



Defense Information Systems Agency

Department of Defense

Outstanding Small Business Program

Sharon L. Jones
OFFICE OF SMALL BUSINESS PROGRAMS
08 August 2008
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AGENDA

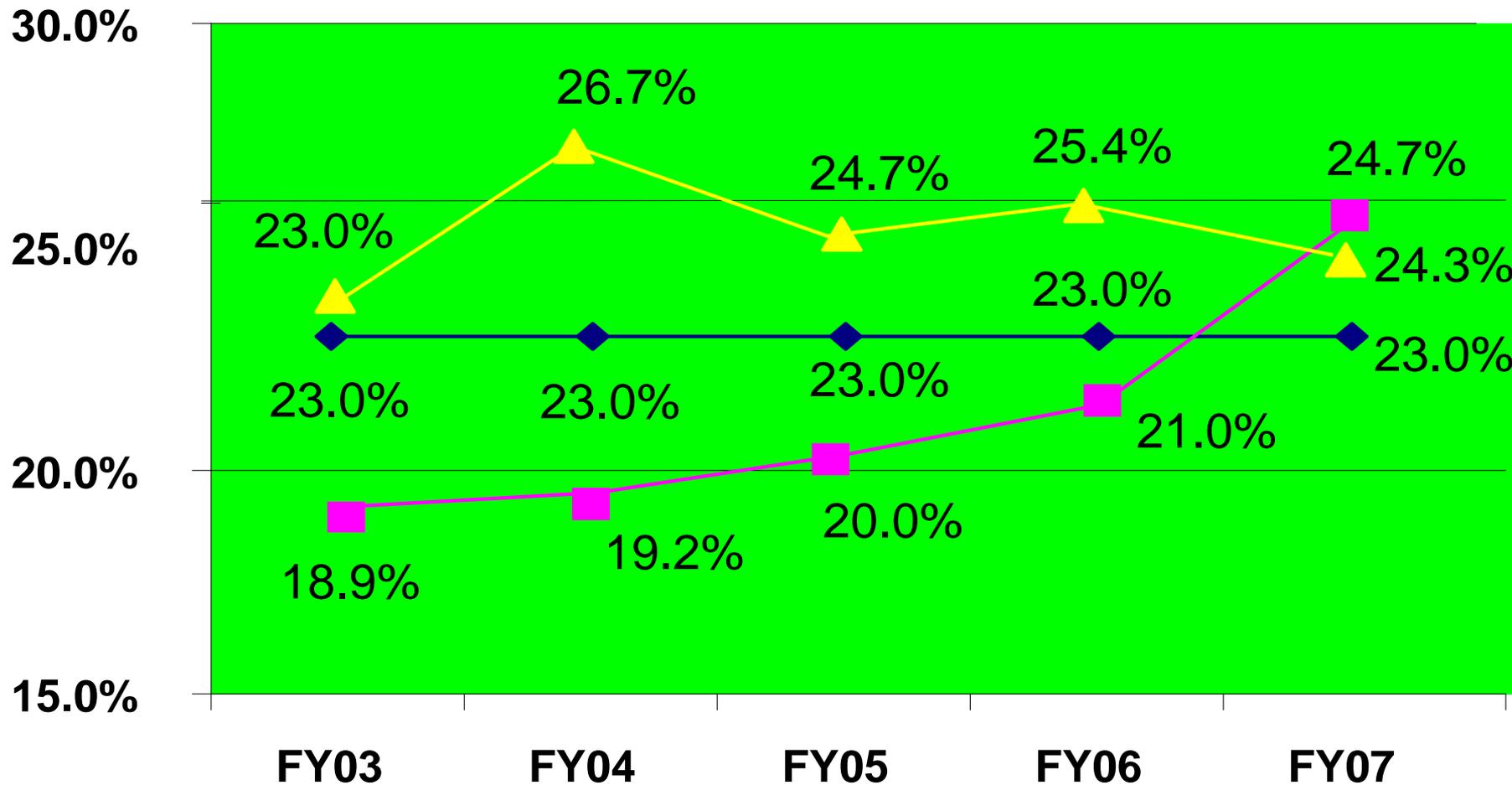
Sensational Business Performance

FY07 NAICS Results

Smart Bankable Profits



5-Year Trend Prime Contract Award Percentages for Small Business

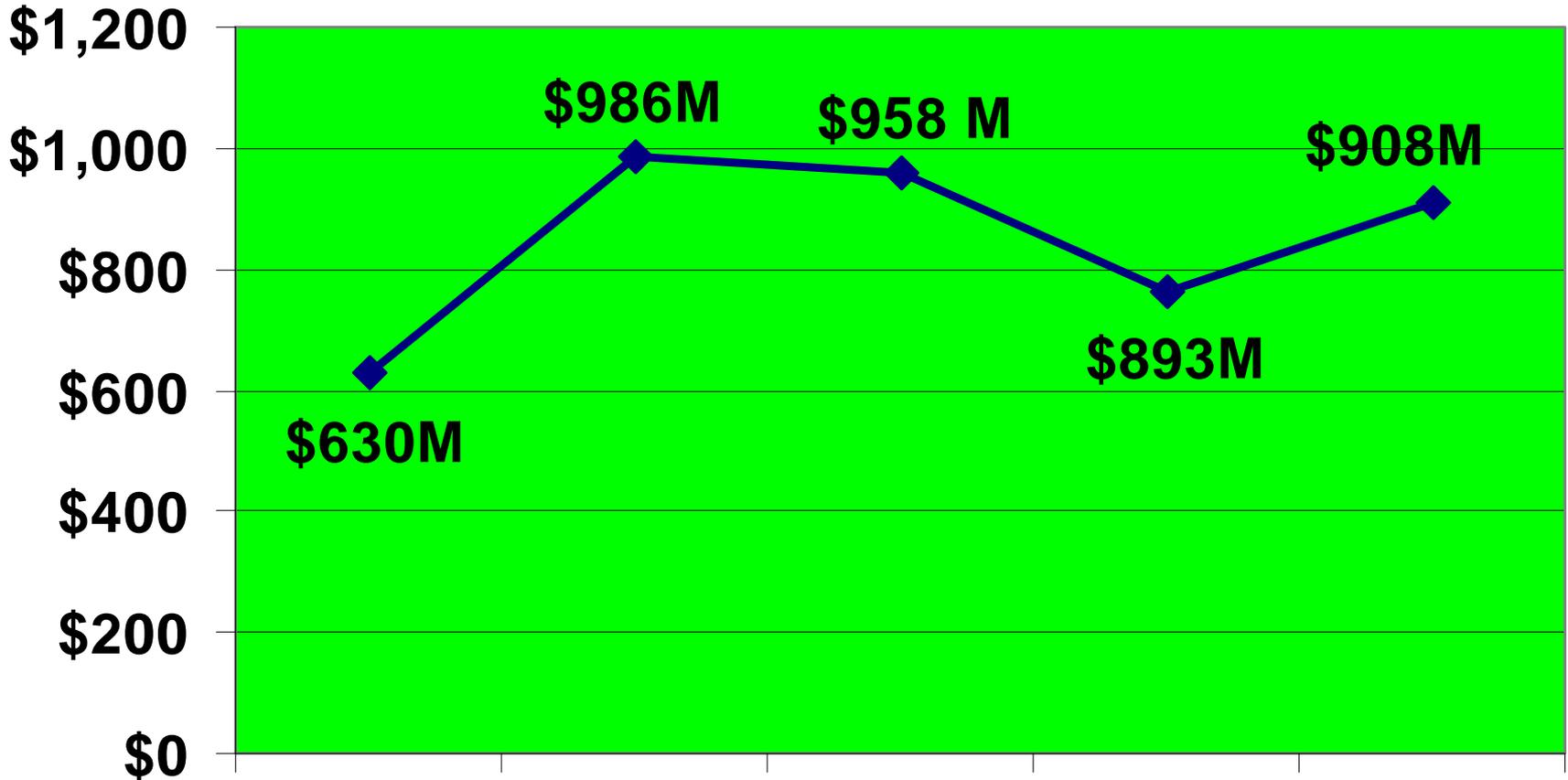




5-Year Trend

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Prime Contract Award Dollars for Small Business



Total Prime Contract Award Base →

FY03

FY04

FY05

FY06

FY07

3.0 B

3.7 B

3.9 B

3.5 B

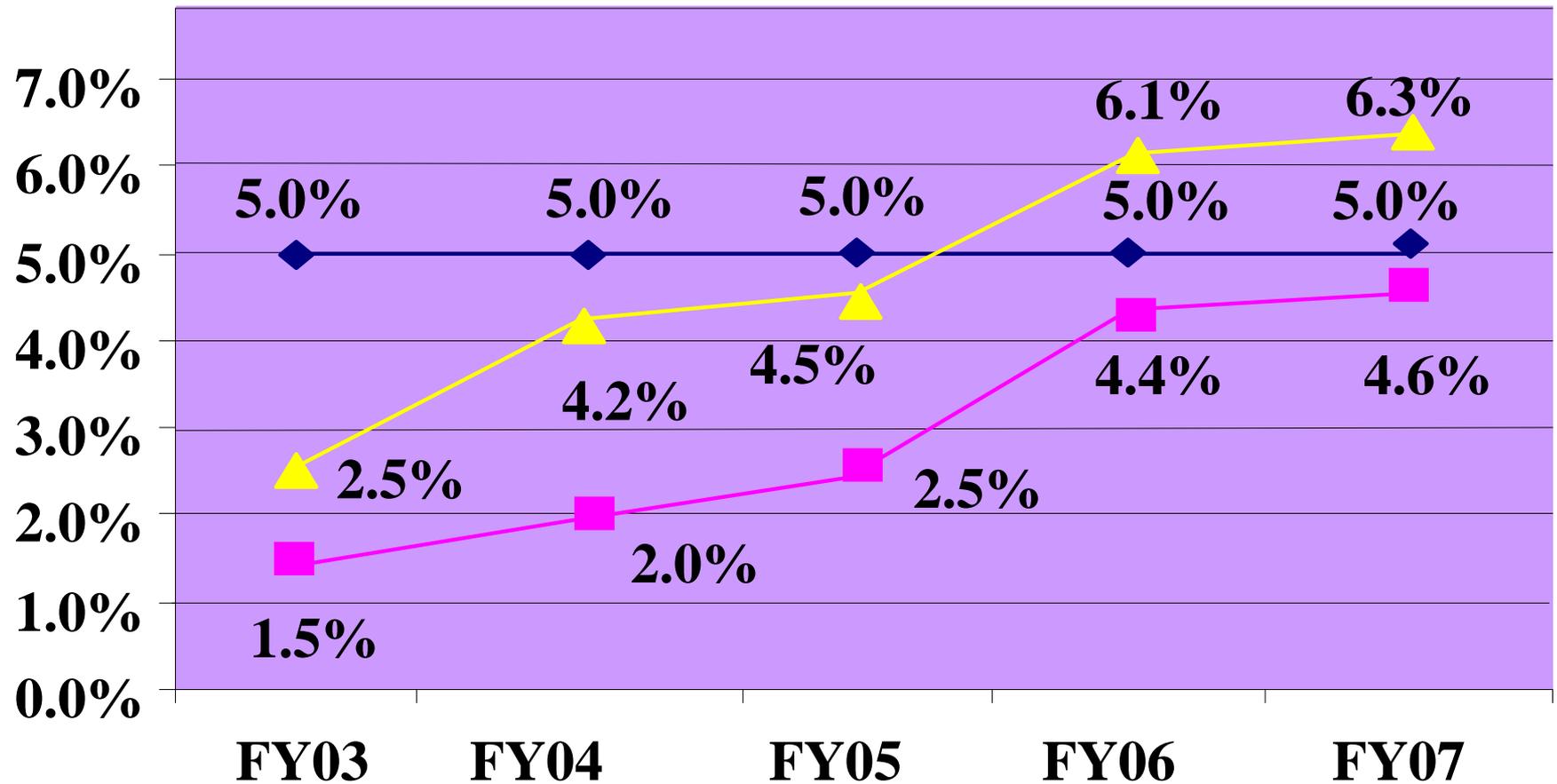
3.9 B

M=Million
B=Billion

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Prime Contract Award Percentages for Women Owned Small Business

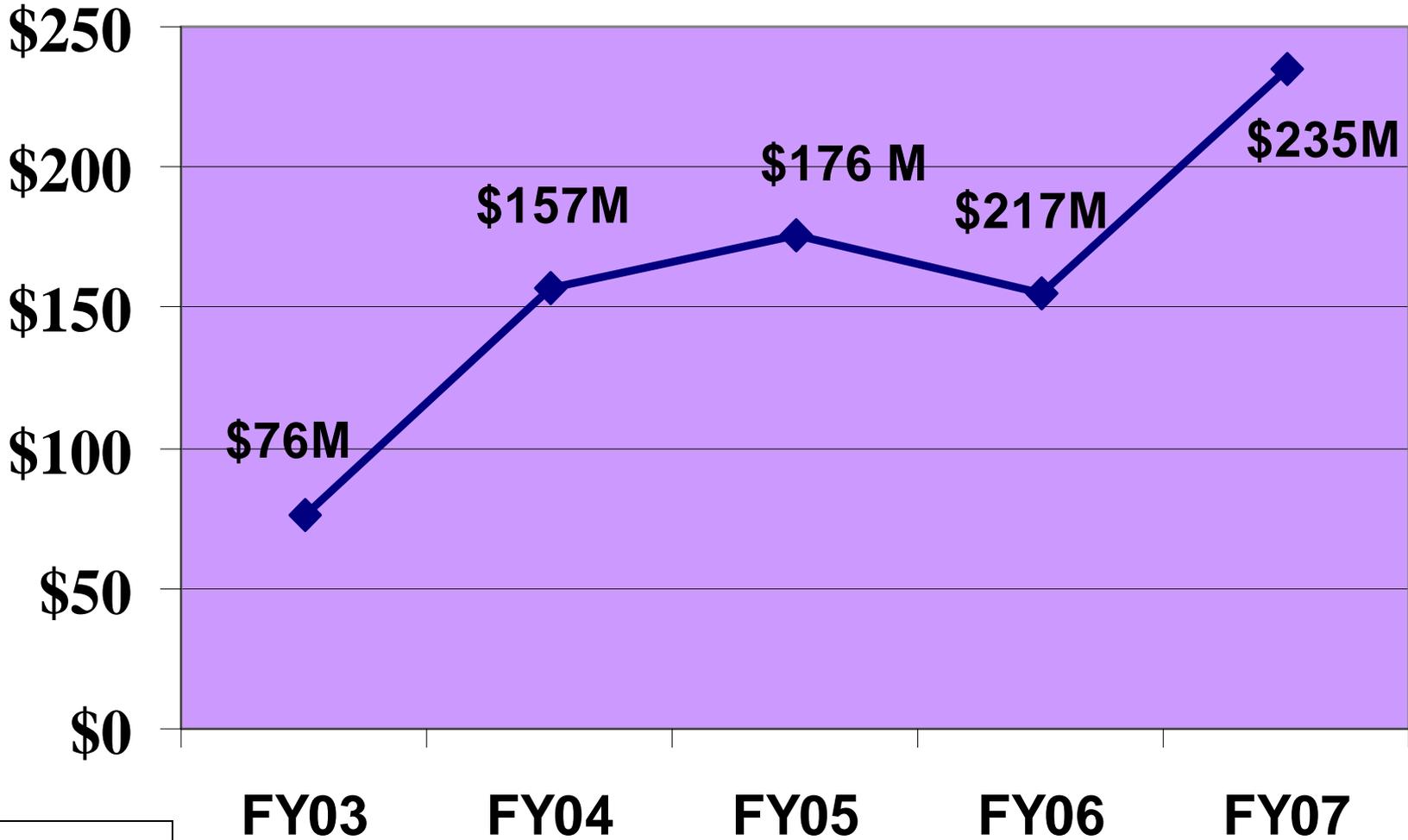




5-Year Trend

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Prime Contract Award Dollars for Women Owned Small Business



M=Million

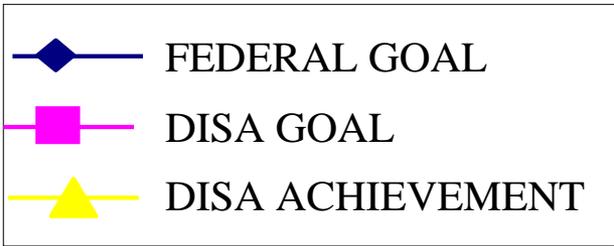
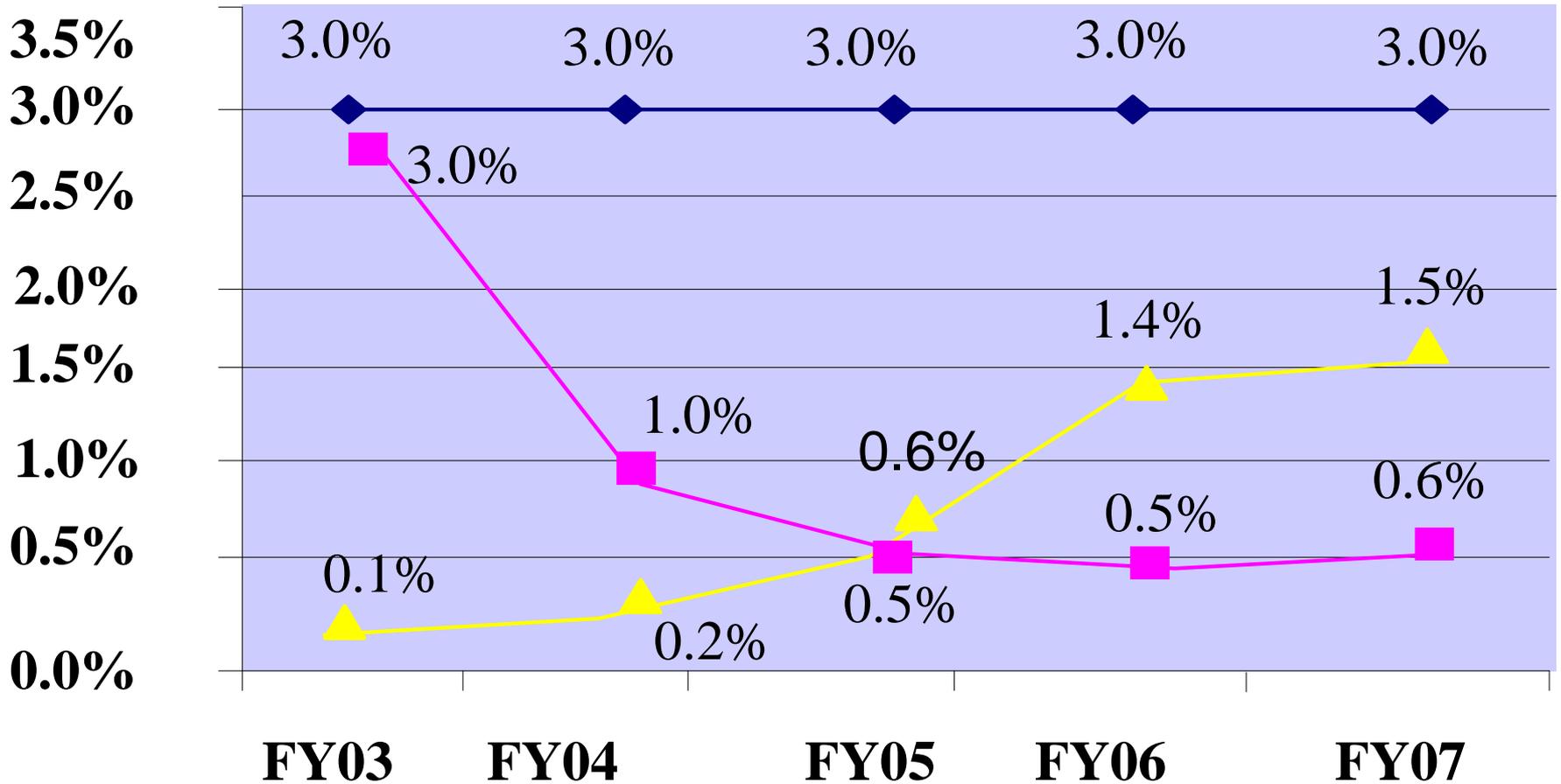
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5-Year Trend

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Prime Contract Award Dollars for Service Disabled Veteran Owned Small Business



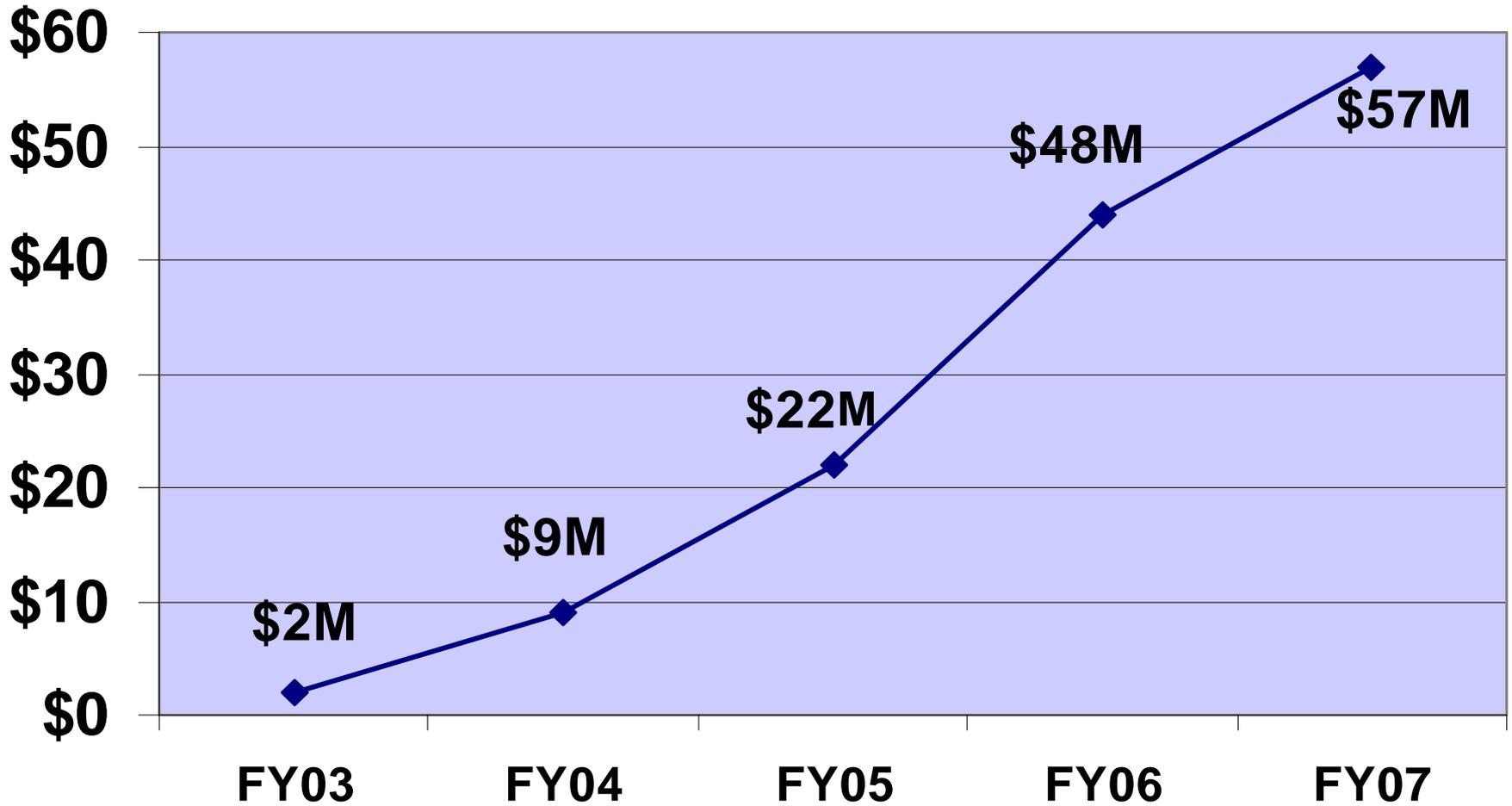
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5-Year Trend

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Prime Contract Award Dollars for Service Disabled Veteran Owned Small Business



M=Million

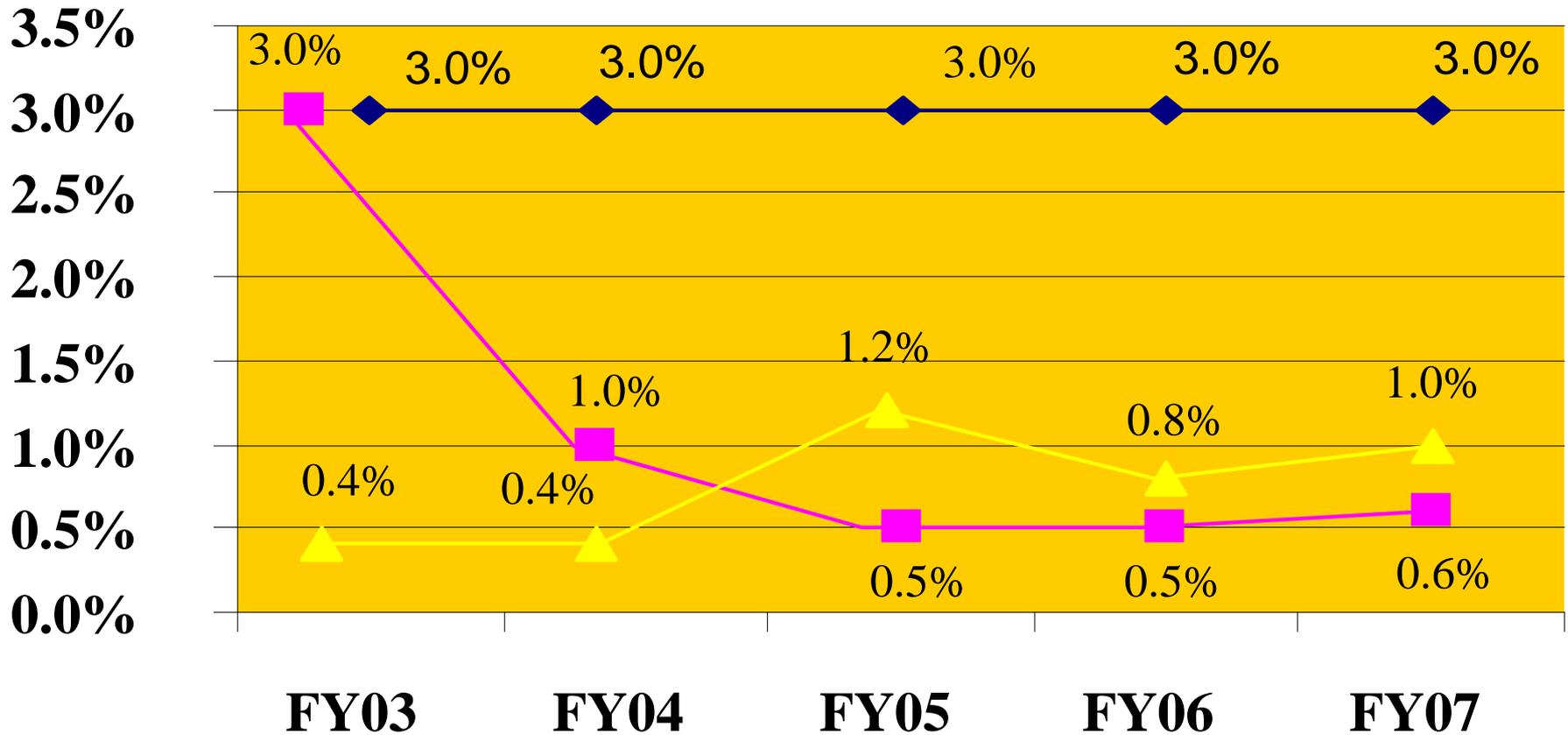
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5-Year Trend

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Prime Contract Award Dollars for HUBZone Small Business

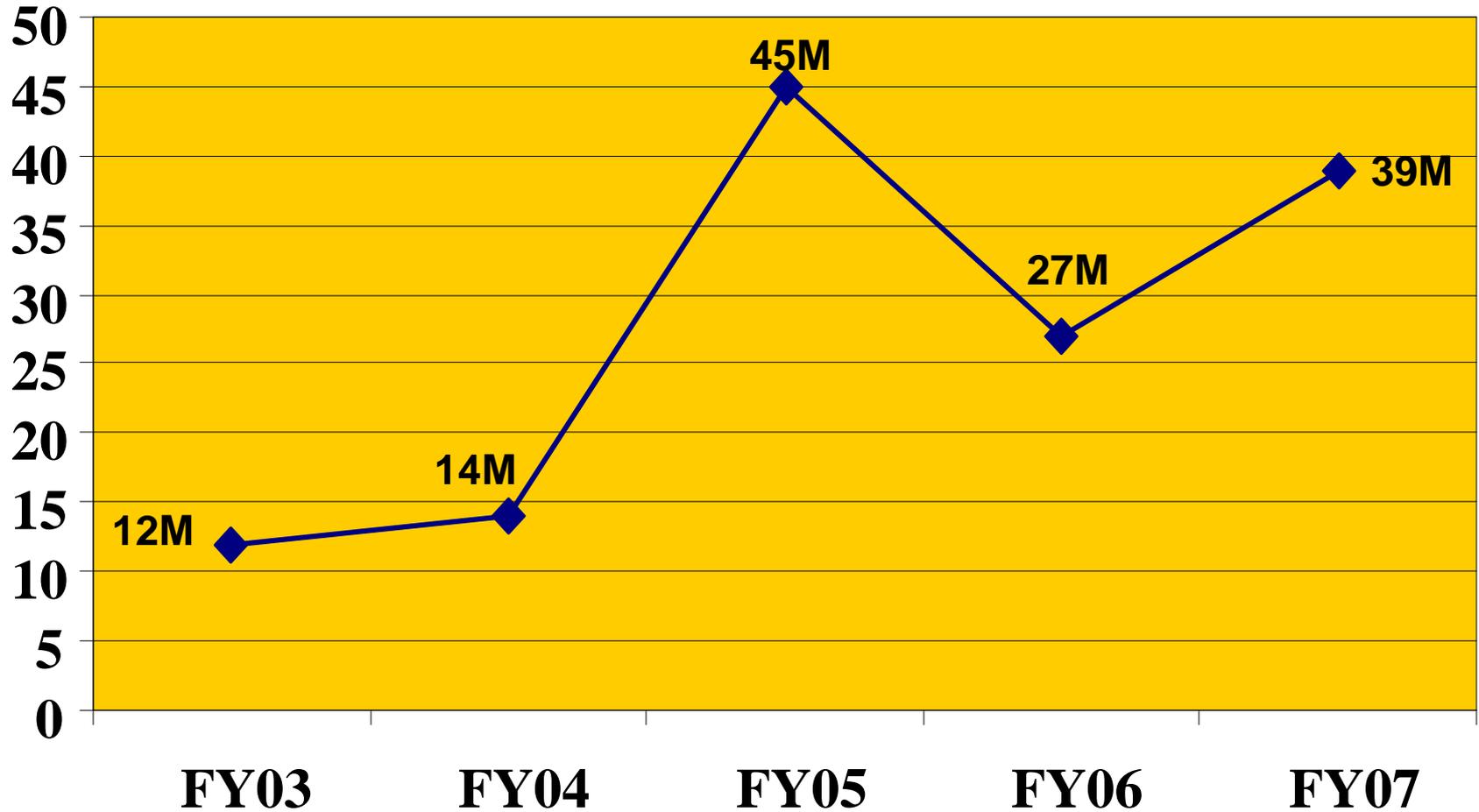


- FEDERAL GOAL
- DISA GOAL
- DISA ACHIEVEMENT

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Prime Contract Award Dollars for HUBZone Small Business



M=Million



FY 07 NAICS Codes Results

CONCENTRATION OF CONTRACT AWARDS:

Total Dollars awarded in FY07 - \$3.9B

Total Actions awarded in FY07 – 36,574

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

43% of all Total Actions = 22,533

43% of all Total Dollars = \$1.7B

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

26.4% of all Total Actions = 6,087

37.0% of all Total Dollars = \$1.7B



Smart Bankable Profits

Respond to Request for Information (RFI)

Provide DISA Specific Capability Presentations

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

**Update Your Profile Regularly
with Office of Small Business Programs**

**Update Your Profile Regularly within
Central Contractor Registry**

Have All the Appropriate Credentials

The “WOW FACTOR” That Will Fulfill a Requirement

Global Performance

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