



MARINE CORPS SYSTEMS COMMAND

HOME OF THE MARINE CORPS ACQUISITION PROFESSIONALS

MARCORSYSCOM OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) PRESENTATION TO THE ATTENDEES OF THE 2015 MODERN DAY MARINE EXPO

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Marine Corps Systems Command (MARCORSYSCOM):



- ▶ **We're the Commandant of the Marine Corps' agents for acquisition and sustainment.**
- ▶ **We provide competency resources, policies and processes to PEOs and Program Management Offices.**
- ▶ **We field systems and equipment used by the Marine Corps and joint operating forces to accomplish their Warfighting mission.**
- ▶ **We manage the life cycle of MARCORSYSCOM acquired systems and equipment.**

**We will equip and sustain the Nation's expeditionary
"Force of Choice."**



Program Executive Officer Land Systems (PEO LS):

- ▶ **PEO LS reports directly to the Assistant Secretary of the Navy for Research Development and Acquisition ASN (RDA).**
- ▶ **PEO LS meets the Warfighter's needs by devoting full-time attention to Major Marine Corps Weapon Systems acquisition, while partnering with Marine Corps Systems Command, in order to develop, deliver, and provide life-cycle planning for assigned programs.**
- ▶ **PEO LS' integral relationship with Marine Corps Systems Command leverages infrastructure, competencies and technical authority.**
- ▶ **PEO LS Portfolio on the next slide.**



PROGRAM EXECUTIVE OFFICER LAND SYSTEMS

IT'S ALL ABOUT THE WARFIGHTER

PORTFOLIO

ACAT I

CAC2S



G/ATOR



JLTV



MTVR



ACAT II

LW 155



LVSR



ACAT III

AAV SU



CTN



ITV



MRAP



ACAT IV

Flatrack
Refueling
Capability



MTVR
TRAILER



P-19R
FIRE TRUCK



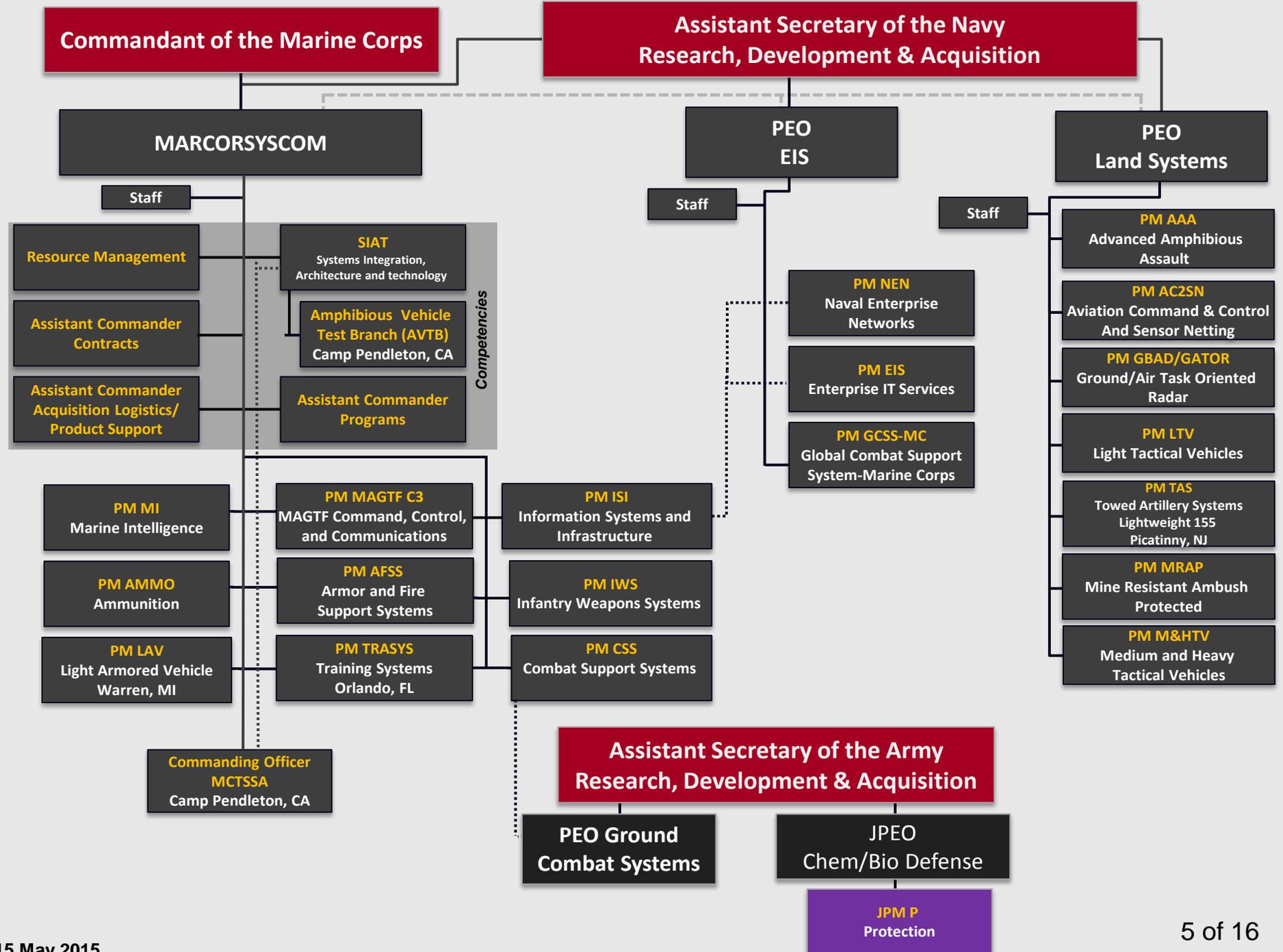
Other (Pre-ACAT)

ACV



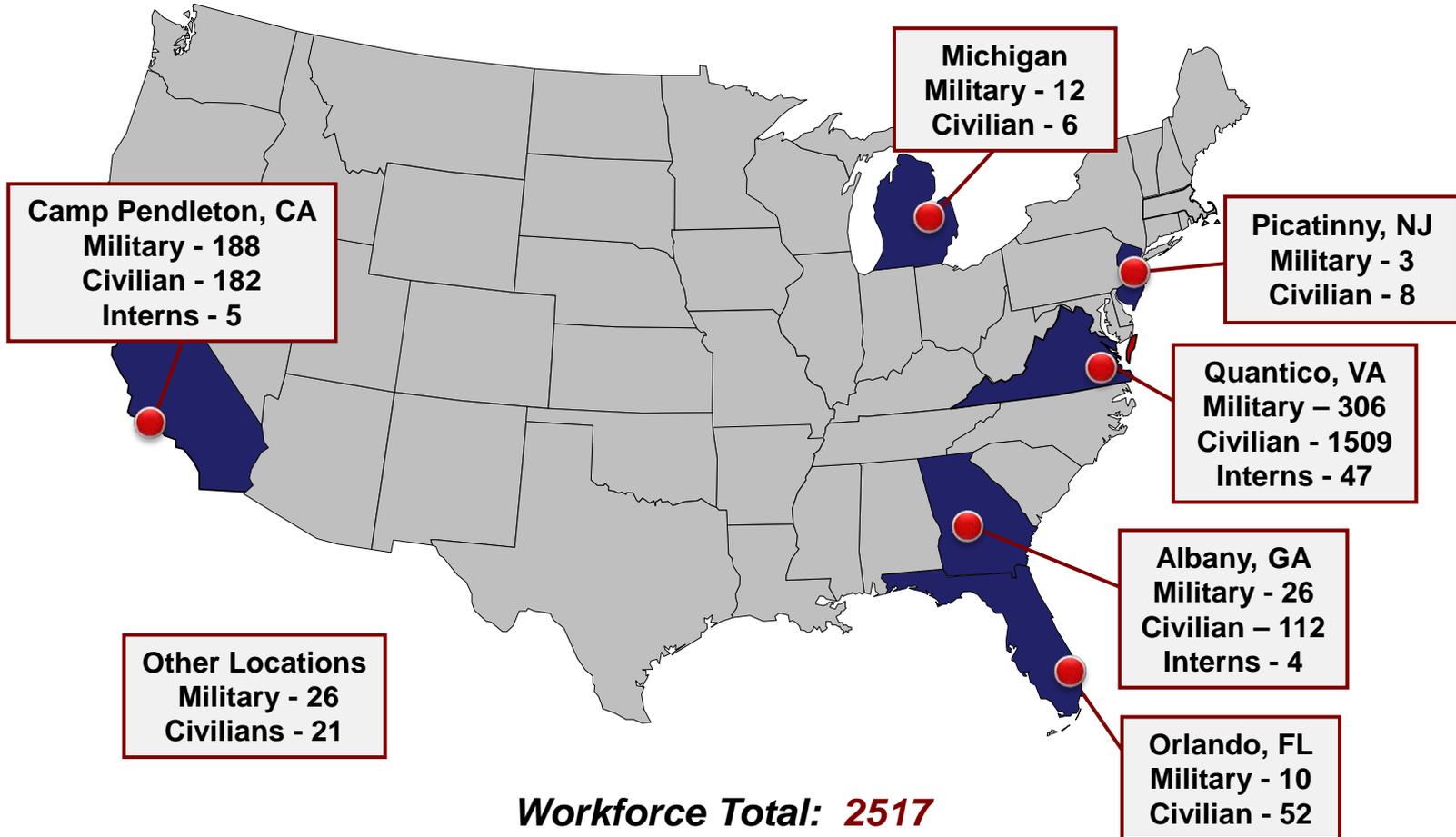
HMMWV SMI







Command Onboard Workforce (MCSC, PEO-LS and MCTSSA)



Workforce Total: 2517
571 Military (23%) - Includes 24 Reservist
1946 Civilian (77%) - Includes 56 Interns



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“BETTER BUYING POWER”



Dr. Ashton B. Carter, former

Under Secretary of Defense for Acquisition, Technology, and Logistics
“Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity
in Defense Spending”

Guidance Roadmap

Target Affordability and Control Cost Growth

- Mandate affordability as a requirement
 - At Milestone A set affordability target as a Key Performance Parameter
 - At Milestone B establish engineering trades showing how each key design feature affects the target cost

Drive productivity growth through Will Cost/Should cost Management

- Eliminate redundancy within warfighter portfolios
- Make production rates economical and hold them stable
- Set shorter program timelines and manage to them

Incentivize Productivity & Innovation in Industry

- Reward contractors for successful supply chain and indirect expense management
- Increase the use of FPIF contract type where appropriate using a 50/50 share line and 120 percent ceiling as a point of departure
- Adjust progress payments to incentivize performance
- Extend the Navy's Preferred Supplier Program to a DoD-wide pilot

Reinvigorate industry's independent research and development and protect the defense technology base.

Promote Real Competition

- Present a competitive strategy at each program milestone
- Remove obstacles to competition
 - Allow reasonable time to bid
 - Require non-certified cost and pricing data on single offers
 - Require open system architectures and set rules for acquisition of technical data rights

Increase dynamic small business role in defense market place competition

Improve Tradecraft in Services Acquisition

- Create a senior manager for acquisition of services in each component, following the Air Force's example
- Adopt uniform taxonomy for different types of services
- Address causes of poor tradecraft in services acquisition
 - Assist users of services to define requirements and prevent creep via requirements templates
 - Assist users of services to conduct market research to support competition and pricing
 - Enhance competition by requiring more frequent re-compete of knowledge-based services
 - Limit the use of time and materials and award fee contracts for services
 - Require that services contracts exceeding \$1B contain cost efficiency objectives

Increase small business participation in providing services

Reduce Non-Productive Processes and Bureaucracy

- Reduce the number of OSD-level reviews to those necessary to support major investment decisions or to uncover and respond to significant program execution issues
- Eliminate low-value-added statutory processes
- Reduce by half the volume and cost of internal and congressional reports
- Reduce non-value-added overhead imposed on industry
- Align DCMA and DCAA processes to ensure work is complementary
- Increase use of Forward Pricing Rate Recommendations (FPRRs) to reduce administrative costs



SBIR (Small Business Innovation Research) and /STTR (Small Business Technology Transfer) are congressionally mandated programs designed to:

- ▶ **Stimulate Innovation**
- ▶ **Use Small business to meet Federal needs**
- ▶ **Encourage participation of socially & economically disadvantage businesses**
- ▶ **Encourage commercial use technology developed under this program**

SBIR/STTR Process

- ▶ **Up to 3 Calls for Solicitations per year**
- ▶ **MARCORSYSCOM and PEO funding for this program is approximately \$16M per year**
- ▶ **Solicitations are posted on <http://www.dodsbir.net>**



Learn More About USMC Science and Technology Needs

- ▶ Office of Naval Research www.onr.navy.mil
- ▶ USMC Strategic Plan www.onr.navy.mil
- ▶ MARCORSYSCOM and PEO Science and Technology Office www.marcorsyscom.usmc.mil
- ▶ PEO LS Advanced Investment Plan (ATIP)
www.defenseinnovationmarketplace.mil/resources/USMC/2015ATIP_4172015_FINAL.pdf



MARCORSYSCOM AWARDED THE FY 2013 DON SECRETARY'S CUP

Small Business Category	FY 2012 Navy Target Percentage	FY 2013 Navy Target Percentage
Small Business	15.75%	18.00%
SDB	5.00%	5.50%
VOSB *	0.00%	0.00%
SDVOSB	0.75%	2.00%
WOSB	2.10%	2.15%
HUBZone	2.05%	2.30%

* The Command does not have a specific target for VOSB.



MARCORSYSCOM & PEO LS Exceeded all of its Small Business Targets for FY 2013

Small Business Category	FY 13 Target	FY 13 Achievement	% Difference
Small Business	18.00%	29.93%	+11.93%
SDB	5.50%	14.81%	+9.31%
VOSB	0.00%	5.49%	+5.49%
SDVOSB	2.00%	3.68%	+1.68%
WOSB	2.15%	4.00%	+1.85%
HUBZone	2.30%	2.97%	+0.67%



Total Small Business Eligible Actions FY13 - 10,153
Total Small Business Eligible Dollars FY13 - \$2,370,512,016

Small Business Category	Actions	Dollars	FY 13 Target	FY 13 Achievement
Small Business	2,146	\$709,508,809	18.00%	29.93%
SDB	704	\$351,083,260	5.50%	14.81%
VOSB *	462	\$130,028,497	0.00%	5.49%
SDVOSB	267	\$87,214,636	2.00%	3.68%
WOSB	327	\$94,917,568	2.15%	4.00%
HUBZone	208	\$70,333,791	2.30%	2.97%

* Numbers rounded up to nearest whole dollar above \$0.50, as appropriate



MARCORSYSCOM & PEO LS Exceeded all of its Small Business Targets for FY 2013

Small Business Category	FY 14 Target	FY 14 Achievement	% Difference
Small Business (SBAM)	32.00%	30.20%	-1.80%
SDB	5.50%	13.93%	+8.43%
VOSB	0.00%	7.44%	+7.44%
SDVOSB	3.00%	5.94%	+2.94%
WOSB	3.15%	6.87%	+3.72%
HUBZone	2.30%	3.30%	+1.00%



Total Small Business Eligible Actions FY14 - 7,808
Total Small Business Eligible Dollars FY14 - \$1,702,744,587

Small Business Category	Actions	Dollars	FY 14 Target	FY 14 Achievement
Small Business	1,667	\$514,155,601	32.00%	30.20%
SDB	533	\$237,177,926	5.50%	13.93%
VOSB *	321	\$124,852,245	0.00%	7.44%
SDVOSB	202	\$101,152,270	3.00%	5.94%
WOSB	276	\$117,051,699	3.15%	6.87%
HUBZone	144	\$56,175,485	2.30%	3.30%

* Numbers rounded up to nearest whole dollar above \$0.50, as appropriate

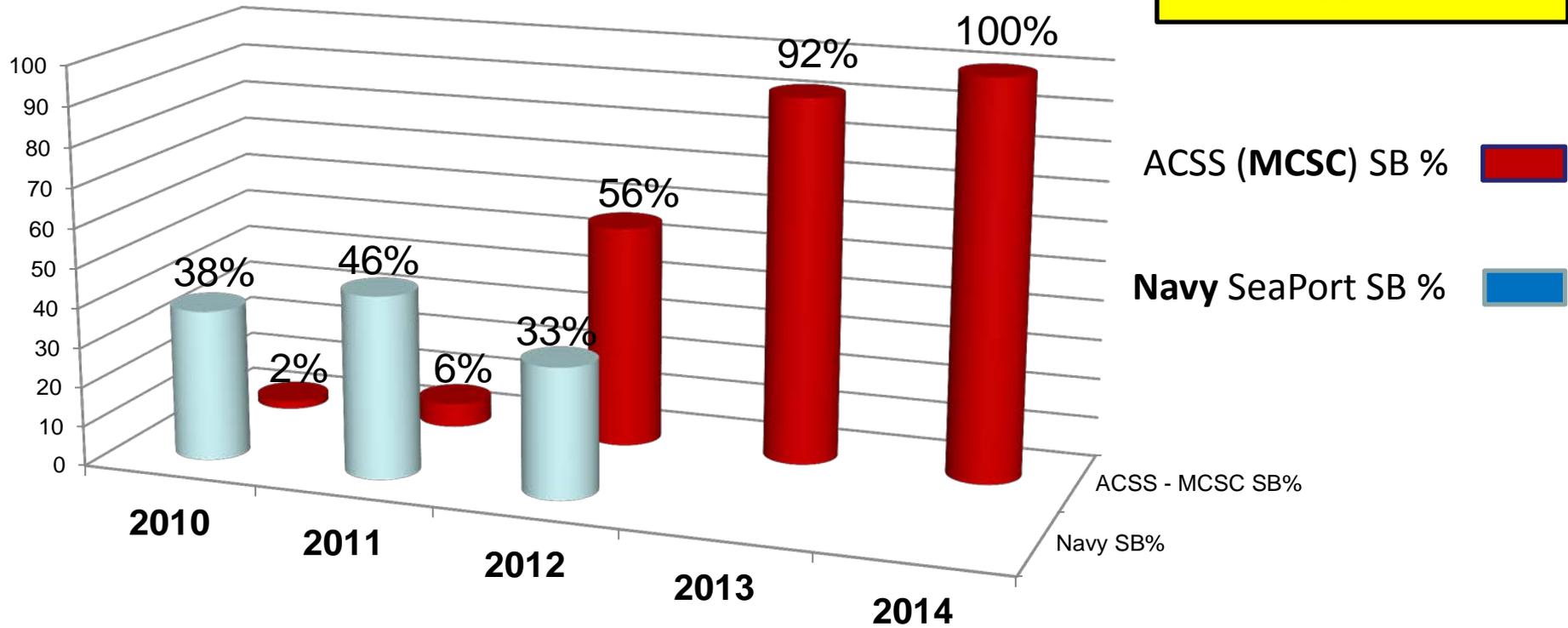


Navy SeaPort & ACSS MCSC 2010-2014

Small Business (SB) Award% Comparison

Significant Small Business opportunities due to utilization of SeaPort-e!

- SB Decision Process:**
1. Complete MOPAS
 - COR's do AS
 - Market Research
 2. DD FORM 2579
 3. PCO Approval
 4. SB Approval

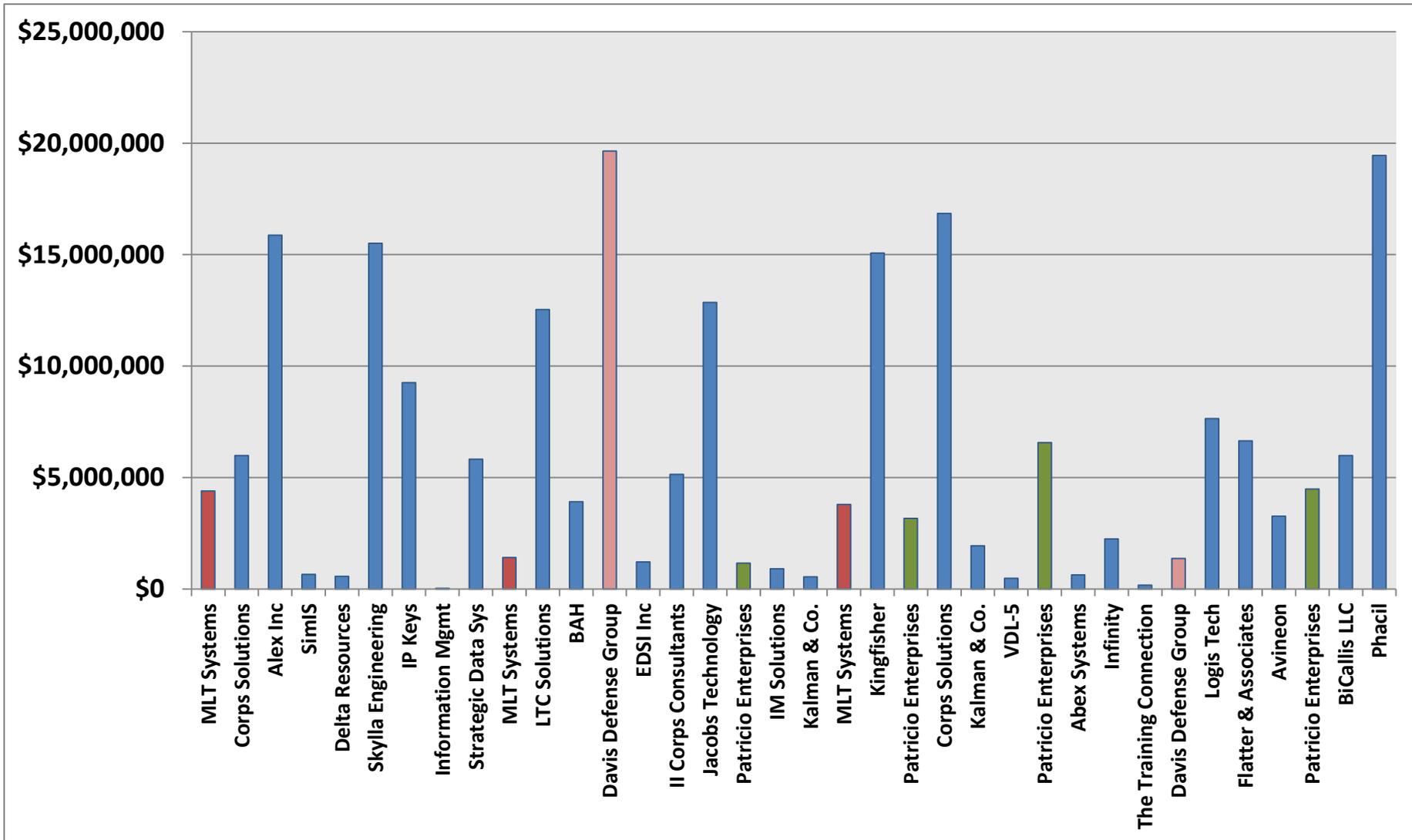




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FY 2013 SeaPort-e Awards to Small Business





2016 ACQUISITION FORECAST

**AVAILABLE AT MARCORSYSCOM OSBP
EXHIBIT WITHIN THE SMALL BUSINESS
PAVILION**

**WILL BE POSTED VIA FEDBIZOPPS BY
CONTRACTS**

**WILL BE POSTED TO MARCORSYSCOM
WEBSITE AND MARCORSYSCOM OSBP
WEBSITE**



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2016 MARCORSYSCOM OSBP SMALL BUSINESS TRAINING AND CAPABILITY BRIEFING SESSIONS

- Oct 15th, 2015 - **SESSION FULL**
- Nov 12th, 2015 - **SESSION FULL**
- Dec 10th, 2015 - **SESSION FULL**
- Jan 14th, 2016 - **SESSION FULL**
- Feb 11th, 2016
- Mar 10th, 2016
- Apr 14th, 2016
- May 12th, 2016
- June 16th, 2016
- July 14th, 2016
- Aug 11th, 2016
- Sept 8th, 2016

LOCATION OF EACH EVENT IS PROVIDED VIA EMAIL ONCE REGISTRATION IS CONFIRMED



Recommended Contract Vehicles

1. *SeaPort-e*

<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-e**

6. **All Other GWAC / DWAC Contract Vehicles that MARCORSYSCOM can utilize**



DoD Small Business Subcontracting Requirements

- **All Contracting Action over \$650K being awarded to “Other than Small Business Concerns” requires a Small Business Contracting Plan (Individual Plan preferred)**
- **The DoD Wide Statutory Subcontracting Procurement Goals are provided below:**
 - ▶ **Small Business - 36.7% of Prime’s subcontracting dollars should be awarded to “small businesses”**
 - ▶ **SDB - 5 % of the Prime’s subcontracting plan (note: a D&F is required if the SDB Goal is less than 5% and must be signed one level above the contracting officer)**



DoD Small Business Subcontracting Requirements, Continued

- **The DoD Wide Statutory Subcontracting Procurement Goals Continued:**
 - ▶ **WOSB - 5 % of the Prime's subcontracting plan**
 - ▶ **HUBZone - 3 % of the Prime's subcontracting plan**
 - ▶ **SDVOSB - 3 % of the Prime's subcontracting plan**
 - ▶ **The remaining 20.7% can be subcontracted as increased to the four socio-economic types listed above or to traditional small businesses, Veteran Owned Small Businesses, HBCU/MIs, and AbilityOne, NIB, NISH concerns.**



- ✓ Register with FEDBIZOPPS for all NAICS Codes that are applicable to your company so that you will receive automatic messages of procurement opportunities posted by MARCORSYSCOM: <https://www.fbo.gov/>
- ✓ Contact PEO LS and MARCORSYSCOM Program Managers from the Program Management Offices (PMOs) through MARCORSYSCOM Small Business Office of Small Business Programs (OSBP)
- ✓ Learn more about the Acquisition Center for Support Services (ACSS), the Command's utilization of SeaPort-e and the Command's forecast @ [http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs\(ACPROG\)/ACSS/ACSSForecasting.aspx](http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs(ACPROG)/ACSS/ACSSForecasting.aspx)



- ✓ **Participate in Modern Day Marine (MDM), Advanced Planning Briefing to Industry (APBI), Marine South (Camp Lejeune) and Marine West (Camp Pendleton), and Industry Days**
- ✓ **Propose New Technologies and Ideas through Unsolicited Proposals (FAR 2.101) by Contacting MARCORSYSCOM's Contracting Business Operations – Mr. Willard Hines (willard.hines@usmc.mil)**
- ✓ **Pursue Small Business Innovation Research (SBIR/STTR) Opportunities**
<http://www.marcorsyscom.usmc.mil/sites/tto/sbir/default.aspx>



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Study your potential customers (i.e., market research)

Engage Small Business Specialists (SBS) as your allies, not your adversaries

Measure yourself against your peers; consider teaming

Perform, Perform, Perform. Outstanding Performance is the key to success. Don't make excuses.

Evaluate the market

Respond in a timely manner

Focus on your capabilities and technical solutions, not your small business size status

Invest in yourself; obtain professional certifications, training, acquisition training, etc.

SEMPER PARATUS!