



Defense Information Systems Agency

A Combat Support Agency

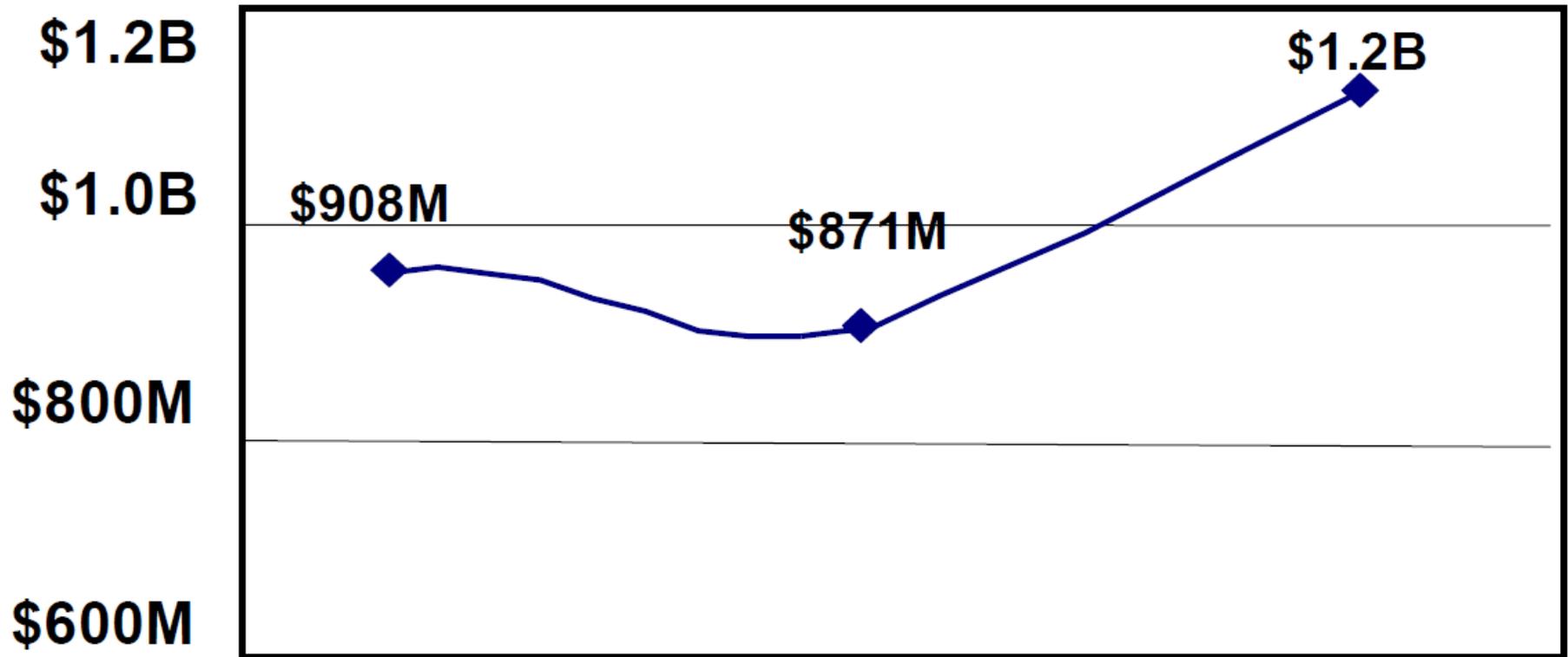
# Office of Small Business Programs

---

**Mr. Anthony Jackson**  
**Acting Director**  
**Office of Small Business Programs**  
**29 July 2010**



# 3-Year Trend Prime Contract Award Dollars for SB



Total Prime Contract Award Base →  
M=Million  
B=Billion

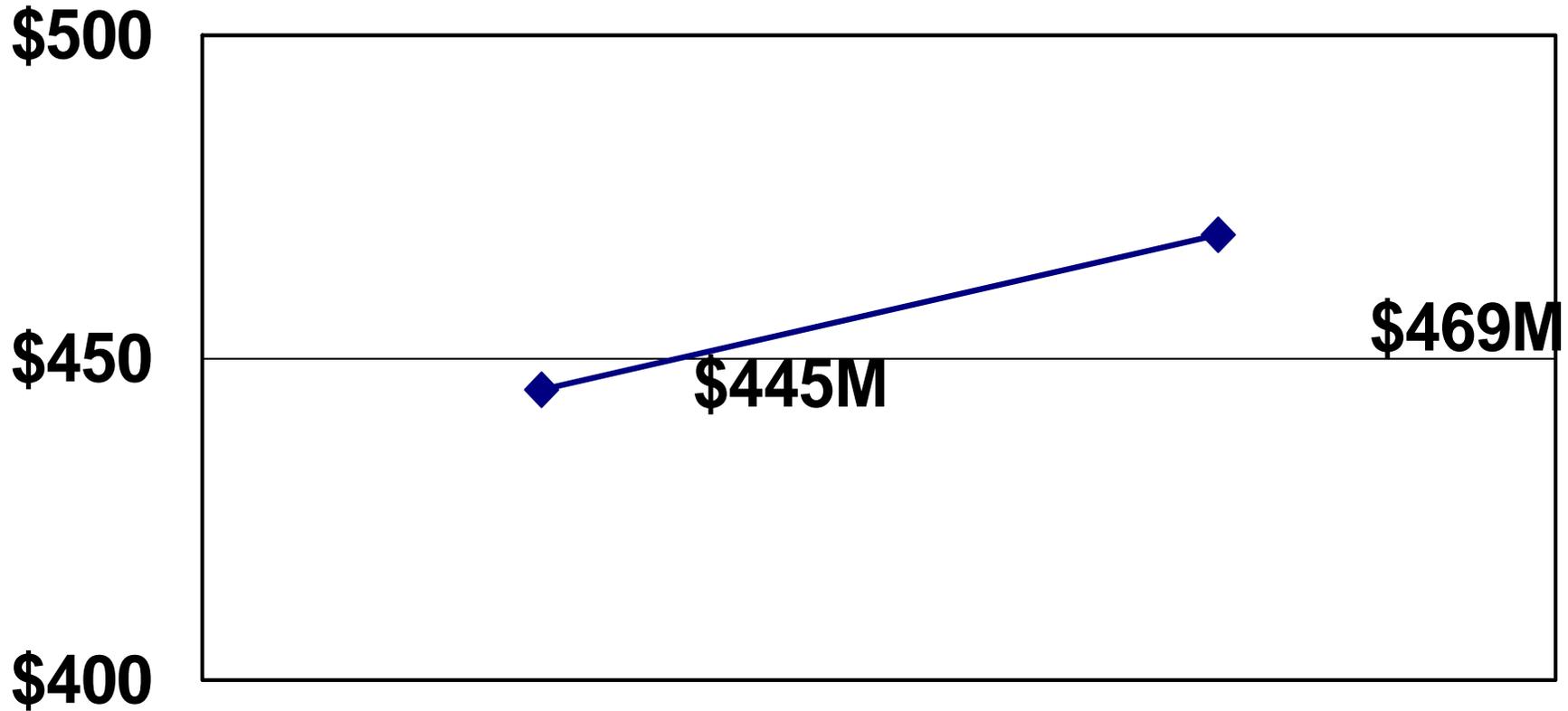
**FY07**  
**3.9 B**

**FY08**  
**3.4 B**

**FY09**  
**3.9 B**



# Current Prime Contract Award Dollars for SB

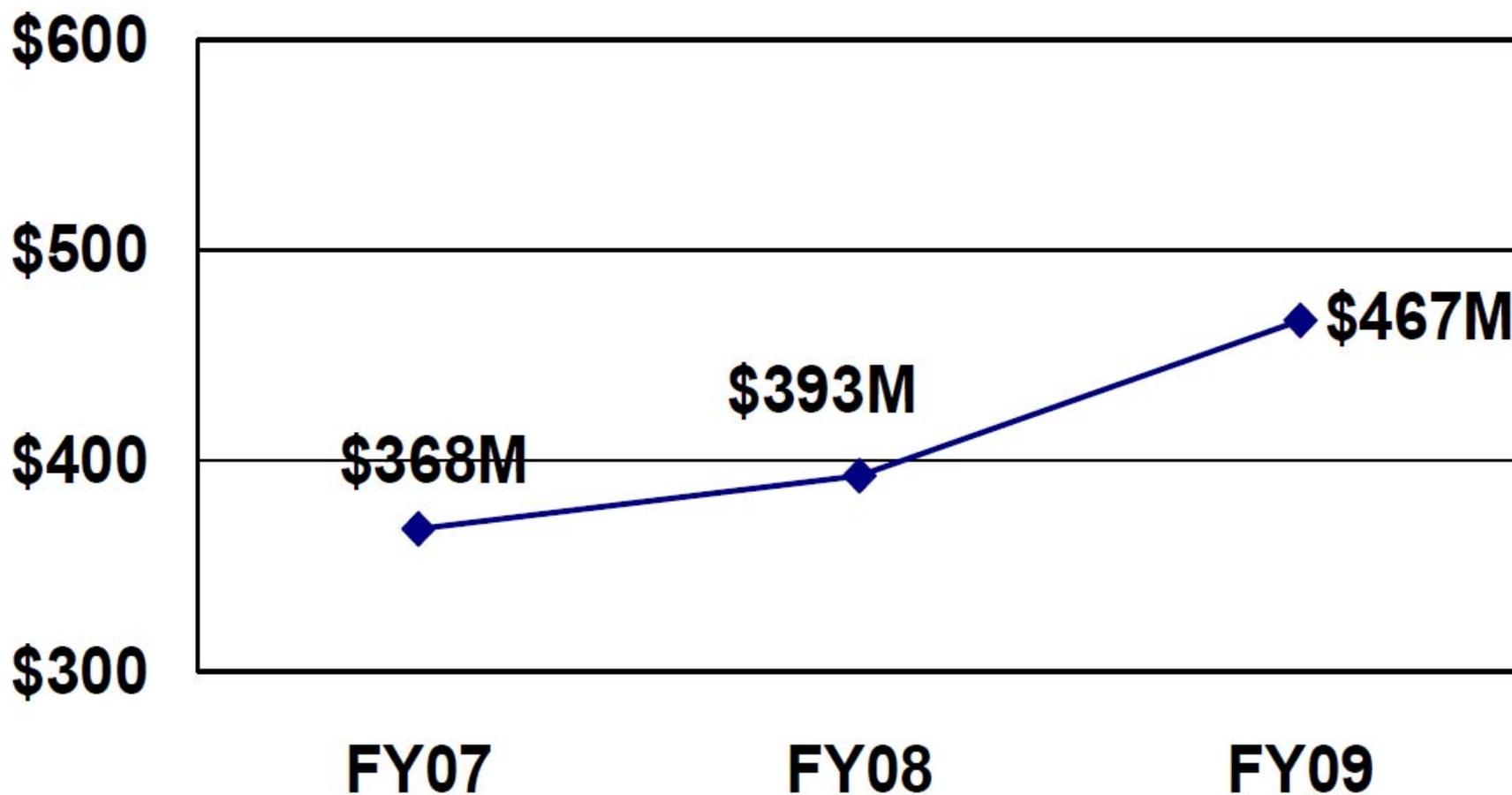


July FY09 \$1.9B

July FY10 \$2.3B

Eligible Dollars-  
M=Million  
B=Billion

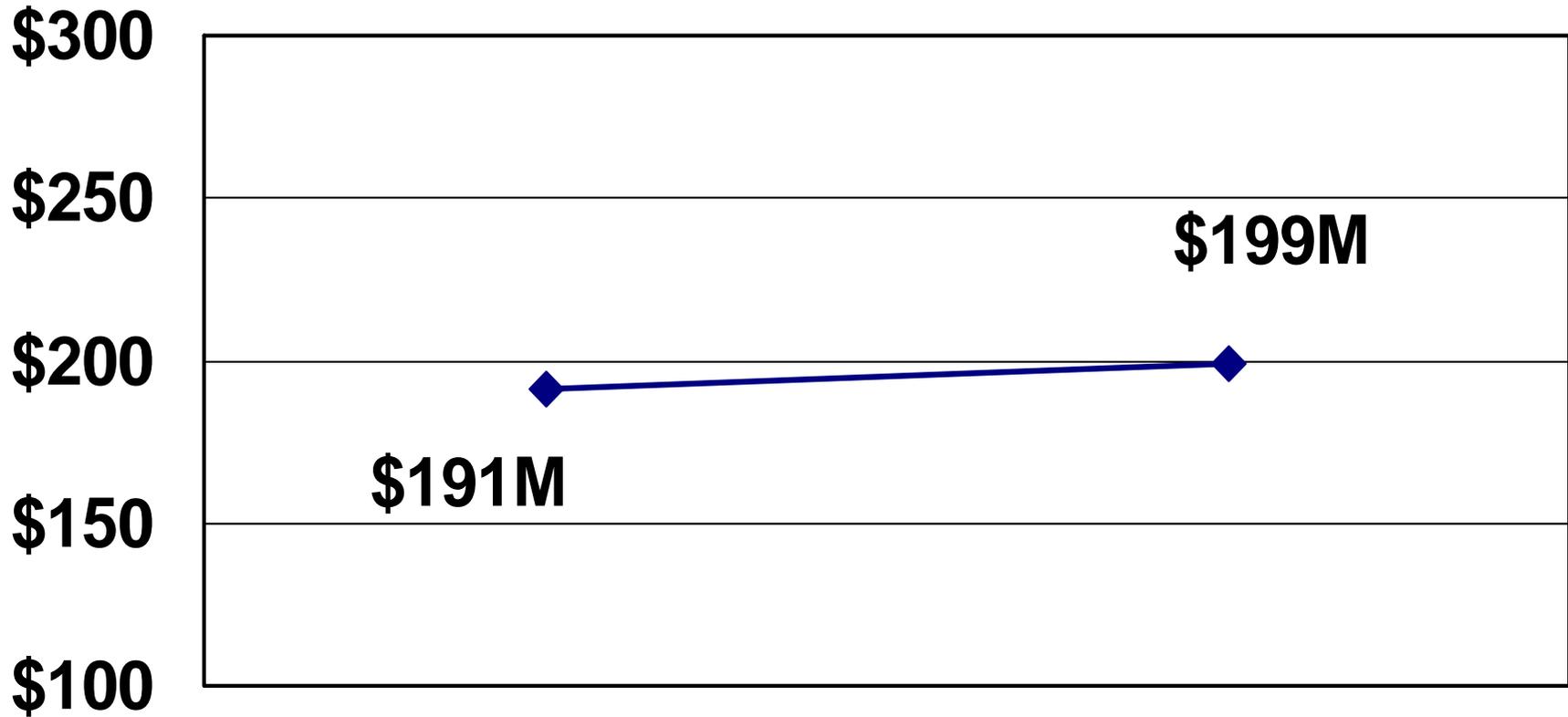
# 3-Year Trend Prime Contract Award Dollars for SDB



M=Million



# Current Prime Contract Award Dollars for SDB



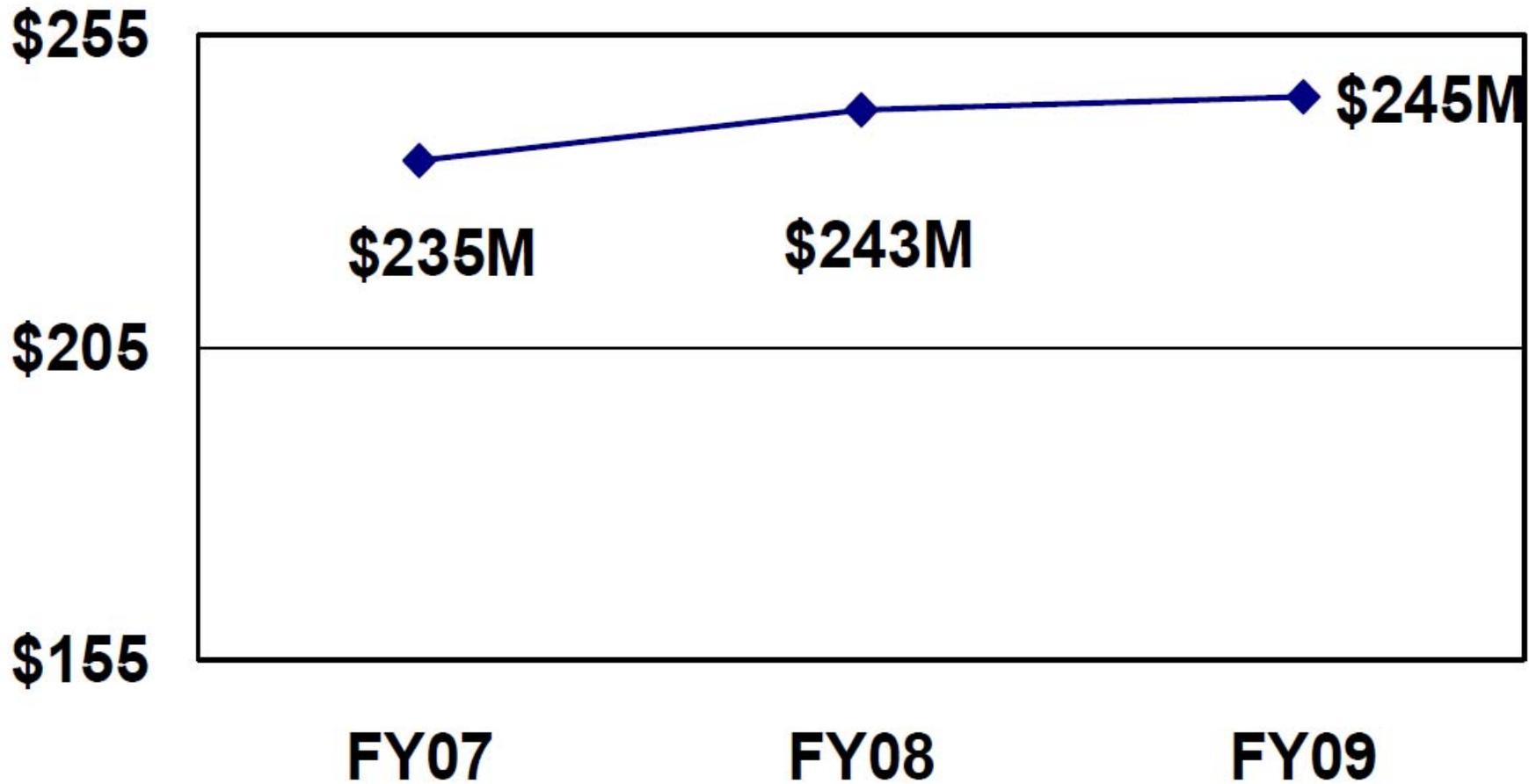
**July FY09 \$1.9B**

**July FY10 \$2.3B**

Eligible Dollars-  
M=Million  
B=Billion



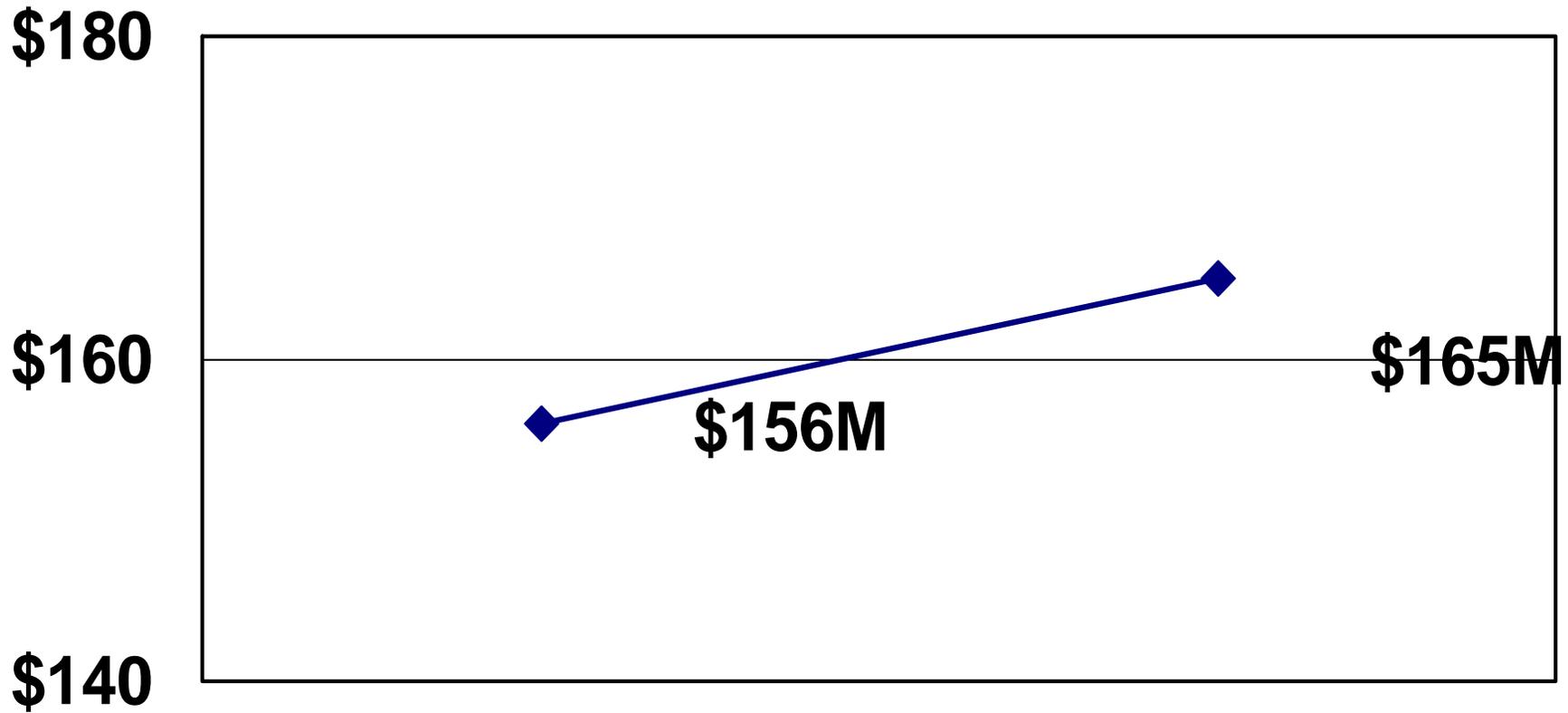
# 3-Year Trend Prime Contract Award Dollars for WOSB



M=Million



# Current Prime Contract Award Dollars for WOSB

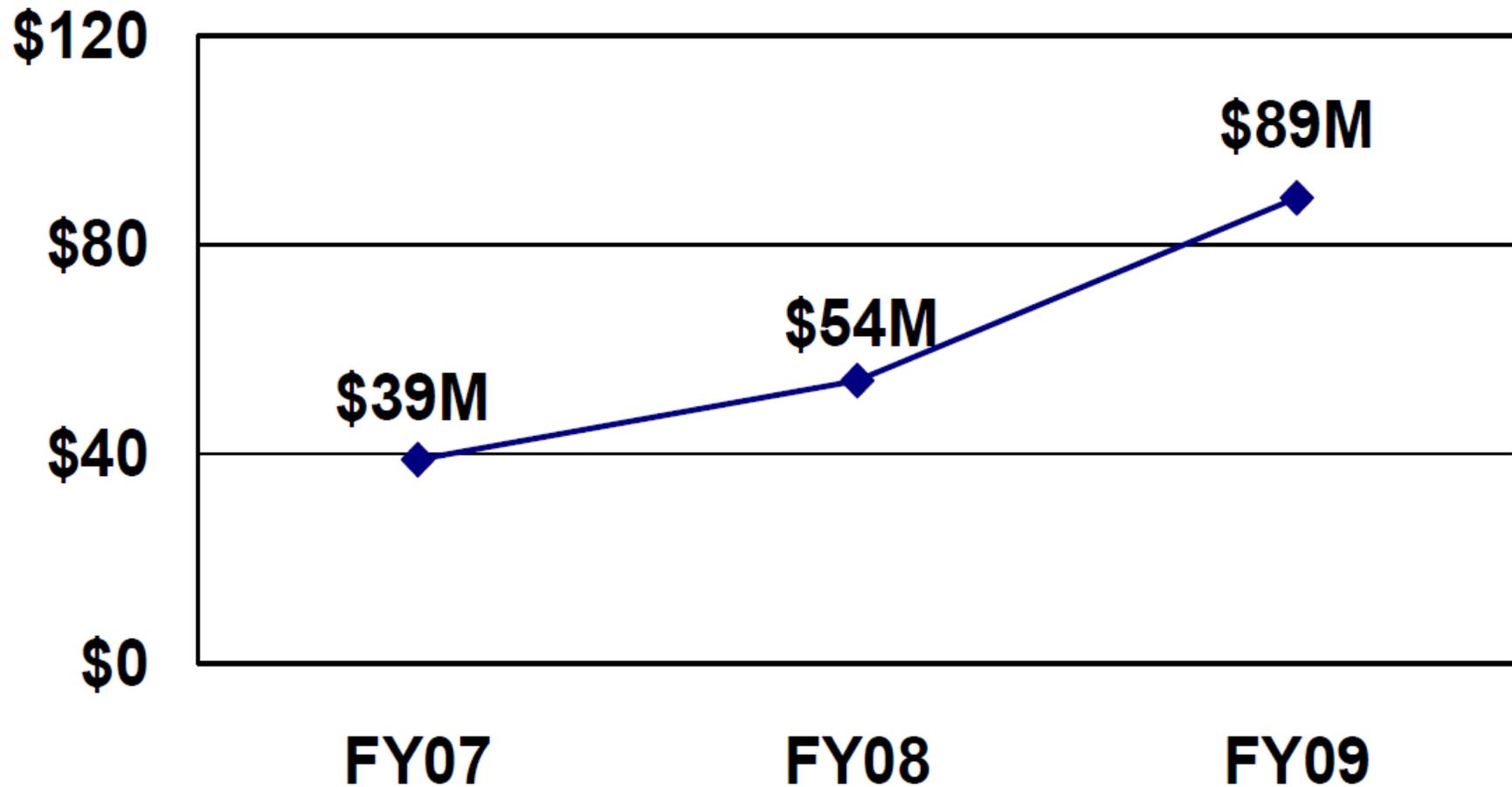


**July FY09 \$1.9B**

**July FY10 \$2.3B**

Eligible Dollars-  
M=Million  
B=Billion

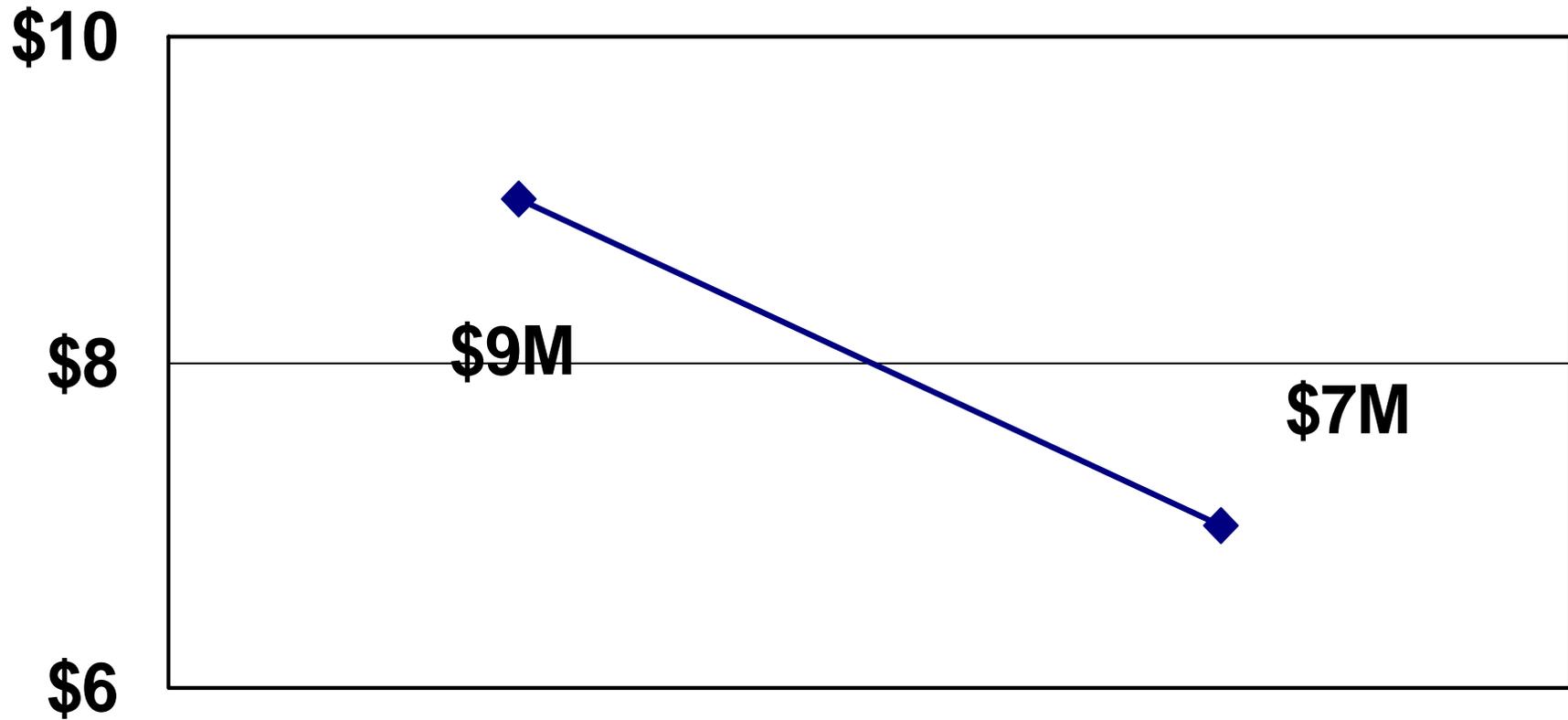
# 3-Year Trend Prime Contract Award Dollars for HUBZone



M=Million



# Current Prime Contract Award Dollars for HUBZone



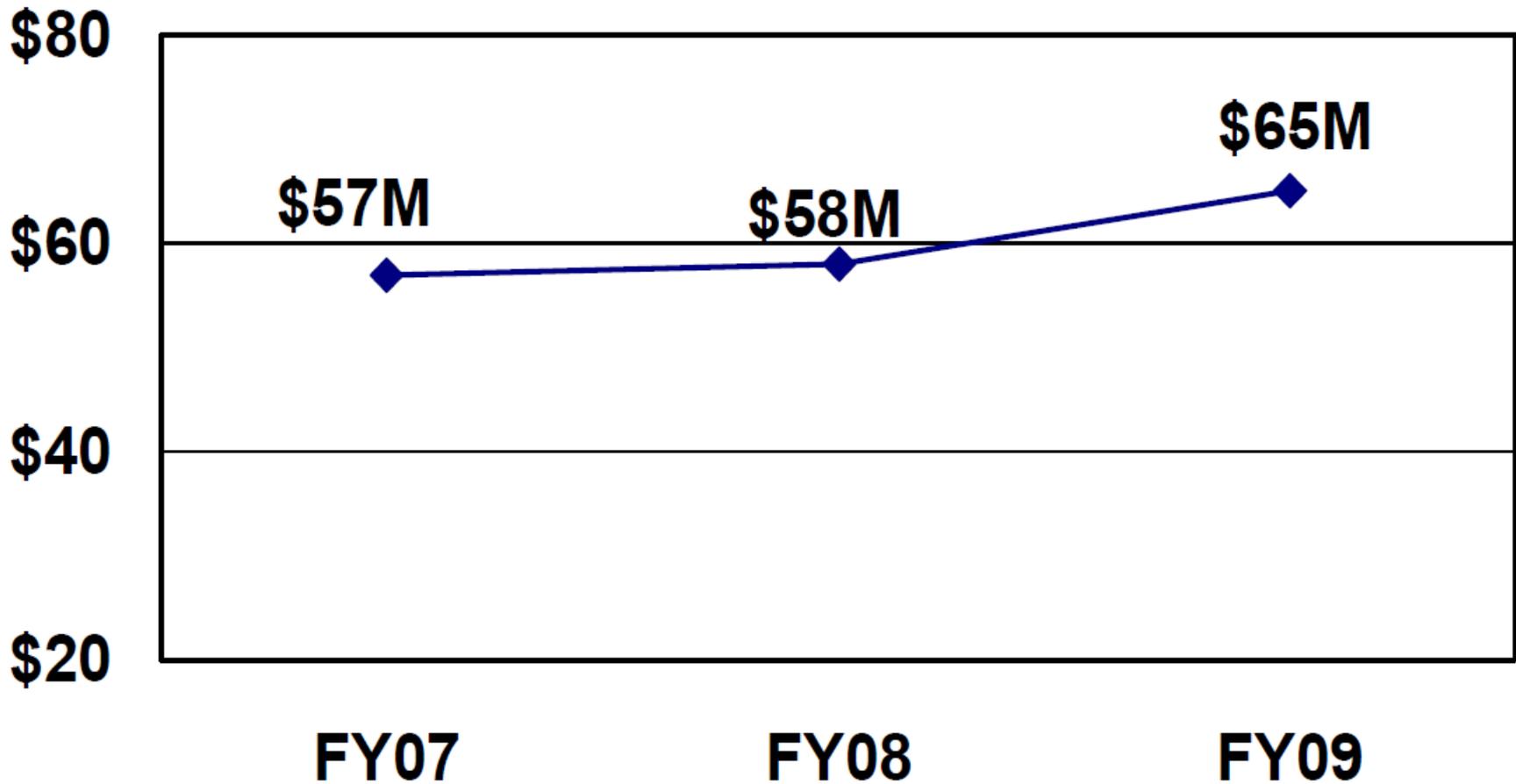
**July FY09 \$1.9B**

**July FY10 \$2.3B**

Eligible Dollars-  
M=Million  
B=Billion



# 3-Year Trend Prime Contract Award Dollars for SDVOSB



M=Million



# AGENDA

- **DISA**
- **Vision/Mission**
- **Programs**
- **Customers**
- **Industry Partners**
- **Contract Vehicles**
- **Small Business Programs**
- **Subcontracting**
- **Seeking Opportunities With DISA**
- **Closing Remarks**



# Vision and Mission

## Vision

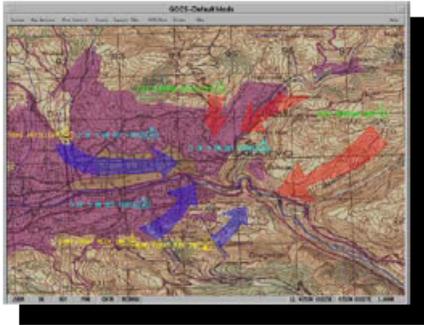
*Leaders enabling information dominance in defense of our Nation*

## Mission

DISA, a Combat Support Agency, engineers and provides C2 capabilities and enterprise infrastructure to continuously operate and defend a global net-centric enterprise in direct support to joint war fighters, National level leaders, and other mission and coalition partners across the full spectrum of operations



# Combat Support Agency



provide command and control



provision ships



provide medical care



manage parts and replenish supplies



manage transportation



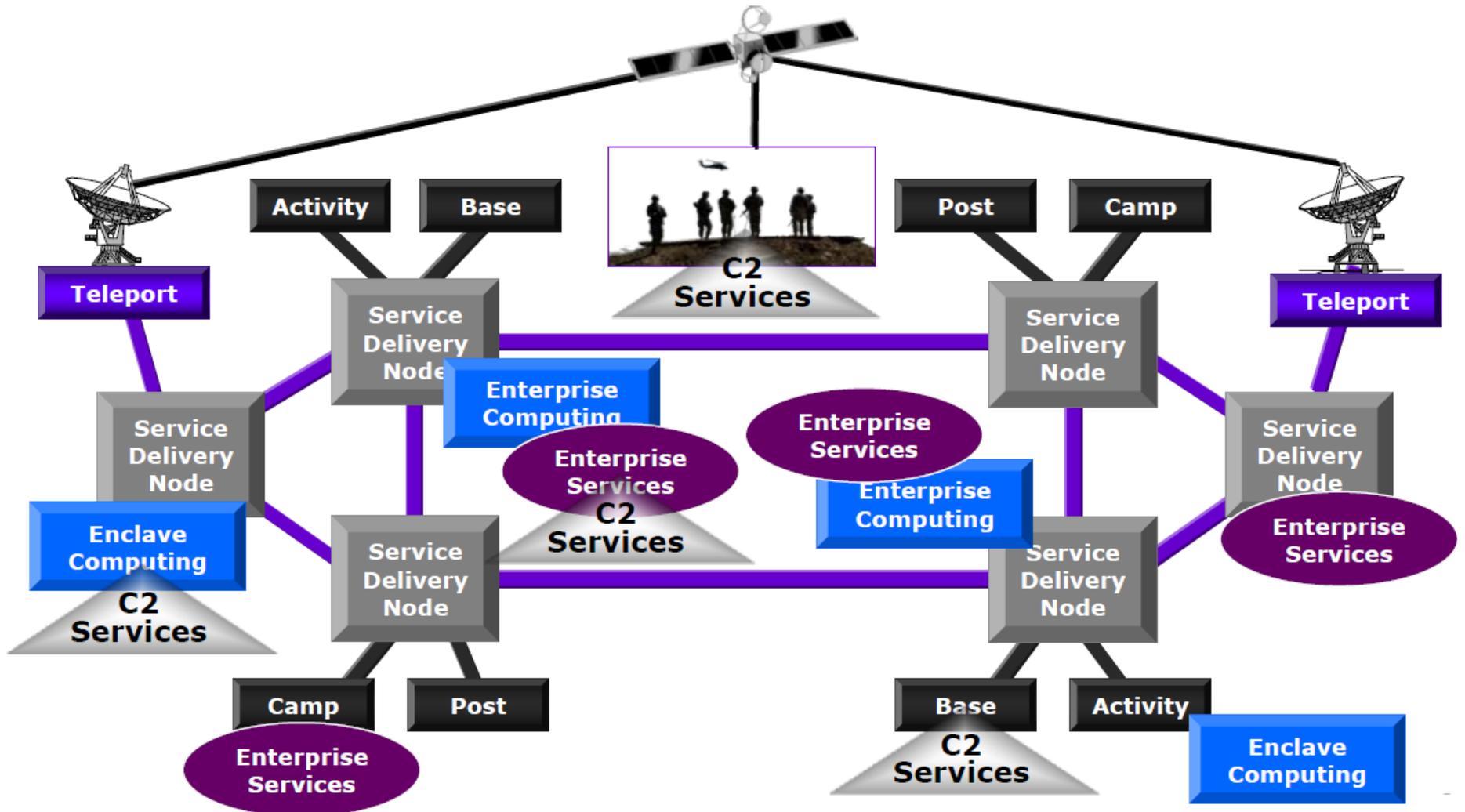
pay the warfighters



manage maintenance

***Leaders Enabling Information Dominance***

# Global Information Grid



# Special Missions

**White House Communications Agency (WHCA)**

**White House Situation Support Staff**

Connectivity for the Commander-in-Chief  
Senior leader communications



**Joint Staff Support Center (JSSC)**

Connectivity for the National Military Command Center (NMCC) and Joint Staff



**Joint Interoperability Test Command (JITC)**

Interoperability testing and certification



**Defense Spectrum Organization (DSO)**

Spectrum management, allocation, engineering



**Defense Information Technology Contracting Organization (DITCO)**

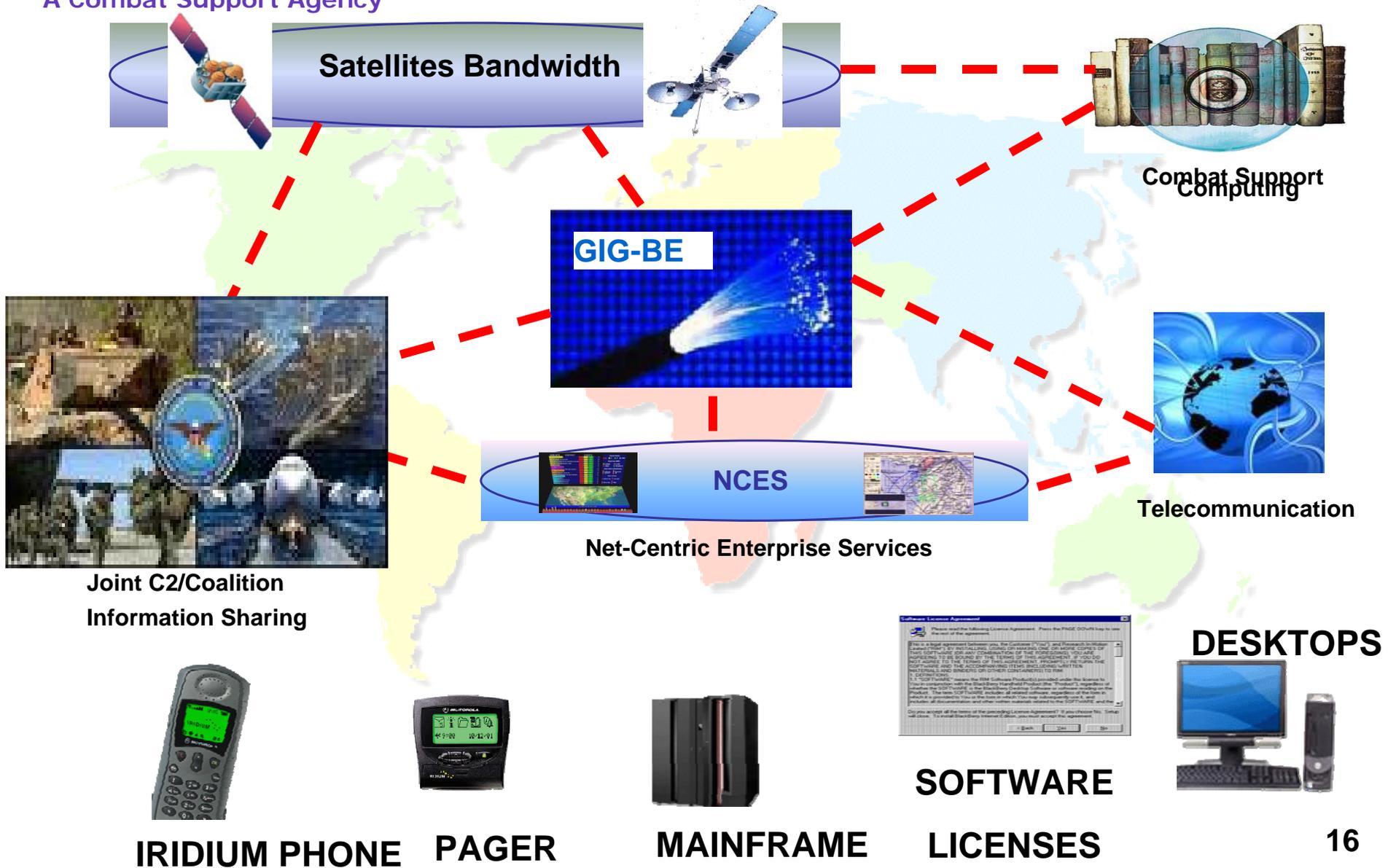
Contracting for information technology





A Combat Support Agency

# What We Procure





# Who Are Our Customers?

A Combat Support Agency





## Industry Partners

- Alion Science & Technology
- Apptis
- Louis Berger/Black & Veatch
- Booz Allen Hamilton
- Computer Sciences Corp
- Deloitte Touche Tohmatsu
- ITT Industries
- Lanmark Technology
- MITRE Corporation
- Northrop Grumman
- Oberon Associates
- OPNET Analysis
- Science Applications International Corp
- Summit Technologies



# Top 15 Vendors By Dollar Value

## INFORMATION TECHNOLOGY

SCIENCE APPLICATIONS INTERNATIONAL  
APPTIS (MCLEAN) INCORPORATED  
NORTHROP GRUMMAN IT, INC.  
UNISYS CORPORATION  
COMPUTER SCIENCES CORPORATION  
INTERNATIONAL BUSINESS MACHINE  
NORTHROP GRUMMAN INFORMATION T  
COMPUTER SCIENCES CORPORATION  
ELECTRONIC DATA SYSTEMS CORP  
BOOZ ALLEN HAMILTON  
LOCKHEED MARTIN CORPORATION  
IRIDIUM GOVERNMENT SERVICES, LLC  
TRIBALCO, LLC  
ITT INDUSTRIES INC  
HEWLETT-PACKARD COMPANY

## TELECOMMUNICATIONS

ARTEL, INC.  
AT&T CORP  
ARROWHEAD GLOBAL SOLUTIONS, IN  
MCI COMMUNICATIONS SERVICES  
SPACELINK INTERNATIONAL LLC  
GLOBAL COMMUNICATIONS SOLUTION  
AMERICOM GOVERNMENT SERVICES INC  
ADC INTERNATIONAL, LLC  
AMERICAN TELESIS, INC  
OGARA SATELLITE SYSTEMS, INC  
CSC SYSTEMS & SOLUTIONS LLC  
AOS INC  
GENERAL DYNAMICS C4 SYSTEMS  
GENERAL DYNAMICS INFORMATION TECH  
SPRINT COMMUNICATIONS COMPANY



# Major Contract Vehicles

- **DISA IDIQ Vehicles**

- **Encore II Information Technology (IT) Solutions**
- **DISN Global Solutions (DGS)**
- **DISN Satellite Transmission Services-Global (DSTSG)**
- **Enhanced Mobile Satellite Service (EMSS) Europe Enterprise Wireless (Wireless)**
- **Inmarsat Airtime and Equipment (INMARSAT)**
- **Pacific Theater Exercises (PACTEX)**



- **GSA Schedules**

- **NASA SEWP**

- **Other available DOD contracting vehicles**



# Office of Small Business Programs

## Vision

The OSBP is to serve as the *agency's gateway* for small businesses interested in providing quality products and services to DISA. The OSBP administers the agency's small business program by establishing targeted goals, promulgating policy and developing programs that will encourage and increase small business participation in the contracting opportunities.

## Objectives

- Increase contracts and subcontracts awards to small businesses
- Review procurement requirements to 'maximize' small business participation
- Generate capability awareness through training and outreach



# SMALL BUSINESS PROGRAMS

- **SMALL BUSINESS**
- **SMALL DISADVANTAGED BUSINESS**
- **WOMEN OWNED BUSINESS**
- **HISTORICALLY UNDERUTILIZED BUSINESS ZONE**
- **SERVICE DISABLED VETERAN-OWNED BUSINESS**

***FIVE SMALL BUSINESS PROGRAMS***



# SMALL BUSINESS PROGRAMS

## SMALL BUSINESS:

- **MUST MEET SBA SIZE STANDARDS**
- **SELF-CERTIFY AS A SMALL BUSINESS**
- **SIZE STANDARD BASED UPON NAICS TO SPECIFIC PRODUCT/SERVICE PURCHASED**



***WHAT ARE THE RULES?***



# SMALL BUSINESS PROGRAMS

## SMALL DISADVANTAGED:

- 51% OWNERSHIP AND CONTROL
- SBA CERTIFICATION REQUIRED
- NOT REQUIRED TO PARTICIPATE IN 8 (A) BUSINESS DEVELOPMENT PROGRAM



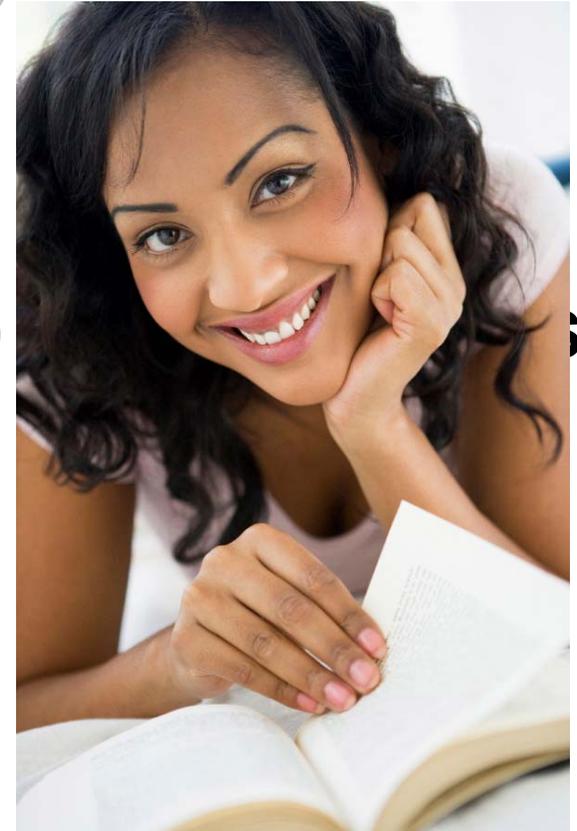
*WHAT ARE THE RULES?*



# SMALL BUSINESS PROGRAMS

## WOMAN OWNED :

- 51% OWNERSHIP AND CONTROL
- SELF-CERTIFY AS A WOMAN OWNED
- SET ASIDES NOT AUTHORIZED



***WHAT ARE THE RULES?***



# SMALL BUSINESS PROGRAMS

## HISTORICALLY UNDERUTILIZED BUSINESS ZONE:

- 51% OWNERSHIP AND CONTROL BY US CITIZEN
- URBAN, RURAL, NATIVE AMERICAN RESERVATION
- CERTIFIED BY SBA
- SET ASIDES ALLOWED
- 35% OF EMPLOYEES MUST LIVE IN ANY DESIGNATED HUBZONE



*WHAT ARE THE RULES?*



# SMALL BUSINESS PROGRAMS

## SERVICE DISABLED VETERAN-OWNED BUSINESS:

- 51% OWNERSHIP AND CONTROL
- SELF-CERTIFY
- DISABILITY REQUIRED
- SET ASIDES ALLOWED



*WHAT ARE THE RULES?*



# **SUBCONTRACTING**

**SECTION 8(d) OF THE SMALL BUSINESS ACT (15 U.S.C. 637(d)), FAR 19.7 AND DFAR 219.7 REQUIRES THE MAXIMUM OPPORTUNITY FOR THE FOLLOWING TO PARTICIPATE IN CONTRACTS:**

- **SMALL BUSINESS**
- **VETERAN-OWNED**
- **SERVICE-DISABLED VETERAN-OWNED**
- **HUBZONE**
- **SMALL DISADVANTAGED**
- **WOMAN-OWNED**

*What are the RULES?*



# **SUBCONTRACTING**

**SUBCONTRACTING PLAN REQUIRED FOR NEGOTIATED AND SEALED BIDDING ACQUISITIONS EXPECTED TO EXCEED \$550,000 (\$1M FOR CONSTRUCTION)**

**• NOT REQUIRED FOR:**

- SMALL BUSINESS CONCERNS**
- PERSONAL SERVICES**
- CONTRACTS PERFORMING OUTSIDE US**
- MODIFICATIONS TO CONTRACTS THAT DO NOT CONTAIN CLAUSE 52.219-8 UTILIZATION OF SMALL BUSINESS CONCERNS**

*What are the RULES?*



# **SUBCONTRACTING**

## **EACH SUBCONTRACTING PLAN MUST INCLUDE:**

- **PERCENTAGE OF GOALS FOR USING SMALL BUSINESS**
- **STATEMENT OF TOTAL DOLLARS PLANNED TO BE SUBCONTRACTED AND TO EACH SMALL BUSINESS**
- **DESCRIPTION OF TYPES OF SUPPLIES/SERVICES**
- **METHOD USED TO DEVELOP GOALS AND IDENTIFY SOURCES**
- **STATEMENT OF INDIRECT COSTS**
- **CONTRACTOR POC ADMINISTERING PROGRAM**

*What are the RULES?*



# SUBCONTRACTING

## SUBCONTRACTING PLAN CONTINUED

- **DESCRIPTION OF EFFORTS TO PROVIDE EQUITABLE OPPORTUNITY**
- **INCLUSION OF CLAUSE 52.219-8 , UTILIZATION OF SMALL BUSINESS CONCERNS IN SUBCONTRACTS AND SUBCONTRACTORS IN EXCESS OF \$550,000 (\$1M FOR CONSTRUCTION) WILL ALSO COMPLY**
- **DESCRIPTION OF THE TYPES OF RECORDS THAT WILL BE MAINTAINED ON GOAL PROCEDURES**

*What are the RULES?*



# SUBCONTRACTING

## ASSURANCES THAT THE OFFEROR WILL:

- COOPERATE IN STUDIES AND SURVEYS AS REQUIRED**
- SUBMIT PERIODIC REPORTS**
- SUBMIT INDIVIDUAL SUBCONTRACT REPORT AND SUMMARY SUBCONTRACT REPORT**
- ENSURE SUBCONTRACTORS SUBMIT REPORTS**
- PROVIDE PRIME CONTRACT NUMBER, DUNS AND EMAIL OF OFFICIAL RESPONSIBLE FOR REPORT AND ENSURE SUBCONTRACTORS DO THE SAME**

*What are the RULES?*

# SEEKING OPPORTUNITIES?



*TOP TEN.....*



# **SEEKING OPPORTUNITIES**

## **DO YOUR HOMEWORK!!**

### **1) Prepare a company profile.**

**Develop detailed capability statement/brochures for distribution. Be specific in describing the capabilities of your firm. Indicate relevant expertise and prior experience, prior Government contracts, reference with federal agencies, registrations, and certifications and business size classifications' (i.e. HUBZone, SDVOSB, 8(a), WOSB).**

### **2) Find your niche.**

**You are more likely to succeed by having a unique niche or focus - keep your products and service offerings focused on matching DISA's needs.**



# SEEKING OPPORTUNITIES

## 3) Register your business.

The following are required in order to do business with DISA:

a) You must be registered in the Central Contractors' Register database (CCR). This registration must be completed prior to award of any contract or agreement. This registration can be accomplished on-line at <http://www.ccr.gov>.

b) Contractor and Government Entity (CAGE) codes are necessary for all businesses; your CAGE Code will be given when you register with CCR.

c) Dun & Bradstreet (D&B) numbers are required. Get your D&B number at [www.dnb.com](http://www.dnb.com).

d) The government identifies your product or service with a 6-digit code called the North American Industry Classification System (NAICS). This information is available at [www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html).

## 4) Familiarize Yourself.

Be familiar with Federal Acquisition Regulations (FAR) <http://www.arnet.gov/far> and the Defense Federal Acquisition Regulation Supplement (DFARS) <http://www.acq.osd.mil/dapa/dfars>.



# SEEKING OPPORTUNITIES

## 5) Be accessible.

Make it easy for DISA to do business with you. Equip yourself with email and Internet capabilities. Get on the GSA schedule at <http://www.gsa.gov> and Government Wide Acquisitions Contracts (GWAC's) at <http://www.govsalesnet.com>. Make sure you can accept payment by credit card.

Review DISA's "Forecast for Contract Opportunities" to identify planned acquisitions (generally \$100,000 and above) located at [www.ditco.disa.mil](http://www.ditco.disa.mil)

## 6) Maintain Market Intelligence.

Stay current and knowledgeable about industry, capabilities, technology and best practices.

## 7) Target one service and/or 2 or 3 DoD Defense agencies.

Allow 18-24 months for relationship building.



# SEEKING OPPORTUNITIES

## 8) Be flexible.

Consider both subcontracting and prime contracting. Major subcontracting opportunities are available with DISA.

## 9) Match and bid.

Match your expertise, capabilities and experience with a specific DISA procurement opportunity and bid.

## 10) Don't give up

Persevere until you have a contract!



# Working with DISA



## Entrepreneur's Guide for Marketing within DISA

[a.mil/brac/industry.html](http://a.mil/brac/industry.html)

### WHAT DISA BUYS

#### Telecommunication (Products & Services):

- ~Long Haul Services
- ~Point-to-Point Circuits
- ~Networks
- ~Satellite bandwidth Service
- ~Commercial Teleport Services
- ~Fiber Optic Cable Installation and Maintenance
- ~Mobile Satellite Services
- ~Telecommunications Equipment
- ~Airtime Services

#### Information Technology (Products & Services):

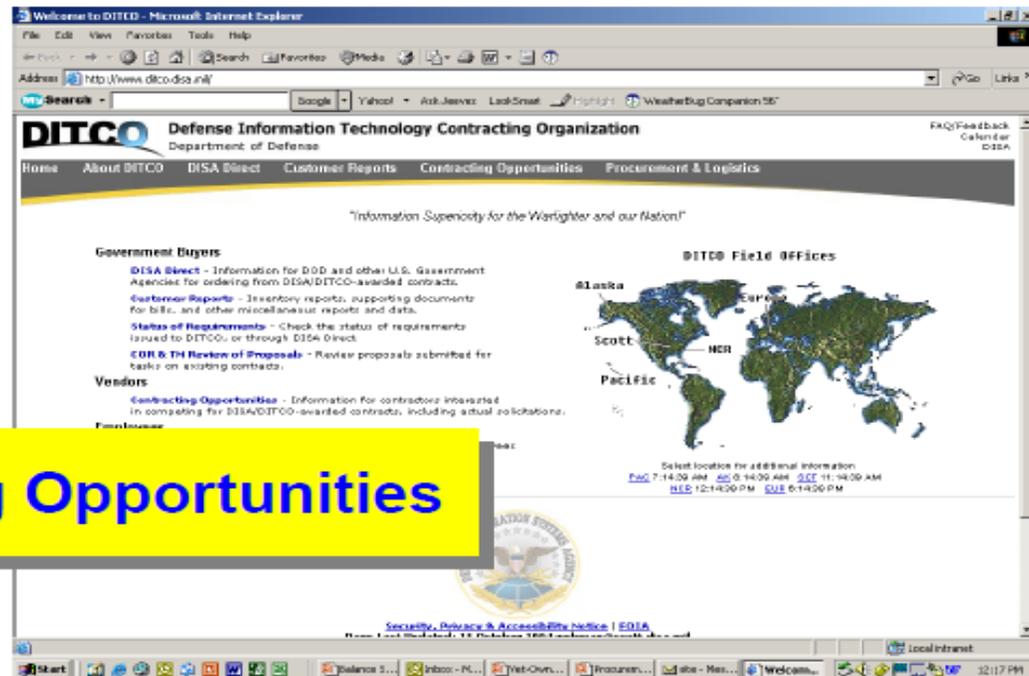
- ~Hardware
- ~Software
- ~Information Systems Engineering
- ~Help Desk Support
- ~Network Engineering
- ~Information Assurance Support
- ~Network Management and Control
- ~Licenses
- ~Integration Services

#### General Services Engineering:

- ~Security Engineering
- ~Program Management
- ~Business Process Re-engineering
- ~Verification and Validation of Engineering Solutions
- ~Acquisition Management
- ~Modeling and Simulation



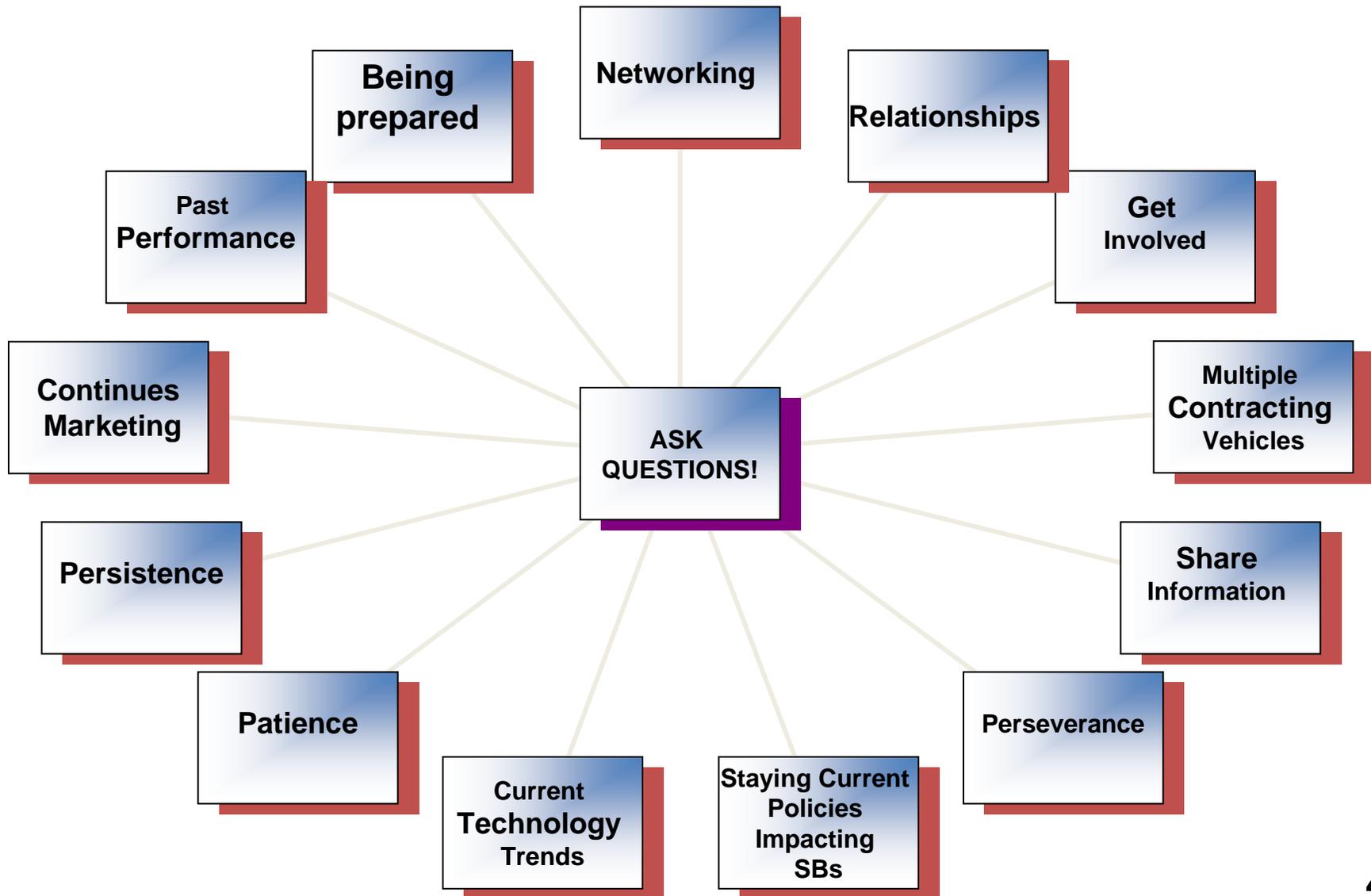
# DITCO Contracting Opportunities



Contracting Opportunities

<http://www.ditco.disa.mil>

# REACH OUT





# DISA Office of Small Business Contacts

## Main Office (NCR):

Director: Anthony Jackson

Phone: (703) 607-6436

Email: [DISASmallBusinessOffice@disa.mil](mailto:DISASmallBusinessOffice@disa.mil)

## DITCO Scott:

Small Business Specialist: Brenda Lenard

Phone: (618) 229-9106

Email: [DITCOSmallBusinessOffice@disa.mil](mailto:DITCOSmallBusinessOffice@disa.mil)