

26TH ANNUAL

GOLD COAST SMALL BUSINESS PROCUREMENT EVENT

COMMEMORATING THE BI-CENTENNIAL OF THE WAR OF 1812

AMERICA'S SMALL BUSINESS - SHAPING THE DEPARTMENT OF THE NAVY FOR OVER 200 YEARS!

AUGUST 6-8, 2012

SAN DIEGO CONVENTION CENTER, SAN DIEGO, CA

[HTTP://SMALLBUSINESS.NAVY.MIL](http://smallbusiness.navy.mil)

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FORECASTING- THE CORNERSTONE OF A COMPETITIVE STRATEGY

MATCHMAKING

NETWORKING OPPORTUNITES



Report Documentation Page

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OSBP Mission

The Small Business Program *promotes 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.



Small Business – The First Option



The Department of the Navy Office of Small Business Programs



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FAQ'S

- Frequently Asked Questions

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Naval Engineering Facilities Command
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FY 2011 Secretary's Cup

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AUGUST 6-8, 2012

SAVING HOUSES OF THE SEASIDE, FL
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COMMEMORATING THE BI-CENTENNIAL OF THE WAR OF 1812

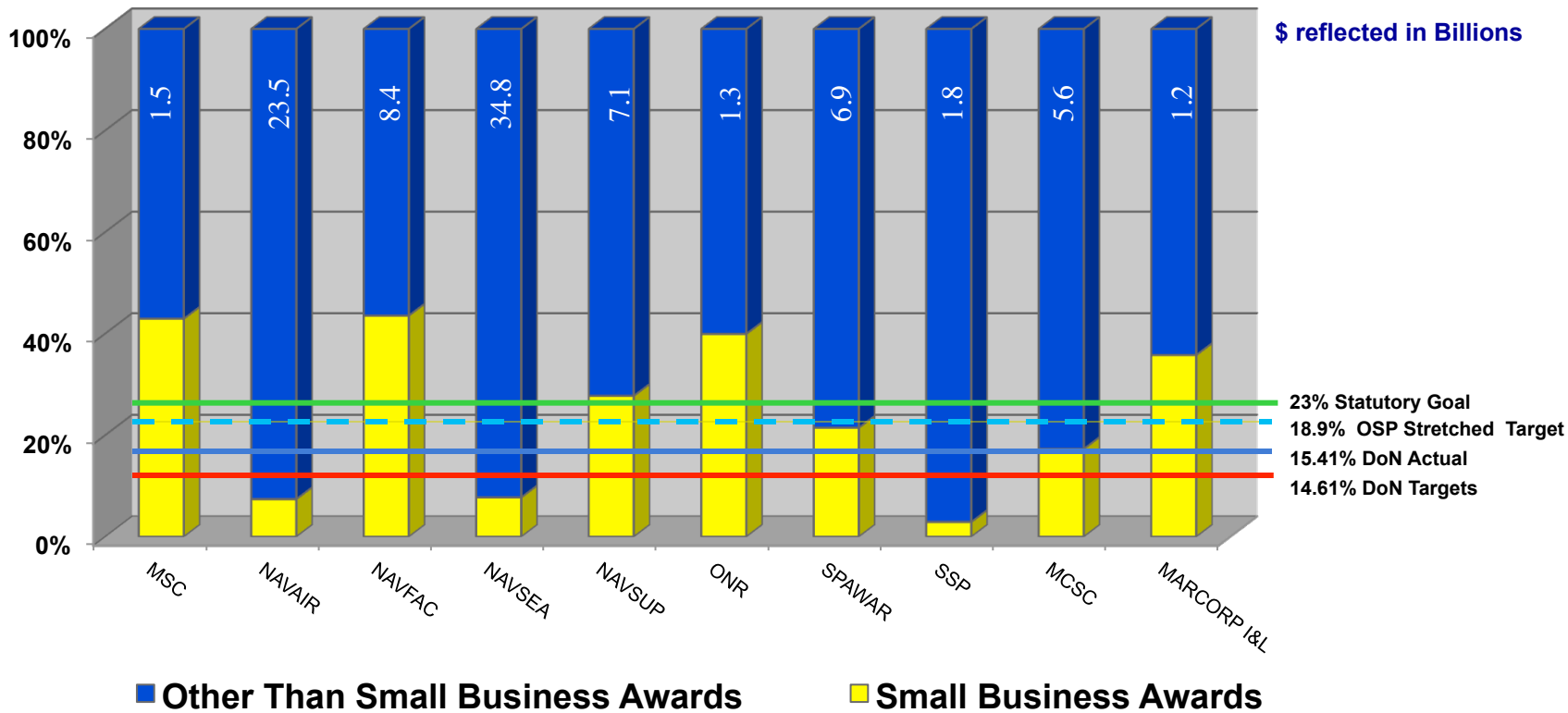
FORCASTING THE COURSE OF A COMMITTEE'S SEBASTY

WATCHMAN 01

SEPARATING OPPORTUNITIES



DON Major Command FY2011 Performance

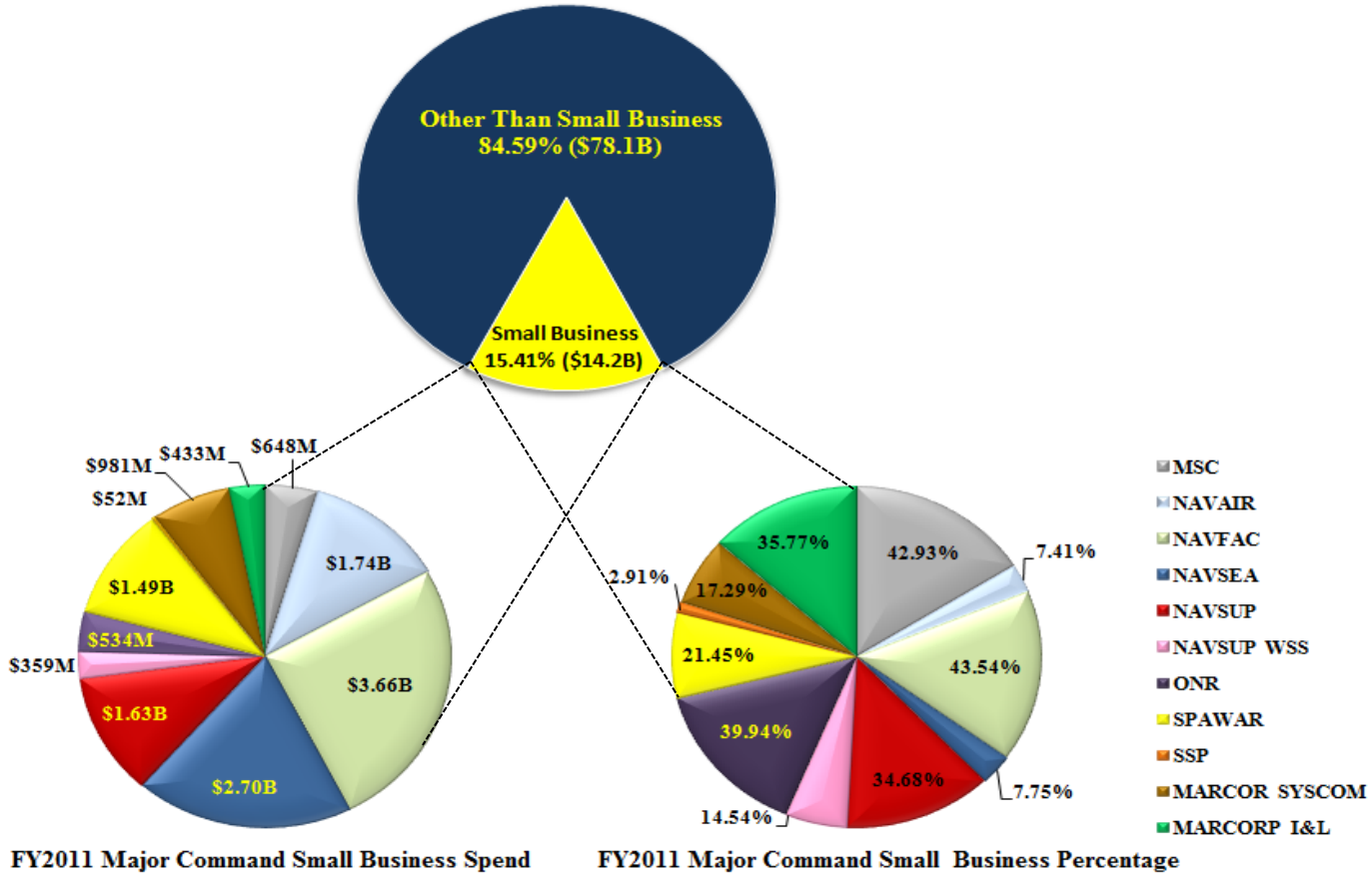


Data from FPDS-NG
January 11, 2012



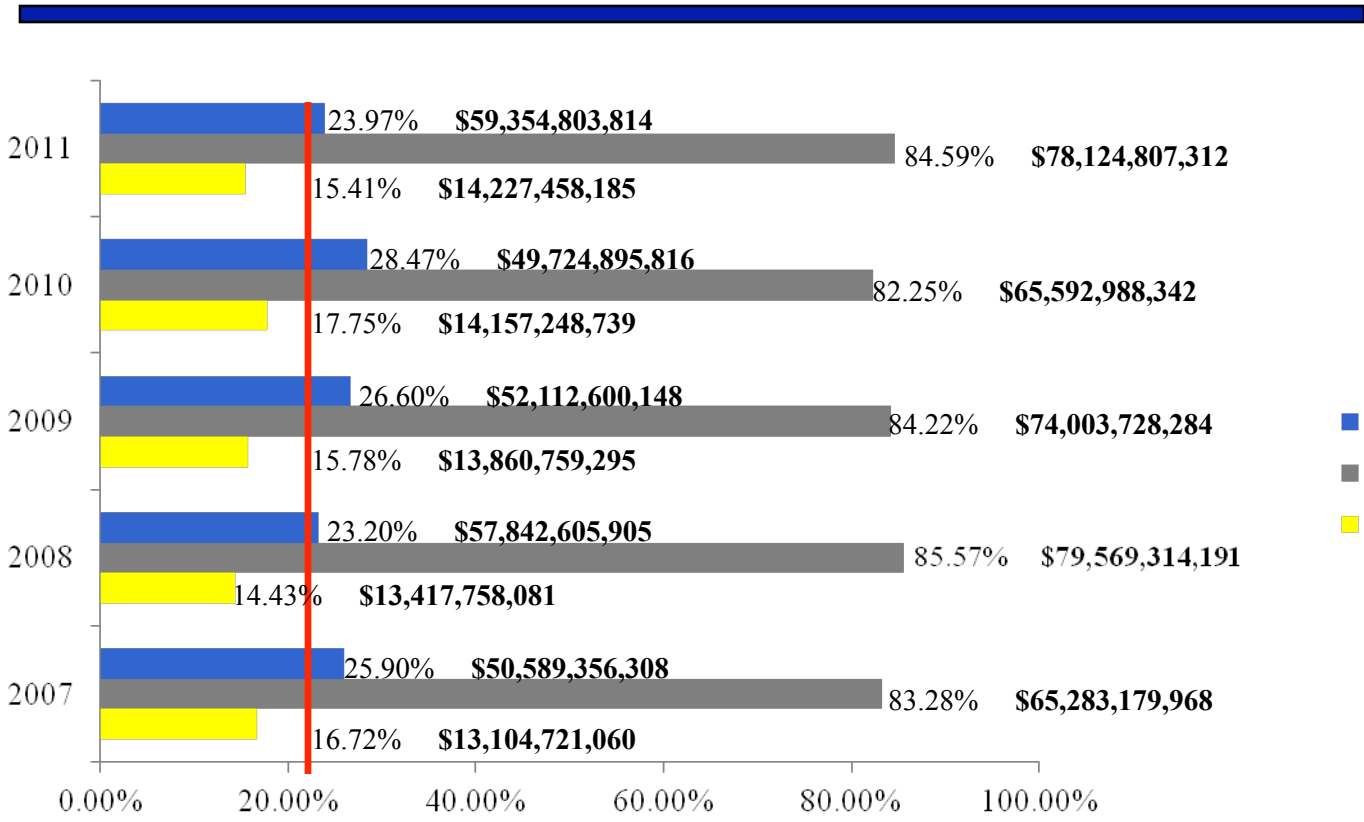


DoN Small Business Performance FY2011





DoN Net SB Effective Rate Over the past 5 years

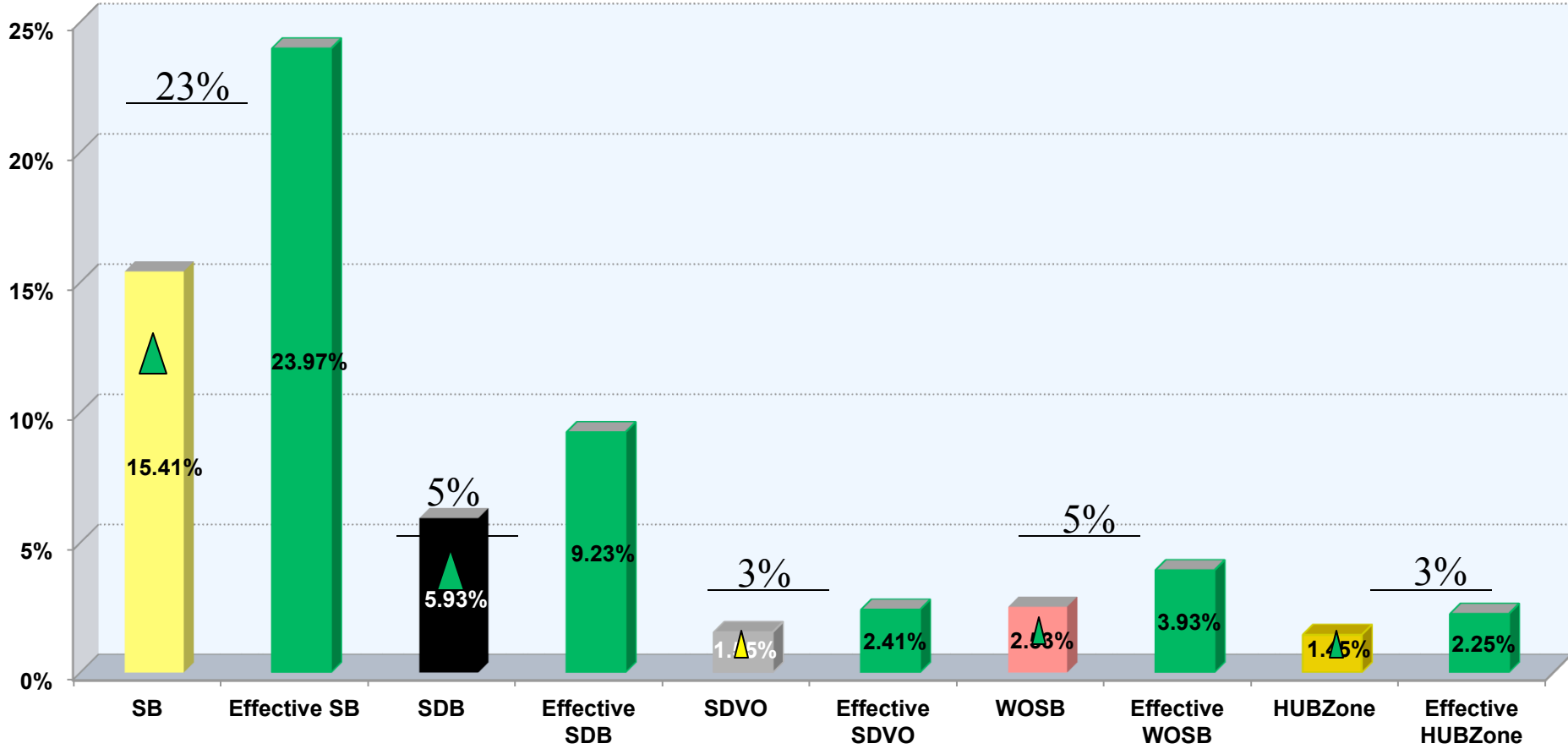


- Effective %
- Total OTSB %
- Total SB %





SB and Socioeconomic Performance FY11 Gross and Net Effective Rates





Strategic Communications



THE UNDER SECRETARY OF THE NAVY
WASHINGTON DC 20350-1000

August 5, 2011

MEMORANDUM FOR DISTRIBUTION

SUBJECT: Maximizing Department of the Navy (DON) Opportunities for Small Businesses

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OFFICE OF THE ASSISTANT SECRETARY
(RESEARCH, DEVELOPMENT AND ACQUISITION)
1000 NAVY PENTAGON
WASHINGTON DC 20350-1000

MEMORANDUM FOR DISTRIBUTION

SUBJECT: Increased Use of Small Business Concerns

The Department use of small business initiatives, and to support attained 22.7%.

In light of delays will require significant Navy's procurement of small business, DOD goal to be 18.9%. To business by an estimated DoN acquisition and steps to measurably improve acquisition business process term process improves with the initiatives of Under Secretary of Defense Power Initiatives established

1) Immediate short term

- Federal Supply between the micro-purchase should consider socio-competition for award from large business contracts small businesses on the ordering activity contracts quotes are necessary, and sources in accordance

- Indefinite Delivery using IDIQ MACs and delivery orders are encouraged. Where order requirements show



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APR 1 0 2012

MEMORANDUM FOR UNDER SECRETARY OF DEFENSE (ACQUISITION, TECHNOLOGY & LOGISTICS)

SUBJECT: Improving Small Business and Competition Opportunities in Services Acquisitions

As requested by the Under Secretary of Defense (Acquisition, Technology & Logistics) (USD (AT&L)) memo dated 13 March 2012, the following Department of the Navy (DON) implementation plan for the improvement of small business competition opportunities in Service Acquisitions is provided.

The DON continues to demonstrate leadership throughout DOD in providing opportunity for small business. Analysis of effective maximum practicable (MAXPRAC) opportunity, where small business industry is available and has the capacity to compete, demonstrates achievement that has exceeded 23% on average annually over the past six years. However, recognizing that further improvement is possible, the following areas are addressed by the DON:

- a. **Service Procurement Forecasts:** The DON's 10 Head Contracting Activities (HCAs) each have a web-enabled forecast of opportunity available for small business. This has been a major DON initiative for the past year. Small Business can access these forecasts through the DON Office of Small Business Program (OSBP) website www.donhq.navy.mil/osbp.
- b. **Application of "MaxPrac" Tool:** This DOD market analysis tool is limited to a top level screening process only and, as a result, often indicates misleading information regarding opportunity for small business. Only through deeper analysis, which MaxPrac cannot provide, is it possible to see if additional opportunity for small business exists. MaxPrac training, with this caveat, is being provided to all HCAs and follow-on review of its use will be scheduled. MaxPrac has been used in first level small business market analysis screening in the recommended portfolio groups and will be used as a tool in service acquisition review.
- c. **Engagement of DON OSBP:** DON OSBP is fully engaged with Assistant Secretary of the Navy Research, Development, and Acquisition (ASN(RD&A)). This collaboration resulted in two executive level memos

DEPARTMENT OF THE NAVY
OFFICE OF SMALL BUSINESS PROGRAMS
EXECUTIVE SUMMARY

FISCAL YEAR 2011

Small Business

"SMALL BUSINESS - THE FIRST OPTION"

The graphic features a collage of images: a ship at sea, a factory floor with workers, fighter jets in flight, a person saluting, a woman kissing a man, a helicopter on a tarmac, and a person in a yellow suit. It includes the Department of the Navy seal, the Office of Small Business Programs seal, and the Marine Corps seal. The text 'Small Business' is written in a large, stylized font across the center, and the slogan '"SMALL BUSINESS - THE FIRST OPTION"' is at the bottom.



Leadership Small Business Improvement Memo's

- 19 July 2011: ASN/RD&A 8 point Memo
 - FSS – set-asides; IDIQ Set-asides; 8(a) competition; Forecasting; Acq strategy development; bundling/consolidation prohibition; subcontracting with SBIR; Senior Leader Accountability

- 5 August 2011: USN Executive Accountability
 - Includes those “influencing” requirements

- 10 April 2012: ASN/RD&A Service Contracts
 - Forecasting; Max-Prac Use; Acq Svcs SB Billet; 10% SB Increase in 3 PSCs Facilities; KBS; Elec/Telcom; Sweetspot; Dashboards; Contract Courts; PM Reviews; Outreach; Subk Task Force; SSIP for SB

Institutionalizing Leadership



NAVFAC: [For Businesses](#): [Small Business](#): [NAVFAC Contract Listings](#)

*****NAVFAC WINS FY2011 DON SECRETARY'S CUP FOR ACHIEVEMENTS IN SMALL BUSINESS PI**

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Outreach



Office of Small Business Programs



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NAVFAC Long Range Acquisition Forecast (LRAF)

!!UPDATED!! **DISCLAIMER** United States Code Title 15, Section 637(A)(12)(C), requires the Department of the Navy to prepare a forecast of expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The LRAF contains NAVFAC Indefinite Delivery/Indefinite Quantity requirements that are forecasted for the upcoming and next two fiscal years. The forecast is for informational marketing purposes only. It does not constitute a specific offer or commitment by the Navy to fund, in whole or in part, the opportunities referenced herein. This listing is not all inclusive and is subject to change. 5/9/2012

NAVFAC Military Construction (MILCON) Forecast

This document is in pdf format. It will typically be updated on a monthly basis prior to the 15th. This forecast is for advance planning only. See FEDBIZOPS for actual solicitations. Updated 03/30/2012

NAVFAC Environmental Projects and Planning

Naval Facilities Engineering Command (NAVFAC) Environmental is pleased to announce the forecast of expected contract opportunities for FY11-13. This forecast strives to make the best contractual solutions available to meet the full range of the Environmental Business Line and clients needs. This is in compliance with 15 USC Section 6371(1)(12)(c) and for planning and informational purposes only and may not be all inclusive. See Federal Business Opportunities (FEDBIZOPS) and/or Navy Electronic Commerce Online (NECO) for official announcements, information, and requirements. Contact the Responsible Activity's Contracting Officer for official information.



Navigating the Waters

➤ Day 1

- Engage with Navy & Civilian Leadership
- Presentations center on
 - Where we are going
 - Challenges affecting how we do business
 - Initiatives where small business is needed
- Senior Navy Acquisition Leadership
- Matchmaking
- Networking

➤ Day 2

- Senior DoD Acquisition Leadership
- Navy Service Acquisition Initiatives
- Small Business Industry Breakouts



Small Business – The First Option



– in the final analysis
they are what matter
most.



