



Small Business Sector Report

July 21, 2011

Small Business Sector Replies

- Received 6 responses to the questions
- All 6 responders did not answer all of the questions

Are DoD intentions for T&E and Advanced Manufacturing facilities clear to the industry?

Three of the responses were concerned that this may limit opportunities for Small Business in the future.

Does the industry understand how the T&E and Advanced Manufacturing Facilities will impact current and future medical product development contracts (cost, risk, FDA sponsorship, IP rights)?

There were no responses to this question.

Would a requirement to use these facilities for nonclinical and manufacturing activities impact the desire of the industry to enter into contractual arrangements for medical product development with the DoD?

Three responders felt that if they were required to use these facilities it would limit competition and their cost would go up. One responder felt that it would limit potential future business opportunities for their company.

Does the industry have recommendations for implementing the use of these industry-friendly Facilities?

There were no responses to this question.

What is the likelihood of increased or sustained IR&D funding in your sector?

Five responders felt that for the near future it will be very difficult to obtain any Plus-up funding from their Congressional Members and that funding cuts in the budget would severely affect the CBRN sector.

Do you have any ongoing non-CBDP efforts (e.g. other efforts with DoD, DOE, DHS ...) that we may be able to leverage?

There were no responses to this question.

The JPEO has scheduled an APBI for September 2011. Do you find the APBI useful? What type of information do you expect to gather when attending? Have the APBI's in the past been useful to our industry partners? How have they been use full?

Six members responded to this question, the following statement is a summery.

In the past, the APBI meetings have been very useful to industry. Recently, they have not been as useful. They do give industry insight into what projects are on the horizon, but they given no visibility into the budget for the projects. The meetings focus more on what projects there are, but it does not give any detail into what level the program is funded to or whether it is funded at all.

Does Industry find the release of Requests for Information (RFIs) and draft Requests for Proposals (RFPs) in conjunction with an Industry Day useful For the development of proposals?

Six members responded to this question, the following statement is a summery.

Yes, the Industry does find the release of RFIs and draft RFPs useful in conjunction with an Industry Day for proposal development. There is a substantial cost that companies incur when developing a proposal. The RFI and draft RFPs allows a potential bidding company to get in early with questions and comments that can allow for a more useful Industry Day. This allows the customer to know more about the bidders and the bidders to understand what the customer needs are. Proposals can better be developed based on technological skills of the company and needs of the customer.

What are some characteristics of RFPs that best facilitate the proposal formulation and development process?

One response received.

- *The draft RFP allows the industry company an early opportunity to make the program pursuit decision and layout the proposal plan and team. In this phase the company will:*
- *Assign capture core team and proposal team*
- *Draft capture plan*
- *Approve capture plan*
- *Implement the capture plan and develop proposal strategy*
- *Collaborate with prospect on problem, analysis, vision, and requirements.*
- *ID and initiate the teaming relationship*
- *Write an executive summary draft*
- *Prepare a business plan case*
- *Define baseline solution and price to win*
- *Prepare proposal management plan*

What factors most limit the degree to which you compete for work with JPEO-CBD?

One response received.

The growing trend of the US Government is to award programs that include full logistics management, that do not have technology as the main focus. This drives the program prime to be a large company with the subcontractor being the small business that has the technology expertise. Small businesses are generally limited in the area of logistics development because they cannot carry the overhead and be competitive.

What impact has been realized with the reduction in DoD demand for protective equipment, to our Industrial partners in terms of ability to maintain the resident expertise required to produce and sustain protective products?

Five responses received.

The drastic budget cuts are either eliminating or reducing the quantity of items being bought by the military. This lack of production causes small businesses to have to cut back on the work force and engineering force that supports these programs. The businesses therefore are losing trained personnel and expertise.

In the event of a surge in DoD demand for protective equipment, what will be required in terms of funding and other resources to increase production from either a minimum sustainment rate or from a cold start?

Five responses received.

It is dependent on the project. Hire back all people laid off if they are still available and come back up the training curve. Procure additional equipment and possible floor space. In addition several small business may not be in this business sector any longer or out of business.

What areas of protection and hazard mitigation offer the best Opportunities for innovation and meaningful capabilities enhancement for the Warfighter?

Received six replies to this question, each high lighting the area of business that the responder is involved in.