



Office of Small Business Programs

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Associate Director

Office of Small Business Programs

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- **Command Mission and Priorities**
- **Small Business Mission and Vision**
- **MCSC Organization**
- **Command Successes/initiatives/Goals**
- **Small Business Overview and Guidance**
- **Small Business Points of Contact**



MARINE CORPS SYSTEMS COMMAND

Equipping our MARINES

Marine Corps Systems Command

Our Mission

To 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 full-spectrum, current and future expeditionary and crisis response capabilities.

Commander's Priorities

*Put people first. Our foundation and commitment.
We must understand operational necessity.
Program Managers are the main effort.
Improve communication skills daily.
Have fun, and don't be afraid to fail.*



“Supporting the Marine Warfighter Utilizing Small Business Capabilities and Technology Solutions”

MCSC OSBP MISSION:

“To support the Commandant’s mission of supporting the warfighter while ensuring that the Command maintains a successful Small Business Program through providing opportunities for Small Business Concerns to assist the Marine Corps Systems Command and PEO LS in meeting its warfighting missions.”

MCSC OSBP VISION:

“The Small Business Program promotes acquisition opportunities where small businesses can best support the needs of our Marines and Sailors. Through policy, advocacy and training, we foster industry innovation, technology development, and the acquisition of quality products, services, and solutions from small business providers. Our vision is to ensure small businesses are the first option in the acquisition planning process.”



USMC Buying Structure

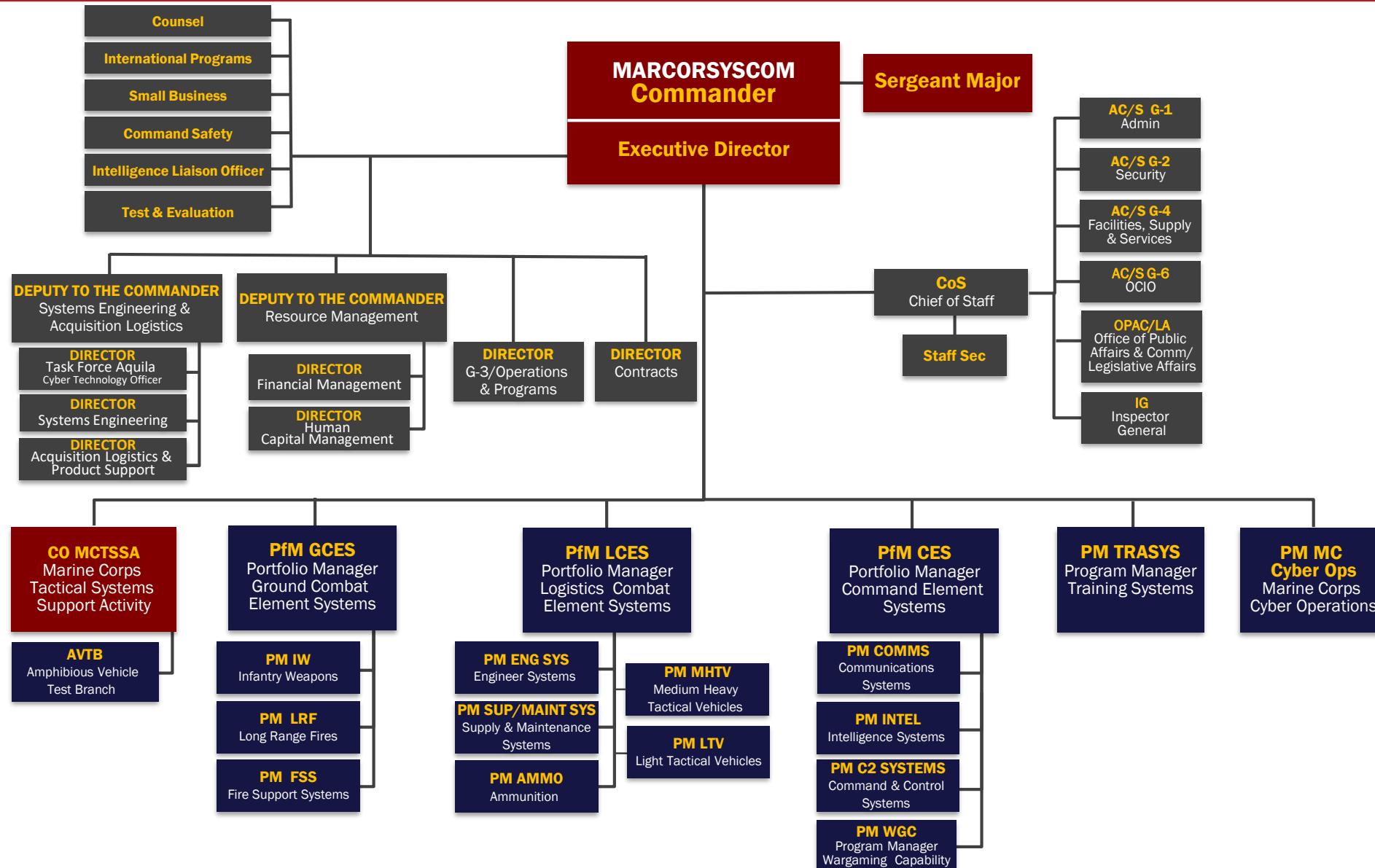
- ▶ 2 major buying offices (**MARCORSYSCOM** and **USMC I&L**)
- ▶ MCSC manages all weapons and IT systems, and programs in support of those areas to equip marines.
- ▶ USMC I&L manages installation and logistics for the Marine Corps: (more information can be provided by the regional contracting offices)
- ▶ Key things to remember when doing business with the USMC
 1. Understand your customer
 2. Provide a solution (not just what you do or sell)
 3. Show us how we can get to you in an efficient manner when needed



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Organizational Chart

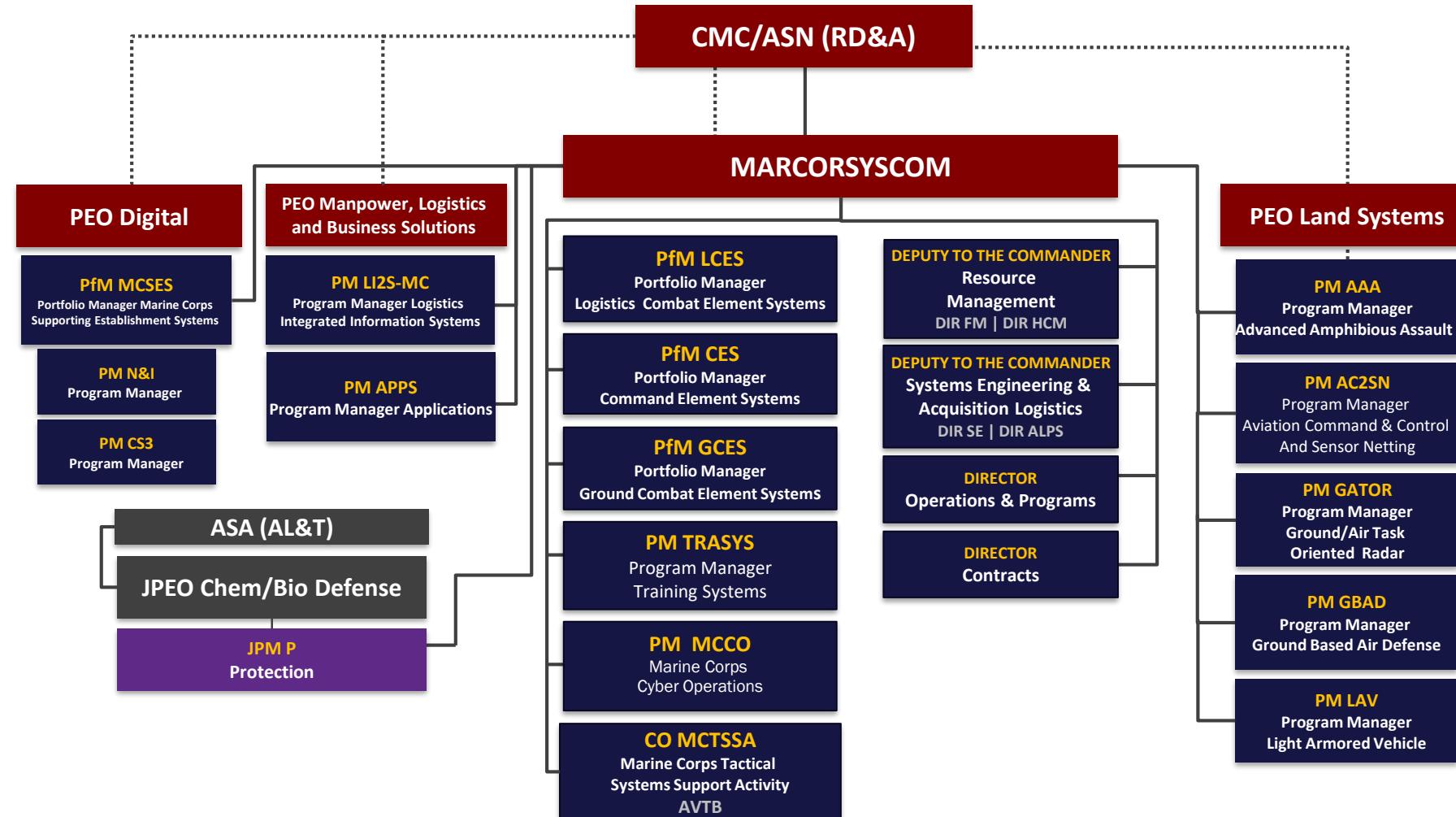




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Marine Corps Ground/IT Acquisition Command and Control



Command

Statutory/Regulatory

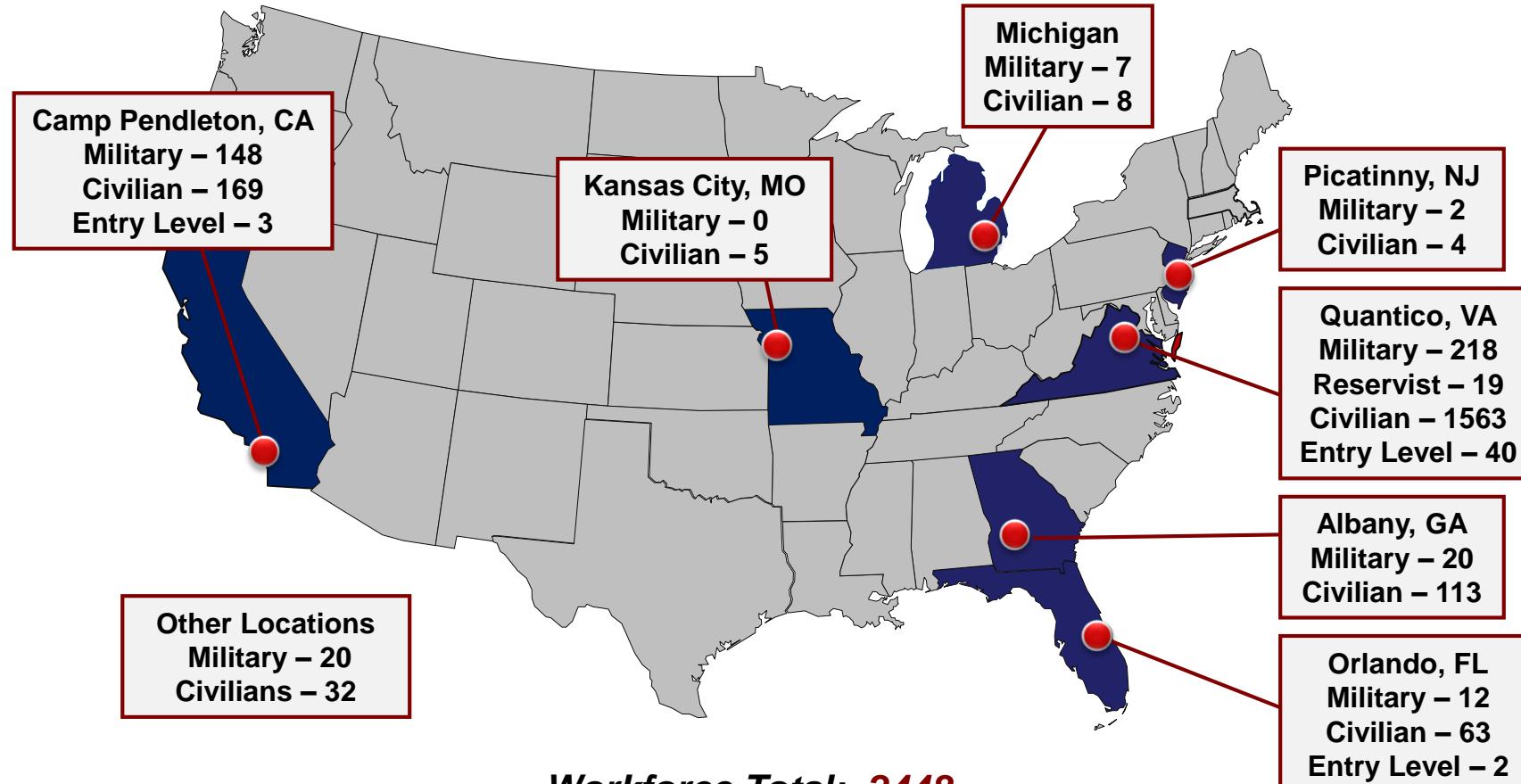


MARINE CORPS SYSTEMS COMMAND

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Workforce Locations

Command Onboard Workforce (MCSC, PEO LS and MCTSSA)



Workforce Total: 2448

446 Military (18%) – Includes 19 Reservist
2002 Civilian (82%) – Includes 45 Entry Level Employees



- ▶ Met or exceeded all SB goals in FY 21
- ▶ Hosted quarterly virtual Small Business Roundtables to improve engagement; three events hosted
- ▶ Participated in Quarterly Contracts Industry Days
- ▶ Improved Small Business Website and Social Media engagement to improve communications with industry



Initiatives:

- HCA Small Business Strategy (FY22/23)
- Small Business Roundtables
- Modern Day Marine Expo (APBI)
- Command Small Business Day FY 2023
- Increased Utilization of Social Media
- One-on-one virtual meetings with industry
- Technology demos and experiments
- Greater usage of DoD mentor protégé program
- Greater usage of SDVOSB, WOSB, and HUBZone set-asides



HCA SB Strategy Highlights:

- Continued vendor awareness through use of DSBS and social media by working with public affairs
- Developed Vendor Lists and management tools to keep industry partners aware of upcoming projects and improve competitive base.
- Virtual vendor days and roundtables for industry discussion, to include tech talk and innovation summits
- Small Businesses encouraged to participated in OTAs
- Involve small business early in acquisition planning
- Provide training on regular and recurring basis to PM, CT and other staff to increase awareness of small business.
- Senior leadership engagement/involvement is paramount



Where does Small Business fit?

- Remember the end user customer in the relationship
- Bring forth innovation through agility
- Build relationships that add value both in government and with industry partners to include large businesses
- Don't be afraid to suggest improvements and new ideas



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Fiscal Year 2021 FPDS-NG Data as of 30 September 2021

Top Fiscal Year 2021 Year-to-Date Small Business Portfolio Group Spends



Fiscal Year 2018, 2019, 2020, and FY21 Year-to-Date Prime Contract Awards through 30 September 2021





Marine Corps Systems Command Equipping our MARINES

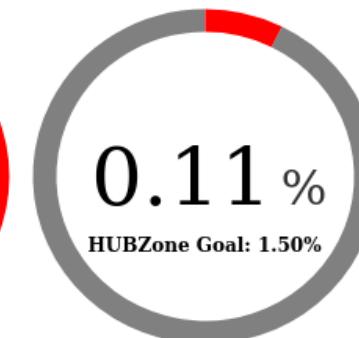
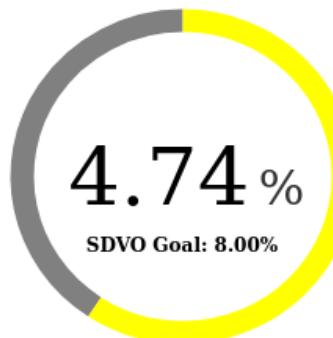
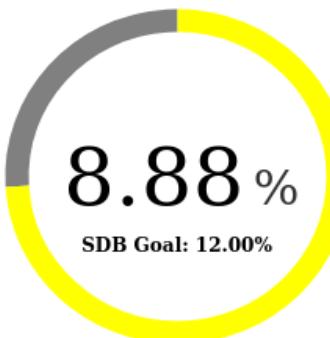
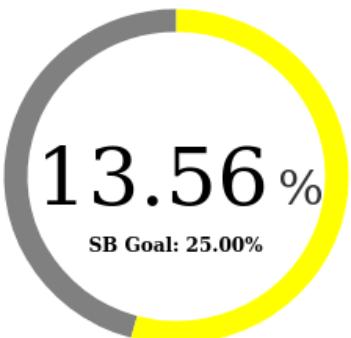
Fiscal Year 2022 FPDS-NG Data as of 19 April 2022

Top Fiscal Year 2022 Year-to-Date Small Business Portfolio Group Spends as of 19 April 2022



Total: \$1.28B

\$1.11B
Other Than SB | \$173.49M
Small Business



\$173,494,096
Small Business

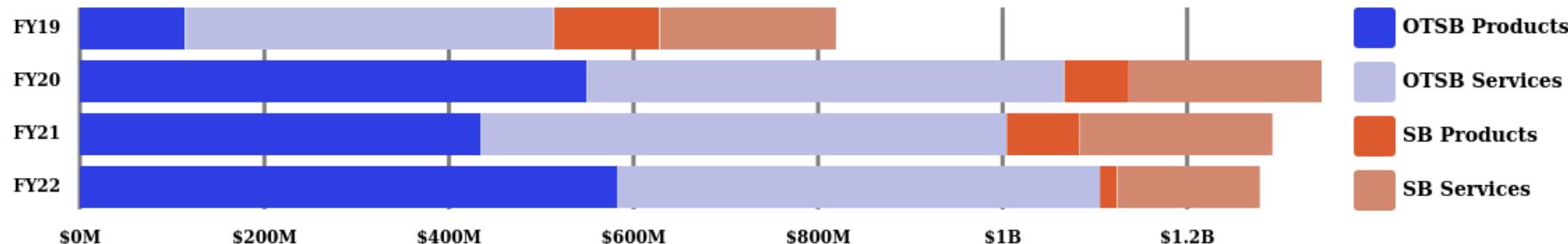
\$113,606,662
Small Disadvantaged

\$60,649,389
Service-Disabled

\$16,566,940
Women Owned

\$1,447,064
HUBZone

Fiscal Year 2019, 2020, 2021 and FY22 Year-to-Date Prime Contract Awards through 19 April 2022





- ▶ Increasing Small Business Participation and Utilization in large programs during full rate production
- ▶ Limited major outreach events due to pandemic
- ▶ Increase in consolidated actions
- ▶ Need for stronger industrial base with greater delivery capacity.



► **Prime Contracts**

- Award directly from MCSC
- Potential for set-aside when market research supports
- Respond to RFIs to show how you can benefit
- Engage in command forums for businesses to include roundtables, tech demos and innovation symposiums

► **Subcontracts**

- Many opportunities coming from major primes OSBP can provide list of regular primes and what they might be looking for.
- Contracts over \$700K to other than small business require subcontracting plans
- Understand the need and specify if you are interested in subcontracting work so the OSBP can link you to the prime subcontract manager POC
- Know the programs you can use as an entry point (Mentor Protégé, socio-economic achievements, specialized technology related to the work, etc.)



Command Forecast for FY22-23

[https://www.marcorsyscom.marines.mil/Portals/105/
MARCORSYSCOM%20LRAF%20\(FY-22\).xlsx](https://www.marcorsyscom.marines.mil/Portals/105/MARCORSYSCOM%20LRAF%20(FY-22).xlsx)

Command Small Business Strategy for FY22-23

[MARCORSYSCOM Small Business Strategy FY 22-23 \(FINAL\).pdf
\(marines.mil\)](#)

Available on website

<http://www.marcorsyscom.marines.mil/Command-Staff/Office-Of-Small-Business-Programs-OSBP/>



Recommended Contract Vehicles

- 1. *SeaPort-nxg***
<http://www.seaport.navy.mil/default.aspx>
- 2. NASA SEWP V (IT related requirements)**
- 3. GSA Schedule Contracts**
- 4. GSA Stars II Schedule Contracts**
- 5. Small Business set asides outside of SeaPort-nxg**
- 6. All Other GWAC / DWAC contract vehicles that MARCORSYSCOM can utilize**



- Quarterly SB Roundtables and CT Industry Days** TBD
- Modern Day Marine Expo** 10-12 May
- Special Ops Forces Industry Conference (SOFIC)** 16-18 May
- Veteran Entrepreneur Tng Symposium (VETS22)** 17-20 May
- 31st Annual Government Procurement Conference** 16 Jun
- Navy Contracting Summit** 16-17 Jun
- National 8(a) Regional Small Business Conference** 20-22 Jun
- National HUBZone Small Business Conference** 1-2 Sep
- Navy Gold Coast Small Business Conference** 6-8 Sep
- Interservice/Industry Training, Simulation and Education Conference (I/ITSEC)** 28 Nov - 2 Dec

Reach Out to Us!



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<http://www.marcorsyscom.marines.mil/Command-Staff/Office-Of-Small-Business-Programs-OSBP/>

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