

*Department of the Navy
Small Business Program*

*Presented to
Naval Air Systems Command*

by

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Office of Secretary of the Navy
Small Business Programs*

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Department of the Navy Small Business Policy

DON FY 2007 OBJECTIVES

Provide a Total Workforce to support the National Defense Strategy

Use the Navy-Marine Corps Team to aggressively prosecute the Global War on Terrorism

Build the Navy-Marine Corps Force For tomorrow

Emphasize Safety. Manage risk to improve mission effectiveness and Safeguard people and resources

Reinforce ethics as an exemplary Foundation of conduct within the Department of the Navy

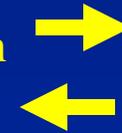
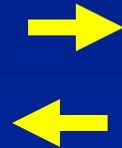
DON Small Business FY 2007 OBJECTIVES

Issue policy and guidance to support small business opportunities within the Navy

Serves as the small business advocate within the acquisition community in order to meet Navy's mission

Identify and develop small business concerns that can support the Navy-Marine force of tomorrow

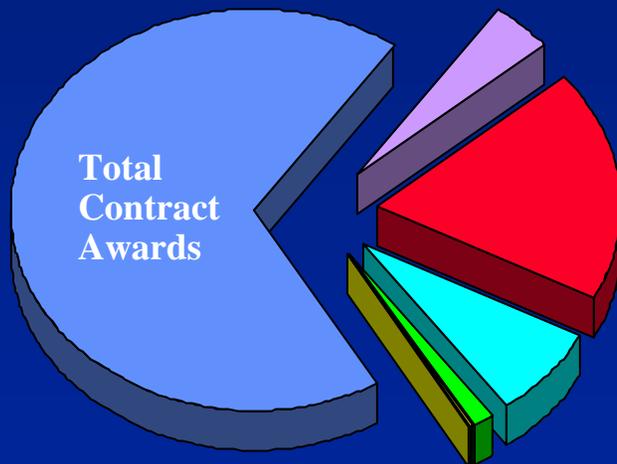
Provide small business concerns maximum, practicable opportunity to participate as prime contractors and subcontractors in the Department of Navy contract awards



DON Small Business Program Office

FY-2005

\$59.3B



■ Prime SB Awards

■ SDB

■ SDVOSB

■ HubZone

■ WOSB

■ HBCU/MI

- **\$10.7B** in Prime Small Business Awards

- \$664M HUBZone
- \$2.9B SDB
- \$1.2B WOSB
- \$184M SDVOSB
- \$62M HBCU/MI

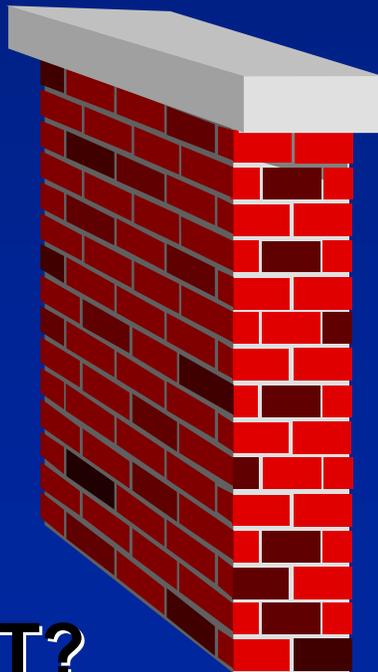
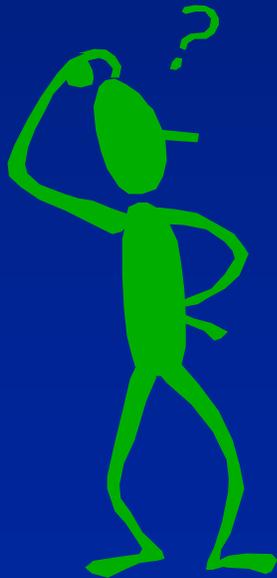
U.S. Navy Small Business Dollars vs. Percentage

FY - 2005



Department of the Navy

DECENTRALIZED ACQUISITION STRUCTURE



WHO BUYS WHAT?

Major Buying Commands/Activities

➤ NAVY & MARINE CORPS HCAs

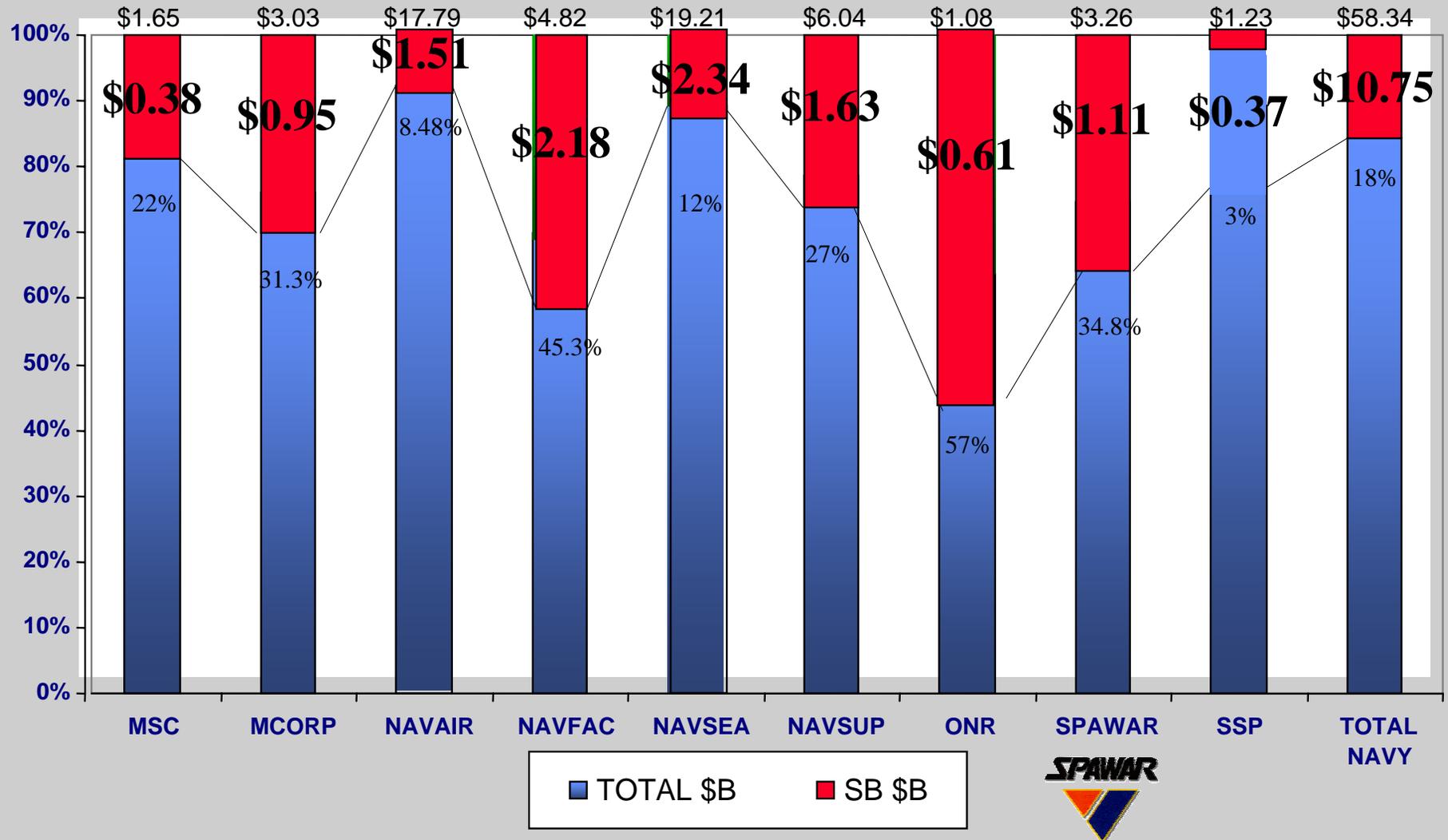
- Marine Corps Systems Command
- Marine Corps, Headquarters
- Military Sealift Command
- Naval Air Systems Command
- Naval Facilities Engineering Command
- Naval Inventory Control Parts
- Naval Sea Systems Command
- Naval Supply Systems Command
- Office of Naval Research
- Space & Naval Warfare Systems Command
- Strategic Systems Program

TOP NAVY Contract Awards to Large and Small Business by NAICS

- Top Navy Contract Awards to Large and Small Business share seven of the top ten
 - Engineering Services
 - Ship Building and Repair
 - R&D Physical, Engineering, Life Sciences
 - Construction and Institutional Construction
 - Industrial Building Construction
 - Facilities Support Service
 - Other Aircraft Parts and Auxiliary Equipment Manufacturing

NAVY SYSCOM COMPARISON FY 05

SB% and \$\$ of Total Contract Obligations



DON Mentor-Protégé Program

- Congressional Mandated DoD Program established as Pilot in 1990 (Public Law 101-510) recently extended to 2010
- Annual funding varies
 - Navy \$5M
- Primary Focus of Products/Services:
 - Manufacturing, Environmental Remediation, ISO 9001-2000, GPS Technology, Lean Manufacturing, CMMI
- Protégé Major Programs:
 - AIM – 9X, Patriot, AMRAAM, VA Class Subs, Missiles, XBR Radar, other major weapons programs
- Limited to eligible small business groups
 - (SDBs, 8As, SDVOSBs, HUBZones and WOSB)
- Over 700 small businesses developed
 - Highly regarded by Congress, other Agencies and Industry
- Active agreements
 - 22 Navy

DON Manufacturing Technical Assistance Production Program (MTAPP)

- Congressional Funded Program (\$4.0M)
- Primary goal is to provide Qualified Network of Suppliers for DoD
- Assist Small Businesses to Improve their Processes and Capability
 - Over 35 companies participating
- Congressional funding for FY-07 under new name Defense Small Business Technology and Readiness Resources Program (DSTARR)

DON MTAPP

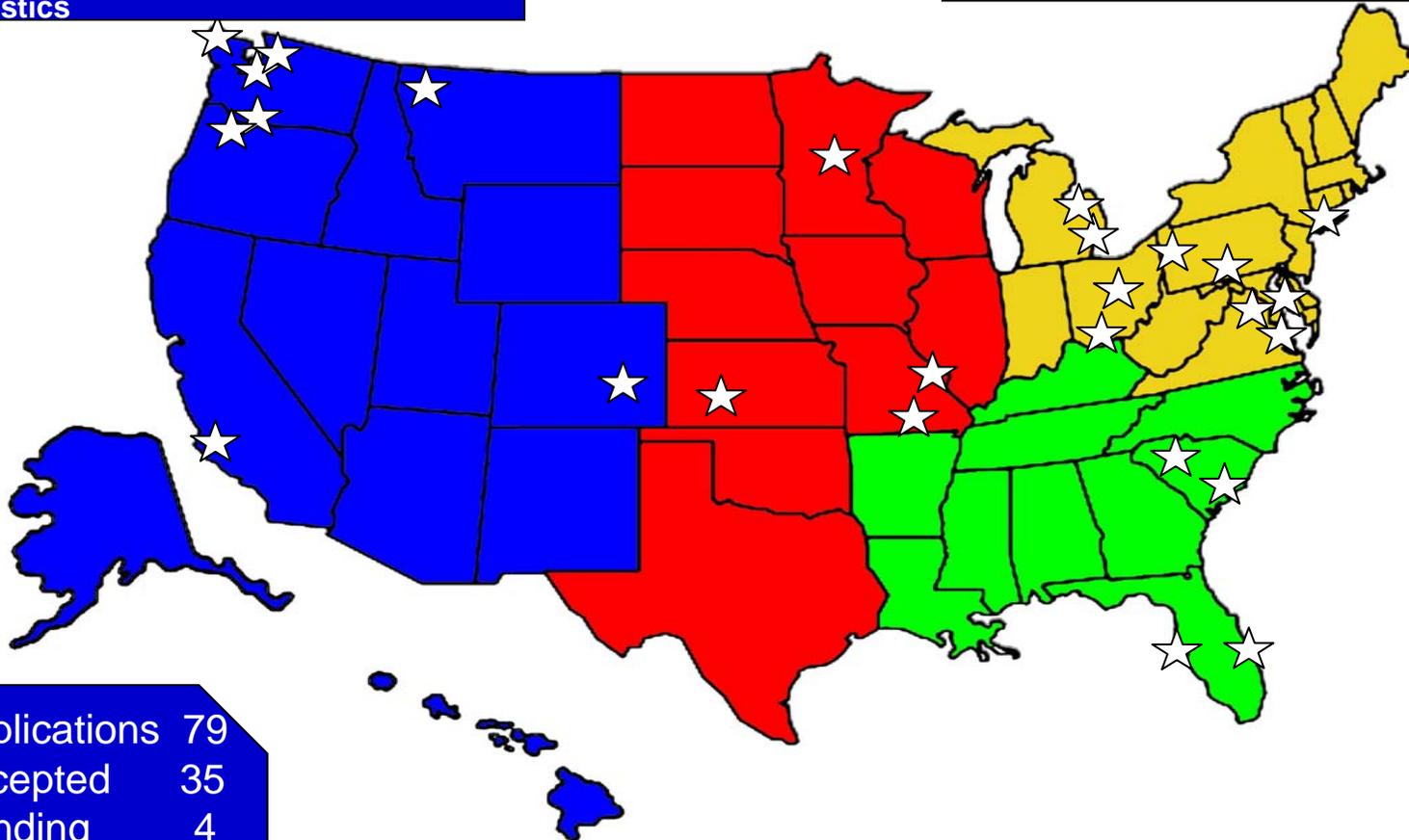


Production Capabilities

12 - Precision Machining	6 - Electronics
2 - Computer	1 - Composite
2 - Cable/Wire Harness	2- Tool & Dye
1- Plastics	

Ownership Diversity

8 - SDB	6 - HubZone
5 - Women	6 - Small
9 - Veteran	2 - SD/Veteran



Applications	79
Accepted	35
Pending	4
Rejected	40

DON 2007 Initiatives

- Develop Navy Small Business Program resource plan
- Develop a plan to increase visibility and accountability of the Navy Small Business Program
- Improve Navy forecasting for future requirements
- Increase Command support of the Navy Small Business Program
 - HCA Champions

Office of the Secretary of the Navy

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