



Washington Headquarters Services



National Defense Industrial Association 10th National Small Business Conference

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Waterford Springfield, Springfield Virginia

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WHS Mission

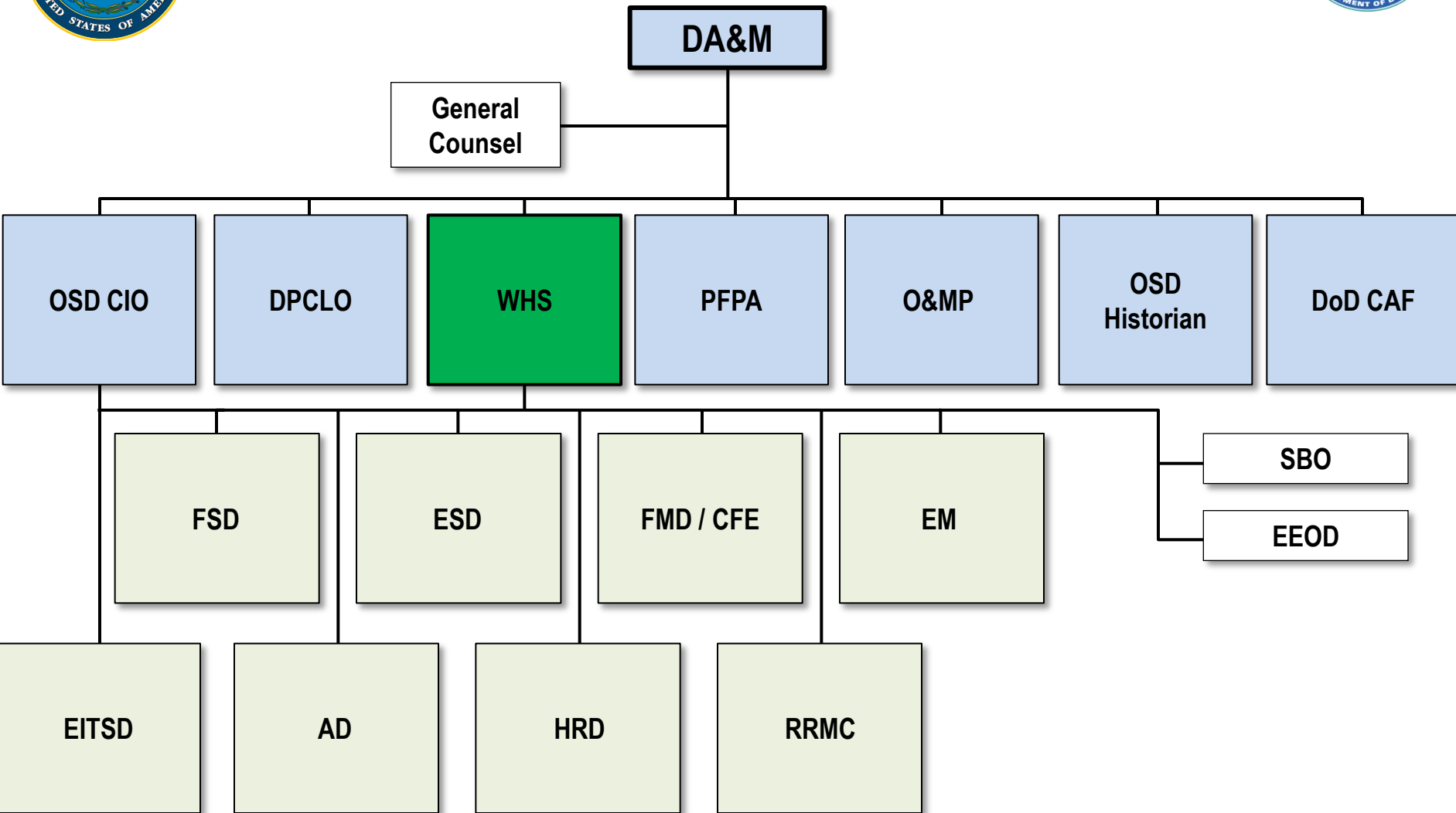


WHS is the essential services provider for the Office of the Secretary of Defense (OSD), Department of Defense (DoD) agencies, and offices in the National Capital Region. WHS provides a wide range of centralized capabilities to DoD headquarters, OSD, and DoD components, enabling economies of scale for delivering essential administrative services to fulfill the mission of the Department. WHS is aligned under the Director of Administration and Management (DA&M) for OSD.

WHS services are organized into several directorates and specialty offices. These teams of WHS personnel support the mission of our Defense Department customers by managing DoD-wide programs and operations for the Pentagon Reservation, Mark Center, and DoD-leased facilities in the National Capital Region. The WHS vision is to remain a creative, results-driven capabilities provider, recognized for excellence: responsible, reliable, resourceful, and relevant.



DA&M Organization - Where We Fit in the Picture

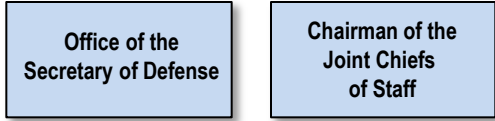




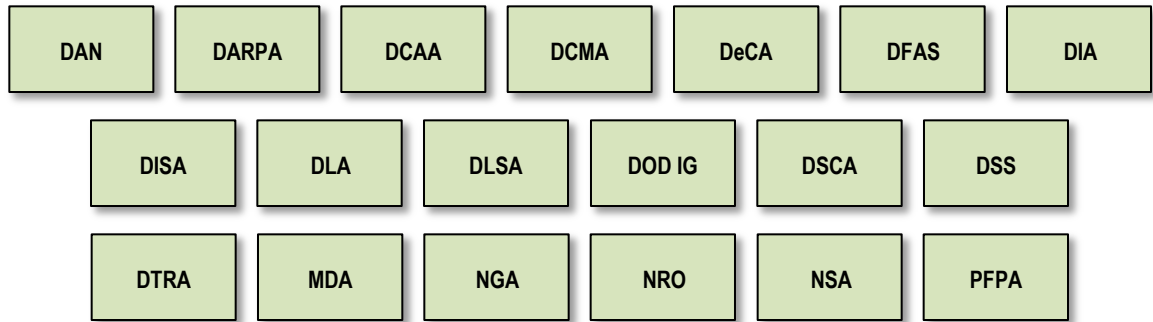
Fourth Estate – Who We Support



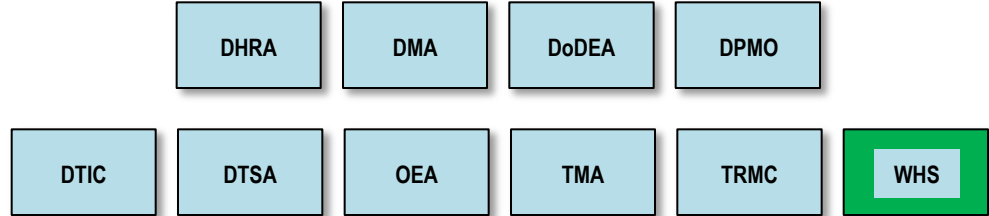
DoD Fourth Estate entities: All organizational entities in the Department of Defense that are not in the Military Departments or the Combatant Commands. These include the Office of the Secretary of Defense (OSD), the Chairman of the Joint Chiefs of Staff, the Office of the Inspector General of the Department of Defense (OIG), the Defense Agencies, the DoD Field Activities, and all other organizational entities in the Department of Defense that are not in the Military Departments or the Combatant Commands.



Defense Agencies



DoD Field Activities





What Kinds of Opportunities?



WHS - Top ten NAICS/Industry Categories

| FY 2012 | NAICS | Industry Description |
|-------------|-------|--|
| 1. \$736.7M | 54 | Professional, Scientific and Technical Services |
| 2. \$106.9M | 56 | Administrative & Support & Waste Management and Remediation Services |
| 3. \$38.3M | 23 | Construction |
| 4. \$35.1M | 51 | Information |
| 5. \$34.1M | 48 | Transportation |
| 6. \$19.6M | 33 | Manufacturing |
| 7. \$12.6M | 92 | Public Administration |
| 8. \$9.1M | 42 | Wholesale Trade |
| 9. \$8.8M | 61 | Educational Services |
| 10. \$8.1M | 44 | Retail Trade |

\$\$ = dollars

Data Source: Federal Procurement Data Systems (FPDS-NG) Small Business Goal Reports

Small Business eligible dollars represent total obligations after small business goal exclusions have been applied.



What Kinds of Opportunities?



How Much was Small Business:

- **Total Small Business Eligible \$\$ obligated: \$933.1M**
- **Total Small Business \$\$ obligated: \$396.8M = 42.53%**
- **Small Disadvantaged Business \$\$ obligated: \$192.1 = 20.59%**
- **Service-Disabled Veteran Owned Small Business \$\$ obligated: \$71.5M = 7.67%**
- **Women Owned Small Businesses \$\$ obligated: \$92.98M = 9.97%**
- **HUBZone Small Business \$\$ obligated: \$54.1M = 5.80%**

\$\$ = dollars

Data Source: Federal Procurement Data Systems (FPDS-NG) Small Business Goal Reports

Small Business eligible dollars represent total obligations after small business goal exclusions have been applied.



Where is a good place to start?



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