



Department of the Navy  
Office of Small Business Programs



**Gold Coast 2016**  
*The Business of Innovation*

**August 23 2016**

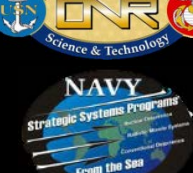
Speaker: **Ms. Emily Harman**  
**DON OSBP Director**

“Small Business...

*The First Option”*



# Department of the Navy Small Business Enterprise Strategic Framework



**VISION**  
*To influence change and create a culture of small business inclusiveness across the Department of the Navy.*

**MISSION**  
*The DON Small Business Enterprise fosters acquisition opportunities where small businesses can best support Sailors, Marines, and their families through policy, advocacy, counseling & training.*

**Motto**  
**“Small Business – The First Option”**

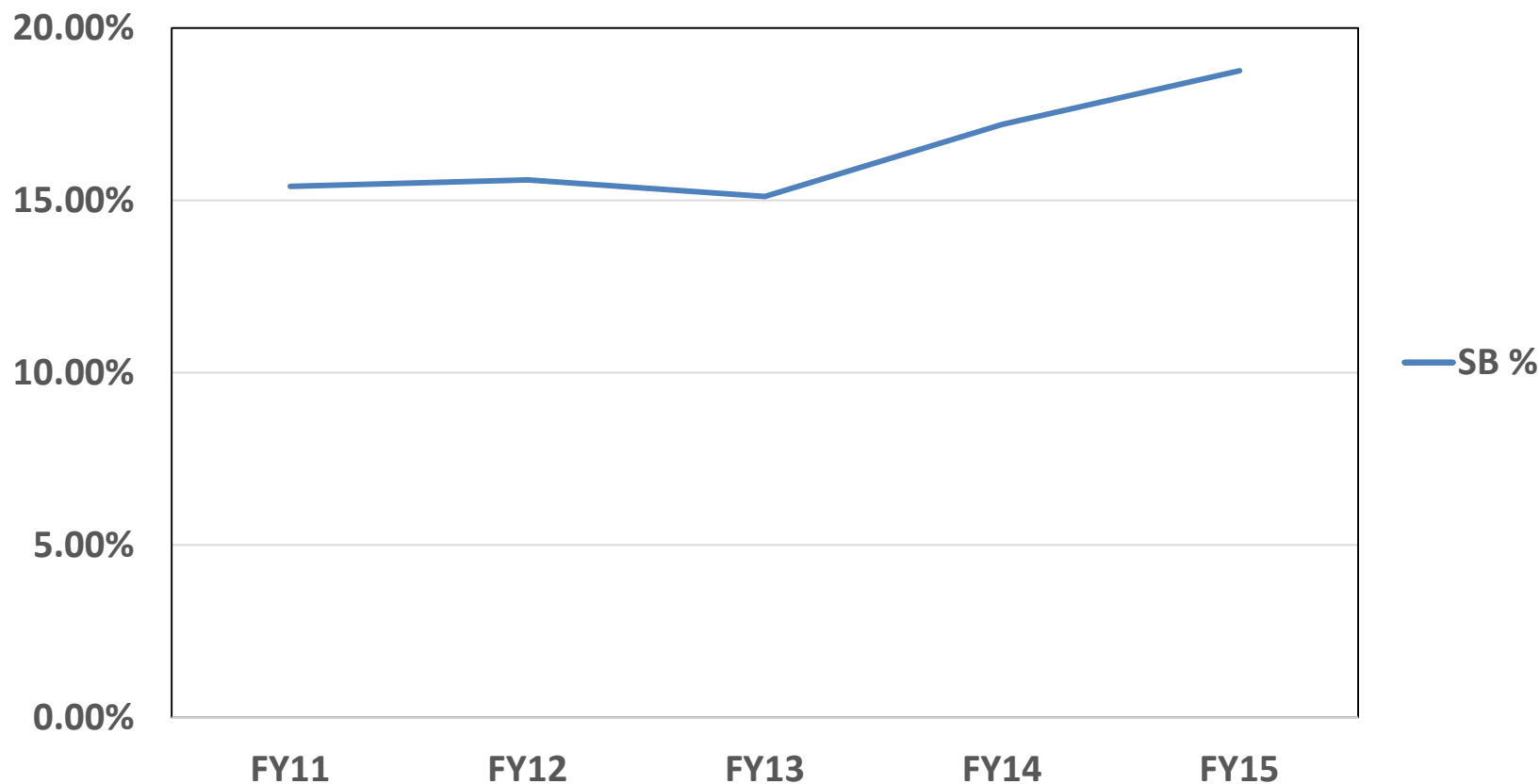
**Strategy**  
**Foster a DON-wide culture that meets the challenges of tomorrow by leveraging Small Business as a strategic advantage**

<b>Focus Areas</b>	<b>Professional Workforce Development</b>	<b>Build Partnerships in the Acquisition Process</b>	<b>Optimize Communications</b>
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<b>Values</b>	<b>Leadership Professionalism</b>	<b>Integrity Customer Focus</b>	<b>Advocacy Innovation</b>
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### DON Small Business Performance FY11-15



# Fiscal Year 2015 Portfolio Group Performance

## Department of the Navy Office of Small Business Programs

Portfolio Group	OTSB \$	SB \$	Total \$	SB %
Aircraft, Ships, & Land Vehicles	\$17,350,905,533	\$80,217,072	\$17,431,122,605	0.46%
Knowledge Based Services	\$4,501,296,241	\$2,697,604,717	\$7,198,900,959	37.47%
Research and Development	\$5,110,810,616	\$1,137,495,682	\$6,248,306,298	18.20%
Electronic & Communication Equipment	\$4,817,378,461	\$1,088,219,224	\$5,905,597,686	18.43%
Sustainment S&E	\$4,716,106,732	\$584,445,204	\$5,300,551,937	11.03%
Equipment Related Services	\$4,143,189,407	\$848,562,663	\$4,991,752,071	17.00%
Facility Related Services	\$2,106,427,515	\$2,571,353,012	\$4,677,780,527	54.97%
Weapons & Ammunition	\$4,232,031,431	\$124,182,180	\$4,356,213,612	2.85%
Electronic & Communication Services	\$2,727,795,572	\$881,790,970	\$3,609,586,542	24.43%
Construction Services	\$1,382,171,074	\$610,170,716	\$1,992,341,790	30.63%
Facilities S&E	\$619,653,749	\$444,945,692	\$1,064,599,441	41.79%
Transportation Services	\$536,373,707	\$463,556,264	\$999,929,971	46.36%
Logistics Management Services	\$235,287,335	\$181,457,160	\$416,744,495	43.54%
Medical Services	\$5,978,862	\$337,742,436	\$343,721,298	98.26%
Clothing, Textiles & Subsistence S&E	\$104,699,559	\$90,004,735	\$194,704,294	46.23%
<b>Grand Total</b>	<b>\$52,590,105,796</b>	<b>\$12,141,747,728</b>	<b>\$64,731,853,525</b>	<b>18.76%</b>



# Fiscal Year 2015 Top 10 Overall NAICS

## Department of the Navy Office of Small Business Programs

NAICS	Description	Total Awards
336611	SHIP BUILDING AND REPAIRING	\$13,369,654,625
541330	ENGINEERING SERVICES	\$10,644,109,729
336411	AIRCRAFT MANUFACTURING	\$6,819,830,548
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$4,053,205,694
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$3,937,933,342
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2,337,268,179
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$2,254,855,477
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$2,060,637,378
332410	POWER BOILER AND HEAT EXCHANGER MANUFACTURING	\$1,566,370,151
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$1,204,379,441



# Fiscal Year 2015 Top 10 Small Business NAICS

## Department of the Navy Office of Small Business Programs

NAICS	Description	SB Awards
541330	ENGINEERING SERVICES *	\$2,803,312,441
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION *	\$1,346,924,313
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) *	\$834,701,182
336611	SHIP BUILDING AND REPAIRING *	\$756,002,762
561210	FACILITIES SUPPORT SERVICES	\$508,186,073
483111	DEEP SEA FREIGHT TRANSPORTATION	\$373,550,726
541519	OTHER COMPUTER RELATED SERVICES	\$255,321,071
622110	GENERAL MEDICAL AND SURGICAL HOSPITALS	\$236,024,526
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$229,118,811
334111	ELECTRONIC COMPUTER MANUFACTURING	\$161,837,094

\* Indicates also Top 10 Overall NAICS



# Questions?

