



Chemical Biological Defense Acquisition Initiatives Forum (CBDAIF)

**Small Business
SECTOR REPORT
27 September 2018**

Presented by Sector
Representative, Bill Baugh

Small Business Sector Companies

- Act-I
- Air Techniques International
- Aleut Management
- Analytic Services, Inc.
- ANP Technologies, Inc.
- Arete
- Argon Electronics
- ATI
- Avon Protection Systems
- Bayside Materials Technology
- BioQuell
- Boise Technology
- Bravura Information Technology
- Bruhn NewTech
- Chem Image
- Cubrc
- Dave Wheatley Enterprises
- Davis Defense Group
- Davis-Paige Management Systems
- Defense Architecture Systems, Inc.
- Design West Technologies, Inc.
- DCS Corporation
- Defense Group, Inc.
- Domain X Technologies, LLC
- First Line Technology
- IEM
- Infocitex
- Intelagard
- Intuitive Research and Technology
- Isovac Products, LLC
- JRAD
- Meso-Scale Diagnostics, LLC
- MSA
- Operational Resources International
- Patricio Enterprises
- Production Products
- PSI Corporation
- Quicksilver Analytics, Inc.
- RAE Systems
- Research International, Inc.
- Strategic Analysis, Inc.
- Sci Tech Services, Inc.
- Sentel
- Sigmatech, Inc.
- Solutions Unlimited
- SRD Corporation
- Telops
- Tenax Technologies, LLC
- Tradeways USA
- Utilis
- Veterans Corps of America

Small Business Sector Health

- Current Health
 - The Small Business Sector is generally healthy and JPEO-CBRND is fair and proactive supporting small businesses.
 - Small businesses are benefiting from the shortened procurement cycles from acquisition reform and OTAs.
- Future Health
 - Ongoing efforts to result in a more efficient procurement system should benefit both users and customers and bodes well for the future.
 - Budget uncertainty is always an issue and small businesses do not have the financial depth to financially weather long dry spells.

Major Small Business Sector Concerns

- The Industrial Base consisting of both large and small businesses must be maintained. The general small business perception is that the current balance is good. The community is concerned that the balance could shift in the future.
- Continued support of mentor protégé programs and large business / small business joint ventures is desirable.
- Consider a break out session at the NDIA JPEO-CBRND conference in Delaware to focus on using OTAs innovatively in partnership with Pine Bluff and small businesses to support the Organic and Industrial Base.

Other Small Business Sector Issues

- Generally the JPEO-CBRND has done a good job of allowing small businesses performing successfully to continue with on-going contracts.
- Other agencies such as DHS and some ECBC programs have started as small business set-asides and switched to unrestricted which is not appreciated by the small business losing the work.
- Regarding the JE-CLaSS program, if a small business has successfully performed and the follow-on work is bumped up to the large business category – it is requested that an out of cycle on-ramp be provided to allow the small business to compete in the large business category.