DISA Small Business Talk

AFCEA Belvoir Small Business Networking Event

Carlen Capenos
Director, Office of Small Business Programs
November 13, 2019
Agenda

1. Doing business with DISA
2. DISA SETI Small Business Suite
3. DISA ENCORE III Small Business Suite
4. Fourth Estate Network Optimization
5. Key messages
6. Q&A
Doing business with DISA

Procurement Services Directorate (PSD)
Defense Information Technology Contracting Organization (DITCO)

**Mission:** We are the premier DoD Cyber Procurement Workforce, procuring global information technologies and capabilities and supporting national defense mission partners through timely, quality, and ethical contracting.

Premier Contracts – Contract Suites identifying contract holders
https://www.ditco.disa.mil/Default.asp (Need PKI to view this page)

Contract Forecast:

***If new to DISA, request an invitation to OSBP’s DISA 101 Orientation***
Contract Vehicles - Internal

- **ADOBE JELA**: Adobe Joint Enterprise License Agreement
- **CISCOJELAI**: Cisco Joint Enterprise License Agreement
- **DISAAPSBP**: DISA Blanket Purchase Agreement for Agency Program Support
- **DTS-P II**: DISN Transmission Services - Pacific II
- **ENCORE III**: Full & Open Suite and Small Business Suite
- **GNS**: Global Network Services
- **GSM-ETI**: Global Information Grid (GIG) Services Management - Engineering, Implementation, Transition
- **GSM-O**: Global Information Grid (GIG) Services Management - Operations
- **HP_BPA**: DISA Workstation Purchase Blanket Purchase Agreement
- **IVVBPA**: Independent Verification Validation BPA
- **METSS-II**: Microsoft Enterprise Technical Support Services II
- **MSJELAI**: Microsoft Joint Enterprise Agreement
- **MWR ICP**: Morale, Welfare, and Recreation Internet Cafe Program
- **PALOALTOEA**: Palo Alto Enterprise Agreement
- **SETI**: Systems Engineering, Technology and Innovation - Full & Open Suite and Small Business Suite
- **SWDEVBPA**: Software Development Blanket Purchase Agreement
- **TEC**: JOTC – Test and Evaluation Services
Any authorized Government Wide Acquisition Contract (GWAC)

DISA frequently uses:
- GSA IT-70
- GSA STARS II
- GSA VETS II
- NIH CIO-SB3
- NASA SEWP
DISA SETI Small Business Suite

- Multiple Award IDIQ for Systems Engineering, Technology and Innovation
- Awarded July 8, 2019
- 23 Awards Made
- Currently Under Protest at COFC
- Anticipated Resolution is Spring 2020
- First Look Vehicle
DISA ENCORE III Small Business Suite

- Multiple Award IDIQ for Operations, Maintenance and Sustainment
- Awarded 17 September 2018 - Start Date of 12 May 2019
- 20 Awards Made
- First Look Vehicle
DISA is designated as the single service provider of common use IT services for a portion of the DOD Fourth Estate agencies and field activities.

DISA is responsible for delivering a consolidated Fourth Estate network, enterprise services, end-user devices, desktop support and local and wide area network connectivity.

4ENO effort by DISA will modernize the DoD IT architecture, consolidate networks, reduce costs, improve business practices and mitigate operational and cyber risks.

DISA will manage all applications, tools, processes and the contracts necessary to support the Fourth Estate organizations and their day-to-day common IT functions.

Slides are available on DISA.mil and video will be posted soon.

Upcoming Acquisition Opportunities:
- Defense Enclave Services (DES)
- Defense Enclave Services (DES) Equipment Management
Key messages: What SB Should Do For DISA – Before Award

• Do Your Homework - Know DISA, What We Buy, Our Forecast, How We Buy (DISA 101)
• Know What Your Company is Really Good At (It’s not everything)
• Know What Differentiates Your Company (Why are you better?)
• Be On Time and Be Prepared (It’s Your Meeting – Don’t Waste Your Time or Ours)
• Know Our Showstoppers (Clearances, Past Performance)
• Respond to Source Sought Notices (This Information is Used to Determine Set-Asides)
Key messages: What SB Should Do For DISA – Proposal Prep

- Spellcheck Your Proposals (Seriously)
- Dot your I’s and Cross your T’s (Quality Control – It’s Worth Investing In)
- Answer What Was Asked for (We Know You Are Smarter Than Us, But We Have to Evaluate IAW the terms of the Solicitation/RFP/RFQ)
- Submit Your Proposal Early (Late is Late)
- Understand Your Competition (Sometimes They Really Are Better Than You)
- Understand Federal Contracting Rules (We Didn’t Make Them Up)
- Protesting (Don’t Do It Just for Fun)
Key messages: What SB Should Do For DISA – After Award

- Perform Well When You Win (This is the Best Thing You Can Do for the Small Business Program)
- Delivery What Your Proposal Promised – FTEs and Clearance Levels (If You Proposed 20 FTEs in Your Price/Cost Proposal, DISA is Thinking That You Will Provide 20 People – Even if it’s FFP)
- Deliver On Time (It Wasn’t a Suggestion)
- Ask for Feedback from PM, COR, KO, Stakeholders throughout the performance of the contract – don’t wait for annual CPARS
- Ask for Help Early (Remember: You Succeeding is the Best Thing for Everyone)
- Don’t Do What’s Not In Your Contract (Seriously, It Causes a Lot of Problems)
Questions?
About Office of Small Business Programs

• **Who:**
  – Carlen Capenos, Director
  – Arielle Douglas, Associate Director
  – Brenda Leonard, Small Business Professional
  – Corey Wollard, Small Business Professional

• **What:** Small Business Advocacy: Enables DISA to gain access to the efficiency, innovation, and creativity offered by small businesses. OSBP is an integral player and value-added advisor in the development of agency acquisition strategies to ensure compliance with laws, directives, goals, and objectives related to small business initiatives.

• **Where:**
  – Fort Meade: DISA HQ, Room O2E32
  – Scott Air Force Base: DITCO Scott, Building 3600

• **When:** Everyday

• **Why:** It’s the Law…and Good for the Country
## DISA FY19 Small Business Goals Achievements

$6.4 Billion Total Eligible Small Business Dollars

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>23%</td>
<td>21.8%</td>
<td>28%</td>
<td>29.1%</td>
<td>$1.86B</td>
<td>5,466</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>10%</td>
<td>$639M</td>
<td>2,304</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>8%</td>
<td>$513M</td>
<td>1,273</td>
</tr>
<tr>
<td>Service-Disabled Veteran Owned</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>7.1%</td>
<td>$453M</td>
<td>892</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone</td>
<td>3%</td>
<td>3%</td>
<td>1.5%</td>
<td>2.8%</td>
<td>$183M</td>
<td>570</td>
</tr>
</tbody>
</table>

Figures are as calculated by the official FPDS-NG SB Achievements by Awarding Organization Report. These figures will continue to fluctuate until certified by the SBA.
CONTACT US

Email: disa.meade.osbp.mbx.disa-small-business-office@mail.mil

Phone:  Headquarters Office:  301-225-6003  
         Satellite Office:   618-418-6667
DEFENSE INFORMATION SYSTEMS AGENCY
The IT Combat Support Agency

[Website link] www.disa.mil  [Facebook link] /USDISA  [Twitter link] @USDISA