



Office of Small Business Programs

Presented by:

Derrick Hu

Deputy Director

NAWCWD Office of Small
Business Programs



NAVAIR Office of Small Business Programs

Mission:

Enabling the war fighter with creative solutions brought to them through small business.

Vision:

NAVAIR's Office of Small Business Programs is a valuable resource that enables the best solutions for the war fighter. We are advocates for NAVAIR's strategic priorities: current readiness, future capability and people. Achieving these priorities requires the entrepreneurial skills of small and large businesses. We strive to ensure that the creative talents of small businesses are nurtured and sustained in defense of freedom.

www.navair.navy.mil/osbp

Ms. Emily Harman, Associate Director, OSBP



Small Business 101

It's the policy of the government to provide "maximum practicable opportunities in its acquisitions to small business...concerns. Such concerns shall also have the maximum practicable opportunity to participate as subcontractors..." FAR 19.201(a)

- Small Business Programs

- Small Businesses (SB)
- Women-Owned Small Businesses (WOSB)
 - Economically Disadvantaged Women-Owned Small Business (EDWOSB)
- Small Disadvantaged Businesses (SDB)
- Service-Disabled Veteran-Owned Small Businesses (SDVOSB)
- Historically Underutilized Business Zone (HUBZone) Small Businesses

In accordance with FAR Part 19, there are set-aside and sole source opportunities.

Consult with your Small Business Professional

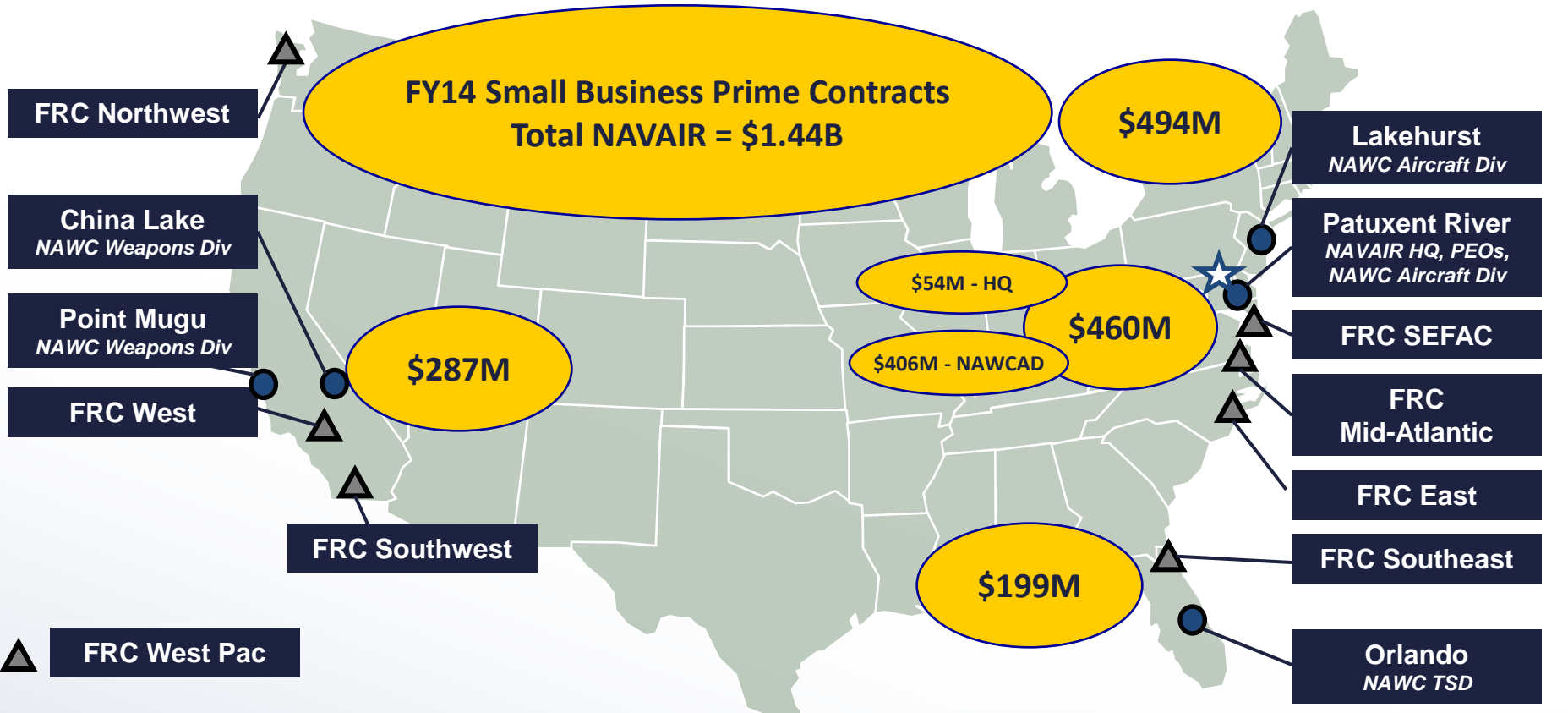


NAWCWD TARGETS VS. ACTUALS

	NAWCWD FY11	NAWCWD FY12	NAWCWD FY13 ACTUALS as of 30 JAN 14 (EOY)	NAWCWD FY14 ACTUALS as of 31 MAY 14
Prime Contracting				
Total Dollars	\$ 660,774,715	\$ 804,598,631	\$ 557,596,566	\$ 452,444,368
Small Business	35.701%	32.223%	42.974%	39.714%
Threshold Target			33.360%	34.000%
Objective Target	31.000%	31.000%	39.000%	40.000%
Dollars	\$ 235,902,041	\$ 259,262,848	\$ 239,623,413	\$ 179,683,974
SMALL DISADVANTAGED BUSINESS	12.893%	10.679%	16.328%	17.831%
Threshold Target			10.000%	12.500%
Objective Target	8.500%	10.000%	11.900%	16.700%
Dollars	\$ 85,191,871	\$ 85,922,300	\$ 91,043,252	\$ 80,676,817
VETERAN-OWNED SB**	4.772%	6.040%	6.655%	10.862%
Dollars	\$ 30,621,817	\$ 48,596,753	\$ 37,107,238	\$ 49,144,181
SERVICE-DISABLED VETERAN-OWNED SB	2.457%	3.572%	4.105%	8.673%
Threshold Target			3.000%	3.000%
Objective Target	1.200%	2.100%	3.600%	3.000%
Dollars	\$ 16,235,254	\$ 28,742,217	\$ 22,891,212	\$ 39,240,981
WOMAN-OWNED SB	1.881%	2.312%	3.374%	2.696%
Threshold Target			2.000%	2.500%
Objective Target	2.900%	2.550%	2.500%	3.000%
Dollars	\$ 12,431,962	\$ 18,606,148	\$ 18,814,124	\$ 12,199,054
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.896%	0.597%	0.206%	0.460%
Threshold Target			0.800%	0.250%
Objective Target	0.800%	1.000%	1.300%	0.250%
Dollars	\$ 5,922,025	\$ 4,803,886	\$ 1,148,393	\$ 2,082,360



FY14 SMALL BUSINESS OBLIGATIONS



- NAVAIR HQ
- NAVAL AIR WARFARE CENTER
- FLEET READINESS CENTER

Source: FPDS-NG 1 Oct 14

Weapons West Coast Hub

- Missiles / Freefall weapons
- Weapon System Integration
- Electronic Warfare Systems
- Land Range / Sea Range
- Non Lethal Weapons

Aircraft East Coast Hub

- Air vehicles
- Propulsion & Power
- Avionics & Sensors
- Ship Interface & Support Systems
- Launch & Recovery
- UAVS
- Atlantic Test Range & Ground Systems Test Facilities
- Human Performance / Simulator Systems



Tips To Ensure Success

- Review NAVAIR website – www.navair.navy.mil
- Review NAVAIR OSBP website–
www.navair.navy.mil/osbp
 - Strategic plans
 - Long Range Acquisition Forecast
 - Links to other NAVAIR websites
 - Links to recent briefings
- Review FPDS-NG website – www.fpds.gov
 - Find out what NAVAIR procured in the past



Tips to Ensure Success

- Obtain a basic understanding of Government Contracting.
 - Understand the applicable regulations FAR, DFARS etc. and State regulations.
- Know your NAICS codes (and what the government can buy).
- Set up your SAM profile appropriately (affects the DSBS profile).
- Ensure your SAM Reps and Certs is correct and accurate.
- Contact PTAC/SCORE/SBA for free-to-low-cost assistance.



Tips to Ensure Success

- Know the organization you are marketing (e.g., NAVAIR does NOT buy Construction).
- Learn and Understand how to use the Federal Business Opportunities website (fbo.gov).
- Make an appointment versus "drive through" meetings.
- Responding to Sources Sought or market research. Answer the questions appropriately.



Tips to Ensure Success

- **IMPORTANT:** Read the solicitation or contract.
- Ask questions during the solicitation phase.
- If changing Section B, provide explanation.
- It takes time to prime a contract. May have to subcontract to earn past performance.
- Now you have the contract. **PERFORM!**
- Document your positive past performance.



Links and Contact Info.

- **Small Business Administration:** www.sba.gov/
- **NAWCWD Homepage:** www.navair.navy.mil/nawcwd
- **NAVAIR OSBP:** <http://www.navair.navy.mil/osbp>
- **Service Corps Of Retired Executives (SCORE):** www.score.org
- **Procurement Technical Assistance Centers (PTAC):**
www.dla.mil/db/procurem.htm
- **System for Award Management (SAM):** www.sam.gov
- **Federal Business Opportunities:** www.fbo.gov
- **Federal Procurement Data System (FPDS):**
<https://www.fpds.gov>
- **North American Industry Classification System (NAICS) Codes:**
www.census.gov/epcd/naics07
- **Navy Gold Coast Small Business Conference:**
www.navygoldcoast.org/



Tips for Responding to a Sources Sought Announcement

- **Tips**

- **Show holistic capability – technical, but also management practices, financial stability, quality processes, able to manage subcontractors, discriminators, etc.**
- **Provide more detail on number of employees and company locations**
- **Show how you will minimize transition risk**
- **Request clarification, if needed**
- **Meet the response timeline**



Sources Sought Responses

- **Areas where industry can improve**
 - Answer all questions
 - Be sure you are addressing a NAVAIR requirement and not one from another agency or service
 - Discuss all the items that will be evaluated
 - Address only experience applicable to the requirement
 - Validate your claims of capability
 - If you combine past performance contracts, be sure to provide a break out of scope and complexity of each
 - If you propose teaming, show value-added
 - Address how you will manage subcontractors and prior experience in this area
 - If admitting lack of capability or experience; offer solution, mitigation, alternative, etc.



Let Us Know!

When NAVAIR issues a sole source synopsis and you believe you can provide the supplies/services, **LET US KNOW!**

If you know a full and open competition is pending or you see a full and open competition synopsis and you think there are 2 or more SDVOSBs, 8(a)s, HUBZones, WOSBs, or small businesses that can do the work, **LET US KNOW!**

Work closely with the contracts specialist and the small business deputy.

NAVAIR OSBP Website
www.navair.navy.mil/osbp



After Contract Award

Key message: You must now PERFORM!

LET NAVAIR KNOW if you're experiencing difficulties... ASAP

- Technical/Performance**
- Schedule**
- Financial**

...And these communications should be DOCUMENTED

Know your CONTRACT...scope, terms, conditions, schedules, deliverables – it's what we're holding you accountable for

Be aware the government rates your performance yearly in the Contractor Performance Assessment Reporting System (CPARS) – Used in future source selections (Contracts over \$1M for services and over \$5M for products)



Resources Available to Assist

First line of
communication

after contract award

- Contracting Officer
- Administrative Contracting Officer
- Technical Customer
- NAVAIR Small Business Deputy

Also:

- SBA website (<http://www.sba.gov>)
 - Counseling – in person, email
 - Financial Assistance Training
 - Training
 - PTAC

(<http://www.sellingtothegovernment.net>)



Questions