

# DEPARTMENT OF THE NAVY SMALL BUSINESS PROGRAMS

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## MENTOR-PROTEGE

### THE HONORABLE RAY MABUS & ROBERT WORK APPOINTED AS SECRETARY & UNDER SECRETARY OF THE NAVY

**Ray Mabus**, former Mississippi governor and U.S. ambassador to the Kingdom of Saudi Arabia, was sworn in May 19, 2009 as the 75th secretary of the Navy. The Secretary of the Navy is responsible for conducting all the affairs of the Department of the Navy, including recruiting, organizing, supplying, equipping, training, and mobilizing.

Additionally, he oversees the construction, outfitting, and repair of naval ships, equipment and facilities, and is responsible for the formulation and implementation of policies and programs that are consistent with the national security policies and objectives established by the president and the secretary of defense. As the youngest governor of Mississippi in more than 100 years at the time of his election, he stressed education and job creation.

**Robert Work** was confirmed as Under Secretary of the Navy on May 19, 2009. During a 27-year career in the Marine Corps, Robert Work held a range of key command, leadership, and management positions. His last assignment was as Military Assistant and Senior Aide to Secretary of the Navy Richard J. Danzig.

Mr. Work has directed and analyzed war games for the Office of Net Assessment, Office of the Secretary of Defense; contributed to Department of Defense studies on global basing and emerging military missions; and provided support for the 2006 Quadrennial Defense Review. In this capacity, Work serves as the deputy and principal assistant to the secretary of the Navy and acts with full authority of the secretary in the day-to-day management of the Department of the Navy. Work was a distinguished graduate of the Naval Reserve Officers Training Course at the University of Illinois, and was commissioned a second lieutenant in the U.S. Marine Corps in August 1974.



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### DEPARTMENT OF THE NAVY SMALL BUSINESS 2010 UPCOMING EVENTS

- Navy Small Business Training Conference  
February 9-11, 2010- New Orleans, LA
- 4th Annual Navy Blue Coast Conference  
May 11-13, 2010- Virginia Beach, VA
- 6th Annual National Veteran Conference  
July 19-22, 2010- Las Vegas, NV
- Navy Gold Coast Conference  
August 16-19, 2010- San Diego, CA



**U.S. NAVY NAMED "TOP" AGENCY FOR DIVERSITY**

On behalf of diversity business owners throughout the country, Kenton Clarke, President & CEO of DiversityBusiness.com was delighted to have selected the U.S. Navy as one of "America's Top Government Agencies for Multicultural Business Opportunities". This award called the Div25, is a list of the Top 25 Government Buyers of Diversity Products and Services in the United States. The award is based on such factors as the volume, consistency and quality of business opportunities an agency grants to women- and minority-owned suppliers. It is a leading indicator of which organizations provide the best and the most business for diversity-owned companies. The list has become the most recognized and respected compilation of companies that truly differentiate themselves in the market place in a time when diversity as never been more important.

**NAVY WINS TWO 2009 NUNN-PERRY AWARDS**

In 1995, the DoD Office of Small Business Programs (OSBP) presented the first Nunn-Perry Awards to recognize and highlight outstanding and successful mentor-protégé relationships. The Nunn-Perry award is named in honor of former Senator Sam Nunn for his vision and insight in sponsoring legislation to create and fund the DoD MP Program and in honor of former Defense Secretary William Perry for his commitment to its implementation. Together, they have made this program an important and visible program in the U.S. Department of Defense (DoD).

**Mentor- Raytheon Missile Systems (Tucson, AZ)**

**Protégé- Tampa Brass & Aluminum Corp (TBA) (Tampa, FL)**

**DoD Sponsor:**

U.S. Department of the Navy

**Mentoring Assistance Provided By:**

Bethune Cookman University (HBCU)

Before this agreement, TBA was limited to machining aluminum and brass. Through Raytheon's specific technical training TBA now is proficient in machining tungsten and stainless steel materials, making them part of TBA's core competency. Raytheon helped TBA standardize tooling and fixtures to reduce set-up time by 200%, which makes TBA more competitive (award wins from 10% to more than 50%). TBA's partnership with Bethune Cookman student interns played an integral role in the development and implementation of this standardization. Management productivity metrics have been established. All key managers report their performance data that measure the status and health of its respective departments. This is a new process that has been proven to be a valuable management tool.

**Mentor- Q.E.D. Systems, Inc. (Virginia, VA)**

**Protégé- Maintenance & Inspection Services, Inc. (Morganton, NC)**

**DoD Sponsor:**

U.S. Department of the Navy

**Mentoring Assistance Provided By:**

Appalachian State University (SBTDC), North Carolina Procurement Technical Assistance Center (NCPTAC)

Through this mentor-protégé relationship, MIS has gained a competitive edge necessary for performing on DoD and other Federal contracts, resulting in an enhanced employee base and increased revenue. In FY08, QED assisted MIS in significantly expanding its workforce by over 273%. In addition, MIS' annual revenues increased to over \$2.2 million, which is an increase of over 170%. The mentor, QED, issued over \$1.2M in subcontracts to MIS for FY08, with payments exceeding \$900K. This amount exceed their goal for FY08 by over 900%.



## DON SMALL BUSINESS FY 2010 INITIATIVES

- Continue Implementation of Command Champion Program
  - Expand Command Champion at each Command
  - Increase Command Support
- Revitalize visibility and accountability of the Navy Small Business Program
  - Develop Internal training
  - Implement a Navy Small Business Road show
  - Revamp Navy Small Business Awards Program
  - Secretary's Cup
    - Investigate monetary awards
- Establish plan to meet SDVOSB 3% goal
  - Establish and managed a SDVOSB Program
  - Commit a FTE to SDVOSB
  - Increase utilization of military personnel at conferences
  - Continue the Command Champions SDVOSB role



## IMPORTANT FACTORS BEHIND SUCCESSFUL AGREEMENTS

### Reporting & Reviews:

1. Coordinate w/ Head Contracting Activity (HCA) to administer the proper requirements are met.
2. Formulate an accurate proposed milestone chart.
3. Submittal of monthly expenditure reports by the 20th of each month.
4. Submittal of timely Semi-Annual Reports.



# Special Alert: Recognizing all OSBP Programs

**HUBZone**- <https://eweb1sp.sba.gov/hubzone/internet/index.cfm>

**WOSB**- <http://www.acq.osd.mil/osbp/programs/wosb/index.htm>

**SDVOSB**- <http://www.acq.osd.mil/osbp/programs/veterans/index.htm>

**MP Program**- <http://www.donhq.navy.mil/OSBP/index.html>

**IIP**- <http://www.acq.osd.mil/osbp/programs/iip/index.htm>

**Comprehensive Subcontracting Test Program**- <http://www.acq.osd.mil/osbp/programs/csp/index.html>

**HBCU/MI**- <http://www.acq.osd.mil/osbp/programs/hbcumi/Home.htm>

**SBIR & STTR**- <http://www.acq.osd.mil/osbp/sbir/index.htm>





# Blue Coast Updates



## NAVY HOLDS 3RD ANNUAL BLUE COAST CONFERENCE

### About the Conference:

This year's Navy Blue Coast Conference was a "conference within a conference", which was conveniently co-located with the Joint Warfighting Conference at the Virginia Beach Convention Center. This unique, inclusive format allowed small businesses the opportunity to maximize their time by attending small business training sessions and participating in a larger conference and exhibition as well.

The purpose of this conference provided a forum to educate, guide and assist small businesses in working with the federal government on the East Coast. It was geared not only to those who currently do business directly with the government, but to all relevant businesses, including those interested in working with the Navy. Speakers and topics are specifically chosen to be pertinent to companies interested in doing business with the government. Offerings are included for all experience levels, from novice to seasoned small businesses.

A plenary session with guest speakers was followed by a number of break-out sessions addressing an assortment of related topics, such as: "Back to Basics– Doing Business with the Federal Government (Beginner Level)" and "Don't Do it Alone– Formal & Informal Partnering (Advanced Level)". In addition, there were plenty of opportunities for networking that including a matchmaking event with representatives from both government and large prime contractors.



3RD ANNUAL NAVY BLUE COAST PRESENTATION LINKS:  
<http://www.sellingtonavy.org/>

