



Department of the Navy Naval Supply Systems Command



Year-End Review & FY15 Projections



Associate Director
Date



Report Documentation Page

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FY14 SB Dashboard NAVSUP

Data as of: 06 August 2014



SBAM Spend: 4,781,281,323

Total Spend: 4,791,652,294





Where do you think you will end up for FY14? Why?

SB – 26.0%, SDB – 8.0%, SDVOSB – 3.6%, WOSB – 6.6%, HZ – 0.6, Sweetspot – 81.0%.

Drivers: SB - \$200M in NMCI carry-over awards from FY13; HZ - loss of sources.
Efforts: targeted emphasis on services & HZ; continued emphasis on SAP SBSAs.

Significant unexecuted set-aside awards that impacted your FY14 goal

- GBS follow-on contract (100% set-aside) was expected to be in place this FY but will not be awarded until Feb 2015.
- Impact: Multi-year requirements could not be placed on GBS in FY14. Some alternate strategic sourcing solutions did not result in set-asides.

Industries and/or socio-economic Concerns

- SB - Final year of GBS (follow-on not awarded);
- HUBZone - loss of certified firms;
- SDVOSB – major SDVOSB contract may realign outside NAVSUP.
- Decline in spend continues at some customer-driven sites.

Plan to Increase SB performance

Services Contracting: Establish deep-dive positions with strategic sourcing office to pre-review expiring services contracts to identify break-up/break-out candidates for SB in “way ahead” mode.



Projected overall & SB spends in FY15

NAVSUP Eligible Spend for FY15:
\$6.8 Billion
Small Business Spend for FY15:
\$1.77 Billion – 26.0%

Command's projected targets and group performance in FY15

SDB – 8.0% KBS: 30%
SDVOSB – 3.5% Facility: 50%
WOSB – 6.6% Elect/Comm: 10%
HUBZone – 0.6%
Sweetspot – 81%

Non-expiring funds pushed to FY15 & beyond that would impact coming years

N/A

Strategy changes from FY14

- Expiring services contract deep-dive analysis initiative.
- Supplies: review LTCs for SB pass-through items & remove where possible.



Concerns

- FPDS-NG logic out-of-date
- NMR disconnect with SBA (FAR guidance vs. SBA intent) on distributor “set-asides” for brand-name/SS products.
- Overseas application of SB programs and resulting impact.

Developed Metrics

- Track percent of award actions to SB in addition to percent of award dollars.
- Rate of competition

What's right?

Keep dashboard focus on the SB program targets.

What's missing?

Competition statistics.

What can be better?

- Portfolio spend data not accurate due to FPDS-NG pulling only the top NAICS assigned to a MAC. (KO can't change in CARs.)
- Set-aside rate not accurate due to FPDS-NG inability to code discretionary set-asides.



Questions

Status Update Requests – what is the latest news on:

- Implementing the SBA Final Rule regarding SB programs applying regardless of place of performance (e.g., overseas)
- Consolidating SYSCOM SB offices
- Changing small business series to 1101
- Eliminating part-time SB positions
- Releasing DD2597 revision, latest version

