



Forecast to Industry 2019

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Forecast to Industry 2019

Office of Small Business Programs

Carlen Capenos
Director
4 November 2019



DISA FY19 Small Business Goals Achievements

\$6.4 Billion Total Eligible Small Business Dollars

7 new Records!

Small Business Categories	Federal Small Business Goals	DoD Small Business Goals	DISA Small Business Goals	DISA Small Business Achievements	DISA Small Business Contract Award Dollars	DISA Small Business Contract Actions
Small Business	23%	21.8%	28%	29.1%	\$1.86B	5,466
Small Disadvantaged	5 %	5%	5%	10%	\$639M	2,304
Woman-Owned	5%	5%	5%	8%	\$513M	1,273
Service-Disabled Veteran Owned	3%	3%	3%	7.1%	\$453M	892
Historically Underutilized Business Zone	3%	3%	1.5%	2.8%	\$183M	570

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 FY20* Small Business Goals

- **Small Business = 28%**
 - **Small Disadvantaged Business = 5%**
 - **Woman-Owned Small Business = 5%**
 - **Service Disabled Veteran Owned Small Business = 3%**
 - **HUBZone Small Business = 1.5%**
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- ***May change. DoD is negotiating Goals with SBA and they have not been finalized.**



Who We Are

- **Who We Are:**
 - **Carlen Capenos, Director**
 - **Brenda Leonard, Small Business Professional**
 - **Corey Wollard, Small Business Professional**
- **Where We Are Located:**
 - **Fort Meade: DISA HQ, Room O2E32**
 - **Scott Air Force Base: DITCO Scott, Building 3600**





What Small Business Should Do For DISA – Before Award

- **Do Your Homework - Know DISA, What We Buy, Our Forecast, How We Buy (DISA 101)**
- **Know What Your Company is Really Good At (It's not everything)**
- **Know What Differentiates Your Company (Why are you better?)**
- **Be On Time and Be Prepared (It's Your Meeting – Don't Waste Your Time or Ours)**
- **Know Our Showstoppers (Clearances, Past Performance)**
- **Respond to Source Sought Notices (This Information is Used to Determine Set-Asides)**



What Small Business Should Do For DISA – Proposal Prep

- **Spellcheck Your Proposals (Seriously)**
- **Dot your I's and Cross your T's (Quality Control – It's Worth Investing In)**
- **Answer What Was Asked for (We Know You Are Smarter Than Us, But We Have to Evaluate IAW the terms of the Solicitation/RFP/RFQ)**
- **Submit Your Proposal Early (Late is Late)**
- **Understand Your Competition (Sometimes They Really Are Better Than You)**
- **Understand Federal Contracting Rules (We Didn't Make Them Up)**
- **Protesting (Don't Do It Just for Fun)**



What Small Business Should Do For DISA – After Award

- **Perform Well When You Win (This is the Best Thing You Can Do for the Small Business Program)**
- **Delivery What Your Proposal Promised – FTEs and Clearance Levels (If You Proposed 20 FTEs in Your Price/Cost Proposal, DISA is Thinking That You Will Provide 20 People – Even if it's FFP)**
- **Deliver On Time (It's Wasn't a Suggestion)**
- **Ask for Feedback from PM, COR, KO, Stakeholders throughout the performance of the contract – don't wait for annual CPARS**
- **Ask for Help Early (Remember: You Succeeding is the Best Thing for Everyone)**
- **Don't Do What's Not In Your Contract (Seriously, It Causes a Lot of Problems)**



FY20 Look Ahead for DISA OSBP

- **Get Out More: More Event Attendance and Participation**
- **Joint Events with NSA and CyberCom OSBP**
- **Innovation – Work with Contractors and Customers on Options**
- **Updating Our External Website to Provide Value Added Information**
- **Periodic Emails With Value Added Information**



Contact Information

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