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# Forecast to Industry 2015

Office of Small Business Programs  
Sustaining Small Business Success

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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.

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## FY15 Small Business Goal Achievements

**\$4.7 Billion in total small business eligible dollars**



**DISA ACHIEVED ALL ITS SMALL BUSINESS GOALS!**

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Small Business Categories	Federal Small Business Goals	DoD Small Business Goals	DISA Small Business Goals	DISA Small Business Achievements	DISA Contract Award Dollars
SB Small Business	23%	21.35%	26%	31%	\$1.5B
SDB Small Disadvantaged	5 %	5%	9%	13%	\$616M
WOSB Woman Owned Small	5%	5%	5%	6%	\$268M
SDVOSB Service Disabled Veteran	3%	3%	3%	7%	\$319M
HUBZone Historically Underutilized Business Zone	3%	3%	1%	1.5%	\$69M

**Figures are as calculated by the official Federal Procurement Data System**

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## 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



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## Small Business Contract Vehicles

❖ Individual small business Set-Aside contracts based on mission requirements **DISA**

❖ DISA Enterprise Support Services (DESS) **DISA**

❖ Encore Small Business Set-Asides **DISA**

❖ 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) **DISA**

❖ PEO-MA Engineering Support **DISA**

❖ Federal Supply Schedules

❖ Custom SATCOM Solutions-Small Business (CS2-SB)

❖ NIH CIO SP3 

*DISA Champions  
Small Business Success  
through Contracts!*

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**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*

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## 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***

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## Sustaining Small Business Success Within DISA Means...

**Modernizing Your Business Model** – Reinvest – Reinvent – Reaffirm – Staying Relevant.

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.

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## Contact Information

### Information

[www.disa.mil](http://www.disa.mil)

### Contracting Opportunities

[www.fbo.gov](http://www.fbo.gov)

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