Forecast to Industry 2018
DISA Office of Small Business Programs

Carlen Capenos
Director
5 November 2018
Agenda

• Introduction and Philosophy
• Achievements – Past and Present
• Goals - Future
• About the Office of Small Business Programs
• How Do We Determine the Acquisition Strategy
• Doing Business With DISA
• Contact Us
• Questions
Office Of Small Business Programs

- Introduction
- Philosophy
DISA has exceeded prime small business goals every year since FY12

<table>
<thead>
<tr>
<th>FY</th>
<th>Small Business Prime Goal</th>
<th>DISA SB Prime Goal Achievement</th>
<th>Prime SB Dollars</th>
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<tbody>
<tr>
<td>FY17</td>
<td>27%</td>
<td>28%</td>
<td>$1.8B</td>
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<tr>
<td>FY16</td>
<td>27%</td>
<td>29%</td>
<td>$1.6B</td>
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<tr>
<td>FY15</td>
<td>26%</td>
<td>31%</td>
<td>$1.5B</td>
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<td>FY14</td>
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<td>33%</td>
<td>$1.7B</td>
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<tr>
<td>FY13</td>
<td>26%</td>
<td>30%</td>
<td>$1.4B</td>
</tr>
<tr>
<td>FY12</td>
<td>25%</td>
<td>26%</td>
<td>$1.4B</td>
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</table>
## FY18 Small Business Goals Achievements

**SIX RECORDS!!**

<table>
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<tr>
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</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>23%</td>
<td>22.1%</td>
<td>28%</td>
<td>28.4%</td>
<td>$1.72B</td>
<td>6,658</td>
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<tr>
<td>Small Disadvantaged</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>10.9%</td>
<td>$662M</td>
<td>2,593</td>
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<tr>
<td>Woman-Owned</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>7%</td>
<td>$426M</td>
<td>1,412</td>
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<tr>
<td>Service-Disabled Veteran Owned</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>6%</td>
<td>$367M</td>
<td>958</td>
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<tr>
<td>HUBZone</td>
<td>3%</td>
<td>3%</td>
<td>1.5%</td>
<td>2.5%</td>
<td>$152M</td>
<td>497</td>
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Figures are as calculated by the official FPDS-NG SB Achievements by Awarding Organization Report. These figures will continue to fluctuate until certified by the SBA.
DISA Small Business Goals – FY19

Small Business = 28%
Small Disadvantaged Business = 5%
Woman- Owned Small Business = 5%
Service Disabled Veteran Owned Small Business = 3%
HUBZone Small Business = 1.5%
Goals - Future

Requesting Industry Input

Industry Survey
For DISA’s Office of Small Business Survey

https://www.surveymonkey.com/r/DISAOSBP-FY19IndustrySurvey
About Office of Small Business Programs

• **Who:**
  – Carlen Capenos, Director
  – Arielle Douglas, Associate Director
  – Brenda Leonard, Small Business Professional

• **What:** Small Business Advocacy: Enables DISA to gain access to the efficiency, innovation, and creativity offered by small businesses. OSBP is an integral player and value-added advisor in the development of agency acquisition strategies to ensure compliance with laws, directives, goals, and objectives related to small business initiatives.

• **Where:**
  – Fort Meade: DISA HQ
  – Scott Air Force Base: DITCO Scott

• **When:** Everyday

• **Why:** It’s the Law…and Good for the Country
About Office of Small Business Programs

- **What** (Continued):
  - Meet with Small Businesses and Large Businesses
  - Train Small and Large Businesses and Internal Stakeholders
  - Help / Facilitate / Provide Information / Assist
  - Review acquisition packages and assist in determining the strategy
  - Participate in Events that Promote Small Businesses
  - Advise DISA Leadership on Small Business
  - Review Subcontracting Plans / Acquisition Plans
  - Participate in Source Selections
  - Liaison with Small Business Administration
How We Determine the Acquisition Strategy?

- FAR 19.203 states there is no order of precedence among 8(a), HUBZone, SDVOSB or WOSB
- Between $3.5K and $150K, exclusively reserved for SB but can award to a federally designated category
- Above SAT, the KO shall first consider 8(a), HUBZone, SDVOSB or WOSB
  - In determining which socioeconomic program to use, the KO should consider, at a minimum results of market research, firms capable of satisfying the agency’s requirement and Agency progress in fulfilling its small business goals.
- SB have priority over F&O
Checklist for Doing Business with DISA

- Determine how your capabilities fit into DISA’s mission – what are you GREAT at?
- Become familiar with Federal Government contracting procedures
- Explore subcontracting and joint venture/teaming opportunities: [https://business.defense.gov/Acquisition/Subcontracting/Subcontracting-For-Small-Business/](https://business.defense.gov/Acquisition/Subcontracting/Subcontracting-For-Small-Business/)
- Respond to Sources Sought notices or Request for Information (RFI) on FedBizOpps
- Attend the Small Business Orientations / Trainings / Networking
- Participate in our Industry Days and AFCEA Defensive Cyber Operations Symposia
- Look at the contract vehicles that DISA uses: Government-Wide Acquisition Contracts (GWAC) and DISA-awarded ID/IQ contracts
- Submit proposal – You Can’t Win if You Don’t Play
- Always request a Debriefing
Contact Us

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