ARMY PRIORITIES: SMALL BUSINESS OPPORTUNITIES AND CHALLENGES

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A CHALLENGE IS AN OPPORTUNITY IN DISGUISE

Defense Industrial Base

Small Business Professionals

Budget Pressure

Barriers to Entry

COVID-19

Industrial Base

Acquisition

Category Management

Other Transactions

New Requirements

http://osbp.army.mil
ARMY PRIORITIES
CHALLENGES & OPPORTUNITIES

1) Readiness
2) End Strength
3) Modernization

Recruitment
Artificial Intelligence
Network

Regionally Aligned Readiness and Modernization Model (ReARMM)

Competition
Crisis
Conflict
Change

https://osbp.army.mil
People First!

Winning Matters!

Army Strong!

Questions?

https://osbp.army.mil
Backup Charts
## Army Prime Contracting Achievement
### Fiscal Year 2020

<table>
<thead>
<tr>
<th>Category</th>
<th>FY20 Goal (%)</th>
<th>FY20 % Achieved</th>
<th>FY20 Dollars Achieved</th>
<th>Change from prior FY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>27.86%</td>
<td>30.83%</td>
<td>$24,438,929,816</td>
<td>➡️</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>5%</td>
<td>14.93%</td>
<td>$11,832,474,449</td>
<td>➡️</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>3%</td>
<td>3.84%</td>
<td>$3,040,339,169</td>
<td>➡️</td>
</tr>
<tr>
<td>Woman-Owned Small Business</td>
<td>5%</td>
<td>5.48%</td>
<td>$4,339,787,270</td>
<td>➡️</td>
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<tr>
<td>HUBZone Business</td>
<td>3%</td>
<td>3.68%</td>
<td>$2,918,804,447</td>
<td>➡️</td>
</tr>
</tbody>
</table>

Source: VCE as of 5 Oct 2020

https://osbp.army.mil
SMALL BUSINESS STRATEGIC PLAN
FISCAL YEAR 2020-2024

1. Align with the National Security Priorities and Army Readiness Objectives to generate ready forces that are organized, trained, and equipped for prompt and sustained ground combat.
   - OBJ 1-1 Effective Outreach Program
   - OBJ 1-2 Early Acquisition Planning
   - OBJ 1-3 Increase SB Participation
   - OBJ 1-4 Increase SL Awareness
   - OBJ 1-5 Increase SB CM Efforts

2. Align with the Army Modernization Objective to prioritize research and development and procure technologically mature systems.
   - OBJ 2-1 Promote MPP, SBIR/STTR, HBCU/MI
   - OBJ 2-2 Streamline Processes
   - OBJ 2-3 Incentivize Use of SB in RDT&E
   - OBJ 2-4 Implement Streamlining Tools
   - OBJ 2-5 Conduct Industry Engagement
   - OBJ 2-6 Increase Synergy with PTACS

3. Align with Army Reform Objective to implement aggressive reforms to free up time, money, and manpower for our highest priorities.
   - OBJ 3-1 Drive Efficiency While Maintaining SB
   - OBJ 3-2 Measure Involvement & Effectiveness
   - OBJ 3-3 Develop and Sustain Policy
   - OBJ 3-4 Evaluate Processes

4. Align with Army Objective to Strengthen Alliances and Attract New Partners.
   - OBJ 4-1 Address Cybersecurity Challenges
   - OBJ 4-2 Address Intellectual Property

5. Align with the Army on the Importance of People.
   - OBJ 5-1 Recruit, Hire, Develop, Train, Retain
   - OBJ 5-2 Enhance Collaboration
   - OBJ 5-3 Facilitate Formal and Informal Training
   - OBJ 5-4 Utilize DAWDF

OSBP seeks to maximize use of SB in support of mission readiness; increase in teaming and collaborative relationships with small and other than small businesses to promote the industrial base.

OSBP works with industry, university and private sector to pursue opportunities for combined research and development on emerging technologies. Maximize existing authorities.

OSBP will seek to simplify, reduce or eliminate low-value activities and improve business processes. Publish guidance, share ideas, and harness tools from the federal government.

OSBP engages in areas impacting the Army and Small Businesses: cybersecurity and Intellectual Property. Small businesses receive training and other assistance to better meet Army demands.

OSBP develops a talent management strategy and assesses the structure for Army OSBP to best support the program and the Army.