

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

**Welcome  
Ric Denton,  
Colorado Procurement Technical  
Assistance Center**

**October 8 2009  
[www.ndiarmcsb.org](http://www.ndiarmcsb.org)**

# Agenda

- Welcome & Introduction
- Ric Denton Presentation
- Upcoming events/speakers
- NDIA Membership
- Recent small business issue discussions with California Space Authority
- Update on small business success stories
- Update on NDIA Small Business EXCOM
- White Papers on contract bundling issues and insourcing for John Herd

# Upcoming Dates

- RMC-SBC Breakfast Meetings
  - 2nd Thursday of the month 7:30 – 9:00 AM
  - Next Meeting 12 November – location to be confirmed
    - Lori Houghton, AFSPC SB
  - December 10<sup>th</sup> Meeting
    - TBD
- Winter Social
  - Suggestions for dates?
  - Hold again at the Marguerite?

# Targeted Speakers Ahead

- Mike Kazmierski - The Greater Colorado Springs Economic Development Corporation
- Brian Binn – Military Affairs, Colorado Springs Chamber of Commerce
- Ron Poussard, AF Small Business
- Brian Sasaki, SMDC Small Business Specialist
- Sarah Drzemala, 50 SW SBO (Schriever AFB)
- Others???

# Join The NDIA Rocky Mountain Chapter!

- Welcome new 2009 Corporate Members!
  - Global Near Space Services
  - Master Solutions
  - NAVSYS Corporation
  - SCITOR Corporation
- NDIA has a Special offer of \$250 for Small Business Corporate Memberships
  - First time members only
  - Contact Molly Flanagan at NDIA  
([mflanagan@ndia.org](mailto:mflanagan@ndia.org))



Corporate  
Application

# 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](mailto:abrown@navsys.com) or Margaret Lau, CSA, at [Margaret.Lau@californiaspaceauthority.org](mailto:Margaret.Lau@californiaspaceauthority.org).

# 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.

# NDIA Small Business Division Updates

- Executive Committee Meeting Sep 16<sup>th</sup> 2009
- Draft Top 10 Issues submitted
  - Unified Parity among WOSB, 8a, SDVOSB, HUBZone, Alaskan Native
  - Disincentives for not Meeting SB Subcontracting goals
  - Permanently reauthorize SBIR
  - Repeal 3% Withholding
  - Protect Small Business from Government In-Sourcing Initiatives

# SBIR Reauthorization



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*The Voice of the Industrial Base*

August 27, 2009

The Honorable Mary L. Landrieu  
Chairwoman,  
Senate Committee on Small Business and Entrepreneurship  
SR-428A  
United States Senate  
Washington, DC 20510

The Honorable Nydia M. Velázquez  
Chairwoman  
House Committee on Small Business  
2261 R1003  
United States House of Representatives  
Washington, DC 20515

Dear Marian Chairwoman:

On behalf of the 1,157 corporate members and over 71,800 individual members of the National Defense Industrial Association (NDIA), I am writing to provide industry's comments on H.R. 2965, the Small Business Innovation Research (SBIR) Program Reauthorization Act of 2009 that recently passed both Houses of Congress.

Small business represents about two thirds of NDIA's total membership and we regard the SBIR program as the nation's most viable tool in leveraging small business resources that employ about half of the U.S. workforce. American small businesses currently employ more than half of all U.S. scientists and engineers, yet have access to less than five percent of government research and development funds. One critical access point to these funds is the SBIR Program. SBIR awards have led to important developments in technologies that directly supported our war fighters.

As testified last year before the House Committee on Small Business on the reauthorization of the SBIR program, NDIA has a laser focus on American competitiveness in a global defense industry that increasingly challenges our members for primacy. We have therefore concluded that small business resources offer our defense industry the competitive advantages needed in these especially difficult economic times.

# John Herd – White Papers

- White Papers on contract bundling issues and insourcing