



Department of the Navy Office of Small Business Programs

The Department of the Navy Subcontracting Program Update

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SECNAV Office of Small Business Programs

"Small Business..."

The First Option"

<http://SmallBusiness.Navy.mil>

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Focus

Department of the Navy Office of Small Business Programs

\$77.8B

Department of the Navy
Total Spend FY13

\$51.6B

**Small Business
Accessible Market
(SBAM)**

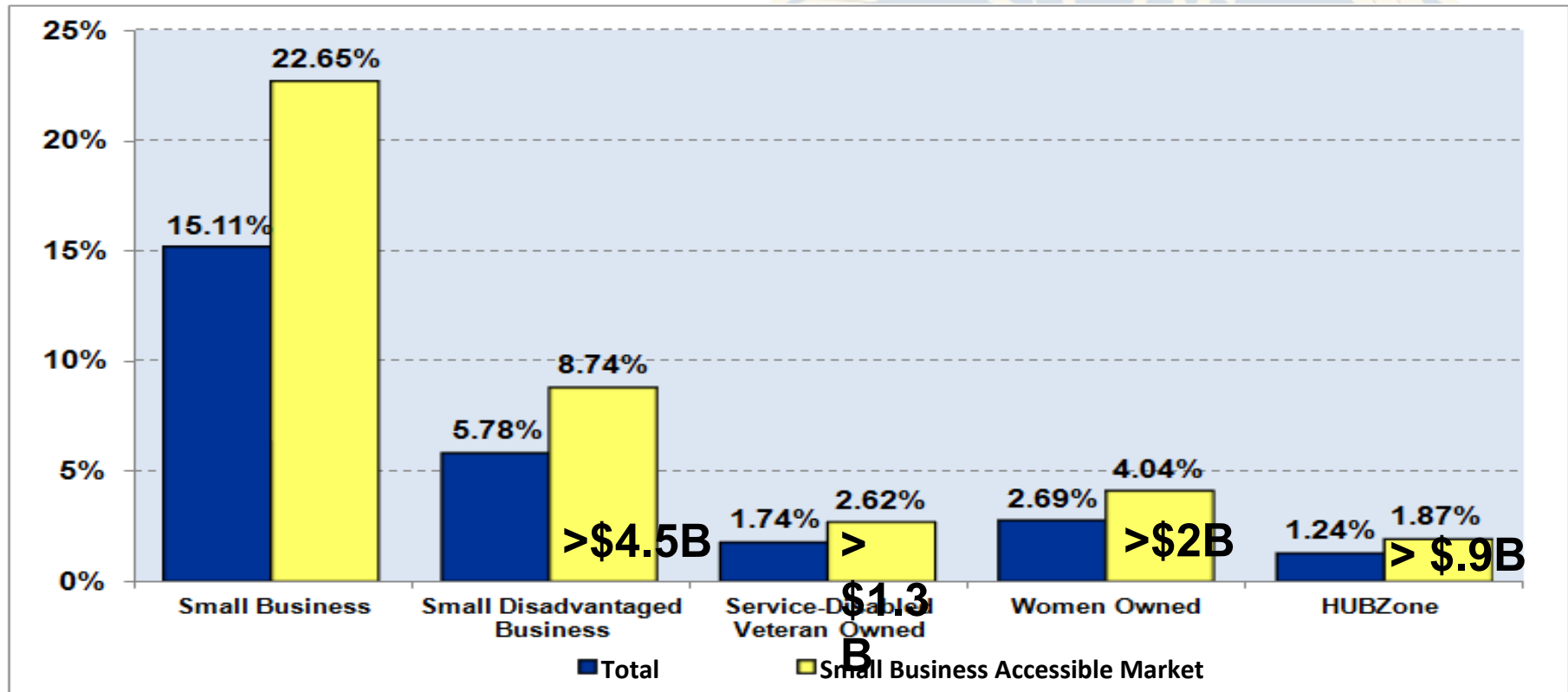
\$26.2B

**Small Business
Inaccessible Market
(SBIAM)**



FY 13 Effective Small Business Performance

Department of the Navy Office of Small Business Programs



Improved Simplified Acquisition Threshold (SAT) Performance

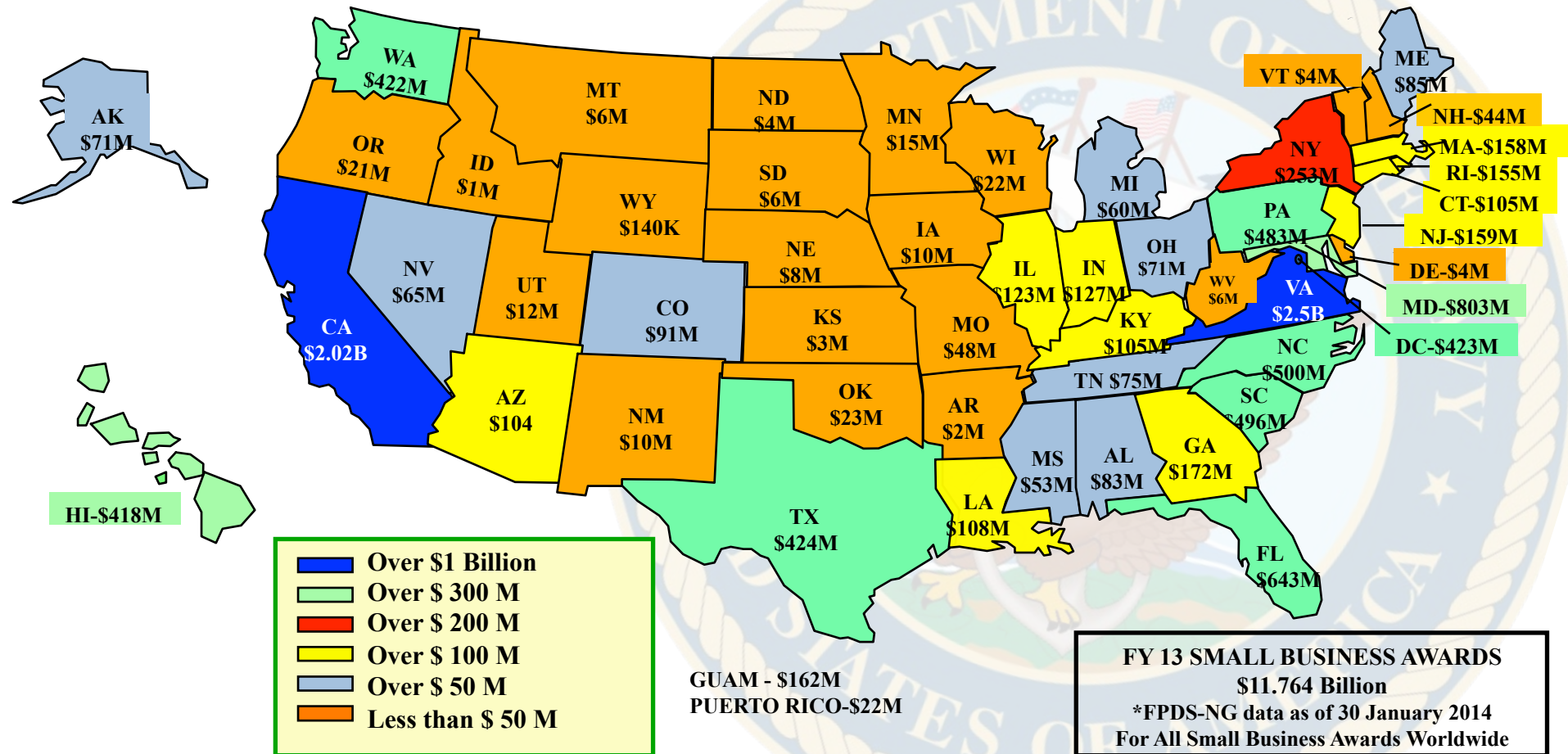
Small Business "SweetSpot" \$3K-\$150K

Always Improving – 74.98% (FY11) 78.73% (FY13)



National Impact of DoN FY13 SB Awards

Department of the Navy Office of Small Business Programs



DoN Top Ten Total NAICS FY13

Department of the Navy Office of Small Business Programs

FY2013 Top 10 Total Navy NAICS

<u>NAICS</u>	Description	<u>Total Spend</u>
336411	AIRCRAFT MANUFACTURING	\$16,510,642,469
336611	SHIP BUILDING AND REPAIRING	\$14,833,849,117
541330	ENGINEERING SERVICES	\$11,062,500,382
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$3,390,276,680
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$2,829,992,750
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2,298,013,623
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$2,217,832,686
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$2,211,964,835
541519	OTHER COMPUTER RELATED SERVICES	\$1,915,006,931
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$1,470,918,442

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DoN Top Ten Small Business NAICS FY13

Department of the Navy Office of Small Business Programs

NAICS	Description	SB Spend	Principal Buying Commands
541330	ENGINEERING SERVICES	\$2,194,946,975	NAVSEA, SPAWAR, NAVAIR
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$1,170,532,085	NAVFAC
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$851,925,516	NAVAIR, ONR
336611	SHIP BUILDING AND REPAIRING	\$838,548,359	NAVSEA, MSC
561210	FACILITIES SUPPORT SERVICES	\$463,787,776	NAVFAC
483111	DEEP SEA FREIGHT TRANSPORTATION	\$438,166,268	MSC
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$280,011,186	SPAWAR
541519	OTHER COMPUTER RELATED SERVICES	\$228,038,685	SPAWAR, NAVSUP
336411	AIRCRAFT MANUFACTURING	\$215,692,019	NAVAIR
562910	REMEDIATION SERVICES	\$194,040,599	NAVFAC



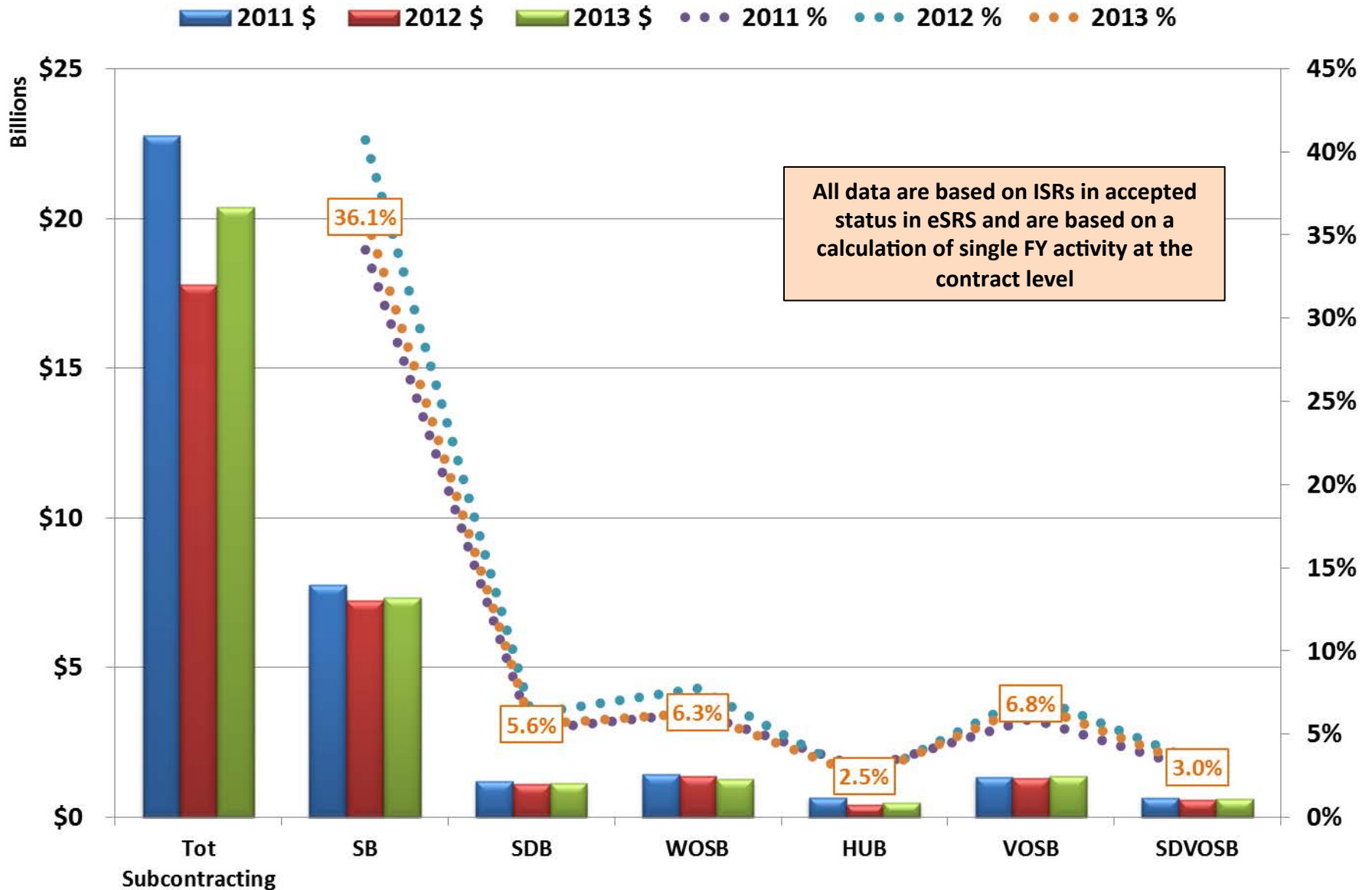
Navy FY11-13 Subcontracting SB Performance

(see chart on next page)

	Tot Subcontracting	SB	SDB	WOSB	HUB	VOSB	SDVOSB
2011 \$	\$22,779,470,064	\$7,766,575,517	\$1,199,468,941	\$1,432,641,576	\$665,887,584	\$1,356,655,392	\$646,483,919
2012 \$	\$17,805,295,960	\$7,245,608,336	\$1,106,971,834	\$1,382,323,877	\$414,008,841	\$1,307,324,971	\$588,273,572
2013 \$	\$20,372,509,436	\$7,354,422,884	\$1,137,414,386	\$1,285,263,683	\$503,578,452	\$1,390,916,988	\$613,408,395
2011 %		34.1%	5.3%	6.3%	2.9%	6.0%	2.8%
2012 %		40.7%	6.2%	7.8%	2.3%	7.3%	3.3%
2013 %		36.1%	5.6%	6.3%	2.5%	6.8%	3.0%

**All data are based on ISRs in
accepted status in eSRS and are
based on a calculation of single FY
activity at the contract level**

Navy FY11-13 Subcontracting SB Performance



DoN Targets

Department of the Navy
Office of Small Business Programs

FY14 DON Subcontracting Targets

	SB	SDB	WOSB	HUB	SDV
FY14 Average	37.0%	5.7%	6.8%	2.6%	3.0%
Trend Analysis	38.0%	5.8%	6.8%	2.4%	3.1%
FY 14 Targets	37.0%	5.7%	6.8%	2.5%	3.0%

FY14 DOD Subcontracting Goals

	SB	SDB	WOSB	HUB	SDV
FY 14 DoD-Wide Goals	36.7%	3.0%	5.0%	3.0%	3.0%



SBA SMALL BUSINESS SUBCONTRACTING FINAL RULE, EFFECTIVE AUG 15 2013

- Traditionally, subcontracting plan goals were established as a percent of total subcontracting dollars.
- Now, §125.3(a)(2) explicitly authorizes contracting officers to establish additional subcontracting goals in terms of total contract dollars
- If the prime fails to meet the subcontracting plan goals at conclusion of contract, a written explanation must be provided to the contracting officer so that a determination can be made as to whether the prime made a good faith effort in achieving goals.



Department of the Navy Office of Small Business Programs Contact

DoN OSBP Contacts

DoN Program Manager for Mentor Protégé and Subcontracting Programs and
Small Business Innovative Research Liaison

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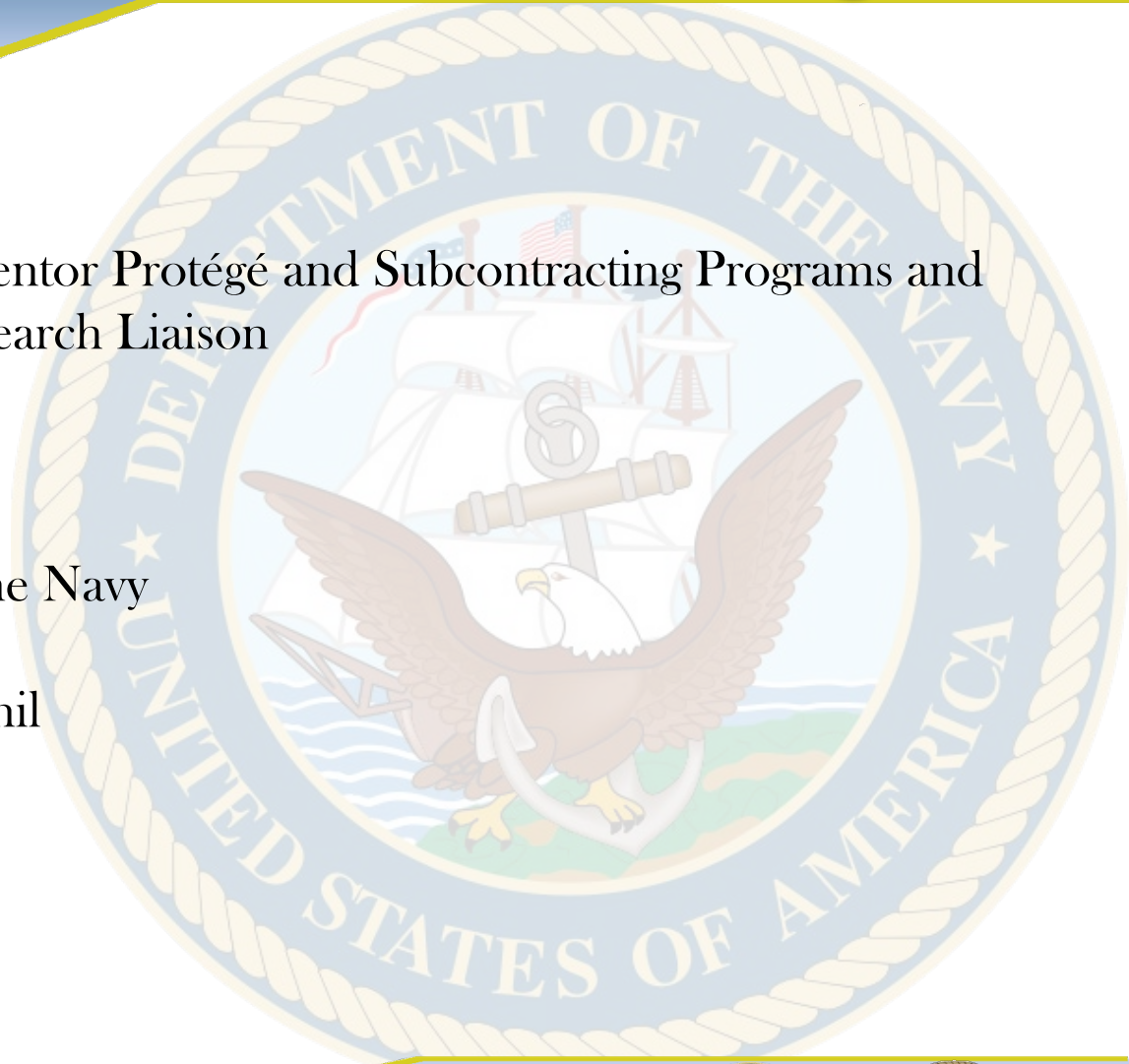
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Department of the Navy Office of Small Business Programs

*Our Mission
is to help them...*

*...complete
theirs safely.*

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