



NAVAIR SMALL BUSINESS AVIATION TECHNOLOGY CONFERENCE

PRESENTED BY:
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29 OCTOBER 2008





SDVOSB STRATEGIC PLAN

OBJECTIVE 1: INCREASE TRAINING AND OUTREACH OF NAVAIR ACQUISITION COMMUNITY TO INCREASE USE OF SOLE SOURCE AND RESTRICTED COMPETITION WITH SDVOSBs.

- AIR 00 MEMOs TO NAVAIR WORKFORCE ADDRESSING SDVOSB PROGRAM
- NAVAIR OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) COMMUNICATION PLAN
- SDVOSB TRAINING EVENT FOR NAVAIR ACQUISITION COMMUNITY (OVER 400 PEOPLE ACROSS THE COUNTRY)
- LIST OF SDVOSBs IN NAVAIR'S TOP 10 NAICS CODES POSTED ON NAVAIR OSBP COMMUNITY OF INTEREST (COI)
- SDVOSB FACT SHEET POSTED ON NAVAIR OSBP COI
- SDVOSB INDUSTRY TRAINING EVENT – FEBRUARY 08
- RECOGNIZED ACQUISITION PERSONNEL CONTRIBUTING TO NAVAIR'S SDVOSB PROGRAM WITH AWARDS





SDVOSB STRATEGIC PLAN

OBJECTIVE 2: WORK WITH THE CENTER FOR VETERANS ENTERPRISE (CVE) TO IDENTIFY POTENTIAL SUPPLIERS FOR NAVAIR PROCUREMENTS.

- PROVIDED CVE LISTING OF NAVAIR'S TOP 10 NAICS CODES
- CVE ADVERTISED NAVAIR'S SMALL BUSINESS AVIATION TECHNOLOGY CONFERENCE
- USED VETBIZ TO IDENTIFY SDVOSBs
- NOTIFIED CVE OF NAVAIR SOURCES SOUGHT ISSUED
- VETBIZ.GOV LINK UNDER "FIND A SMALL BUSINESS" ON NAVAIR OSBP COI





SDVOSB STRATEGIC PLAN

OBJECTIVE 3: NAVAIR OSBP WILL DISSEMINATE INFORMATION ON HOW TO DO BUSINESS WITH NAVAIR TO SDVOSBs.

- SB AVIATION TECHNOLOGY CONFERENCE
- E-MAILED NEARLY 300 SDVOSBs PERFORMING IN NAVAIR'S TOP 10 NAICS CODES
 - PROVIDED INFORMATION ON DOING BUSINESS WITH NAVAIR
- NAVAIR OSBP WEB SITE www.navair.navy.mil/osbp
- PARTICIPATION IN VETERANS CONFERENCES
 - GREATER MARYLAND REGION INDUSTRY DAY - VETERAN OWNED MANUFACTURERS (AND RELATED INDUSTRIES) – OCT 07
 - PTAC VETERANS CONFERENCE, RIVERSIDE, CA – NOV 07
 - THE PATUXENT PARTNERSHIP/SMALL BUSINESS ROUND TABLE SDVOSB EVENT – FEB 08
 - 4th ANNUAL NATIONAL VETERANS CONFERENCE – JULY 08
 - ELITE SDVOBN CONFERENCE – AUG 08





RECOGNITION

NAWCAD LAKEHURST AWARDS

THE DEPARTMENT OF VETERANS AFFAIRS, CENTER FOR VETERANS ENTERPRISE

- **SPECIAL TEAM AWARD**
 - **OUTSTANDING SERVICE & CREATIVITY IN MAKING USE OF THE SDVOSB SET-ASIDE/SOLE SOURCE AUTHORITY**
- **2007 ACHIEVEMENT AWARD**
 - **EXCEEDED 3% TARGET FOR SDVOSB AWARDS IN FY07**

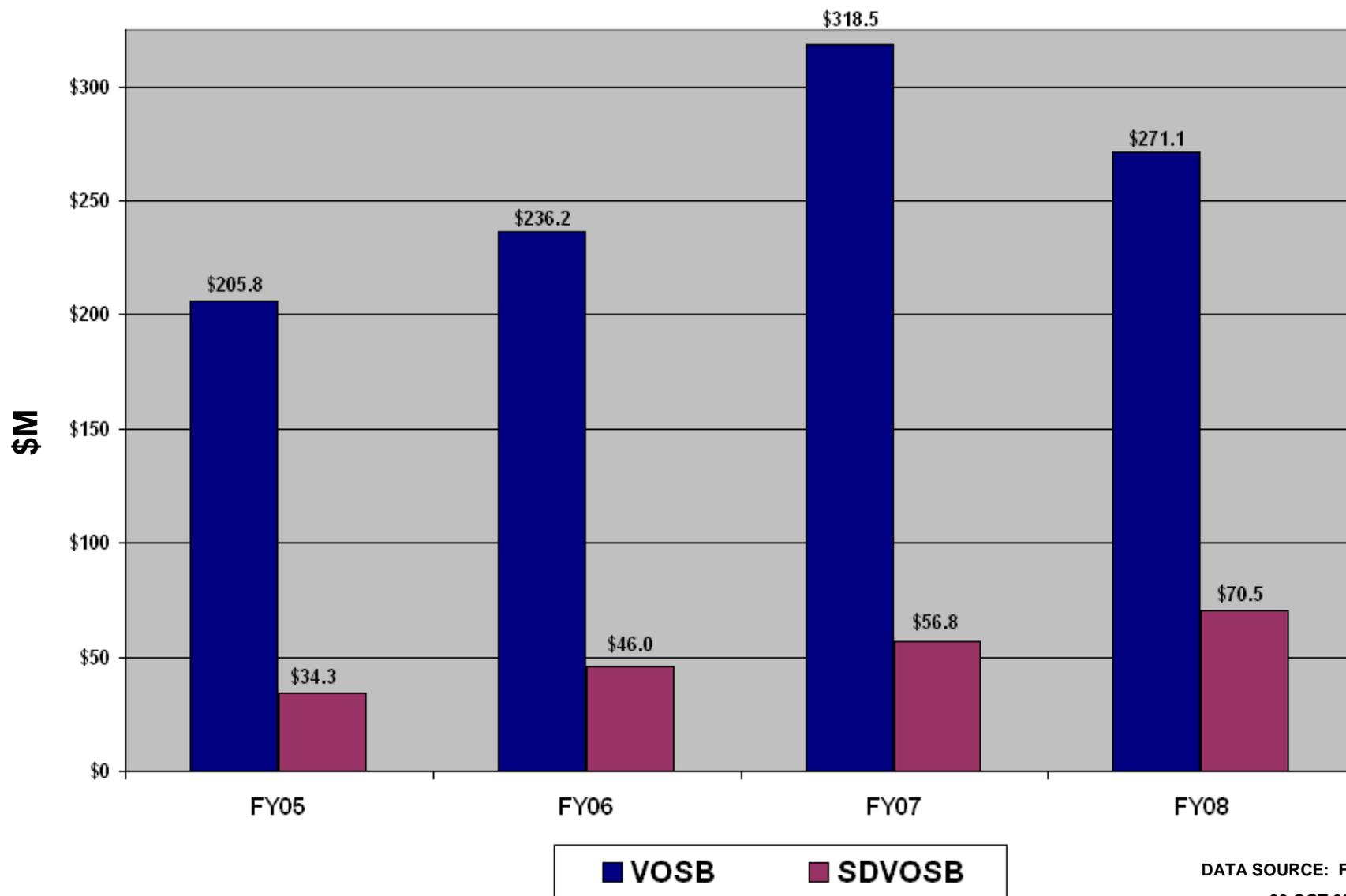
DEPARTMENT OF DEFENSE

- **DOD'S GOLDEN TALON AWARD**
 - **EFFORTS TO ADVANCE THE GOALS AND OBJECTIVES CONTAINED IN DOD'S STRATEGIC PLAN FOR SDVOSBS**





NAVAIR OBLIGATIONS TO VOSBs & SDVOSBs

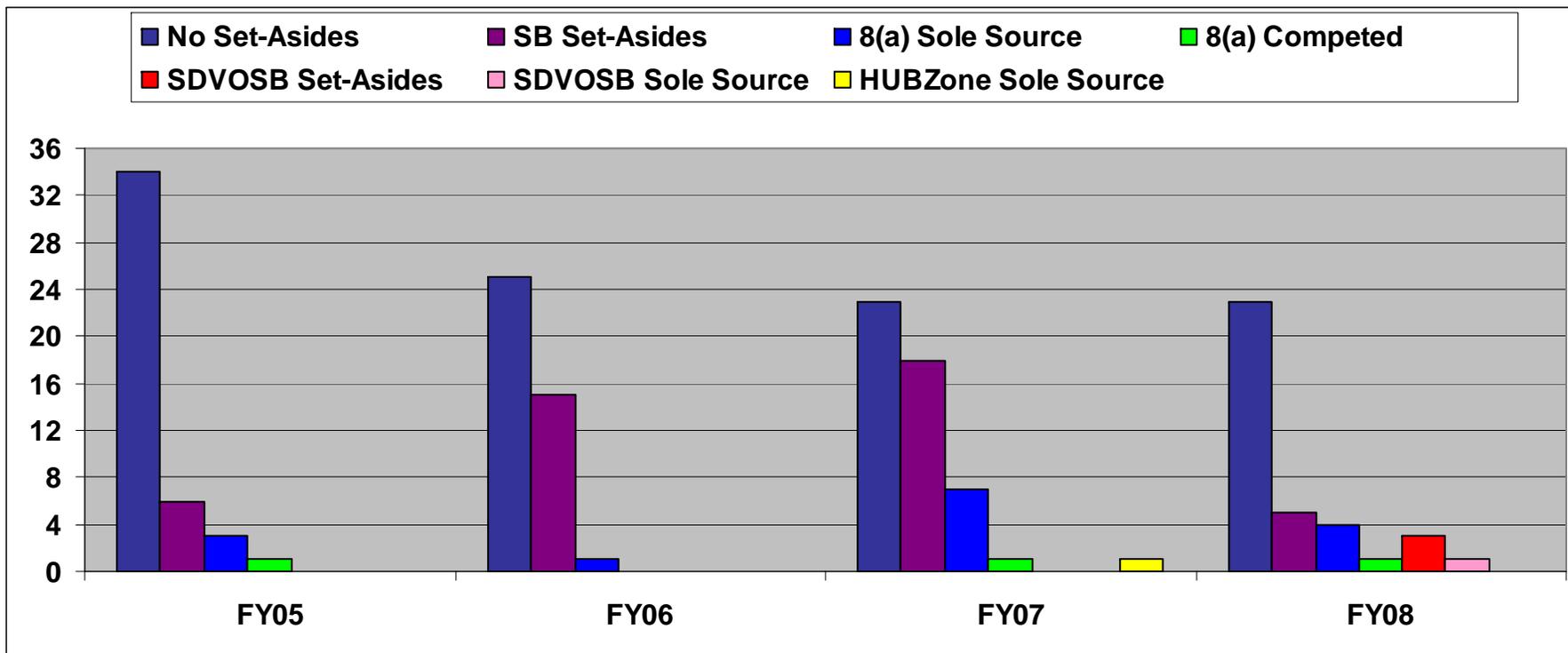


DATA SOURCE: FPDS-NG;
22 OCT 08





SDVOSB AWARDS



NOTES: DATA DOES NOT INCLUDE DELIVERY ORDERS.

EACH CONTRACT IS COUNTED ONLY ONCE.

DATA SOURCE: FPDS-NG;

22 OCT 08





LONG TERM STRATEGY

