

# NDIA Rocky Mountain Chapter Small Business Committee January 2010 Breakfast Meeting

## Welcome Guest Speaker

**Mr. Brian Sasaki; Small Business Specialist, Space Missile Defense  
Command, Army Forces Strategic Command Division**

**Special Thanks to  
Managed Business  
Solutions  
For Hosting This Event**



**January 14, 2010**  
[www.ndiarmcsb.org](http://www.ndiarmcsb.org)

# Agenda

- Welcome & Host Introduction
- Upcoming events/speakers
- NDIA Membership
- Update on NDIA Small Business Division Activities
- White Paper Reviews
- NDIA/CSA Small Business Focus Panel

# Upcoming Dates

- RMC-SBC Breakfast Meetings
  - 2nd Thursday of the month 7:30 – 9:00 AM
  - Next Meeting 11 February 2010
    - Panel discussion with folks from the “contracts” discipline.
      - » Invitees in process
    - Gary Henry moderator (Invited)
- Social?

# Targeted Speakers Ahead

- Speakers
  - Ron Poussard, AF Small Business
  - Sarah Drzemala, 50 SW SBO (Schriever AFB)
  - Doug Smith 850<sup>th</sup> and other ESC
  - Others???

**Join The NDIA Rocky Mountain Chapter!  
\$250 Corporate Membership  
Special Offer Still Valid!!**

**Congratulations**

**New Rocky Mountain Chapter Member!!**

**Overlook Systems Technologies Inc.**



Corporate  
Application

# NDIA Small Business Division Updates

- TBD

# NDIA/CSA AFSPC SB Focus Panel Charter

- Identify areas where AFSPC is falling short of meeting small business contracting goals
- Identify acquisition models in use by other services to increase SB contracts
- Identify areas where there are qualified SB primes that could benefit AFSPC's programs
- Provide recommendations to SBA on changes to acquisition strategy that could result in more SB contracts and meeting AFSPC's SB Goals

# NDIA/CSA Small Business Focus Panel

- AF Space Command and SMC have been tasked by Air Force leadership to increase their Small Business contracting percentages from 9.41% in FY08 to 15.58% in FY09 and 17.48% by FY13. This significant increase will require new thinking on how more small businesses can support space acquisition programs in a prime contract role. The SBA Procurement Center Representatives for AFSPC and SMC have invited the NDIA Rocky Mountain Chapter Small Business Committee and the California Space Authority to provide recommendations from industry which they can use to engage in discussions with AFSPC and SMC on how the current acquisition policy can be adjusted to improve small business contracting competitiveness. If you would like to participate in a focus panel to prepare this input to SBA, please contact Alison Brown, NDIA RMC SBC chair, at [abrown@navsys.com](mailto:abrown@navsys.com) or Margaret Lau, CSA, at [Margaret.Lau@californiaspaceauthority.org](mailto:Margaret.Lau@californiaspaceauthority.org).



# NDIA/CSA AFSPC SB Focus Panel

## Working Group Leads

- Jay Brownfield – Successful SB Contracting Models
- Gordon Bate – SB Services
- Frank Backes – SB Products
- Alison Brown – SB Technology (SBIR)

OTHER's??

# BackUp

# John Herd – White Papers

- White Papers on contract bundling issues and insourcing