Office of Small Business Programs, Aberdeen Proving Ground (OSBP-APG)

Ms. Andrea S. Armstrong
Director, OSBP-APG
OSBP-APG

CORE FUNCTIONS

<table>
<thead>
<tr>
<th>ADVISORY</th>
<th>MAKET RESEARCH</th>
<th>TRAINING</th>
<th>COMPLIANCE</th>
<th>POLICY</th>
<th>REPORTING</th>
<th>ADVOCACY &amp; LIAISON</th>
<th>AGENCY &amp; OFFICE OPERATIONS</th>
</tr>
</thead>
</table>

MISSION
To promote acquisition opportunities where small businesses can support world-class C5ISR systems, battle command research, development, and engineering for the **modernization** and **readiness** of the Army, Joint Warfighter and the Nation

VISION
Integrate and operationalize small businesses into the contract cycle to support mission requirements for **innovative solutions** and **emerging technologies**
Office of Small Business Programs

Aberdeen Proving Ground – FY20 Goal Achievements

Federal Acquisition Regulation (FAR) 19.201(a): “…provide maximum practicable opportunities…”

**FY20 Goals & Achievements:**
CECOM/C5ISR/Tenant
- SB Eligible Dollars $6.6B
- Small Business Obligations $2.2B (does not include CCDC)

**Exceeded all FY20 goals!**

<table>
<thead>
<tr>
<th></th>
<th>FY20 Goals</th>
<th>Achieved</th>
<th>FY21 Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB</td>
<td>FAR 19.000</td>
<td>19.00%</td>
<td>32.62%</td>
</tr>
<tr>
<td>SDB</td>
<td>FAR 19.304</td>
<td>10.00%</td>
<td>15.48%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>FAR 19.13</td>
<td>.80%</td>
<td>1.34%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>FAR 19.14</td>
<td>3.00%</td>
<td>5.45%</td>
</tr>
<tr>
<td>WOSB</td>
<td>FAR 19.15</td>
<td>3.00%</td>
<td>7.88%</td>
</tr>
</tbody>
</table>

**Other Programs**

Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR)
Mentor-Protégé Program (MPP)
Rapid Innovation Fund (RIF)
Alaskan Native Corporation (ANC)
Indian Incentive Program (IIP)
Native Hawaiian Organization (NHO)
APG workforce exceeds 21,000

6th LARGEST employer in Maryland

LARGEST employer in Harford County

APG home to:
- Over 90 units & tenant activities
- 11 major commands
- 6 Centers of Excellence

FY20 $1.8B MD economic impact

FY20 $4.8B SB contract obligations

FY20 ACC-APG Execution:
- $13.0B APG obligations
- Over 22K contract actions

APG: Where innovation and imagination protect, enable, and sustain our Nation’s Warfighters today and tomorrow
Office of Small Business Programs
Aberdeen Proving Ground – FY21 Priorities

Contracting With Industry Requires Expertise From BOTH Small Businesses and Other Than Small Businesses

- Safety, Health, & Well-Being of all Personnel
- Supplies/Services to Support COVID-19 Efforts
- C5ISR Equipment
- Aviation Communications
- Design, Deliver, & Sustain Advanced Technologies
  - Software Sustainability
  - Tactical Network
  - Cyber Warfare/Cyber Security
  - 5G, IoT, Artificial Intelligence, Biometrics, etc.
- Engineering & Logistics Services
- Lethality
  - Chemical-Biological Defense
- Research & Development/Science & Technology
- Supply Availability & Equipment Readiness
- Obsolescence
- TacticalRadios
- Test & Evaluation

APG is the Army's Premier Home of Innovation and Readiness in Support of the Joint Warfighter

- APG Garrison
- Army Test and Evaluation Command
- Army Contracting Command – Aberdeen Proving Ground
- Combat Capabilities Development Command – Army Futures Command Network Cross-Functional Team
- Communications-Electronics Command
- U.S. Army Chemical Materials Activity
- U.S. Army Medical Logistics Command
- JPEO Chemical, Biological, Radiological, and Nuclear Defense
- PEO Command, Control, Communications-Tactical
- PEO Intelligence, Electronic Warfare & Sensors
- PEO Soldier
# FY20 Top 10 NAICS Codes – CECOM, C5ISR & Tenant

<table>
<thead>
<tr>
<th>Rank</th>
<th>NAICS</th>
<th>Description</th>
<th>Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>541712</td>
<td>Research and Development in the Physical, Engineering and Life Sciences (Except Biotechnology)</td>
<td>1754</td>
</tr>
<tr>
<td>2</td>
<td>541715</td>
<td>Research and Development in the Physical, Engineering and Life Sciences (Except Nanotechnology and Biotechnology)</td>
<td>1388</td>
</tr>
<tr>
<td>3</td>
<td>541330</td>
<td>Engineering Services</td>
<td>1218</td>
</tr>
<tr>
<td>4</td>
<td>334111</td>
<td>Electronic Computer Manufacturing</td>
<td>1173</td>
</tr>
<tr>
<td>5</td>
<td>532411</td>
<td>Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing</td>
<td>786</td>
</tr>
<tr>
<td>6</td>
<td>334511</td>
<td>Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing</td>
<td>673</td>
</tr>
<tr>
<td>7</td>
<td>334220</td>
<td>Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing</td>
<td>626</td>
</tr>
<tr>
<td>8</td>
<td>541511</td>
<td>Custom Computer Programming Services</td>
<td>499</td>
</tr>
<tr>
<td>9</td>
<td>334290</td>
<td>Other Communications Equipment Manufacturing</td>
<td>478</td>
</tr>
<tr>
<td>10</td>
<td>541512</td>
<td>Computer Systems Design Services</td>
<td>410</td>
</tr>
</tbody>
</table>
### Office of Small Business Programs
#### Contract Divisions, DODAACS, SB Professional, & Mission Partners

<table>
<thead>
<tr>
<th>ACC-APG Divisions</th>
<th>Division DODAACS</th>
<th>Small Business Professional</th>
<th>Primary Mission Partners</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>W56KGU</td>
<td>Branson</td>
<td>CECOM HQ/MITRE</td>
</tr>
<tr>
<td>B</td>
<td>W15P7T</td>
<td>Credle</td>
<td>PEO C3T</td>
</tr>
<tr>
<td>B</td>
<td>W15P7T</td>
<td>Blake</td>
<td>Responsive Strategic Sourcing for Services (RS3)</td>
</tr>
<tr>
<td>C</td>
<td>W56KGY</td>
<td>Branson</td>
<td>PEO IEW&amp;S, HQ CECOM, PEO MS</td>
</tr>
<tr>
<td>D</td>
<td>W91CRB, W9125F</td>
<td>Branson</td>
<td>ATEC; CECOM SAMD, HQ DA, PEO AMMO, PEO Soldier</td>
</tr>
<tr>
<td>E</td>
<td>W56JSR</td>
<td>Branson</td>
<td>CECOM: ILSC and SEC, Rapid Capabilities</td>
</tr>
<tr>
<td>Belvoir</td>
<td>W909MY</td>
<td>Casey</td>
<td>PEO CS&amp;CSS, PEO IEW&amp;S, PEO Soldier</td>
</tr>
<tr>
<td>Edgewood</td>
<td>W911SR</td>
<td>Casey</td>
<td>CMA, JPEO CBRND</td>
</tr>
<tr>
<td>Huachuca</td>
<td>W9124A, W91RUS, W9128Z</td>
<td>DeLucia</td>
<td>CSLA, ISEC, EPG, IMCOM, NETCOM, USAICOE</td>
</tr>
<tr>
<td>Tenant</td>
<td>W56ZTN, W91ZLK</td>
<td>Orr</td>
<td>APG Garrison &amp; Tenant IT Support</td>
</tr>
<tr>
<td>Tobyhanna</td>
<td>W25G1V</td>
<td>Kern</td>
<td>CECOM: Tobyhanna Army Depot (TYAD)</td>
</tr>
</tbody>
</table>

**NOTE:** Army Futures Command CCDC: Divisions Adelphi/Natick/RTP/Division-A/Division Edgewood/Belvoir DODAACs: W911QX/W58P05 W911QY/W911NF/W56KGU/W911SR/W909MY  
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Office of Small Business Programs
Looking for Contract Opportunities

Search Key Words:
• ACC-APG Competitive / Fair Opportunity Action Industry Updates
• ACC-APG Quarterly Update for Upcoming Acquisitions

~Save the Date: 20-22 Apr 2021~
Team APG APBI - Advance Planning Briefing to Industry
• Potential future contracting opportunities
• MS Teams Platform
• Free Attendance
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Questions