



# Forecast to Industry 2016

## Office of Small Business Programs

**Ms. Sharon Jones**  
**Director, Office of Small Business**  
**17 November 2016**



## Thinking Big...Innovating Big...Using Small Business!

### *Thought Leadership On Using Small Business:*

Access to innovation along with *new and different generational thinking* that aligns emerging technologies with mission requirements to strengthen the joint information environment and improve the enterprise service capabilities.

Ensure the viability of technological solutions that *meet future requirements* of the Department's joint information environment.

Create efficient integration of mature solutions and at the same time *influence research and technology initiatives* that address our most critical gaps and capability shortfalls.

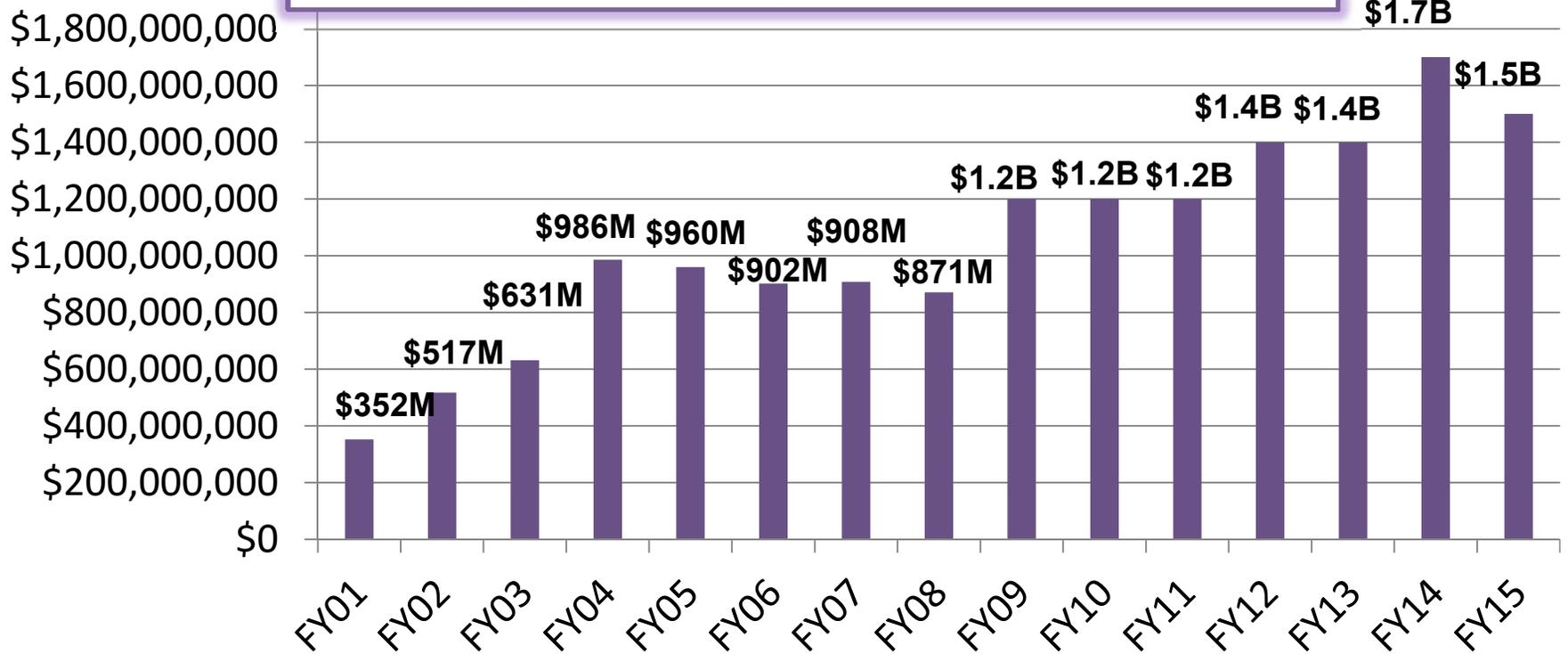
*Drive the speed of technology* - small businesses know "*how to move*" at the speed of DISA's ambition based on rapid changes within the marketplace.



# FY01 - FY15

## Prime Small Business Contract Award Dollar Achievements

**Thinking Big...Innovating Big...Using Small Business - \$16B**





## Small Disadvantaged Business Prime Contract Award Dollars: FY11 - FY15

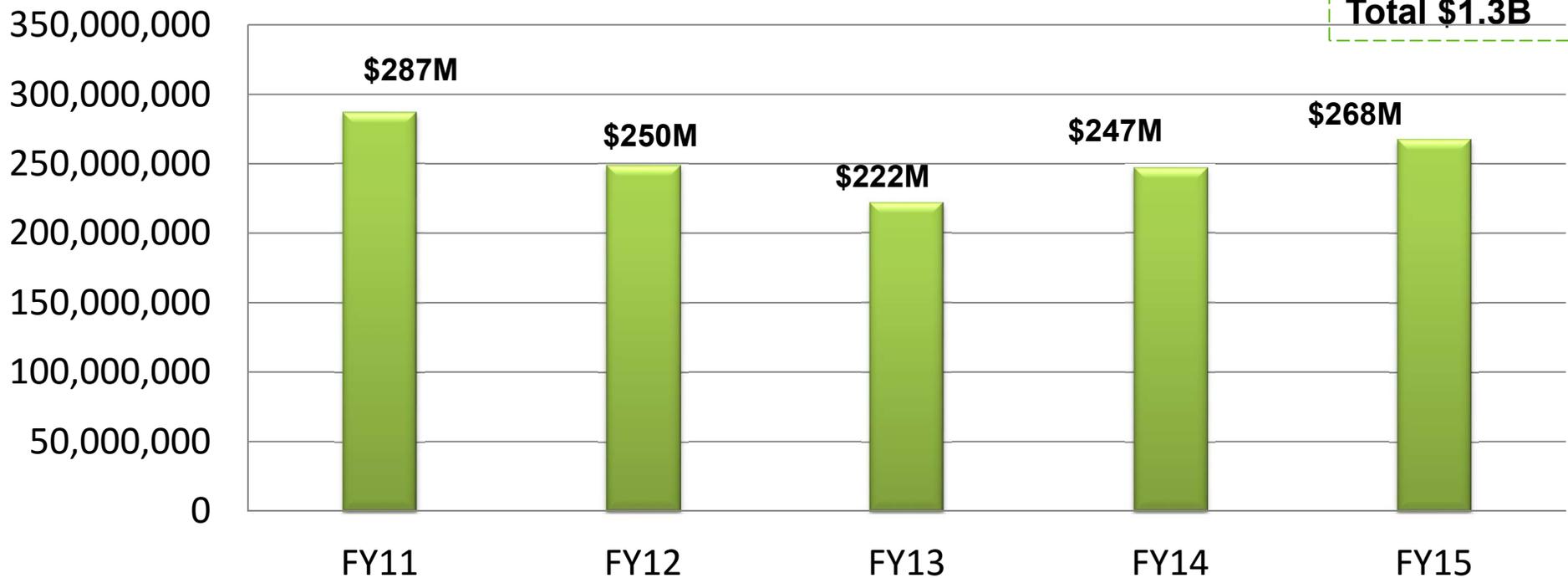


**REMOVING BARRIERS: FIVE STRAIGHT FISCAL YEARS OF OVER  
\$470 MILLION IN CONTRACT AWARDS!**



## Women Owned Small Business

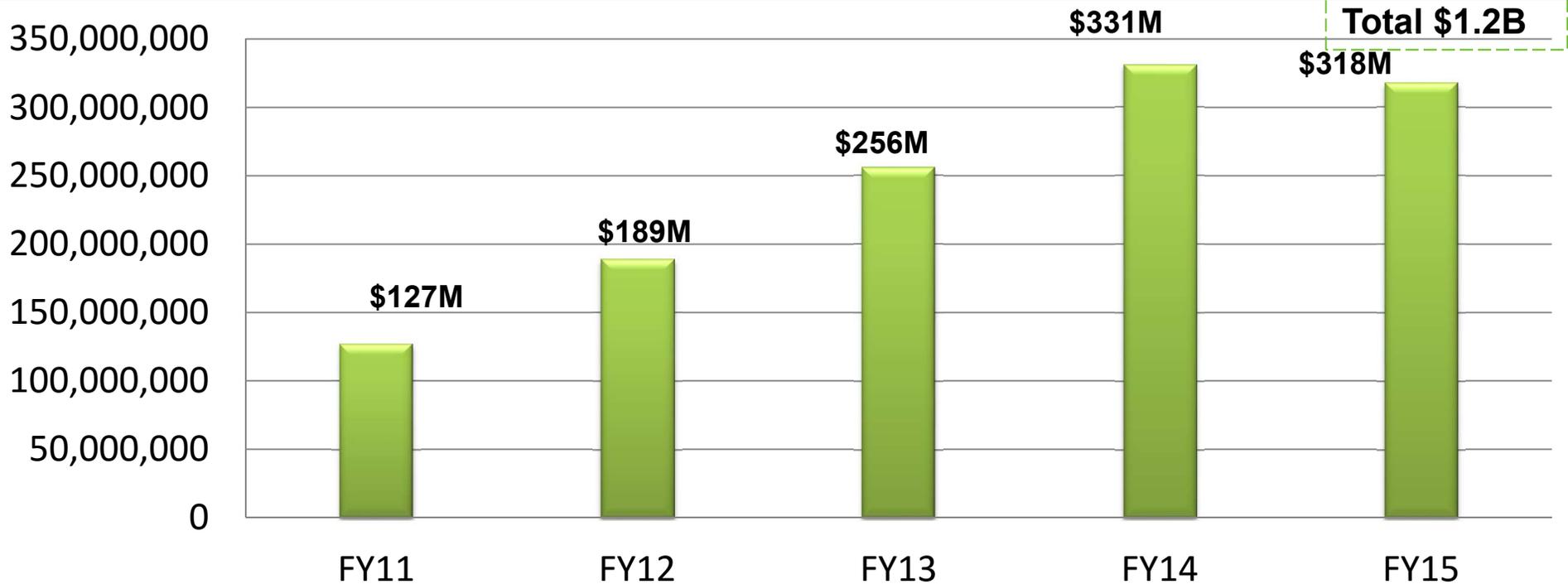
Prime Contract Award Dollars: FY11 - FY15



**REMOVING BARRIERS: FIVE STRAIGHT FISCAL YEARS OF OVER \$220 MILLION IN CONTRACT AWARDS!**



## Service Disabled Veteran Owned Small Business Prime Contract Award Dollars: FY11 - FY15



**REMOVING BARRIERS: FIVE STRAIGHT FISCAL YEARS OF  
OVER \$100 MILLION CONTRACT AWARDS!**



## HUBZone Small Business

Prime Contract Award Dollars: FY11 - FY15

120,000,000

100,000,000

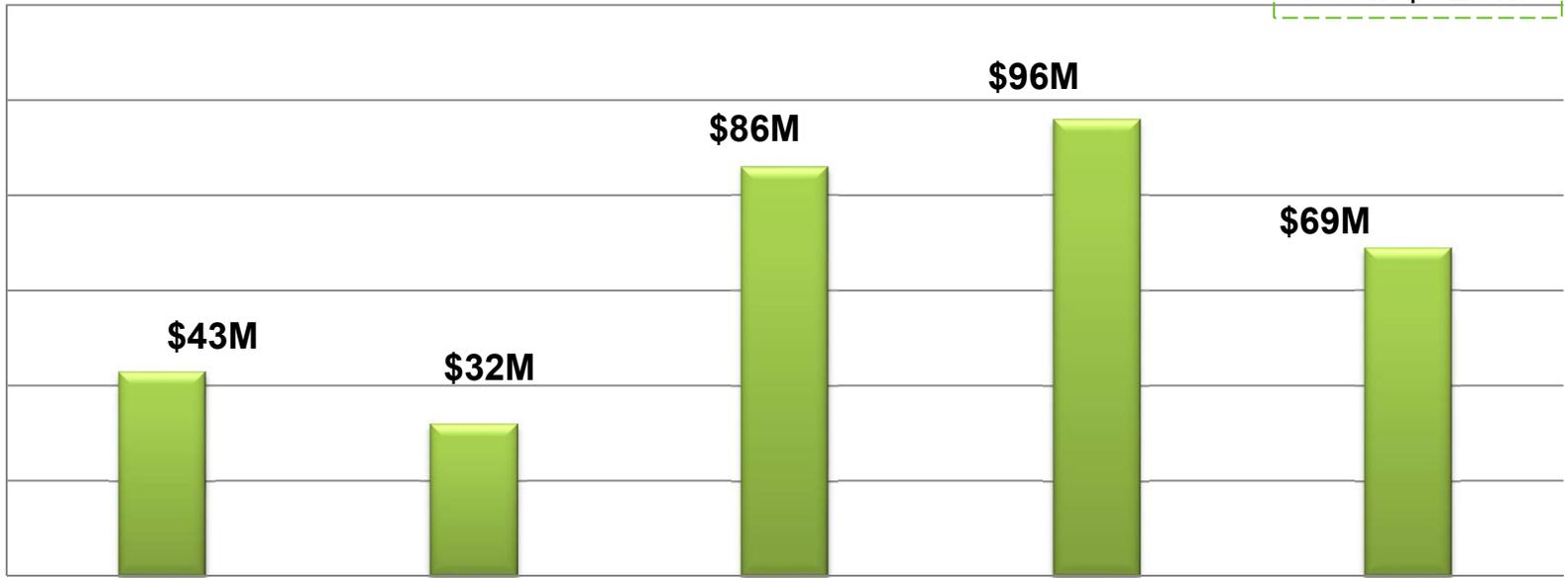
80,000,000

60,000,000

40,000,000

20,000,000

0



FY11

FY12

FY13

FY14

FY15

**REMOVING BARRIERS: EMPOWERING LOCAL COMMUNITIES  
THROUGH ECONOMIC LEVERAGING!**



# FY16 Small Business Prime Awards Achievements

## \$5.3 Billion Total Eligible Small Business Dollars

Small Business Categories	FY16 Federal Small Business Goals	FY16 DoD Small Business Goals	FY16 DISA Small Business Goals	FY16 DISA Small Business Achievements	FY16 DISA Contract Awards Dollars
SB	23%	21.26%	27%	30%	\$1.6 Billion
SDB	5%	5%	10%	11%	\$586 Million
WOSB	5%	5%	5%	6.3%	\$334 Million
SDVOSB	3%	3%	3%	6.4%	\$339 Million
HUBZone	3%	3%	2%	1.3%	\$68 Million



Figures are as calculated by the official FPDS-NG SB Achievements by Awarding Organization Report – Final Certification by the Small Business Administration will occur in 3<sup>rd</sup> Quarter 2017



## North America Industry Classification System (NAICS) FY16 Results

### Concentration of Prime Contract Awards:

Total Actions Awarded in FY16 - 37,274

Total Dollars Awarded in FY16 - \$5.3B

### **NAICS Sector 51 – Telecommunications/Software/Information Services**

Contract Awards in the NAICS Code 51 Sector:

70% of all Total Actions = 26,086

36% of all Total Dollars = \$1.9B

### **NAICS Sector 54 – Engineering/Design/Computer/Professional/Scientific**

Contract Awards in the NAICS Code 54 Sector

21% of all Total Actions = 7,972

58% of all Total Dollars = \$3.1B

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## **FY17 Prime Small Business Goals**

**Small Business - 27%**

**Small Disadvantaged Business – 10%**

**Women-Owned Small Business – 5%**

**Service Disabled Veteran Owned Small Business - 3 %**

**HUBZone – 2%**



# Championing Big...Using Small Business!

❖ Individual small business set-aside contracts based on mission requirements 

❖ DISA Enterprise Support Services 

❖ Encore II Small Business set-asides 

❖ GSA OASIS 

❖ GSA Schedule IT-70 – Small Business Set-Aside

❖ GSA 8(a) STARS II 

❖ GSA Vets 

❖ NASA SEWP V – Small Business Groups 



❖ Global Information Grid Services Management: Engineering, Transition & Implementation (GSM-ETI) Projects & Support (GSM-P&S) 

❖ GSA Alliant Small Business 

❖ Custom SATCOM Solutions-Small Business (CS2-SB)

❖ TASS – Technical & Support Service 

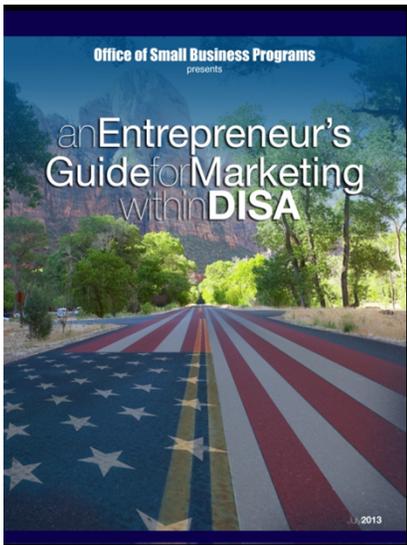
❖ Defense Spectrum Organization – EMS-E3 

❖ NIH CIO SP3

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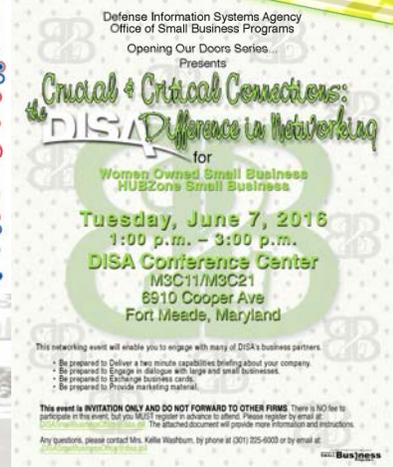
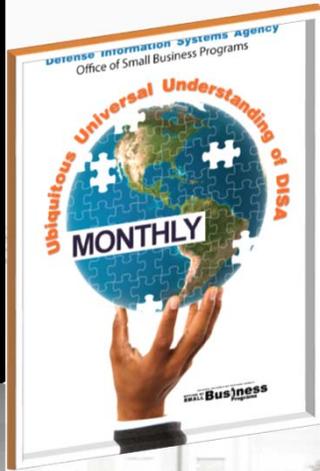


# Small Business Events & Publications



## Upcoming Small Business Events at DISA Headquarters

- Monthly Small Business Orientation Forum (Monthly)
- Leadership In Action Speaker Series – December 2016
- Various Small Business Events in 2017





**The art of war teaches us to rely not on the likelihood of the enemy's not coming, but on our own readiness to receive him.....**

***Sun Tzu***



# Thinking Big...Innovating Big...Using Small Business!

PEOPLE ARE OUR GREATEST STRENGTH - Supporting over 3 million DoD personnel globally!



**Industry Partnership**



**24x7x365**

**DISA: OUR SUN NEVER SETS!**



**Cyber  
&  
Risk Management**

Small Business Specialty + Products + Apps + Services + Certifications + Creativity = Successful Value Proposition!



## Three More Things...

Bring **Bold & Innovative** business practices – Be a groundbreaker.

Bring **Extraordinary** leadership and **Creative** talent – Invest in yourself and your company.

Bring Value - **Differentiate** – **Challenge the Normal**.





## Contact Information

### Information

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**UNITED IN SERVICE TO OUR NATION**