The Department of the Navy’s FY19-20 Small Business Strategic Plan

“Small Business... The First Option”

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Director
DON OSBP
National Defense Strategy

Three Lines of Effort

1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability
In the Business of Small Business Since 1951
Priorities

SMALL BUSINESS ENTERPRISE STRATEGIC FRAMEWORK

Vision: Influence change and enhance a culture of small business inclusiveness across the DON.

Mission: Foster acquisition opportunities where small businesses can best support Sailors, Marines, and their families through policy, advocacy, counseling and training.

Strategy: Promote a DON-wide culture that leverages small businesses as a strategic advantage.

STRATEGIC THEMES AND FOCUS AREAS

PEOPLE
Ensure Professional Workforce Development

PROCESSES
Strengthen Partnerships in the Acquisition Process

CAPABILITIES
Optimize Communications

MOTTO: “SMALL BUSINESS - THE FIRST OPTION”

VALUES
Leadership, Professionalism
Integrity, Customer Focus
Advocacy, Innovation

Every Person, Every Day, Every Dollar

### Focus Areas

#### People: Ensure Professional Workforce Development
- Implement the Small Business Professional Career Path
- Encourage Mentoring relationships within the DON Small Business workforce
- Create a Cadre of Small Business Leaders
- Utilize the DON OSBP Team

#### Processes: Strengthen Partnerships in the Acquisition Process
- Team with Program Managers to Identify Small Business Opportunities
- Engage with Heads of Contracting Activities and Program Executive Officers to ensure that Small Business Strategies include Measureable Performance Objectives
- Provide Tools for the Acquisition Workforce to Enhance Market Research
- Improve Visibility of Small Business Data within the DON and to Industry

#### Capabilities: Optimizing Communications
- Execute the Strategic Communication Plan to Engage all Stakeholders
- Optimize Internal and External Guidance/Communication on Small Business Related Policy and Topics
- Execute a Social Media Strategy to engage Government and Industry
- Strengthen Partnerships with Small Business Administration, Procurement Technical Assistance Centers, Small Business Development Centers, and Build Relationships with Regional Innovation Clusters/Centers

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DON’s Business Operations Plan

DEPARTMENT OF THE NAVY
Business Operations Plan

AGILITY and Accountability

Fiscal Years
2019-2021

VERSION 1.2
October 2018


Department of the Navy Priorities

The success of this Business Operations Plan, just like the rest of the Navy and Marine Corps team, rests on three essential priorities: People, Capabilities, and Processes.

Without question, our military, civilian, and contractor workforces represent a national treasure, and our most precious resource. Our stewardship of our Nation’s defense begins and ends with our people.

- How we treat our people and their families reflects how we see ourselves collectively as a fighting force. Only the highest ethical standards should be demanded by every member of this team—lofty standards that the American people rightly measure and expect.
- A changing economic and technological environment includes new challenges and opportunities to attract, educate, groom, and retain talent across the Navy and Marine Corps teams.

The naval services are about the national capability to project power and continually achieve maritime dominance.

- The DON will align National Defense Strategy-informed plans with the right leaders, tools, budget, and technology advancements, while communicating effectively with our Allies and Partners.
- Our Department’s relationship with the American innovation ecosystem must evolve in more constructive and mutually beneficial ways, enhancing our existing relationships with industry, to include small businesses, while building new ones for the future.

The DON will improve our enterprise processes to enable our people to meet complex future challenges. This document comprises our business plan to do just that, with end states that are objective and measurable.

- Process improvement requires adequate analytic workspace, quality analytic tools, and skilled analysts to enable data-driven decisions.
- The DON will leverage our partnerships with industry to include small businesses, in order to incorporate leading practices in how we equip, train, and fight.
SB Prime Contracting

FY15 – FY17 data are all validated. FY18 is current as of 01 October 2018.
# Sea Air Space Event

[Image: Sea Air Space Event

www.seaairspace.org

MAY 6 - 8, 2019
GAYLORD NATIONAL CONVENTION CENTER
NATIONAL HARBOR, MD

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JULY 25 - 26, 2019 | SAN DIEGO, CA

DEPARTMENT OF THE NAVY GOLD COAST

SMALL BUSINESS PROCUREMENT EVENT

July 25 - 26, 2019

San Diego Convention Center
111 W. Harbor Drive. San Diego

www.navygoldcoast.org
Get Connected

DON OSBP Facebook Page: www.facebook.com/NAVYOSBP obtain up to date Defense Industry information, Navy and Marine Corps outreach events, informational videos, and participate in Facebook Live events.

DON OSBP YouTube Channel: www.youtube.com

Participate Live with DON Leadership, Small Business Professionals, and in Industry Discussions
Topics Include:
- DON Small Business Utilization
- SBIR/STTR
- Being Procurement Ready
- Market Research
- Acquisition Integrity
- Other Transaction Authority
- Stay Tuned for Future Topics

Stay connected via YouTube and Twitter for announcements, watch tutorials, interviews, events, and get live updates from the DON.

Twitter: @DON_OSBP

DON OSBP FY 17 Year in Review In Photos


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