



Forecast to Industry 2018

DISA Office of Small Business Programs

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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





Achievements – Past and Present

DISA has exceeded prime small business goals every year since FY12

| FY | Small Business Prime Goal | DISA SB Prime Goal Achievement | Prime SB Dollars |
|------|---------------------------|--------------------------------|------------------|
| FY17 | 27% | 28% | \$1.8B |
| FY16 | 27% | 29% | \$1.6B |
| FY15 | 26% | 31% | \$1.5B |
| FY14 | 26% | 33% | \$1.7B |
| FY13 | 26% | 30% | \$1.4B |
| FY12 | 25% | 26% | \$1.4B |





FY18 Small Business Goals Achievements

SIX RECORDS!!!

| Small Business Categories | Federal Small Business Goals | DoD SB Goals | DISA SB Goals | DISA SB Goals Achievements | DISA SB Contract Award Dollars | DISA SB Contract Actions |
|--------------------------------|------------------------------|--------------|---------------|----------------------------|--------------------------------|--------------------------|
| Small Business | 23% | 22.1% | 28% | 28.4% | \$1.72B | 6,658 |
| Small Disadvantaged | 5% | 5% | 5% | 10.9% | \$662M | 2,593 |
| Woman-Owned | 5% | 5% | 5% | 7% | \$426M | 1,412 |
| Service-Disabled Veteran Owned | 3% | 3% | 3% | 6% | \$367M | 958 |
| HUBZone | 3% | 3% | 1.5% | 2.5% | \$152M | 497 |

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%



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



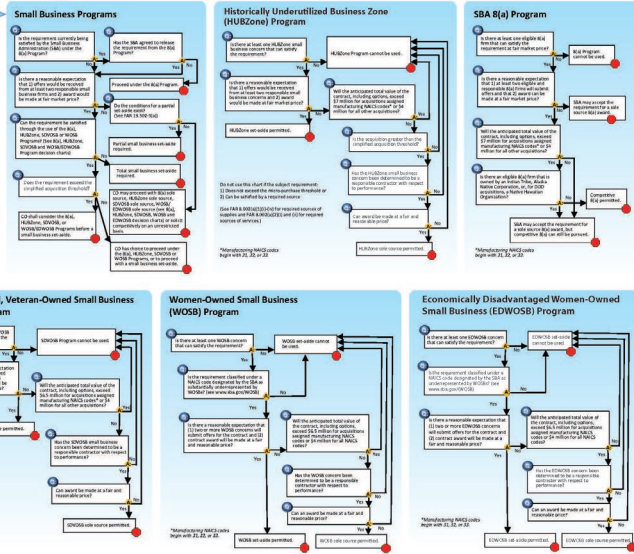
How We Determine the Acquisition Strategy?

Small Business Programs Decoded

To use this chart: Start here and follow the decision path. Where indicated, jump to the next chart for the applicable set-aside category.

These small business decision charts were created to help contracting officers evaluate the new small business rules contained in the Federal Acquisition Regulation (FAR). The charts are based on the interim rule on socioeconomic parity implemented at FAR 19.203, issued on Jan 2015.

Acronym Guide:
 EDWOSB: Economically Disadvantaged Women-Owned Small Business
 FAR: Federal Acquisition Regulation
 HUBZone: Historically Underutilized Business Zone
 MANS: North American Industry Classification System
 SBA: Small Business Administration
 SDVOSB: Service Disabled, Veteran-Owned Small Business
 WOSB: Women-Owned Small Business



- 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



Doing Business With DISA

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/>
- 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 Symposiums
- 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

Contact Us

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