



NAVAL SURFACE WARFARE CENTER PHILADELPHIA DIVISION

SMALL BUSINESS DEPARTMENT BRIEF INDUSTRY DAY

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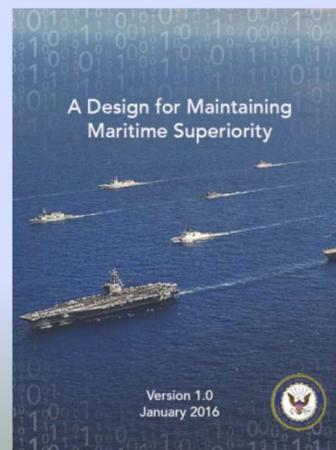
11 May 2016

Department of Navy Office of Small Business Programs

Our Mission

To promote acquisition opportunities where small business can best support the needs of our Sailors and Marines.

Through policy, advocacy and training we foster industry innovation, technology development and the acquisition of quality products, services and solutions from small business providers.




Better Buying Power 3.0

Achieving Dominant Capabilities through Technical Excellence and Innovation

<p>Achieve Affordable Programs</p> <ul style="list-style-type: none"> Continue to set and enforce affordability caps <p>Achieve Dominant Capabilities While Controlling Lifecycle Costs</p> <ul style="list-style-type: none"> Strengthen and expand "should cost" based cost management Anticipate and plan for responsive and emerging threats by building stronger partnerships of acquisition, requirements and intelligence communities Institutionalize stronger DoD level Long Range R&D Program Plans Strengthen cybersecurity throughout the product lifecycle <p>Incentivize Productivity in Industry and Government</p> <ul style="list-style-type: none"> Align profitability more tightly with Department goals Employ appropriate contract types, but increase the use of incentive type contracts Expand the superior supplier incentive program Ensure effective use of Performance-Based Logistics Remove barriers to commercial technology utilization Improve the return on investment in DoD laboratories Increase the productivity of corporate R&D <p>Incentivize Innovation in Industry and Government</p> <ul style="list-style-type: none"> Increase the use of prototyping and experimentation Emphasize technology insertion and refresh in program planning Use Modular Open Systems Architecture to stimulate innovation Increase the return on and access to small business research and development Provide draft technical requirements to industry early and involve industry in funded concept definition Provide clear and objective "best value" definitions to industry 	<p>Eliminate Unproductive Processes and Bureaucracy</p> <ul style="list-style-type: none"> Emphasize acquisition chain of command responsibility, authority and accountability Reduce cycle times while ensuring sound investments Streamline documentation requirements and staff reviews Remove unproductive requirements imposed on industry <p>Promote Effective Competition</p> <ul style="list-style-type: none"> Create and maintain competitive environments Improve DoD outreach for technology and products from global markets Increase small business participation, including more effective use of market research <p>Improve Tradecraft in Acquisition of Services</p> <ul style="list-style-type: none"> Strengthen contract management outside the normal acquisition chain - installations, etc. Improve requirements definition for services Improve the effectiveness and productivity of contracted engineering and technical services <p>Improve the Professionalism of the Total Acquisition Workforce</p> <ul style="list-style-type: none"> Establish higher standards for key leadership positions for all acquisition specialties Strengthen organic engineering capabilities Ensure development program leadership is technically qualified to manage R&D activities Improve our leaders' ability to understand and mitigate technical risk Increase DoD support for STEM education
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Continue Strengthening Our Culture of:
Cost Consciousness, Professionalism, and Technical Excellence

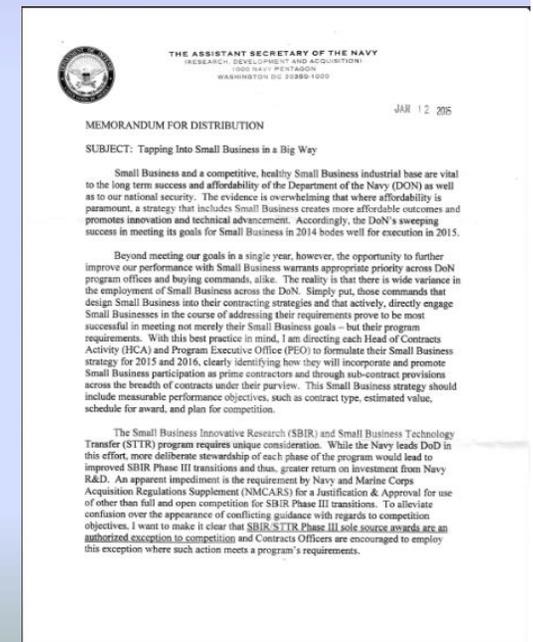
Attachment 1



Department of Navy Office of Small Business Programs

Small Business Strategy

- ASN RD&A recognized there was a wide variance in the employment of Small Business across the Navy.
- Issued the “Tapping Into Small Business in a Big Way” Memorandum on 12 January 2015 directing each Head of Contracts Activity (HCA) and Program Executive Office (PEO) to formulate a Small Business Strategy for 2015 and 2016.
 - ASN RD&A **assigned each Deputy Program Manager as the Small Business Advocate** responsible for identifying opportunities within the program for Small Business participation.





Small Business Office

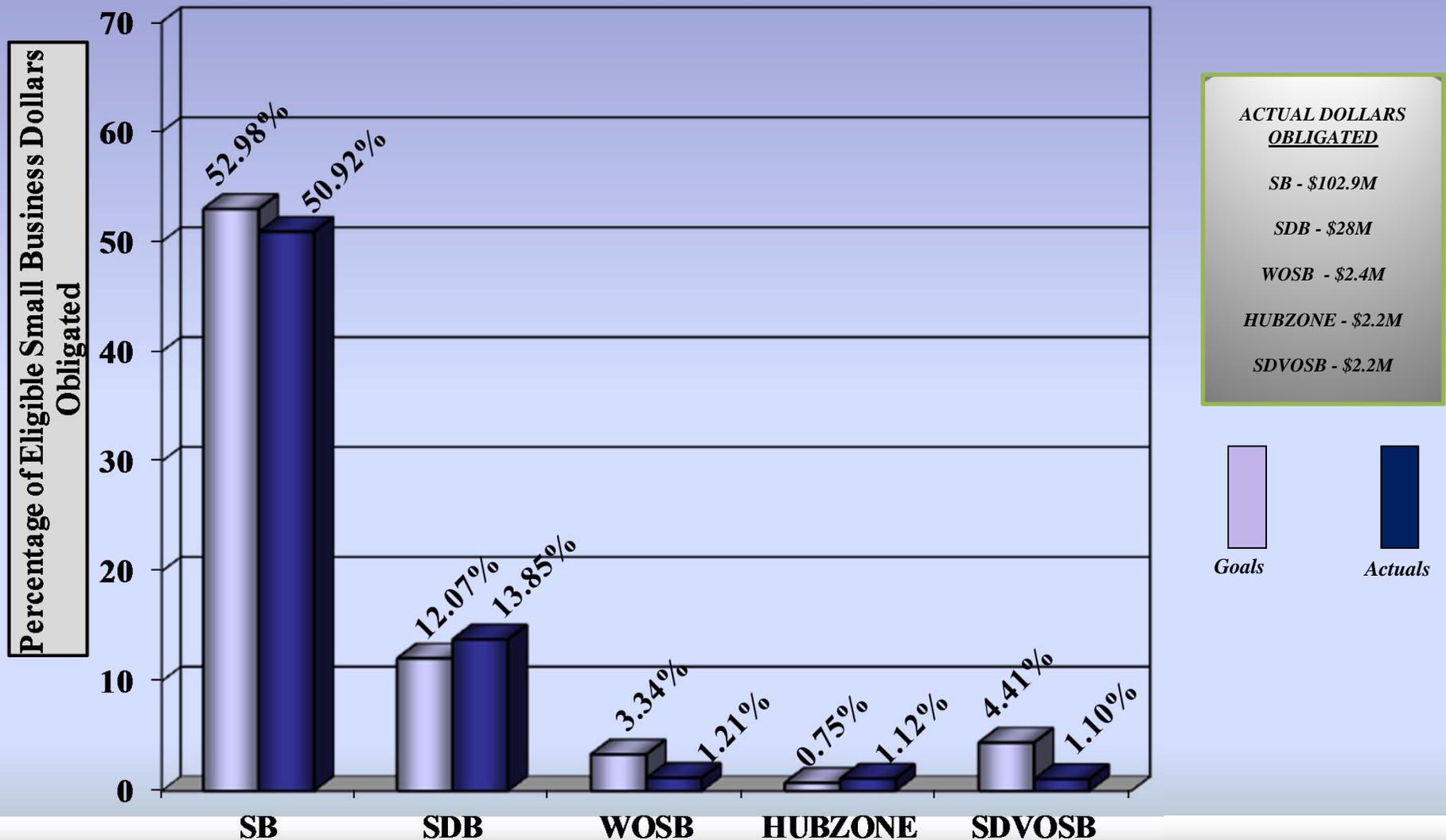
- **What We Do.....**
- Identify Small Businesses to help meet the Mission
- Provide Guidance
- Industry Outreach
- Provide Tools & Resources to Help Make Informed Decisions
- Utilize various socio-economic programs such as DoD Mentor-Protégé Program, SBIR/STTR Programs



Federal Government Small Business 2015 Achievements

- SB 23 % Goal 25.74%
3rd Consecutive year
- SDB 5% Goal 10.05%
Highest Ever
- WOSB 5% Goal 5.05%
First Time Ever Met
- SDVO 3% Goal 3.92%
Highest Ever
- HUBZone 3% Goal 1.82%

Small Business Programs FY-16 Performance Summary NSWCPD Goals vs. Actuals



Small Business Eligible Dollars \$202.2M

DATA SOURCE: FPDS AS 5/3/16

Contact Information

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***The Small Business Program is a Key Part of Delivering
Agile, Innovative, Adaptable, Affordable War-Winning
Capabilities for the World's Greatest Navy.***