

**NDIA Rocky Mountain Chapter
Small Business Committee
October 2009 Breakfast Meeting**

Welcome

Lori J. Houghton

**Director, AFSPC Small Business Programs
Chief, Program Support Branch**

AFSPC/A7KO

Peterson AFB

November 12, 2009

www.ndiarmcsb.org

Agenda

- Welcome & Introduction
- Lori Houghton Presentation
- Upcoming events/speakers
- NDIA Membership
- Update on NDIA Small Business EXCOM
- NDIA/CSA Small Business Focus Panel

Upcoming Dates

- RMC-SBC Breakfast Meetings
 - 2nd Thursday of the month 7:30 – 9:00 AM
 - Next Meeting 9 December (Note this is an exception as 9 December is a Wednesday!!)
 - Panel Discussion – Dr. Alison Brown, President & CEO NAVYSYS Corp. - Moderator
 - Mr. Brian Binn, President, Military Affairs, The Greater Colorado Springs Chamber of Commerce
 - Mr. Dave Csintyan, President & Chief Executive Officer, The Greater Colorado Springs Chamber of Commerce
 - Mr. Mike Kazmierski, President and CEO, Colorado Springs Regional Economic Development Corporation
 - Mr. David White, Executive Vice President, Marketing, Colorado Springs Regional Economic Development Corporation
 - January 14th Meeting TBD
 - Folks from the “contracts” discipline. Panel discussion might be good idea...possibly Januar
 - » Chris Pucket
 - » Col Cunningham
 - » Squadron Commander?
 - » Also ESC folks?
 - » Doug Smith?
- Winter Social
 - Suggestions for dates (January/February)?

Targeted Speakers Ahead

- Speakers

- Ron Poussard, AF Small Business
- Brian Sasaki, SMDC Small Business Specialist
- Sarah Drzemala, 50 SW SBO (Schriever AFB)
- Doug Smith 850th and other ESC
- Others???

- Panel Discussion

- Impact of Acquisition Strategy Changes on SB and Programs? Jan or Feb?

NDIA Small Business Division Updates

- Small Business Division Executive Committee Meeting Nov 23rd 2009
- NDIA Board Meeting Nov 24th 2009
- Any issues you would like raised – discuss with Alison Brown

NDIA/CSA Small Business Focus Panel

- AF Space Command and SMC have been tasked by Air Force leadership to increase their Small Business contracting percentages from 9.41% in FY08 to 15.58% in FY09 and 17.48% by FY13. This significant increase will require new thinking on how more small businesses can support space acquisition programs in a prime contract role. The SBA Procurement Center Representatives for AFSPC and SMC have invited the NDIA Rocky Mountain Chapter Small Business Committee and the California Space Authority to provide recommendations from industry which they can use to engage in discussions with AFSPC and SMC on how the current acquisition policy can be adjusted to improve small business contracting competitiveness. If you would like to participate in a focus panel to prepare this input to SBA, please contact Alison Brown, NDIA RMC SBC chair, at abrown@navsys.com or Margaret Lau, CSA, at Margaret.Lau@californiaspaceauthority.org.

NDIA/CSA AFSPC SB Focus Panel Charter

- Identify areas where AFSPC is falling short of meeting small business contracting goals
- Identify acquisition models in use by other services to increase SB contracts
- Identify areas where there are qualified SB primes that could benefit AFSPC's programs
- Provide recommendations to SBA on changes to acquisition strategy that could result in more SB contracts and meeting AFSPC's SB Goals

BackUp

John Herd – White Papers

- White Papers on contract bundling issues and insourcing

Small Business Success Stories Team Meeting Sept 8th

NDIA Small Business Division

Small Business Success Stories (SBSS) Team Meeting Notes

September 8, 2009 4:00pm Eastern

Attendees: Betsy Pimentel, Jay Lustig, Jerry Kwasek, Diane Dempsey, Annette Crawford, and Patty Nunn

Meeting Purpose: Initiate a working team to discuss Small Business Success Stories

P. Nunn opened the meeting relaying the desires of the Small Business Division Executive Committee conveyed during July 15, 2009 meeting. This team has been assembled to identify successful small business stories.

We discussed the criteria/framework necessary to fairly define "successful" small business stories. Ideas included stories that:

- Address how their success directly supports the Warfighter
- Contain something that is easy to grasp and visualize (reinforced armor, etc.)
- Reference a verifiable Government customer source
- Describe: a) Need - what challenge was the customer trying to solve? b) Solution – what was the solution and how did they accomplish obtaining the solution? and c) Results – what savings and benefits were derived from the solution? The results should be as quantifiable as possible.

We discussed the potential audience for the success stories. Ideas included:

- Small businesses who could learn from other small businesses how to best get their innovations accepted by DoD customers.
- Educate agencies on how small businesses can be leveraged in their environment
- Provide stories to Congress to support small business initiatives

We discuss that the small business will benefit by increasing visibility and recognition to their company and solution within the DoD/DHS community.

We also discussed small business size – we are open to all sizes from very small to mid-size as long as the solution provides the innovation to the Warfighter.

We discussed potential sources for the application/story format. Annette recommended the SBIR Fact Sheet for transition of programs. Diane recommended the SBA awards program application. Jay recommended the Small Business award application from High Tech Council.

Join The NDIA Rocky Mountain Chapter!

- NDIA has a Special offer of \$250 for Small Business Corporate Memberships
 - First time members only
 - Contact Molly Flanagan at NDIA (mflanagan@ndia.org)



Corporate
Application