Forecast to Industry 2015
Office of Small Business Programs
Sustaining Small Business Success

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Director
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Sustaining Small Business Success to DISA Means…

Speed of Technology - a small business knows “how to move” at the speed of DISA’s ambition based on rapid changes within the marketplace.

Access to innovation along with new and different generational thinking that aligns emerging technologies with mission requirements to strengthen the enterprise and improve the enterprise service capabilities.

Generates cost efficient pathways to smarter solutions that optimizes the presence of small businesses - current and future competition at all tiers of the acquisition process.
### FY15 Small Business Goal Achievements

$4.7 Billion in total small business eligible dollars

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</thead>
<tbody>
<tr>
<td>SB Small Business</td>
<td>23%</td>
<td>21.35%</td>
<td>26%</td>
<td>31%</td>
<td>$1.5B</td>
</tr>
<tr>
<td>SDB Small Disadvantaged</td>
<td>5%</td>
<td>5%</td>
<td>9%</td>
<td>13%</td>
<td>$616M</td>
</tr>
<tr>
<td>WOSB Woman Owned Small</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>6%</td>
<td>$268M</td>
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<tr>
<td>SDVOSB Service Disabled Veteran</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>7%</td>
<td>$319M</td>
</tr>
<tr>
<td>HUBZone Historically Underutilized Business Zone</td>
<td>3%</td>
<td>3%</td>
<td>1%</td>
<td>1.5%</td>
<td>$69M</td>
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Figures are as calculated by the official Federal Procurement Data System.
North America Industry Classification System (NAICS)
Results for FY15

Concentration of PRIME Contract Awards:
Total Dollars Awarded in FY15 – $4.8B
Total Actions awarded in FY15 – 33,961

NAICS Sector 51 – Telecomm/software/Information services
Contract Awards in the NAICS Code 51 Sector
66% of all Total Actions = 22,264
32% of all Total Dollars = $1.6B

NAICS Sector 54 - Engineering Design/Computer/Professional/Scientific
Contract Awards in the NAICS Code 54 Sector
23% of all Total Actions = 7,650
62% of all Total Dollars = $3.0B
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 8(a) STARS II
- GSA Vets
- GSA Oasis
- NASA SEWP
- GSA Alliant Small Business

- Global Information Grid Services Management: Engineering, Transition & Implementation (GSM-ETI) Projects & Support (GSM-P&S)
- PEO-MA Engineering Support
- Federal Supply Schedules
- Custom SATCOM Solutions-Small Business (CS2-SB)
- NIH CIO SP3
The art of war teaches us to rely not on the likelihood of the enemies not coming, but on our own readiness to receive him.....

*Sun Tzu*
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
Sustaining Small Business Success Within DISA Means…


Comprehending the technology of now, Looking beyond the technology of tomorrow, and Anticipating the potential of emerging technology. As needed, Create a new technology!

Creating and sustaining a smart labor force – Have diverse capabilities and technologies. Say what you mean and mean what you say through your workforce and through the delivery of your products and/or services.

Scanning the Environment - Engage in the business of cooperation by connecting with your competition and teaming with your competition.

“Be Team Ready” for all DISA procurements!

Putting the IT in Your IT Business – Actual use of the products and services, and bring to DISA the very best industry practices.
Contact Information

Information

www.disa.mil

Contracting Opportunities

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The IT Combat Support Agency