

SBIR, MENTOR PROTÉGÉ, RAPID INNOVATION, INDIAN INCENTIVE



# DoD Leadership Update for Small Business Training Week



4 April 2017  
Atlanta



Presented by: Dr. Jim Galvin  
Acting Director, OUSD(AT&L)/OSBP



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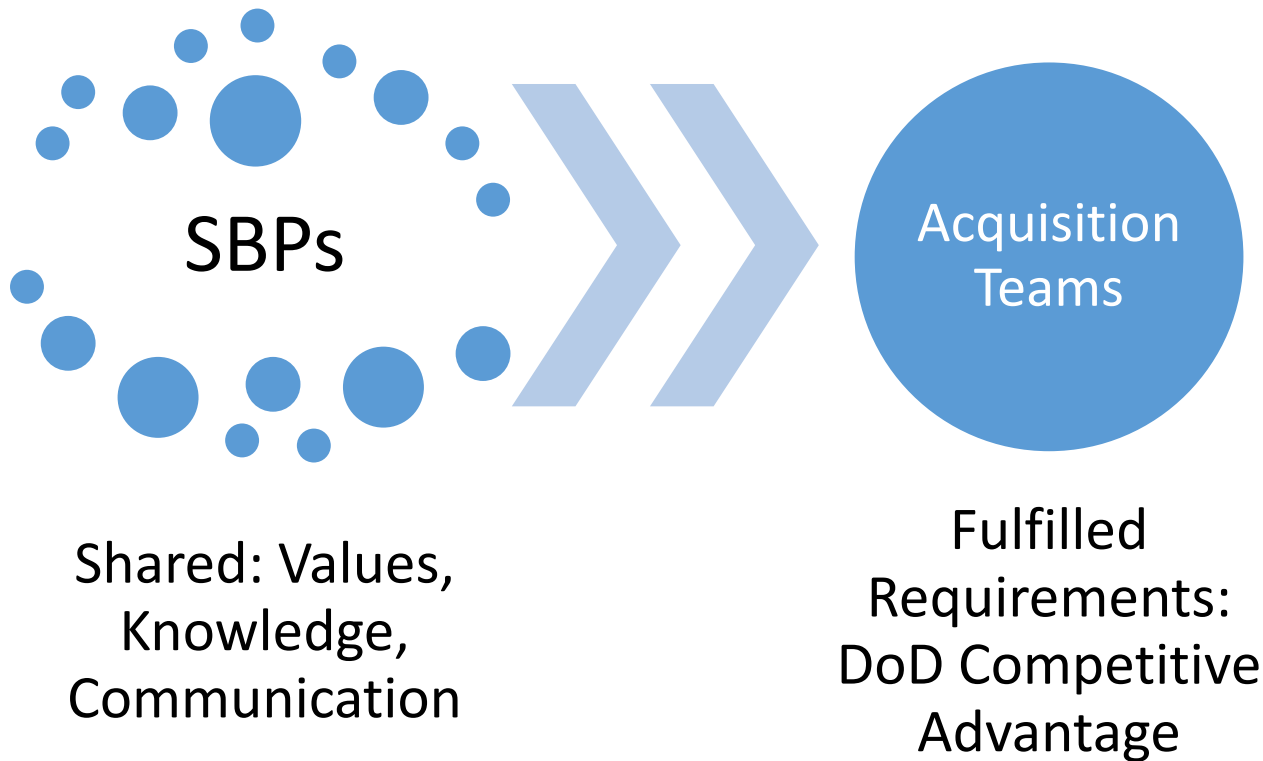


# Hot Topics

- Dealing with Uncertainty
- Federal and DoD Budgets
- Executive Branch Reorganization; NDAA 2017 Section 901
- Federal Acquisition
- Cybersecurity and Personally Identifiable Information (PII)
- National Security
- Procurement Technical Assistance Centers, Procurement Center & other resources
- Regional Councils
- DoD Small Business Workforce Development



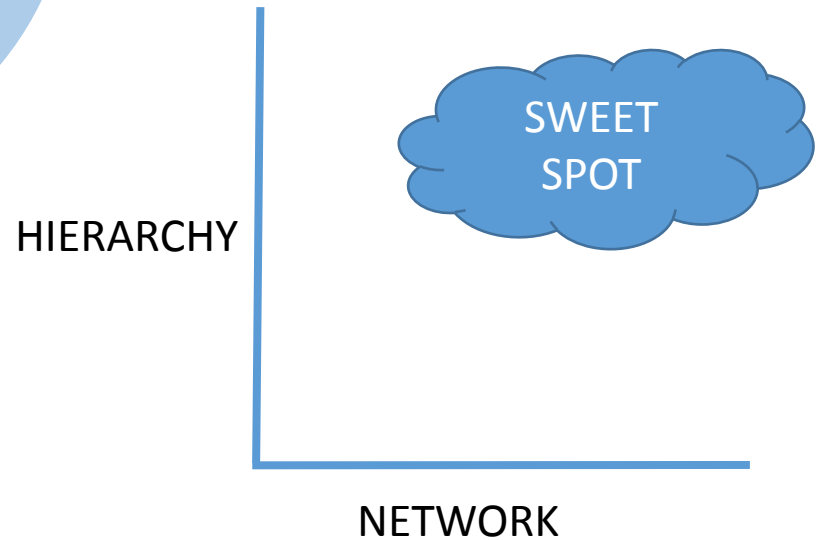
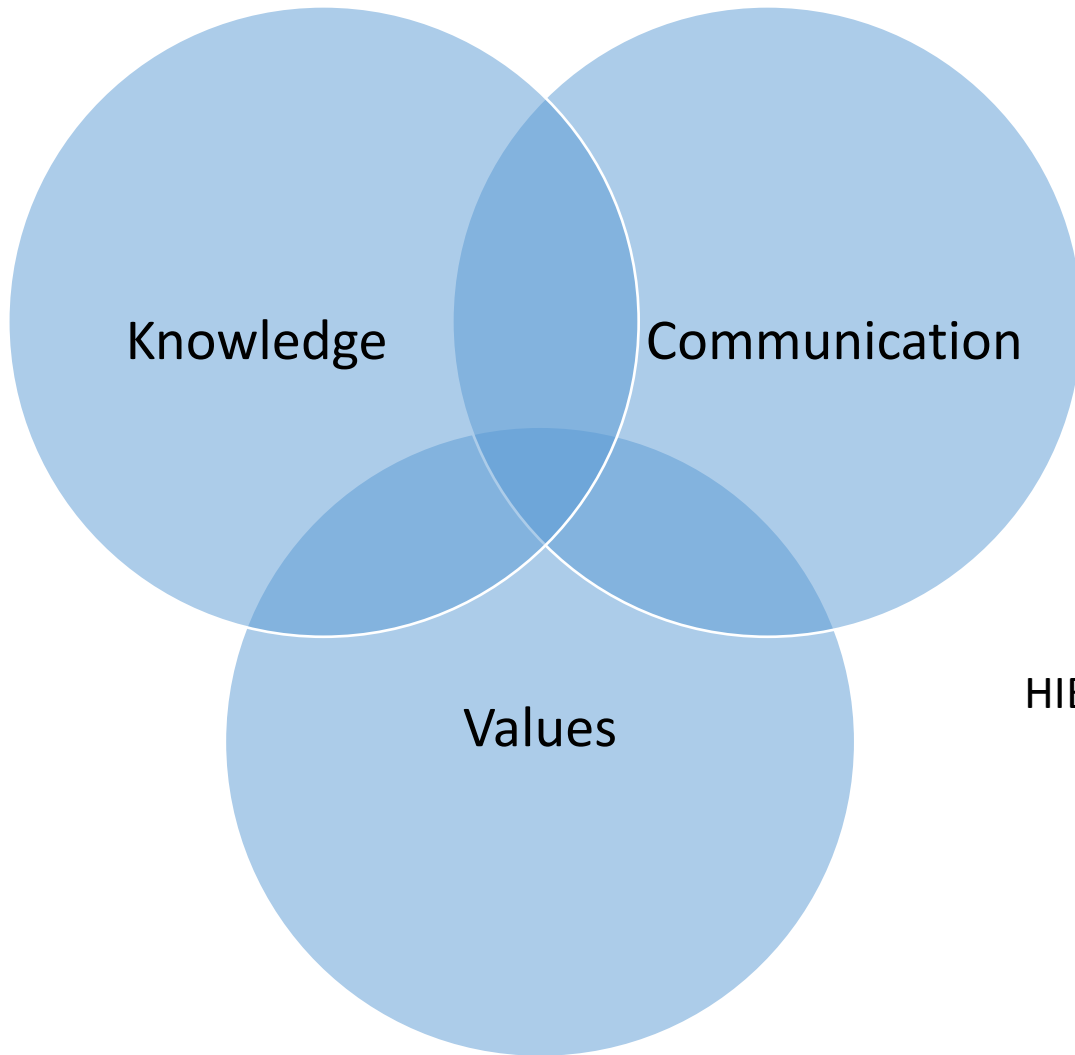
# Vision for DoD Small Business Professionals: A Network of Team Members



DoD OSBP Vision: *We are a network of small business professionals with common values, shared knowledge and regular communication who partner with acquisition professionals seeking small businesses to fulfill DoD procurement requirements and give our Service Members the competitive advantage.*



# Elements of Self-Organizing Networks





# Values – Enduring and at the Forefront

**Leadership:** We provide the direction and resources needed to achieve DoD small business procurement objectives while managing differing perspectives, change, challenges and opportunities.

**Integrity:** We are trustworthy and accountable.

**Professionalism:** We are competent at small business procurement activities and strive for excellence through lifelong learning.

**Customer Focus:** We identify the customer, respond to customer needs and prioritize efforts to serve the customer.

**Advocacy:** We seek ways to leverage small business as a primary procurement option by emphasizing affordability, innovation, agility and responsiveness.

**Innovation:** We implement new ways of developing the small business industrial base to introduce new products, services and solutions to meet DoD mission requirements and maintain the competitive advantage over our adversaries.



# Knowledge – The right type and volume

## Explicit – What's written down

- Statute, Regulations, Policy, Procedures
- Sound bites, Handouts, Info Papers, Presentation slides, White Papers, Speeches, Articles
- Requirements, RFIs, Market Research Reports, Acquisition Strategies, RFPs
- DD 2579, Contracts, Performance Reviews, FPDS-NG data, eSRS data
- Online Training, Classroom documents

## Tacit – What's in your head

- “How to”
- Relationships
- Advice
- Speculation
- Opinion
- Process
- Recognition of threats and opportunities



# Communications – The right medium and audience

## Medium

- Face-to-face
- Telephone, Teleconf, Webinar
- Social media
- Documents
- Email

## Audience

- Boss, Chain-of-command
- Colleagues
- Customers: KO, PM, PCR, Industrial Base
- Interagency: SBA
- Congress
- Media
- Service members





# DoD Small Business Strategy

## Step 1

Resource, train & educate the small business workforce.

Program Manager

## Step 2

Build relationships to support the acquisition process.

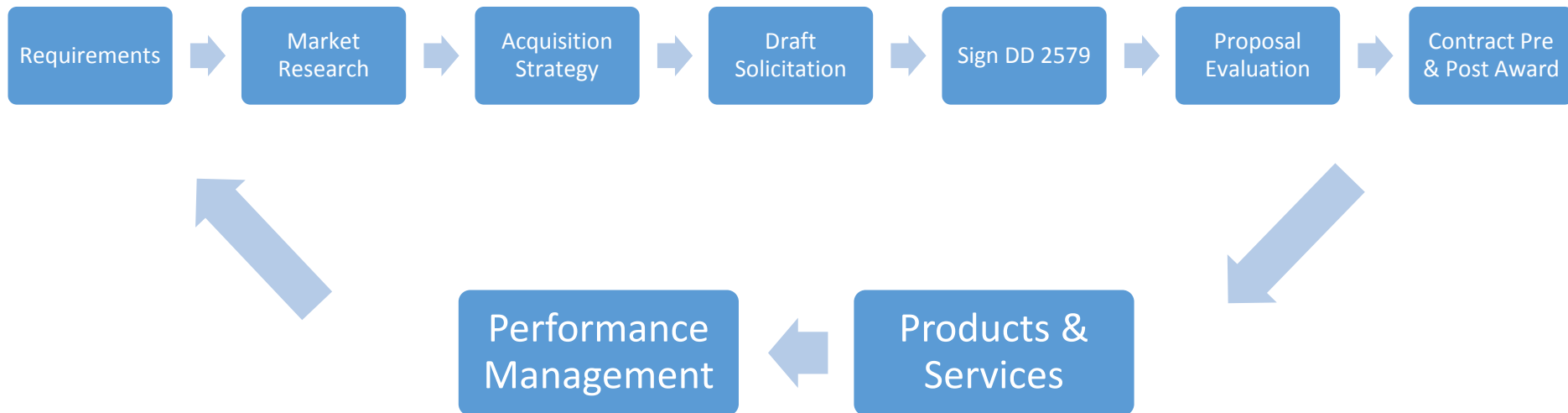
Small Business Professional

Contracting Officer



# SBPs Role in the Acquisition Process

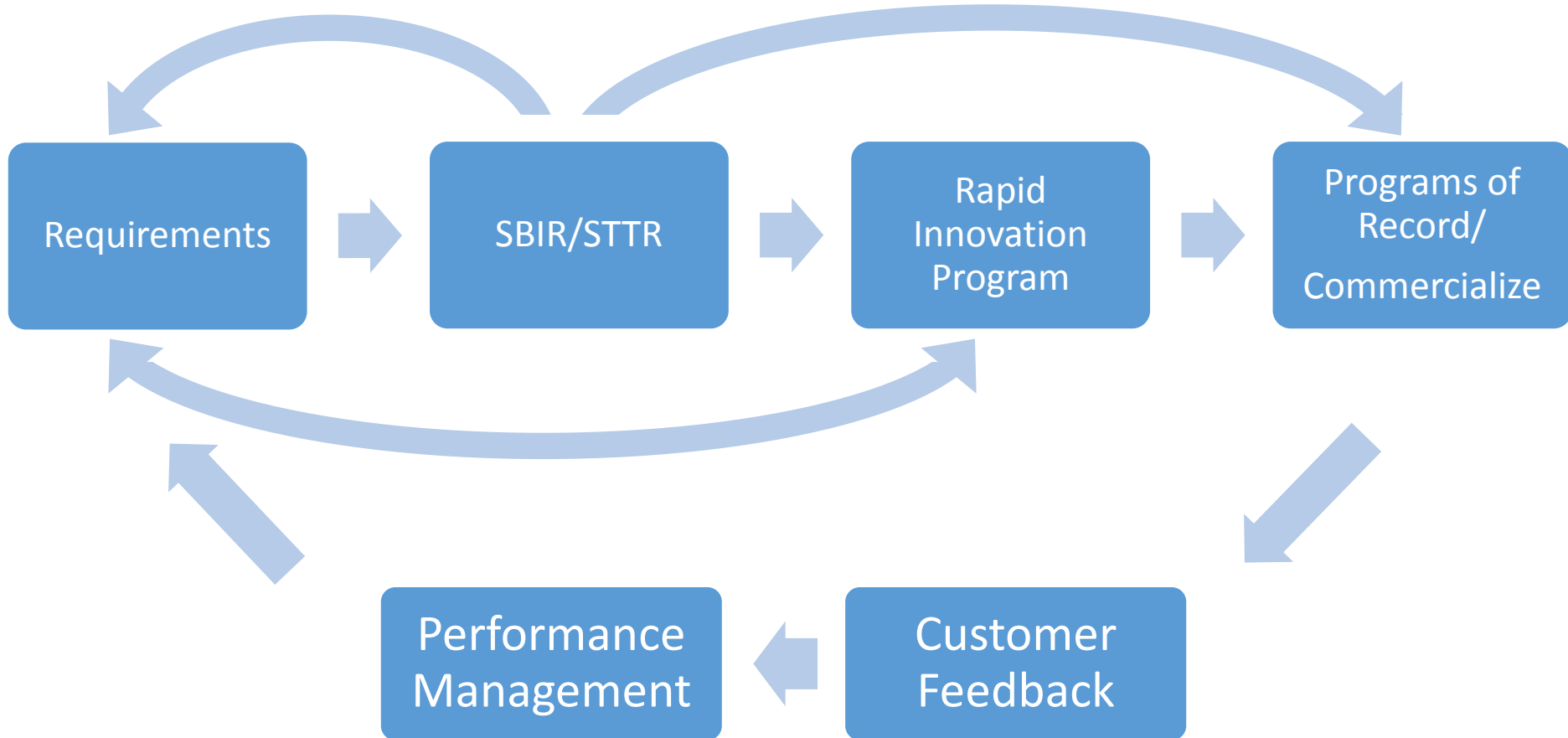
**Participate in these activities.**



**Monitor these activities.**

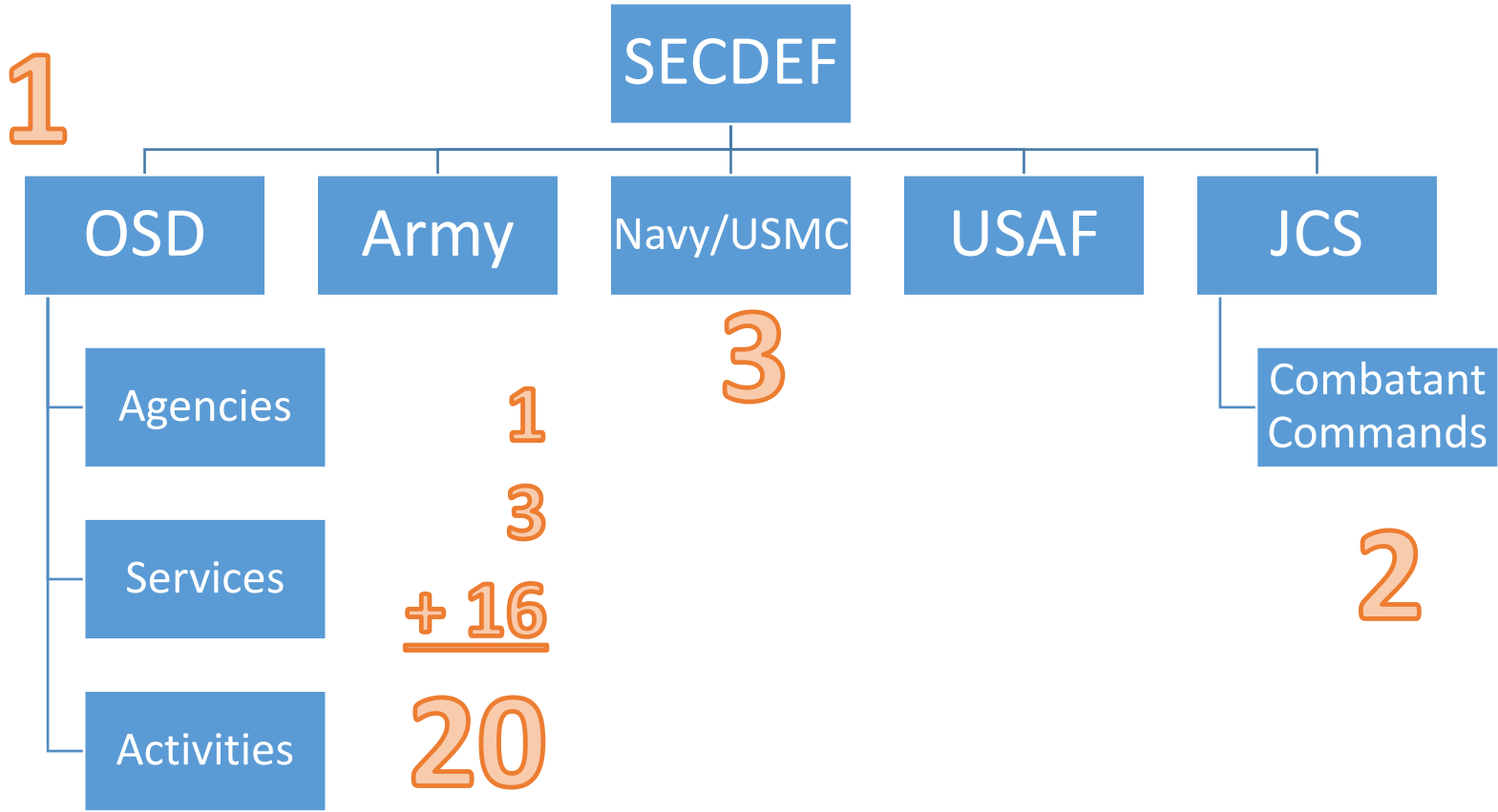


# Small Business Tech Innovation Programs





# DoD OSBP & 25 Buying Command OSBPs





# DoD OSBP & SBA Collaboration

- PTAC/SBDC
- Outreach
- DD 2579
- Acquisition Strategy
- KO/PCR
- Certification
- Goaling
- Reports
- Compliance
- Ombudsman
- SBIR
- MPP
- FPDS
- SBPAC
- IATF Vet BD
- OMB OFPP
- Congress
- Cabinet



# What Small Businesses sold to DoD in FY2016 as Prime Contractors

35%

- \$20.4B, NAICS 54
- Professional, Scientific & Technical Services

26%

- \$15.1B, NAICS 31-33
- Manufacturing

16%

- \$9.5B, NAICS 23
- Construction

8%

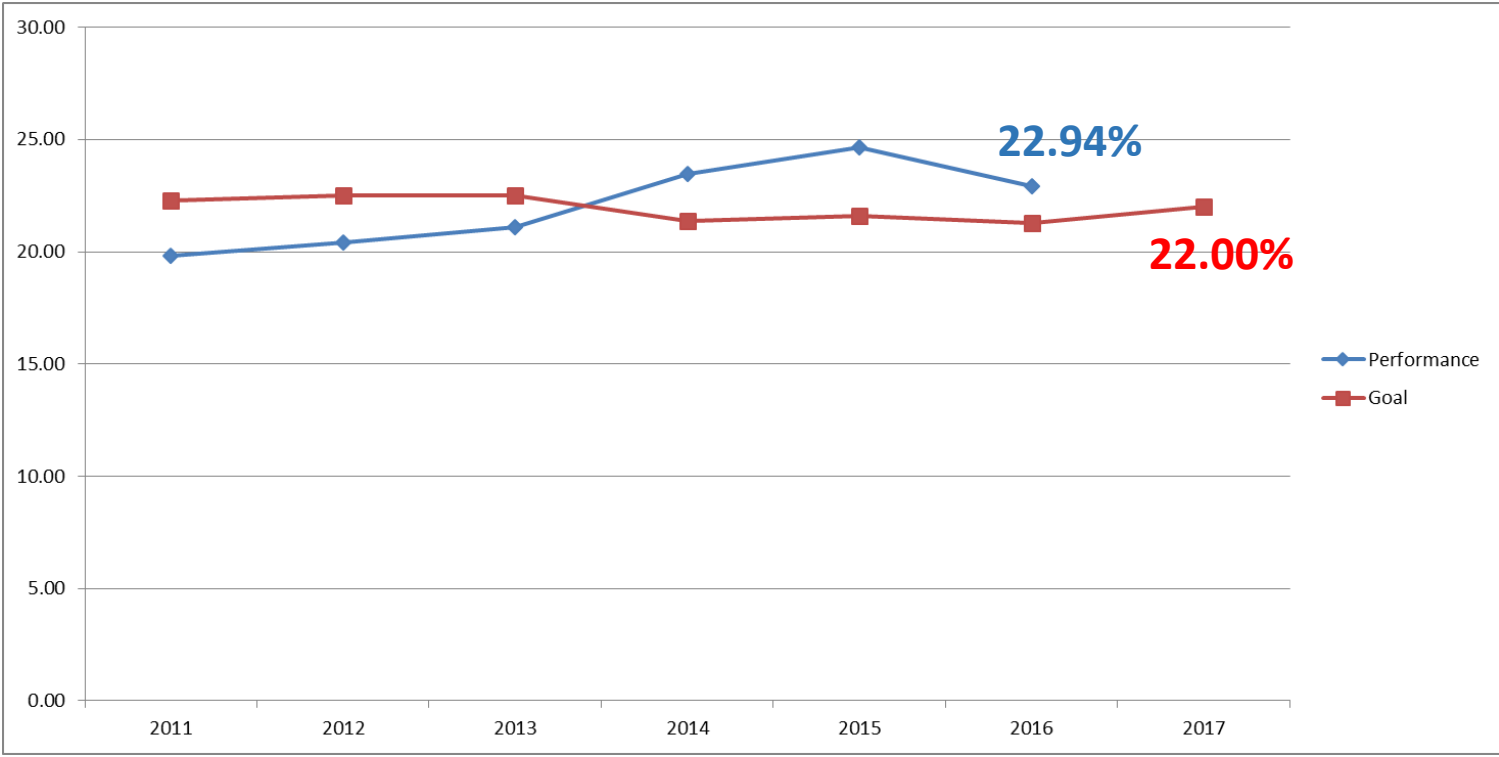
- \$4.4B, NAICS 56
- Admin & Support, Waste Mngt & Remediation

*85% of DoD procurement from small businesses is in 4 industry sectors.*



# DoD Small Business Procurement Performance

%



## Small Business Prime Contracting

	2011	2012	2013	2014	2015	2016	2017
Performance	19.80	20.41	21.09	23.47	24.64	22.94	
Goal	22.30	22.50	22.50	21.35	21.60	21.26	22.00
SDB 5%	6.90	7.30	7.79	8.95	9.53	8.77	
WOSB 5%	3.43	3.38	3.57	3.97	4.43	4.10	
SDVOSB 3%	2.02	2.33	2.64	3.04	3.45	3.36	
HUBZone 3%	2.58	2.18	1.78	1.93	1.87	1.57	



# Combat Power for our Troops & Economic Power for our Nation

## *Remotely Piloted Aircraft Student Training Facility*



*30% (\$500K) construction cost savings from small business set aside.*





# Combat Power for our Troops & Economic Power for our Nation

*Oceanographic Research Vessel – Two for \$177M*  
*Office of Naval Research*



*Built by small business Dakota Creek Industries, Inc. (400 employees).*