



Department of the Navy
Office of Small Business Programs

2014 Sea Air Space Symposium *Small Business Forum*

Tuesday, April 8th

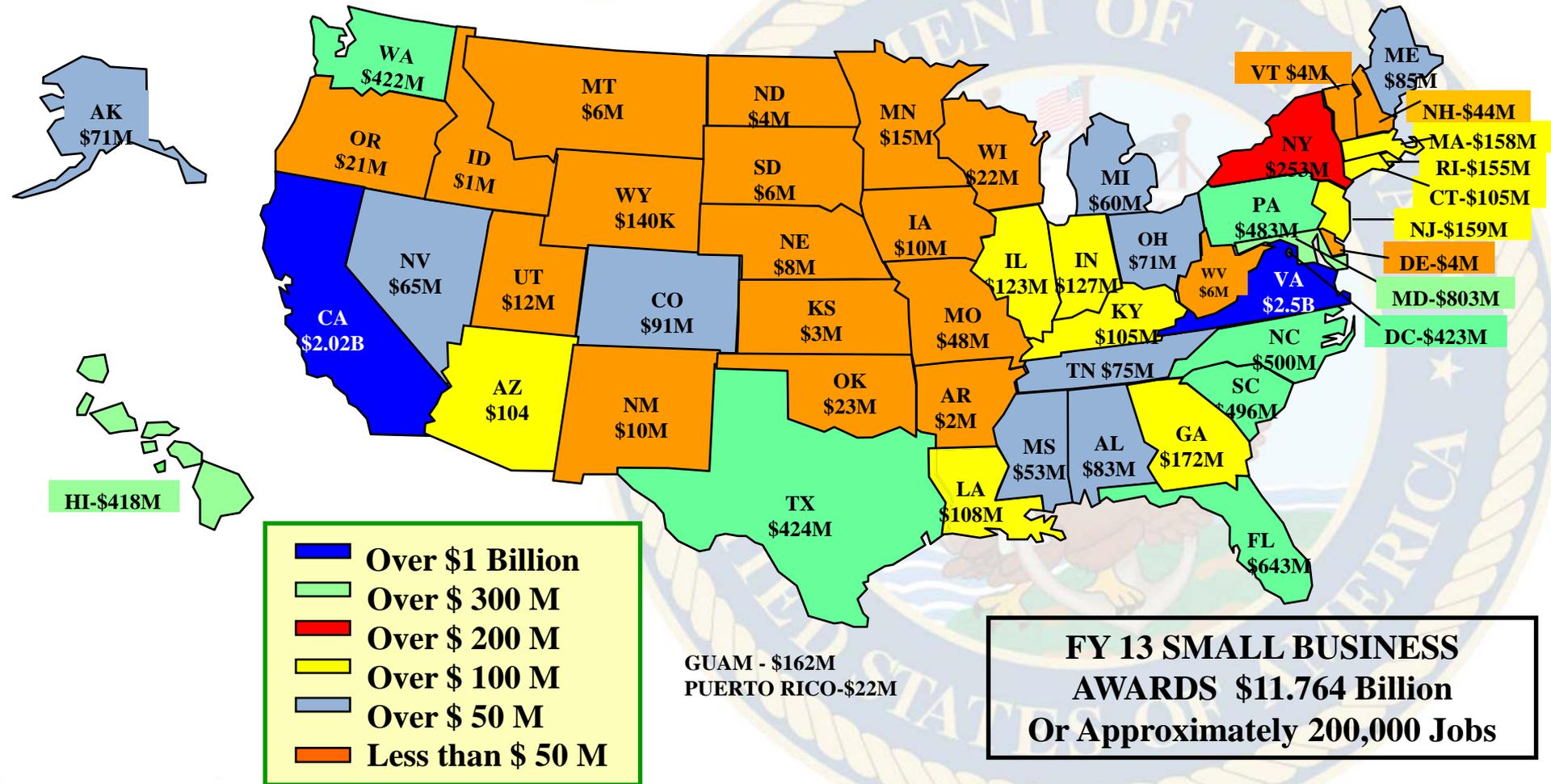
*Panelist: Mr. Sean F. Crean
DoN OSBP Director*

“Small Business...

T*he First Option”*

National Impact of DoN FY13 SB Awards

Department of the Navy
Office of Small Business Programs



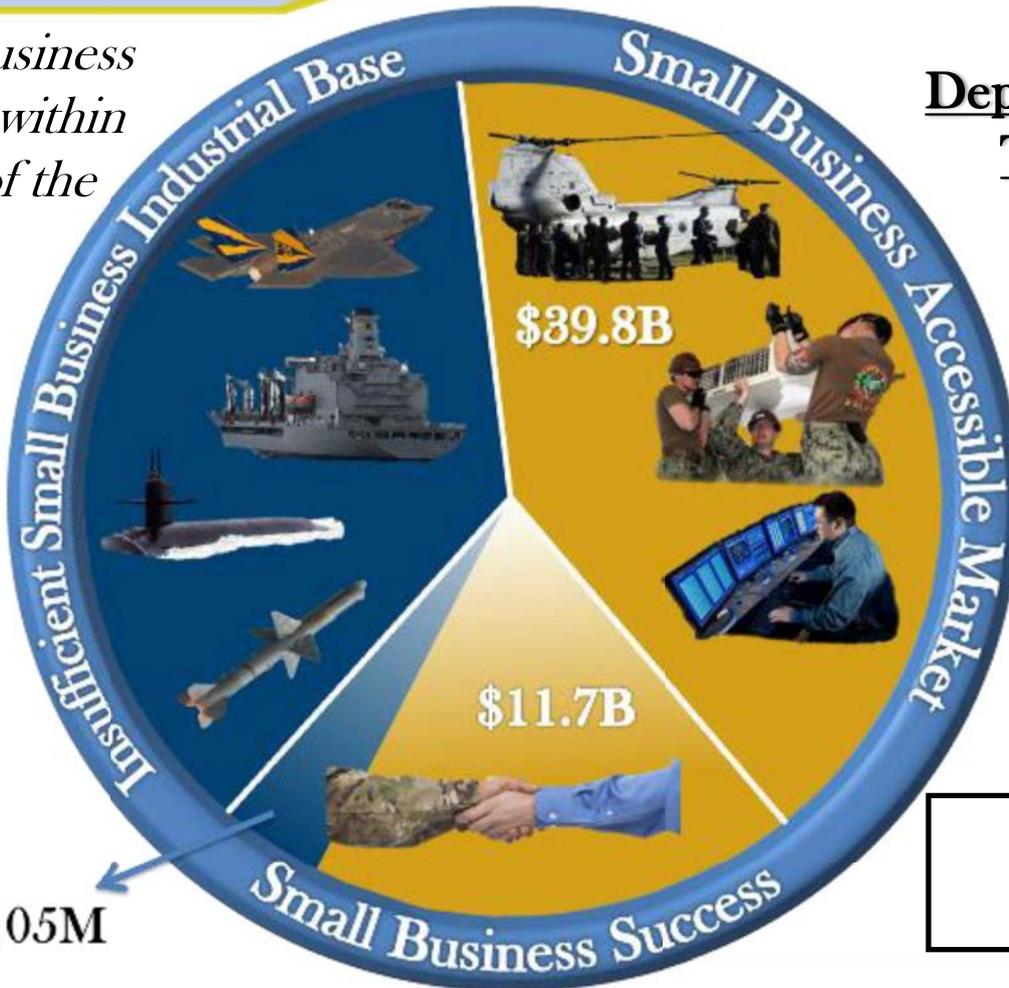
Focus

Department of the Navy Office of Small Business Programs

*Target the Small Business
Accessible Market within
the Department of the
Navy*

\$26.2B

**Small Business
Inaccessible Market
(SBIAM)**



\$77.8B

**Department of the Navy
Total SB Eligible
Spend FY13**

\$51.6B

**Small Business
Accessible Market
(SBAM)**

**Overall Small Business
Garnered: 15.11%
SBAM: 22.65%**



FY 13 Small Business Total Spend

Department of the Navy Office of Small Business Programs

Small Business
Inaccessible Market
(SBIAM)

Small Business
Accessible Market
(SBAM)

\$11.7B

Small Business Success

\$105M

SB Spend: \$11.7B

Top NAICS: 541330; 336611

SDB Spend: \$4.5B

Top NAICS: 236220; 541330

SDVO Spend: \$1.35B

Top NAICS: 541330; 236220

WOSB Spend: \$2.09B

Top NAICS: 541330; 541712

HUBZone Spend: \$963M

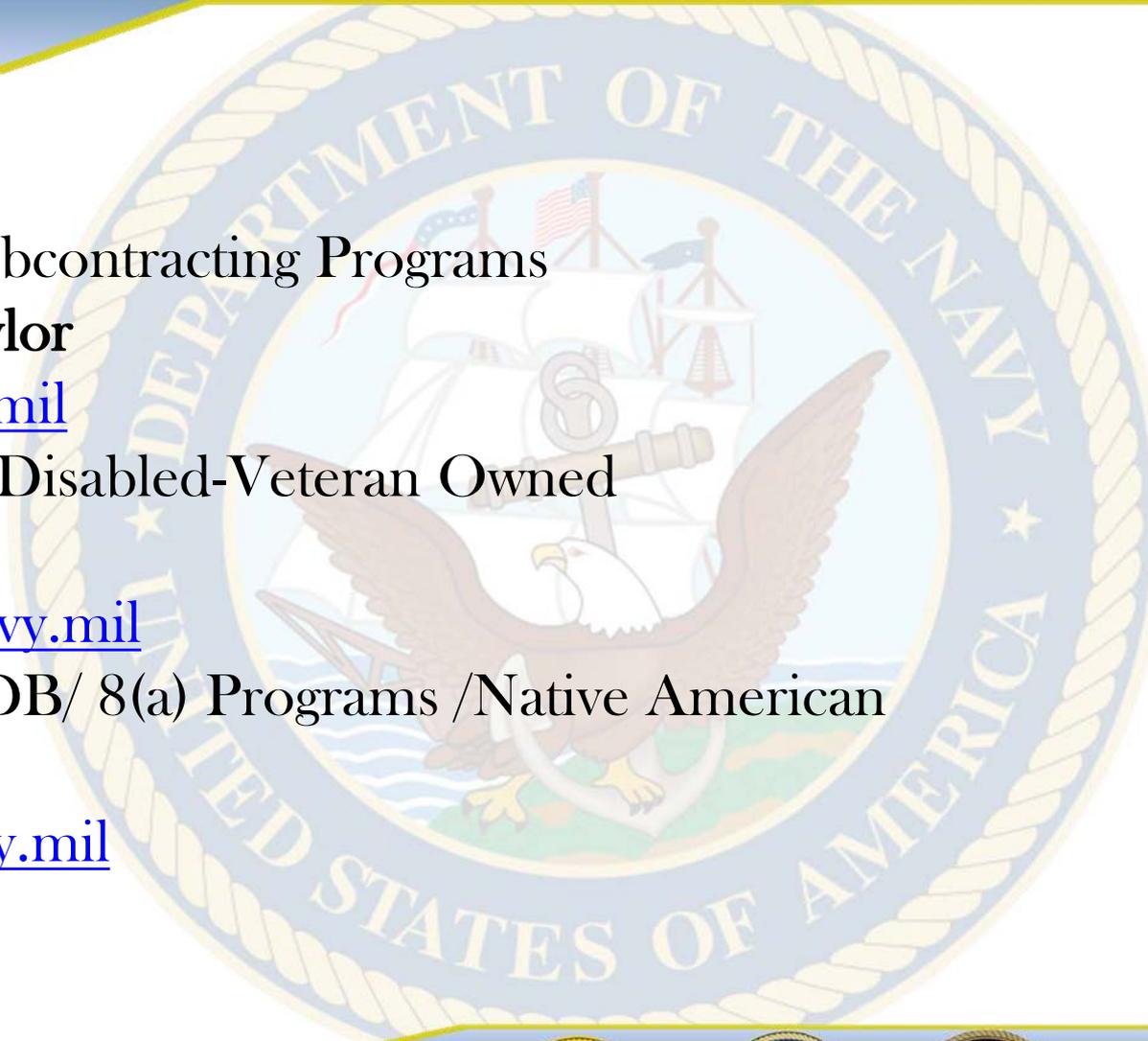
Top NAICS: 236220; 237310



Q & A

DON OSBP Contacts

- Mentor Protégé / Subcontracting Programs
Mr. Bradley D. Taylor
Brad.Taylor@navy.mil
- HUBZone / Service Disabled-Veteran Owned
Mr. Carlton Hagans
Carlton.Hagans@navy.mil
- Women-owned & SDB/ 8(a) Programs /Native American
Ms. Shawn Smith
Shawn.Smith4@navy.mil



Coast Guard Contracting Overview

Coast Guard Acquisition Centers

- Aviation Logistics Center (ALC) – Elizabeth City NC
- Command, Control, Communications, Computer & Information Technology (C4IT) Service Center – Alexandria VA, Martinsburg WV, Portsmouth VA
- Office of Contract Operations (CG-912) – Washington DC
- Shore Infrastructure Logistics Center (SILC) – Base Support – Norfolk VA
- Shore Infrastructure Logistics Center (SILC) – Construction – Norfolk VA
- Surface Forces Logistics Center (SFLC) – Baltimore MD

Coast Guard Awards to Small Business - FY 2013

Category	Award Dollars (in millions)	Award Percentages
Total Procurement Dollars	\$2,845.7	
SB Prime Contracts	\$961.2	33.8 %
SDB and 8(a) Prime Contracts	\$397.0	14.0 %
HUBZone Prime Contracts	\$120.7	4.2 %
SDVOSB Prime Contracts	\$186.0	6.5 %
WOSB Prime Contracts	\$133.8	4.7 %

Coast Guard Awards to Small Business Preliminary Accomplishments FY 2014

Category	Government Wide Goal	USCG Goal	USCG Accomplishment
SB Prime Contracts	23.0 %	33.5 %	50.3 %
Overall SDB	5.0 %	10.0 %	19.8 %
HUBZone Prime Contracts	3.0 %	3.8 %	5.2 %
SDVOSB Prime Contracts	3.0 %	3.0 %	6.3 %
WOSB Prime Contracts	5.0 %	5.0 %	7.1 %

Coast Guard Award Dollars FY13 Top 10 NAICS

NAICS Code	Total Awards (in \$M)
336611 Ship Building/Repairing	\$999
541330 Engineering Services	\$167
236220 Commercial and Institutional Building Construction	\$146
336413 Other Aircraft Parts and Auxiliary Equip Manufacturing	\$140
541611 Admin Management and General Management Consulting Services	\$135
541511 Custom Computer Programming Services	\$101
236210 Industrial Building Construction	\$85
541519 Other Computer Related Services	\$63
336612 Boat Building	\$60
541513 Computer Facilities Management Services	\$57

Current Opportunities

<u>Description</u>	<u>NAICS</u>	<u>Location</u>
• 140' Dockside Repairs	336611	Wisconsin
• Seismic Building Upgrades	236220	Alaska
• RF Power Components	423690	Virginia
• Housing Maintenance Air Station Borinquen	237990	Puerto Rico
• Overhaul of HC-144 Parts	488190	N. Carolina
• Shipyard Competent Person Training	611430	Virginia

Doing Business with the Coast Guard

- **DHS Small Business Assistance**
 - **Helpful Websites**
 - <http://www.dhs.gov/small-business-assistance>
 - <http://www.dhs.gov/do-business-dhs>
 - <http://apfs.dhs.gov>
 - <http://USASpending.gov>
 - <http://www.uscg.mil/acquisition/business/business.asp>
 - <http://www.sam.gov>
 - **OSDBU Vendor Outreach Events**
 - <http://www.dhs.gov/vendor-outreach-session-schedule>
 - <http://www.dhs.gov/department-homeland-security-industry-liaisons>
 - **USCG Small Business Specialist/Vendor one-on-one meetings**
 - **DHS Prime Contractor/Vendor one-on-one meetings for Sub Opportunities**

Doing Business with the Coast Guard – Resources Website

<http://www.uscg.mil/acquisition/business/business.asp>

United States Coast Guard
U.S. Department of Homeland Security

Contact Us | Site Map | FAQs | Phone Book

Search: Search

Search: Current Unit

Home | Careers | Units | Missions | Doing Business | About Us

Acquisition Directorate

Mission execution begins *here*.

Doing Business with Us

Home > Doing Business

Acquisition Directorate Head of Contracting Activity

Coast Guard Sequestration Letter to Contractors

The U.S. Coast Guard has released a letter to advise the contracting community of the Service's plans regarding actions that may be necessary in the event contract funding is affected by sequestration decisions.

Upcoming Events

Doing Business

- About
- Contract Opportunities
- Small Business
- Policy and Regulations
- Unsolicited Proposals

Resources

- Doing Business Fact Sheet
- Local USCG Small Business Representative
- Ombudsman Program for Agency Protests
- Coast Guard Acquisition Procedures
- Major System Acquisition Manual
- Simplified Acquisition Procedures

Related

- Research & Development
- International Acquisition
- Federal Business

Security Levels

MARSEC LEVEL 1 2 3
SIGNIFICANT RISK

NTAS
NO ACTIVE ALERTS
www.DHS.gov/alerts

Find Business Opportunities

- Check out current and future [contract opportunities](#) with the Coast Guard.
- Get assistance, contact information, and resources for [small businesses](#).
- Check out opportunities to partner with the Coast

How to Contract with USCG

- [Get a D-U-N-S number](#), a unique nine digit identification number for each physical location of your business
- [Register as a federal contractor](#) with Central Contractor Registration (CCR) database
- E-Verify System:

Doing Business with the Coast Guard –Resources

Strategic Sourcing

Strategic Sourcing Contract Vehicles

- **Established for efficiency and effectiveness**
- **Highly competitive multiple award ID/IQ contracts**
- **Teaming arrangements and subcontracting opportunities**
- **Mandatory for use (with limited exceptions)**
- **List of mandatory/non-mandatory strategic sourcing contract vehicles**
- **New strategic sourcing initiatives**

Strategic Sourcing Contract Vehicles

Small Business Tracks

- PACTS

- 100% Set-aside to SDVOSB

- FirstSource II

- 8(a)
- EDWOSB
- HUBZone
- SDVOSB
- All Small Businesses

- EAGLE II

- 8(a)
- HUBZone
- SDVOSB
- All Small Businesses

- TABSS

- 8(a)
- SDVOSB
- All Small Businesses

Coast Guard Small Business Specialists

USCG Small Business Specialists

- **Assigned to contracting office/COCO**
- **Review all prospective procurements for possible small business set-aside**
- **Provide information about doing business with USCG and procurement questions**
- **Facilitate identification of program POCs**
- **Coordinate with contracting officers/teams**
- **Assist with problem resolution**



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



Doing Business with DLA U.S. Navy OSBP Small Business Forum Washington D.C.

Amy Sajda
Director
Office of Small Business Programs
April 8, 2014

Mission: Supporting the Warfighter

We are America's combat logistics support agency.

Our mission is to provide best value integrated logistics solutions to America's Armed forces and other designated customers in peace and in war, around the clock, around the world.



Supply Chains Worldwide

Aviation

- Engine
- Components
- Air Frames
- Maps
- Aviation Lighting
- Bearings
- Flight Safety Equipment
- Environmental Products



Subsistence

- Food Service
- Produce
- Operational Rations
- Food Service Equipment



Energy

- DOD Executive Agent for all Bulk Petroleum
- Natural Gas, Coal, Electricity
- Aerospace Energy

Land

- Wheeled, Tracked & Heavy Vehicle Parts
- Vehicle Maintenance Kits
- Power Transmission/Engine/ Suspension Components
- Tires
- Batteries
- Small Arms Parts



Supply Chains Worldwide

Construction & Equipment

- Facilities Maintenance
- Special Operations
- Wood Products
- Fire & Emergency Equipment



Clothing & Textile

- Recruit Clothing
- Readiness
- Organizational Clothing & Individual Equipment



Industrial Hardware

- Fasteners
- Industrial Items
- Screws & Bolts



Medical

- Pharmaceutical
- Medical/Surgical
- Readiness
- Equipment



Supply Chains Worldwide

Maritime



Looking for Small Business sources:

We've identified 403 NSNs covering 43 NAICS with complete technical data packages that we previously awarded to large businesses

Complete list of items can be found at: <http://www.landandmaritime.dla.mil/offices/smbusiness/>

Maritime FY14 & FY15 LTC Work Queue

<u># PROJECTS</u>	<u>COMMODITY</u>	<u>ADV</u>
31	Antennas	\$27M
94	Fluid Handling	\$19M
56	Microcircuits / Semiconductors	\$9M
139	Other Electronics	\$51M
120	Other Hardware	\$34M
50	Power Equipment	\$9M
53	Pumps and Compressors	\$21M
75	Switches and Connectors	\$10M
73	Valves	\$25M
	Total	\$205M

DLA FY 2013

Small Business Accomplishments

Small Business Category	DLA Goal 2013 (%)	2013 DLA Achievement (\$)	2013 DLA Achievement (%)	2012 DLA Achievement (%)
Small Business	32.0%	\$7.4 Billion	37.6%	25.7%
VOSB	N/A	\$967.8 Million	5.5%	3.1%
SDVOSB	3.0%	\$359.8 Million	1.8%	0.9%
SDB	5.0%	\$933.8 Million	4.8%	3.0%
WOSB	5.0%	\$966.8 Million	4.9%	2.8%
HUBZone	3.0%	\$415.3 Million	2.19%	1.2%

Full Spectrum Global Support

Supply Chains

- Land Systems
- Maritime Systems
- Aviation Systems
- Fuel/Energy
- Subsistence
- Medical
- Clothing & Textile
- Construction & Equip
- Industrial Hardware

Theater Support

- DLA Europe & Africa
- DLA Pacific
- DLA Central

Distribution

- 25 Distribution Centers
- \$98B DoD Inventory
- 52M sq ft covered storage

Disposition Services

- Co-located with customers
- Over \$25B per year
- Reutilization & Marketing
- Reverse Logistics

Strategic Materials

- Critical items such as titanium, cobalt, and tungsten

Services

- Document Services
- Transaction Services
- Logistics Information Service



USNORTHCOM



USEUCOM



USCENTCOM



USSOUTHCOM



USAFRICOM



USPACOM

Resources

DLA Small Business Website:

www.dla.mil/smallbusiness (Includes SB Associate Directors)

Procurement Technical Assistant Centers

<http://www.dla.mil/SmallBusiness/Pages/ptap>

DIBBS DLA-BSM Internet Bid Board System

<https://www.dibbs.bsm.dla.mil/>

Small Business Administration (SBA)

<http://www.sba.gov>

Federal OSDBU Directors Listing

<http://osdbu.gov/members.html>

Office of Secretary of Defense Small Business Website:

<http://www.acq.osd.mil/osbp>

QUESTIONS?

Amy Sajda – 703-767-0192

Amy.Sajda@dla.mil

Director, Office of Small Business Programs

www.dla.mil/smallbusiness

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





DEPARTMENT OF THE ARMY
OFFICE OF SMALL BUSINESS PROGRAMS
BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS UTILIZATION



Army Small Business Program Update

April 8, 2014

Ms. Tracey Pinson

Director, Office of Small Business Programs
Office of the Secretary of The Army





Vision

To be the premier advocacy organization committed to maximizing small business utilization in support of rapidly fielding a trained, ready, responsive and capable force that can prevent conflict, shape the environment and win the Nation's wars.



Mission



- Advise the Secretary of the Army and the Army leadership on small business related matters.
- Spearhead innovative initiatives that contribute to expanding the small business industrial base relevant to the Army mission priorities.
- Leverage the use of minority serving educational institutions in support of Army Science and Technology Programs.



FY13 Army Small Business Performance



Total Army	
Program	FY13
Total Small Business Eligible Dollars	\$63,562,511,966
Small Business	\$17,393,376,853
	27.36%
Small Disadvantaged Business	\$8,010,358,132
	12.60%
Women Owned Small Business	\$3,251,253,406
	5.12%
Certified HUBZone Small Business	\$2,010,335,699
	3.16%
Service-Disabled Veteran-Owned Small Business	\$2,490,314,247
	3.92%

Data Source: FPDS-NG Small Business Achievements by Awarding Organization Report, 2014APR07



What the Army Buys



Army Materiel Command (AMC) Redstone Arsenal, AL

The Army's premier provider of materiel readiness - technology, acquisition support, materiel development, logistics power projection, and sustainment

Buys:

- Combat systems
- Information systems

Small Business AD: Ms. Nancy Small, 256-450-7950

Website: <http://www.amc.army.mil/>



What the Army Buys



Army Contracting Command (ACC) Huntsville, AL

Provides contracting support and expertise for Army operations at home and around the world

Buys:

- Installation level services and supplies
- Common use information technology, hardware, software, and services
- Mission support

Small Business AD: Ms. Alice Williams, 256-955-0371

Website: <http://www.acc.army.mil/>



What the Army Buys



Mission Installation Contracting Command (MICC)

Ft. Sam Houston, TX

Plans, integrates, awards, and administers contracts throughout the ARFORGEN Cycle supporting the Army Commands (ACOMs), Direct Reporting Units (DRUs), and other organizations

Buys: Installation Supplies & Services

Small Business AD: Mr. Mark Massie, 210-466-2290

Website: <http://www.acc.army.mil/micc/>



What the Army Buys



US Army Corps of Engineers (USACE) Washington, DC

Provides engineering, construction management, and environmental services

Buys:

- Military/civil works construction projects
- Environmental projects

Small Business AD: Ms. Jackie Robinson-Burnette, 202-761-8789

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



What the Army Buys



National Guard Bureau (NGB) Arlington, VA

Formulates and administers programs for training, development and maintenance of the Army National Guard

Buys:

- Base operations
- Construction/environmental projects

Small Business AD: Mr. Stephen Weidner 703-607-1001

Websites: <http://www.arng.army.mil>



What the Army Buys



Army Medical Command (MEDCOM) Ft. Sam Houston, TX

Provides direction and planning for the Army healthcare services in conjunction with the office of the Surgeon General

Buys:

- Medical supplies and health care equipment
- Professional services

Small Business AD: Ms. Pat Barber, 210-221-4266

Website: <http://www.armymedicine.army.mil/>



What the Army Buys



Army Medical Research & Materiel Command (MRMC) Ft. Detrick, MD

Provide medical knowledge and materiel lifecycle management to protect, treat and optimize Warfighter health and performance across the full spectrum of operations

Buys:

- Medical Research

Small Business AD: Mr. Jerome Maultsby, 301-619-2471

Website: <http://www.mrmc.smallbusopps.army.mil/>



What the Army Buys



Army Intelligence & Security Command (INSCOM) Ft. Belvoir, VA

Conducts dominant intelligence, security and information operations for military commanders and national decision makers

Buys:

- Intelligence security information systems

Small Business AD: Ms. Harriett L. Burton, 703-428-4533

Website: <http://www.inscom.army.mil>



What the Army Buys



Space & Missile Defense Command (SMDC) Redstone Arsenal, AL

Conducts space and missile defense operations

Buys:

- Research and Development
- Engineering Support Services

Small Business AD: Ms. Christina Ryan, 256-955-3412

Website: <http://www.smdc.army.mil/>



What the Army Buys

STRI

U.S. Army Program Executive Office for Simulation, Training and Instrumentation (PEO STRI)

Orlando, FL

*Acquire and Sustain Training, Testing, and Simulation Solutions
in Support of the Nation.*

Buys:

- Simulation, Training, and Testing Solutions
- Acquisition Services for the Warfighters and the Nation

Small Business AD: Mr. Randall Edney, 407-384-3656

Website: <http://www.peostri.army.mil/>



Mentor Protégé Program Objectives



- The Army Mentor-Protégé Program provides incentives for Army contractors to assist eligible protégés in enhancing their capabilities to satisfy Army and other contract requirements, in order to increase the overall participation of eligible protégés in Army acquisitions.
- The Army objective is to help foster the relationship between the mentor and the protégé to increase the industrial supplier base and enable the transition of eligible protégés from subcontractors to prime contractors.
- An additional intent is to increase subcontract opportunities under the Mentor's contracts, Department of Defense (DoD) contracts, other government agency contracts, and commercial contracts, and to promote the establishment of long-term business relationships between eligible protégés, the Mentor and other contractors.



Mentor-Protégé Program Status



Number of Mentor-Protégé Agreements

- 15 Active Agreements
- 11 Mentors (7 Large, 4 Graduated 8a); 15 Protégé's

Protégé Statistics*

- 14 - Small Disadvantaged Businesses/8 (a)
- 7 - Woman-Owned Small Businesses
- 6 - Service Disabled Veteran-Owned Small Business
- 3 - HUB Zone Small Businesses

FY 2014 Proposal Due Dates

- Reimbursable Proposals due - **15 Jun**
- Hybrid Proposals - year-round open window
 - Proposal evaluation/award time frame is approximately 5 months from submittal

*Various protégés qualify under more than one category



Mentor-Protégé Program

Key Factors of a Strong Mentor-Protégé

- Proposed training/ technology transfer provides direct enhancements to the war fighter's ability to defend our nation on the battlefield or at home
- Endorsement of proposal by program office
- Corporate commitment, capability and method of technology transfer by Mentor
- Protégé posture and ability to achieve and retain proposed training efforts while managing potential growth
- Prime/ Subcontracting potential; new markets realized
- Strong level of participation by HBCU/MI



Mentor-Protégé Program Recognition of Outstanding and Successful Teams



- Specialized complex machining and assembly of high-demand products for the aerospace industry including parts for the CH-47, C-17, F-22, F-18, Airborne Early Warning & Control, B-1B, and AH-64 programs
- Language translation application supporting the war fighter on a tactical and strategic level providing real time translation capabilities across multiple communication platforms
- Manufacture of shatter proof windows, windshields, canopies, lenses and other transparencies for OEM use on OH-58 Kiowa; CH-47 Chinook; AH-64 Apache; UH-60 Blackhawk; CH-53 Stallion C-130 aircraft
- Innovative new technology in support of the war fighter, which automates processing for overseas deployment, resulting in a decrease in deployment lifecycles by 67%, and a annual cost savings of \$2M (formerly called CRC-in-a-box - CONUS Replacement Center; now termed IRDO - Individual Readiness Deployment Operations)



“Nunn Perry Award”



Mentor Protégé Program Teams



Mentor

BAE Corp.
BAE Corp.
*Binary Group
Booz Allen Hamilton
Jacobs Engineering Group
Jacobs Engineering Group
Jacobs Engineering Group
Lockheed Martin MS2
*Planned Systems International
SAIC
SAIC
Skyline Unlimited, Inc.
*SoBran, Inc.
*SpecPro, Inc.
Tetra Tech EC, Inc.
*Mentor firm is a Grad 8(a)

Protégé

Cristek Interconnects, Inc.
Clear Align
Credence Management, Inc.
Millennium Corp.
Badger Technical Services, LLC
Northwind Engineering
Windamir Construction
Lewis Innovative Technologies, Inc.
MicroHealth, LLC
Minerva Engineering
Cybernet Systems
Pro-Sphere Tek, Inc.
Applied Quality Comm., Inc.
Environmental Decisions, Inc.
Green Seal Environmental, Inc.



Mentor Protégé Program Technology Transfer



- Manufacturing - major systems, components, etc.
- Cyber Security
- Anti-Tamper Technologies
- Base Realignment and Closure (BRAC)/MILCON Transformation
- Going Green - Design/Build Construction
- Environmental Remediation/Sustainability
- Force protection capabilities for soldiers
- Improved IED detection devices
- Chemical re-engineering/biometrics
- Energy recycling processes
- Next Generation Training Environments



Mentor Protégé Program

Types of Agreements



- Reimbursable Agreements allow mentors to be reimbursed for the costs of providing developmental assistance to protégés in the areas of engineering and technical matters, general business management assistance, and other forms of assistance designed to develop the capabilities of the protégé.
- Hybrid Agreements are part credit/part reimbursable with the mentor self-funding base year activities. Costs incurred under the credit portion of the agreement are not directly reimbursed, but are applied towards subcontracting goals in different multipliers based on the assistance provided.
- Credit Agreements are totally self funded by the Mentor. Dollars expended are applied towards subcontracting goals in different multipliers based on the assistance provided.



Mentor Protégé Program

How to Apply



- Visit our website www.sellingtoarmy.com and review the following documents:
 - Army Mentor-Protégé Program Procedure & Policy Guidelines
 - Mentor-Protégé Proposal Instructions
- Proposals submitted electronically via website:
 - FY2014 Round II due - 15 Jun 14
 - Hybrid Proposals: Open Year Round



FY14 Focus

- Small Business participation in Major Systems Programs (ASARC)
- Promote greater involvement of SBs in Army contracts for services (ASSP)
- Implementation of Senior Leader Small Business performance elements
- Support of HBCUs & MIs in the acquisition process
- Subcontracting plan development and enforcement
- SB participation in OCONUS contracts
- Staffing of small business offices and development of SB personnel
- Maximize use of set-aside authority under multiple awards contracts



Challenges



- Consolidation / Bundling
- Subcontracting plan enforcement
- Staffing of SADBUs offices
- Fiscal uncertainty



Websites



- Army Office of Small Business Programs
<http://www.sellingtoarmy.info>
- DOD Office of Small Business Programs
<http://www.acq.osd.mil/osbp>
- Small Business Administration (SBA)
<http://www.sba.gov>
- Federal OSDBU Directors Listing
<http://osdbu.gov/members.html>



Small business
is big business
in the
Department of the **Army!**



Warrior Ethos

*I will always place the mission first.
I will never accept defeat.
I will never quit.
I will never leave a fallen comrade.*

Questions?

www.sellingtoarmy.com



Contact

Army Office of Small Business Programs

Tracey L. Pinson – Director

(703) 697-2868

www.sellingtoarmy.com

Twitter: @ArmySmallBiz