

Naval Surface Warfare Center, Carderock Division

# AMERICA'S FLEET STARTS HERE



## Office of Small Business Programs (Code 00K)

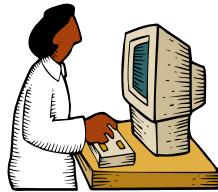
*Christopher Jones, Deputy*

**CAPT Mark Vandroff**  
*Commanding Officer, NSWCCD*

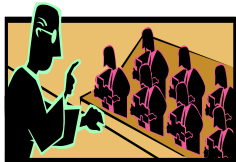
*June 12, 2018*

**Dr. Paul Shang**  
*Technical Director (Acting), NSWCCD*

# Our Mission and Vision

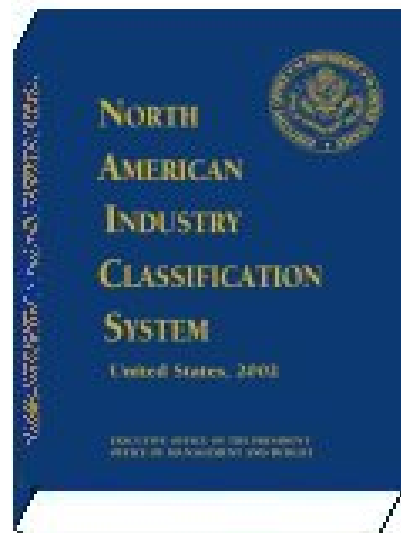


- Our mission is to maximize prime and subcontracting opportunities for small businesses through policy, advocacy, counseling and training.
- Our vision is to be a trailblazer in creating a sustainable culture of small business inclusiveness that helps to expand our industrial base.



# Increasing Small Business Participation

- Post appropriate notices for information, sources, and events
- Consider the "Relationship Among Small Business Programs" (for stand alone contracts and established vehicles)
- Communicate acquisition strategy decisions when possible
- Create/Obtain source lists
- Populate/publicize forecasts



# Increasing Small Business Participation (cont'd)

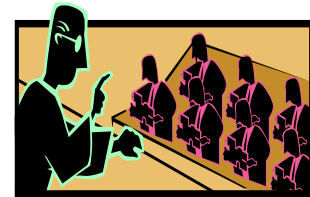
- Establish a separate small business participation *evaluation* factor (promotes a greater opportunity for small business utilization)
  - NOTE: DFARS 215.304(c)(i)(B) states proposals addressing the extend of SB performance *shall be separate* from subcontracting plans



Technical Team



Contracting  
Officer



Legal  
Counsel

- Support and host various industry outreach events

# Industry Outreach

- Pre-solicitation conferences/Industry Days (for specific requirements)
  - Provide clarity, addressing challenges, etc.
  - Facilitate one-on-one meetings as needed
- Carderock Showcase Events
  - (e.g. 8(a) Showcase, Reverse Industry Days)
- Summit for the Combatant Craft Division (Little Creek, VA)
- Support various Government-industry events
- Post-award orientation (performance history, extent of subcontracting, amongst others)



Small Business  
Professional

# Subcontracting Matters

- Fifteen required elements shall be included in plans (see FAR 19.704)
- Considerations to incentivize subcontracting...contractor's efforts
- Reporting Plans
  - eSRS and SeaPort-e
- Monitoring compliance for CPARS
- Meeting w/ SB Liaison Officers and/or Subcontracts Administrators to address achievements, etc.





# FY18 Goal Attainment Status

	FY18 Goals	Total Eligible Dollars = \$123.4M (as of 7 June)	
		Actuals	\$ Awarded
Small Business	43.05%	44.62%	\$55.1M
Small Disadvantaged Business	8.84%	10.72%	\$13.2M
Service-Disabled Veteran-Owned Small Business	2.59%	1.73%	\$2.14M
Woman-Owned Small Business	3.55%	3.14%	\$3.9M
HUBZone Small Business	.99%	1.21%	\$1.5M

Goals Achieved

Goals Not Achieved