

Sharon L. Jones

Director, Office of Small Business Programs



DISA & Small Business

The DISA Campaign Plan 2011-2012 states:

It is also imperative to note that DISA cannot achieve mission success without the support of our industry partners which includes small business, as they are all key contributors in the development, operation, and sustainment of the services and capabilities we provide.



FY11 Small Business Programs Goal Achievements

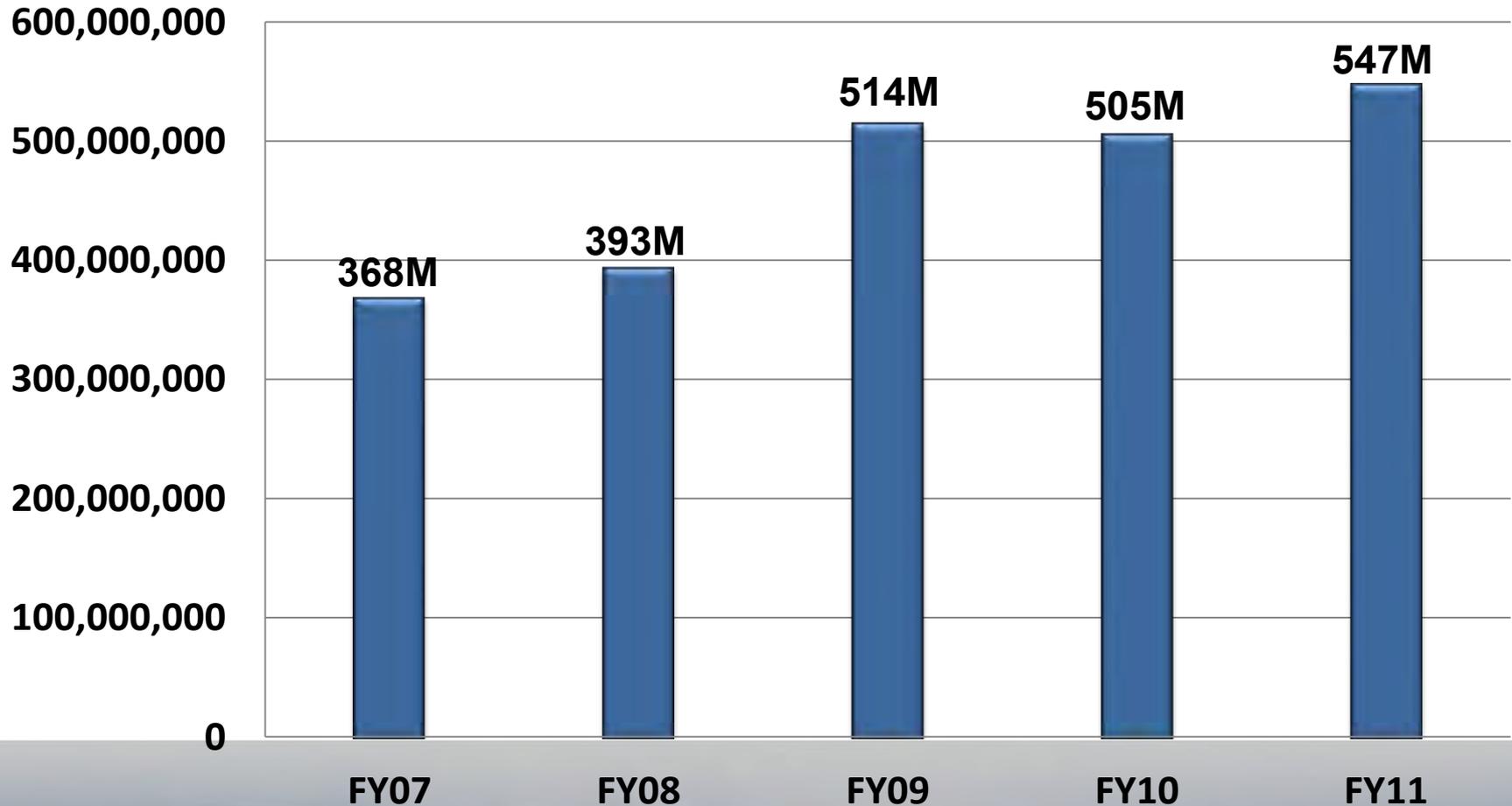
Small Business Categories	Federal Small Business Goals	DoD Small Business Goals	DISA Assigned Small Business Goals	DISA Small Business Goals Achievement
SB Small Business	23%	22.9%	27%	22.8%
SDB Small Disadvantaged	5 %	5%	10%	10%
WOSB Woman Owned Small	5%	5%	5%	5.4%
SDVOSB Service Disabled Veteran Owned	3%	3%	3%	2.4%
HUBZone Historically Underutilized Business Zone	3%	3%	1%	.8%

Small Business Prime Contract Award Dollars: FY07- FY11



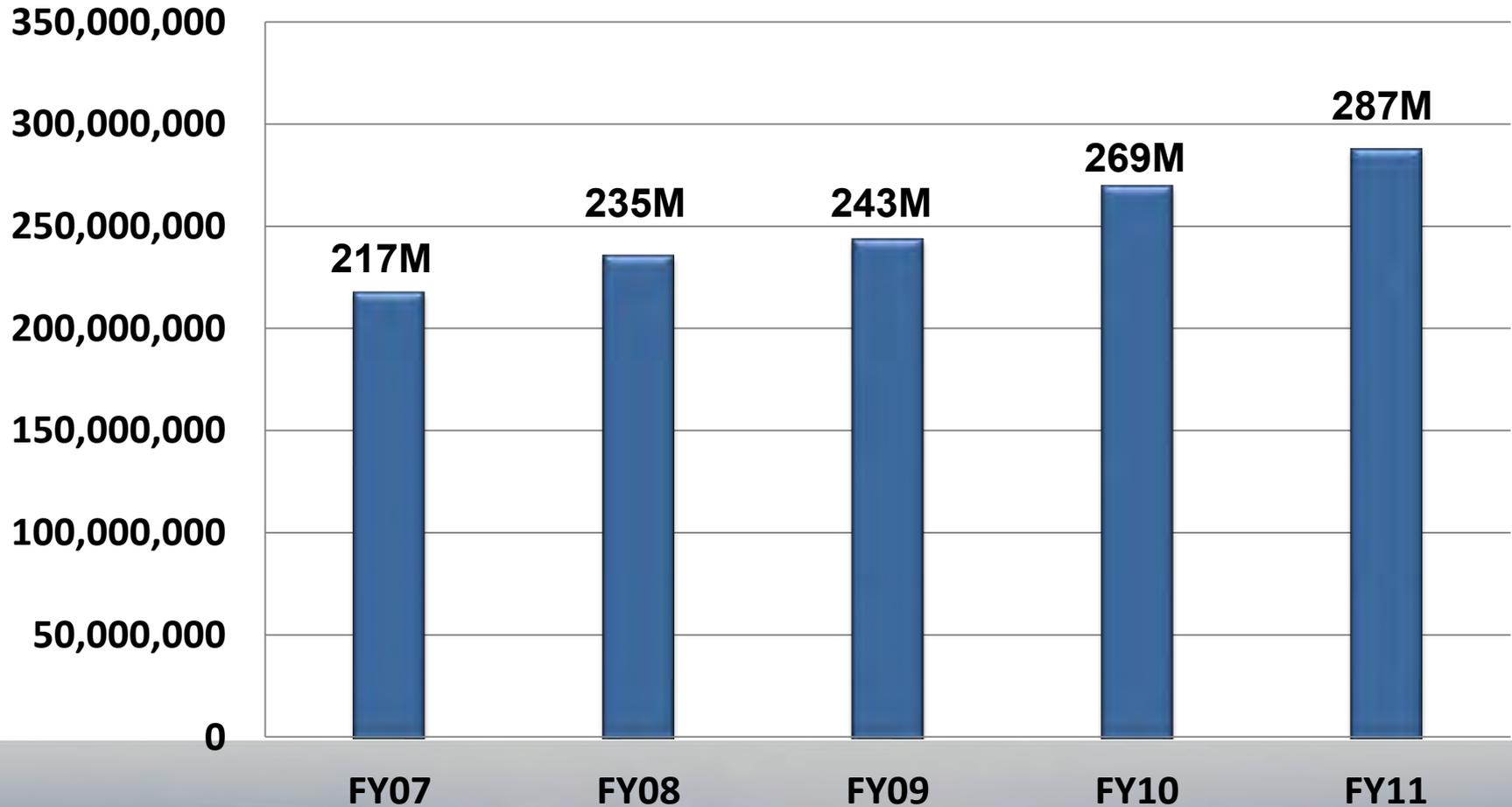
STILL BREAKING BARRIERS: THREE STRAIGHT FISCAL YEARS OF OVER A BILLION DOLLARS IN CONTRACT AWARDS!

Small Disadvantaged Business Prime Contract Award Dollars: FY07- FY11



STILL BREAKING BARRIERS: THREE STRAIGHT FISCAL YEARS OF OVER A 500 MILLION DOLLARS IN CONTRACT AWARDS!

Women Owned Small Business Prime Contract Award Dollars: FY07- FY11



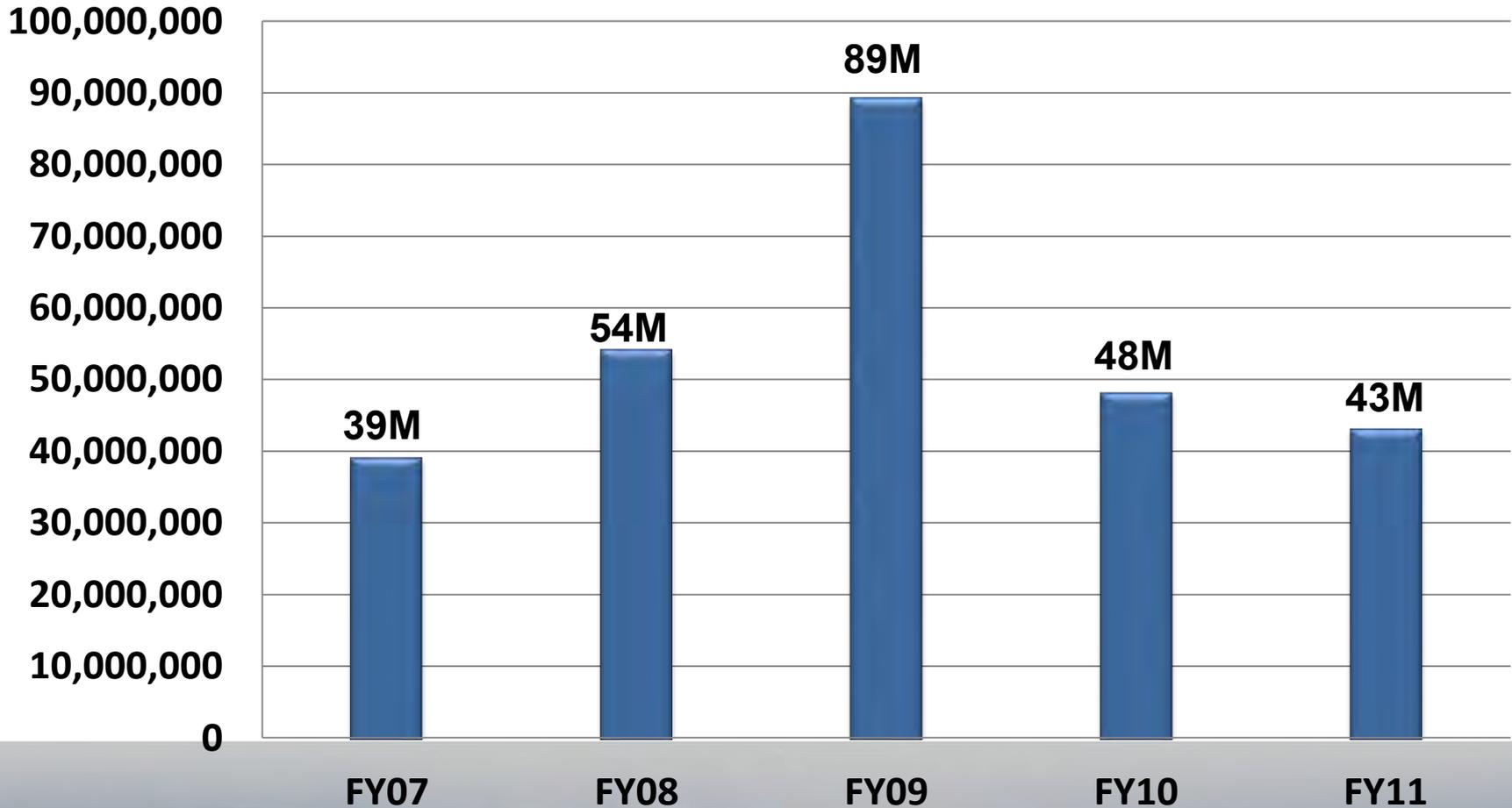
**STILL BREAKING BARRIERS: FIVE STRAIGHT FISCAL YEARS OF INCREASES
IN CONTRACT AWARDS!**

Service Disabled Veteran Owned Business Prime Contract Award Dollars: FY07- FY11



**STILL BREAKING BARRIERS: THREE STRAIGHT FISCAL YEARS OF INCREASES
IN CONTRACT AWARDS!**

HUBZone Small Business Prime Contract Award Dollars: FY07- FY11



STILL BREAKING BARRIERS: EMPOWERING LOCAL COMMUNITIES!

North America Industry Classification System (NAICS) Results for FY11

Concentration of PRIME Contract Awards:

Total Dollars Awarded in FY11 – \$5.2B

Total Actions awarded in FY11 – 53,479

NAICS Sector 51 – Telecomm/software/Information services

Contract Awards in the NAICS Code 51 Sector

80% of all Total Actions = 43,153

41% of all Total Dollars = \$2.2B

NAICS Sector 54 - Engineering /design/computer/professional/scientific

Contract Awards in the NAICS Code 54 Sector

14% of all Total Actions = 7,682

52% of all Total Dollars = \$2.8B

NAICS Sector 33 - Computer/electronic and misc. furniture mfg

Contract Awards in the NAICS Code 33 Sector

2.2% of all Total Actions = 1,177

3% of all Total Dollars = \$163M



Small Business Contract Vehicles

- ❖ **NASA SEWP Groups B, C & E**
- ❖ **GSA Small Business Set-Asides on E-Buy**
- ❖ **GSA 8(a) STARS II**
- ❖ **GSA Vets**
- ❖ **GSA Alliant Small Business**
- ❖ **Custom SATCOM Solutions-Small Business (CS2-SB)**
- ❖ **CHESS ITS-Small Business (ITS-SB)**
- ❖ **ENCORE II (coming soon)**
- ❖ **Individual small business set-aside contracts based on mission requirements**



Current Requests for Information (RFI)

❖ **Base Operation Support Service**

NAICS: 561210

❖ **AE Design Services IDIQ**

NAICS: 541330

❖ **Mobile Device Manager (MDM) and Mobile Application Store (MAS)**

NAICS 541519

❖ **Large Scale Enterprise Directory Services (EDS) Operations and Maintenance Engineering Support**

NAICS: 541512

❖ **Central Catalog Systems (CCS) Support for DeCA**

NAICS: 511210

❖ **Consulting Services for Information Technology Related Technical Acquisition and Cost Analysis Support**

NAICS: 541618



Upcoming Small Business Opportunities

- ❖ **CENTRIXS Engineering & Sustainment Support**
- ❖ **DeCA Enterprise Program Management Support**
- ❖ **Integrated Spectrum Desktop**
- ❖ **Competitive Information Technology Training**
- ❖ **CISCO Smartnet**
- ❖ **Ops and Information Technology Support for Theater Enterprise Computing**

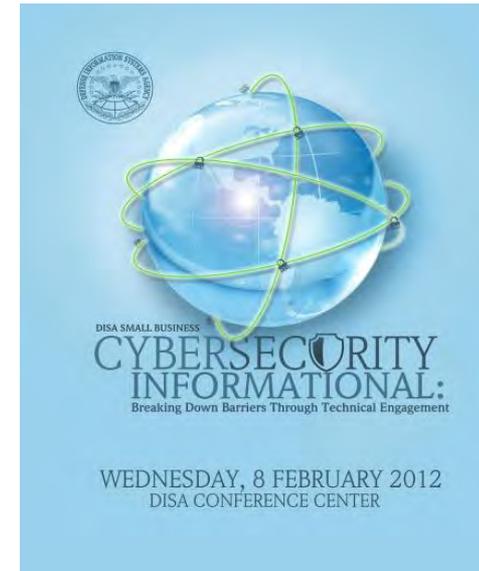
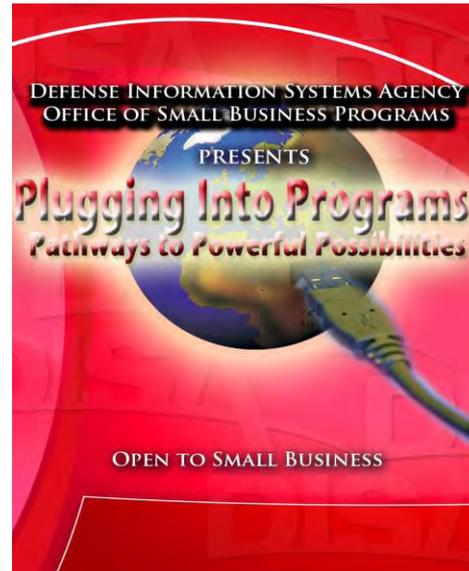
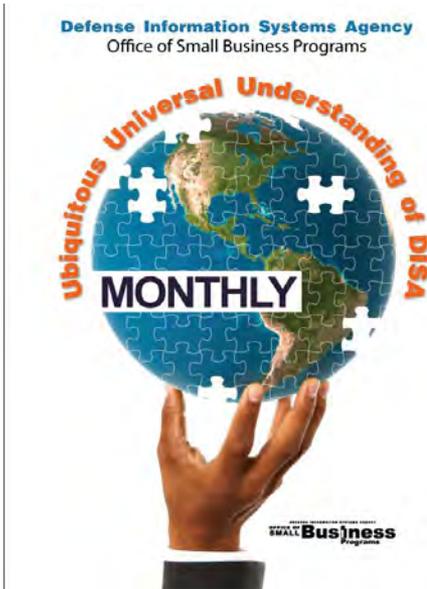


Building Business Bonds

- ❖ **Federal Government Industry Days & Conferences**
- ❖ **Membership in Industry/Trade Groups**
- ❖ **Small Business Offices – Federal Government & Large Business**
- ❖ **Newspaper and Magazine Articles**
- ❖ **Network through social media**
- ❖ **Federal Procurement Data System.gov**
- ❖ **SBA's Dynamic Small Business Search.gov**
- ❖ **FedBizOpps.gov**
- ❖ **Talk to the Person Next to You**

TEAMING & JOINT VENTURES ARE GOOD!

Events For FY12



Upcoming Small Business Events

Crucial & Critical Connections: The DISA Difference in Networking – June 2012
(HUBZone, WOSB & SDVOSB) (Large Business)

Plugging Into Programs: Pathways to Powerful Possibilities - Part 5 – Fall 2012
(Small Business Only)

FY12 Small Business Goals

SMALL BUSINESS - 25%

SMALL DISADVANTAGED BUSINESS - 10%

WOMEN-OWNED SMALL BUSINESS - 5%

SERVICE DISABLED VETERAN-OWNED SMALL BUSINESS - 3%

HUBZONE - 1%

Contact Information

Information

www.disa.mil

Contracting Opportunities

www.ditco.disa.mil

EMAIL

disasmallbusinessoffice@disa.mil

Points of Contact

Office of Small Business Programs - Director

301-225-6003

Small Business Specialist

618-229-9667