Society of American Military Engineers (SAME) Industry Day; 9 May 2017

Recent Changes to the Small Business Program

Presented by: Ms. Alice M. Williams
Acting Deputy Director
DoD Office of Small Business Programs
Mission: We maximize opportunities for small businesses to contribute to national security by providing combat power for our troops and economic power for our nation.

Vision: We are a network of small business professionals with common values, shared information and regular communication who partner with acquisition professionals seeking small businesses to fulfill DoD procurement requirements.
Who we are, What we do, How we do it, and Why

DoD Office of Small Business Programs (OSBP)
Managing the DoD Small Business Industrial Base
DoD Small Business Procurement Performance

The numbers show that DoD is increasing contract opportunities for small businesses.

2016 Issues
- Overseas procurements
- Large acquisitions
- 34.5% Subcontracting goal

Small Business Prime Contracting

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</tr>
</thead>
<tbody>
<tr>
<td>Performance</td>
<td>19.80</td>
<td>20.41</td>
<td>21.09</td>
<td>23.47</td>
<td>24.64</td>
<td>22.94</td>
<td></td>
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<tr>
<td>Goal</td>
<td>22.30</td>
<td>22.50</td>
<td>22.50</td>
<td>21.35</td>
<td>21.60</td>
<td>21.26</td>
<td>22.00</td>
</tr>
<tr>
<td>SDB 5%</td>
<td>6.90</td>
<td>7.30</td>
<td>7.79</td>
<td>8.95</td>
<td>9.53</td>
<td>8.77</td>
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<tr>
<td>WOSB 5%</td>
<td>3.43</td>
<td>3.38</td>
<td>3.57</td>
<td>3.97</td>
<td>4.43</td>
<td>4.10</td>
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<tr>
<td>SDVOSB 3%</td>
<td>2.02</td>
<td>2.33</td>
<td>2.64</td>
<td>3.04</td>
<td>3.45</td>
<td>3.36</td>
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<tr>
<td>HUBZone 3%</td>
<td>2.58</td>
<td>2.18</td>
<td>1.78</td>
<td>1.93</td>
<td>1.87</td>
<td>1.57</td>
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</tbody>
</table>

Note
- FY2016 are Official Results
- Data from FPDS-NG
What Small Businesses sold to DoD in FY2016 as Prime Contractors

<table>
<thead>
<tr>
<th>Sector</th>
<th>Value</th>
<th>NAICS Code(s)</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional, Scientific &amp;Technical Services</td>
<td>$20.4B</td>
<td>54</td>
<td></td>
</tr>
<tr>
<td>Manufacturing</td>
<td>$15.1B</td>
<td>31-33</td>
<td></td>
</tr>
<tr>
<td>Construction</td>
<td>$9.5B</td>
<td>23</td>
<td></td>
</tr>
<tr>
<td>Admin &amp; Support, Waste Mngt &amp; Remediation</td>
<td>$4.4B</td>
<td>56</td>
<td></td>
</tr>
</tbody>
</table>

85% of DoD procurement from small businesses is in 4 industry sectors.
Some of the Topics Monitored by OSBP

• Acquisition Reform (Section 809 Panel)
• Comprehensive Subcontracting Plan
• Mentor Protégé Program
• Small Business Innovation Research (SBIR)
• Overseas Procurement
• Small Business Scorecard
• Subcontracting Surveillance
• Cybersecurity
The Department’s Mentor Protégé Pilot Program (MPP) was established November 5, 1990 (Public Law 101-510) in an effort to respond to concerns raised by DoD prime contractors, that many SDBs did not possess the technical capabilities to perform DoD subcontract requirements, making it difficult for these prime contractors to achieve their SDB subcontracting goals.

Current Status:

• Direct reimbursement of costs and credit towards subcontracting goals may be incurred through **September 30, 2021**

- IAW Public Law 114-92, Section 861, subsection (j)(2)
Practice Cybersecurity

1. Comply with DFARS clause 252.204-7012.


3. Implement NIST checks and controls (Pub 800-171).

How the DoD & SBA Collaborate

- PTAC/SBDC
- Outreach
- DD 2579
- Acquisition Strategy
- KO/PCR
- Certification
- Goaling
- Reports
- Compliance
- Ombudsman
- SBIR
- MPP
- FPDS
- SBPAC
- IATF Vet BD
- OMB OFPP
- Congress
- Cabinet