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

Knowledge
Communication
Values

HIERARCHY
SWEET SPOT
NETWORK
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.

**Step 2**
Build relationships to support the acquisition process.
SBPs Role in the Acquisition Process

Participate in these activities.

Monitor these activities.
Small Business Tech Innovation Programs

- Requirements
- SBIR/STTR
- Rapid Innovation Program
- Programs of Record/Commercialize

Performance Management

Customer Feedback
Managing the DoD Small Business Industrial Base
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

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

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Industry Sector</th>
<th>Amount</th>
<th>NAICS Code</th>
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</thead>
<tbody>
<tr>
<td>35%</td>
<td>Professional, Scientific &amp; Technical Services</td>
<td>$20.4B</td>
<td>54</td>
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<tr>
<td>26%</td>
<td>Manufacturing</td>
<td>$15.1B</td>
<td>31-33</td>
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<tr>
<td>16%</td>
<td>Construction</td>
<td>$9.5B</td>
<td>23</td>
</tr>
<tr>
<td>8%</td>
<td>Admin &amp; Support, Waste Mgmt &amp; Remediation</td>
<td>$4.4B</td>
<td>56</td>
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DoD Small Business Procurement Performance

Small Business Prime Contracting

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<tbody>
<tr>
<td>Performance</td>
<td>19.80</td>
<td>20.41</td>
<td>21.09</td>
<td>23.47</td>
<td>24.64</td>
<td>22.94</td>
<td>22.00</td>
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<td>Goal</td>
<td>22.30</td>
<td>22.50</td>
<td>22.50</td>
<td>21.35</td>
<td>21.60</td>
<td>21.26</td>
<td>22.00</td>
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<tr>
<td>SDB 5%</td>
<td>6.90</td>
<td>7.30</td>
<td>7.79</td>
<td>8.95</td>
<td>9.53</td>
<td>8.77</td>
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<tr>
<td>WOSB 5%</td>
<td>3.43</td>
<td>3.38</td>
<td>3.57</td>
<td>3.97</td>
<td>4.43</td>
<td>4.10</td>
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<tr>
<td>SDVOSB 3%</td>
<td>2.02</td>
<td>2.33</td>
<td>2.64</td>
<td>3.04</td>
<td>3.45</td>
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<tr>
<td>HUBZone 3%</td>
<td>2.58</td>
<td>2.18</td>
<td>1.78</td>
<td>1.93</td>
<td>1.87</td>
<td>1.57</td>
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</tbody>
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Combat Power for our Troops & Economic Power for our Nation

Remote 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).