



DoD Small Business Update

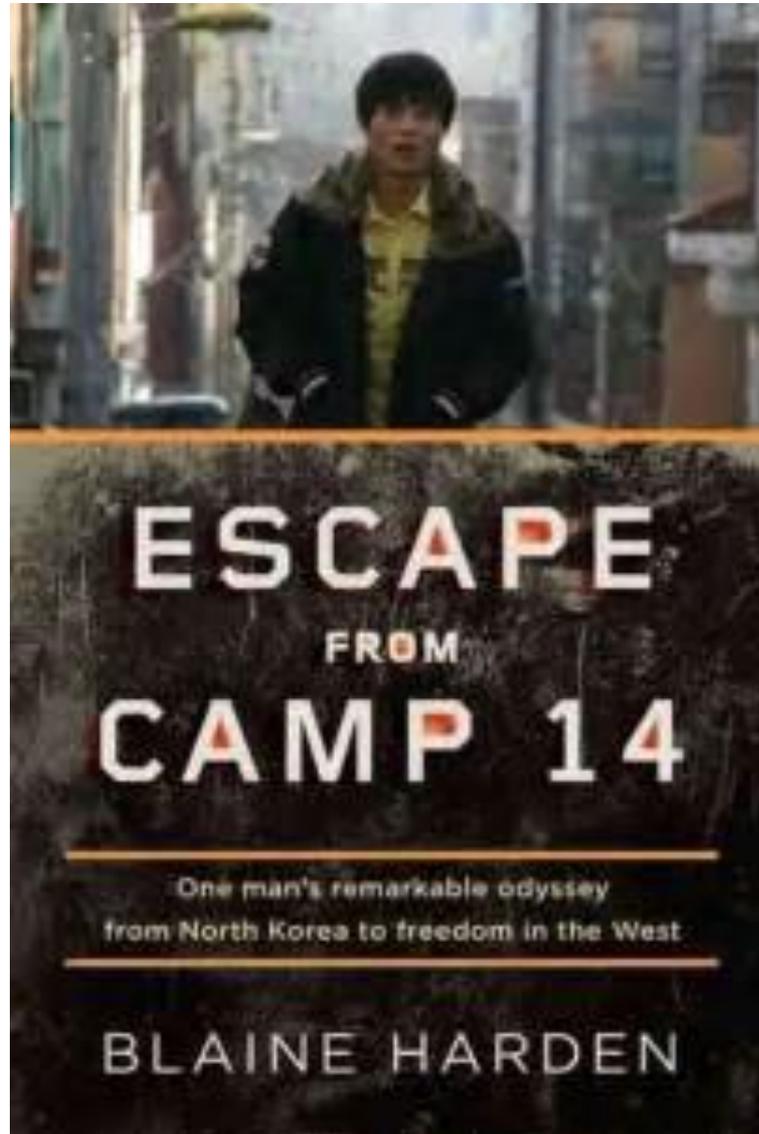
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Presented to: Missile Defense Agency
Small Business Programs Conference

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DoD Update Topics

- National Security
- DoD Budgets and Small Business
- Consolidation
 - Executive Branch Reorganization – OMB Memo; Sect 901
 - Category Management
- Simplification
 - Reduced Regulation – OMB Memo; Sect 809
 - Raise the Simplified Acquisition Threshold/Procedures
- Federal Acquisition Leadership



Discussion Topics

- DoD Small Business Workforce Development
- Cybersecurity and Personally Identifiable Information (PII)
- DoD Small Business Programs
- Small Business Strategy



Small Business Programs

- Small Business Innovation Research/Small Business Technology Transfer
- Rapid Innovation Program (formerly RIF)
- Mentor Protégé Program
- Indian Incentive Program
- Procurement Technical Assistance Program (DLA lead)
- Socio-Economic Programs
- Regional Councils



DoD Small Business Strategy

Step 1

Resource, train & educate the small business workforce.

Program Manager

Step 2

Build relationships to support the acquisition process.

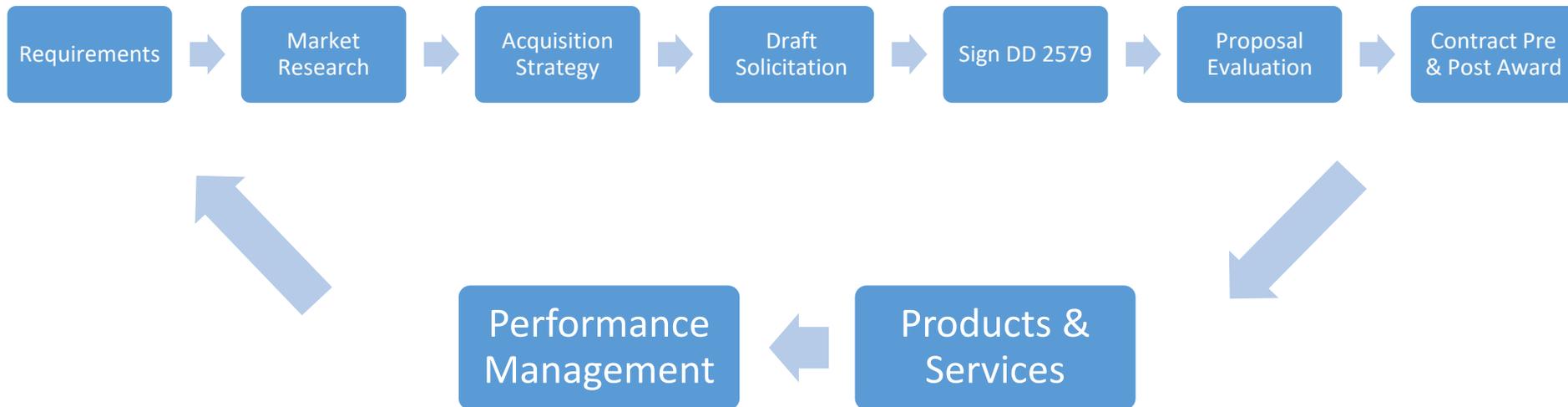
Small Business Professional

Contracting Officer



SBPs Role in the Acquisition Process

Participate in these activities.



Monitor these activities.



What Small Businesses sold to DoD in FY2016 as Prime Contractors

35%

- \$20.4B, NAICS 54
- Professional, Scientific & Technical Services

26%

- \$15.1B, NAICS 31-33
- Manufacturing

16%

- \$9.5B, NAICS 23
- Construction

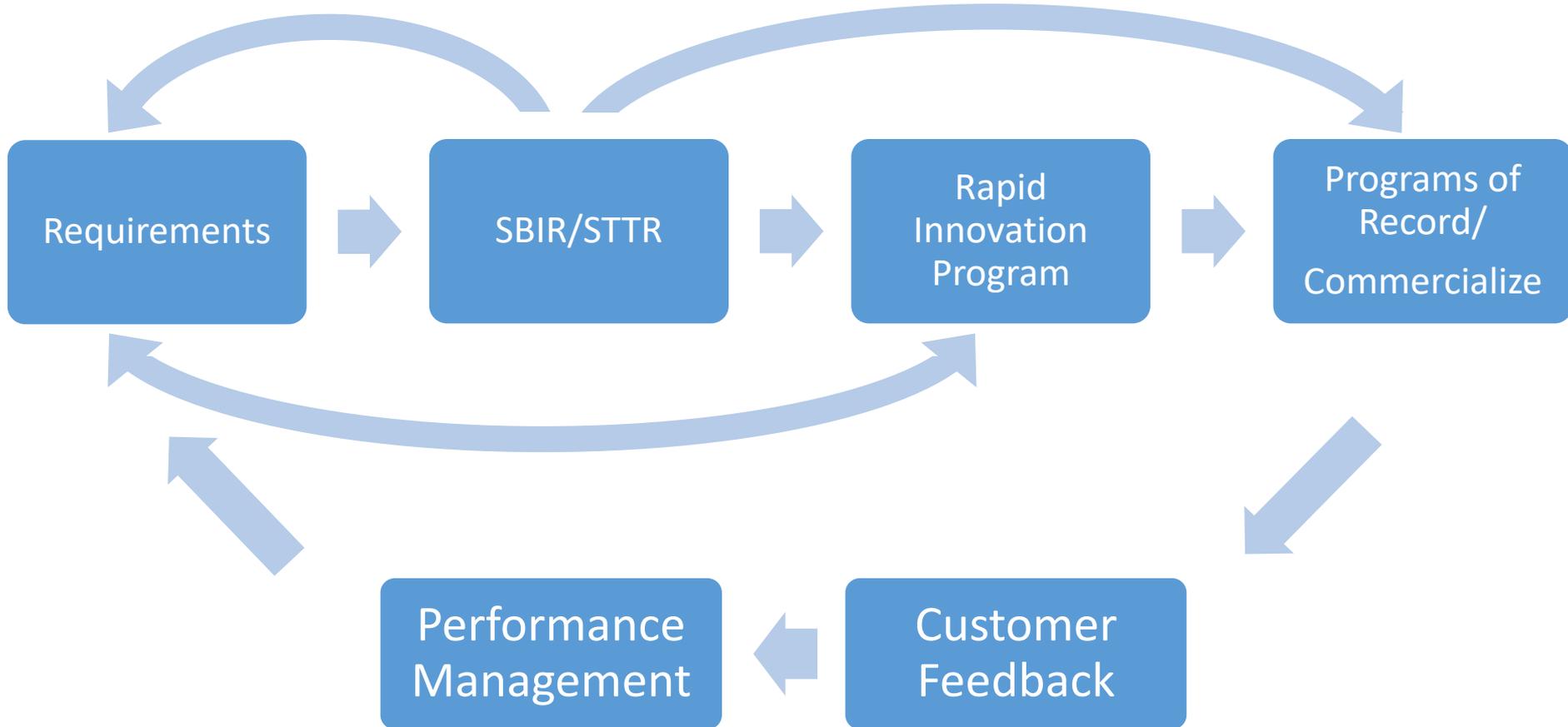
8%

- \$4.4B, NAICS 56
- Admin & Support, Waste Mngt & Remediation

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



Small Business Tech Innovation Programs





Examples

ABM Nosecone



Mentis Sciences
Developed proprietary processes to fabricate radomes and nosecones

BrainScope One



BrainScope
Creating a brain injury information hub



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.