DISA Small Business Briefing

AFCEA Belvoir Industry Days 2022

Carlen Capenos
Director
November 9, 2022
Small Business Cheat Sheet

- DISA’s Small Business First Policy: *Every requirement that comes through DISA for execution is automatically included in the Small Business Program until market research demonstrates that small business cannot execute the requirement.*

- DISA is Small Business Friendly: *Over $16B in last decade, an average of 28.21%.*

- DISA’s Office of Small Business Programs (OSBP) is the entry point for small businesses
- Step 1: Email: DISASmallBusiness@mail.mil for invite to “DISA 101 Small Business Orientation”
- Step 2: Do your homework – review the forecast and www.disa.mil
- Step 3: Ask for a one-on-one meeting with OSBP
- Step 4: Create a plan to work with/for DISA
- Step 5: Submit responses to sources sought notices
- Step 6: Submit proposals

DISASmallBusiness@mail.mil
## FY22 Small Business Goal Achievements

$6.08 Billion Total Eligible Small Business Dollars

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</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>23%</td>
<td>22.5%</td>
<td>25%</td>
<td>27.86%</td>
<td>$1.69B</td>
<td>5,860</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>11%</td>
<td>9.5%</td>
<td>14.22%</td>
<td>11.57%</td>
<td>$703.4M</td>
<td>2,772</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>7.72%</td>
<td>$469.2M</td>
<td>2,224</td>
</tr>
<tr>
<td>Service-Disabled Veteran Owned</td>
<td>3%</td>
<td>3%</td>
<td>5%</td>
<td>5.66%</td>
<td>$343.9M</td>
<td>801</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone</td>
<td>3%</td>
<td>3%</td>
<td>1.5%</td>
<td>2.54%</td>
<td>$154.6M</td>
<td>657</td>
</tr>
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Figures are as calculated by the official SAM.gov Small Business Achievements by Awarding Organization Report. These figures will continue to fluctuate until certified by the SBA.
DISA Fiscal Year 2023 Small Business Goals

• Small Business (SB) = 25%
• Small Disadvantaged Business (SDB) = 14.22%
• Woman-Owned Small Business (WOSB) = 5%
• Service-Disabled Veteran-Owned Small Business (SDVOSB) = 3%
• HUBZone (HUBZone) Small Business = 3%
Where Can You Find Forecast / Decisions?

Forecast: Go to www.disa.mil - look under “Opportunities” then click on “FY22 Q4 ACQUISITION OPPORTUNITIES” to find the current forecast. This is updated four times a year.

Acquisition Decision Postings: Go to www.disa.mil - look under “Opportunities” then click on “DISA Acquisition Decisions” to find the most recent decisions. This is updated about every four weeks.
How Does DISA Make Acquisition Decisions?

It’s A Balance…Things That Are Considered:

- Mission: Can Small Business Be Successful?
- DISA’s Assigned Goals and DISA’s Achievements – Current and Past
- Socioeconomic Categories
- Policies, Rules, Regulations, Guidance, Laws
- DISA’s Premier Contracts

Bottom Line: Usually, multiple decisions can be made.
May 1, 2023: DISA Business Match: All Day Matchmaking

Attending:
- DoDDIS Conference: Dec 12-15, 2022
- National 8(a) Conference: Feb 13-15, 2023
- AFCEA West: Feb 14-16, 2023
- AFCEA TechNet Cyber: May 2-4, 2023
- AFCEA NOVA SB Enterprise IT Day: May 11, 2023
- GEOINT Symposium: May 21-24, 2023
- VETS23: TBD
- National HUBZone Conference: TBD
Email: DISASmallBusiness@mail.mil
Phone: 301-225-6003

Information:
National Guard Bureau

Industry Partners Welcome

Presented by
NGB Office of Small Business Programs
National Guard Bureau

• 144 Federal contracting offices located throughout our States, the District of Columbia, and the Territories of Guam, Puerto Rico and the Virgin Islands.

• 54 United States Property and Fiscal Officer Contracting Offices

• 90 Air National Guard Base Contracting Offices

• NGB National Capital Region Support Office
  • Army Guard Readiness Center, Arlington, Virginia
  • Air National Guard Readiness Center, Joint Base Andrews

• Federal contracting dollars flow into both large and small communities.

• NGB is meeting goals, also helping to build the defense industrial base.
Mission

The National Guard Bureau, Office of Small Business Programs supports Soldiers and Airmen of the National Guard by maintaining and developing a strong innovative small business industrial base across all socio-economic groups providing industry partners with a focus on supporting the warfighter and the greater mission of the National Guard.
Air National Guard Contracting Mission

ANG Supports:
- 91 Wings
- 54 States, Territories, and the District
- 579 Support Units
- 105,700 Personnel
- 1,160 Aircraft

GSU: Geography Separated Unit
Small business is big business in the National Guard

As of 25 April 2022

<table>
<thead>
<tr>
<th>Program</th>
<th>FY21 Goal</th>
<th>FY21 Actual</th>
<th>SB Spend</th>
<th>FY22 Goal</th>
<th>FY22 TYD</th>
<th>SB Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>72.00%</td>
<td>72.25%</td>
<td>$1.05B</td>
<td>68.74%</td>
<td>84.29%</td>
<td>$286M</td>
</tr>
<tr>
<td>SDB</td>
<td>20.00%</td>
<td>40.49%</td>
<td>$598M</td>
<td>49.12%</td>
<td>40.02%</td>
<td>$145M</td>
</tr>
<tr>
<td>8a</td>
<td>19.60%</td>
<td>19.60%</td>
<td>$286M</td>
<td>17.61%</td>
<td>17.61%</td>
<td>$86.9M</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>9.00%</td>
<td>11.05%</td>
<td>$161M</td>
<td>9.00%</td>
<td>18.10%</td>
<td>$52.2M</td>
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<tr>
<td>WOSB</td>
<td>15.50%</td>
<td>18.32%</td>
<td>$267M</td>
<td>15.50%</td>
<td>26.27%</td>
<td>$84.9M</td>
</tr>
<tr>
<td>HUBZone</td>
<td>7.00%</td>
<td>8.82%</td>
<td>$128M</td>
<td>5.00%</td>
<td>8.16%</td>
<td>$25.6M</td>
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FY21 Totals

Guam - $1.2M
Virgin Islands - $1.2M
Puerto Rico - $13.1M

Not just meeting goals... building the industrial base...
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<tr>
<th>How Can The Small Business Office Assist You?</th>
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<tr>
<td>Providing guidance on small business procurement</td>
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<tr>
<td>Assistance on market research and industry awareness of requirements</td>
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<tr>
<td>Early discussion with SBA and any challenges</td>
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<tr>
<td>Connecting with potential vendors</td>
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<tr>
<td>Aiding in developing an acquisition strategy</td>
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<td>Assisting with connecting to NGB acquisition if needed</td>
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<tr>
<td>Connecting with innovation point of contact for new or creative technology projects</td>
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How to Do Business with NGB OSBP

Vendor Visit and Product Demonstration Forms

The forms below are to request an onsite visit with the National Guard Bureau Office of Small Business Programs and the various Divisions of the National Guard Bureau. The information you provide will help our office focus and prepare for your visit so that we can give our meeting the attention it deserves. Whether or not you have current contracts with the NGB, or do not have any but are looking for an opportunity to do business with us, the more specific detail you provide, the better. Upon receipt of this information we will schedule time to meet to discuss your capabilities in more detail to identify where opportunities exist. Kindly use your company letterhead and submit all of the forms with your Capability Statement to:

ng.ncr.ngb-arnng.mbx.ngb-osbp@army.mil

Contractor Visit Data Sheet (Jul. 29, 2016)
Contractor Visit and Briefing Agreement (Jul. 29, 2016)
NGB Vendor Library Form
Contact information for the Small Business specialists in a particular state or territory is available upon request.

National Guard Bureau Office of Small Business Programs

Mr. Kyle Beagle
Director, Office of Small Business Programs
Main office e-mail: ng.ncr.ngb-arng.mbx.ngb-osbp@army.mil
Phone: (703) 601-6765

https://www.nationalguard.mil/Leadership/Joint-Staff/Special-Staff/Small-Business-Programs/
AFCEA Small Business

• 18 OCTOBER 2022
Overview of USACE Operations

- Buying occurs at the District and Center Levels
- Variety of buying methods including:
  - Stand-Alone Contracts posted on www.SAM.gov
  - Government-wide vehicles (i.e. GSA)
  - Multiple Award Task Order Contract (MATOC)
  - Single Award Task Order Contract (SATOC)
- Small Business Professionals are located at each District, Center and Division as a FREE resource to help you understand how to work with us!
Steps for a Small Business Preparing to Partner with USACE

- Army Office of Small Business Programs - OSBP > Small Business > How to Do Business with the Army
- Review Workplans and Enterprise Forecast to identify District Offices
- Research our Centers / District Offices What they buy
- Arrange to meet with the District’s Small Business Professional
- Attend the Industry Events (posted to www.sam.gov and our website)
- Build Relationships with Current Primes
- Respond to market research (RFIs and Sources Sought)
STAY CURRENT
PRIORITIES / VISION
PRESIDENT

DoD

ARMY

AGENCY

Advancing Equity in Federal Procurement Policy

Increased Civil Works Mission

Increase Partners

Elevate R&D
OUR MISSION/OUR FOCUS

- Emergency Operations
- OCONUS
- Environmental
- Geospatial Support
- Research and Development
- Real Estate
- Civil Works
- Military Missions

USACE
Top 5 NAICS:
236220
541330
237990
562910
561730
Small Business Website

Contact Information

• Valerie Oliver, Deputy Director of Small Business Programs

• valerie.b.oliver@usace.army.mil

• 202-641-6412

• USACE LinkedIn
  https://www.linkedin.com/company/us-army-corps-of-engineers