

# Naval Surface Warfare Center Port Hueneme Division



## Small Business Office



**PORT HUENEME**

**Kim Barnard**  
Deputy for Small Business  
*Naval Surface Warfare Center*  
*Port Hueneme Division*  
*March 24, 2016*

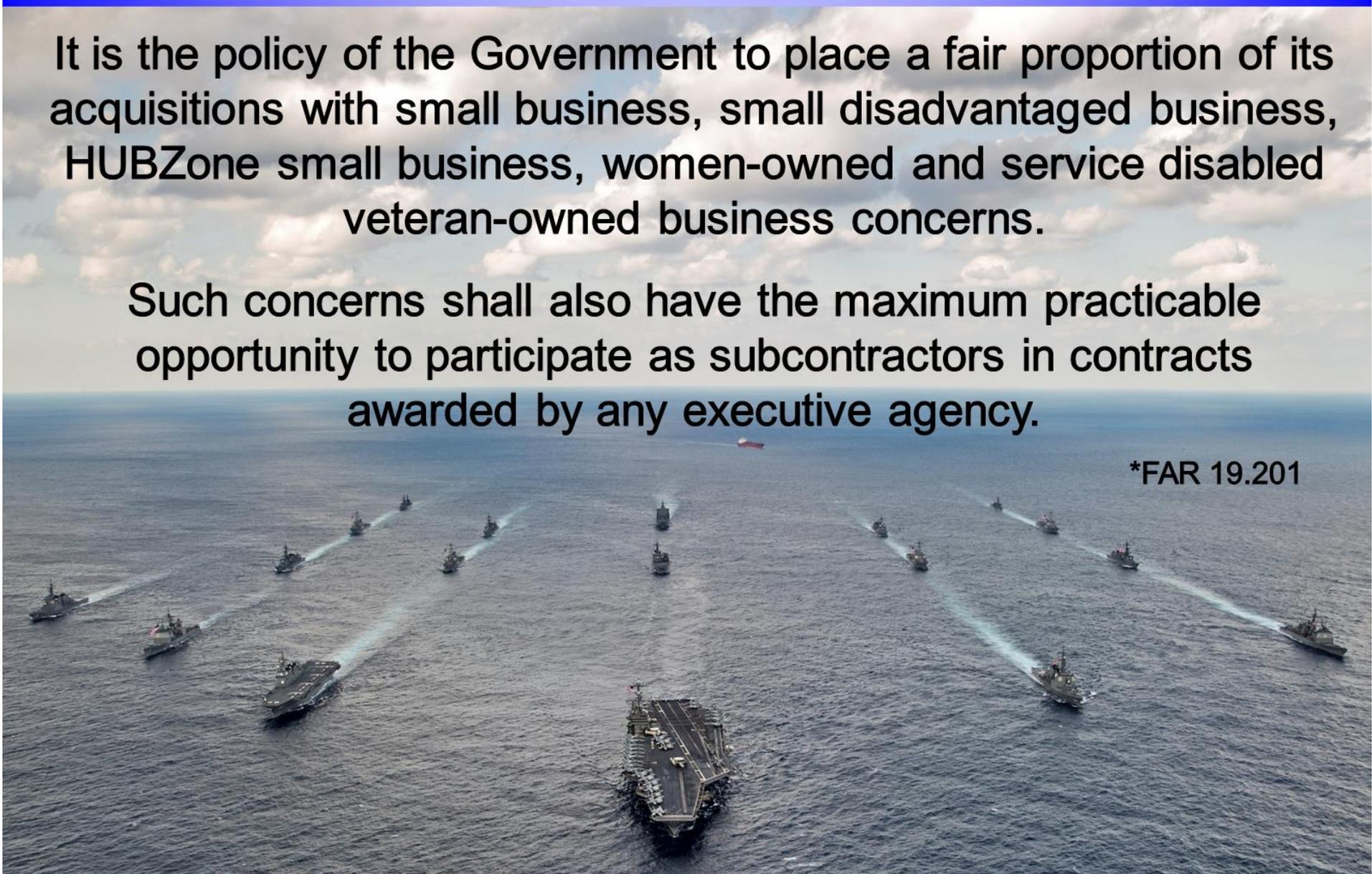


# National Policy

It is the policy of the Government to place a fair proportion of its acquisitions with small business, small disadvantaged business, HUBZone small business, women-owned and service disabled veteran-owned business concerns.

Such concerns shall also have the maximum practicable opportunity to participate as subcontractors in contracts awarded by any executive agency.

\*FAR 19.201





# Building a Small Business Base

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**“Small Business and a competitive, healthy Small Business industrial base are vital to the long term success and affordability of the Department of the Navy (DON).”**



**Memorandum (12 JAN 2015)**

**Tapping Into Small Business in a Big Way**

**The Honorable Sean J. Stackley**

**Assistant Secretary of the Navy**

**(Research, Development and Acquisition)**



# NAVSEA Small Business Strategy

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## **Mission:**

**Maximize Small Business Opportunities available in NAVSEA and PEO's to support our mission of designing, delivering, and maintaining the United States Navy's ships and systems on time and on cost.**

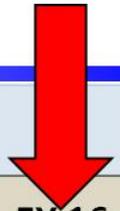
## **Vision:**

**Increase Small Business inclusion in our efforts to maximize the small business industrial base.**

\*NAVSEA Small Business Strategy Released January 2016



# Small Business Achievements – last 5 years Targets for FY 16



## PHD Small Business Metrics

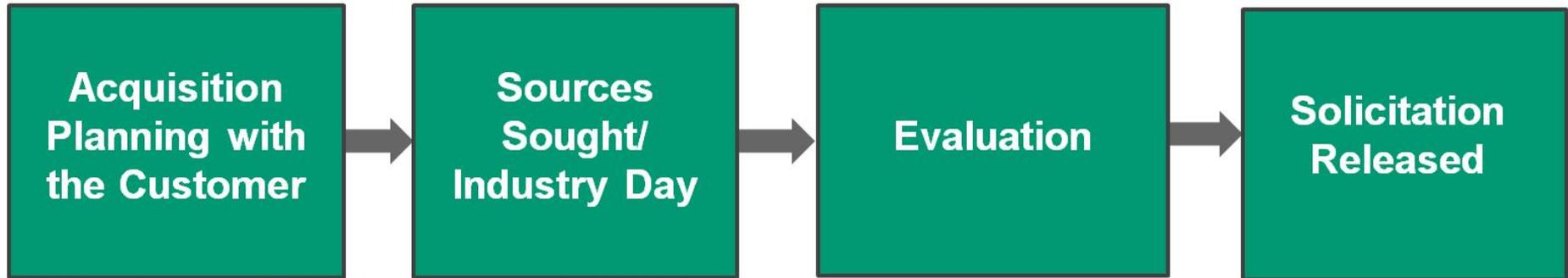
Small Business Category	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16 Targets
SB Target "NAVSEA" Assigned	26.80%	26.35%	25.46%	25.46%	46.83%	51.16%
<b>Overall Small Business (SB) Achievements</b>	26.93%	30.59%	31.44%	46.78%	49.40%	
<b>Individual Category Achievements</b>						
Small Disadvantaged Business (SDB)	5.27%	8.68%	8.93%	14.30%	11.67%	10.64%
Women-Owned Small Business (WOSB)	5.59%	6.82%	6.14%	6.22%	8.89%	9.38%
HUBZone	0.38%	0.41%	0.22%	0.77%	2.24%	2.45%
Service Disabled Veteran-Owned Small Business (SDVOSB)	4.28%	4.39%	5.41%	8.47%	5.19%	3.09%
	*	*	*	**	**	

\* Includes All Corona Data

\*\* Includes residual small amounts of Corona Data



# Small Business Set-Aside Process



- Held for every new/and follow-on large contract
- Strategy Determination

- Helps determine 2 or more
- Executed whenever practicable
- Best way to get company information in the hand of end users
- Excellent networking opportunity
- Direct information from the cognizant technical source

- Evaluations based upon criteria set forth in the Sources Sought
- Reviewed by
  - Technical Department
  - Contracts Office
  - Small Business Office reviews evaluation summary

- Either Set-Aside or Full and Open Competition



# How You Can Ensure Success

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- **Identify your product or service**
- **Register with System for Award Management (SAM)**
- **Understanding your swim lanes**
- **Identify your target market within DoD**
- **Continue to monitor Seaport-e and Federal Business Opportunities (FBO) webpages**
- **Reach out to Deputies for Small Business**

**MARKET YOUR FIRM WELL**



# How You Can Ensure Success

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- **Watch the Long-Range Acquisition Forecast**
- **Explore Sub-Contracting Opportunities**
- **Attend Industry Expo and Site Visits within your market**
- **Respond to Sources Sought Notices**
- **Request feedback and ask for a debrief**
- **Maintain awareness of current regulations and emerging changes within Federal Acquisition Regulations (FAR)**

**Networking starts today...**

