

Seeking Good News Stories on Small Business Contributions to Mission Accomplishment

by Emily Harman, SES, Director, Department of the Navy Office of Small Business Programs

If you know me, or have heard me speak, you know I don't like to talk about Small Business goals. I prefer to talk about the value small businesses bring in terms of agility, responsiveness, innovativeness, cost effectiveness, etc. Yes, the Federal Government has a statutory goal to spend 23% of prime contract obligations with small businesses and small business goals are assigned to all Federal Agencies. However, measuring progress against goals is just one way in which small business accomplishments are measured - not the only way.

Small businesses can and do contribute to the Department of the Navy's (DON's) mission to recruit, train, equip, and organize to deliver combat ready Naval forces to win conflicts and wars while maintaining security and deterrence through sustained forward presence. Mission accomplishment is what matters.

The DON's Small Business Enterprise Strategic Framework <http://www.secnav.navy.mil/smallbusiness/Documents/OSBP-Strategic-Plan.pdf> establishes a vision to influence change and create a culture of small business inclusiveness across the DON. In an effort to foster a DON-wide culture to leverage small business as a strategic advantage, we established three focus areas: Professional Workforce Development, Build Partnerships in the Acquisition Process and Optimize Communications. The focus of this article is our third focus area: Optimize Communications.

The DON obligated over \$13 billion to small businesses as prime contractors in FY16 and we expect the same obligation level in FY17. Although we don't have ease of visibility into subcontracting data, small businesses are supporting the Navy and Marine Corps mission as subcontractors as well.

I know that members of the acquisition workforce have good news stories to share about the positive impact small businesses are having on their programs and mission accomplishment. The DON Office of Small Business Programs (OSBP) wants to help you tell your small business good news stories. We are also interested in hearing about challenges to doing business with small business as well as lessons learned. We hired a Public Affairs Officer (PAO), Mr. Ollie Cooperwood, earlier this year. Ollie is eager to collaborate with you or your PAO. You can contact Ollie at ollie.cooperwood1@navy.mil or (202) 685-6313.

The Program Executive Office (PEO) for Ships recently collaborated with the DON OSBP to publish a small business related article:

<http://www.navsea.navy.mil/Media/News/Article/1270509/peo-ships-works-to-promote-small-business-opportunities/> The program office for Support Ships, Boats, and Craft, within PEO Ships, is leading the effort to increase small business participation in acquisition of integrated ship, boat, and craft products and services to U.S. and international maritime forces. The program office is committed to building and sustaining a robust industrial base by creating a culture that is supportive of and responsive to small business concerns. They are currently competing five new contracts as small business set asides. These contracts have a total potential value of over \$1 billion: the PB(X), the landing craft utility (LCU 1700), the towing, salvage and rescue ship (T-ATS), the workboat large, and the harbor tug (YT). Once the boats are delivered to the Navy, I hope to see another good news story about how the small businesses performed.

What small business good news story can we help you share? We know they are out there!

