICES**

**$485.26M**

**621111 - OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS)**

**$45.46M**

**541111 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING...**

**$20.24M**

**541330 - ENGINEERING SERVICES**

**$612.49M**

**561210 - FACILITIES SUPPORT SERVICES**

**$257.40M**

**541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND L...**

**$44.05M**

**611512 - FLIGHT TRAINING**

**$19.34M**

**562910 - REMEDIATION SERVICES**

**$166.38M**

**561210 - FACILITIES SUPPORT SERVICES**

**$612.49M**
Commands and ARMY SAT Summary

YTD-FY20 SAT Performance - ARMY & Commands
(Simplified Acquisition Threshold)

- AMC: 77.14%
- MEDCOM: 50.13%
- NGB: 80.17%
- USACE: 63.29%
- ARMY: 72.25%

https://osbp.army.mil
Commands % participation in ARMY obligated $

Commands - SB Dollars Participation in TOTAL SB $ ARMY obligated in YTDFY20 = $9,219.1M

- 59.58%, AMC, $5,492.6M
- 8.16%, MEDCOM, $752.3M
- 28.70%, USACE, $2,646.2M
- 3.56%, NGB, $327.9M
STATUTORY REQUIREMENTS

**ADVICE**
- Acquisition Planning
  - FAR 10.002
  - SB Specialist conducts
  - Contracting Officer

**MARKET RESEARCH**
- FAR 10.002
  - SBA Procurement Center Rep
    - Helps identify capability
    - Guided by SBA regulation
    - FAR

**TRAINING**
- Internal
  - Small Business Specialist
  - Contracting Officer
  - Program Manager
  - SES/G0/SL Training

- External
  - Acquisition Training
  - Interagency
  - Small Business Administration
  - For Small Businesses

- **Program Office Engagement**
  - Learn the client’s business
  - Be involved in the planning stages

- **Qualitatively**
  - Good Market Research is thorough
  - SB and CO need to know the business
  - Informs decisions
  - High quality and reliable

- **Document the Advice**

- **Set Aside Advice**

- **Assist SB to Obtain Late Payments**

- **Consolidation Advice to ASA(ALT) and Senior Procurement Execs**
STATUTORY REQUIREMENTS

**COMPLIANCE**
- Bundling
  15 U.S.C. §644(k)(5)
- Consolidation Determinations
- Procurement Forecast
- Subcontracting Plans
- FPDS-NG
- Fair Share Assessment
- The Program
  - Rearview measures
  - Goals
  - SES Performance
  - Dashboard
  - Education & Outreach

**POLICY**
- Policy Development
  - ARs
  - FAR/ DFARS/ DoDD/AFARS
  - Interaction with SBA/ OSD
- Partnering/Meetings
  - ASA(ALT), DASA(P), HQDA/OGC
  - Army, Navy, 4th Estate
  - OSD/ OSBP
  - OSDBU
  - SBA
- Guides
  - Procurement Guides
  - SB Handbook
  - Training Guide
  - Unsolicited Proposals Guide
  - SBIR
  - Mentor-Protégé
- Other Documents
  - DD 2579

**REPORTING**
- External Reporting
  - Goaling Reports
  - SBA Reporting
  - Other Reporting
    - GAO
    - OMB
    - OFPP
    - OSD
- Internal Reporting
  - Periodic/Weekly Reports
  - SB Specialist Reports
  - High Level Reporting
  - Compliance
- Other
  - Short Notice Taskers
  - Dashboard
  - Newsletter
  - Leadership Messaging

https://osbp.army.mil
STATUTORY REQUIREMENTS

ADVOCACY & LIAISON

Outreach
- Conferences
- Industry Days
- Website
- Materials/ Information
- Tie with Market Research
- Understand Agency Requirements & SB Capabilities

Inreach
- Pentagon Leadership
- Commands
- ASARC AOIPT Attendance
- Procurement Planning Meetings
- Dashboard
- Communication

Assign SB Technical Adviser – to each SBA Procurement Center Representative Office

Consult & Cooperate with SBA on duties – in Sections 8 and 15 of the SB Act

Unsolicited Proposal Processing

AGENCY/ OFFICE OPERATIONS

Supervisory Authority over Agency SB Personnel

Budget

SB Contractor to Civilian Conversions

Equipment & Supplies

Schedule, Intake, Tracking

People “Stuff”

Functional Community Leadership
FY19 Small Business Category Management

Common Government Categories ARMY

<table>
<thead>
<tr>
<th>Category</th>
<th>TotEligibleDollars</th>
<th>SB_Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT</td>
<td>$7,564M</td>
<td></td>
</tr>
<tr>
<td>Prof. Srvs</td>
<td>$10,569M</td>
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</tr>
<tr>
<td>Sec. Prot.</td>
<td>$2,180.6M</td>
<td>$1,401M</td>
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<tr>
<td>Fac. Constr</td>
<td>$9,031.4M</td>
<td></td>
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<tr>
<td>Indl Prod Srvs</td>
<td>$14,01M</td>
<td></td>
</tr>
<tr>
<td>Office Mgmt</td>
<td>$6,01.6M</td>
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</tr>
<tr>
<td>Trans Log Srvs</td>
<td>$255.2M</td>
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</tr>
<tr>
<td>Trvl Lodg</td>
<td>$10,126M</td>
<td></td>
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<tr>
<td>Hmn Capital</td>
<td>$1,088M</td>
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<tr>
<td>Medical</td>
<td>$707M</td>
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<tr>
<td>Vehicals</td>
<td>$2,180.6M</td>
<td>$1,401M</td>
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<td>Wep Ammo</td>
<td>$13,128.1M</td>
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<tr>
<td>Elec Comm Eqpt</td>
<td>$1,806.9M</td>
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<tr>
<td>Sustainment SE</td>
<td>$5,292.3M</td>
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<tr>
<td>Cltng Txtls SE</td>
<td>$5,01.7M</td>
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<tr>
<td>Misc SE</td>
<td>$150.6M</td>
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<tr>
<td>RND</td>
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<tr>
<td>Equpt Rel Srvs</td>
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<tr>
<td>Elect Comm Srvs</td>
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<td></td>
</tr>
<tr>
<td></td>
<td>$311.1M</td>
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</tr>
</tbody>
</table>

https://osbp.army.mil
Data Source FPDS-NG as of Oct 10, 2019
FY19 Army Small Business Spend
Total Small Business Obligation $21.68B

Data Source FPDS-NG as of Oct 10, 2019

https://osbp.army.mil