Advising Small Businesses Entering DoD’s Cleared Market

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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
- 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