

“Fort Detrick and the Business Development Office -Center of Excellence Gateway to Economic Opportunity!”

“The Fort Detrick Business Development Office combines the opportunities offered by public sector initiatives with private enterprise into a comprehensive single business asset utilizing the small, diverse business, HBCU/MI and Prime Contractor alike – at no charge!”

Darryl D. Rekemeyer

Director

An Overview

- In the beginning:
 - Fort Detrick Alliance
 - Frederick County Office of Economic Development
 - MRMC
 - USAMRAA
 - FDCC

Criteria for Success

- Off Post but close to the main gate
- Cadre of Professional/Business acumen
- Serve all business enterprise models, large, small and diversity; Profit/non-profit
- Serve the Garrison and all Mission Partners
- Provide space for a Technology Transfer person; OSBP USAMRAA; Economic Development representative; and COR (USAMRAA)

FUNDING



**CONGRESSMAN BARTLETT MAJOR CONTRIBUTOR
TEDCO REPRESENTATION FUNDED BY SENATOR MIKULSKI
ONGOING CONTRACT FUNDING PROVIDED BY USAMRMC,
USAMRAA**

WHY AN FDBDO MODEL?

**IDEAL MODEL FOR MIXED ASSET INSTALLATION:
MAJOR FUNDING PROVIDED BY USAMRMC/USAMRAA (Fort Detrick
MAJCOM)
ANNUAL OPERATING BUDGET FOR FDBDO DIVIDED AMONG MISSION
PARTNER ORGANIZATIONS EQUALLY (EG. 40 ORGANIZATIONS
DIVIDED INTO \$500,000.00 = \$12,500.00)**

2004 GSA 8(a) Competitive Procurement - Now Woman Owned, Veteran Maryland Corporation

Performance Based;

Bi-directional in focus:

Private Sector Business Development

Federal Government Market Research

FDBDO works with scientific research communities and organizations, major prime contractors, educational enterprises including HBCU/MI institutions

FDBDO resources include:

OSBP USAMRMC (Instrumental in development of FDBDO model)

OED – Frederick County (FITCI and local resources)

TEDCO (FDTTI)

SCORE

PTAP/PTAC

***THE FDBDO IS A SUCCESSFUL SINGLE COMPREHENSIVE FEDERALLY FUNDED
MODEL THAT INCORPORATES THE LARGEST NUMBER OF RESPONSIVE BUSINESS
DEVELOPMENT ASSETS TO SERVE THE BUSINESS COMMUNITY!***



Data Solutions & Technology
Incorporated

The FDBDO Design Model - Mixed Commercial Assets/Mixed Fort Detrick Assets:

- More business opportunities for local/regional businesses
- Easier access to information and support
- Serve the Fort Detrick Garrison and all Mission Partners
- Facilitate understanding of Fort Detrick as a member of the community
- Better opportunities for Technology Transfer
- An understanding of commercial business operations

CHALLENGES & OPPORTUNITIES

Challenge #1: Multi-Service Mission

- Military bases are becoming multi-service
 - Services moved all military medical logistics units to Fort Detrick
- New Defense Medical Logistics Center (DMLC) places them in the same building
- Adapt joint IM infrastructure and architecture to accommodate a “purple” function

CHALLENGES & OPPORTUNITIES

Challenge #2: Multi-Agency Mission

- “War on terror” has broadened the number of agencies involved in the war effort
- Military bases have become ideal locations for collaborative inter-agency efforts
 - National Interagency Biodefense Campus (NIBC) incorporates laboratories from many agencies
 - Foreign Disease-Weed Science Research Unit
 - Integrated Research Facility
 - National Biodefense Analysis and Countermeasures Center
 - US Army Medical Research Institute of Infectious Diseases
- NIBC Information Technology working group is exploring opportunities for collaboration

CHALLENGES & OPPORTUNITIES

Challenge #3: Base Realignment and Closure (BRAC)

- Armed Forces Reserve Center
- Navy Medical Research Center
- Transfer of Forest Glen Annex from Walter Reed Army Medical Center to Ft. Detrick

Operational vs. Strategic Contracting

- **USAMRAA does a lot of Operational contracting – buying routine operational needs (supplies and services).**
- **But, USAMRAA is a strategic Contracting Activity with a mission of supporting Medical Research and Development.**
- ***The FDBDO Recognizes this and introduces this fact to a largely unsuspecting cadre of businesses!***

Collaborating for Mutual Success



Investors/Venture Capitalists



Colleges/Universities



Fort Detrick Offices and Facilities



Fort Detrick Mission Partners

Workshops for Businesses

Gateway to Working Together

e-Learning

Single Point of Contact

Advanced Acquisition Forecast

Technology Transfer Support



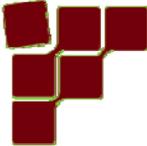
Government Agencies/Labs

Teaming Arrangements



Small Businesses

Networking and Business Opportunities


FDBDO
FORT DETRICK
BUSINESS DEVELOPMENT OFFICE
DEVELOPING BUSINESS, BUILDING SUCCESS

www.fdbdo.com

Market Intelligence



Community

Small and Disadvantaged Business Support

FDBDO “Mission Partnership”

- **FDBDO**
 - Senior level sales marketing management experience
 - Federal Government experience
 - Local knowledge and participation
- **TEDCO & the Fort Detrick Technology Transfer Initiative–**
 - Senior level former Government Professional
- **Frederick County Office of Economic Development**
- **OSBP – Associate Deputy Director USAMMRC**
- **USAMRAA COR**

Our Positive Marketing Influences

- Regional involvement
 - SMART (Strengthening the Mid-Atlantic Region for Tomorrow)
 - “SMART Proc”
- Facilitate regional partnering opportunities
- “Push” opportunities to client base
- Provide direct support for Fort Detrick Prime Contractors:
 - NBACC Construction
 - NBACC Operating Contract RFP process

Clear FDBDO Performance-based Contract Differentiators

- Focus is support and customer service to clients, customers and community:
 - Facilitate partnering amongst our clients
 - Provide Business Development training and individual coaching
 - Market Research for customers
 - Advice and Counsel
- Involvement of community educational and other assets
- Office has no direct influence on procurement process – Not a Government entity
- Staff experience is in Business Development for commercial entities and successful sales and marketing to the Federal Government/ Civilian agency and DoD
- Virtual “Quota Based” Performance by the FDBDO
- First 8 Months in Operation - \$5-7M
- First 2 Months Second year - \$5M+
- Recently the FDBDO supported a SDVOSB with a Grant Proposal to USAMRAA
- Promoted the proposal efforts of a local law firm and a patent services enterprise in response to a recent RFP

Imitation is the Sincerest Form of Flattery!

- Fort Leonard Wood
- Fort Belvoir
- San Antonio Area
- Fort Bliss
- Fort Meade Alliance(FDBDO proposal)
- Aberdeen (Interviewed FDBDO and will follow the FDBDO model)



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