

**SMALL  
BUSINESS  
PROGRAMS  
CONNECTION  
(SBPC)**

**Department of Navy  
Office of  
Small Business Programs**



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**SPECIAL  
POINTS OF  
INTERESTS:**

- **2008 Golden Talon Award**
- **DoN Mentor-Protégé Program (MPP)**
- **SBA Partnership with the Department of the Navy**
- **DoN Small Business Council Meeting**

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**eSRS Reporting... Things to Know**

- Remember that any government role within eSRS has the ability to run reports on the data.
- When you run a report, it will show up on your reports list. You can regenerate the report when you need to or delete the report from your list when you are done.
- Your eSRS reporting access level is based on the organization you registered under. For instance, if you are logged in under the Department of Defense you will have access to all DoD reports. If you registered under the Department for the Army, you will only see Army reports.
- Unless you are running a Pre-Defined ISR or SSR status report, you will only be able to view data from reports that have been **“Accepted”** in the system. Reports that are in any other phase will not be visible.
- These phases include **“Pending,” “Rejected,” “Revised,”** and **“Reopened.”**

**\*Source: Business Transformation Agency (BTA); November 17, 2008 (Electronic File)\***



**2008 Golden Talon Award**



Ms. Dawn Chartier, Small Business Specialist, Naval Air Warfare Center Aircraft Division-Lakehurst (NAWCAD-LKE), was recently awarded the 2008 Golden Talon Award, recognizing her dedication and efforts made toward significantly increasing contracting and subcontracting opportunities for Service-Disabled Veteran-Owned Small Business (SDVOSBs).

Through Ms. Chartier's efforts, NAWCAD-LKE obligated nearly 48%, over \$359 million, of its total obligation authority to small businesses as prime contractors in FY07. In addition, NAWCAD-LKE exceeded the 3% goal for contracting with SDVOSBs during FY07.

As a result of her commitment to SDVOSBs, Ms. Chartier provides counseling sessions to SDVOSBs to inform them of the numerous requirements needed to obtain DoN contracts, including how to

register in the CCR, obtain a CAGE Code, Duns Number, etc. Additionally, Ms. Chartier assist small businesses in finding other small businesses, including SDVOSBs, so they can create teaming or joint-venture agreements.

Recipients of the Special Team Award for Outstanding Service and Creativity in making use of SDVOSB Set-Aside and Sole Source Authority, as well as the 2007 Achievement Award for exceeding the 3% target for SDVOSBs, Ms. Chartier and NAWCAD-LKE continue to show their commitment in ensuring acquisition strategies provide maximum opportunities for SDVOSBs participation.



## SBA Partnership with the Department of the Navy

U.S. Small Business Administration



Your Small Business Resource

The U.S. Small Business Administration and the Department of the Navy today signed a Memorandum of Agreement that will improve federal contracting opportunities for more than 240 small disadvantaged firms participating in the SBA's 8(a) Business Development program in all 50 states.

Under the agreement, the Naval Sea Systems Command will use its SeaPort-e Web-based services acquisition tool containing Multiple Award Contracts to award federal contracts directly to firms participating in the 8(a) program. The 8(a) program is a business development program that provides management and technical assistance, and assistance in identifying federal contracting opportunities to socially and economically disadvantaged businesses. These firms will have the opportunity to perform 22 types of services, including research and development support, engineering and acquisition logistics support.

"The SBA and Department of Navy have a unique opportunity to create opportunities for 8(a) companies and help them develop and become viable in the federal contracting arena, an integral part of the business development assistance provided by the 8(a) program," SBA Acting Administrator Jovita Carranza said.

This is a great example of a military department and a civilian agency working together to expand opportunities and improve diversification of our industrial base. I applaud the Navy and SBA's hard work to realize the vision to provide for competitive 8(a) restricted competition under the SeaPort-e program," said Tim J. Foreman, Director of the Office of Small Business Programs for the Office of the Secretary of the Navy.

Under the agreement, the Navy will be able to expedite the competition and award process directly with 8(a) firms without SBA as an intermediary. Other benefits of the partnership agreement include:

- Contract Opportunities for 8(a) firms in the states affected by these procurements;
- Restriction of task order requirements under the Multiple Award Contracts tool solely for 8(a) competition on 22 types of services;
- An annual rolling admissions period to allow more small businesses to become Multiple Award Contracts awardees within SeaPort-e;
- Provisions to allow existing prime contractors to renew their size status in accordance with SBA's new recertification rule;
- Rules permitting 8(a) participants to compete on non-8(a) task orders under a contract once they are listed on Navy's Multiple Award Contracts tool; and
- A five-year base ordering period and two five-year contract award terms under the Multiple Award Contracts tool for 8(a) program participants.

**\*Source; SBA Press Release: 7/14/08\***

**The following media outlets picked up this press release:  
Reuters, Wall Street Journal's Market Watch, Smart Money and International Business Times**



## Department of the Navy Mentor-Protégé Program



The Navy Mentor-Protégé Program is alive and well. This has been a challenging year for the DoD Mentor-Protégé Program (MPP). However, through limited funds, DoN was able to award three new agreements.

Currently, the Navy has ten active agreements and would like to welcome the latest Mentor-Protégé teams, Lockheed Martin/Aegisound and Raytheon/UEC; both of whom are sponsored by Naval Air Systems Command (NAVAIR). Additionally, we would like to welcome the Northrop

Grumman/Customs Manufacturing & Engineering, Inc., Mentor-Protégé team, which we are pleased to announce is our very first agreement with the Marine Corps Systems Command.

DoN's ability to fund new agreements during a difficult time of limited resources is a direct result of establishing effective processes as well as employing efficient management strategies, which assisted our office in identifying expiring funds, which were later used to fund new agreements.

I encourage each of you to seek opportunities where a Mentor-Protégé agreement may be beneficial to your Command and work with our office to move your plans forward.

Finally, I want to thank all of the members who have diligently worked and assisted us in fostering the success of our Mentor-Protégé Program and we look forward to continuing our work with you as we expand the overall impact of the technologies provided to our warfighters.

Oreta Stinson,  
Program Manager

## MENTOR-PROTÉGÉ SPOTLIGHT

Recently, the Department of the Navy (DoN) entered into three new Mentor-Protégé (MP) Agreements; Lockheed Martin, who is partnering with Aegisound, LLC, to become a supplier of advanced hearing-protection devices for military high-noise environments; Raytheon Missile Systems, who is partnering with UEC Electronics, LLC, to provide engineering and Automated Test Equipment Support; and Northrop Grumman Electronic Systems, who is partnering with Customs Manufacturing & Engineering, Inc. to provide six specific areas of support split between engineering, technical assistance, and business process assistance. With the addition of these agreements, the DoN Mentor-Protégé Program continues to demonstrate a commitment in providing increased technical capabilities to support our warfighters.

Working through the DoN Mentor-Protégé Program, Lockheed Martin will assist Aegisound, a Historically Underutilized Business Zone (HUBZone) company, with developing its capabilities for defense, aerospace and commercial markets. With the assistance from the Navy, Lockheed Martin and Morehouse College, a Historically Black College/University (HBCU), Aegisound plans to manufacture a new generation of hearing protection equipment developed for military crews who brave earsplitting racket and risk their hearing on the flight decks of aircraft carriers around the world.

Currently, Raytheon Missile Systems (RMS) is working with UEC Electronics, LLC, to provide assistance and training using Process Improvement Tools, Productivity Improvement Evaluations, and other management and technical assistance that can be used to assess and optimize UEC's supply chain operation, eliminate production bottlenecks, and prioritize sub-tier supplier activities. Further, Raytheon will work closely with UEC to develop a manufacturing optimization model to improve manufacturing capability and reduce production costs and cycle times.

Through the Northrop Grumman Electronic Systems/Customs Manufacturing & Engineering, Inc. (CME), MP agreement, Northrop Grumman will assist in the continued strengthening of CME's ability to transition their own SBIR developed technology. Further, Northrop Grumman will provided CME with technology transfer that will enable them to more effectively produce power supplies for future generation combat systems as well as offer advanced technologies that can improve design performance and/or lower costs of manufacturing for future radar power supplies.



## DoN Small Business Council Meeting Naval Inventory Control Point Philadelphia, PA

The Department of the Navy Small Business Council is chaired by the Director, Secretary of the Navy Offices of Small Business Programs as directed in SECNAV Instruction 4380.8B, Implementation of the Department of the Navy Small and Disadvantaged Business Utilization (SADBU) Program dated 13 December 2005. Small Business Council meetings are held quarterly and consist of the Associate Directors of the eleven Head Contracting Activities. During these meeting the members discuss and exchange information on topics that impact and or influence the Department's Small Business Programs.



During the last quarterly Council meeting, held at the Naval Inventory Control Point in Philadelphia, PA, some of the topics discussed included: increasing Service-Disabled Veteran-Owned Small Business (SDVOSB) opportunities; Small Business Specialist participation in acquisitions reviews; validation of Federal Procurement Data Systems Next Generation (FPDSNG) data; implementation of eSRS; Navy Strategic and Execution; update on the Navy Mentor-Protégé Program; specifically the Navy Blue and Gold Coast Conference; update on Seaport (e) 8(a) agreement; and upcoming surveillance reviews; and upcoming small business events.



All Small Business Specialist are encouraged to send their ideas and recommendations to their Associate Directors for discussion at the Navy Small Business Council Meeting.



## 2009 Upcoming Events

**National HBCU/MI Conference**  
February 3<sup>rd</sup> - 5<sup>th</sup>, 2009  
Atlanta, GA

**DoD Mentor-Protégé Conference**  
March 2<sup>nd</sup> - 5<sup>th</sup>, 2009  
San Francisco, CA

**OSDBU Conference**  
April 22<sup>nd</sup>, 2009  
Dulles, VA

**Navy Blue Coast Small Business Opportunity Conference**  
May 12<sup>th</sup> - 14<sup>th</sup>, 2009  
Virginia Beach Convention Center

**DoD Small Business Training Conference**  
May 18<sup>th</sup> - 22<sup>nd</sup>, 2009 (Tentative)  
Venue (TBD)

**National Veterans Conference, July 20<sup>th</sup> - 24<sup>th</sup>, 2009**  
Las Vegas, NV

**Navy Gold Coast Small Business Opportunity Conference, Dates & Venue (TBD)**

