



Department of the Navy
Office of Small Business Programs

2014 Navy Gold Coast Small Business Procurement Event

Wednesday, August 13th

*Speaker: Mr. Sean F. Crean
DoN OSBP Director*

“Small Business...

The First Option”

Report Documentation Page

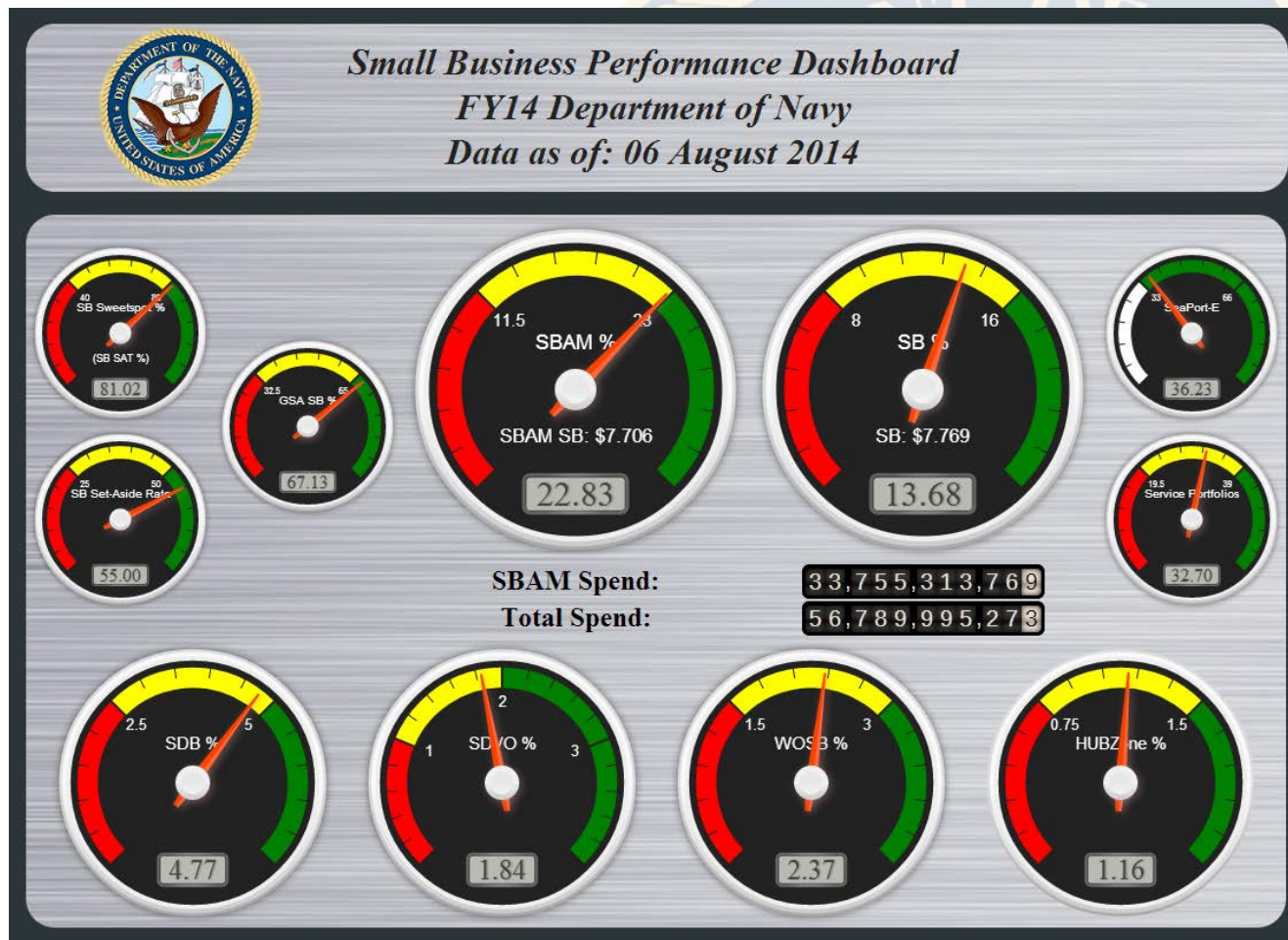
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DoN Small Business Performance Dashboard

Department of the Navy Office of Small Business Programs

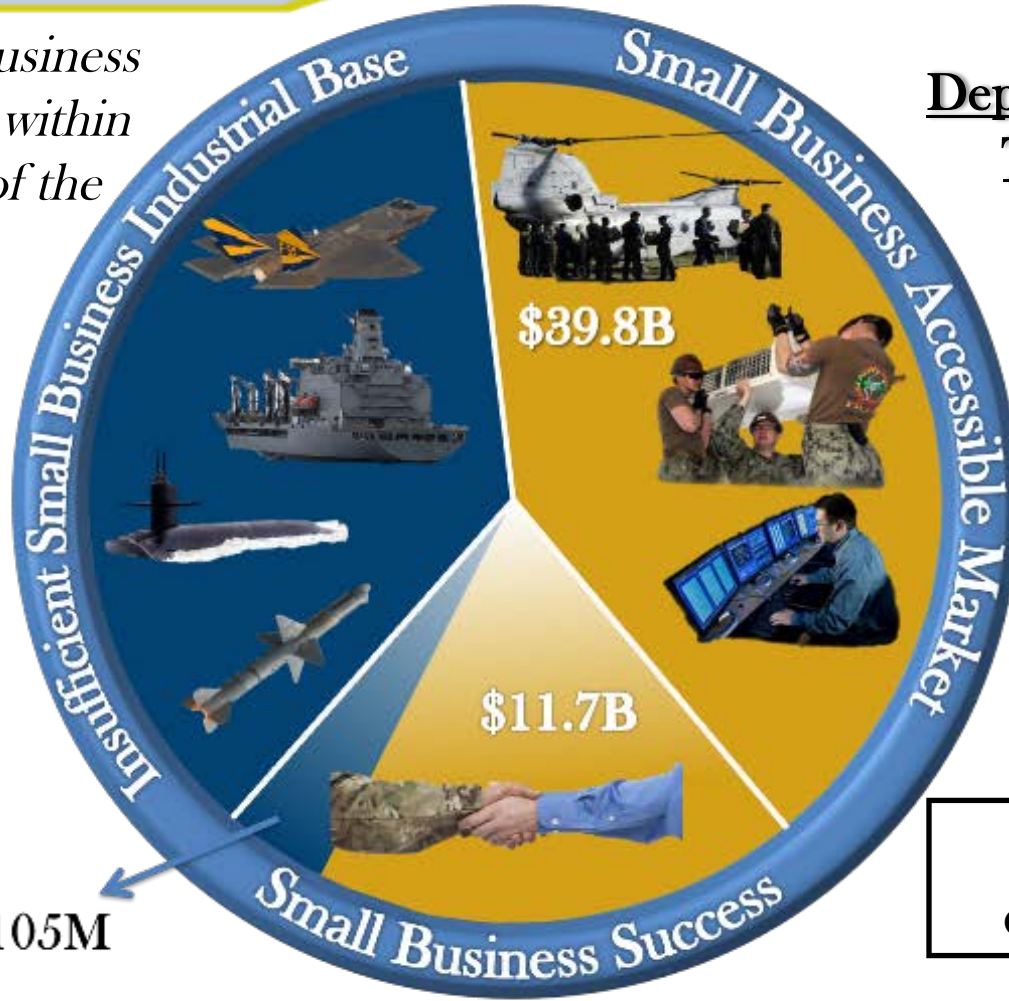


Where Do We Look For Small Businesses?

Target the Small Business Accessible Market within the Department of the Navy

\$26.2B

Small Business Inaccessible Market (SBIAM)



\$77.8B

Department of the Navy
Total SB Eligible
Spend FY13

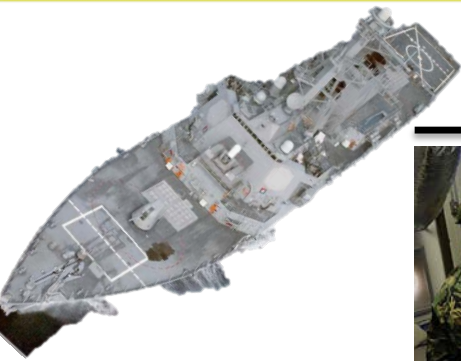
\$51.6B

Small Business Accessible Market (SBAM)

Overall Small Business
Garnered: 15.11%
Overall SBAM: 22.65%



Where Do We Look For Small Businesses?



Combat Ships and Landing Vessels

\$6.34B



**Engineering & Tech
Professional Support**

\$3.34B



Airframe Structural Components

\$2.69B



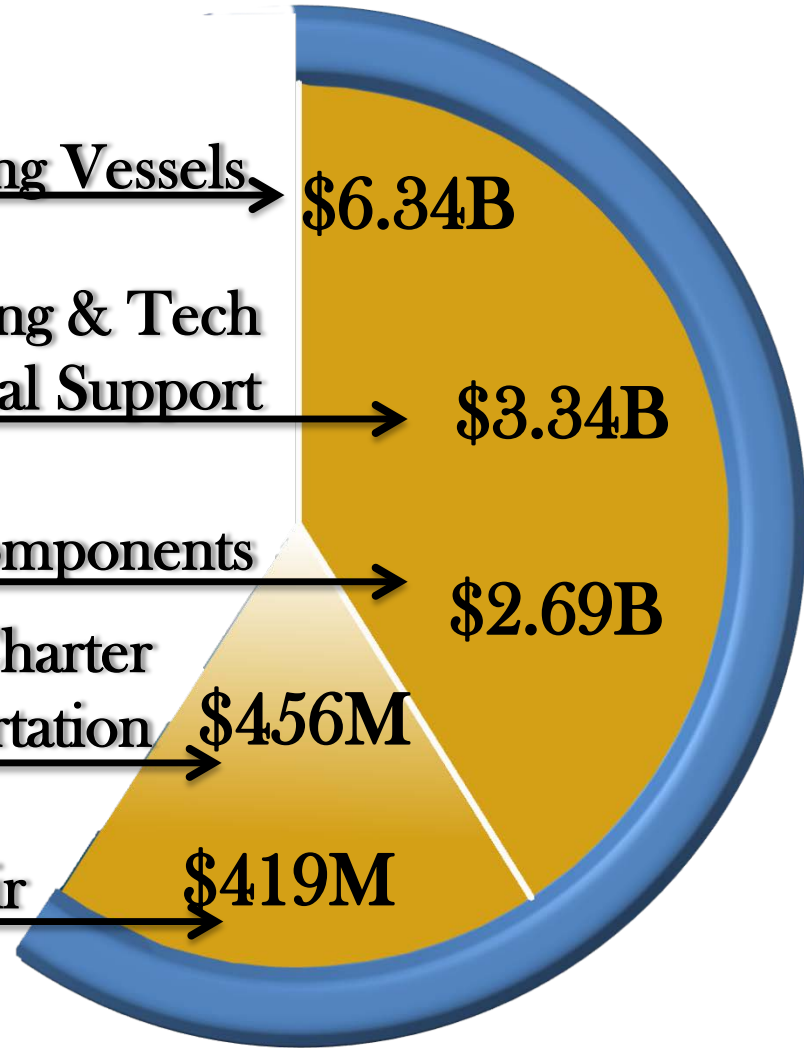
**Marine Charter
Transportation**

\$456M



Non-Nuclear Ship Repair

\$419M



SBIR Creates a DoN Torpedo Defense “Push 2 Bush”



The first ever launch of an Anti-Torpedo Torpedo (ATT) from the USS Bush CVN-77. The test was conducted in May 2013. The test was not only the first launch of the torpedo but the first integrated test of the SSTD system as a whole. For CVN-77 the SSTD system went from paper drawings to a fully installed, fully integrated system in 16 months.

Listening to SB

Department of the Navy
Office of Small Business Programs

- 1) Developed an SBIR Guidebook/SBIR Phase III transitions (Aug 2014).
- 2) Improved Communications Memo with Small Business (June 2014).
- 3) Review of Seaport-e (Completed June 2014).
- 4) Improved the Mentor-Protégé Guidebook (April 2014).
- 5) Rescinding the 3yr limit on service contracts (Feb 2014).
- 6) Subcontracting Program Oversight (Implemented September 2013)
- 7) Top Down Review of Tripwires and Low Priced Technically Acceptable (LPTA) procedures. (August 2013).
- 8) Improved Performance Metrics. (October 2013)
- 9) Improved alignment between RD&A and the SECNAV OSBP (Jan 2013).



Going Forward

- Continuous improvement on doing business with DoN
 - Breaking down barriers
- Opening up SBAM by buying commands
- Breaking out OTSB vendor lock
 - ie - Range Technical Support Services ~25yr!
- Ranking the Buying Commands and DoN OSBP
- Improved standardized forecasting
- Providing Web-enabled training
- Ensuring everyone knows:

The Department of the Navy
Is
OPEN FOR BUSINESS



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Department of the Navy Office of Small Business Programs

Tuesday, August 05, 2014



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Programs

Small Business Programs

HUBZone

Mentor-Protégé

SBIR / STTR

SDB & 8(a)

Veteran/Service Disabled Veteran
Owned

Women-Owned (WOSB)

Information

Find your Small Business Professional

Forecasted Acquisition Plans

Resources

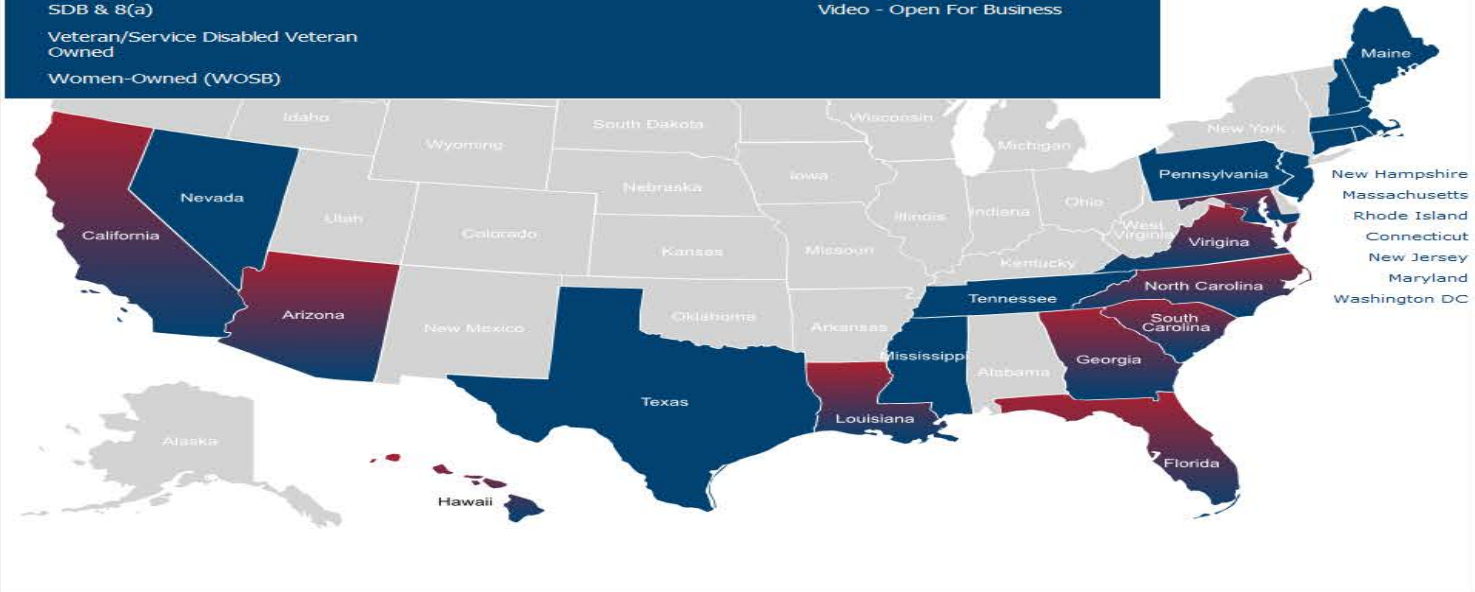
Small Business Resources

Government Contracting Terms

Government Acronyms

Tutorials

Video - Open For Business



Trusted sites | Pr

<http://SmallBusiness.Navy.mil>

