



# OSBP Mission

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- We advise the Secretary of Defense on all matters related to small business and are committed to maximizing the contributions of small business in DoD acquisitions. We provide leadership and governance to the Military Departments and Defense Agencies to meet the needs of the nations' Warfighters, creating opportunities for small businesses while ensuring each tax dollar is spent responsibly.



# OSBP Approach

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- There is opportunity to show that increased small business participation can achieve all of these objectives while protecting the warfighter.
- Supporting Better Buying Power initiatives through a programmatic approach.
- MDA OSBP is a leader in developing next generation capabilities amongst its industrial base.
- DoD focus is on:
  - Leveraging real competition
  - Smarter spending and eliminating inefficiencies
  - Restoring affordability to defense goods and services



# OSBP Approach

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- Office of the Secretary of Defense, OSBP will continue to align our office to deliver capabilities to the needs of DoD.
- OSBP is here to help with challenges related to policy, technology, and acquisition as well as provide innovative approaches to solving complex problems.
- We also provide consulting services to DoD regarding business plans and acquisition strategies.
- We assist in developing analysis models and market research best practices. i.e. MaxPrac.



# OSBP Five Areas of Efficiencies

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## 1. Policy

- Following Executive Order issued by the President in January - reducing the number of policies, removing outdated inefficient policy and craft new policy in plain language.
- Small business Innovation Research

## 2. Training

- Implement training across the acquisition workforce that drive consistencies and allow for continuity.
- Develop training for non acquisition workforce to assist with creating synergies when developing requirements.

## 3. Operationally

- Continue to move SBIR and Mentor Protégé into the 21<sup>st</sup> century.



# OSBP Five Areas of Efficiencies

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## 4. Contracting

- Reduce the barriers of market research when identifying opportunities for small business.
- Implementing sound policies that align with small business needs to remain competitive.
- Work with the SBA on issues that impact DoD small businesses.

## 5. Planning

- Aligning small business proven capabilities with the urgent needs within DoD.
- OSBP is working closer with Acquisition, Contracting and Program Elements.



# Improving Efficiency in Acquisition

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- Policy
  - Continued implementation of the September memo provided by the Under Secretary (AT&L).
  - Developing policy that will link performance to small business goals and opportunities.
  - Working with Senior Acquisition Executives to implement small business plans and creating opportunities.
  - Further alignment of small business goals with Office of the Secretary senior leaders.



## Improving Efficiency in Acquisition

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- Training:
  - Require training at the Program Managers level to receive their Program Management Certification (PMP) as well as the Small Business Specialists working within the DoD military departments and other defense agencies to promote small business opportunities within DoD.
  - Developing small business training plans for contracting officers during recertification stages.



## Improving Efficiency in Acquisition

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- Contracting
  - Peer reviews of acquisition strategies greater than 500 million.
  - Where appropriate apply the rule of two.
  - Source Selection Criteria when determining successful offerors.
  - Weighted Factors and Incentive Fees for those who meet or exceed plans outlined in their proposals.





## Improving Efficiency in Acquisition

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- Accelerated Payments published on 27 April 2011.
  - Allowing for Small Businesses to receive payment on a average of 20-22 days (33%).
  - Stimulate Job Creation
  - Allow for cost reductions in competitive bidding
  - Foster technology development and product/service innovation



# Improving Efficiency in Acquisition

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- New Policies and Initiatives
  - Maximum Practicable Opportunity (MAXPRAC) Tool allows OSBP to use technology to show specific areas down to the NAICS codes where improvements can be made on for small business participation
  - Reinvigorating the Regional Councils
  - Maximizing the contributions of small business in DoD acquisitions.
  - Demonstrating areas where small business can in fact do the job in cases where the conventional thinking is that it cannot.



# Improving Efficiency in Acquisition - Summary

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## What we've done:

- Established senior level meetings to promote standardization across DoD.
- Undersecretary (AT&L) Issued Directive detailing specific implementation guidance for Efficiencies and Better Buying.
- Required OSD Office of Small Business Programs to review acquisition plans for services acquisitions exceeding \$500 million, and to be members of the OSD peer reviews of services acquisitions.
- Issued joint memo between DPAP and OSBP to encourage the use of market research during small business contracting.
- Developed a market research tool to promote maximum practicable opportunities.
- Streamlining the SBIR process
- Issued guidance to increase small business participation throughout DoD



# Improving Efficiency in Acquisition - Summary

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## What we are doing:

- Encouraging the use of Multiple Award/IDIQ contracts among small businesses, where suitable
- Developing detailed guidance for establishing a an approach of specific contract types in services acquisition that promote small business competition.
- Holding bi monthly meetings with senior executives to discuss best approaches to accomplishing the DoD wide goals.
- Performing additional outreach efforts with senior DoD officials.

## What needs to still be done:

- Establish market survey center of excellence that will house market research best practices.
- Where appropriate, automate and e-enable IT infrastructure to assist requirements developers in developing better service contracting requirements