



Defense Information Systems Agency

A Combat Support Agency

Small Business Success Story

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OFFICE OF SMALL BUSINESS PROGRAMS

07 August 2009



AGENDA

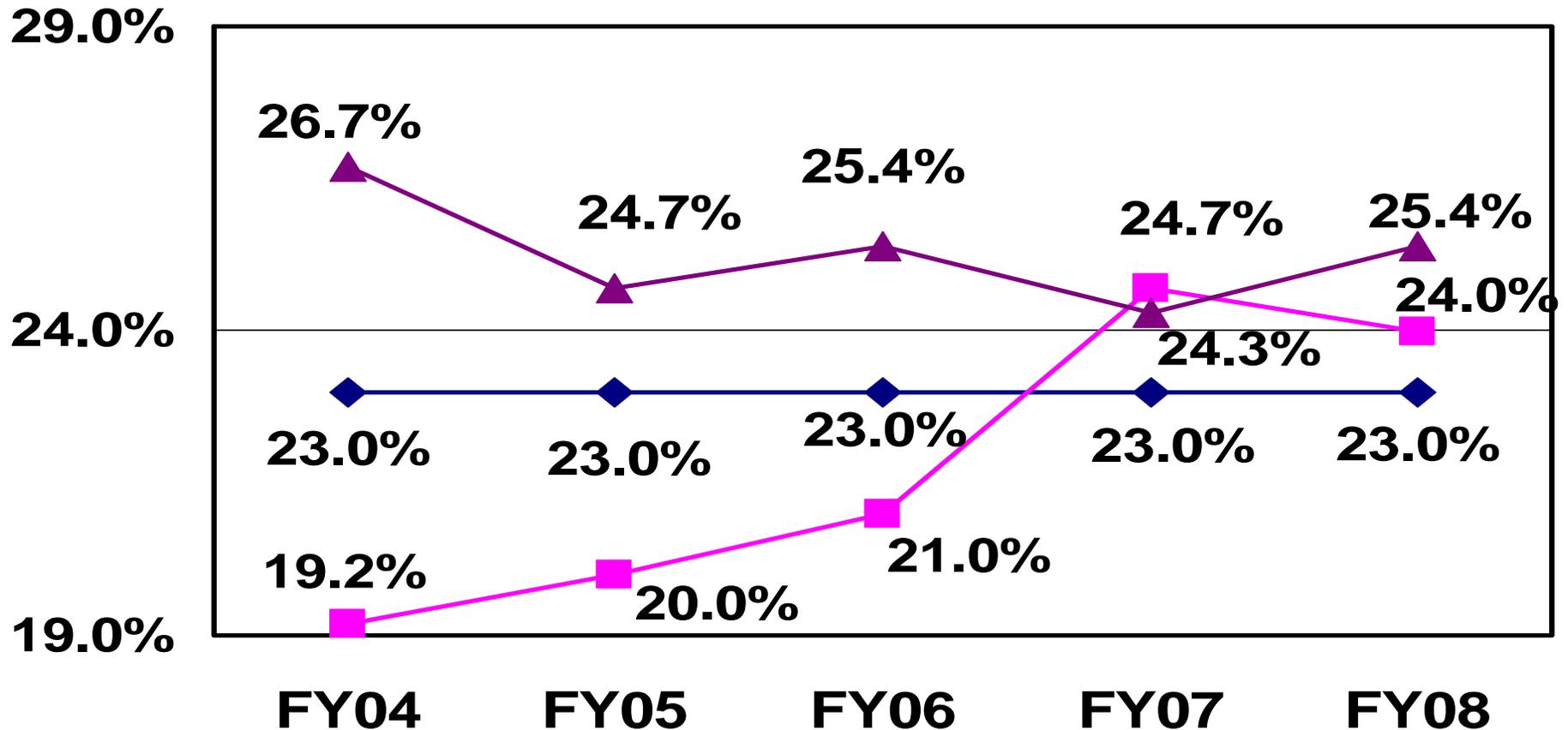
Sensational Business Performance

FY08 NAICS Results

Selling To DISA

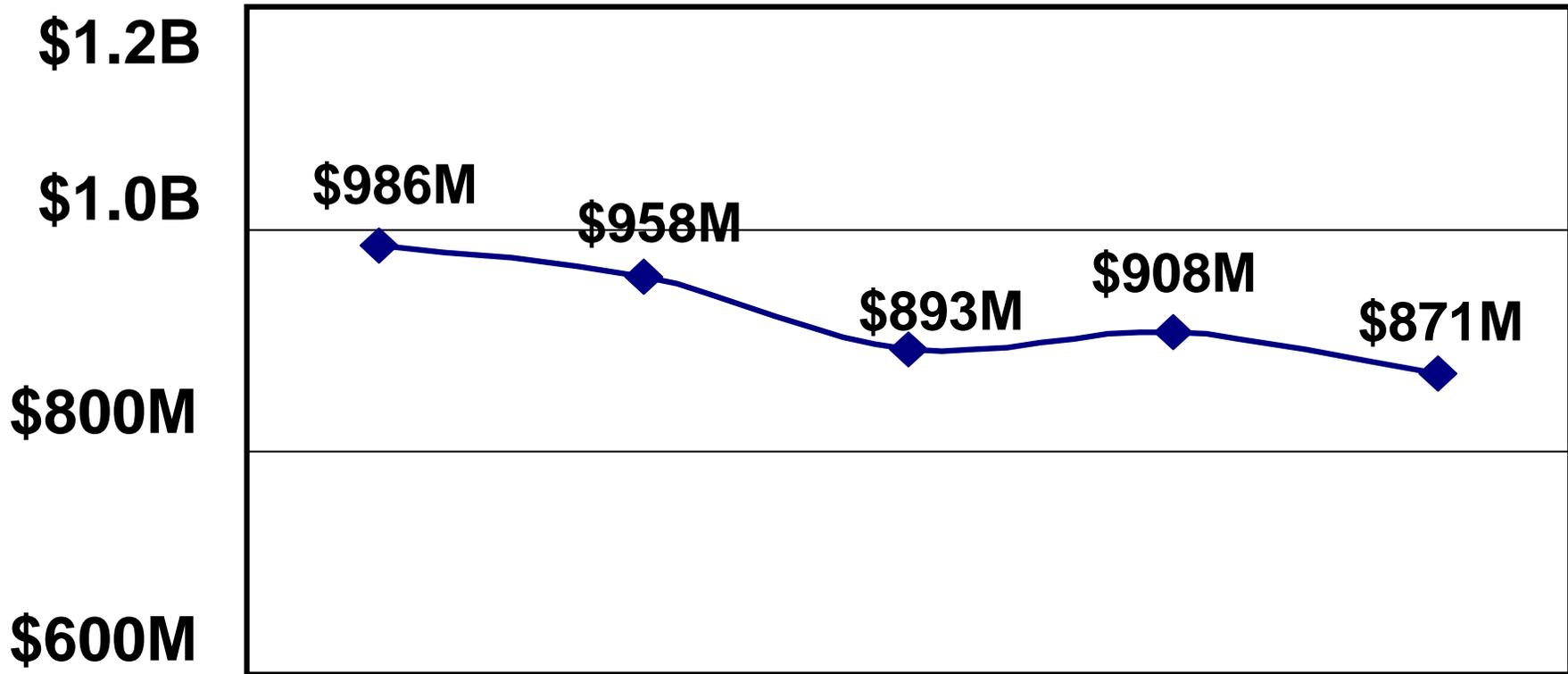


5-Year Trend Prime Contract Award Percentages for SB





5-Year Trend Prime Contract Award Dollars for SB



Total Prime Contract
Award Base →

FY04
3.7 B

FY05
3.9 B

FY06
3.5 B

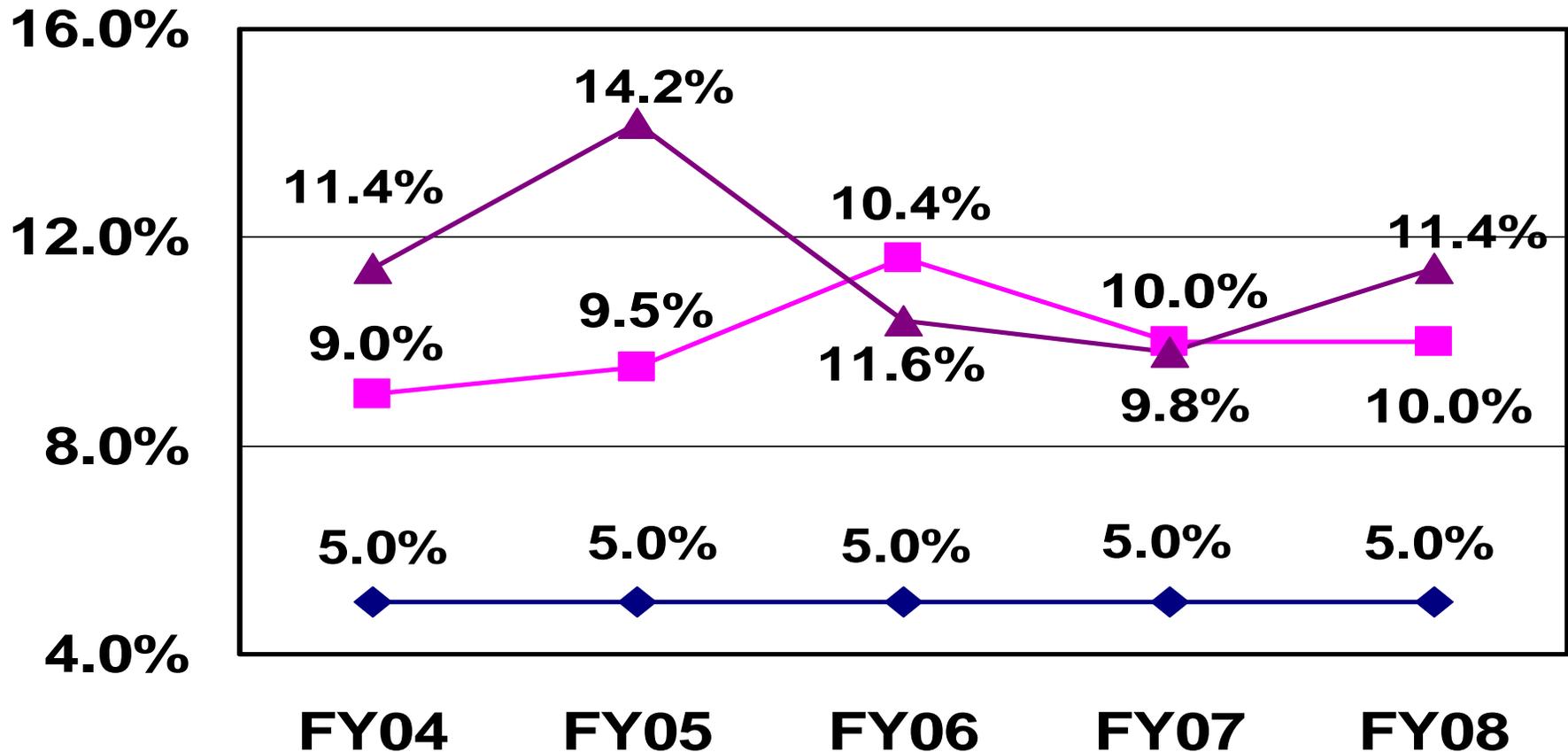
FY07
3.9 B

FY08
3.4 B

M=Million
B=Billion

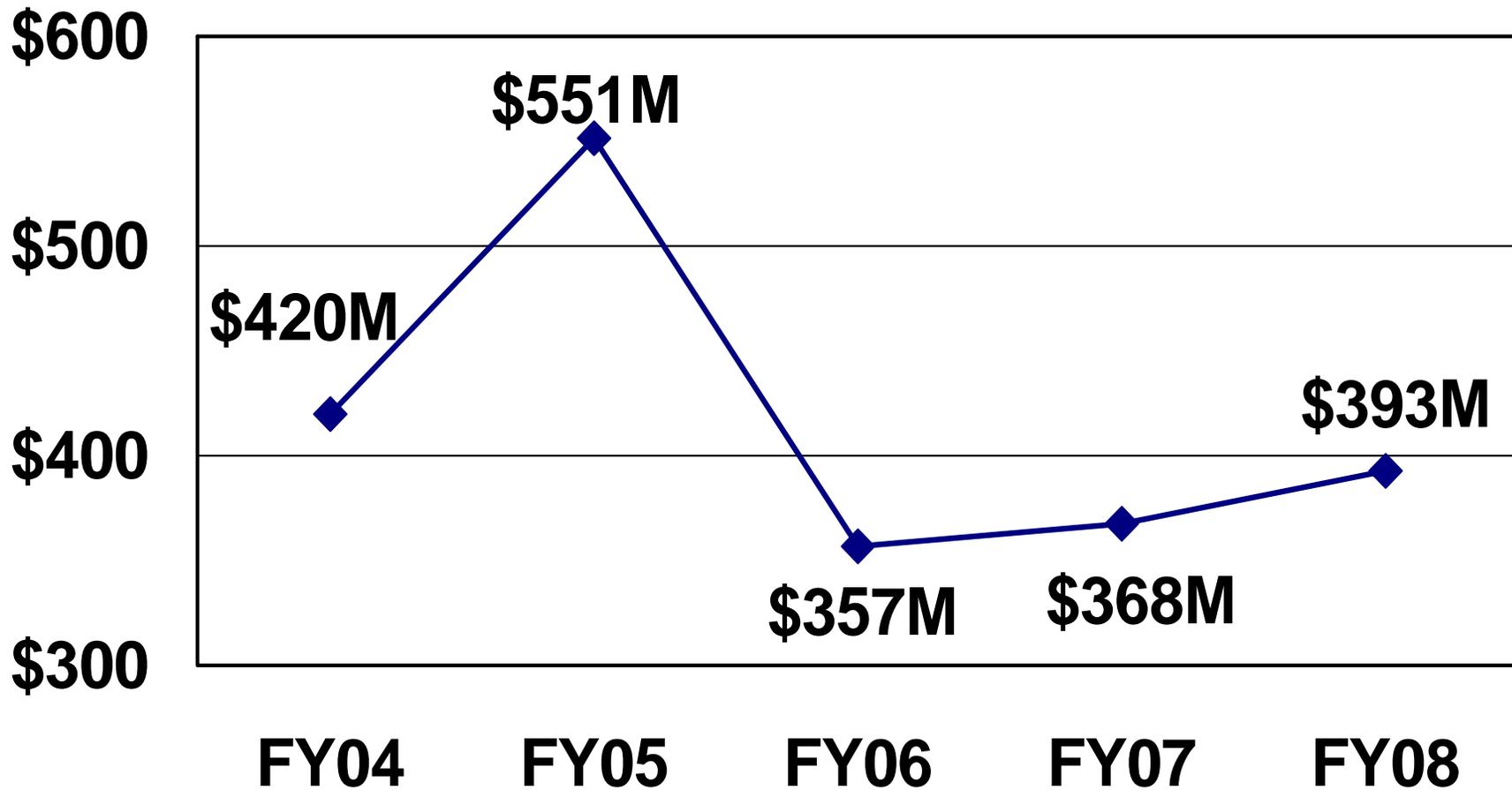


5-Year Trend Prime Contract Award Percentages for SDB





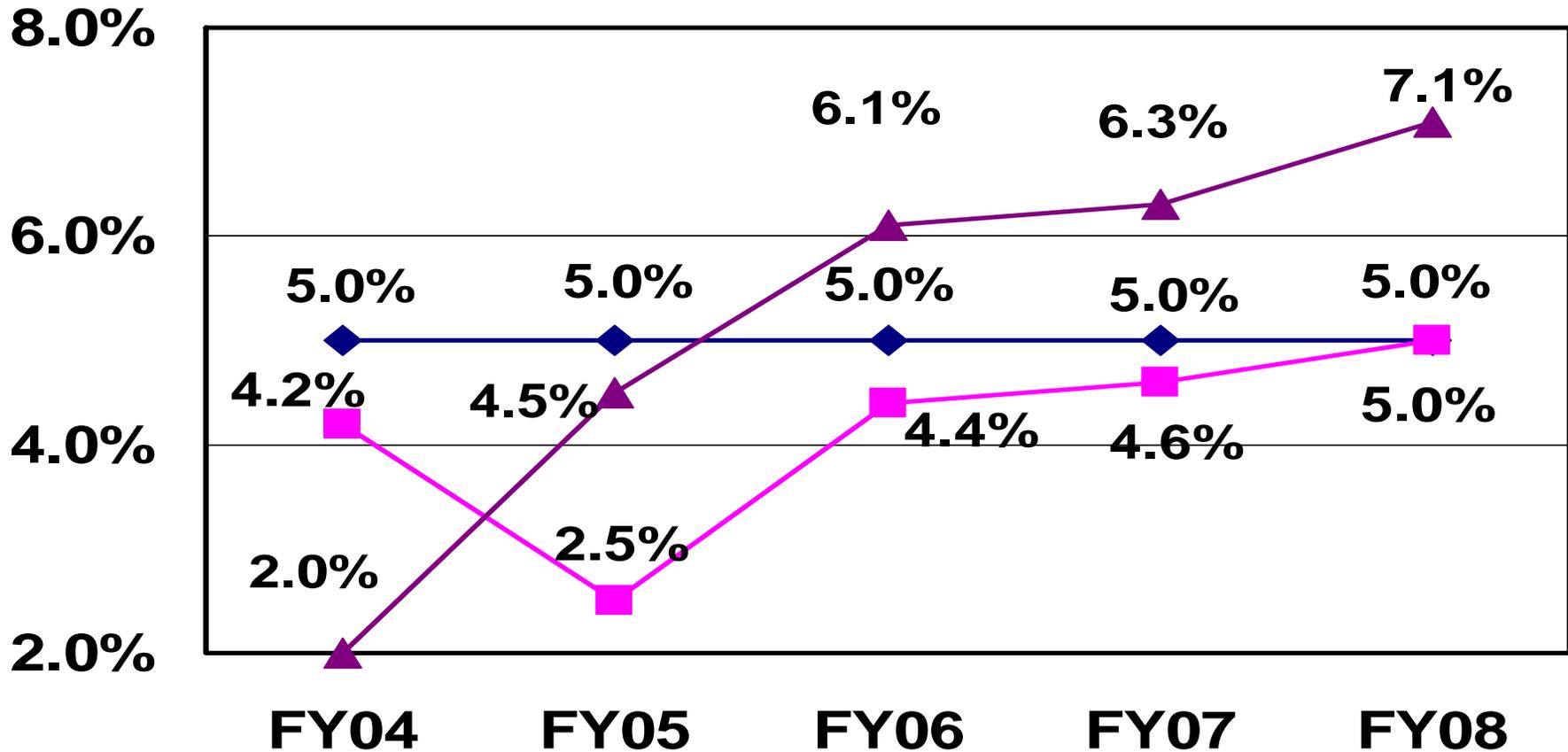
5-Year Trend Prime Contract Award Dollars for SDB



M=Million



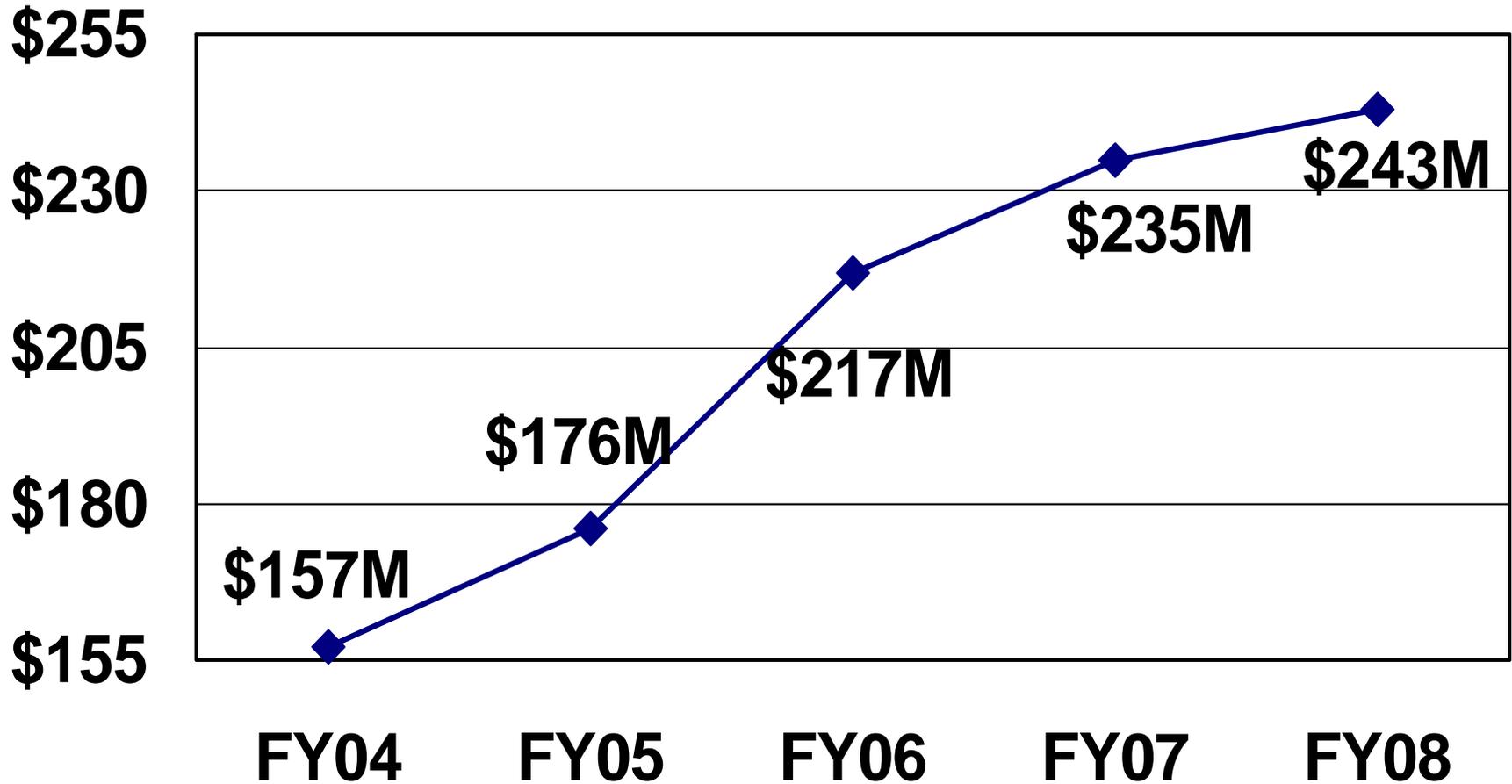
5-Year Trend Prime Contract Award Percentages for WOSB



- ◆ FEDERAL GOAL
- DISA GOAL
- ▲ DISA ACHIEVEMENT



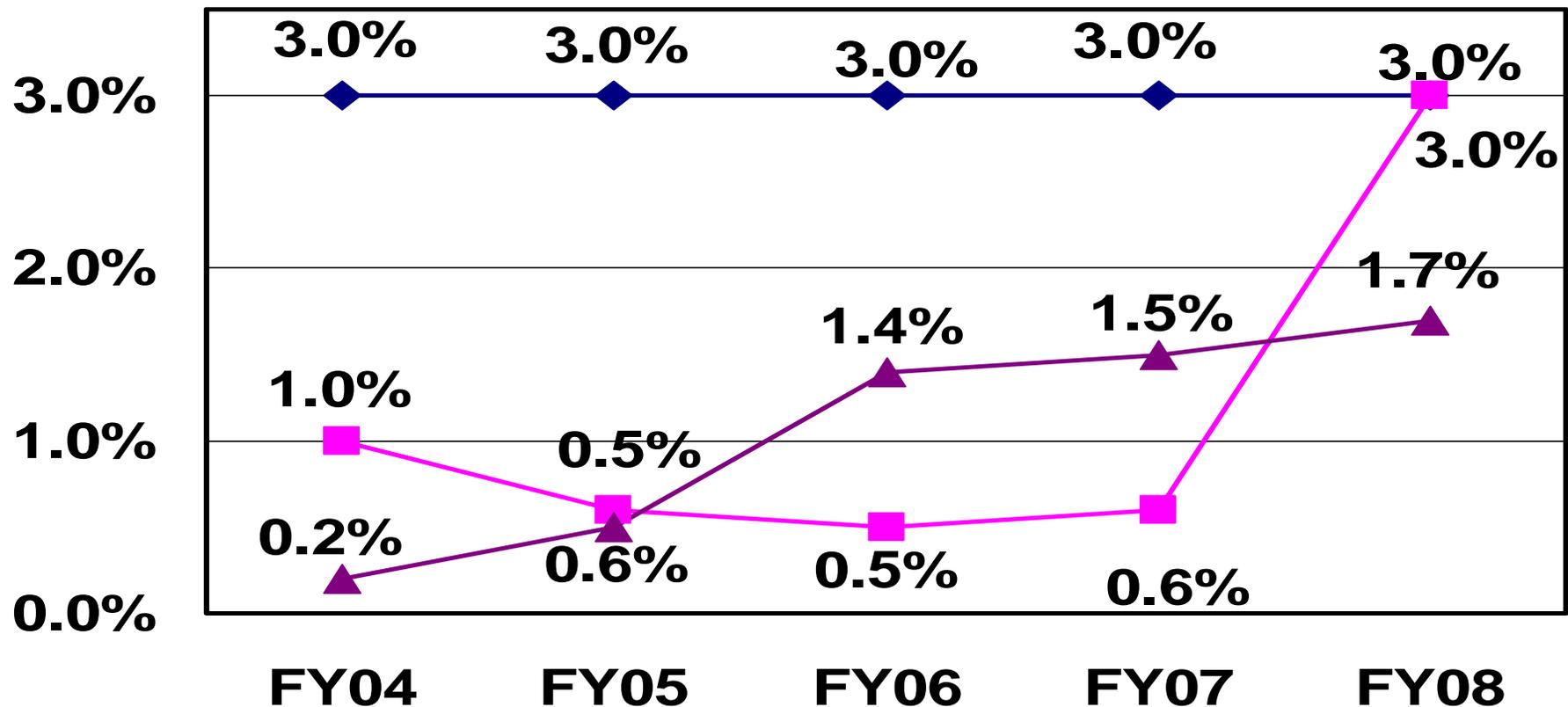
5-Year Trend Prime Contract Award Dollars for WOSB



M=Million

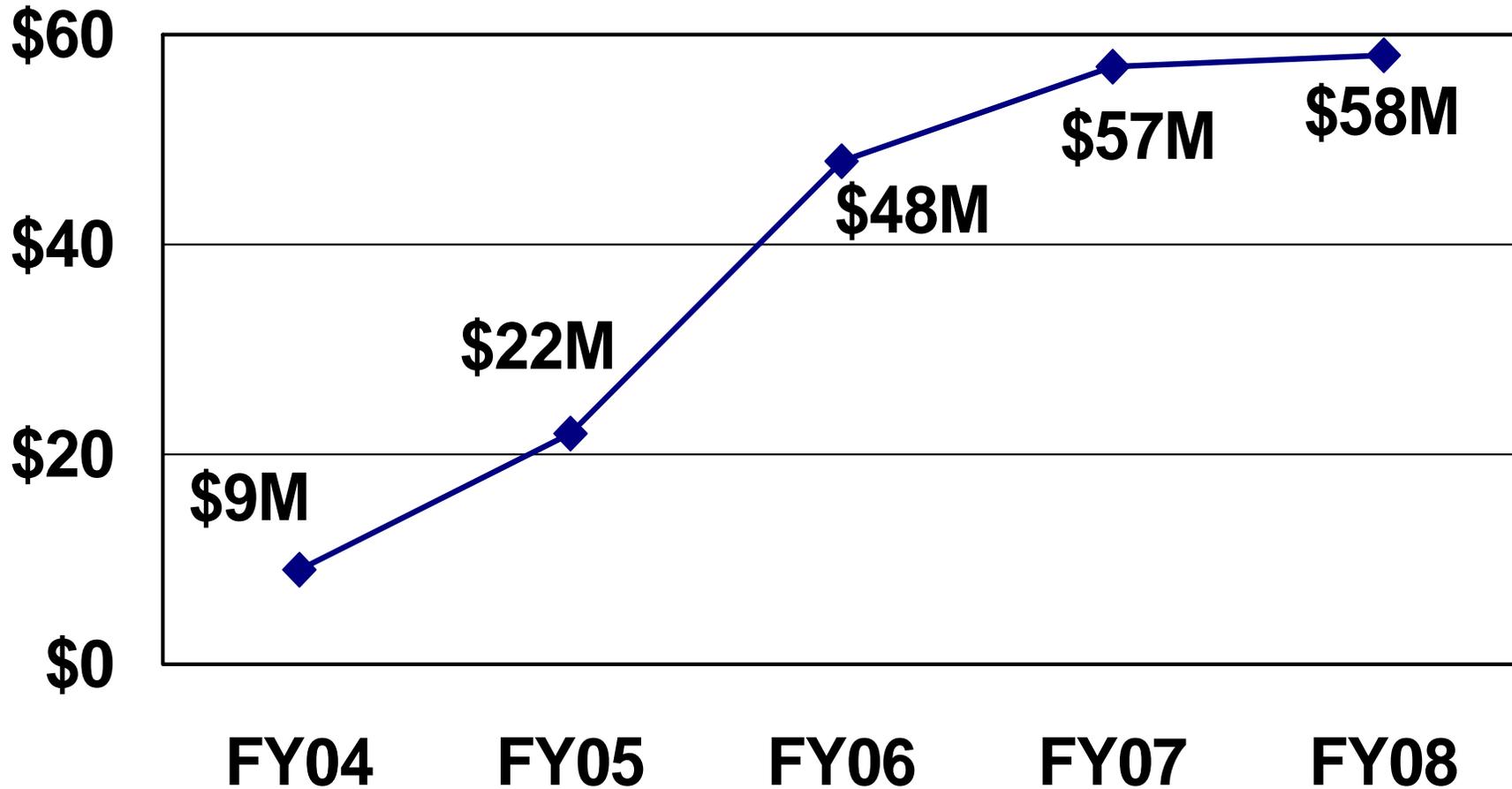


5-Year Trend Prime Contract Award Percentages for SDVOSB





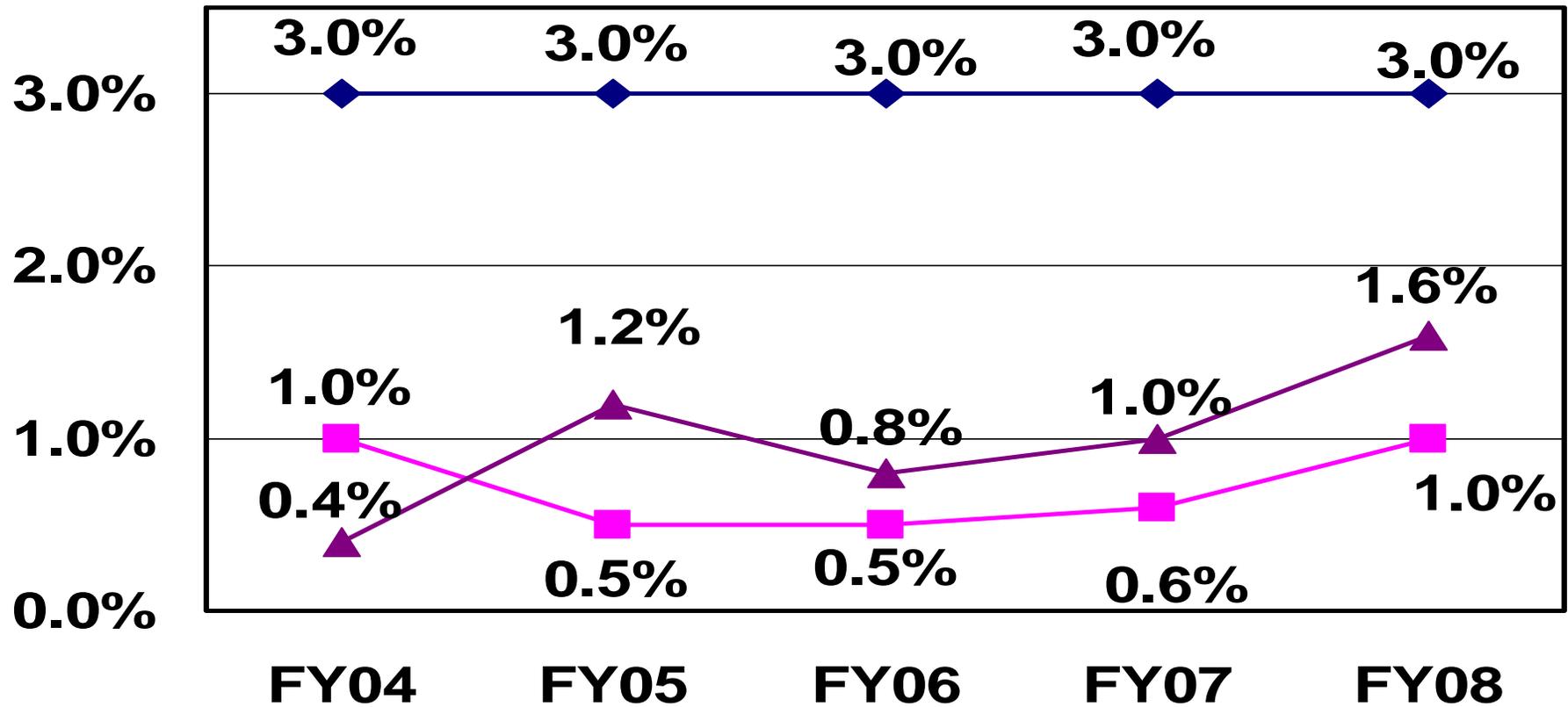
5-Year Trend Prime Contract Award Dollars for SDVOSB



M=Million

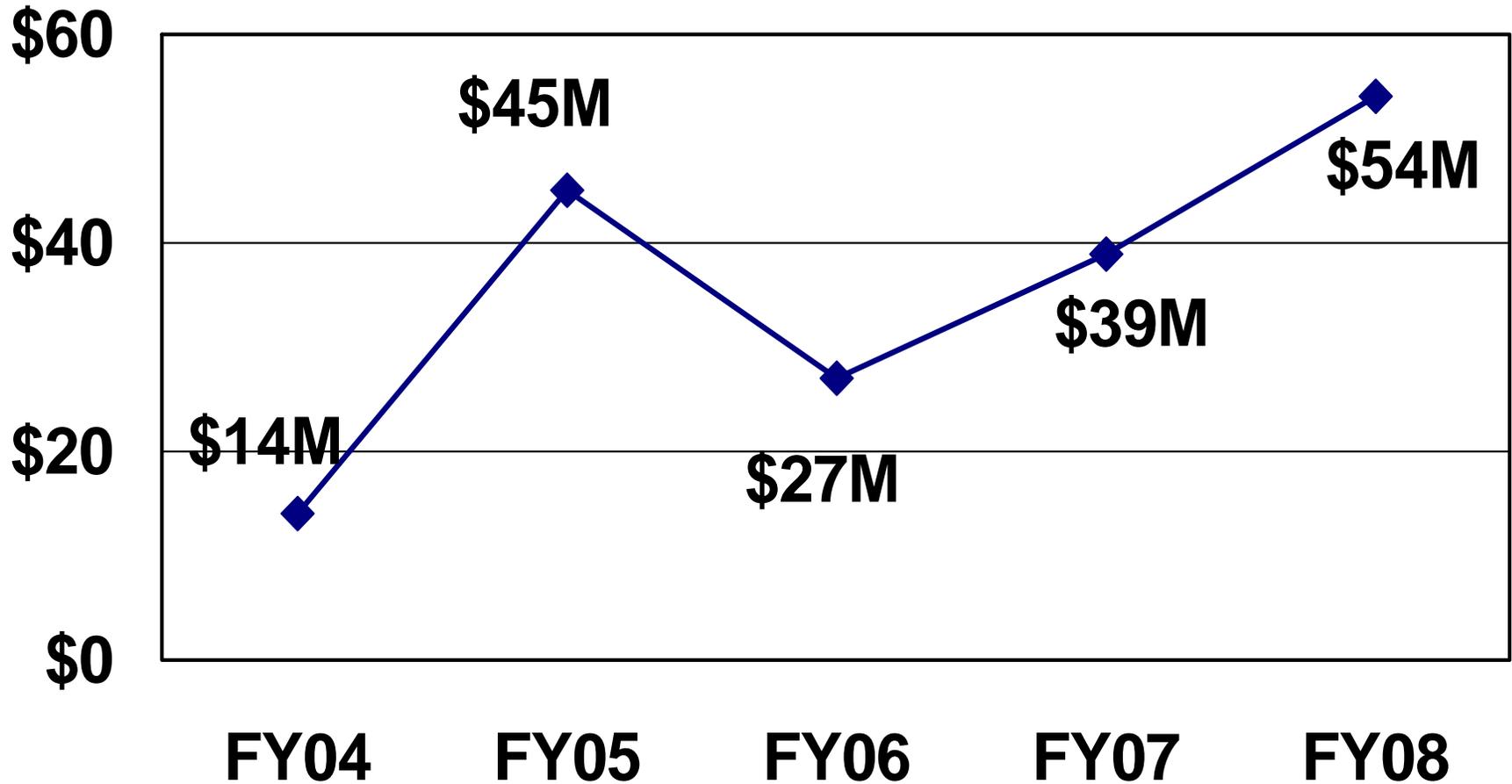


5-Year Trend Prime Contract Award Percentages for HUBZone





5-Year Trend Prime Contract Award Dollars for HUBZone



M=Million



FY 08 NAICS Codes Results

CONCENTRATION OF CONTRACT AWARDS:

Total Dollars awarded in FY08 - \$3.4B

Total Actions awarded in FY08 - 28,135

NAICS Sector 51 – Encompasses the NAICS Code Sector as a whole and includes the telecommunications, software, and information services.

Contract Awards in the NAICS Codes 51 Sector

68% of all Total Actions = 19,132

44% of all Total Dollars = \$1.5B

NAICS Sector 54 - Encompasses the NAICS Code Sector as a whole and includes engineering, specialized design services computer services and professional, scientific services.

Contract Awards in the NAICS Codes 54 Sector

21% of all Total Actions = 5,908

45% of all Total Dollars = \$1.5B



SELLING TO DISA

Read and Comprehend the Federal Acquisition Regulations (FAR)

Provide DISA Specific Capability Presentations

Select the Appropriate DISA Stakeholder for Introductions, Technical Dialogues, Presentations

Global Presence/Performance - 24/7

Use FPDS-NG for Company Success

SMALL BUSINESS...THE INTELLIGENT CHOICE!

