



DEPARTMENT OF THE ARMY
OFFICE OF THE SECRETARY OF THE ARMY
OFFICE OF SMALL BUSINESS PROGRAMS
106 ARMY PENTAGON
WASHINGTON DC 20310-0106

November 18, 2014

Mr. Scott Denniston
Executive Director
The National Small Business Coalition
14001-C St. Germain Drive, #652
Centreville, VA 20121

Dear Mr. Denniston:

On behalf of the Secretary of the Army, Honorable John M. McHugh, this letter is in response to your letter dated September 19, 2014, requesting the Army's strategy to ensure compliance with Executive Order 13360, Providing Opportunities for Service Disabled Veteran Businesses to Increase their Federal Contracting and Subcontracting.

The Army Office of Small Business Programs (OSBP) developed a six-component strategic plan to increase contracting opportunities for SDVOSBs. The plan which is hosted on OSBP's website, www.sellingtoarmy.info includes the following strategies.

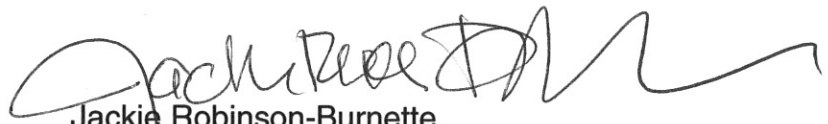
- a. Increase the SDVOSB base by identifying and developing companies that possess the capability and capacity to meet the full spectrum of Army acquisition requirements.
- b. Increase sole source and restricted competition contracting opportunities for SDVOSBs through extensive market research and innovative acquisition strategies.
- c. Educate Army leadership, acquisition professionals, and SDVOSBs through a modular, turnkey training program that utilizes state of the art delivery methods.
- d. Maintain strategic partnering relationships with DoD/ODA organizations, Federal Agencies and VSOs.
- e. Leverage all small business programs to maximize contracting opportunities for SDVOSBS.

f. Foster prime and subcontracting opportunities through joint ventures and teaming arrangements.

The successful implementation of the strategic plan is evident by the Army exceeding the 3% statutory prime contracting award goal to SDVOSB firms over the past four fiscal years (FY 11 – FY 14). This equates to approximately \$10.4 billion in prime awards to small business firms owned and operated by veterans with a service connected disability. Again, the strategic plan as well as other training resources is publicly available on Army OSBP website at www.sellingtoarmy.info.

I trust that the information provided is responsive to your inquiry. If you have any questions or need further assistance, please contact Mr. James Lloyd, Veterans Program Manager at (703) 697-2868 or e-mail James.c.Lloyd20.civ@mail.mil.

Sincerely,

A handwritten signature in black ink, appearing to read "Jackie Robinson-Burnette". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Jackie Robinson-Burnette
Deputy Director,
Office of Small Business Programs