



Office of Small Business Programs

Presented by:

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Deputy Director

NAWCWD Office of Small
Business Programs



NAVAIR Office of Small Business Programs

Mission:

Enabling the war fighter with creative solutions brought to them through small business.

Vision:

NAVAIR's Office of Small Business Programs is a valuable resource that enables the best solutions for the war fighter. We are advocates for NAVAIR's strategic priorities: current readiness, future capability and people. Achieving these priorities requires the entrepreneurial skills of small and large businesses. We strive to ensure that the creative talents of small businesses are nurtured and sustained in defense of freedom.

www.navair.navy.mil/osbp

Ms. Emily Harman, Associate Director, OSBP



Small Business 101

It's the policy of the government to provide "maximum practicable opportunities in its acquisitions to small business...concerns. Such concerns shall also have the maximum practicable opportunity to participate as subcontractors..." FAR 19.201(a)

- Small Business Programs

- Small Businesses (SB)
- Women-Owned Small Businesses (WOSB)
 - Economically Disadvantaged Women-Owned Small Business (EDWOSB)
- Small Disadvantaged Businesses (SDB)
- Service-Disabled Veteran-Owned Small Businesses (SDVOSB)
- Historically Underutilized Business Zone (HUBZone) Small Businesses

In accordance with FAR Part 19, there are set-aside and sole source opportunities.

Consult with your Small Business Professional

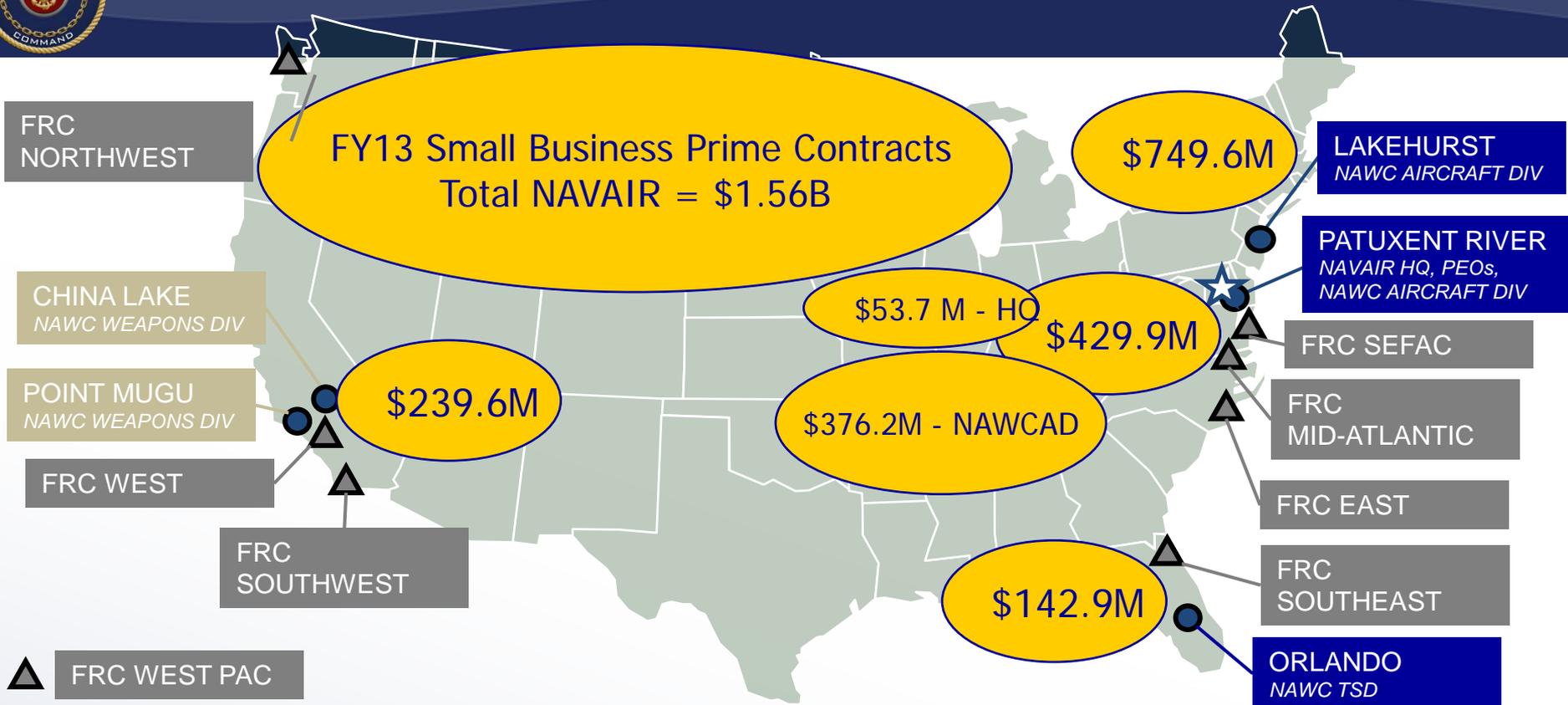


NAWCWD TARGETS VS. ACTUALS

	NAWCWD FY11	NAWCWD FY12	NAWCWD FY13 ACTUALS as of 30 JAN 14 (EOY)	NAWCWD FY14 ACTUALS as of 31 MAY 14
Prime Contracting				
Total Dollars	\$ 660,774,715	\$ 804,598,631	\$ 557,596,566	\$ 452,444,368
Small Business	35.701%	32.223%	42.974%	39.714%
Threshold Target			33.360%	34.000%
Objective Target	31.000%	31.000%	39.000%	40.000%
Dollars	\$ 235,902,041	\$ 259,262,848	\$ 239,623,413	\$ 179,683,974
SMALL DISADVANTAGED BUSINESS	12.893%	10.679%	16.328%	17.831%
Threshold Target			10.000%	12.500%
Objective Target	8.500%	10.000%	11.900%	16.700%
Dollars	\$ 85,191,871	\$ 85,922,300	\$ 91,043,252	\$ 80,676,817
VETERAN-OWNED SB**	4.772%	6.040%	6.655%	10.862%
Dollars	\$ 30,621,817	\$ 48,596,753	\$ 37,107,238	\$ 49,144,181
SERVICE-DISABLED VETERAN-OWNED SB	2.457%	3.572%	4.105%	8.673%
Threshold Target			3.000%	3.000%
Objective Target	1.200%	2.100%	3.600%	3.000%
Dollars	\$ 16,235,254	\$ 28,742,217	\$ 22,891,212	\$ 39,240,981
WOMAN-OWNED SB	1.881%	2.312%	3.374%	2.696%
Threshold Target			2.000%	2.500%
Objective Target	2.900%	2.550%	2.500%	3.000%
Dollars	\$ 12,431,962	\$ 18,606,148	\$ 18,814,124	\$ 12,199,054
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.896%	0.597%	0.206%	0.460%
Threshold Target			0.800%	0.250%
Objective Target	0.800%	1.000%	1.300%	0.250%
Dollars	\$ 5,922,025	\$ 4,803,886	\$ 1,148,393	\$ 2,082,360



FY13 Small Business Obligations



▲ FRC WEST PAC

★ NAVAIR HQ

● NAVAL AIR WARFARE CENTER

▲ FLEET READINESS CENTER

WEAPONS WEST COAST HUB

- MISSILES / FREEFALL WEAPONS
- WEAPON SYSTEM INTEGRATION
- ELECTRONIC WARFARE SYSTEMS
- LAND RANGE / SEA RANGE
- NON LETHAL WEAPONS

AIRCRAFT EAST COAST HUB

- AIR VEHICLES
- PROPULSION & POWER
- AVIONICS & SENSORS
- SHIP INTERFACE & SUPPORT SYSTEMS
- LAUNCH & RECOVERY
- UAVS
- ATLANTIC TEST RANGE AND GROUND SYSTEMS TEST FACILITIES
- HUMAN PERFORMANCE / SIMULATOR SYSTEMS

Source: FPDS-NG 18 NOV 13



Do Your Homework

- Review NAVAIR website – www.navair.navy.mil
- Review NAVAIR OSBP website–
www.navair.navy.mil/osbp
 - Strategic plans
 - Long Range Acquisition Forecast
 - Links to other NAVAIR websites
 - Links to recent briefings
- Review FPDS-NG website – www.fpds.gov
 - Find out what NAVAIR procured in the past



Tips for Responding to a Sources Sought Announcement

- **Tips**

- **Show holistic capability – technical, but also management practices, financial stability, quality processes, able to manage subcontractors, discriminators, etc.**
- **Provide more detail on number of employees and company locations**
- **Show how you will minimize transition risk**
- **Request clarification, if needed**
- **Meet the response timeline**



Sources Sought Responses

- **Areas where industry can improve**
 - Answer all questions
 - Be sure you are addressing a NAVAIR requirement and not one from another agency or service
 - Discuss all the items that will be evaluated
 - Address only experience applicable to the requirement
 - Validate your claims of capability
 - If you combine past performance contracts, be sure to provide a break out of scope and complexity of each
 - If you propose teaming, show value-added
 - Address how you will manage subcontractors and prior experience in this area
 - If admitting lack of capability or experience; offer solution, mitigation, alternative, etc.



Let Us Know!

When NAVAIR issues a sole source synopsis and you believe you can provide the supplies/services, **LET US KNOW!**

If you know a full and open competition is pending or you see a full and open competition synopsis and you think there are 2 or more SDVOSBs, 8(a)s, HUBZones, WOSBs, or small businesses that can do the work, **LET US KNOW!**

Work closely with the contracts specialist and the small business deputy.

NAVAIR OSBP Website
www.navair.navy.mil/osbp

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After Contract Award

Key message: You must now PERFORM!

LET NAVAIR KNOW if you're experiencing difficulties... ASAP

- Technical/Performance**
- Schedule**
- Financial**

...And these communications should be DOCUMENTED

Know your CONTRACT...scope, terms, conditions, schedules, deliverables – it's what we're holding you accountable for

Be aware the government rates your performance yearly in the Contractor Performance Assessment Reporting System (CPARS) – Used in future source selections (Contracts over \$1M for services and over \$5M for products)



Resources Available to Assist

First line of
communication

after contract award

{ Contracting Officer
Administrative Contracting Officer
Technical Customer
NAVAIR Small Business Deputy

Also:

– SBA website (<http://www.sba.gov>)

- Counseling – in person, email
- Financial Assistance Training
- Training
- PTAC

(<http://www.sellingtothegovernment.net>)



Questions



Back Up



NAVAIR TARGETS VS. ACTUALS

	NAVAIR FY11	NAVAIR FY12	NAVAIR FY13 ACTUALS as of 30 JAN 14 (EOY)	NAVAIR FY14 ACTUALS as of 31 MAY 14
Prime Contracting				
Total Dollars	\$ 23,478,722,181	\$ 27,004,764,988	\$ 24,935,264,338	\$ 12,199,583,118
Small Business	7.412%	6.446%	6.264%	7.087%
Target	7.000%	7.300%	\$1.75B	\$1.6B
Dollars	\$ 1,740,323,430	\$ 1,740,699,799	\$ 1,562,036,600	\$ 864,593,174
SMALL DISADVANTAGED BUSINESS	2.253%	2.049%	1.996%	2.088%
Target	1.800%	2.000%	2.000%	2.000%
Dollars	\$ 529,088,972	\$ 553,333,110	\$ 497,745,333	\$ 254,717,026
VETERAN-OWNED SB**	2.389%	1.688%	1.816%	2.009%
Dollars	\$ 560,834,907	\$ 470,169,827	\$ 452,858,928	\$ 245,128,170
SERVICE-DISABLED VETERAN-OWNED SB	1.539%	1.048%	1.061%	1.223%
Target	0.500%	0.750%	0.750%	0.750%
Dollars	\$ 361,271,691	\$ 282,928,454	\$ 264,614,937	\$ 149,157,152
WOMAN-OWNED SB	0.775%	0.870%	0.882%	1.025%
Target	1.000%	1.000%	1.000%	1.000%
Dollars	\$ 182,036,084	\$ 234,869,558	\$ 219,888,985	\$ 125,103,165
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.205%	0.170%	0.185%	0.418%
Target	0.150%	0.200%	0.200%	0.200%
Dollars	\$ 48,049,382	\$ 45,892,844	\$ 46,158,003	\$ 50,984,649
Small Business Assessable Market (SBAM) = 17%				11.38%
Simplified Acquisition Threshold = 80%			88.49%	86.70%
Service Improvement = 40.66%			31.03%	36.80%

* SBAM Definition: Using FY13 awards, the Small Business Assessable Market (SBAM) excludes Product Service Codes (PSCs) having <1% of their total obligations across the federal government awarded to small businesses.



SDVOSBs

NAWCWD

Goal
Actual Percentage
Dollars Obligated to SDVOSBs
Total Dollar Amount

NAWCAD PAX RIVER

Goal
Actual Percentage
Dollars Obligated to SDVOSBs
Total Dollar Amount

NAWC TSD ORLANDO

Goal
Actual Percentage
Dollars Obligated to SDVOSBs
Total Dollar Amount

NAWCAD LAKEHURST

Goal
Actual Percentage
Dollars Obligated to SDVOSBs
Total Dollar Amount

TOTAL

Total Dollars Obligated to SDVOSBs
Total Dollars Obligated

Total NAWC Percentage

	FY11	FY12	FY13	FY14 as of 31 MAY 14
Goal	1.200%	2.100%	2.100%	3.000%
Actual Percentage	2.457%	3.572%	4.105%	8.673%
Dollars Obligated to SDVOSBs	\$ 16,235,254	\$ 28,742,217	\$ 22,891,212	\$ 39,240,981
Total Dollar Amount	\$ 660,774,715	\$ 804,598,631	\$ 557,596,566	\$ 452,444,368
Goal	3.000%	3.500%	3.500%	3.750%
Actual Percentage	3.737%	3.496%	4.348%	3.866%
Dollars Obligated to SDVOSBs	\$ 70,574,143	\$ 69,052,805	\$ 74,338,487	\$ 35,530,192
Total Dollar Amount	\$ 1,888,693,306	\$ 1,975,053,080	\$ 1,709,822,024	\$ 919,070,040
Goal	1.000%	2.180%	2.180%	1.500%
Actual Percentage	2.864%	1.744%	2.395%	1.613%
Dollars Obligated to SDVOSBs	\$ 21,823,339	\$ 14,126,899	\$ 16,412,643	\$ 10,859,211
Total Dollar Amount	\$ 762,041,753	\$ 809,926,323	\$ 685,240,014	\$ 673,251,998
Goal	3.000%	4.960%	4.960%	4.960%
Actual Percentage	17.976%	11.670%	12.171%	12.327%
Dollars Obligated to SDVOSBs	\$ 251,634,903	\$ 170,679,174	\$ 150,700,931	\$ 63,498,971
Total Dollar Amount	\$ 1,399,821,857	\$ 1,462,561,297	\$ 1,238,169,800	\$ 515,123,742
Total Dollars Obligated to SDVOSBs	\$360,267,639	\$282,601,095	\$264,343,274	\$149,129,355
Total Dollars Obligated	\$4,711,331,631	\$5,052,139,331	\$4,190,828,403	\$2,559,890,148
Total NAWC Percentage	7.65%	5.59%	6.31%	5.83%



WOSBs

NAWCWD

Goal
Actual Percentage
Dollars Obligated to WOSBs
Total Dollar Amount

NAWCAD PAX RIVER

Goal
Actual Percentage
Dollars Obligated to WOSBs
Total Dollar Amount

NAWC TSD ORLANDO

Goal
Actual Percentage
Dollars Obligated to WOSBs
Total Dollar Amount

NAWCAD LAKEHURST

Goal
Actual Percentage
Dollars Obligated to WOSBs
Total Dollar Amount

TOTAL

Total Dollars Obligated to WOSBs
Total Dollars Obligated

Total NAWC Percentage

	FY11	FY12	FY13	FY14 as of 31 MAY 14
Goal	2.900%	2.550%	2.550%	2.500%
Actual Percentage	1.881%	2.312%	3.374%	2.696%
Dollars Obligated to WOSBs	\$ 12,431,962	\$ 18,606,148	\$ 18,814,124	\$ 12,199,054
Total Dollar Amount	\$ 660,774,715	\$ 804,598,631	\$ 557,596,566	\$ 452,444,368
Goal	6.000%	4.890%	4.890%	4.500%
Actual Percentage	4.087%	3.877%	4.384%	6.570%
Dollars Obligated to WOSBs	\$ 77,195,486	\$ 76,576,995	\$ 74,950,966	\$ 60,380,553
Total Dollar Amount	\$ 1,888,693,306	\$ 1,975,053,080	\$ 1,709,822,024	\$ 919,070,040
Goal	5.500%	5.100%	5.100%	5.500%
Actual Percentage	5.299%	4.465%	5.563%	3.529%
Dollars Obligated to WOSBs	\$ 40,381,621	\$ 36,166,693	\$ 38,120,262	\$ 23,759,384
Total Dollar Amount	\$ 762,041,753	\$ 809,926,323	\$ 685,240,014	\$ 673,251,998
Goal	5.600%	4.890%	4.890%	6.340%
Actual Percentage	3.671%	6.121%	7.048%	5.465%
Dollars Obligated to WOSBs	\$ 51,386,312	\$ 89,526,501	\$ 87,262,865	\$ 28,149,439
Total Dollar Amount	\$ 1,399,821,857	\$ 1,462,561,297	\$ 1,238,169,800	\$ 515,123,742
Total Dollars Obligated to WOSBs	\$181,395,381	\$220,876,337	\$219,148,216	\$124,488,429
Total Dollars Obligated	\$4,711,331,631	\$5,052,139,331	\$4,190,828,403	\$2,559,890,148
Total NAWC Percentage	3.85%	4.37%	5.23%	4.86%