



U.S. ARMY

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Advance Planning Briefing to Industry

Aviation and Missile Command

Mr. Thaddeus Martin
Director
U.S. Army Materiel Command
Office of Small Business Programs

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U.S. Army Materiel Command and Small Business

Mr. Thaddeus Martin
Director, AMSB

Strategic Guidance

- SB Strategic Plan
- Increase the Industrial Base
- Investing and Drive Transformation
- Improve Point of Entry for SB
- Expand Data Metrics
- Promote and Increase Acquisition Opportunities
- Reducing Harmful Behaviors
- Resilience in the Face of Climate Change
- Outreach / How to Do Business

Collaboration

- DoD OSBP
- Army OSBP
- SBA
- APEX Accelerators / SBDCs

AMC MISSION

AMC delivers precision sustainment and materiel readiness to an expeditionary global force from the Joint Strategic Support Area to the tactical point of contact across the spectrum of conflict in support of the Joint Force.

AMC VISION

Be the premier enterprise postured to support a global Joint Force with predictive and precision sustainment.



Lines Of Effort

1.0: Soldier, Civilian and Family Readiness

2.0: Posture the Joint Strategic Support Area

3.0: Position the Defense Industrial Base

4.0: Prepare the Theaters

5.0: Transform Sustainment Warfighting Function in support of 2030-2040



165K Military, Civilian & Contractor Worldwide
 95 Active Army Installations
 23 OIB Facilities
 3 Medical Logistics Centers
 5 Transportation Brigades
 7 Army Field Support Brigades
 8 Contracting Support Brigades

AMC OSBP MISSION

Maximize Opportunities for Small Businesses that Support Army Materiel Readiness and Aid in the Growth of Innovation and Sustaining Solutions.

AMC OSBP VISION

Provide Smart Industry Acumen Recognized Through Innovation, Responsiveness, Flexibility, and Savings/Value in support of Army Materiel Readiness.

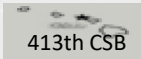
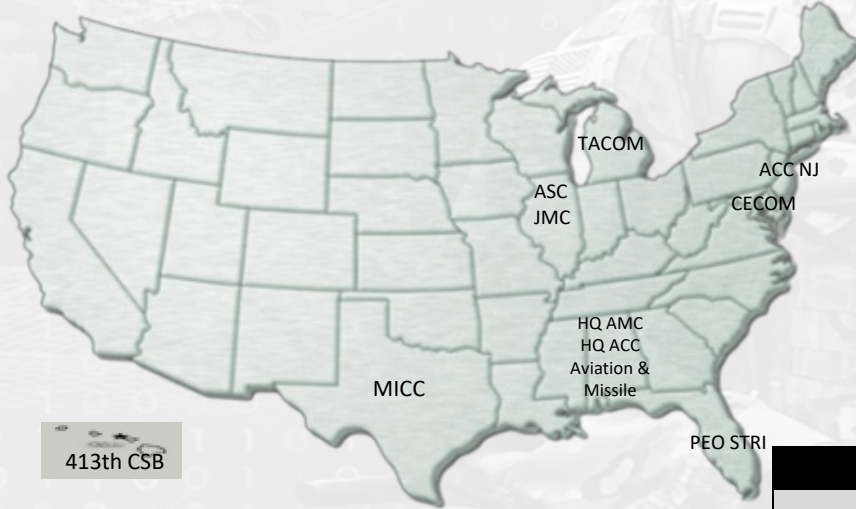
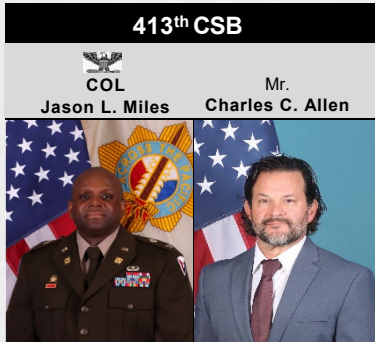




Commanders & Small Business Directors

Mr. Thaddeus Martin
Director, AMSB

Headquarters (HQ), U.S. Army Materiel Command



Leading from a Foundation of Trust

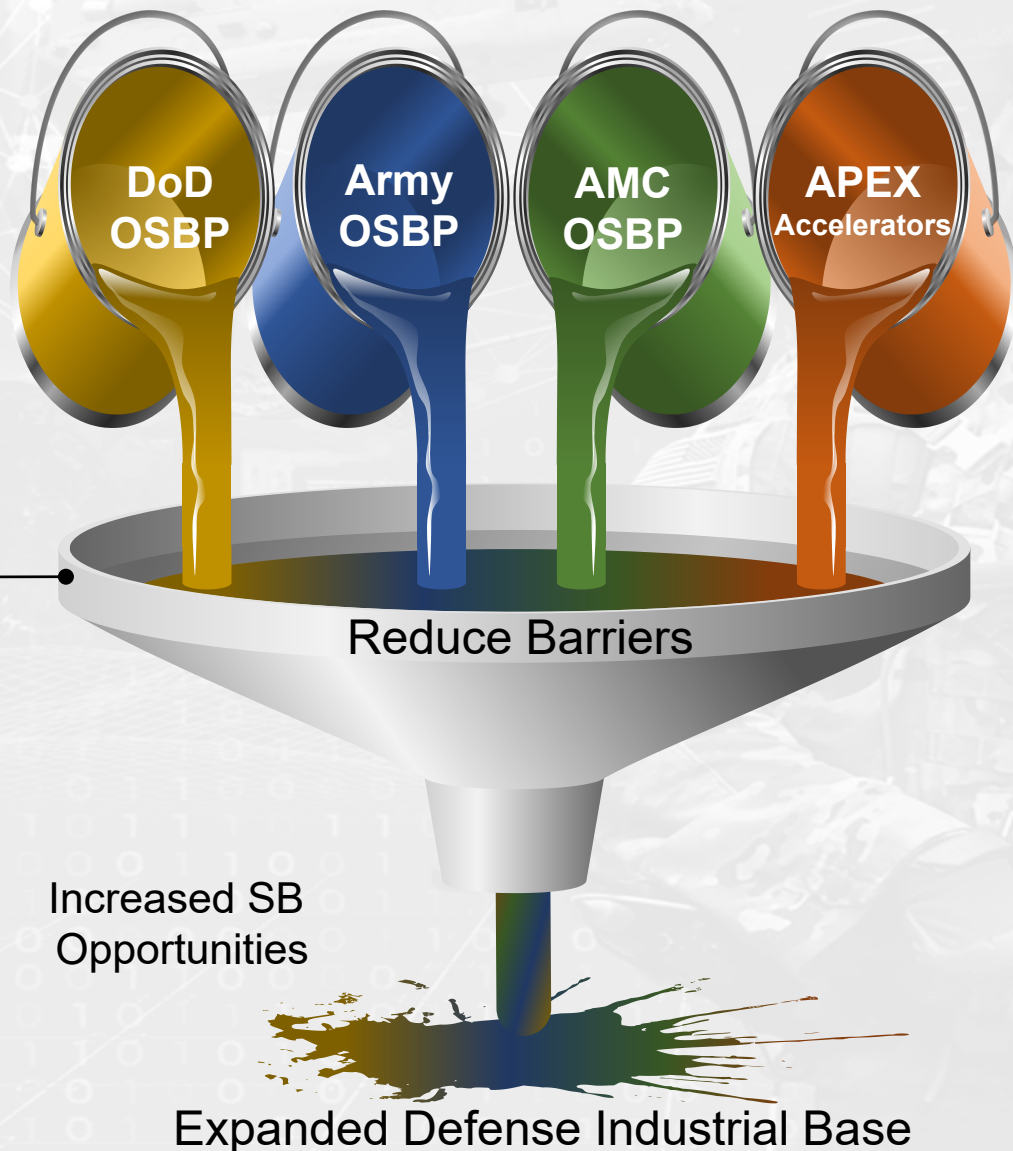




Small Business Strategic Initiatives

Mission Area #1

Advise the Secretary of the Army and Army Leadership on Small Business-Related Matters.



Mission Area #2

Maximize Opportunities for Innovation Initiatives that contribute to Expanding the Small Business Industrial Base.

Mission Action #3

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 Warfighters.

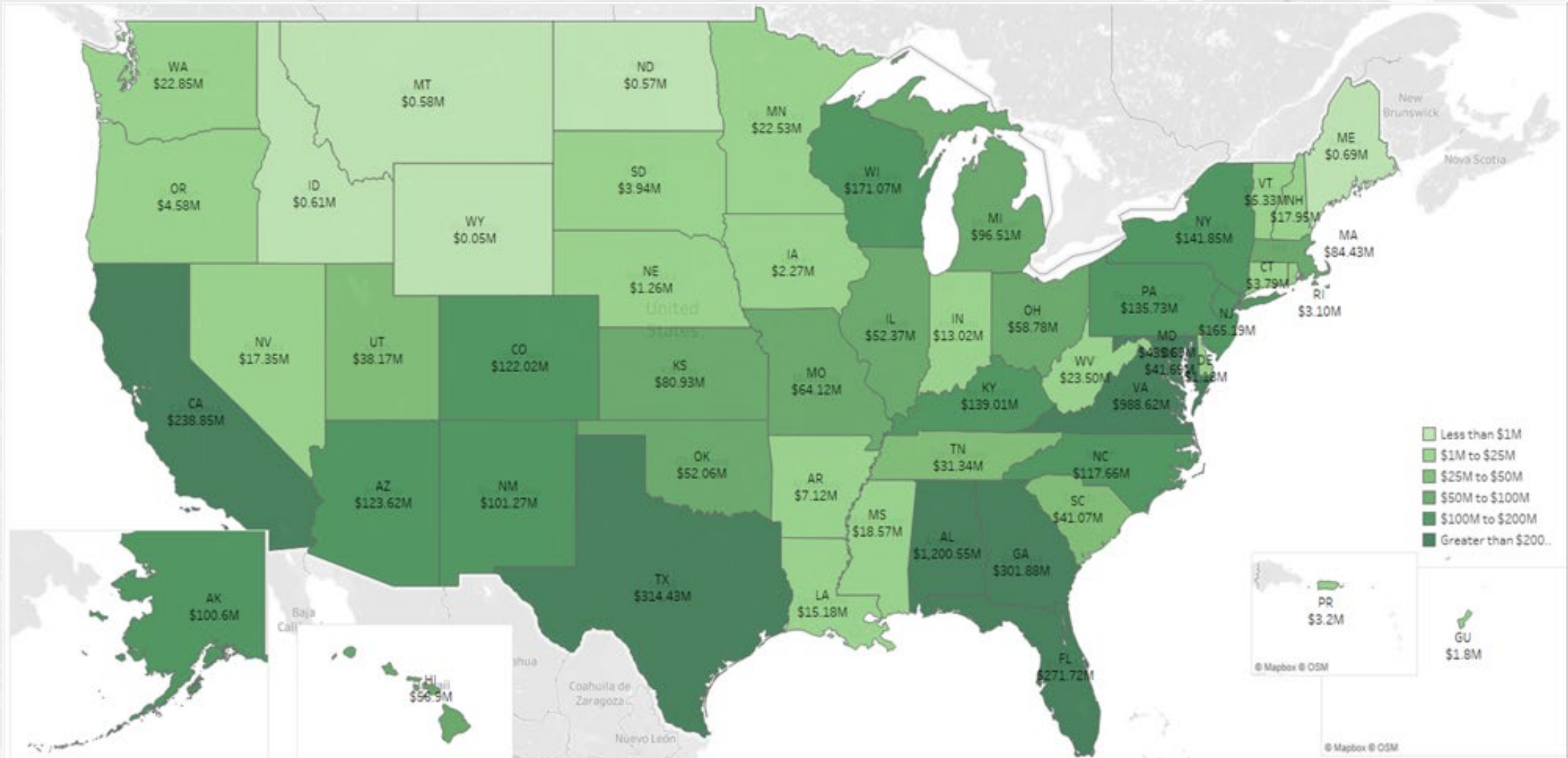




Fiscal Year 23 AMC Small Business Achievement Map

Mr. Thaddeus Martin
Director, AMSB

Total* SB Obligations \$11.36B



VCE-BI Report: As of 25OCT 2023

AMC Data Centricity





AMC Prime Contracting Achievements Fiscal Year 2023

Small Business Goal

19.27%

Achieved
18.86%
\$11.36B

Small Disadvantaged Business Goal

11.30%

Achieved
8.75%
\$5.27B

Service-Disabled Veteran-Owned Small Business Goal

3.00%

Achieved
2.24%
\$1.35B

Women-Owned Small Business Goal

4.00%

Achieved
3.57%
\$2.15B

Historically Underutilized Small Business Goal

1.30%

Achieved
1.71%
\$1.03B

VCE-BI Report: As of 25OCT2023





Army Prime Contracting Achievements

Fiscal Year 2023 / Top Five NAICS

AMC SB Spend \$11.36B	MEDCOM SB spend \$726.44M	NGB SB spend \$1.20B	USACE SB spend \$10.55B	ARMY SB spend \$24.15B
541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY) \$1.15B	622110 - GENERAL MEDICAL AND SURGICAL HOSPITALS \$207.70M	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION \$386.71M	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION \$3.23B	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION \$4.52B
541712 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) \$1.12B	561720 - JANITORIAL SERVICES \$104.25M	541330 - ENGINEERING SERVICES \$70.23M	237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION \$2.17B	237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION \$2.18B
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION \$903.38M	621399 - OFFICES OF ALL OTHER MISCELLANEOUS HEALTH PRACTITIONERS \$54.84M	541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES \$64.20M	562910 - REMEDIATION SERVICES \$1.15B	561210 - FACILITIES SUPPORT SERVICES \$1.33B
561210 - FACILITIES SUPPORT SERVICES \$874.41M	621111 - OFFICES OF PHYSICIANS (EXCEPT MENTAL HEALTH SPECIALISTS) \$50.86M	334111 - ELECTRONIC COMPUTER MANUFACTURING \$57.15M	541330 - ENGINEERING SERVICES \$448.36M	562910 - REMEDIATION SERVICES \$1.24B
541330 - ENGINEERING SERVICES \$693.10M	621210 - OFFICES OF DENTISTS \$35.58M	493110 - GENERAL WAREHOUSING AND STORAGE \$45.02M	561210 - FACILITIES SUPPORT SERVICES \$433.98M	541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY) \$1.24B

Source: VCE-BI as of 20 OCT 2023





How to do Business with the Army

- Determine the Product of Service
 - Know which division of the Army would buy this product or service
- Register in the System for Award Management (SAM)
- Capability Statements / Briefings
 - Highlight your company and what differentiates you from your competitors
- Be knowledgeable on your customer; do your homework before meeting with any government officials
 - Know who you are talking to and what is important to them
 - Use APEX Accelerators, SBDCs and other resources for help with the fundamentals
- Respond to sources sought notices (SSN) and requests for information (RFIs)
- Pursue subcontracting opportunities (SUBNET)
- Determine if the Government Purchase Card can be accepted
- Monitor Federal Business Opportunities (Army Website, SAM.gov)
- Utilize the Army Small Business Programs





Forecasted Opportunities



LONG-RANGE ACQUISITION FY 2024 FORECASTS

- U.S. Army Corps of Engineers (USACE)
- U.S. Army Futures Command (AFC)
- U.S. Army Materiel Command (AMC)
- U.S. Army Medical Research and Development Command



<https://osbp.army.mil/Resources/Army-Long-Range-Acquisition-Forecasts>





Closing Comments and Questions

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U.S. Army Materiel Command RESOURCE GUIDE

U.S. ARMY

- Digital copy is available on the web
(<http://www.amc.army.mil/Media/Publications>)

AMC – Sustaining the Strength of the Nation!

