



DoD Office of Small Business Programs

Update for the Missile Defense Agency

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Securing the High Ground



MDA Secures the “High Ground”



DoD Prepares for Current Threats

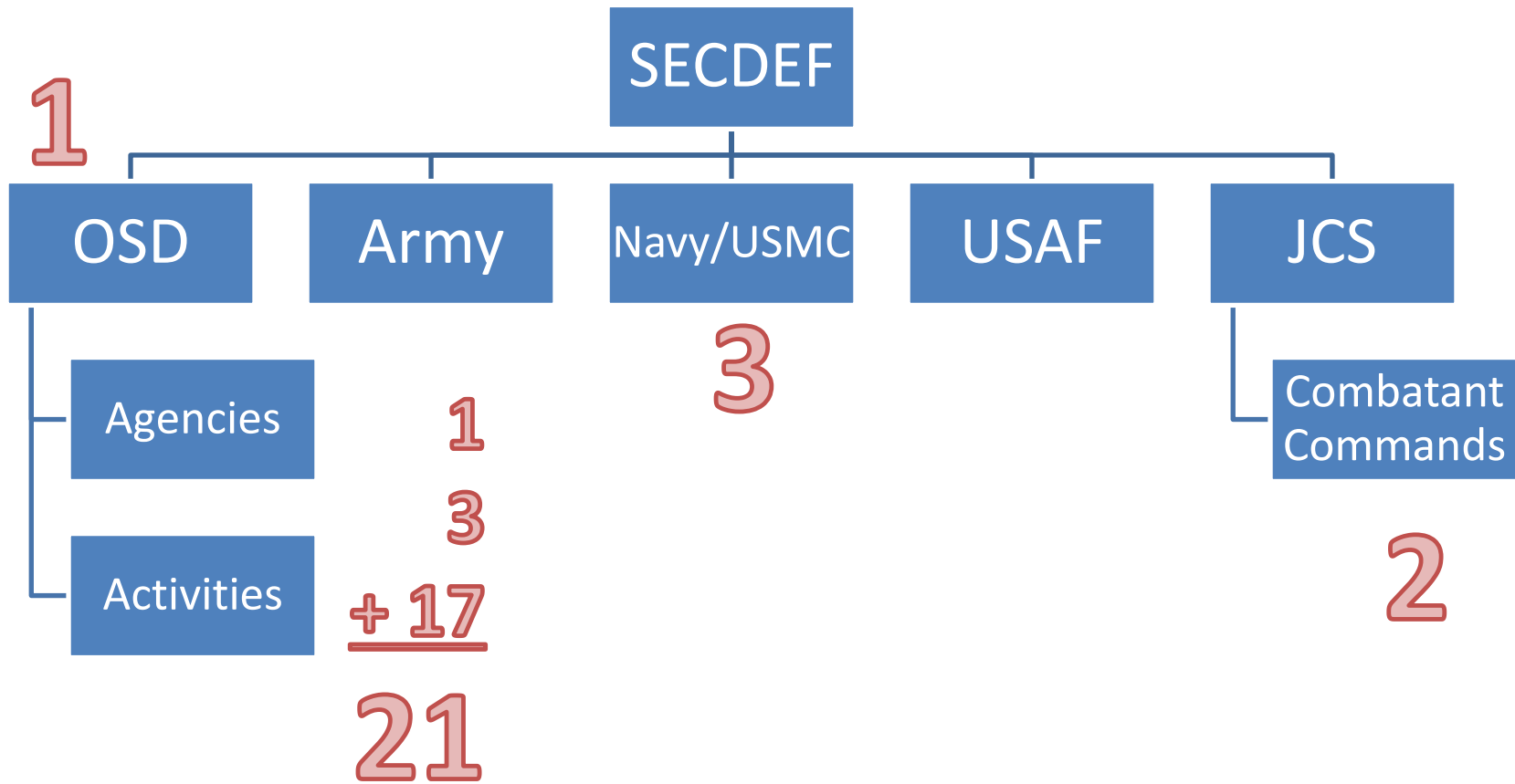


Third Offset: Preparing for Future Threats

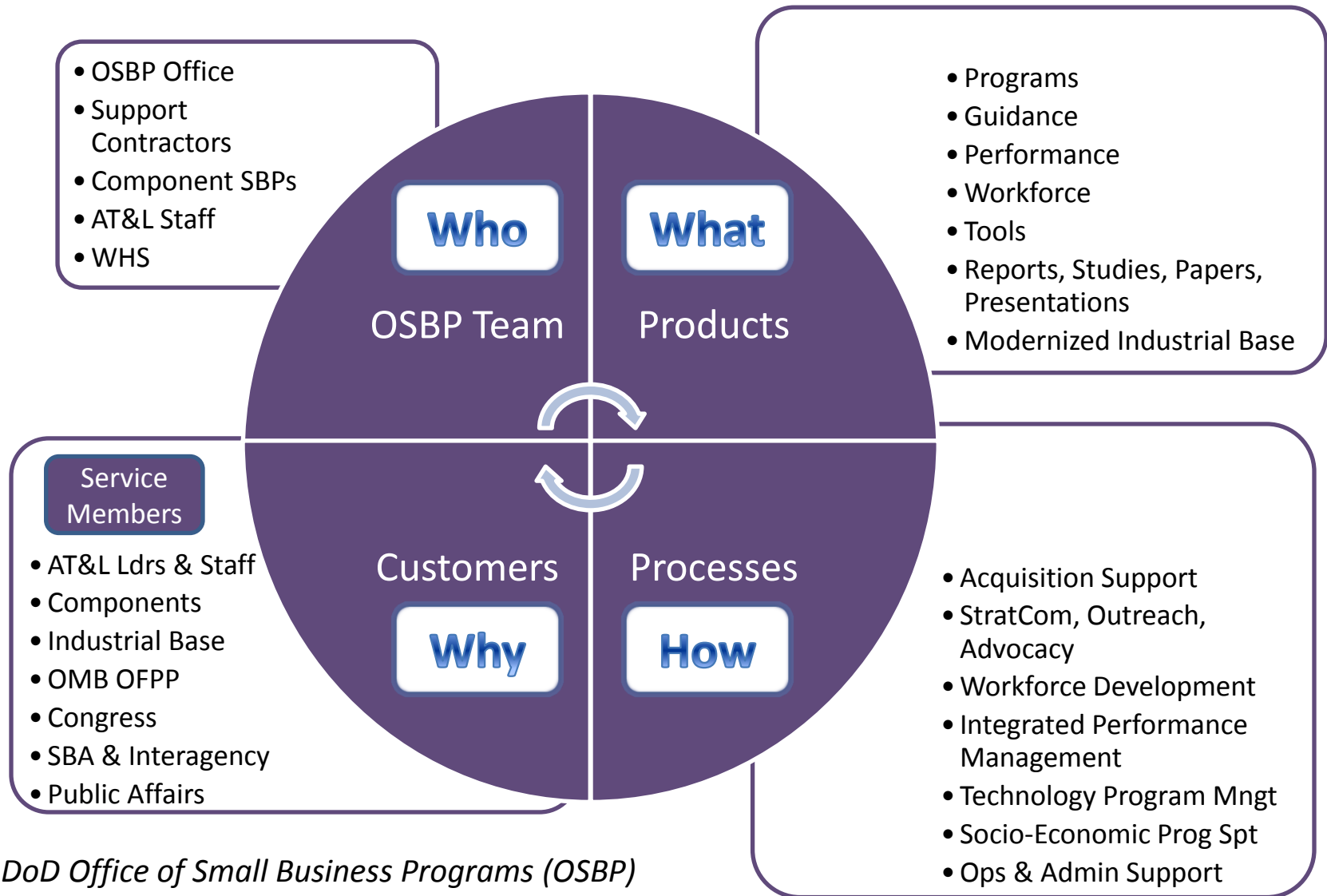


Third Offset = Human-Machine Collaboration

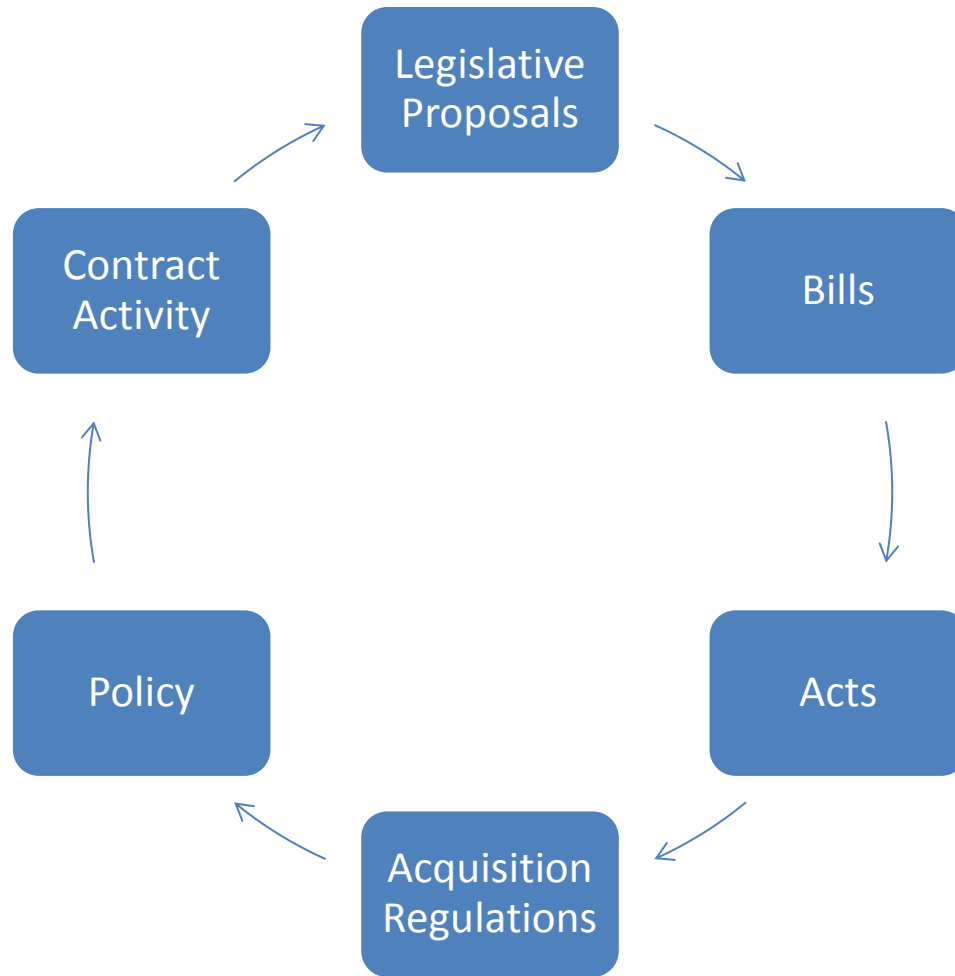
27 DoD & Component Lead OSBPs



Who we are, What we do, How we do it and Why



Legislation, Regulation and Policy Framework - 1



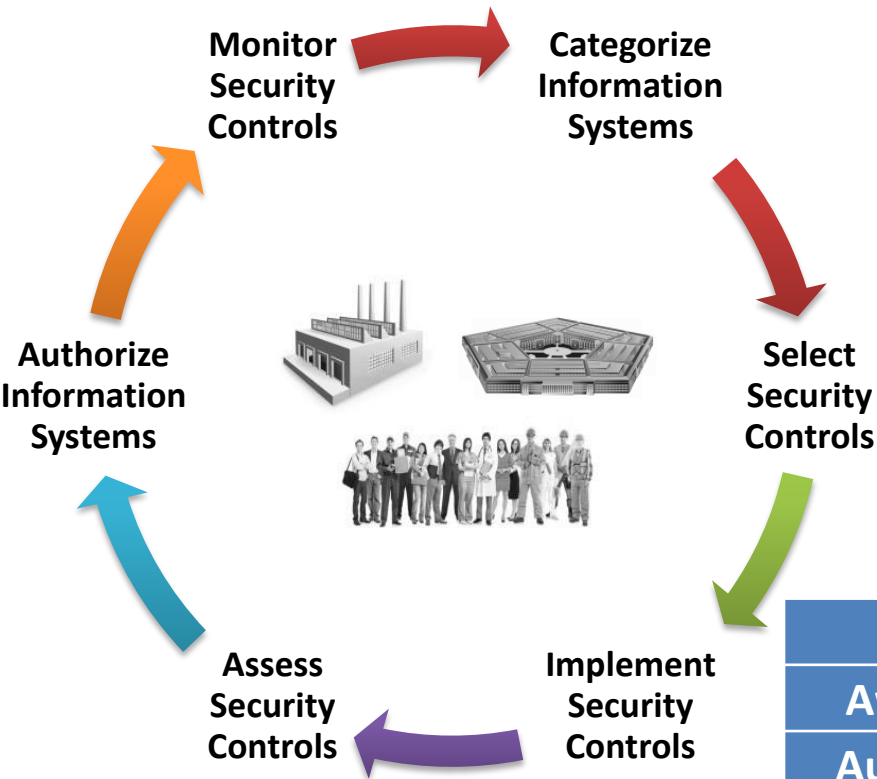
Some of the Topics Monitored by OSBP



- Acquisition Reform
- Comprehensive Subcontracting Plan
- Mentor Protégé Program
- Small Business Innovation Research
- Overseas Procurement
- Small Business Scorecard
- Subcontracting Surveillance
- DoDI 4205
- Cybersecurity



Practice Cybersecurity



1. Comply with DFARS clause 252.204-7012.

2. Use the Risk Management Framework (NIST Pub 800-53).

| | |
|---------------------------------|-------------------------|
| Access Control | Media Protection |
| Awareness & Training | Personnel Security |
| Audit & Accountability | Physical Protection |
| Configuration Management | Risk Assessment |
| Identification & Authentication | Security Assessment |
| Incident Response | System & Com Protection |
| Maintenance | System & Info Integrity |

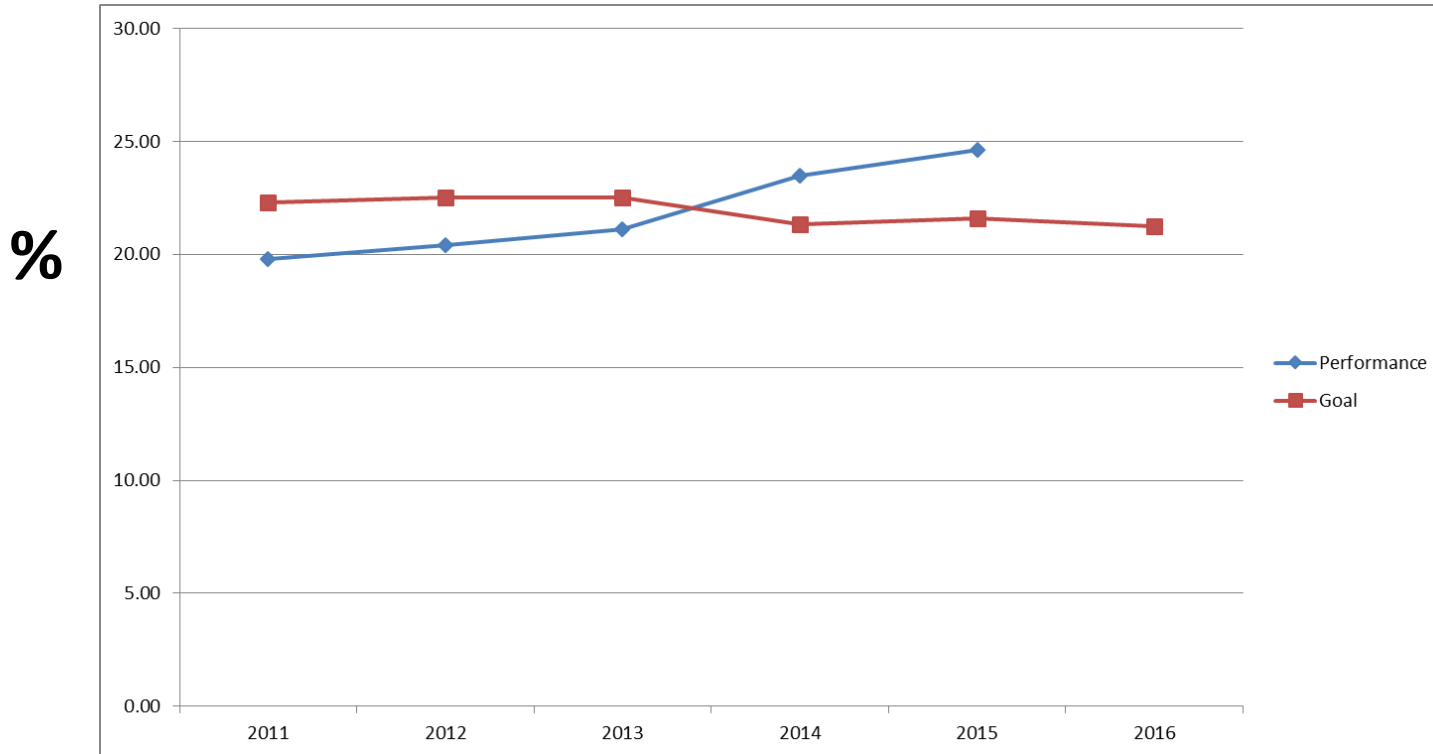
3. Implement NIST checks and controls (Pub 800-171).

4. Report incidents to <http://dibnet.dod.mil/>

DoD Small Business Performance



Prime Contracting to Small Businesses



The numbers show that DoD is increasing contract opportunities for small businesses.

2016 Issues

- **Overseas procurements**
- **Large acquisitions**
- **34.5% Subcontracting goal**

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------------------|-------|-------|-------|-------|-------|-------|
| Performance | 19.80 | 20.41 | 21.09 | 23.47 | 24.64 | |
| Goal | 22.30 | 22.50 | 22.50 | 21.35 | 21.60 | 21.26 |
| SDB 5% | 6.90 | 7.30 | 7.79 | 8.95 | 9.53 | |
| WOSB 5% | 3.43 | 3.38 | 3.57 | 3.97 | 4.43 | |
| SDVOSB 3% | 2.02 | 2.33 | 2.64 | 3.04 | 3.45 | |
| HUBZone 3% | 2.58 | 2.18 | 1.78 | 1.93 | 1.87 | |

Note

- **FY2015 are Official Results**
- **Data from FPDS-NG**



DoD & SBA Collaborate



- PTAC/SBDC
- Outreach
- DD 2579
- Acquisition Strategy
- KO/PCR
- Certification
- Goaling
- Reports
- Compliance
- Ombudsman
- SBIR
- MPP
- FPDS
- SBPAC
- IATF Vet BD
- OMB OFPP
- Congress
- Cabinet

New SBA Scorecard in FY17



| Department of Defense FY2014 Small Business Procurement Scorecard | | | | A |
|---|------------------|-----------|----------------------|---------|
| | | | | 103.02% |
| FPDS-NG Prime Contracting Data as of Feb. 20, 2015 eSRG Subcontracting Data as of Mar. 13, 2015 | | | | |
| Prime Contracting Achievement: | | | 84.37% | |
| | 2013 Achievement | 2014 Goal | 2014 Achievement | |
| Small Business | 21.09% | 21.35% | 23.47% (\$61.3 B) | |
| Women Owned Small Business | 3.57% | 5.00% | 3.97% (\$9.2 B) | |
| Small Disadvantaged Business | 7.79% | 5.00% | 8.95% (\$25.7 B) | |
| Service Disabled Veteran Owned Small Business | 2.64% | 3.00% | 3.04% (\$7.9 B) | |
| HUBZone | 1.78% | 3.00% | 1.93% (\$4.5 B) | |
| Subcontracting Achievement: | | | 8.69% | |
| | 2013 Achievement | 2014 Goal | 2014 Achievement | |
| Small Business | 35.40% | 36.70% | 33.20% | |
| Women Owned Small Business | 5.70% | 5.00% | 5.70% | |
| Small Disadvantaged Business | 4.70% | 5.00% | 4.60% | |
| Service Disabled Veteran Owned Small Business | 2.20% | 3.00% | 2.10% | |
| HUBZone | 1.50% | 3.00% | 1.50% | |
| Success Factors | | | 9.96% | |
| Plan Progress, Success Factor Grading Scale: | | | | |
| Factor Subtotal Score / 7 | | | Peer Review Score | |
| 1. Commitment to Small Business Utilization - The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services. | | | 1.00 | |
| 2. Effective Engagement of Senior Level Management in Achieving Small Business Goals - The Agency's senior leadership (i.e. Deputy Secretary, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSD/BU Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level. | | | 1.00 | |
| 3. Data Quality of Small Business Contracting - The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality. | | | 1.00 | |
| 4. Training of Acquisitions Staff - The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses. | | | 1.00 | |
| 5. Outreach to Small Business - The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses. | | | 1.00 | |
| 6. Bundling Avoidance, Justification and Mitigation - The Agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses. (For applicable dollar threshold for the agency, see FAR subpart 7.104) | | | 0.97 | |
| 7. OSD/BU Organization - The Agency demonstrated, through action and documented evidence, compliance with Section 1591 - Offices of Small and Disadvantaged Business Utilization - of the National Defense Authorization Act (NDAA) of 2013. | | | 1.00 | |
| Prime and Subcontracting Grading Scale: | | | | |
| A = 100% but ≥ 120% | | | | |
| A = 100% but ≥ 100% | | | | |
| B = 100% but ≥ 80% | | | | |
| C = 90% but ≥ 80% | | | | |
| D = 80% but ≥ 70% | | | | |
| F = 70% | | | | |
| Total | | | 6.97 | |

FY16 Scorecard

Prime Contracting 80% to 50%

Subcontracting & Success Factors 20% to 50%

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| F = 70% | | | | |
| Total | | | 6.97 | |

FY17 Scorecard

Prime & Subcontracts by NAICS

Better Buying Power 3.0 Initiatives for Small Business



Incentivize Innovation by Increasing Return on Small Business Research & Development



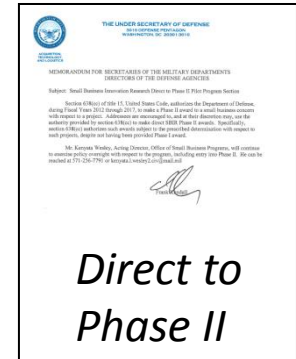
Commercialization



Reporting



Training



Promote Competition by Increasing Small Business Participation



Online Tools



U.S. AIR FORCE

Best Practices



Superior Suppliers



Subcontracting Surveillance



Electronic Subcontracting Reporting Sys¹⁵