

Chemical Biological Defense Acquisition Imitative Forum (CBDAIF)

Small Business Sector Report
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Companies in Sector

- ACT-I Air Techniques (International)
- AMH Consulting
- Argon Electronics (UK) Ltd.
- Arlene Selber Consulting
- Avarint, LLC
- Bruhn-NewTech
- Climatronics Corp.
- Davis-Page Management Systems
- Defense Group Inc. (DGI)
- Domain X Technologies LLC
- First Line Technology
- Intelagard
- JGW Group
- Michael T. Brown Consulting LLC
- Production Products Mfg. & Sales, Inc.
- Relevant Technology (formerly Domenix) Research International, Inc.
- TENAX Technologies
- Tex-Shield, Inc.
- The Lucas BD Group
- Tradeways USA Ltd.
- Tyco
- VF Warner & Associates

Health of Sector

- Overall, the sector has grown and there has been a positive movement to assist and help small businesses participate in JPEO opportunities.
- The Small Business office should allow small companies to express their authority (optional) to release their names in requesting a RFP.
- This would allow companies to contact them for possible teaming.
- Old story but some small companies have the technology but not the knowledge of the JPEO business sector

Major Sector Concerns

- Continuation of practice of not holding a bidders briefing after release of a draft RFP and after Q&As are released.
 - Example: the Chemical Surface Detector (CSD).
- Good build up during APBIs and announcement of programs but confidence wanes when long major delays occur
 - Examples: JCACS, CSD, JE-RDAP.
- Contract vehicles are still an issue for SB with credentials to get work.
 - Can the JPEO look at the GSA IT 70 schedule as an option for small and easy contact awards?
 - Many SB have schedule and can easily get them. the JPM can target SBs with capabilities for small dollar awards (~100K) for efforts that do not require large procurements.

Sector Expectations for CBDAIF Meeting Outcomes

- Honest and open communications – this has improved over the years and we know Doug will make it even better.
 - More forecasted budgets
 - Earlier announcements of probable delays in RFPs.
- Perhaps CBDAIF can recommend – and JPEO can consider – holding a working conference on how actual opportunities with ECBC/JPEO work or how companies can collaborate with ECBC/DTRA.
 - Need to address openly how the money flows.