

“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

Fort Detrick Universe – FY08 – Not including Forest Glen

Land Area

- 1,211 Acres –
 - Main Post (Area A) – 728 acres
 - NCI (NIH)- 68 acres
 - Area B – 399 acres
 - Water and Waste Water Treatment Facility (Area C) – 16 acres

Airfields

- 1 Heliports

Fort Detrick Strength

- 7,900 Personnel
- 38 Tenants
- Medical Logistics
- Telecommunication
- Medical Research

Emergency Response

- Hazmat
- Fire
- SRT
- Police

Buildings

- Detrick has 202 Army owned buildings

Bldg. Square Footage

- 2,634,442

Utilities

- Electric- commercial
- Natural Gas- privatized
- Water and sewer treatment plants- Detrick
- Solid waste- Detrick
- Steam sterilization Plant- Detrick

Army, Navy, Air Force, Marine, Civilian, Contract personnel working together to provide critical support/solutions for our Nation.

Entry Gates

- Veterans
- Old Farm
- Opposumtown
- Rosemont(Closed)

Barracks

- 7 Barracks

Roads

- 25 Miles

Family Housing Units

- 358 RCI owned buildings

A RECENT BRAC GAIN FOR FORT DETRICK



Forest Glen Annex



Forest Glen Annex, Silver Spring, MD

- USAG Fort Detrick takes over Oct 1, 2008
- Approx. 1,400 people, military, civilian, contractors
- Approx. 130 acres
- WRAIR, NARMC
- Museum plans
- Glenhaven Housing Area



In all, almost \$1 billion in projected construction projects over the next three years



Total Employment Growth

(revised as of August 2008)

Organization	2007	2008	2009	2010	2014	2018
BRAC				242		
USAMRIID (inc Phase 2)					164	400
NIAID			160			
NBACC	40		70			
Defense Med Log Ctr		45				
Veterans Administration Clinic			35			
Other	10	20	20			
TOTAL	50	85	285	242	164	400
TOTAL NEW EMPLOYMENT						1,206
NCI-FREDERICK (over 3-5 years)				<u>200</u>		

GRAND TOTAL EMPLOYMENT GROWTH 1,406

2009-2014 – estimated peak number of contractors vehicles = 1800

USAMRIID – US Army Medical Research Institute of Infectious Diseases (Army)
 NIAID – National Institute of Allergy and Infectious Diseases (NIH)
 NBACC – National Biodefense Analysis and Countermeasures Center (DHS)

Fort Detrick's Strategic Missions



**Center of Excellence for National
Biological Defense**

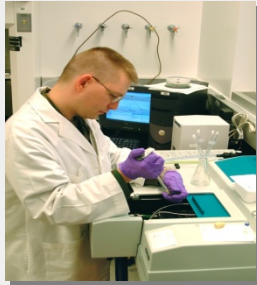
Medical Research



Strategic Communication

Defense Medical Logistics

Strategic Medical Intelligence



Dedicated, secure, and responsive
biocontainment laboratory capability to
conduct biological threat characterization
Dedicated bioforensic operational capability



KEY DRIVERS FOR A NEW USAMRIID:
Decompress outdated facility
Improve safety and biosurety components
Provide surge capacity to respond to biothreats

Fort Detrick quarters vital national
and international
global satellite operations.

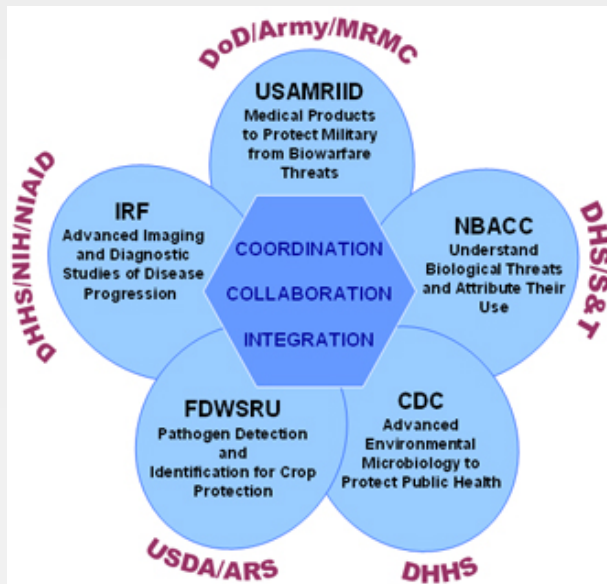


Fort Detrick quarters the development, allocation,
and international transport of the medical materiel
and supplies for all Department of Defense
branches of the service.





National Interagency Confederation for Biological Research



- Complementary Programs at Ft. Detrick Contributing to the Nation's Defense Against Biological Threats
- Contributes to Implementation of Homeland Security Presidential Directives on Biodefense
- Assumes a Fully Optimized USAMRIID as the Cornerstone

National Interagency Bio-Defense Campus

The Fort Detrick Business Development Office

www.fdbdo.com



The screenshot shows the homepage of the Fort Detrick Business Development Office (FDBDO). At the top left is the FDBDO logo. To the right is a navigation link for "Contact Us | Request Information". Below the logo is a blue banner with the text "DEVELOPING BUSINESS. BUILDING SUCCESS." A horizontal menu contains links for Home, About FDBDO, Partners, Registration, Opportunities, Resources, Broadcasts, and Maps and Directions. The main content area features a welcome message, a paragraph about the office's mission, a photograph of two scientists in a lab, and a list of news items. On the right side, there are sections for "News", "Popular Links", and "Upcoming Events".

FDBDO
 FORT DETRICK
 BUSINESS DEVELOPMENT OFFICE

Contact Us | Request Information

DEVELOPING BUSINESS. BUILDING SUCCESS.

Home About FDBDO Partners Registration Opportunities Resources Broadcasts Maps and Directions

Home » Welcome to the Fort Detrick Business Development Office (FDBDO)

Welcome to the Fort Detrick Business Development Office (FDBDO)

We at the FDBDO are dedicated to enhancing collaboration between Fort Detrick, its mission partners, and the private sector.



The Right Mix of Resources

The Fort Detrick Business Development Office (FDBDO) is dedicated to enhancing collaboration between Fort Detrick, its mission partners, and the private sector.

The FDBDO aligns its assets to your stage of development to:

- maximize market penetration
- public sector contract formation
- assist in your products and services maturation
- assist in channel and partner alignment

News

Fort Detrick to take over Forest Glen
 Originally published October 7, 2008

As part of the Base Realignment and Closure process, Fort Detrick will assume authority Thursday over Walter Reed Army Medical Center's Forest Glen section.

(Read more)

Frederick incubator graduates wave of biotechs
 Originally published Friday, September 12, 2008

With two success stories already, Frederick County's business incubator is graduating six more companies, most of which are setting up shop in the county.

(Read more)

Popular Links

Business Opportunities
[Find Business and Grant Opportunity Information](#)

Upcoming Events
[Download the Listing of Upcoming Events](#)

Register as a vendor with the FDBDO
[Download the Intake Form and find simple instructions here.](#)

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

FUNDING

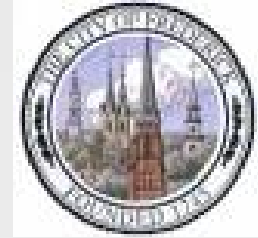


**CONGRESSMAN BARTLETT MAJOR CONTRIBUTOR
TEDCO REPRESENTATION FUNDED BY SENATOR MIKULSKI
ONGOING CONTRACT FUNDING PROVIDED BY USAMRMC,
USAMRAA**

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)**

Collaborating for Mutual Success



Investors/Venture Capitalists



Colleges/Universities



Fort Detrick Offices and Facilities



Fort Detrick Mission Partners

Workshops for Businesses

e-Learning

Advanced Acquisition Forecast

Technology Transfer Support

Teaming Arrangements

Market Intelligence

Single Point of Contact

Networking and Business Opportunities

Small and Disadvantaged Business Support

Gateway to Working Together

FDBDO

FORT DETRICK

BUSINESS DEVELOPMENT OFFICE

DEVELOPING BUSINESS, BUILDING SUCCESS

www.fdbdo.com

Local Government



Government Agencies/Labs



Small Businesses



Community

The Current DOIM Structure

- Communications Systems and Support
 - Voice and data communications
 - Unclassified and classified networks
 - NIPRNET/SIPRNET connectivity
- Virtual Private Network (VPN) for off-post secure NIPRNET connectivity**
- Trunked Radio System ---part of National Capital Region radio system**
 - Multimedia/Visual Information Processes
 - Graphics Arts
 - Photography
 - Audio/Visual
 - Administrative Services
 - Records Management & Publications
 - Copier Management
 - Freedom of Information Act (FOIA) and Privacy Act (PA) requests
 - Information Assurance
 - Comprehensive server and desktop security updates/software delivery
- DoD Information Assurance Certification and Accreditation Process (DIACAP) for USAG and Installation un/classified networks**
 - Automation
 - Server Hosting
 - Storage Area Network (SAN) with Data Backup/Recovery/Protection
 - Web hosting and development
 - SQL, Oracle, FileMaker database support & application development
 - Electronic mail and Blackberry support
 - FDA regulated systems
 - Continuity of Operations (COOP) hosting
- Customer Support Center ---Help Desk and Desktop Touch labor**
- Customer Account Management to support fee-for-service environment**
 - Computer Room
 - Staffed 7 x 24 with available support
 - Comprehensive server collocation structure
 - Redundancy with chillers/power/UPS/diesel generator backup

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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

US Army Medical Research Acquisition Activity Fort Detrick, MD

MG George W. Weightman (HCA)
Commander,
US Army Medical Research and
Materiel Command

Mr. Paul Michaels (PARC)
Director, USAMRAA



USAMRAA

Awards

(106% increase since 2004)

\$2.3B in FY 07

40% Assistance Agreements

60% Contracts

Staff

(31% increase since 2004)

165

Authorized to hire 225 (FY09)

USAMRAA Initiatives

- **New Products and Ideas Website (capturing and controlling unsolicited proposals; providing responses within 30 days)**



U.S. Army Medical Research Acquisition Activity (USAMRAA)

Procurement Advisory Notices

OSBP

Solicitations

Assistance Agreements

Forms

BAA

PA

New Products & Ideas Submission



USAMRAA is the contracting element of the U.S. Army Medical Research and Materiel Command ([USAMRMC](#)) and provides support to the Command headquarters and its worldwide network of laboratories and medical logistics organizations. USAMRAA also supports the Fort Detrick Garrison and its military tenant activities, Army-wide projects sponsored by the Army Surgeon General, and numerous Congressionally mandated programs.

News

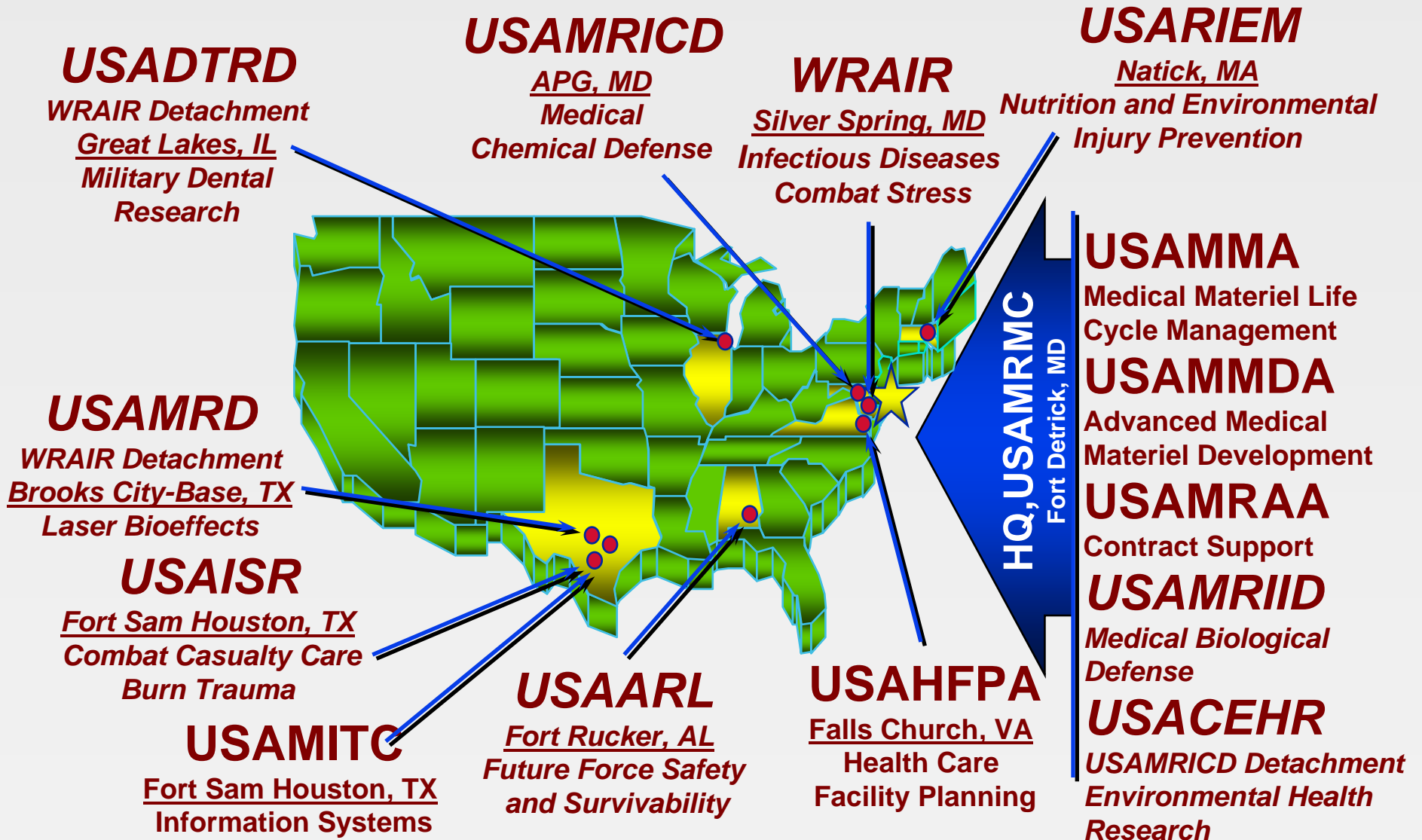
GRANTS.GOV

The US Army Medical Research & Materiel Command is a proud participant in the Government e-business initiative and the use of [Grants.gov](#) as the one-stop location for all assistance agreement postings. All Broad Agency Announcements and Program Announcements issued by our office are located on [Grants.gov](#) and can be located by doing a basic search and entering 12.420 in the CFDA field.

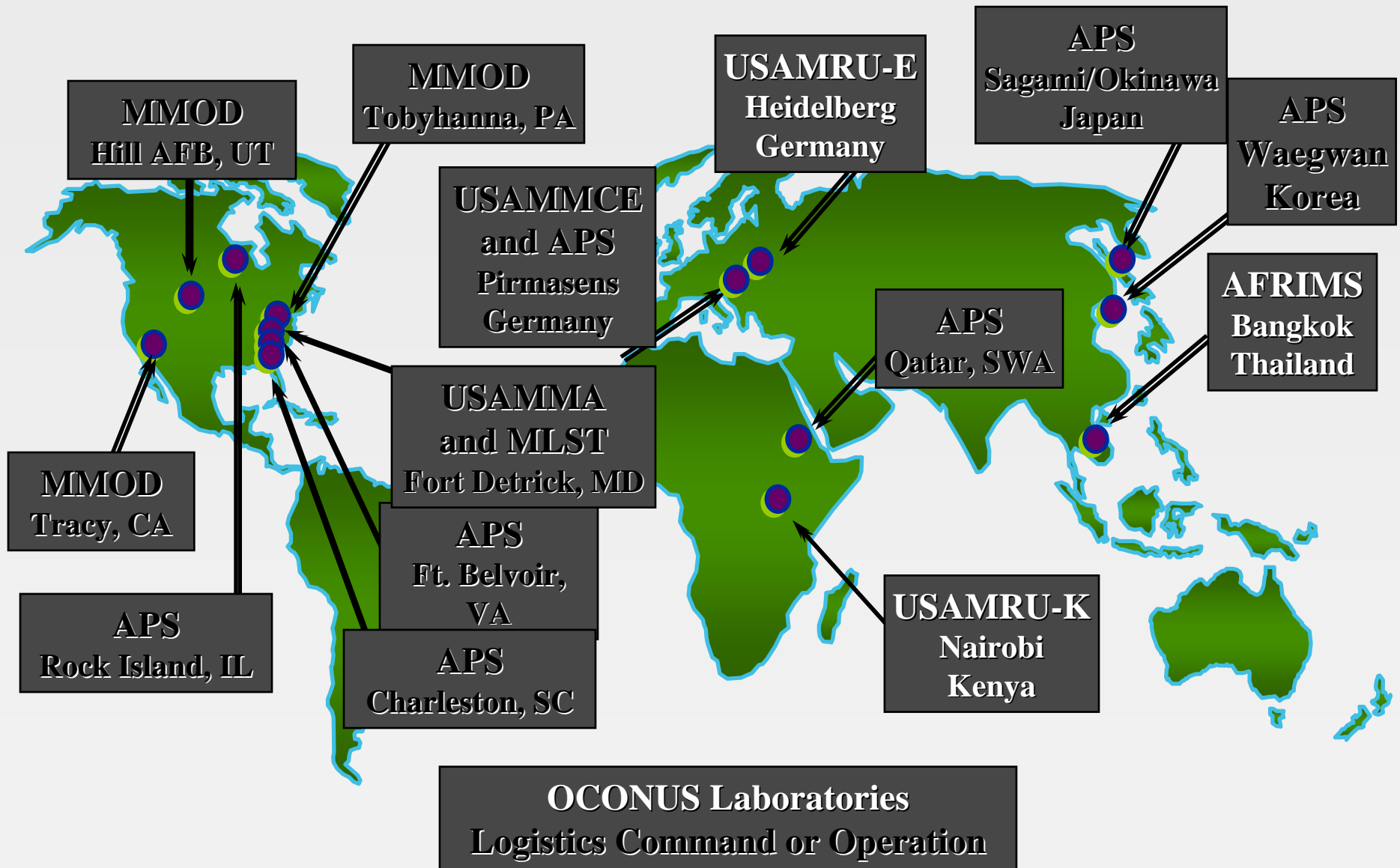
Operational vs. Strategic Contracting

- **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.**

CONUS Customers



Supported Overseas-Based Laboratories and World Wide Logistics Infrastructure



TWO IMPORTANT ADDITIONAL AGENCIES

- **USACE**

- Construction
- Baltimore District control



- **US DEPARTMENT OF VETERANS AFFAIRS**

- Center for Acquisition Innovation (CAI)
- VA Acquisition Academy



For More Information:

Our District Website:

<http://www.nab.usace.army.mil>

**Current Contracting Opportunities and
recently awarded contracts:**

<http://www.nab.usace.army.mil/ebs.htm>

List of BRAC work through FY13:

<http://www.nab.usace.army.mil/BRAC>

(Select “Potential Work”)

VA ACQUISITION CENTER

- 7495 NEW HORIZON WAY FREDERICK MD



UNITED STATES
DEPARTMENT OF VETERANS AFFAIRS



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