

FOR IMMEDIATE RELEASE

Beacon Associates Supports the Fort Detrick Business Development Office

Bel Air, MD – April 2, 2010 – Beacon Associates, a woman-owned small 8(a) business headquartered in the Baltimore-Washington metropolitan area, has been awarded a contract to support the Fort Detrick Business Development Office (FDBDO), located in Frederick, MD. Beacon Associates began performance on this contract as of April 1st, 2010. Their work will include managing the office, streamlining processes, and providing strategic support to the FDBDO to ensure its success as an integral component within the Ft. Detrick and Frederick business communities.

The FDBDO acts as a portal between USAMRMC and Fort Detrick, its partners, and the local business community. Thus, the relationships the FDBDO cultivates are integral to developing new business opportunities and innovation at Ft. Detrick and USAMRMC. Beacon will be bringing new innovations to the FDBDO, including hosting webinar training workshops, optimizing technologies to enhance vendor communications, participating on social networking sites, and more.

“Beacon has been directed to not only manage the business development office, but ensure that it utilizes all the resources and technologies available to help small businesses grow and thrive,” said Carol Koffinke, President of Beacon Associates. “As a successful small business, we have faced the obstacles of growing a business and developed the best practices at the various stages of the small business lifecycle. We are excited to share this knowledge with the FDBDO during this effort, and look forward to the opportunity to benefit other businesses on a growth curve.”

The United States Army Medical Research Acquisition Activity (USAMRAA), the support arm of the United States Army Medical Research and Materiel Command (USAMRMC), selected Beacon as the winner of this competitive procurement, with input provided by the USAMRMC and Ft. Detrick Office of Small Business Programs. Ft. Detrick and USAMRMC compose the leading edge of medical research, logistics, biological defense, cancer research, and many other related efforts.

About Beacon Associates, Inc.

Beacon is a woman-owned, small business and consulting firm that offers organizational effectiveness, technology, and operational solutions to the federal government and private industry. They are a certified 8(a) company, and some of their major customers include federal agencies, such as the Department of Health and Human Services, the National Aeronautics and Space Administration, and Fortune 500 companies, such as Dell and Microsoft. Currently, Beacon is managing 20 contracts in 16 Federal agencies and has contracts in 18 locations across the United States.

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