



SASB

DEPARTMENT OF THE ARMY
OFFICE OF THE SECRETARY OF THE ARMY
OFFICE OF SMALL BUSINESS PROGRAMS
106 ARMY PENTAGON
WASHINGTON DC 20310-0106

JAN 14 2013

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Assignment of FY 2013 Small Business Targets

1. As the Fiscal Year (FY) 2012 data is finalized, the Army is expected to experience another outstanding year of awarding over \$22.3 billion to small businesses. Additionally, the preliminary data indicates that the Army again will distinguish itself as the DOD component forerunner for prime contract awards made to small businesses in each program area: small business, small disadvantaged, women-owned, HUBZone, and service-disabled veteran-owned small business. Secretary McHugh, Under Secretary Westphal, and I commend you and your command for these outstanding accomplishments.

2. While these accomplishments certainly contribute to the overall success of the Army Small Business Program, we are particularly excited to announce that for a second consecutive year, the Army has surpassed the national goal of 3% for service-disabled veteran-owned small business awards! Congratulations team!

3. This year DoD has taken a comprehensive approach to goal achievement by assigning Army goals in the following areas:

a. Prime Contracting - 26.5%

b. Simplified Acquisition Threshold Performance (SAT) - 81.86%

c. Aggregate goal for three portfolio groups (Knowledge Based Services, Electronic and Communication Services, and Facility Related Services) - 43.52%

4. The HBCU/MI goal is aspirational and is intended to facilitate substantive relationships with this very important contributor to our base of scientist and engineers.

5. My office has conducted a thorough analysis of our Small Business Program and the enclosed targets are being assigned based on the DoD goals, input from your Office of Small Business Programs, historical accomplishments and improvement factors in support of the DoD goals.

6. I know these goals are aggressive; however, I have the utmost confidence that the Army will continue to strive to be the premier organization committed to maximizing Small Business opportunities in support of our Soldiers, their needs, and the small business community.

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7. Do not hesitate to contact my office if assistance is needed in accessing performance data in the new goaling categories.

8. Please extend my personal thanks to your small business advisors and acquisition personnel for their hard work and dedication to the Army Small Business Program.



TRACEY L. PINSON
Director

Encl

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U.S. Army Medical Research & Materiel Command

FY 13 Targets

Prime

Small Business	23.00%
Small Disadvantaged Business	8.0%
Women-Owned Small Business	5.5%
HUBZone Small Business	1.0%
Service-Disabled Veteran-Owned Small Business	3.0%
HBCU/MI *	5.0%
* This is an aspirational goal.*	

Portfolio

Knowledge Based Services (KBS)	28.28%
Electronics and Communications Services (ECS)	19.64%
Facility Related Services (FRS)	95.74%

Simplified Acquisition Threshold (SAT)

62.10%

Subcontracting

Small Business	80.0%
Small Disadvantaged Business	10.0 %
Women-Owned Small Business	5.0 %
HUBZone Small Business	1.0%
Veteran Owned Small Business	9.0%
Service-Disabled Veteran-Owned Small Business	8.0%