Springfield Navy Week
20 September 2018
Small Business Workshop

“Small Business... The First Option”
Ms. Emily Harman
Director
DON OSBP
Navy 2017 Year in Review in Photos

https://youtu.be/4y_cG37iZOg

“Small Business... The First Option”
“Whereas the depredations committed by the Algerine corsairs on the commerce of the United States render it necessary that a naval force should be provided for its protection…”

- Naval Act of 1794
THE NAVY THE NATION NEEDS
OUR ENDURING MISSION

PROMOTE AMERICAN INTERESTS
PRESERVE THE PEACE
PROTECT THE HOMELAND
AMERICA’S NAVY
OPERATIONS UPDATE

U.S. Fleet Forces
- Standing Naval Forces Atlantic
- Ballistic Missile Defense

U.S. Naval Forces Europe
- Theater Security Cooperation
- NATO Support
- Black Sea Operations
- Ballistic Missile Defense

U.S. Naval Forces Central Command
- Operation Inherent Resolve
- Maritime Security Operations
- Counter-Piracy Operations
- Ballistic Missile Defense

U.S. Naval Forces Africa
- Africa Partnership Station
- Counter-Piracy Operations
- Counter-Terrorism Operations
- Maritime Security Operations

U.S. Pacific Fleet
- Forward Deployed Naval Force
- Strategic Presence
- South China Sea Interactions
- Pacific Partnership
- Ballistic Missile Defense
- Theater Security Cooperation
OUR CHALLENGES
CHALLENGES: Areas of Concern

- Russia
- Syria/Iraq
- Afghanistan
- China
- Iran
- North Korea
- South China Sea
- Black Sea
- Libya
26% of U.S. jobs are tied to global trade.

26% of U.S. manufacturing jobs depend on exports.

22% of U.S. agriculture products are sold overseas.
Being Procurement Ready - How to do Business with the Navy and Marine Corps

Ms. Emily Harman
Director
DON OSBP

“Small Business... The First Option”
Agenda

- National Defense Strategy
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- Being Procurement Ready
- Regional Small Business Performance and Spend
- Resources and Assistance
National Defense Strategy

Summary of the 2018 National Defense Strategy Of The United States of America
Sharpening the American Military’s Competitive Edge

Three Lines of Effort

1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability
Agenda

- National Defense Strategy
- **Department of the Navy Office of Small Business Programs (DON OSBP) Overview**
- Being Procurement Ready
- Regional Small Business Performance and Spend
- Resources and Assistance
Small businesses deliver performance with agility and affordability. It is imperative that the DON identify small businesses, startups, and non-traditional suppliers to contribute to the DON’s efforts to modernize key capabilities.
History of DON OSBP

In the Business of Small Business Since 1951
Priorities

SMALL BUSINESS ENTERPRISE STRATEGIC FRAMEWORK

Vision: Influence change and enhance a culture of small business inclusiveness across the DON.

Mission: Foster acquisition opportunities where small businesses can best support Sailors, Marines, and their families through policy, advocacy, counseling and training.

Strategy: Promote a DON-wide culture that leverages small businesses as a strategic advantage.

STRATEGIC THEMES AND FOCUS AREAS

<table>
<thead>
<tr>
<th>PEOPLE</th>
<th>PROCESSES</th>
<th>CAPABILITIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ensure Professional Workforce Development</td>
<td>Strengthen Partnerships in the Acquisition Process</td>
<td>Optimize Communications</td>
</tr>
</tbody>
</table>

MOTTO: “SMALL BUSINESS - THE FIRST OPTION”

VALUES

<table>
<thead>
<tr>
<th>Leadership</th>
<th>Integrity</th>
<th>Advocacy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professionalism</td>
<td>Customer Focus</td>
<td>Innovation</td>
</tr>
</tbody>
</table>

Every Person Every Day Every Dollar

Focus Areas

**PEOPLE: ENSURE PROFESSIONAL WORKFORCE DEVELOPMENT**
- Implement the Small Business Professional Career Path
- Encourage Mentoring relationships within the DON Small Business workforce
- Create a Cadre of Small Business Professionals
- Utilize the DON OSBP (Office of Small Business Programs) team

**PROCESSES: STRENGTHEN PARTNERSHIPS IN THE ACQUISITION PROCESS**
- Team with Program Managers to Identify Small Business Opportunities
- Engage with Heads of Contracting Activities and Program Executive Officers to ensure that Small Business Strategies include Measureable Performance Objectives
- Provide Tools for the Acquisition Workforce to Enhance Market Research
- Improve Visibility of Small Business Data within the DON and to Industry

**CAPABILITIES: OPTIMIZING COMMUNICATIONS**
- Execute the Strategic Communication Plan to Engage all Stakeholders
- Optimize Internal and External Guidance/Communication on Small Business Related Policy and Topics
- Execute a Social Media Strategy to engage Government and Industry
- Strengthen Partnerships with Small Business Administration, Procurement Technical Assistance Centers, Small Business Development Centers, and Build Relationships with Regional Innovation Clusters/Centers

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Buying Commands

Department of the Navy
Office of Small Business Programs

U.S. Marine Corps Installations and Logistics
www.iandl.marines.mil
(HQMCI&L) 703-604-4219

Marine Corps Systems Command
www.marcorsyscom.marines.mil
(MARCORSYSCOM) 703-432-3946

Naval Facilities Engineering Command
www.navfac.navy.mil
(NAVFAC) 202-685-9129

Strategic Systems Programs (SSP)
www.ssp.navy.mil
202-433-7857

Naval Supply Systems Command
www.navsup.navy.mil
(NAVSUP) 717-605-1663

- Ground Equipment
- Ground Weapons and IT systems
- Construction and Facilities
- Strategic Weapons Systems (missile Systems)
- Majority of Navy Buys, Services, material, logistics, maritime, aviation spares, etc.


DISTRIBUTION STATEMENT A.
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Buying Commands cont’d

Military Sealift Command (MSC)
www.msc.navy.mil/business
757-443-1435

Naval Air Systems Command
www.navair.navy.mil/osbp
(NAVAIR) 301-757-9044

Space and Naval Warfare Systems Command (SPAWAR)
www.spawar.navy.mil
858-537-0305

Office of Naval Research (ONR)
www.onr.navy.mil
703-696-2607

Naval Sea Systems Command (NAVSEA)
www.navsea.navy.mil
202-781-2061

Ocean transportation
Aviation
Information Technology/Communications
Research and Development (SBIR)
Shipbuilding

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Office of Small Business Programs

Department of the Navy
Office of Small Business Programs

HQ Marine Corps Installation and Logistics Mission:

Drive logistics plans, policies, and initiatives to increase the capability, endurance and reach of the Marine Air Ground Task Force. I&L provides ready and resilient bases that are exceptional training and force projection platforms, while also ensuring exemplary quality of life for Marines, Sailors and their families. I&L leads innovation and modernization efforts that focus logistics and infrastructure development through the 21st Century.

<table>
<thead>
<tr>
<th>NAICS</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
<tr>
<td>541512</td>
<td>Computer Systems Design Services</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>541990</td>
<td>All Other Professional, Scientific, and Technical Services</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
</tr>
</tbody>
</table>

Mr. Stan Daise
Associate Director
Office of Small Business Programs
Headquarters Marine Corps (HQMC) Installation and Logistics (I&L)
stanley.daise@usmc.mil
(703) 604-4219 - Office


DISTRIBUTION STATEMENT A.
Approved for public release. Distribution is unlimited.
Mr. Kyle Beagle  
Associate Director  
Office of Small Business Programs  
Marine Corps Systems Command (MCSC)

kyle.beagle@usmc.mil  
(703) 432-3944 – Office

**FY17 Top 10 Small Business NAICS – MCSC**

<table>
<thead>
<tr>
<th>NAICS</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>54133</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
</tr>
<tr>
<td>332994</td>
<td>Small Arms, Ordinance, and Ordinance Accessories Manufacturing</td>
</tr>
<tr>
<td>511210</td>
<td>Software Publishers</td>
</tr>
<tr>
<td>561320</td>
<td>Temporary Help Services</td>
</tr>
</tbody>
</table>
Military Sealift Command Mission:
MSC safely operates, supplies, and maintains the ships that provide logistics support, conduct special missions, move military equipment, supply combat forces, provide humanitarian relief, and strategically position combat cargo around the world.

<table>
<thead>
<tr>
<th>NAICS</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>483111</td>
<td>Deep Sea Freight Transportation</td>
</tr>
<tr>
<td>336611</td>
<td>Ship Building and Repairing</td>
</tr>
<tr>
<td>483113</td>
<td>Coastal and Great Lakes Freight Transportation</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>721110</td>
<td>Hotels (except Casino Hotels) and Motels</td>
</tr>
</tbody>
</table>
NAVAFAC Command Mission:
NAVAFAC is the Naval Shore and Expeditionary Systems Command that plans, builds, and maintains sustainable facilities, delivers environmental, utilities and other base services, and acquires and manages expeditionary combat force systems and equipment.

<table>
<thead>
<tr>
<th>NAICS</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>236220</td>
<td>Commercial and Institutional Building Construction</td>
</tr>
<tr>
<td>561210</td>
<td>Facilities Support Services</td>
</tr>
<tr>
<td>54133</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>237310</td>
<td>Highway, Street, and Bridge Construction</td>
</tr>
<tr>
<td>238220</td>
<td>Plumbing, Heating, and Air-Conditioning Contractors</td>
</tr>
</tbody>
</table>
Ms. Natalia Luciw  
Associate Director (Acting)  
Office of Small Business Programs  
Naval Supply Systems Command (NAVSUP)  
natalia.luciw@navy.mil  
(858) 537-0305 - Office

**NAVSUP Command Mission:**  
Provide supplies, services, and quality-of-life support to the Navy and Joint warfighter. Manage supply chains that provide material for Navy aircraft, surface ships, submarines and their associated weapons systems. Provide centralized inventory management for Navy's non-nuclear ordnance stockpile. Provide a wide range of base operating and waterfront logistics support services, coordinating material deliveries, contracting for supplies and services, and providing material management and warehousing services.

<table>
<thead>
<tr>
<th>NAICS</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>622110</td>
<td>General Medical and Surgical Hospitals</td>
</tr>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
</tr>
<tr>
<td>541512</td>
<td>Computer Systems Design Services</td>
</tr>
</tbody>
</table>
Ms. P. Anne Bannister  
Associate Director  
Office of Small Business Programs  
Naval Sea Systems Command (NAVSEA)  
patricia.bannister@navy.mil  
(202) 781-2061 - Office

FY17 Top 10 Small Business NAICS - NAVSEA

<table>
<thead>
<tr>
<th>NAICS</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>336611</td>
<td>Ship Building and Repairing</td>
</tr>
<tr>
<td>541714</td>
<td>Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)</td>
</tr>
<tr>
<td>334511</td>
<td>Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing</td>
</tr>
<tr>
<td>336612</td>
<td>Boat Building</td>
</tr>
</tbody>
</table>
DON Commands

Mr. Shelby Butler
Associate Director
Office of Small Business Programs
Naval Air Systems Command (NAVAIR)
shelby.butler@navy.mil
(301) 757-9044 – Office

NAVAIR Command Mission:
Provide full life-cycle support of naval aviation aircraft, weapons and systems operated by Sailors and Marines. This support includes research, design, development and systems engineering; acquisition; test and evaluation; training facilities and equipment; repair and modification; and in-service engineering and logistics support.

<table>
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<th>Description</th>
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<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>541714</td>
<td>Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)</td>
</tr>
<tr>
<td>336411</td>
<td>Aircraft Manufacturing</td>
</tr>
<tr>
<td>336413</td>
<td>Other Aircraft Parts and Auxiliary Equipment Manufacturing</td>
</tr>
<tr>
<td>333314</td>
<td>Optical Instrument and Lens Manufacturing</td>
</tr>
</tbody>
</table>
Ms. Marita Thompson
Associate Director
Office of Small Business Programs
Strategic Systems Programs (SSP)
marita.thompson@ssp.navy.mil
(202) 685-9129 – Office

Strategic Systems Programs Command Mission:
Provide credible and affordable solutions to the warfighter.
SSP directs the end-to-end effort of the Navy's Strategic Weapons Systems to include training, systems, equipment, facilities and personnel; and fulfill the terms of the US/UK Polaris Sales Agreement.

<table>
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<tr>
<td>541330</td>
<td>Engineering Services</td>
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<td>Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)</td>
</tr>
<tr>
<td>541513</td>
<td>Computer Facilities Management Services</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
</tr>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
</tbody>
</table>
Office of Naval Research Command Mission:
To meet current and emerging warfighter needs and deliver future force capabilities. Office of Naval Research invests 90 percent of its portfolio in mid- and long-term research while allowing for responsive, limited near-term technology insertions.

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<tbody>
<tr>
<td>541714</td>
<td>Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>541511</td>
<td>Custom Computer Programming Services</td>
</tr>
<tr>
<td>334111</td>
<td>Electronic Computer Manufacturing</td>
</tr>
<tr>
<td>334516</td>
<td>Analytical Laboratory Instrument Manufacturing</td>
</tr>
</tbody>
</table>
DON Commands

SPAWAR Command Mission:
Identify, develop, deliver and sustain information warfighting capabilities supporting naval, joint, coalition and other national missions.

<table>
<thead>
<tr>
<th>NAICS</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>334220</td>
<td>Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing</td>
</tr>
<tr>
<td>335999</td>
<td>All Other Miscellaneous Electrical Equipment and Component Manufacturing</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
</tr>
<tr>
<td>541714</td>
<td>Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)</td>
</tr>
</tbody>
</table>
Validated Fiscal Year 2017 Data as of 06 February 2018
Awards by Portfolio Group (FY17)

http://www.acq.osd.mil/dpap/policy/policyvault/USA004219-12-DPAP.pdf
Validated Fiscal Year 2017 Data as of 06 February 2018
FY 17
By the Numbers

“Small Business
The First Option”

$13.2B
Awarded to SB Primes

$4.9B
Awarded to SDB Primes

$2.47B
Awarded to WOSB Primes

$912M
Awarded to HUBZONE Primes

1500+ DON Gold Coast Event Attendees

500 Outreach Events Attended

100% Deputy PM’s trained as SB Advocates

147 PHASE III SBIR Contracts awarded

Agenda

• National Defense Strategy
• Department of the Navy Office of Small Business Programs (DON OSBP) Overview
• Being Procurement Ready
• Regional Small Business Performance and Spend
• Resources and Assistance
Know Your Niche

➢ Research the Navy or Marine Corps Buying Command

• Websites and Facebook Pages
• Explore “Doing Business With” on DON OSBP website
• Long Range Acquisition Forecasts (LRAF) on DON OSBP website
• Command Specific Awarded Indefinite Delivery Indefinite Quantities (IDIQ) and Multiple Award Contract (MAC)
• Participate in command Outreach, Industry Days, and Industry Events
Know Your Niche
cont’d

➢ Know how to use the Government Point of Entry and Data Reporting Sites

• Federal Business Opportunities (FBO) [www.fbo.gov](http://www.fbo.gov)
• Navy Electronic Commerce On-line (NECO) [www.neco.navy.mil](http://www.neco.navy.mil)
• Federal Procurement Data System (FPDS) [www.fpds.gov](http://www.fpds.gov)
• SeaPort-e [https://www.seaport.navy.mil](https://www.seaport.navy.mil)
Small Business Administration (SBA)

- SBA offers and teams with local partners to counsel, mentor, and train small businesses, entrepreneurs, and innovative suppliers

- Website has links to District and Regional Offices as well as local resources
  - Mentorship by Service Corps of Retired Executives (SCORE)
  - Small Business Development Centers (SBDC)
  - Women’s Business Centers (WBCs)
  - U.S. Export Assistance Centers
  - Veterans Business Outreach Centers (VBOCs)
Overview

• Provide local, in-person counseling and training services for you, the small business owner. They are designed to provide technical assistance to businesses that want to sell products and services to federal, state, and/or local governments.

Statewide-Massachusetts

Statewide PTAC
http://www.massptac.org/rfc.html
Tillson House
University of Massachusetts
23 Tillson Farm Road
Amherst, MA 01003-9346
(413) 545-6307
Massachusetts SB Resources

➢ Massachusetts Small Business Development Centers (SBDC)

• SBDC advisors provide aspiring and current small business owners a variety of free business consulting and low-cost training services including: business plan development, manufacturing assistance, financial packaging and lending assistance, exporting and importing support, disaster recovery assistance, procurement and contracting aid, market research help, 8(a) program support, and healthcare guidance.

Main Office:
23 Tillson Farm Rd,
Amherst, MA 01003
413-545-6301

https://www.msbdc.org
Economic Development Council of Western Massachusetts (EDC)

- The Economic Development Council of Western Massachusetts (EDC) is a private, not-for-profit corporation that provides resources and information to businesses operating in or entering the region by aiding in expansion, relocation and networking. Our mission is to deliver the services and business resources that will enable companies to thrive in Western Massachusetts while improving the region's economy and lifestyle through the creation of quality jobs and enhanced public and private investment.

Main Office:
1441 Main Street.
Springfield, MA 01103.
413-755-1368
System for Award Management (SAM)

• To be eligible for traditional contract awards, businesses must be registered in SAM.gov
Agenda

- National Defense Strategy
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- Being Procurement Ready
- Regional Small Business Performance and Spend
- Resources and Assistance
FY 17 SB Performance – Springfield, Massachusetts

- $66M in prime contract obligations to small businesses in cities within a 50-mile radius of Springfield, Massachusetts

- Over $331M awarded to small business prime contractors in the state of Massachusetts

- Over $3.2B in prime contract obligations to all businesses in the state of Massachusetts
### Top Overall NAICS SB/OTSB – Springfield, Massachusetts

#### Validated Fiscal Year 2017 – Springfield, MA Headquartered Top 10 Overall NAICS

<table>
<thead>
<tr>
<th>NAICS</th>
<th>Description</th>
<th>Spend</th>
<th>% of Springfield, MA Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>336412</td>
<td>AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING</td>
<td>$328,293,156</td>
<td>39.50%</td>
</tr>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
<td>$147,984,560</td>
<td>17.80%</td>
</tr>
<tr>
<td>541710</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES</td>
<td>$73,814,666</td>
<td>8.88%</td>
</tr>
<tr>
<td>561621</td>
<td>SECURITY SYSTEMS SERVICES (EXCEPT LOCKSMITHS)</td>
<td>$36,785,618</td>
<td>4.43%</td>
</tr>
<tr>
<td>333314</td>
<td>OPTICAL INSTRUMENT AND LENS MANUFACTURING</td>
<td>$31,684,537</td>
<td>3.81%</td>
</tr>
<tr>
<td>561210</td>
<td>FACILITIES SUPPORT SERVICES</td>
<td>$26,111,192</td>
<td>3.14%</td>
</tr>
<tr>
<td>334511</td>
<td>SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM</td>
<td>$23,868,289</td>
<td>2.87%</td>
</tr>
<tr>
<td></td>
<td>AND INSTRUMENT MANUFACTURING</td>
<td></td>
<td></td>
</tr>
<tr>
<td>238210</td>
<td>ELECTRICAL CONTRACTORS AND OTHER WIRING INSTALLATION CONTRACTORS</td>
<td>$23,080,349</td>
<td>2.78%</td>
</tr>
<tr>
<td>325920</td>
<td>EXPLOSIVES MANUFACTURING</td>
<td>$17,180,121</td>
<td>2.07%</td>
</tr>
<tr>
<td>334412</td>
<td>BARE PRINTED CIRCUIT BOARD MANUFACTURING</td>
<td>$13,252,482</td>
<td>1.59%</td>
</tr>
<tr>
<td>NAICS</td>
<td>Description</td>
<td>SB Spend</td>
<td>% of Springfield, MA SB Spend</td>
</tr>
<tr>
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<td>------------------------------------------------------------------------------</td>
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<td>-------------------------------</td>
</tr>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
<td>$12,009,330</td>
<td>17.97%</td>
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<tr>
<td>334412</td>
<td>BARE PRINTED CIRCUIT BOARD MANUFACTURING</td>
<td>$11,088,834</td>
<td>16.59%</td>
</tr>
<tr>
<td>334220</td>
<td>RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING</td>
<td>$9,412,019</td>
<td>14.08%</td>
</tr>
<tr>
<td>236220</td>
<td>COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION</td>
<td>$6,134,808</td>
<td>9.18%</td>
</tr>
<tr>
<td>541712</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)</td>
<td>$2,739,301</td>
<td>4.10%</td>
</tr>
<tr>
<td>335312</td>
<td>MOTOR AND GENERATOR MANUFACTURING</td>
<td>$2,535,878</td>
<td>3.79%</td>
</tr>
<tr>
<td>333243</td>
<td>SAWMILL, WOODWORKING, AND PAPER MACHINERY MANUFACTURING</td>
<td>$2,119,176</td>
<td>3.17%</td>
</tr>
<tr>
<td>333999</td>
<td>ALL OTHER MISCELLANEOUS GENERAL PURPOSE MACHINERY MANUFACTURING</td>
<td>$2,011,248</td>
<td>3.01%</td>
</tr>
<tr>
<td>334511</td>
<td>SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING</td>
<td>$1,719,443</td>
<td>2.57%</td>
</tr>
<tr>
<td>561730</td>
<td>LANDSCAPING SERVICES</td>
<td>$1,599,902</td>
<td>2.39%</td>
</tr>
</tbody>
</table>

*Indicates is also Top 10 Overall NAICS*
## Top Small Business PSCs – Springfield, Massachusetts

<table>
<thead>
<tr>
<th>PSC</th>
<th>Description</th>
<th>SB Spend</th>
<th>% of Springfield, MA SB Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>R425</td>
<td>SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL</td>
<td>$19,953,338</td>
<td>29.86%</td>
</tr>
<tr>
<td>3655</td>
<td>GAS GENERATING AND DISPENSING SYSTEMS, FIXED OR MOBILE</td>
<td>$4,746,240</td>
<td>7.10%</td>
</tr>
<tr>
<td>6130</td>
<td>CONVERTERS, ELECTRICAL, NONROTATING</td>
<td>$3,284,229</td>
<td>4.91%</td>
</tr>
<tr>
<td>5895</td>
<td>MISCELLANEOUS COMMUNICATION EQUIPMENT</td>
<td>$2,230,781</td>
<td>3.34%</td>
</tr>
<tr>
<td>3615</td>
<td>PULP AND PAPER INDUSTRIES MACHINERY</td>
<td>$2,119,176</td>
<td>3.17%</td>
</tr>
<tr>
<td>Z2EC</td>
<td>REPAIR OR ALTERATION OF PRODUCTION BUILDINGS</td>
<td>$1,959,909</td>
<td>2.93%</td>
</tr>
<tr>
<td>4810</td>
<td>VALVES, POWERED</td>
<td>$1,561,333</td>
<td>2.34%</td>
</tr>
<tr>
<td>6125</td>
<td>CONVERTERS, ELECTRICAL, ROTATING</td>
<td>$1,493,967</td>
<td>2.24%</td>
</tr>
<tr>
<td>5998</td>
<td>ELECTRICAL AND ELECTRONIC ASSEMBLIES, BOARDS, CARDS, AND ASSOCIATED HARDWARE</td>
<td>$1,378,965</td>
<td>2.06%</td>
</tr>
<tr>
<td>Z2NB</td>
<td>REPAIR OR ALTERATION OF HEATING AND COOLING PLANTS</td>
<td>$1,329,135</td>
<td>1.99%</td>
</tr>
</tbody>
</table>

*Indicates is also Top 10 Overall PSC*
Agenda

• National Defense Strategy
• Department of the Navy Office of Small Business Programs (DON OSBP) Overview
• Being Procurement Ready
• Regional Small Business Performance and Spend
• Resources and Assistance
DON
SBIR/STTR

- Small Business Innovative Research (SBIR)
- Small Business Technology Transfer (STTR)

- Search the Navy SBIR Database for Phase I and Phase II Awardees
- Review the SBIR/STTR Phase III Reference Guidebook

https://www.navysbir.com
https://www.navysbirsearch.com

Mentor-Protégé Program

Overview:
- Established in NOV 1990 under Section 831 of PL 101-510
- Administered IAW DFARS 219.71 & Appendix I

Purpose: Provide incentives for DoD contractors to assist small businesses in:
- Enhancing business development and technology capabilities;
- Increasing subcontracting participation in government & commercial contracts;
- Positioning small businesses for prime contracting opportunities;
- Increasing protégé firm’s technical and business infrastructure capabilities; and,
- Increasing the Small Business Industrial Base, Increasing competitive markets and Increasing utilization of Nontraditional & commercial companies.

https://business.defense.gov/Programs/mentor-protégé-program/
Leveraging DON Innovation Centers

Overview:

- Allows industry, academia, state/local government to access unique world class labs, facilities, and ranges across the DON Research Development Test & Evaluation Enterprise.

www.secnav.navy.mil/innovation
Cooperative Research & Development Agreement (CRADA)

Overview:

• Authority: Title 15 U.S.C. §3710a - Allows R&D collaboration between Navy and one or more non-federal partners, with mutual research interest, to speed the commercialization of federally developed technologies
• NOT a procurement contract or grant
• Provides the means to offer intellectual property (IP) rights and other federal resources that would otherwise not be available to a non-federal partner

https://www.disa.mil/About/CTO/CRADA-Process-Overview
Defense Acquisition University (DAU)

➢ Classes and Training for Contractors

Our online course enrollment system for defense industry personnel is now operational. We thank everyone for their patience. Also just a reminder, contractors are eligible to take our classes for FREE.
Defense Contracting Audit Agency (DCAA)

Overview:

- Help for Small Business Contractors
- Audit Issues that Relate to Small Businesses

AUDIT PROCESS OVERVIEW

Useful information to assist contractors understand DCAA audit processes.

Information for Contractors
A helpful guide that provides an overview of the types of audits DCAA conducts, links to checklists, and what you can expect in a DCAA audit.

- Information for Contractors

Help for Small Business Contractors
DCAA Small Business Focal Point (571) 448-2008 or email

In addition to the Information for Contractors guide, DCAA offers targeted information to assist with audit issues that relate to small businesses. Access presentations below for help on specific topics important for smaller contractors.
Defense Security Service (DSS)

Overview:

• Facility Security Clearance Level (FCL) Process Orientation
  DSS Knowledge Center 888-282-7682 (option 3) with any FCL related questions
• Personnel Security Clearance Information
• Facility Clearance Checklist
• Facility Clearance Process FAQs
• FCL Orientation Handbook
• National Industrial Security Program Operating Manual (NISPOM)
• Facility and Personnel Security Clearance Guide -- Tri-Fold

Visit DSS Center for Development of Security Excellence (CDSE) at:
www.CDSE.edu for FREE training and resources
• Facility Security Officer toolkit
• Training videos

www.dss.mil
Cybersecurity in DoD Acquisition Regulations

The threats facing the DoD's unclassified information have dramatically increased as we provide more services online, digitally store data, and rely on contractors for a variety of information technology services. Recent high-profile incidents involving government information demand that information system security requirements are clearly, effectively, and consistently communicated to both government and industry.

The contents of this “Cybersecurity in Acquisition Regulations” page addresses the DoD's ongoing efforts—executed in partnership with industry—to improve the nation's cybersecurity. Specifically, it addresses DoD's effort to:

- Ensure that unclassified DoD information residing on or transiting through covered contractor networks or information systems is safeguarded from cyber incidents and that any consequences associated with loss of this information are assessed and minimized, and
- Understand when a cyber incident impacts a company's ability to provide operationally critical support to DoD.

The DoD needs to protect its information—whether it resides on the Department's networks and systems, or on the networks and systems of our partners in industry—so that our capabilities are not exploited, misdirected, countered, or cloned. Protecting this information will save warfighter lives. The cyber threat is not going away—we must defend our networks and systems, and the information that resides on them. Cybersecurity is a shared challenge, and we must work together to address it and reduce risk.
Navy Office of Community Outreach (NAVCO)
Navy Week Department
navyweeks@navy.mil
Phone: 901-847-7048

- San Antonio, Texas - February 19-25
- Chattanooga, Tennessee - June 11-17
- Louisville, Kentucky - August 20-26
- Cleveland, Ohio - August 27 – September 2
- Albuquerque, New Mexico - September 10-16
- Springfield, Massachusetts - September 17-23
- Bossier/Shreve Port Louisiana - October 29 – November 4
Sea Air Space Event

MAY 6 - 8, 2019
GAYLORD NATIONAL CONVENTION CENTER
NATIONAL HARBOR, MD

<table>
<thead>
<tr>
<th>Year</th>
<th>Date</th>
</tr>
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<tbody>
<tr>
<td>2019</td>
<td>May 6 - 8</td>
</tr>
<tr>
<td>2020</td>
<td>April 6 - 8</td>
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<tr>
<td>2021</td>
<td>April 12 - 14</td>
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DON Small Business Procurement Event

JULY 25 - 26, 2019 | SAN DIEGO, CA

DEPARTMENT OF THE NAVY GOLD COAST

SMALL BUSINESS PROCUREMENT EVENT

July 25 - 26, 2019
San Diego Convention Center
111 W. Harbor Drive, San Diego


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www.navygoldcoast.org
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Stay connected via YouTube and Twitter for announcements, watch tutorials, interviews, events, and get live updates from the DON.

Twitter: @DON_OSBP

DON OSBP FY 17 Year in Review In Photos

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