Office of Small Business Programs

Mr. Anthony Jackson
Acting Director
Office of Small Business Programs
29 July 2010
3-Year Trend
Prime Contract Award
Dollars for SB

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Total Prime Contract Award Base</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY07</td>
<td>3.9 B M</td>
</tr>
<tr>
<td>FY08</td>
<td>3.4 B B</td>
</tr>
<tr>
<td>FY09</td>
<td>3.9 B B</td>
</tr>
</tbody>
</table>

M=Million
B=Billion
Current Prime Contract Award Dollars for SB

Eligible Dollars - M=Million B=Billion

July FY09 $1.9B    July FY10 $2.3B
Current Prime Contract Award Dollars for SDB

- July FY09: $1.9B
- July FY10: $2.3B

Eligible Dollars:
- M = Million
- B = Billion
3-Year Trend
Prime Contract Award Dollars for WOSB

- FY07: $235M
- FY08: $243M
- FY09: $245M

M=Million
Current Prime Contract Award Dollars for WOSB

- July FY09: $1.9B
- July FY10: $2.3B

Eligible Dollars:
- M=Million
- B=Billion
3-Year Trend
Prime Contract Award Dollars for HUBZone

<table>
<thead>
<tr>
<th>Year</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY07</td>
<td>$39M</td>
</tr>
<tr>
<td>FY08</td>
<td>$54M</td>
</tr>
<tr>
<td>FY09</td>
<td>$89M</td>
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</tbody>
</table>

M=Million
Current Prime Contract Award Dollars for HUBZone

Eligible Dollars-

M=Million
B=Billion

July FY09 $1.9B
July FY10 $2.3B
3-Year Trend
Prime Contract Award
Dollars for SDVOSB

FY07  FY08  FY09

$57M  $58M  $65M

M=Million
AGENDA

- DISA
- Vision/Mission
- Programs
- Customers
- Industry Partners
- Contract Vehicles
- Small Business Programs
- Subcontracting
- Seeking Opportunities With DISA
- Closing Remarks
Vision and Mission

Vision
Leaders enabling information dominance in defense of our Nation

Mission
DISA, a Combat Support Agency, engineers and provides C2 capabilities and enterprise infrastructure to continuously operate and defend a global net-centric enterprise in direct support to joint war fighters, National level leaders, and other mission and coalition partners across the full spectrum of operations.
Combat Support Agency

Leaders Enabling Information Dominance

- provide command and control
- provision ships
- provide medical care
- manage transportation
- manage maintenance
- manage parts and replenish supplies
- pay the warfighters
Special Missions

White House Communications Agency (WHCA)
White House Situation Support Staff
  Connectivity for the Commander-in-Chief
  Senior leader communications

Joint Staff Support Center (JSSC)
  Connectivity for the National Military Command Center (NMCC) and Joint Staff

Joint Interoperability Test Command (JITC)
  Interoperability testing and certification

Defense Spectrum Organization (DSO)
  Spectrum management, allocation, engineering

Defense Information Technology Contracting Organization (DITCO)
  Contracting for information technology
What We Procure

A Combat Support Agency

- Satellites Bandwidth
- GIG-BE
- NCES
- Net-Centric Enterprise Services
- Joint C2/Coalition Information Sharing

- IRIDIUM PHONE
- PAGER
- MAINFRAME
- SOFTWARE
- LICENSES
Who Are Our Customers?
Industry Partners

• Alion Science & Technology
• Apptis
• Louis Berger/Black & Veatch
• Booz Allen Hamilton
• Computer Sciences Corp
• Deloitte Touche Tohmatsu
• ITT Industries
• Lanmark Technology
• MITRE Corporation
• Northrop Grumman
• Oberon Associates
• OPNET Analysis
• Science Applications International Corp
• Summit Technologies
Top 15 Vendors By Dollar Value

**INFORMATION TECHNOLOGY**

- SCIENCE APPLICATIONS INTERNATIONAL
- APPTIS (MCLEAN) INCORPORATED
- NORTHROP GRUMMAN IT, INC.
- UNISYS CORPORATION
- COMPUTER SCIENCES CORPORATION
- INTERNATIONAL BUSINESS MACHINE
- NORTHROP GRUMMAN INFORMATION TECHNOLOGY
- COMPUTER SCIENCES CORPORATION
- ELECTRONIC DATA SYSTEMS CORP
- BOOZ ALLEN HAMILTON
- LOCKHEED MARTIN CORPORATION
- IRIDIUM GOVERNMENT SERVICES, LLC
- TRIBALCO, LLC
- ITT INDUSTRIES INC
- HEWLETT-PACKARD COMPANY

**TELECOMMUNICATIONS**

- ARTEL, INC.
- AT&T CORP
- ARROWHEAD GLOBAL SOLUTIONS, INC
- MCI COMMUNICATIONS SERVICES
- SPACELINK INTERNATIONAL LLC
- GLOBAL COMMUNICATIONS SOLUTIONS
- AMERICOM GOVERNMENT SERVICES INC
- ADC INTERNATIONAL, LLC
- AMERICAN TELESIS, INC
- OGARA SATELLITE SYSTEMS, INC
- CSC SYSTEMS & SOLUTIONS LLC
- AOS INC
- GENERAL DYNAMICS C4 SYSTEMS
- GENERAL DYNAMICS INFORMATION TECHNOLOGY
- SPRINT COMMUNICATIONS COMPANY
Major Contract Vehicles

- DISA IDIQ Vehicles
  - Encore II Information Technology (IT) Solutions
  - DISN Global Solutions (DGS)
  - DISN Satellite Transmission Services-Global (DSTSG)
  - Enhanced Mobile Satellite Service (EMSS) Europe
    Enterprise Wireless (Wireless)
  - Inmarsat Airtime and Equipment (INMARSAT)
  - Pacific Theater Exercises (PACTEX)

- GSA Schedules
- NASA SEWP
- Other available DOD contracting vehicles
Office of Small Business Programs

Vision
The OSBP is to serve as the agency’s gateway for small businesses interested in providing quality products and services to DISA. The OSBP administers the agency’s small business program by establishing targeted goals, promulgating policy and developing programs that will encourage and increase small business participation in the contracting opportunities.

Objectives
• Increase contracts and subcontracts awards to small businesses
• Review procurement requirements to ‘maximize’ small business participation
• Generate capability awareness through training and outreach
SMALL BUSINESS PROGRAMS

- SMALL BUSINESS
- SMALL DISADVANTAGED BUSINESS
- WOMEN OWNED BUSINESS
- HISTORICALLY UNDERUTILIZED BUSINESS ZONE
- SERVICE DISABLED VETERAN-OWNED BUSINESS

**FIVE SMALL BUSINESS PROGRAMS**
SMALL BUSINESS PROGRAMS

SMALL BUSINESS:
• MUST MEET SBA SIZE STANDARDS
• SELF-CERTIFY AS A SMALL BUSINESS
• SIZE STANDARD BASED UPON NAICS TO SPECIFIC PRODUCT/SERVICE PURCHASED

WHAT ARE THE RULES?
SMALL BUSINESS PROGRAMS

SMALL DISADVANTAGED:

• 51% OWNERSHIP AND CONTROL

• SBA CERTIFICATION REQUIRED

• NOT REQUIRED TO PARTICIPATE IN 8 (A) BUSINESS DEVELOPMENT PROGRAM

WHAT ARE THE RULES?
SMALL BUSINESS PROGRAMS

WOMAN OWNED:

• 51% OWNERSHIP AND CONTROL
• SELF-CERTIFY AS A WOMAN OWNED
• SET ASIDES NOT AUTHORIZED
HISTORICALLY UNDERUTILIZED BUSINESS ZONE:
• 51% OWNERSHIP AND CONTROL BY US CITIZEN
• URBAN, RURAL, NATIVE AMERICAN RESERVATION
• CERTIFIED BY SBA
• SET ASIDES ALLOWED
• 35% OF EMPLOYEES MUST LIVE IN ANY DESIGNATED HUBZONE
SMALL BUSINESS PROGRAMS

SERVICE DISABLED VETERAN-OWNED BUSINESS:

• 51% OWNERSHIP AND CONTROL
• SELF-CERTIFY
• DISABILITY REQUIRED
• SET ASIDES ALLOWED

WHAT ARE THE RULES?
SECTION 8(d) OF THE SMALL BUSINESS ACT (15 U.S.C. 637(d)), FAR 19.7 AND DFAR 219.7 REQUIRES THE MAXIMUM OPPORTUNITY FOR THE FOLLOWING TO PARTICIPATE IN CONTRACTS:

- SMALL BUSINESS
- VETERAN-OWNED
- SERVICE-DISABLED VETERAN-OWNED
- HUBZONE
- SMALL DISADVANTAGED
- WOMAN-OWNED

What are the RULES?
SUBCONTRACTING PLAN REQUIRED FOR NEGOTIATED AND SEALED BIDDING ACQUISITIONS EXPECTED TO EXCEED $550,000 ($1M FOR CONSTRUCTION)

• NOT REQUIRED FOR:
  • SMALL BUSINESS CONCERNS
  • PERSONAL SERVICES
  • CONTRACTS PERFORMING OUTSIDE US
  • MODIFICATIONS TO CONTRACTS THAT DO NOT CONTAIN CLAUSE 52.219-8 UTILIZATION OF SMALL BUSINESS CONCERNS

What are the RULES?
Each subcontracting plan must include:

- Percentage of goals for using small business
- Statement of total dollars planned to be subcontracted and to each small business
- Description of types of supplies/services
- Method used to develop goals and identify sources
- Statement of indirect costs
- Contractor POC administering program

What are the rules?
A Combat Support Agency

SUBCONTRACTING

SUBCONTRACTING PLAN CONTINUED

• DESCRIPTION OF EFFORTS TO PROVIDE EQUITABLE OPPORTUNITY

• INCLUSION OF CLAUSE 52.219-8, UTILIZATION OF SMALL BUSINESS CONCERNS IN SUBCONTRACTS AND SUBCONTRACTORS IN EXCESS OF $550,000 ($1M FOR CONSTRUCTION) WILL ALSO COMPLY

• DESCRIPTION OF THE TYPES OF RECORDS THAT WILL BE MAINTAINED ON GOAL PROCEDURES

What are the RULES?
ASSURANCES THAT THE OFFEROR WILL:

• COOPERATE IN STUDIES AND SURVEYS AS REQUIRED

• SUBMIT PERIODIC REPORTS

• SUBMIT INDIVIDUAL SUBCONTRACT REPORT AND SUMMARY SUBCONTRACT REPORT

• ENSURE SUBCONTRACTORS SUBMIT REPORTS

• PROVIDE PRIME CONTRACT NUMBER, DUNS AND EMAIL OF OFFICIAL RESPONSIBLE FOR REPORT AND ENSURE SUBCONTRACTORS DO THE SAME
SEEKING OPPORTUNITIES?

TOP TEN.....
DO YOUR HOMEWORK!!

1) Prepare a company profile. 
   Develop detailed capability statement/brochures for distribution. Be specific in describing the capabilities of your firm. Indicate relevant expertise and prior experience, prior Government contracts, reference with federal agencies, registrations, and certifications and business size classifications (i.e. HUBZone, SDVOSB, 8(a), WOSB).

2) Find your niche. 
   You are more likely to succeed by having a unique niche or focus - keep your products and service offerings focused on matching DISA’s needs.
3) Register your business.
The following are required in order to do business with DISA:
   a) You must be registered in the Central Contractors’ Register database (CCR). This registration must be completed prior to award of any contract or agreement. This registration can be accomplished on-line at [http://www.ccr.gov](http://www.ccr.gov).
   b) Contractor and Government Entity (CAGE) codes are necessary for all businesses; your CAGE Code will be given when you register with CCR.
   c) Dun & Bradstreet (D&B) numbers are required. Get your D&B number at [www.dnb.com](http://www.dnb.com).
   d) The government identifies your product or service with a 6-digit code called the North American Industry Classification System (NAICS). This information is available at [www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html).

4) Familiarize Yourself.
5) Be accessible.


Review DISA’s “Forecast for Contract Opportunities” to identify planned acquisitions (generally $100,000 and above) located at www.ditco.disa.mil

6) Maintain Market Intelligence.

Stay current and knowledgeable about industry, capabilities, technology and best practices.

7) Target one service and/or 2 or 3 DoD Defense agencies.

Allow 18-24 months for relationship building.
8) Be flexible.
   Consider both subcontracting and prime contracting. Major subcontracting opportunities are available with DISA.

9) Match and bid.
   Match your expertise, capabilities and experience with a specific DISA procurement opportunity and bid.

10) *Don’t give up*
    *Persevere until you have a contract!*
## Working with DISA

**WHAT DISA BUYS**

### Telecommunication (Products & Services):
- Long Haul Services
- Point-to-Point Circuits
- Networks
- Satellite bandwidth Service
- Commercial Teleport Services
- Fiber Optic Cable Installation and Maintenance
- Mobile Satellite Services
- Telecommunications Equipment
- Airtime Services

### Information Technology (Products & Services):
- Hardware
- Software
- Information Systems Engineering
- Help Desk Support
- Network Engineering
- Information Assurance Support
- Network Management and Control
- Licenses
- Integration Services

### General Services Engineering:
- Security Engineering
- Program Management
- Business Process Re-engineering
- Verification and Validation of Engineering Solutions
- Acquisition Management
- Modeling and Simulation

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[Link to entrepreneur's guide: a.mil/brac/industry.html](a.mil/brac/industry.html)
REACH OUT

- Being prepared
- Networking
- Relationships
- Past Performance
- Get Involved
- Continues Marketing
- Multiple Contracting Vehicles
- Persistence
- Share Information
- Patience
- Perseverance
- Current Technology Trends
- Staying Current Policies Impacting SBs

ASK QUESTIONS!
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