How Small Businesses Fit In Support of National Defense

“Small Business... The First Option”

Mr. Jimmy D. Smith
Director
Office of Small Business Programs

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OSBP YIR Video

https://www.youtube.com/watch?v=ZlB81ZLGonw&feature=youtu.be

“Small Business...
The First Option”
Strategic Alignment

Three Lines of Effort
1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability

Three Priorities
1. People
2. Capabilities
3. Processes

Three Focus Areas
1. People
2. Capabilities
3. Processes

https://www.secnav.navy.mil/smallbusiness
Network

Government Buyers

Academia

Small Business Owners

Large Contractors
Buying Commands

U.S. Marine Corps Installations and Logistics (HQMC I&L)
www.iandl.marines.mil
703-604-3656

Marine Corps Systems Command (MCSC)
www.marcorsyscom.marines.mil
703-432-3946

Naval Facilities Engineering Command (NAVFAC)
www.navfac.navy.mil
202-685-9129

Strategic Systems Programs (SSP)
www.ssp.navy.mil
202-433-7857

Naval Supply Systems Command (NAVSUP)
www.navsup.navy.mil
717-605-1663

Majority of Navy Buys, Services, material, logistics, maritime, aviation spares, etc.

Ground Equipment

Ground Weapons and IT Systems

Construction and Facilities

Strategic Weapons Systems (Missile Systems)
Buying Commands cont’d

Military Sealift Command (MSC)
www.msc.navy.mil/business
757-443-1435

Naval Air Systems Command (NAVAIR)
www.navair.navy.mil/osbp
301-757-9044

Naval Information Warfare Systems Command (NAVWAR)
www.spawar.navy.mil
619-524-7701

Office of Naval Research (ONR)
www.onr.navy.mil
703-696-2607

Naval Sea Systems Command (NAVSEA)
www.navsea.navy.mil
202-781-2061

Ocean Transportation

Aviation

Information Technology/Communications

Research and Development (SBIR/STTR)

Shipbuilding

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Increase Greater Returns from the SBIR/STTR Program

**Incubate**
- Broad/Diverse Topics
- Flexible BAAs
- Technology Push
- Accelerated Evaluation/Selection
- Faster Contracting

**Accelerate**
- VC and start-up principles
- Milestone driven deliverable
- Contracting to support prototype development
- Flexible BAAs

**Agile**
- Cost sharing incentives
- Strategic use of SBIR authorities
- Contracting to support rapid fielding
- Technology Bridge Champions

**Bridge**
- Impactful
Data for FY16, FY17, and FY18 are all from validated datasets, FY19 data is as of 30 September 2019.
Socioeconomic Group
FY16-FY19 Trends

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Event Topics

- Learn How to Participate in DoD’s Acquisition Public – Private Talent Exchange
- Section 809 Panel Recommendations & the Potential Impact on Small Businesses
- SeaPort-NxG
- How to Conduct Business with the Navy & Marine Corps
- The Rule Making Process & Government Industry Communications
- DON Small Business Utilization
- SBIR/STTR
- Being Procurement Ready
- Other Transaction Authority

Visit the DON OSBP YouTube channel to view these videos.
Questions