

UNCLASSIFIED



OFFICE OF SMALL BUSINESS PROGRAMS

Contract By Contract: DISA Is Building A Solid Small Business Legacy!

Sharon L. Jones

Director, OSBP

17 Jun 2015

United in Service to Our Nation
UNCLASSIFIED

UNCLASSIFIED

Championing Small Business



“... in order to preserve free competitive enterprise, to insure that a fair proportion of the total purchases and contracts for property and services for the Government be placed with small business enterprises, and to maintain and strengthen the overall economy of the Nation...”

Federal Government Small Business Act

President Obama stated that “*Small businesses are the backbone of our economy and the cornerstones of our nation’s promise*”.

*Barack Obama, President of the United States
24 November 2012*

DISA’s partnerships with industry, academia, and our mission partners are critical to forecasting these emerging technologies and their value to the Department, and supporting informed technology investment decisions that will strengthen the enterprise and improve the enterprise service capabilities we ultimately deliver.

DISA Strategic Plan 2014-2019

United in Service to Our Nation

UNCLASSIFIED

UNCLASSIFIED

FY14 Small Business Goal Achievements

\$5.1 Billion in total small business eligible dollars

DISA ACHIEVED ALL ITS SMALL BUSINESS GOALS!

DISA ACHIEVED ALL ITS SMALL BUSINESS GOALS!

| Small Business Categories | Federal Small Business Goals | DoD Small Business Goals | DISA Small Business Goals | DISA Small Business Achievements | DISA Contract Award Dollars \$\$\$\$ |
|---|------------------------------|--------------------------|---------------------------|----------------------------------|--------------------------------------|
| SB Small Business | 23% | 21.35% | 26% | FIRST TIME EVER! 33% | FIRST TIME EVER! 1.6B |
| SDB Small Disadvantaged | 5 % | 5% | 9% | 14% | FIRST TIME EVER! 675m |
| WOSB Woman Owned Small | 5% | 5% | 5% | 5% | 247m |
| SDVOSB Service Disabled Veteran | 3% | 3% | 3% | FIRST TIME EVER! 7% | FIRST TIME EVER! 331m |
| HUBZone Historically Underutilized Business Zone | 3% | 3% | 1% | 2% | FIRST TIME EVER! 96m |

Figures are as calculated by the official Federal Procurement Data System

UNCLASSIFIED



UNCLASSIFIED
Small Business
Prime Contract Award Dollars:
FY09 - FY13

Total: \$6.4 B



STILL BREAKING BARRIERS: FIVE STRAIGHT FISCAL YEARS OF OVER A BILLION DOLLARS IN CONTRACT AWARDS!

UNCLASSIFIED



UNCLASSIFIED
Small Disadvantaged Business
Prime Contract Award Dollars:
FY09 - FY13

Total: \$2.5B



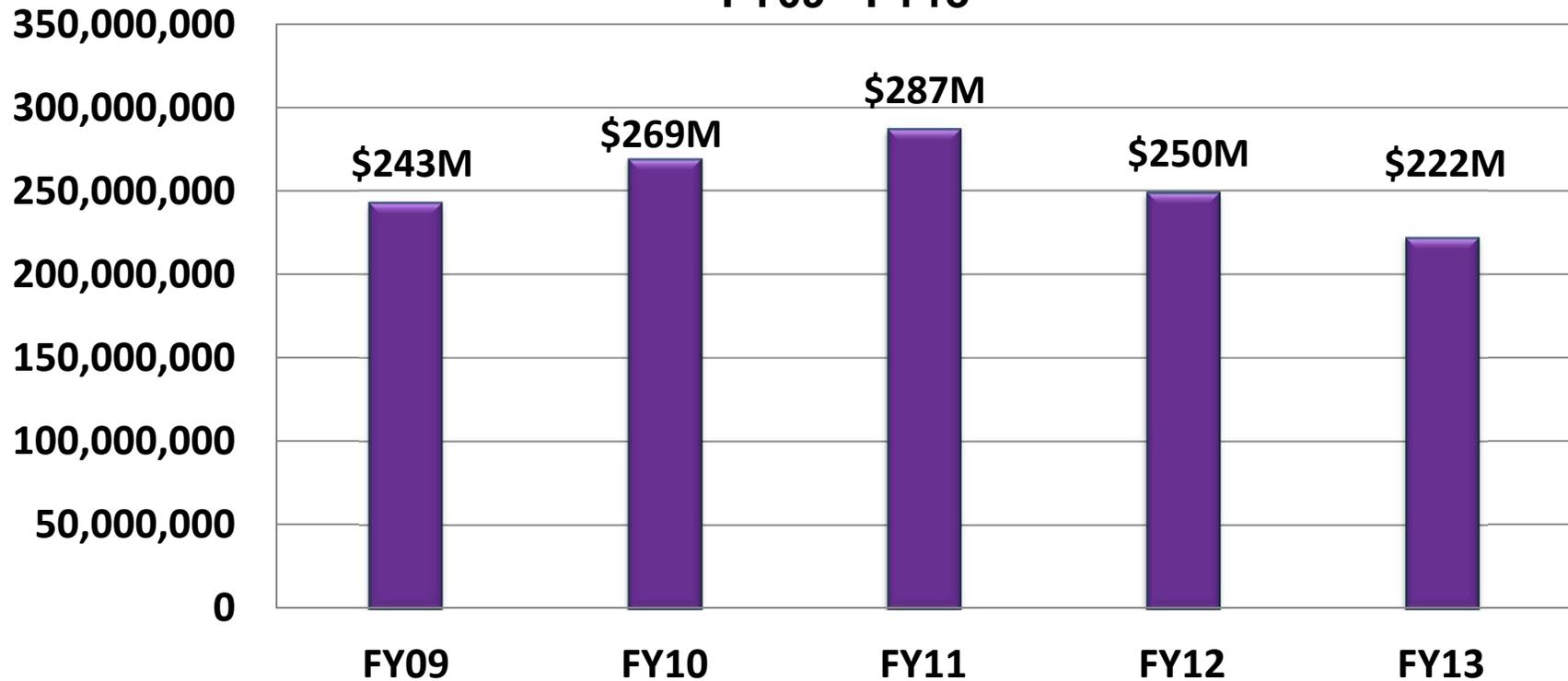
BREAKING BARRIERS: FIVE STRAIGHT FISCAL YEARS OF OVER A \$450 MILLION IN CONTRACT AWARDS!



UNCLASSIFIED

Women Owned Small Business Prime Contract Award Dollars: FY09 - FY13

Total: \$1.3B



**BREAKING BARRIERS: FIVE STRAIGHT FISCAL YEARS OF OVER
\$200 MILLION IN CONTRACT AWARDS!**



UNCLASSIFIED

Service Disabled Veteran Owned Business Prime Contract Award Dollars:

FY09 - FY13

Total: \$717M



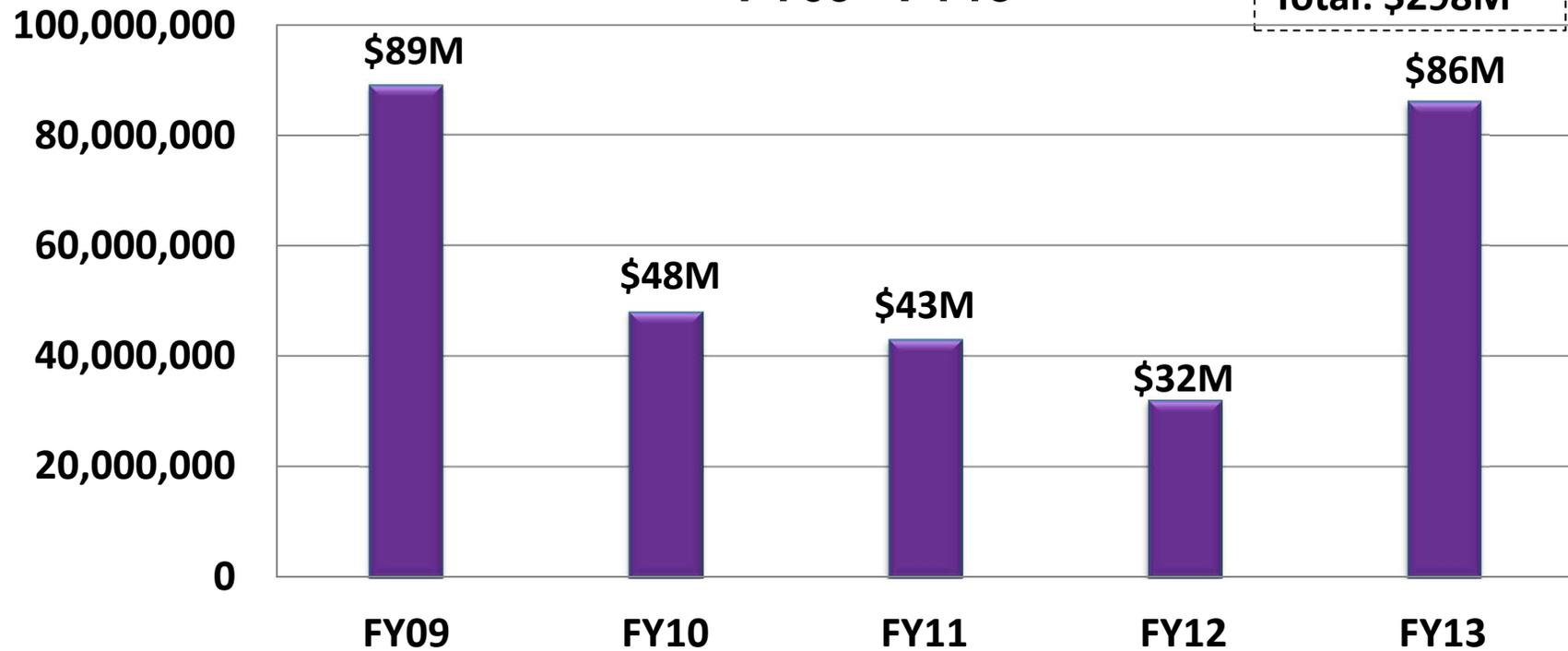
STILL BREAKING BARRIERS: FIVE STRAIGHT FISCAL YEARS OF INCREASES IN CONTRACT AWARDS!



UNCLASSIFIED

HUBZone Small Business Prime Contract Award Dollars FY09 - FY13

Total: \$298M



**BREAKING BARRIERS: EMPOWERING LOCAL COMMUNITIES
THROUGH ECONOMIC LEVERAGING!**



UNCLASSIFIED

North America Industry Classification System (NAICS) Results for FY14



Concentration of PRIME Contract Awards:

Total Dollars Awarded in FY14 – \$5.1B

Total Actions awarded in FY14 – 66,442

NAICS Sector 51 – Telecomm/software/Information services

Contract Awards in the NAICS Code 51 Sector

85% of all Total Actions = 56,715

30% of all Total Dollars = \$1.5B

NAICS Sector 54 - Engineering /design/computer/professional/scientific

Contract Awards in the NAICS Code 54 Sector

12% of all Total Actions = 7,948

63% of all Total Dollars = \$3.2B

United in Service to Our Nation
UNCLASSIFIED

UNCLASSIFIED

Small Business Contract Vehicles



❖ Individual small business set-aside contracts based on mission requirements 

❖ DISA Enterprise Support Services (DESS) 

❖ Encore Small Business Set-Asides 

❖ GSA Small Business Set-Asides on E-Buy

❖ GSA Schedule IT-70 – Small Business Set-Aside

❖ GSA 8(a) STARS II 

❖ GSA Vets 

❖ NASA SEWP V – Small Business Groups 



DISA Elevates Small Business Importance through Contracting!

❖ Global Information Grid Services Management: Engineering, Transition & Implementation (GSM-ETI) Projects & Support (GSM-P&S) 

❖ PEO-MA Engineering Support 

❖ NIH CIO SP3



❖ GSA Alliant Small Business 

❖ Federal Supply Schedules

❖ GSA OASIS 

❖ Custom SATCOM Solutions-Small Business (CS2-SB)

United in Service to Our Nation
UNCLASSIFIED

UNCLASSIFIED



The art of war teaches us to rely not on the likelihood of the enemy's not coming, but on our own readiness to receive him.....

Sun Tzu

United in Service to Our Nation
UNCLASSIFIED

UNCLASSIFIED



Small Business Moving @ DISA's Speed

Collaboration, Cybersecurity, Cloud, Command & Control



Industry Partnership



24x7x365



Cyber & Risk Management

Business Specialty + Products + Apps + Services + Certifications = Successful Value Proposition

United in Service to Our Nation
UNCLASSIFIED

UNCLASSIFIED



Contact Information

Information

www.disa.mil

Contracting Opportunities

www.ditco.disa.mil

EMAIL

disa.meade.osbp.mbx.disa-small-business-office@mail.mil

PHONE

301-225-6003

United in Service to Our Nation

UNCLASSIFIED

UNCLASSIFIED



SMALL BUSINESS PANEL PRESENTATION

Brenda Leonard
Sharon L. Jones
Lisa Cravens
Christopher Gray
Cleophus Ford

United in Service to Our Nation
UNCLASSIFIED

UNCLASSIFIED

United in Service to Our Nation



UNCLASSIFIED