



Advising Small Businesses Entering DoD's Cleared Market

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UNCLASSIFIED



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GSA Safe and Vault, Photograph, Arkansas Lock and Safe, LLC <http://www.arlocksafe.com/safeandvault.html> (accessed March 14, 2017).



The Evolution of James Bond, Photograph, Flickering Myth, <https://www.flickeringmyth.com/2015/04/the-evolution-of-james-bond/> (accessed March 14, 2017).

National Industrial Security Program (NISP)

The Basics

- Administered by Defense Security Service (DSS)
<http://www.dss.mil/isp/>
- Authorities
 - DoDD 5220.2-R, Industrial Security Regulation, December 4, 1985
 - DOD 5220.22-M, National Industrial Security Program Operating Manual (NISPOM), February 2006
- Security guidance for acquisitions also found in FAR and DFARS

National Industrial Security Program (NISP)

Key Definitions

- **Classified contract:** Any contract requiring access to classified information in the performance of the contract
- **Personnel Security Clearance (PCL):** Administrative determination that an individual is eligible for access to classified information
- **Facility Security Clearance (FCL):** An administrative determination that a company is eligible for access to classified information
- **Need to Know:** Determination that the proposed recipient has a requirement for access to classified information to fulfill a contract
- **Access:** The ability and opportunity to gain knowledge of classified information

FCL Policies and Procedures

- Contractors must be sponsored by the Government Contracting Authority (GCA) or a currently cleared contractor AND meet the following criteria:
 - Must need access in connection with a legitimate requirement
 - Must be organized in the US
 - Must have a reputation for integrity and lawful business dealings
 - Must not be under Foreign Ownership or Controlling Interest (FOCI)

So you want to enter the cleared market?

Tips for Small Businesses

- ✓ Include “security” in your Market Research
- ✓ Increase your presence
- ✓ Find a mentor
- ✓ Subcontract
- ✓ Leverage your small business status
- ✓ Update your SAM/DSBS profile

Remove obstacles from your solicitations

Tips for KOs and Small Business Professionals

- ✓ Include Industrial Security Specialists
- ✓ Security can be a “long lead item”! Build security into your acquisition planning
 - ✓ Build Security into the Acquisition Timeline
 - ✓ Sources Sought and RFIs
 - ✓ DSBS
 - ✓ Reaching small business
 - ✓ Security requirements in the proposal
 - ✓ Post-award staffing
- ✓ Separate the classified work
- ✓ Consider sponsoring PCLs / FCLs through the GCA
 - ✓ Consult your Industrial Security specialist
 - ✓ Know your requirement
 - ✓ Know your industrial base and where the gaps are

