



Office of Small Business Programs

FY11

Targets | Achievements

	Small Business Overall	Small / Disadvantaged	Women - Owned	HUBZone	Service - Disabled Veteran Owned
Command	20.00% 21.23%	5.50% 8.49%	3.00% 4.27%	1.10% 0.90%	1.60% 1.91%

DoN OSBP's approach for establishing FY11 targets was based upon a 5 yr historical average & Commands were allowed to submit Proposed targets were based upon the expected fiscal climate and services/product line.



Distribution of Prime Small Business Dollars FY11 as of November 22, 2011

HQ	Goal	Achieved	Obligated
Small Business	7.50%	8.25%	\$244,119,111.20
Small Disadvantaged Business	2.09%	2.39%	\$70,806,659.40
8(a) Procedure	n/a	0.16%	\$4,878,911.69
Veteran Owned Small Business	n/a	2.13%	\$62,939,779.97
Service Disabled Veteran Owned Small Business	0.78%	1.49%	\$43,976,665.57
Women Owned Small Business	1.49%	2.11%	\$62,457,187.57
Certified HUBZone Small Business	0.17%	0.35%	\$10,376,211.95

SSC-PAC	Goal	Achieved	Obligated
Small Business	22.00%	28.14%	\$290,708,857.69
Small Disadvantaged Business	5.01%	7.30%	\$75,367,453.77
8(a) Procedure	n/a	4.12%	\$42,535,465.47
Veteran Owned Small Business	n/a	5.22%	\$53,888,624.52
Service Disabled Veteran Owned Small Business	0.71%	1.96%	\$20,281,962.89
Women Owned Small Business	4.27%	7.46%	\$77,034,208.18
Certified HUBZone Small Business	1.07%	1.94%	\$20,004,914.43

SSC-LANT	Goal	Achieved	Obligated
Small Business	29.74%	31.61%	\$447,914,447.62
Small Disadvantaged Business	8.61%	13.82%	\$195,809,601.93
8(a) Procedure	n/a	12.21%	\$173,084,435.15
Veteran Owned Small Business	n/a	5.52%	\$78,215,470.79
Service Disabled Veteran Owned Small Business	2.65%	2.39%	\$33,919,770.51
Women Owned Small Business	3.79%	4.45%	\$63,043,315.91
Certified HUBZone Small Business	1.39%	1.07%	\$15,225,795.74



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Source:
FPDS-NG
11/21/2011

*Percentage = Dollars/Total Small Business Eligible Dollars

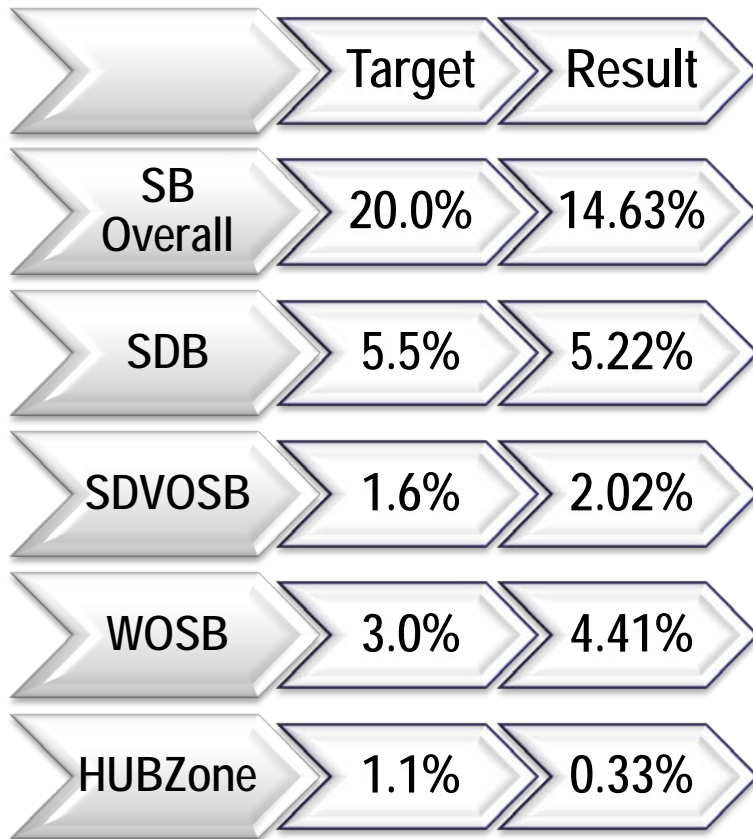


FY Snapshot on November 10

Small Business Statistics Side-Side Comparison

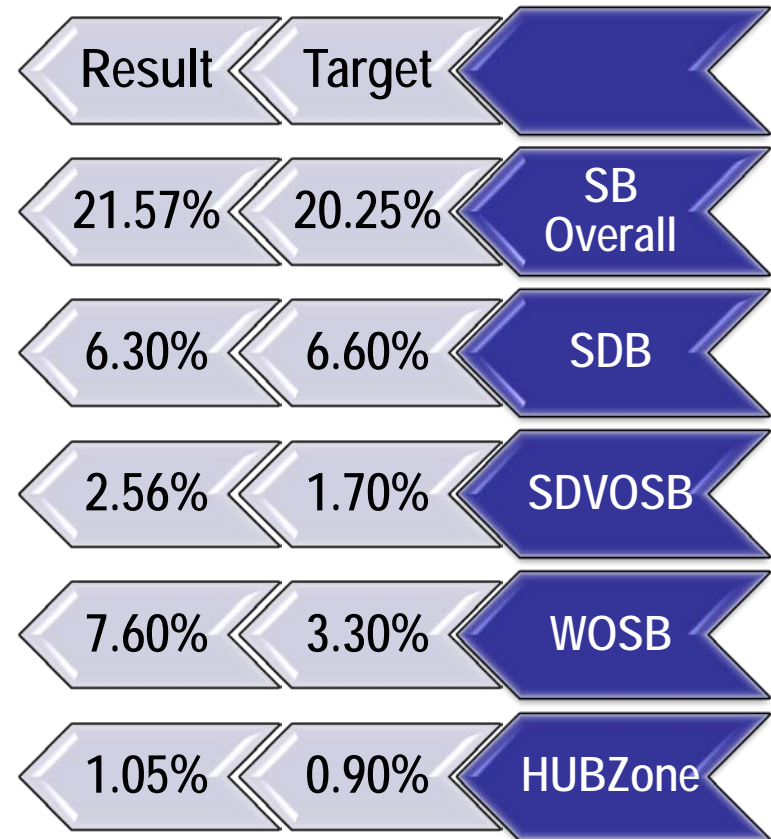
FY11

November 10, 2010



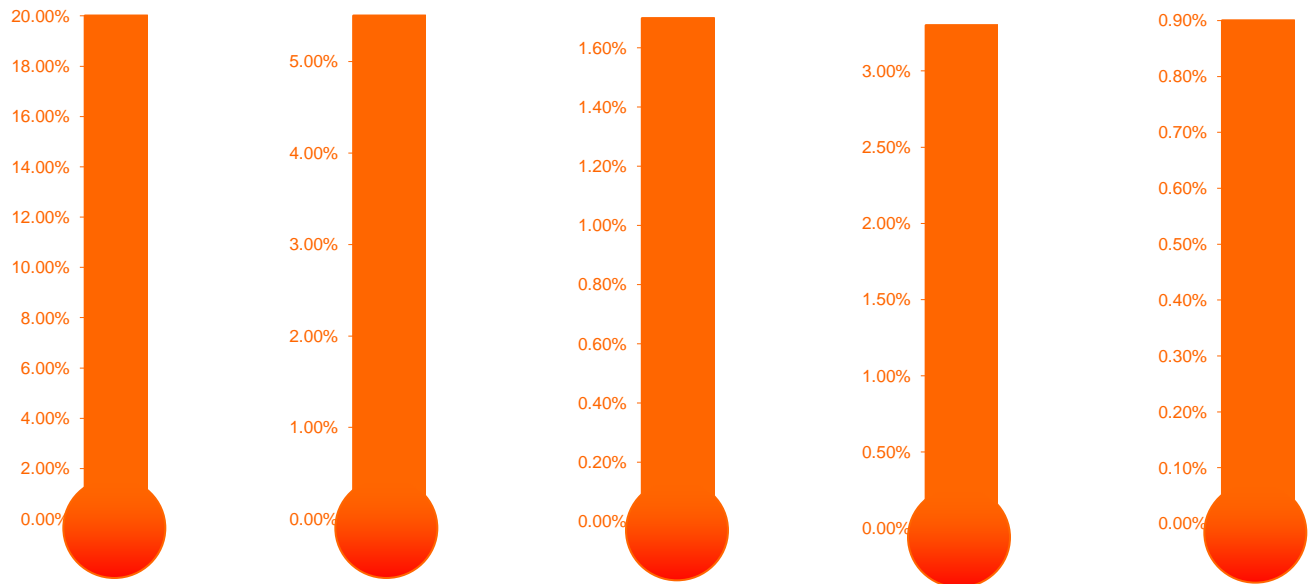
FY12

November 10, 2011





Small Business Achievements as of November 10, 2011



	Small Business Overall	Small Disadvantaged	Service - Disabled Veteran Owned	Women Owned	HUBZone
Targets	20.25%	6.60%	1.70%	3.30%	0.90%
Actual	21.57%	6.30%	2.56%	7.60%	1.05%



Market Research – Current issues and concerns

- ▼ Includes but is not limited to the following internal and external issues...
 - Inconsistent methods used to conduct market research
 - Market research posting and response timeframes
 - Industry confusion related to purpose of market research
 - Insufficient information to respond to market surveys
 - Inconsistent methods for requesting market survey data
 - Lack of responses to the market survey
 - Poor responses to market survey
 - Lack of feedback regarding acquisition strategy decision



Market Research working group status

- ▼ Working group comprised of representatives from OSBP, 2.0 from HQ, SSC Pacific and SSC Atlantic
- ▼ Intended outcome is a standardized approach across the Command
- ▼ Re-work existing Market Research Policy (to include templates for the types of procurements typically used at SPAWAR)
 - Services (including SeaPort e and contracts)
 - Other stand-alone contracts including PMP
 - Multiple Award Contracts
 - Actions utilizing Simplified Acquisition Procedures
- ▼ There will be a focus on posting timeframes, restrictive or excessive requirements, etc. to promote competition and identify potential opportunities for Small Businesses



Market Research working group status cont...

- ▼ Working group completed first template for services
- ▼ 26 industry volunteered to participate – selected 8 SB and LB representatives to review template
- ▼ Meeting with WG and industry on 7 December to with objective of finalizing services template
- ▼ WG will use services template as baseline to modify templates for other procurement types and will circulate with industry volunteers
- ▼ Timeline – Intent is to complete by end of January allowing for Holiday's
- ▼ Next Roundtable – brief outcome & policy
- ▼ Implement revised Policy