



Small Business Overview

Presented to:

NSWC Philadelphia Industry Day

Presented by:

Gerald Furey

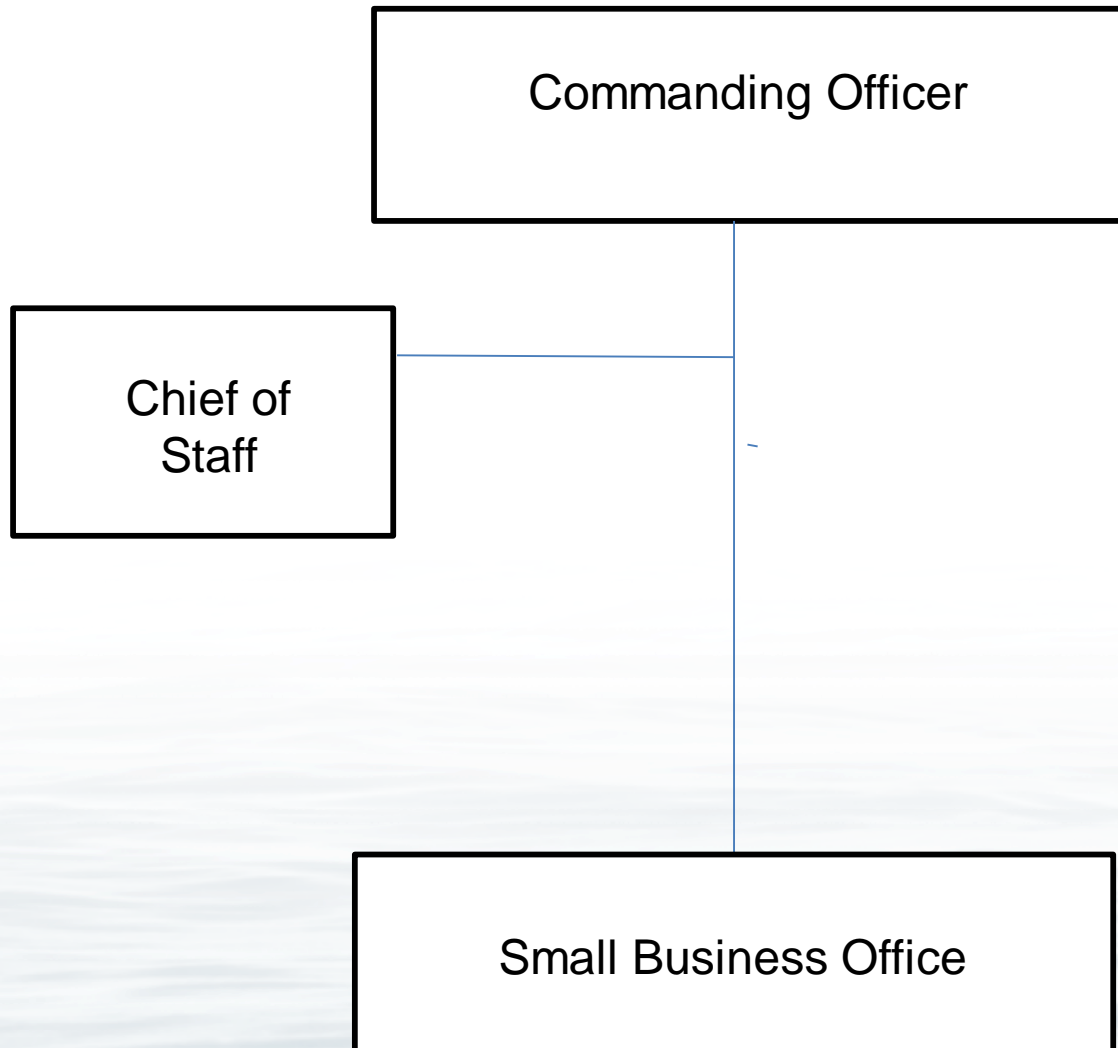
Small Business Professional

- 11 March 2020 -

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Organizational Chart



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NAVSEA Warfare Centers: 10 Divisions – 1 Team

NSWC Crane Division
Crane, Ind.

NSWC Carderock Division
West Bethesda, Md.

NSWC Panama City Division
Panama City, Fla.

NSWC Dahlgren Division
Dahlgren, Va.

NSWC Port Hueneme Division
Port Hueneme, Calif.

NSWC Philadelphia Division
Philadelphia, Penn.

NSWC Corona Division
Corona, Calif.

NSWC Indian Head
Explosive Ordnance
Disposal Technology
Division
Indian Head, Md.



NUWC Keyport Division
Keyport, Wash.

NUWC Newport Division
Newport, R.I.



Small Business Operations

- Any Contracting activity whose obligations exceed \$100 million will appoint a full-time small business deputy.
- SECNAVINST 4380.9 – Duties of SBP
 - Cannot report to Code 02
 - Direct report to CO
- Find your Small Business Professional
<https://www.secnav.navy.mil/smallbusiness/Pages/default.aspx>

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FY 19- Year in Review

- **SB Eligible Spend = \$731.5 M**

- SB Spend = \$ 354.7 M (48.4%)

- SDB 68.9 M (9.4%)

- SDVOSB 6.2 M (.85%)

- WOSB 16.1 M (2.2%)

- Hub Zone 3.8 M (.53%)

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NSWCPD Performance

FY20 Targets

Projected Spend: \$800 M
Small Business – \$400 M (50%)

SDB – \$42.8 M (10.7%)

SDVOSB – \$4 M (1%)

WOSB – \$8.4 M (2.1%)

HubZone – \$3.6M (0.9%)



FY20 Progress thru 31 Dec 19

Overall Spend -	\$ 84.2 M	
Small Business -	55.8 M	66.2%
SDB -	8.8 M	10.5%
SDVOSB -	2.6 M	3.1%
WOSB -	4.4 M	5.3%
HUBZone -	818 K	.97%

Similarly (FY18), thru 31 Dec 18

Overall Spend -	\$ 74.8 M	
Small Business -	47.6 M	63.7%
SDB -	14.4 M	19.3%
SDVOSB -	1.7 M	2.3%
WOSB -	7.5M	10.0%
HUBZone -	698K	.93%

D i s t r i b u t i o n S t a t e m e n t A : A p p r o v e d f o r P u b l i c R e l e a s e

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Small Business Policy

FAR 19.203

No order of precedence among socio-economic entities:

- Once in 8A program, must remain unless released by SBA
- KO **SHALL** consider socio-economic category prior to SBSA.

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Today's Lesson

RESPONDING TO.....

What type of announcement are you providing your information ?

- Different types used at different stages in the process
 - Not all announcements are created equal
 - Where in the process ?
 - What is next ?
 - Where may it lead ?

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First Announcement



RFI – Request for Information

- Used for *future* acquisitions
- Exchange of Information
- Can be used for any part of the acquisition
 - Requirement / planning / performance / capabilities
 - Contract type / proposal instructions
- No immediate plans to award a contract
- No required format
- CANNOT be used to award a contract

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Second Announcement

Sources Sought

- Used for *known* acquisitions
- Specific Information should be requested (and provided)
- Used to develop strategy
 - Small Business Program
 - Prime / Participation
 - Competition
- Results posted in “pre-solicitation” announcement
- RFP normally follows
- In certain instances, may lead to award contract



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Third Announcement

Pre-Solicitation Notice

- FAR Part 5.2
- Agencies MUST make notice of proposed contract actions (certain exceptions apply)
- Use Government Point of Entry
- Action specific
- Enhance competition / subcontracting opportunities
- Established timelines
- RFP normally follows sooner rather than later
- Most cases leads to award of contract



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Final Announcement

Award Notice

- FAR Part 5.3 (exceptions apply)
- Subcontracting opportunities
- Use Government Point of Entry



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Visit Your “Friendly” SBP

- When you visit
 - Do your homework the night before...
 - Know what agency buy
 - Have an idea of technical code that matches capabilities
 - Know established firms
 - Perform YOUR market research
 - Know other agencies
 - Be receptive of guidance provided
 - Know the rules....what you can/cannot ask

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– in the final analysis
they are what matter
most.

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Contact

Thanks for your attention.

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