



DISA

Office of Small Business Programs

Things OSBP Can Do for You:

- Provide information on DISA's Forecast and Acquisition Decisions
- Advocate for requirements suitable to be set-aside for small business
- Host and/or participate in outreach events
- Conduct DISA 101 Small Business Orientation Sessions, Which Discusses:
 - Who We Are
 - What We Buy
 - How We Buy
 - Hints on Doing Business With DISA
 - How DISA Makes Acquisition Decisions
 - DISA Premier Contract Vehicles
- Offer one-on-one meetings for Small Businesses to:
 - Present a capability briefing
 - Present a sales pitch to solicit feedback
 - Ask questions not answered in DISA 101
- Give candid feedback to small businesses
- Provide contact information for DISA's Corporate Connections for connections with program managers
- Encourage small businesses to respond to Sources Sought Notices and Request for Information

What OSBP Cannot Do:

- Promise or give a contract or show preferential treatment
- Provide government-proprietary information or share acquisition sensitive information
- Share third party proprietary information
- Direct large or small contractors to provide jobs/subcontracts
- Help contractors write/review proposals
- Aid or assist the small business to protest
- Lobby source selection officials to select a particular small business
- Advocate purchase of goods and services that DISA does not need
- Supersede the authority of the Contracting Officer
- Encourage or accept gratuities

Things Small Businesses Can Do for DISA:

- Do your homework
 - Review DISA's website
 - Review DISA's forecast
 - Attend DISA 101 Small Business Orientation
- Be a Subject Matter Expert on your company
 - Know what you do
 - Know what you are great at doing
 - Know your competition
 - Know your socioeconomic categories
 - Know your contract vehicles
 - Know your facility clearance level
- Explore subcontracting opportunities including via DISA's premier contracts
- Be cognizant of time and schedule when meeting with DISA personnel
- Provide a sound marketing approach to explain why DISA should choose your company
- Know that the OSBP is not the end user and are not technical personnel
- Know the value your company can bring to DISA and our Mission Partners