

HCA Small Business Strategy Addendum

HCA: Marine Corps Systems Command (MARCORSYSCOM)

Date: September 14, 2018

Part I – Small Business Performance

A. Historical Small Business Obligations by Fiscal Year (FY)

Pull from FPDS-NG Small Business Achievements Report

Total Small Business

| Fiscal Year | Actuals | | | |
|-------------|--------------------|--------------------|--------|-------------|
| | Total Awards | SB Awards | SB (%) | SB Goal (%) |
| FY15 | \$1,813,793,486.61 | \$495,765,606.42 | 27.33% | 30.00% |
| FY16 | \$1,375,925,853.33 | \$415,529,362.54 | 30.20% | 30.00% |
| FY17 | \$1,563,773,306.53 | \$497,839,969.95 | 31.84% | 32.00% |
| FY18 (YTD) | \$1,414,233,500.89 | \$503,521,094.55 | 35.60% | 32.50% |
| Total | \$6,167,726,147.36 | \$1,912,656,033.46 | 31.01% | |
| 4 Yrs Avg | \$1,541,931,536.84 | \$478,164,008.37 | 31.01% | |

NOTE: The above small business dollars, eligible dollars and small business percentage includes all of the PEO LS, GCSS-MC, MCTSSA and HCA contract awards that are awarded by MARCORSYSCOM under DoDAAC M67854 and M68909.

Small Disadvantaged Business (SDB)

| Fiscal Year | Actual | | |
|-------------|-------------------|---------|--------------|
| | SDB \$ | SDB % | SDB Goal (%) |
| FY15 | \$ 198,328,031.28 | 10.93.% | 5.00% |
| FY16 | \$ 173,432,035.20 | 12.60% | 9.00% |
| FY17 | \$ 209,590,048,72 | 13.40% | 10.00% |
| FY18 (YTD) | \$212,628,471.66 | 15.03% | 12.50% |
| Total | \$ 793,978,586.86 | 12.87% | |
| 4 Yrs Avg | \$198,494,646.72 | 12.87% | |

HCA Small Business Strategy Addendum

Service-Disabled Veteran-Owned (SDVO)

| Fiscal Year | Actual | | |
|-------------|------------------|--------|--------------|
| | SDB \$ | SDB % | SDB Goal (%) |
| FY15 | \$102,843,275.98 | 5.67% | 3.00% |
| FY16 | \$105,038,641.89 | 7.63% | 8.00% |
| FY17 | \$162,107,312.03 | 10.37% | 8.00% |
| FY18 (YTD) | \$181,479,887.85 | 12.83% | 8.00% |
| Total | \$551,496,117.75 | 8.94% | |
| 4 Yrs Avg | \$137,867,279.44 | 8.94% | |

Women-Owned Small Business (WOSB)

| Fiscal Year | Actual | | |
|-------------|------------------|-------|--------------|
| | SDB \$ | SDB % | SDB Goal (%) |
| FY15 | \$136,972,325.41 | 7.55% | 5.00% |
| FY16 | \$120,950,818.63 | 8.79% | 7.5% |
| FY17 | \$145,661,994.82 | 9.31% | 8.00% |
| FY18 (YTD) | \$134,385,552.63 | 9.50% | 8.50% |
| Total | \$537,970,691.49 | 8.72% | |
| 4 Yrs Avg | \$134,492,672.87 | 8.72% | |

Historically Underutilized Business Zone (HUBZone)

| Fiscal Year | Actual | | |
|-------------|------------------|-------|--------------|
| | SDB \$ | SDB % | SDB Goal (%) |
| FY15 | \$29,395,503.27 | 1.62% | 3.00% |
| FY16 | \$30,916,872.89 | 2.25% | 3.00% |
| FY17 | \$30,014,457.62 | 1.92% | 2.50% |
| FY18 (YTD) | \$40,603,199.90 | 2.87% | 2.00% |
| Total | \$130,930,033.68 | 2.12% | |
| 4 Yrs Avg | \$32,732,508.42 | 2.12% | |

HCA Small Business Strategy Addendum

B. Projected Small Business Obligations by FY

Include all execution (i.e. Echelon III/IV Activities, PEO, Other DON, Other DoD, Non-DoD, etc.)

Note: Do not include FMS or Foreign Funded Execution

| | | Fiscal Year | Projections | | |
|----------|------|-------------|-------------|--------------|--------|
| | | | SB Awards | Total Awards | SB (%) |
| Required | FY19 | \$676.7M | \$2.12B | 32% | 32.5% |
| | FY20 | \$ | \$2.56B | | 33% |
| Optional | FY21 | N/A | N/A | N/A | N/A |
| | FY22 | N/A | N/A | N/A | N/A |
| | FY23 | N/A | N/A | N/A | N/A |
| Total | | N/A | N/A | | |

1. Explain how the projections were developed for FY19 – FY20. Include assumptions and outline known budget impacts.

For FY19 the small business awards are derived from the command long range acquisition forecast and averages of historically data. Assessing future required program support, and anticipated future option years on existing contracts. The aforementioned FY19 estimate includes the PEO LS projections. The small business dollars are based on the estimated requirements that are traditionally awarded to small businesses.

Part II - Execution

A. Planned Acquisitions

1. Prime Contracts: With the goal of increasing small business opportunities, outline future procurements (FY19 – FY20) planned to be set aside for small businesses as primes that are either new procurements or historically unrestricted competitive procurements with a value of \$1 million or more. This list should include Product, Services, and Equipment Procurements.
(Include additional rows and narrative below as necessary. See Attached Small Business Forecast.
 - a) Identify and explain your process for reviewing historically unrestricted procurements to determine if there are opportunities for small business participation as prime contractors.

The MARCORSSYSCOM HCA works aggressively to ensure that opportunities are available for small businesses to participate in upcoming acquisitions. As a Marine Air Ground Task Force

HCA Small Business Strategy Addendum

(MAGTF) aligned organization, program management teams, during acquisition strategy development, address the potential for opening opportunities to small business with consultation from the MARCORSYSCOM Office of Small Business Programs (OSBP) and identify possible set aside opportunities as well as Small Business Subcontracting Opportunities to include increased subcontracting goals, subcontracting incentives for use of small business, SBIP and MPP when market research and the command mission support it.

The MARCORSYSCOM HCA further addresses small business opportunities by ensuring the following:

- The Command Small business office is engages on all acquisitions during the requirements development phase and all MCSC OSBP coordination be documented on DD Form 2579 Small Business Coordination Record (SBCR) in accordance with DFARS 219.201.
- Conducting market research to identify small businesses interest and capability.
- Working with their contracting officers, Program Management Offices and the OSBP to assist with market research efforts to ensure small business participation.
- Hosting acquisition industry days for new efforts, encouraging small businesses to attend enabling them to partner with primes, develop subcontracting arrangements, and decide whether or not they themselves can compete as a prime.
- Addressing unbundling requirements during Service Contract Requirements Review Board proceedings.
- Promoting the use of multiple award contracts with small business involvement.

Outline any small business awards planned for unrestricted competition in FY19-FY20. *See Attached Small Business Forecast.*