

DEFENSE INDUSTRY FORECAST— ARMY OPPORTUNITY

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**ARMY OFFICE OF
SMALL BUSINESS
PROGRAMS**

Department of the Army
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SMALL BUSINESS GOALS SUPPORT NATIONAL SECURITY & ARMY PRIORITIES



Small businesses are critical infrastructure

- Army Climate Strategy
- Supply chain resilience, diversity
- Mitigate and adapt to climate change
 - Innovative solutions to sustainability challenges
 - Adaptive technologies and installation resilience
 - Preserve environmental readiness
 - Enhance supporting infrastructure



Small businesses bring the innovation needed to support Army's continuous transformation

- Army Installation Strategy 2.0 (pending FY25 release)
- PFAS remediation technologies, drinking water technologies to meet EPA requirements.
- Emerging contaminants
- Predict, track, and manage wildland fires; safer fire fighting technologies
- Measure, monitor, and prevent blast overpressure and brain injury



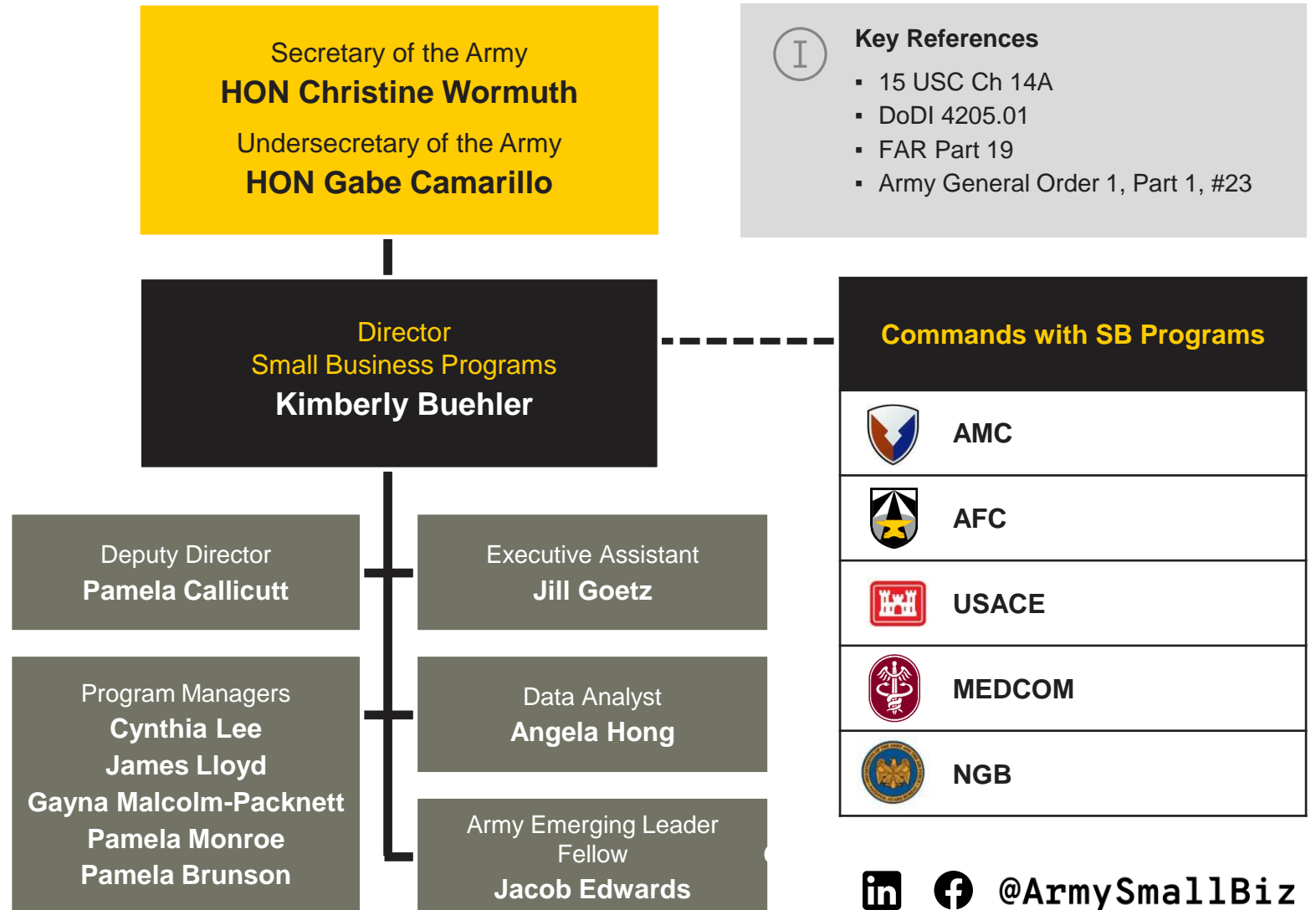
Technology collaboration areas to build the Army of 2040

- Robotics
- Autonomy
- Artificial Intelligence/Machine Learning
- Medical
- Sensors
- Energy (kinetic/non-kinetic)
- Comms (SATCOM, Aerial, Terrestrial)
- Cloud Computing
- C2 (Maneuver, Fires, Intel)
- Assured Positioning, Navigation & Timing (PNT)

ARMY OFFICE OF SMALL BUSINESS PROGRAMS

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.



ARMY PRIME CONTRACTING ACHIEVEMENT FISCAL YEAR 2024 (PRELIMINARY)

| Program | FY24 SB Obligations | FY24 SB % | FY24 SB Goal | FY24 Achieved % | FY23 Achieved % | FY24 / FY23 SB Trend |
|---|---------------------|-----------|--------------|-----------------|-----------------|----------------------|
| Small Business | \$24.53B | 29.63% | 26.00% | 114% | 27.50% | ↑ 2.14% |
| Small Disadvantaged Business | \$12.70B | 15.34% | 15.77% | 97% | 14.47% | ↑ 0.86% |
| Service-Disabled Veteran-Owned Small Business | \$2.60B | 3.14% | 5.00% | 63% | 2.99% | ↑ 0.15% |
| Women-Owned Small Business | \$4.10B | 4.95% | 5.00% | 99% | 4.69% | ↑ 0.26% |
| Certified HUBZone Small Business | \$2.51B | 3.03% | 3.00% | 101% | 3.19% | ↓ -0.15% |



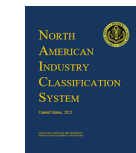
Highest dollars to SB across federal government



\$82.79 billion eligible spend; -\$5 billion than FY23



\$305 million more to SB than FY23






Awards in 740 NAICS

Source: Sam.gov / 2 October 2024

COMMAND POINTS OF CONTACT

Army Office of Small Business Programs: Phone: 703-697-2868 | LinkedIn / Facebook: @ArmySmallBiz

| Command and Buys | Phone | Website | |
|--|----------------|--|---|
|  Army Materiel Command (AMC) - Redstone Arsenal, AL Buys: Combat systems, Information systems, Intelligence security information systems, Logistics, Installation services, Minor construction, Contingency contracting | (256) 955-8560 | www.amc.army.mil/Connect/Business-Connections/ |   |
|  Army Corps of Engineers (USACE) - Washington, DC Buys: Military/civil works construction projects, Architect & Engineering, Environmental projects, Emergency procurements (natural disaster response and relief) | (202)761-8211 | www.usace.army.mil/Business-With-Us/Small-Business/ |   |
|  Army Medical Command (MEDCOM) - Ft. Sam Houston, TX Buys: Medical supplies and health care equipment, Professional services | (210) 295-7178 | www.army.mil/armymedicine |   |
|  National Guard Bureau (NGB) - Arlington, VA Buys: Base operations, Construction/Environmental projects, Training | (703) 601-6765 | www.nationalguard.mil/Leadership/Joint-Staff/Special-Staff/Small-Business-Programs |   |
|  Army Futures Command (AFC) - Austin, TX Buys: All things Army Modernization “Building the Army of 2030 & Designing the Army of 2040” (examples: Artificial Intelligence, Combat systems, Medical research) | (512) 726-4152 | www.army.mil/futures#org-work-with-us |   |

UPCOMING ENGAGEMENT OPPORTUNITIES

| DATE | EVENT | LOCATION |
|----------------------|--|------------------------|
| November 14, 2024 | Army Mentor-Protégé and PIP Program, Ohio Apex Accelerator at Ohio Univ. | Virtual |
| November 14, 2024 | 2025 Defense Industry Forecast Event | Washington, DC |
| November 19, 2024 | NJ Manufacturing Extension Program, Inc. | Virtual |
| November 20-22, 2024 | 2024 SAME Small Business Conference | New Orleans, Louisiana |
| January 16, 2024 | Govology - Doing Business with the Army | Virtual |
| February 11-13, 2024 | National 8(a) Association 2025 National Small Business Conference | New Orleans, Louisiana |

SECRETARY OF THE ARMY ON SMALL BUSINESS



“

Maintaining an effective small business program requires our collective efforts supporting a robust and inclusive industrial base that includes small-disadvantaged businesses, women-owned businesses, service-disabled-veteran-owned businesses, and business located in historically underutilized business zones.”

— U.S. Secretary of the Army Christine E. Wormuth,
Memorandum re: Secretary of Defense dated October 27, 2022, subject: DoD Small Business Contracting