



Naval Air Systems Command Service-Disabled Veteran-Owned Small Business Strategic Plan

In order to increase contract and subcontract award opportunities for Service-Disabled Veteran-Owned Small Businesses (SDVOSBs), the undersigned hereby issue and publish this Strategic Plan for the Naval Air Systems Command (NAVAIR).

NAVAIR Strategy: The NAVAIR long-term strategy is a five (5) year plan to significantly increase contracting and subcontracting opportunities for SDVOSBs. Service-Disabled Veterans have served with the utmost distinction and sacrificed greatly for their country. They continue to serve as entrepreneurs and are eager to meet the needs of our Sailors and Marines engaged in the Global War on Terror. The three (3) objectives of the strategic plan outline NAVAIR's approach.

NAVAIR will provide an annual report to the Department of the Navy (DoN) Office of Small Business Programs (OSBP) on the status of the implementation of this strategy. The plan will be reviewed and adjusted annually.

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DATE: 10/23/08

DAVID J. VENLET
Vice Admiral, U.S. Navy
Commander

A handwritten signature in black ink, appearing to read "Emily Harman", written over a horizontal line.

DATE: 10/29/08

EMILY HARMAN
Associate Director
Office of Small Business Programs

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Objective 1: Increase training and outreach of NAVAIR acquisition community to increase use of sole source and restricted competition with SDVOSBs.

Description:

- Inform NAVAIR acquisition leadership of FAR 19.14 requirements.
- Inform the NAVAIR acquisition community of training opportunities.
- Encourage the NAVAIR acquisition community to initiate sole-source and restricted competition awards to SDVOSBs.

Impact: Create an acquisition workforce that is knowledgeable about FAR 19.14, SDVOSB Procurement Program.

Schedule:

- FY09 - FY13: NAVAIR OSBP will conduct training sessions with the acquisition workforce concerning the various websites available to locate capable SDVOSBs.
- FY09 - FY13: NAVAIR OSBP will invite NAVAIR acquisition personnel to DoD and other SDVOSB Outreach events.
- FY09 - FY13: NAVAIR OSBP will carry out the NAVAIR OSBP Communication Plan. Plan provides a strategy to inform and foster relationships with key stakeholders of NAVAIR's acquisition workforce and SDVOSBs regarding NAVAIR's plans for increasing prime and subcontracting awards to SDVOSBs.
- FY09 - FY13 (December): NAVAIR OSBP will provide the NAVAIR acquisition community with a list of SDVOSBs with capabilities in NAVAIR's top 10 North American Industry Classification System (NAICS) codes. The list will be posted on the NAVAIR OSBP Community of Interest (COI).
- FY09 - FY13 (November and June): Commander, NAVAIR will issue a memorandum to the workforce emphasizing contracting with SDVOSBs. The memo will encourage NAVAIR Acquisition personnel to take the SDVOSB Continuous Learning Course (CL009) through the Defense Acquisition University (DAU).
- FY09 - FY13 (February): NAVAIR OSBP and the Department of Veterans Affairs, Center for Veterans Enterprise (CVE) will host a training event for the NAVAIR acquisition community. The training event will be conducted by the Small Business Deputies at each of the NAVAIR sites. CVE will participate at each training event, via VTC, when possible. Suggested Topic for FY09: Teaming Arrangements and Joint Ventures.

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- FY09 - FY13: NAVAIR OSBP will formally recognize NAVAIR acquisition personnel who contribute to NAVAIR's SDVOSB program.
- FY09 - FY13: NAVAIR OSBP will submit "good news" and success stories concerning efforts with SDVOSBs.
- FY09 - FY13: NAVAIR OSBP will submit nominations to CVE and to the Department of Defense OSBP for SDVOSB awards.
- FY09 - FY13: NAVAIR OSBP will update the "SDVOSB Fact Sheet", which addresses SDVOSB set-aside and sole-source procurement options, and market research tips to identify SDVOSBs capable of meeting NAVAIR's requirements.

Near Term Actions:

- November 08: Commander, NAVAIR will issue a memorandum to the NAVAIR workforce emphasizing contracting with SDVOSBs. The memo will inform NAVAIR acquisition personnel of the DAU SDVOSB Continuous Learning Course and any scheduled SDVOSB outreach events.
- December 08: NAVAIR OSBP will provide the NAVAIR acquisition community with a list of SDVOSBs with capabilities in NAVAIR's top 10 NAICS Codes.
- February 09: NAVAIR OSBP will update the "SDVOSB Fact Sheet", which addresses available SDVOSB set-aside and sole-source procurement options, and market research tips to identify SDVOSBs capable of meeting NAVAIR's requirements.
- February 09: NAVAIR OSBP and the CVE will host a training event for the NAVAIR acquisition community. The training event will be conducted by the Deputies at each of the NAVAIR sites. CVE will participate at each training event, via VTC, when possible.

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Objective 2: Work with the Department of Veterans Affairs, Center for Veterans Enterprise to identify potential suppliers for NAVAIR procurements.

Description:

- Increase awareness within SDVOSB community of NAVAIR procurements.
- Increase awareness within NAVAIR acquisition community of SDVOSB sources.
- Encourage NAVAIR Large Business Prime contractors to subcontract with capable SDVOSBs.

Impact: Increased opportunity for SDVOSBs to participate as prime and subcontractors in NAVAIR contracts.

Schedule:

- FY09 - FY13: NAVAIR OSBP will work through CVE to advertise the NAVAIR Small Business Aviation Technology Conference to SDVOSBs.
- FY09 - FY13 (November): NAVAIR OSBP will provide CVE a list of top 10 NAICS for each NAVAIR site.
- FY09 - FY13: NAVAIR OSBP will encourage NAVAIR large business Prime contractors to work with the CVE to identify SDVOSB subcontracting opportunities.
- FY09 - FY13: NAVAIR OSBP will forward Sources Sought announcements to CVE. CVE will identify potential SDVOSBs.
- FY09 - FY13 (December): CVE will provide NAVAIR OSBP a list of SDVOSBs that provide supplies / services in the top 10 NAICS.
- FY09 - FY13 (February): CVE will contact SDVOSBs via e-mail to provide information about NAVAIR and how to do business with NAVAIR.
- FY09 – FY13: NAVAIR OSBP will support, as possible, any Industry Days supporting SDVOSBs.

Near Term Actions:

- November 08: NAVAIR OSBP will provide CVE a list of top 10 NAICS Codes for each NAVAIR site for FY07 and FY08.

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- December 08: CVE will provide NAVAIR OSBP a list of SDVOSBs that qualify in the top 10 NAICS Codes.
- February 09: CVE will contact SDVOSBs that qualify in NAVAIR's top 10 NAICS codes via e-mail to provide information about NAVAIR and how to do business with NAVAIR.

Objective 3: NAVAIR OSBP will disseminate information on how to do business with NAVAIR to SDVOSBs.

Description:

- Increase NAVAIR outreach to SDVOSBs.

Impact: Increase awareness among SDVOSBs on how to participate as prime and subcontractors in NAVAIR procurements.

Schedule:

- FY09 - FY13: NAVAIR will use the VetBiz Vendor Information Pages, an online business registration program hosted by the VA, as a tool to identify qualified SDVOSBs.
- FY09 - FY13: CVE will provide internet hyperlinks on the CVE website to give a brief introduction of NAVAIR and then link interested visitors to NAVAIR web site.
- FY09 - FY13: NAVAIR will provide the CVE with information on NAVAIR out reach events.
- FY09 - FY13: CVE will identify key regional / national events in which NAVAIR can participate as an extension of its outreach efforts.
- FY09 - FY13: NAVAIR OSBP will continue to participate in Government-wide conferences that highlight opportunities for SDVOSBs.
- FY09 - FY13: NAVAIR OSBP will use Procurement Technical Assistance Center (PTAC) and Small Business Development Center (SBDC) offices to increase outreach efforts to assist and identify qualified SDVOSBs.
- FY09 - FY13: CVE will provide NAVAIR a year-end assessment of the accomplishments, lessons learned, and best practices of SDVOSB outreach events.

Near Term Actions:

- November 08: NAVAIR OSBP will provide the CVE with information on upcoming NAVAIR outreach events.

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- February 09: NAVAIR will notify local PTAC and SBDCs of NAVAIR's SDVOSB procurement program.

Points of Contact:

The point of contact at CVE is Mr. Tyrone Lassiter, E.O. 13360 Compliance Officer, U.S. Department of Veterans Affairs, Center for Veterans Enterprise.

The point of contact at NAVAIR is Ms. Emily Harman, Associate Director, NAVAIR Office of Small Business Programs.