



Forecast to Industry 2020

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Forecast to Industry 2020

Office of Small Business Programs

Carlen Capenos
Director
3 December 2020



DISA FY20 Small Business Goals Achievements

\$7.4 Billion Total Eligible Small Business Dollars

**5 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%	23.4%	\$1.74B	6,904
Small Disadvantaged	5 %	5%	5%	11.8%	\$878M	2,713
Woman-Owned	5%	5%	5%	8.2%	\$608M	1,414
Service-Disabled Veteran Owned	3%	3%	5%	4.4%	\$328M	977
Historically Underutilized Business Zone	3%	3%	1.5%	2.9%	\$218M	822

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 FY21* Small Business Goals

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



About Office of Small Business Programs

- **Who:**

- Carlen Capenos, Director
- Christopher Williams, Associate Director
- Jessica Bathon-Logsdon, Small Business Professional
- Brenda Leonard, Small Business Professional
- Corey Wollard, Small Business Advocate



- **Mission:** We serve as the principle advocate for small businesses and primary advisor to DISA for the small business program

- **Vision:** To educate small businesses and to advocate for maximum small business opportunities to support DISA in serving and protecting the warfighter in cyberspace





Answers to OSBP's Top Ten Questions



#10 Most Asked Question

Question: Why Does DISA Do LPTA?

Answer:

- Don't have the budget to trade-off
 - Nothing to trade-off for
- Don't have the time for evaluation to do a trade-off
- Can't define what a betterment would be or why we should pay more for it
 - Don't have the staff to conduct the evaluation



#9 Most Asked Question

Question: How Do I Get A Facility Site Clearance?

Answer:

DISA does not issue Facility Site Clearances (FCLs) and rarely sponsors FCLs. Defense Counterintelligence Security Agency (formerly Defense Security Services) is responsible for DoD Clearances.

<https://www.dcsa.mil/>

Fastest way to get an FCL is through subcontracting and having the prime sponsor.



#8 Most Asked Question

Question: CMMC – When/How?

Answer:

<https://www.acq.osd.mil/cmmc/>



#7 Most Asked Question

Question: How Do I Get Information About DISA's OTAs?

DISA has authority to enter into Other Transaction Agreements or OTAs. Information regarding current and upcoming opportunities can be found:

<https://dreamport.tech/call-for-white-papers.php>

Question: How Do I Submit an Unsolicited Proposal?

Refer to FAR 15.6 - Unsolicited Proposals - for guidance regarding Unsolicited Proposals, FAR 15.605 provides specific details regarding the content of an Unsolicited Proposal.

Should you decide to submit an Unsolicited Proposal to DISA, it should be emailed to: disa.meade.PLD.mbx.pl22-policy-compliance-review@mail.mil ATTN: Unsolicited Proposal.

Question: How Do I Schedule a Product Demonstration?

Technical Exchange Meetings: <https://dreamport.tech/technical-exchange-meetings.php>



#6 Most Asked Question

Question: How Does DISA Decide the Acquisition Strategy?

Answer:

Market Research including: Responses to Sources Sought Notices. Contract History (good and bad). Knowledge of the Industry/Marketplace.

Set-Asides:

- DISA has a Small Business First Policy
- DISA looks at DISA's Premier Contracts First
- Parity amongst federally designated categories



#5 Most Asked Question

Question: Do SETI and ENCORE III Have On-Ramps?

Answer:

Yes. Both Contract Vehicles have On-Ramp capabilities.

- On-ramping will be announced on beta.SAM (formerly FEDBIZOPS).
- Do not anticipate an on-ramp event until the four year mark. Both vehicles in year one.

Question: If We Aren't on SETI or ENCORE III, How Can We Play?

Answer:

- Full Slide Deck for SETI and ENCORE: <https://disa.mil/About/Small-Business/Do-Business-with-DISA> - Last Bullet under "DISA Premier Contracting Vehicle"
- List of SETI & ENCORE III Contractors and POCs for Subcontracting: <https://disa.mil/About/Small-Business/Do-Business-with-DISA> - First and Second Bullets



#4 Most Asked Question

Question: To Do Work With DISA, What is the First Step?

Answer:

- Do Your Homework
- Request an Invite to DISA 101 Small Business Orientation
- Review Last Year's Slides on "Key Messages for Small Businesses"

For Invite or Slides of Key Messages:

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



#3 Most Asked Question

Question: How Do We Find Contract Opportunities?

Answer:

Start By Reviewing the Forecast:

DISA posts the rolling forecast to the disa.mil website:

<https://disa.mil/NewsandEvents/Events/Forecast-to-Industry-2020>

Click on “Forecast of Procurement Actions”

- Updated twice a year
 - In conjunction with AFCEA’s TechNet Event in Baltimore (generally May)
 - In conjunction with DISA’s Forecast to Industry (generally November)

Next Review:

- Beta.sam.gov for Sources Sought Notices
 - Schedules/GWACs that DISA Uses



#2 Most Asked Question

Question: How Do I Get A Contract?

Answer:

1. Propose on Solicitations – even if you are an 8(a)
2. Subcontract with Primes
 - List of SETI & ENCORE III Contractors and POCs for Subcontracting: <https://disa.mil/About/Small-Business/Do-Business-with-DISA> - First and Second Bullets
 - Subcontracting Opportunities: <https://business.defense.gov/Acquisition/Subcontracting/Subcontracting-For-Small-Business/>
3. Doing Your Homework:
 - Tools (Fact Sheets): <https://www.disa.mil/About/Fact-Sheets>
4. How Do I Get A Contract?
 - <https://www.disa.mil/About/Small-Business/Do-Business-with-DISA>



#1 Most Asked Question

Question: How Do I Get Meetings with Program Managers?

Answer: Corporate Connections: <https://www.disa.mil/About/Industry-Partners>

To Request a Meeting: Click “Request a Meeting/Submit a Question” bullet and fill out form and return to the email address in the header.

The following are helpful hints for filling out the form to successfully schedule a meeting:

- Take DISA 101 Small Business Orientation and keep the slide deck. It contains a complete picture of DISA at a high level and is a valuable. If you are a small business and have not met with OSBP, Corporate Connections will pass you to us first.
- Corporate Connections will work with you to get your meeting request to the right people; we need you to give us as much information as possible to do that.
- Use the bottom up approach: DISA leaders are limited in time. Start with the program offices.
- Don't throw softball meeting requests: Be specific and have a clear agenda.
- Ensure what you sell is what DISA buys: Use query form to ask questions if you are unsure.
- Ensure your meeting request is complete. Answer every question.



Contact Information

- **Website:** <https://www.disa.mil/About/Small-Business>
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- **Phone:**
 - **Headquarters Office:** 301-225-6003
 - **Satellite Office:** 618-418-9667



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