



# SMALL BUSINESS ENTERPRISE DEPARTMENT OF THE NAVY OFFICE OF SMALL BUSINESS PROGRAMS

## FY 2023-2025 Operations Plan



### SMALL BUSINESS - THE FIRST OPTION



# MS. ARVEICE WASHINGTON, DEPUTY DIRECTOR

## Department of the Navy (DON)

### Office of Small Business Programs (OSBP)



The Department of Defense's technological advantage depends on a healthy and secure national security innovation base that includes both traditional and nontraditional defense partners. Small businesses are a critical team member and a key catalyst to accelerate innovation. The Department of the Navy's (DON) Office of Small Business Programs (OSBP) is leading the charge to maximize opportunities for small businesses to participate as prime and subcontractors in support of the Navy and Marine Corps. Utilizing small businesses capabilities should be a preferred choice. "Small Business - The First Option" is the very essence of everything we do as acquisition professionals to maximize the advantage, agility, innovation, and responsiveness that small businesses bring to the warfighter.

DON Small Business Enterprise Strategic Framework, established in Fiscal Year (FY) 2017, continues to be a roadmap to enhance DON's culture of small business inclusiveness. Our Operations Plan captures our three focus areas, Ensure Professional Workforce Development, Strengthen Partnerships in the Acquisition Process, and Optimize Communications, which continue to guide our daily actions. DON Small Business Professionals (SBP) have strengthened partnerships in the acquisition process and DON's Deputy Program Managers have fully embraced their duties as Small Business Advocates for their programs. Navy and Marine Corps Buying Activities and Program Executive Offices have posted their Small Business Strategies and Long Range Acquisition Forecasts on public facing websites.

DON OSBP optimizes communications by continuing its social media presence with Webinars, Facebook, LinkedIn, Twitter, and a dedicated YouTube Channel. Small businesses and non-traditional suppliers interested in working with the Navy and Marine Corps can stay connected with real time information.

## OFFICE OF SMALL BUSINESS PROGRAMS >>>

DON Small Business Enterprise is comprised of cross-functional acquisition workforce that utilizes defense focused business acumen to identify, integrate and advocate for the added value of small business, innovative business startups and non-traditional suppliers.

### SMALL BUSINESS ENTERPRISE STRATEGIC FRAMEWORK

#### VISION

Change and enhance a culture of small business inclusiveness across the DON.

#### MISSION

Foster acquisition opportunities where small businesses can best support warfighters and their families through policy, advocacy, counseling and training.

#### STRATEGY

Promote a DON-wide culture that leverages small businesses as a strategic advantage.

DON OSBP WEBSITE: [HTTPS://SECNAV.NAVY.MIL/SMBLALBUSINESS](https://secnav.navy.mil/smallbusiness)

# **MR. ROBERT SMITH , DIRECTOR**

## **Small Business Innovation Research (SBIR)/ Small Business Technology Transfer (STTR)**



The DON SBIR/STTR Programs leverage small business agility to measurable naval advantage for the National Defense Strategy, continually exploring collaborations to deliver innovation faster. In FY20, DON will aggressively pilot efforts leveraging program strengths to make it even simpler, faster, and more impactful. Over FY 2020-2021, we plan to invest nearly \$450 million annually in warfighter innovations, through approximately 200 research topics proposed by front-line Navy and Marine Corps acquisition program engineers. Our focus on people, processes and capabilities strengthens small businesses' ability to invent superior technology solutions, scale up these solutions for manufacture, and field products integrated into naval weapons, platforms and systems. As a result, DON SBIR/STTR projects experience an annual non-SBIR/STTR investment of over \$500 Million in "last mile" financing to ensure technology delivery into warfighters' hands. DON SBIR/STTR is evolving to ensure operational readiness, enhance the defense industrial base, and build winning teams with academic and laboratory participation. Congress tasked the SBIR and STTR programs with helping to strengthen national economic competitiveness and harness the innovative potential of U.S. small business: We succeed by delivering innovation.

A banner featuring the Navy SBIR/STTR logo on the left, a photograph of several ships at sea in the middle, and the text "Small Business Innovation Research" and "Small Business Technology Transfer" on the right.

### **SMALL BUSINESS INNOVATION RESEARCH (SBIR)**

Small businesses of 500 or fewer employees have the opportunity to address Navy and Marine Corps technology innovation needs.

#### **Specific program purposes are to:**



**01**

Stimulate technological innovation;



**02**

Use small business to meet Federal Research/Research and Development (R/R&D) needs;



**03**

Foster and encourage participation of socially and economically disadvantaged small businesses in technological innovation; and



**04**

Increase private sector commercialization of innovations derived from Federal R/R&D to increase competition, productivity and economic growth.

### **SMALL BUSINESS TECHNOLOGY TRANSFER (STTR)**

This program fosters transitions of joint efforts between qualified small businesses and research institutions to the Navy and Marine Corps.

A major difference in the two programs is that the STTR program requires the Small Business to have a research partner that is a university, a Federally Funded Research and Development Center (FFRDC), or a qualified non-profit research institution.

The DON SIR/STTR programs are targeted at addressing the needs and areas of interest of the Navy and Marine Corps. These programs are a component of the overall DoD SBIR/STTR program.

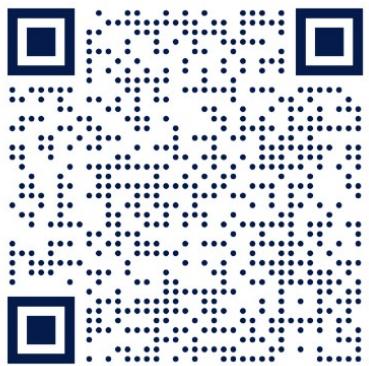
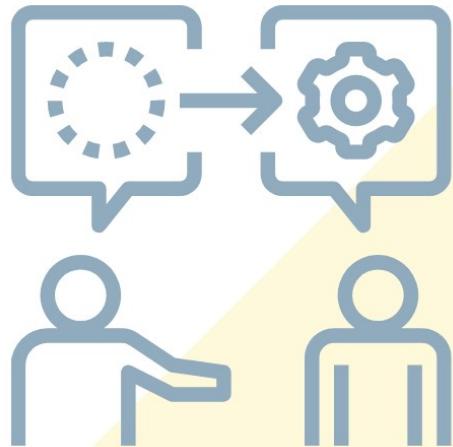
Learn more about the three-phased SBIR/STTR Programs, eligibility requirements, broad agency announcement, schedules, research topics, frequently asked questions and points of contact.

**DON SBIR/STTR website: <https://www.navysbir.com>**



# DON OSBP Mentor Protégé Program

The DON Mentor-Protégé Program (MPP) assists small businesses (Protégés) to successfully compete for prime contract and subcontract awards by partnering with large companies (Mentors) under individual, project-based Agreements. The Department of Defense (DoD) Pilot MPP was established under Section 831 of Public Law 101-510, the National Defense Authorization Act for Fiscal Year 1991 (10 U.S.C. 2302 note). The program has been extended through September 30, 2024.



The DON MPP is currently looking for agreements with focus in the following Developmental Assistance Areas:

- Knowledge-Based
- Manufacturing
- Research and Development



MENTOR PROTÉGÉ PANEL AT THE  
2022 DON GOLD COAST EVENT



MENTOR PROTÉGÉ AGREEMENT

# Small Business & Socio-Economic Programs



## Small Disadvantaged Business (SDB) & 8(a)Business Development Program

A Small Disadvantaged Business (SDB) is a small business owned and controlled by socially and economically disadvantaged individuals. The following designated groups are presumed to be disadvantaged: African Americans, Hispanic Americans, Native Americans (American Indians, Native Alaskans, Aleuts, and Native Hawaiians), and Asian Pacific Americans. SDB status makes a company eligible for bidding and contracting benefit programs involved with federal procurement.



## Historically Underutilized Business Zone Small Business Program (HUBZone)

The HUBZone Program encourages economic development in HUBZones. The purpose is to promote economic development and employment growth in distressed areas by providing Small Business Concerns (SBC's) in those areas access to more federal contracting opportunities.



For more information visit the SBA website  
[www.sba.gov/federal-contracting-assistance-programs](http://www.sba.gov/federal-contracting-assistance-programs).



# Doing Business

## 8 STEPS TO BECOMING



### 1) IDENTIFY YOUR PRODUCT AND/OR SERVICE



- Identify your Socioeconomic Category
- Identify your product and/or service using North American Industry Classification System (NAICS). To identify the proper code for your company, use the NAICS SEARCH TOOLS to identify the code that best reflects your primary business activity (revenue producing activity.) <https://www.census.gov/naics>
- Identify your product or service, or both, by identifying your Product Service Code (PSC) by going to <https://psctool.us>. This classification will assist the procurement and financial management communities in properly representing the good or service being purchased, and thereby improve contract and spend data quality.

### 2) RESEARCH YOUR BUSINESS

- Register your business with the Systems for Award Management at [www.sam.gov](http://www.sam.gov). Business entities must register in Sam.gov in order to do business with the federal government.
  - Obtain a Unique Entity Identifier (UEI)
  - Obtain Commercial and Government Entity (CAGE) code
  - Register or Update your SBA Profile
- Register your business with SBA Dynamics Small Business Search (DSBS) <https://dsbs.sba.gov>. Government agencies use this database to find small business contractors for upcoming contracts. Small businesses can also use DSBS to find other small business to work with.



### 3) RESEARCH YOUR MARKET



- Understand how Small Business align with Federal Regulations
  - Federal Acquisition Regulations (FAR)
  - Defense Federal Acquisition Regulations Supplement (DFARS)
  - Navy Marine Corps Acquisition Regulation Supplement (NMCARS)
- Research Small Business Administration (SBA) Programs by socioeconomic category
  - Historically Underutilized Business Zone (HUBZone)
  - Women Owned Small Business (WOSB)
  - Service-Disabled Veteran Owned Small Business (SDVOSB)
  - 8(a) Business Development Program
- DON Specific Searches
  - Search what the DON Buys (Found at the top of our page)
  - **Long Range Acquisition Forecasts (LRAF)**
  - Other Transaction Authority

### 4) MARKET YOURSELF

- Prepare a capabilities statement – A concise one page document of our business competencies. Its purpose is to provide specific information that will convince potential customers to do business with you.
- Prepare a Targeted Marketing Plan – Develop a plan on how to persuade consumers to buy your products or services.





## PROCUREMENT READY

### 5) BID ON A CONTRACT

- Attend Industry Days – Industry Days are outreach opportunities organized by DON OSBP to connect Small Business owners with Small Business Professionals, Contracting Officers and Representatives and others who can advise on the bidding process.
- Respond to RFI – When responding to a Request for Information (RFI), be sure to highlight how your small business' strengths and capabilities align with the Command's needs.
- Reach out to DON Small Business Professionals (SBPs) for contracting assistance and to discuss how your company can support their agency, the warfighter and the National Defense Strategy.



### 6) TO WIN OR NOT WIN A CONTRACT



- You won your bid! Congratulations! – This is the time where you need to utilize your Small Business Professionals with any issues that may arise.
- If your bid is unsuccessful, request a debrief from the Procurement Contract Officer (PCO). Come back stronger next time! The only way that you will be able to do this is to learn from your past mistakes. A debrief will help you learn about missteps and guide you in the right direction for your next bid.

### 7) PERFORM ON A CONTRACT

- Make sure you fully perform your long-range plan on deliverables that you outlined in your proposal.
- Once you have secured a contract with the federal government, schedule a kick-off meeting with your Command. At this kick-off, you will be introduced to your contracting officers, contracting officer representative, legal, program managers, financial analysts and any pertinent technical experts as they relate to your contract. If you have any issues that are beyond the scope of the CO/COR, be sure to contact your command's Small Business Professional to help resolve the issue.



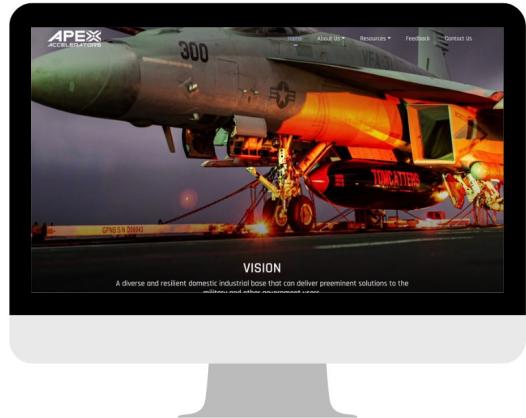
### 8) GROW WITH THE NAVY



- Attend the various workshops, webinars, conferences and other events hosted by DON OSBP or the other ten buying commands. Links to the events can be found on the DON OSBP website, or the website of the hosting command.
- Participate in Mentorship opportunities
  - DON Mentor-Protégé Program
  - DON Small Business Innovation Research (SBIR)/Small Technical Transfer Program (STTR)
  - DON NavalX and Tech Bridges
  - Navy ManTech Center of Excellence (COEs)



# APEX Accelerators



Today, APEX Accelerators are placing an emphasis on helping underserved businesses that are eligible for certain government solicitations designed for the promotion of diversity, inclusion, and equity, and guiding them throughout the entire process. APEX Accelerators will continue increasing the number of Defense Industrial Base (DIB)-ready and Government Industrial Base (GIB, including local and state governments)-ready businesses including:

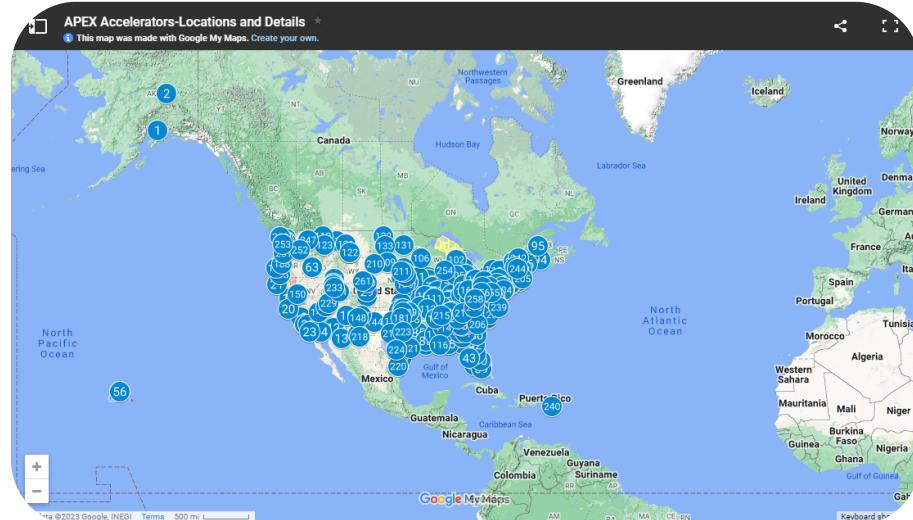
- Disadvantaged Businesses (SDBs)
- Historically Under-utilized Business Zones (HUBZones)
- Service-Disabled Veteran-Owned Businesses (SDVOSBs)
- Women-Owned Small Businesses (WOSBs), and
- Other underserved small businesses

<https://www.apexaccelerators.us>

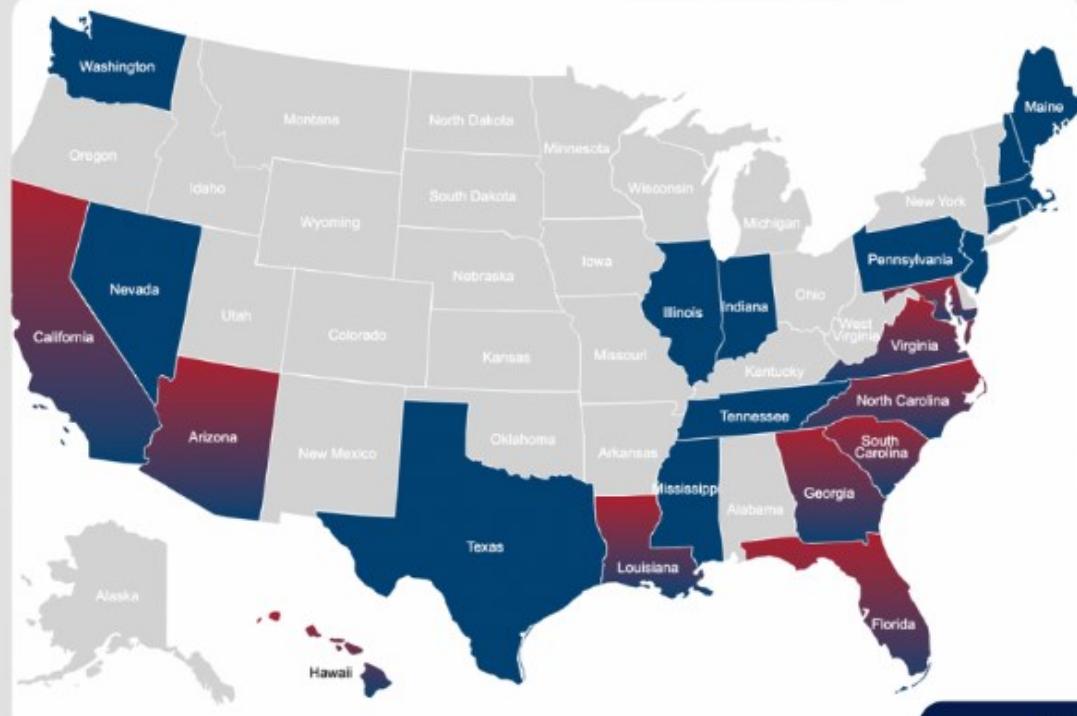
The APEX Accelerators program, formerly known as Procurement Technical Assistance Program (PTAP), under management of the Department of Defense (DoD) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and helps a wide range of businesses enter and participate in the defense supply-chain. The program provides the education and training to ensure that all businesses become capable of participating in federal, state, and local government contracts.



- Complete registration with a wide range of databases necessary for them to participate in the government marketplace (e.g., SAM).
- Identify which agencies and offices may need their products or services and how connect with buying agencies and offices.
- Determine whether they are ready for government opportunities and how to position themselves to succeed.
- Navigate solicitations and potential funding opportunities.
- Receive notifications of government contract opportunities on a regular basis.
- Network with buying officers, prime contractors, and other businesses.
- Resolve performance issues and prepare for audit, only if the service is needed, after receiving an award.



# Find Your Small Business Professional



FIND YOUR  
SMALL BUSINESS  
PROFESSIONAL

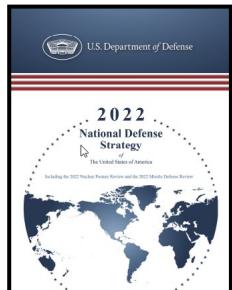


[www.secnav.navy.mil/smallbusiness/Pages/find-your-professional.aspx](http://www.secnav.navy.mil/smallbusiness/Pages/find-your-professional.aspx)

The DON OSBP website has a plethora of information. Of our most useful tools is the FIND YOUR SMALL BUSINESS PROFESSIONAL. This tool allows you to locate a Small Business professional in your area to assist in the development of a new/small business. They provide support in areas in areas where a small business may be lacking.



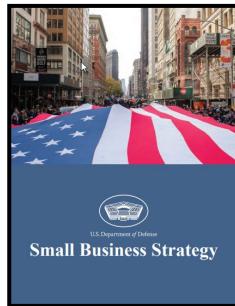
# Department of the Navy Office



## 2022 National Defense Strategy Top Level Defense Priorities

### DON OSBP

1. Defending the homeland, paced to the growing multi-pose by China.
2. Deterring strategic attacks against the United States, partners.



## 2023 U.S. Department of Defense Small Business Strategy

### Implement a Unified Management Structure

- Implement a unified management approach
- Train and credential a unified Small Business Professional Workforce
- Streamline entry points and improve small business access to decision makers



### DON OSBP Objectives

- Enable innovation
- Attract and enable

### DON OSBP Initiatives

- Enhance workforce education and development
- Address small business cybersecurity challenges
- Train and credential small business professionals
- Encourage the utilization of a variety of products and services from small businesses to capitalize on the best products in the market
- Encourage the use of programs that stimulate technological innovation
- Improve visibility of small business data within the DON and to industry

**Every Person**



# of Small Business Programs



## Strategic Alignment

domain threat

allies, and

3. Deterring aggression while being prepared to prevail in conflict, when necessary; prioritizing the challenge posed by China in the Indo-Pacific region the Russia challenge in Europe.
4. Building a resilient joint force and defense ecosystem.

### Align Small Business Activities with National Security Priorities

- Stabilize & scale programs that help tech and manufacturing firms deliver capabilities
- Utilize data tools to understand and expand small business participation and spending
- Expand policy and process engagement of small business professionals and senior leaders on small business matters

### Strengthen Engagement and Support of Small Business

- Improve outreach and communications with small businesses
- Educate small businesses on risks of foreign ownership, control and influence
- Provide cybersecurity training and resources to small businesses
- Educate small businesses on risks of foreign ownership, control, and influence

### **and commercialization of technologies to support the National Defense Strategy small businesses to address manufacturing and defense industrial base challenges**

- Utilize APEX Accelerators to enable and promote coordinated outreach efforts
- Improve collaboration with socio-economic interest groups
- Engage Heads of Contracting Activities and Program Executive Officers to ensure small business strategies include measurable performance objectives
- Host small business roundtables
- Monitor prime contractor's subcontract reporting and compliance and ensure subcontract performance is captured accordingly in CPARS

- Maximize use of existing programs and authorities
- Improve outreach and communications
- Utilize tools, technologies and data to enhance market research for the acquisition workforce
- Create and implement guidance/training to correct system deficiencies identified during Procurement Performance and Surveillance Reviews
- Engage DON prime contractors to gain an understanding of the supplier base and subcontracting successes and barriers
- Solicit Navy Audit Service to conduct small business subcontracting audit in response to internal reviews that identified weaknesses in subcontract reporting and compliance

**Every Day**



**Every Dollar**



**THE FIRST OPTION**



# DON OSBP

## Headquarters, Marine Corps Installation and Logistics (HQMC I&L)



### **Mr. Carlton Hagans**

Small Business Director,  
HQMC I&L

Email: MCIOSBP@usmc.mil

Shapes logistics plans and policies to sustain excellence in warfighting. The focus of effort is to increase Marine Air Ground Task Force lethality by providing superior support through modernizing logistics processes, implementing proven technology and best practices, developing standards of performance, and fully integrating the supporting establishment as the fifth element of the Marine Air Ground Task Force.

[www.iandl.marines.mil](http://www.iandl.marines.mil)

<b>FY22 Top 5 Small Business Execution</b>	
<b>NAICS</b>	<b>FY22 SB* Awards (\$M)</b>
541330: ENGINEERING SERVICES	\$48.8
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$48.5
493190 OTHER WAREHOUSING AND STORAGE	\$29.7
541519: OTHER COMPUTER RELATED SERVICES	\$29.1
541511: CUSTOM COMPUTER PROGRAMMING SERVICES	\$28.3



## Military Sealift Command (MSC)



### **Ms. Leah Baker**

Small Business Director,  
MSC

Email: MSC\_SmallBiz@us.navy.mil

Military Sealift Command exists to support the joint warfighter across the full spectrum of military operations. MSC delivers agile logistics, strategic sealift, as well as specialized missions anywhere in the world, under any conditions, 24/7, 365 days a year.

[www.msc.usff.navy.mil](http://www.msc.usff.navy.mil)

<b>FY22 Top 5 Small Business Execution</b>	
<b>NAICS</b>	<b>FY22 SB* Awards (\$M)</b>
483111: DEEP SEA FREIGHT TRANSPORTATION	\$576.3
336611: SHIP BUILDING AND REPAIRING	\$323.0
481212: NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION	\$49.3
541330: ENGINEERING SERVICES	\$42.1
541513: COMPUTER FACILITIES MANAGEMENT SERVICES	\$32.3

# Buying Activities



## Marine Corps Systems Command (MCSC)



**Mr. Austin (AJ) Johnson**  
Small Business Director,  
MCSC

Email: MCSCOSBP@usmc.mil

Serve as the Department of the Navy's systems command for Marine Corps ground weapon and information technology system programs in order to equip and sustain Marine forces with expeditionary and crisis-response capabilities.

FY22 Top 5 Small Business Execution	
NAICS	FY22 SB* Awards (\$M)
541330: ENGINEERING SERVICES	\$220.2
541519: OTHER COMPUTER RELATED SERVICES	\$51.1
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$39.8
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$35.5
541511: CUSTOM COMPUTER PROGRAMMING SERVICES	\$24.7

[www.marcoresyscom.marines.mil](http://www.marcoresyscom.marines.mil)



**Mr. Shelby Butler**  
Small Business Director,  
NAVAIR

Email: navair.osbp@navy.mil

Deliver integrated air warfare capabilities to enable the fleet to compete, deter and win – tonight, tomorrow and in the future.

[www.navair.navy.mil](http://www.navair.navy.mil)

FY22 Top 5 Small Business Execution	
NAICS	FY22 SB* Awards (\$M)
541330: ENGINEERING SERVICES	\$932.5
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$652.6
336411: AIRCRAFT MANUFACTURING	\$177.7
336413: OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$100.8
488190: OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$82.6



# DON OSBP

## Naval Facilities Engineering Systems Command (NAVFAC)



**Ms. Bianca Henderson**

Small Business Director,  
NAVFAC

Email: NAVFACSB@us.navy.mil

NAVFAC is the Naval Shore and Expeditionary Systems Command that plans, builds, and maintains sustainable facilities, delivers environmental, utilities and other base services, and acquires and manages expeditionary combat force systems and equipment.

[www.navfac.navy.mil/](http://www.navfac.navy.mil/)

### FY22 Top 5 Small Business Execution

NAICS	FY22 SB* Awards (\$M)
236220: COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2,332.6
561210: FACILITIES SUPPORT SERVICES	\$375.4
541330: ENGINEERING SERVICES	\$301.1
562910: REMEDIATION SERVICES	\$207.9
238220: PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$196.6

## Naval Supply Systems Command (NAVSUP)



**Mr. Chris Espenshade**

Small Business Director,  
NAVSUP

Email: navsupsmallbiz.fct@navy.mil

Provide supplies, services, and quality-of-life support to the Navy and Joint warfighter. Manage supply chains that provide material for Navy aircraft, surface ships, submarines and their associated weapons systems. Provide centralized inventory management for Navy's non-nuclear ordnance stockpile. Provide a wide range of base operating and waterfront logistics support services, coordinating material deliveries, contracting for supplies and services, and providing material management and warehousing services.

[www.navsup.navy.mil](http://www.navsup.navy.mil)

### FY22 Top 5 Small Business Execution

NAICS	FY22 SB* Awards (\$M)
541330: ENGINEERING SERVICES	\$492.6
561210: FACILITIES SUPPORT SERVICES	\$127.4
541519: OTHER COMPUTER RELATED SERVICES	\$119.5
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$77.8
336413: OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$70.3

# Buying Commands



## Naval Sea Systems Command (NAVSEA)



**Ms. Anne Bannister**

Small Business Director,  
NAVSEA

Email: [navsea\\_small\\_biz.fct@navy.mil](mailto:navsea_small_biz.fct@navy.mil)

Design, build, deliver, and maintain ships, submarines, and systems reliably, on-time, and on cost for the United States Navy.

[www.navsea.navy.mil](http://www.navsea.navy.mil)

<b>FY22 Top 5 Small Business Execution</b>	
<b>NAICS</b>	<b>FY22 SB* Awards (\$M)</b>
541330: ENGINEERING SERVICES	\$1,618.8
336611: SHIP BUILDING AND REPAIRING	\$1,021.7
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$178.3
334511: SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$134.2
541519: OTHER COMPUTER RELATED SERVICES	\$92.7



## Naval Information Warfare Systems Command (NAVWAR)

**Ms. Kimberly Reidy**

Small Business Director,  
NAVWAR

Email: [navwarsbo@us.navy.mil](mailto:navwarsbo@us.navy.mil)

Identify, develop, deliver and sustain information warfighting capabilities supporting naval, joint, coalition and other national missions.

[www.public.navy.mil/navwar](http://www.public.navy.mil/navwar)

<b>FY22 Top 5 Small Business Execution</b>	
<b>NAICS</b>	<b>FY22 SB* Awards (\$M)</b>
541330: ENGINEERING SERVICES	\$1,231.9
541519: OTHER COMPUTER RELATED SERVICES	\$275.8
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$120.1
334220: RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$110.9
541512: COMPUTER SYSTEM DESIGN SERVICES	\$76.9



# DON OSBP Buying Activities

## Office of Naval Research (ONR)



**Ms. Ellen Simonoff**  
Small Business Director,  
ONR  
  
Email: [onr.smallbiz@us.navy.mil](mailto:onr.smallbiz@us.navy.mil)

ONR was established to plan, foster, and encourage scientific research in recognition of its paramount importance as related to the maintenance of future naval power and the preservation of national security. ONR explores the cutting edge of science and technology (S&T) and strives to transition that S&T into acquisition programs throughout the Navy and Marine Corps.

[www.onr.navy.mil](http://www.onr.navy.mil)

FY22 Top 5 Small Business Execution	
NAICS	FY22 SB* Awards (\$M)
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$440.0
541330: ENGINEERING SERVICES	\$73.7
541712: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$72.5
541512: COMPUTER SYSTEM DESIGN SERVICES	\$14.4
541690: OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	\$11.2

## Strategic Systems Programs (SSP)



**Ms. Marita Thompson**  
Small Business Director,  
SSP  
  
Email: [smallbusiness@ssp.navy.mil](mailto:smallbusiness@ssp.navy.mil)

SSP directs the end-to-end effort of the Navy's Strategic Weapons Systems to include training, systems, equipment, facilities and personnel; and fulfill the terms of the US/UK Polaris Sales Agreement.

[www.ssp.navy.mil/](http://www.ssp.navy.mil/)

FY22 Top 5 Small Business Execution	
NAICS	FY22 SB* Awards (\$M)
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$34.2
541330: ENGINEERING SERVICES	\$24.4
541519: OTHER COMPUTER RELATED SERVICES	\$14.7
541511: CUSTOM COMPUTER PROGRAMMING SERVICES	\$9.2
541612: HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)	\$6.6

# Connect With Us!



[Facebook.com/NAVY OSBP](https://www.facebook.com/NAVY OSBP)

**DON Office of Small Business  
Programs**



[@DON\\_OSBP | @DONSBIR](https://twitter.com/DON_OSBP)

[www.youtube.com/c/donosbp](https://www.youtube.com/c/donosbp)





# Upcoming Events

## SAVE THE DATE



APRIL 8 - 10, 2024  
WASHINGTON D.C.

DON IS OPEN  
FOR BUSINESS  
SMALL BUSINESS  
SHOWCASE

2023 DEPARTMENT OF THE NAVY GOLD COAST SMALL BUSINESS PROCUREMENT EVENT



JULY 26 - 28, 2023  
SAN DIEGO CONVENTION CENTER  
111 W. HARBOR DR., SAN DIEGO, CA



WWW.SECNAV.NAVY.MIL/SMALLBUSINESS

#NAVYGC2023

WWW.NAVYGOLDCOAST.ORG



Navy Office of Community  
Outreach (NAVCO)

<http://outreach.navy.mil/Navy-Weeks>  
2023 Navy Weeks Schedule

- |                                      |                                |                                    |
|--------------------------------------|--------------------------------|------------------------------------|
| • Miami, FL<br>23-29 JAN             | • Tucson, AZ<br>20-26 FEB      | • Shreveport, LA<br>20-26 MAR      |
| • Tri-Cities, TN<br>3-9 APR          | • Wilmington, NC<br>10-16 APR  | • St. Louis, MO<br>8-14 MAY        |
| • Oklahoma City, OK<br>26 JUN –2 JUL | • Milwaukee, WI<br>17-23 JUL   | • Dayton, OH<br>7-13 AUG           |
| • Lincoln, NE<br>21-27 AUG           | • Cleveland, OH<br>4-10 SEPT   | • Salt Lake City, UT<br>11-17 SEPT |
| • Salem, MA<br>25 SEPT-1 OCT         | • Philadelphia, PA<br>9-15 OCT | • Indianapolis, IN<br>23-29 OCT    |

For more information on events contact DON OSBP PAO at OSBP.PAO@navy.mil

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## NOTES

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