



Small Business Sector Report

January 21, 2011

Discussion Topics

1. Given the obvious constraints on what can and/or cannot be openly discussed at this time, how satisfied is Industry with current communications. And what is the resultant impact on your business.
2. What reactions are you initiating in response.
3. What are your thoughts with regards the various efficiencies being planned-implemented by the Government

Member Comments, Question 1

Communications with industry are way too tentative, not nearly enough real guidance to prepare industry for upcoming solicitations.

Every communication is general, specifics are rarely offered.

Information are usually very optimistic as to schedules , budgets and upcoming programs, the reality is that almost on projected schedules are ever met.

Communications are too general, a small business can't afford to be a generalist.

Most of the small business community is very dissatisfied with the current level of information they are receiving.

Member Comments, Question 1

I am trying to understand where the JPEO is going and what direction my business should take.

Over the past three years the communication with industry has been poor, I do not think the JPEO and the various PM shops have done a good job in telling industry what is needed.

Member Comments Question 2

In my business what it means is that I can only make tentative commitments to support the customer and hope as the schedules change I don't find myself with two commitments at the same time.

If you do not firmly commit to a schedule you will be replaced.

With limited communication from the Government I now have to spend a significant amount of time and effort researching.

We are trying to use SBIR transition funds to move our technology forward.

Member Comments Question 3

The measured that might be used to reduce indirect expenses on government contracts are too poorly defined for us to have any meaningful reaction.

This is a great area for us to bring best commercial practices to the government and help them implement them.

If you can describe to me an action being planned that is in fact an increase in “efficiency” I would be happy to comment.

Hard choices will also need to be made by Small Businesses and they will not continue to invest in JPEO programs continue to be cut back or pushed to the right

Summary

- The responders in general are not happy with the current communication level.
- A common issue appears to be the Small Business sector is greatly concerned with the current funding environment, the cancellation of programs, and the schedule delays.