



opportunities. It also contains information about DoD needs for R&D efforts in fields in which unsolicited proposals may be appropriate. For subscription information for CBD contact:

Superintendent of Documents
U.S. Government Printing Office
Washington, D.C. 20402
Tel. (202) 783-3238

Small Business Innovation Research Programme (SBIR)

Each year, DoD publishes solicitations describing the R&D needs of DoD to be sought through this programme. To assist small businesses formulate better technical proposals for the SBIR programme the resources of the Defense Technical Information Center (DTIC) are available to prospective SBIR contractors. DTIC is the central repository within DoD for the interchange of scientific, technical, and managerial research information. DTIC's data base includes ongoing and completed research activities in virtually every subject area of science and technology. Further information can be obtained by contacting:

U.S. Small Business Administration
SBIR
1441 L Street, N.W.
Washington, D.C. 20416

Subcontracting Opportunities

Subcontracting offers small businesses an important means of participating in DoD purchasing, however the following should be considered:

- Production for DoD is often intricate and exacting. Subcontractors frequently have to work to very close tolerances, under precise specifications, and with tight delivery schedules.
- Subcontractors have no contractual relationship with the Government.
- The prime contractor will need to know as much about subcontractor's organization and its ability to perform the work as is needed to make the determination of responsibility described previously.