



Department of the Navy  
Office of Small Business Programs

**Doing Business with  
the Navy & Marine Corps -  
Let's Get Ready!!!**

**25<sup>th</sup> Annual Expeditionary  
Warfare Conference  
February 23, 2023**

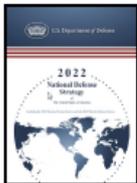
**“Small Business...  
*The First Option*”**

Arveice M. Washington  
Deputy Director  
**DON OSBP**

## DON's 10 Major Buying Commands Overview

 <p>USMC Installations and Logistics Command</p>	 <p>Marine Corps Systems Command</p>	 <p>Military Sealift Command</p>	 <p>Naval Air Systems Command</p>	 <p>Naval Facilities Engineering Command</p>
 <p>Naval Information Warfare Systems Command</p>	 <p>Office of Naval Research</p>	 <p>Naval Sea Systems Command</p>	 <p>Naval Supply Systems Command</p>	 <p>Strategic Systems Programs</p>

# Department of the Navy Office of Small Business Programs



**2022  
National Defense  
Strategy Top Level  
Defense Priorities**



**2023  
U.S. Department of  
Defense Small  
Business Strategy**



**DON OSBP Initiatives**

## DON OSBP OBJECTIVES

- Enable innovation and commercialization of technologies to support the National Defense Strategy
- Attract and enable small businesses to address manufacturing and defense industrial base challenges



## DON OSBP

## Strategic Alignment

- |  |  |   |   |
|--|--|---|---|
| 1. Defending the homeland, paced to the growing multi-domain threat posed by China | 2. Deterring strategic attacks against the United States, allies, and partners | 3. Deterring aggression while being prepared to prevail in conflict, when necessary; prioritizing the challenge posed by China in the Indo-Pacific region the Russia challenge in Europe. | 4. Building a resilient joint force and defense ecosystem |
|--|--|---|---|

### Implement a Unified Management Structure

- Implement a unified management approach
- Train and credential a unified Small Business Professional Workforce
- Streamline entry points and improve small business access to decision makers

### Align Small Business Activities with National Security Priorities

- Stabilize & scale programs that help tech and manufacturing firms deliver capabilities
- Utilize data tools to understand and expand small business participation and spending
- Expand policy and process engagement of small business professionals and senior leaders on small business matters

### Strengthen Engagement and Support of Small Business

- Improve outreach and communications with small businesses
- Educate small businesses on risks of foreign ownership, control and influence
- Provide cybersecurity training and resources to small businesses
- Educate small businesses on risks of foreign ownership, control, and influence

- Enhance workforce education and development
- Address small business cybersecurity challenges
- Train and credential small business professionals
- Encourage the utilization of a variety of products and services from small businesses to capitalize the best products in the market
- Encourage the use of programs that stimulate technological innovation
- Improve visibility of small business data within the DON and to industry

- Utilize APEX Accelerators to enable and promote coordinated outreach efforts
- Improve collaboration with socio-economic interest groups
- Engage Heads of Contracting Activities and Program Executive Officers to ensure small business strategies include measurable performance objectives
- Host small business roundtables
- Monitor prime contractor's subcontract reporting and compliance and ensure subcontract performance is captured accordingly in CPARS

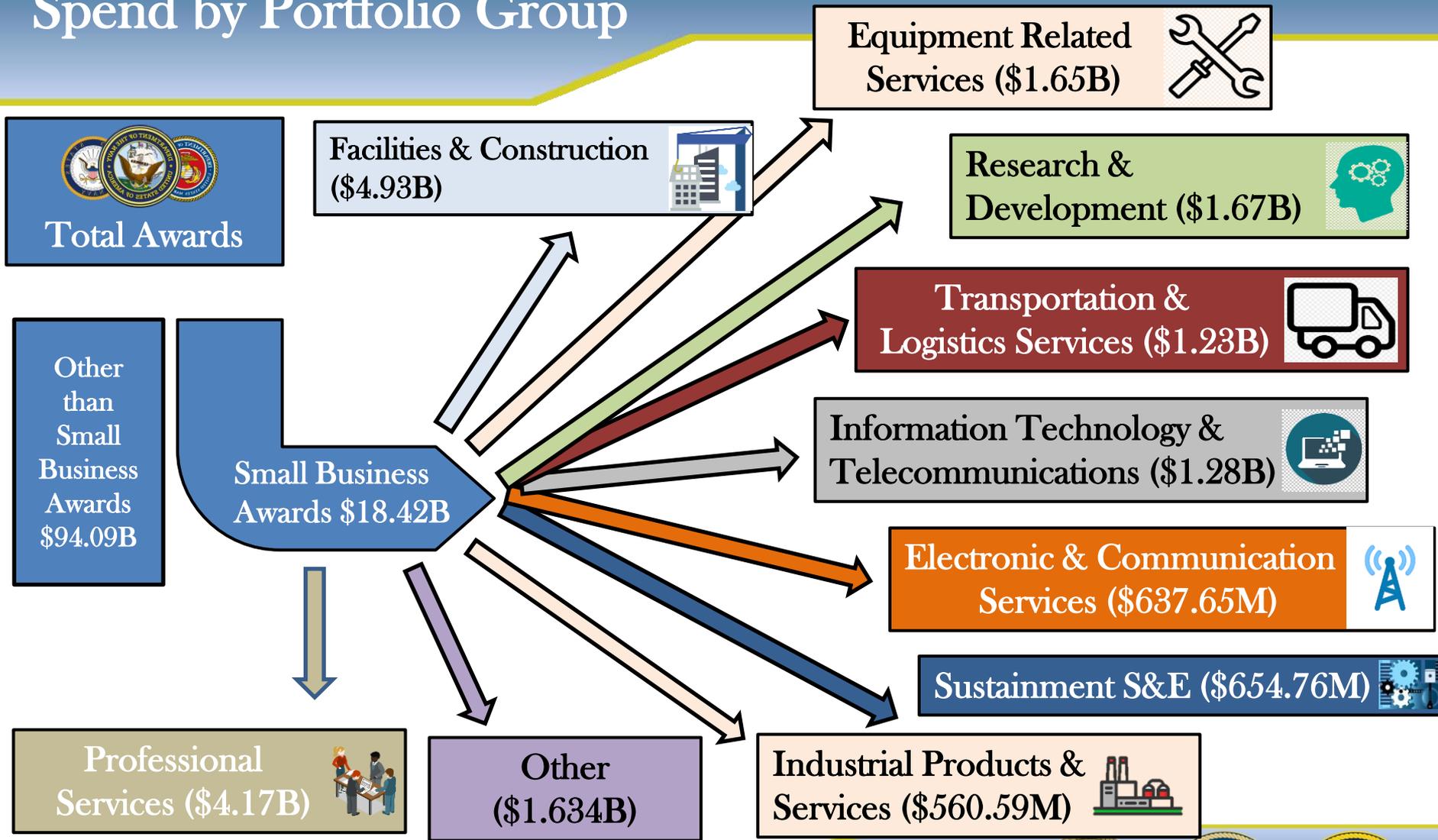
- Maximize use of existing programs and authorities
- Improve outreach and communications
- Utilize tools, technologies and data to enhance market research for the acquisition workforce
- Create and implement guidance/training to correct system deficiencies identified during Procurement Performance and Surveillance Reviews
- Engage DON prime contractors to gain an understanding of the supplier base and subcontracting successes and barriers
- Solicit Navy Audit Service to conduct small business subcontracting audit in response to internal reviews that identified weaknesses in subcontract reporting and



# Small Business - The First Option

# FY22 Small Business Spend by Portfolio Group

## Department of the Navy Office of Small Business Programs



Note: FY21 data is non-validated as of 08 October 2022 from SAM.gov.



# FY23 Dashboard

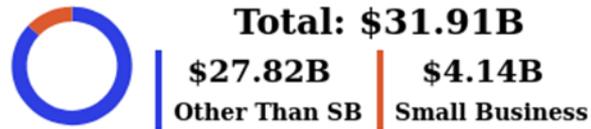
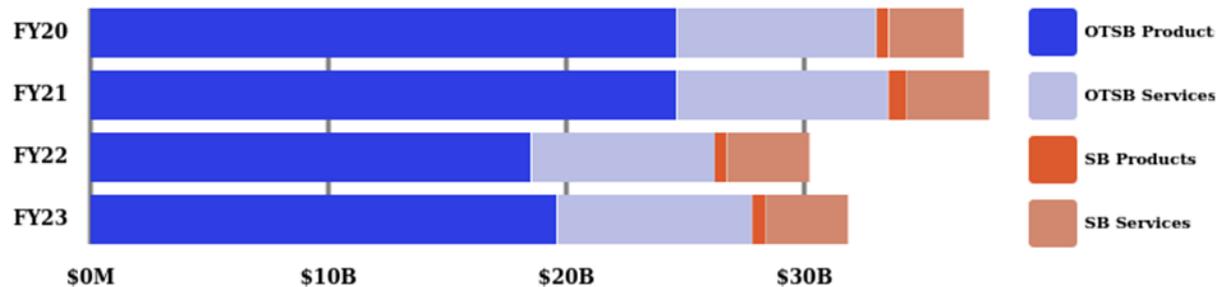
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## Department of the Navy

### Fiscal Year 2023 FPDS-NG Data as of 14 Feb 2023

Fiscal Year 2020, 2021, 2022 and FY2023 Year-to-Date Prime Contract Awards through 14 Feb 2023



*Per NDAA 2019 Small Business Local Area Set Aside Awards were "double credited" and accounted for \$60.04M in additional FY22 SB awards.*



**\$4,144,842,163**

Small Business

**\$1,434,700,644**

Small Disadvantaged

**\$609,719,449**

Service-Disabled

**\$569,264,467**

Women Owned

**\$301,773,269**

HUBZone

# Long Range Acquisition Estimates

## Department of the Navy Office of Small Business Programs

Command	Anticipated NAICS	Requirement Title	Anticipated Acquisition Strategy	Anticipated Total Value	Anticipated QTR & Year - Solicit/RFP	Anticipated Qtr & Year - Award
NAVWAR	541330_a_Except_Military and Aerospace Equipment and Military Weapons_\$38.5M	Unmanned Carrier Aviation (UCA) Engineering Support	TBD	500,0000	FY2023/ QTR 3	FY2023/ QTR 3
ONR	541715	Navy Manufacturing Technology (ManTech) Naval Shipbuilding and Advanced Manufacturing Center (NSAM)	Full and Open Competition	> \$7.5M - < \$50M	FY2023/ QTR 4	FY2024/ QTR 4
NAVFAC	236220-Commercial and Institutional Building Construction	PROVIDE POWER TO GUARD SHACK AND HIGH MAST POLE LIGHTS	8(a) Competitive	<\$2M	FY2023/ QTR 2	TBD
HQMC I&L - MCIEAST	517312	Boat Maintenance	Small Business Set-Aside	<\$2M	FY2023/ QTR 2	FY2023/ QTR 4
MCSC	TBD	FY23 OFFSEC Learn Unlimited Subscription	Economically Disadvantaged Women-Owned Small Business Set-Aside	<\$2M	FY2023/ QTR 2	FY2023/ QTR 2
MCSC	541330 - Engineering Services	TH&I TSA&S Program Support Services Recomplete	Service-Disabled Veteran-Owned Small Business Set-Aside	> \$2M - < \$7.5M	FY2023/ QTR 1	FY2023/ QTR 2



Scan to view Long Range Acquisition Estimates

*View LRAE's on the Command's Websites for Upcoming Procurements*



# Navy Week Procurement Readiness Workshops

## Department of the Navy Office of Small Business Programs

### Navy Office of Community Outreach (NAVCO)

<http://outreach.navy.mil/Navy-Weeks>



### 2023 Schedule

Miami, FL 23-29 JAN		Tucson, AZ 20-26 FEB	Shreveport, LA 20-26 MAR
Tri-Cities, WA 3-9 APR		Wilmington, NC 10-16 APR	St. Louis, MO 8-14 MAY
Oklahoma City, OK 26 JUN-2 JUL		Milwaukee, WI 17-23 JUL	Billings, MT 7-13 AUG
Lincoln, NE 21-27 AUG		Cleveland, OH 4-10 SEPT	Salt Lake City, UT 11-17 SEPT
Salem, MA 25 SEPT-1 OCT		Philadelphia, PA 9-15 OCT	Indianapolis, IN 23-29 OCT

DON OSBP Hosts Procurement Readiness Workshops  
in Collaboration with Local Apex Accelerators

<https://www.secnav.navy.mil/smallbusiness>

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Sea-Air-Space

Department of the Navy  
Office of Small Business Programs



[www.seaairspace.org](http://www.seaairspace.org)



**SAVE THE DATE**  
**APRIL 3-5, 2023**

**The Navy League's  
Global Maritime Exposition**

**SMALL BUSINESS  
SHOWCASE**

**APRIL 4TH**

*More information to come!*

<https://www.secnav.navy.mil/smallbusiness>

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# Navy Gold Coast

# Department of the Navy Office of Small Business Programs



**REGISTRATION IS OPEN NOW!**  
**JULY 26 – 28, 2023**

[www.navygoldcoast.org](http://www.navygoldcoast.org)

#NavyGC2023



**NDIA**  
San Diego



<https://www.secnav.navy.mil/smallbusiness>

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# Questions

# Department of the Navy Office of Small Business Programs

