



DOING BUSINESS WITH THE **MARINE CORPS**



WHERE INDUSTRY CAN HELP

MARINE CORPS SYSTEMS COMMAND



PfM GROUND COMBAT ELEMENT SYSTEMS (GCES)

Program Managers: Infantry Weapons | Infantry Combat Equipment | Fires

- Lighter & flexible body armor/plates
- Improved suspension system for helmets
- Flame-resistant fabrics
- Hearing protection/enhancement
- Knee and elbow pads



PfM LOGISTICS COMBAT ELEMENT SYSTEMS (LCES)

Program Managers: Engineer Systems | Supply & Maintenance Systems | Ammunition

- Water purification for the platoon level
- Ruggedized common solar panels
- Mobile and hybrid power sources
- Multi-caliber match ammo
- Fluid analyzer (oil, transmission, hydraulic & hub differential)
- Lightweight ammunition packaging



PfM COMMAND ELEMENT SYSTEMS (CES)

Program Managers: Intelligence Systems | Command & Control Systems | Communications Systems

- Cyber security
- Reduce size, weight and power required
- Signature management
- Converging capabilities
- Next-generation SATCOM



PfM SUPPORTING ESTABLISHMENT SYSTEMS (SES)

Program Managers: Network & Infrastructure | Applications | Customer Support & Strategic Sourcing

- Design networks to support from the fighting hole to the flagpole
- Key drivers and building blocks for seamless MCEN
- Consolidate application post-deployment support
- Integrated cloud development and test environment
- Unification of legacy networks



PM TRAINING SYSTEMS (TRASYS)

- Attend "Industry Days" to gain information and understand the requirement
- Showcase emerging and mature technologies to demonstrate live, virtual and constructive integration.
- Provide feedback and alternatives to resolve obsolete parts for simulators, devices and range targets.
- Ask questions early and often throughout the process to clarify issues prior to RFP timeline.



PM WARGAMING COMPATIBILITIES (WGC)

PM Wargaming Capabilities is the newest program office to be stood up. They will host wargames and events with the goal of providing an accurate representation of future operating environments while performing rapid, in-depth analysis of game-derived data or insights.

Areas where industry can help:

- Dynamic M&S at USMC strategic level
- Immersion and visualization for strategic play
- In-stride adjudication capabilities
- Wargame design and analysis



PM LIGHT ARMORED VEHICLES (LAV)

Their mission is to sustain and modernize the Family of Light Armored Vehicles. PM LAV is comprised of multi-functional acquisition associates who are responsible for the lifecycle management of United States military and foreign allies' programs.



MARINE CORPS TACTICAL SYSTEMS SUPPORT ACTIVITY (MCTSSA)

A subordinate command of MCSC, MCTSSA provides test and evaluation, engineering and deployed technical support for USMC and joint service command, control, computer, communications, and intelligence systems throughout all acquisition life-cycle phases.

PEO LAND SYSTEMS MARINE CORPS



JLTV will begin its multi-service Operational Test and Evaluation FY 19 and is scheduled to be in full rate production by this time next year.



ACV 1.1 achieved Milestone C and down selected to low rate production contractor in June 2018.



The Marine Corps has taken delivery of the first four Ground Air Task Oriented Radars (G/ATOR), and is scheduled to field next 2QFY19.



The fielding of the new P19-R fire truck has begun, and units out west received their first trucks.



The Common Aviation Command and Control System (CAC2S) is fielding and just awarded (1QFY19) a production contract for the remaining 41 Full Deployment Units.

OFFICE OF SMALL BUSINESS MISSION AND VISION



MISSION

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.

VISION

To ensure Small Business is the first option in the acquisition planning process.

OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)



The Marine Corps Systems Command Office of Small Business Programs is the gateway for small businesses. This includes veteran-owned, service-disabled veteran-owned, HUBZone, small disadvantaged and women-owned small businesses. Over the past five years, the Command has met or exceeded nearly all of its Federal Small Business targets. Small Business and a competitive, healthy industrial base are vital to the long-term success and affordability of the Department of the Navy, and to our national security.

For more information, call (703) 432-3946 or 3944, or email mcsosbp@usmc.mil.

Visit our website at: <http://go.usa.gov/3xKmT>.



SMALL BUSINESS UTILIZATION FOR A STRATEGIC ADVANTAGE

**A LETTER FROM
SECRETARY JAMES F. GEURTS**
Assistant Secretary of the Navy (2018)

Winning teams capitalize on all the unique talents of their players and our success in meeting the National Defense Strategy (NDS) relies on our ability to continue to include Small Businesses as key members of our Department of the Navy (DON) team. Small Businesses are an incredible source for innovation, adaptability, pivot speed, and resilience whether in a prime contractor or subcontractor role. To that end, I expect Acquisition Commands and Program Executive Offices (PEOs) to place a priority on improving utilization of Small Business in accomplishing the Department of the Navy's mission.

- Streamline processes so that new entrants and small-scale vendors can provide cutting-edge technologies
- Increase the level of transparency on decisions resulting from the sources sought/market research process
- Consider including Small Business Participation as a factor or subfactor IAW
- Review prior Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) projects and assess opportunities to utilize SBIR/STTR authorities or projects as part of acquisition strategy. Where applicable, acquisition strategies should also address incentives for SBIR/STTR
- Leverage the agile, time-saving authorities resident in the SBIR/STTR Program's Phase III award process, including direct SBIR/STTR Phase III awards without further competition, is an authorized exception to competition requirements and affordability;
- Highlight the considerations of contributions from small business at DON level program reviews to include gate reviews and stem-to-stern meetings;
- Accurately evaluate Small Business Utilization in the Contractor Performance Assessment reporting System
- Involve Small Business Professionals early in the acquisition process

I also expect our DON Small Business professionals to continue to be experts in their field, to assist in market research, and to justify recommendations for the use of Small Business in terms of benefits to the DON and the defense industrial base, not simply in terms of meeting annual small business goals.

I want to capture and share our successes in utilizing Small Business as prime and subcontractor and also its impact in supporting the Navy and the Marine Corps. Commands and PEOs are directed to submit good news stories to the DON Office of Small Business Programs (OSBP) utilizing the reference (e) format at small_business@navy.mil.

Enhanced implantations on Small Business Program will require continued learning and changing the way we do acquisition. I am keenly interested in your ideas on how we can create more opportunities to utilize Small Business as strategic advantage. For questions on this subject, please contact Ms. Emily Harman, DONOSBP director, at emily.harman@navy.mil or (202) 685-6485.

James F. Geurts



Small Business
theFIRSToption



RECOMMENDATIONS FOR SMALL BUSINESSES

- ▶ Perform market research! Study and know the agency you are marketing your products and services to.
- ▶ Understand what products and services the agency procures on an annual basis by performing market research using the following tools:
 - Federal Procurement Data System – Next Generation (FPDS-NG) https://www.fpds.gov/fpdsng_cms/
 - Federal Funding Accountability and Transparency Act (FFATA) <http://www.ffata.org/ffata/>
 - Federal Business Opportunities (FEDBIZOPPS) <https://www.fbo.gov/>
- ▶ Know your competition (both large and small).
- ▶ Measure your small business against your industry peers (both large and small) and consider teaming relationships.
- ▶ Find out what certifications your competitors have and do whatever is necessary to obtain them (i.e., CMMI Level III; ISO 9000, etc.)
- ▶ Invest in yourself and your small business through the attainment of professional certifications and acquisition training through Defense Acquisition University, ESI International and Management Concepts.
- ▶ Attend Business Matchmaking events and meet with both government and large business representatives, <http://www.businessmatchmaking.com/>
- ▶ Attend Small Business Training Conferences such as:
 - Department of Defense Mentor Protégé Conference
 - Annual Government Procurement Conference in Washington, D.C., every April
 - Sea Air and Space Expo
 - National Veteran’s Small Business Engagement
 - Navy Gold Coast Conference in San Diego, CA, in August
 - Small Business Pavilion at the Modern Day Marine Expo, in Quantico, VA, in September
- ▶ Maintain your System for Award Management (SAM, GOV) registration, and keep your representations and certifications up to date.
- ▶ Respond to Sources Sought and Request for Information (RFI) announcements in a timely manner using the following recommended format. We recommend preparing a response that demonstrates your capabilities and also demonstrates the “rule of two” at FAR 19.502-2(b).

Recommended format:

- Introduce your company leaving off the socio-economic information until that section (one paragraph)
- Summary of overall capabilities (one or two paragraphs)
- Demonstrate how your company and its teammates will perform the work described within the sources sought and/or RFIs
- Past performance section that includes responsive points of contact, contract numbers, email addresses and the summary of the work performed that is relevant to the sources sought and/or RFI
- Small business section (discuss socio-economic status, i.e., SDB, 8(a), SDVOSB, HUBZone, WOSB, VOSB, etc.)
- List two small business competitors that are the same socio-economic type as follows: type of small business, company name, address, phone numbers, points of contact, email addresses, websites, and existing contract vehicles i.e., GSA Schedule, SeaPort-e, etc.

Conclusion

ABC Company has demonstrated within this response that it is capable of performing the requirements of the upcoming solicitation. ABC Company has also listed two of its primary competitors that are also SDVOSB, therefore in accordance with FAR 19.502-2(b), ABC Company recommends setting this requirement aside for SDVOSB concerns.

- ▶ Respond to all inquiries in a timely manner
 - Request post award conferences
 - Set expectations
- ▶ Work with your local Small Business Administration (<http://www.sba.gov/>) and Procurement Center Representative (<http://www.worldlawdirect.com/article/3028/procurement-center-representative-directory.html>), if applicable
- ▶ Work with your local Procurement Technical Assistance Program, Procurement Technical Assistance Centers Representatives. The PTAP/PTAC Program is sponsored by the Defense Logistics Agency (<http://www.dla.mil/db/procurem.html>)
- ▶ Engage your Small Business Specialists as your allies, not your adversaries
- ▶ Focus on your capabilities and technical solutions to our requirements, not your small business status
- ▶ Find a unique skill or ability that you can meet and market that back to the government agency
- ▶ Establish a mentor protégé relationship with a large business
- ▶ Ask for a debriefing whether or not you are selected for a contract (FAR 15.506)
- ▶ Most important advice: perform

solutions
Commerce

POWER UP YOUR PROPOSAL

- ▶ Read the solicitation in its entirety multiple times. Read and understand the Instructions to Offerors, and comply with all of them.
- ▶ Prepare and include a compliance matrix to link the Instructions to Offerors (Section L), Evaluation Criteria (Section M), and your proposal response, even if the solicitation (RFP) 306 doesn't ask for it. It ensures 100% compliance with the instructions and solicitation requirements.
- ▶ For your technical approach, you must explain "how" you will meet and exceed the Statement of Work (SOW) or Performance Work Statement (PWS) requirements. Do not rely on your past performance or experience performing similar work to demonstrate you can meet the technical requirements. If it's not on the paper within your proposal, it didn't happen.
- ▶ Choose your competitions wisely. Target only those solicitations for products and services that are in your niche market so that you can increase your probability of success.
- ▶ More doesn't equal better. Focus your proposal on the unique solutions and/or differentiators that your company offers when responding to the government's solicitation requirements.
- ▶ Ask questions! As soon as you see an issue with a solicitation/requirement, ask the question and always in writing. All procurements have timelines, and you are limited in your power to change the course by that statutory timeline.
- ▶ Have the appropriate security and facility clearances. Procurements wait for no one, so don't expect to win or keep a contract if the requirement is for a clearance on day one of the contract award, especially if you do not have the security or facility clearances.
- ▶ Don't include additional terms and conditions or assumptions in your quotes as it could render your proposal non-compliant. If you want or need to clarify assumptions, do it before submitting your proposal by asking questions.
- ▶ Don't submit quotes or proposals with teaming partners' logos all over them. You are the prime! Your proposal should reflect your work.
- ▶ Attend Industry Days and Pre-proposal Conferences as it will give you a better understanding of the government's requirement. It's also a great way to network with other interested bidders for potential teaming arrangements.
- ▶ Constantly review your proposal for grammatical errors. Have different people from diverse backgrounds read your technical proposal for clarity, comprehension, consistency and conciseness. It is important to submit a proposal that is completely free of errors.
- ▶ Do not use acronyms without spelling them out first! Do not assume that the proposal evaluators are familiar with a particular acronym, unless the acronym was used within the solicitation. When in doubt, spell it out, and provide a definition and/or context for all acronyms.

Agency Business
Research Performance
awarded

DOD SUBCONTRACTING PROGRAM: THE BASICS

REGULATORY REQUIREMENTS

Authority:	<ul style="list-style-type: none"> Section 8(d) Small Business Act – 15 USC 637(d) 	<ul style="list-style-type: none"> Specifies that small businesses will have maximum practicable opportunity to participate in contract performance consistent with efficient performance Requires the agency to collect data on the extent to which the contractor meets the goals of the subcontracting plan
	<ul style="list-style-type: none"> Section 15(g) Small Business Act – 15 USC 644(g) 	<ul style="list-style-type: none"> Specifies government-wide goals for contracts and subcontracts awarded to small business concerns Includes reporting on subcontracting
Regulations:	<ul style="list-style-type: none"> FAR 19.7 / DFARS 219.7 FAR 52.219-9, Small Business Subcontracting Plan, and Alternate III FAR 52.219-8, Utilization of Small Business Concerns DFARS 219.706 Class Deviation 2016-00009 dated 8/15/2016 DFARS 252.219-7003, Small Business Subcontracting Plan DFARS 252.219-7004, Small Business Subcontracting Plan (Test Program) 	<ul style="list-style-type: none"> Subcontracting plan requirement Challenge any subcontracting plan that does not contain positive goals Upper-tier contractor flows down requirements for subcontracting plan Prime contractors and subcontractors submit ISRs and/or SSRs independently in eSRS Comply in good faith with subcontract plan requirements Imposition of liquidated damages

SUBCONTRACTING REQUIREMENTS

	Utilization of SBs 52.219-8	Subcontracting Plan 52.219-9
When?	<ul style="list-style-type: none"> Contracts > Simplified Acquisition Threshold (SAT) (\$250K) AND Subcontract opportunities exist 	<ul style="list-style-type: none"> Contracts > \$700K (\$1.5M construction) AND subcontract opportunities exist Modifications > \$700K (\$1.5M construction) with new work AND subcontract opportunities exist Multi-year contracts / contracts with options <ul style="list-style-type: none"> Cumulative value of base contract and all options SEPARATE goals for base and each option
Who?	<ul style="list-style-type: none"> ALL business concerns (including small businesses) 	ALL other than small business: <ul style="list-style-type: none"> Large business State & local government Non-profit organizations Public utilities Educational Institutions Foreign-owned firms AbilityOne (unless identified as a small business) Government entities (labs)
When not required?	<ul style="list-style-type: none"> For personal services contracts For contracts / modifications performed entirely outside US & outlying areas 	<ul style="list-style-type: none"> From small businesses For personal services contracts For contracts / modifications performed entirely outside US & outlying areas For modifications that are within the scope of the contract and the contract does not contain the clause at 52.219-8, Utilization of Small Business concerns If no subcontract opportunities, approval required level above CO

TYPES OF SUBCONTRACTING PLANS

Individual	Master	Commercial	DoD Comprehensive
<ul style="list-style-type: none"> 1 contract – 1 plan Goals support planned subcontracting for 1 contract Covers entire contract period (including options) Contains mandatory elements CO negotiates goals and challenge any plan that does not contain positive goals 	<ul style="list-style-type: none"> ACO reviews, evaluates and approves Includes mandatory elements, excluding goal related elements CO negotiates goals for each applicable contract under a master plan Effective for 3 years after approval of CO May be developed on a Plant / Division basis" 	<ul style="list-style-type: none"> Preferred for contractors furnishing commercial items Applies to entire production of commercial items sold by either entire company or a portion thereof (Division, plant or product line) Based on contractor's FY Annual plan (applies to all) Federal contracts in effect during that period) Contains mandatory elements 	<ul style="list-style-type: none"> DoD Test Program for Negotiation of Comprehensive SB Subcontracting Plans Similar to a commercial plan May be on a Plant, Division or Corporate basis Annual plan (applies to DoD contracts in effect during period) ONLY DCMA is delegated authority to negotiate plan & perform surveillance review functions (with input from MILDEPS / Defense Agencies)

REPORTING REQUIREMENTS

<ul style="list-style-type: none"> Individual Subcontracting Report (ISR) or SF 294 if applicable, (semiannually) Summary Subcontracting Report (SSR) annually" 	<ul style="list-style-type: none"> N/A 	<ul style="list-style-type: none"> SSR (annually) ISR not required 	<ul style="list-style-type: none"> SSR (semiannually) ISR not required"
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MANDATORY ELEMENTS INCLUDED IN SUBCONTRACTING PLAN

- Separate goals for each SB category, expressed in terms of dollars to be subcontracted and as a percentage of the total dollars
 - For individual subcontracting plans, and if required by the CO, goals shall be expressed in terms of percentage of total contract dollars, in addition to goals expressed as a percentage of total subcontract dollars
- Description of principle types of supplies/services to be subcontracted (total & by category)
- Description of method used to develop subcontracting goals
- Description of method used to identify potential SB sources
- Statement of indirect costs (included/not included) and methodology used to determine proportionate share of indirect costs for each category
- Name of individual who will administer the subcontracting program and description of duties they will perform
- Description of efforts to ensure SB has an equitable opportunity to compete for subcontracts
- Description of record-keeping procedures / process
- Assurances that the offeror / contractor will perform specific actions identified in the subcontracting plan
- Flow down clauses and requirements for utilization of small businesses, subcontracting plans and related reports in all subcontracts
 - 52.219-8, Utilization of Small Business Concerns
 - 52.219-9, Small Business Subcontracting Plan

CATEGORIES INCLUDED IN SUBCONTRACTING PLAN GOALS

Category	Reference	Certification
Small Business (SB)	<ul style="list-style-type: none"> • FAR 2.101 - definition • DFARS 52.219-9 – also includes subcontracts awarded to an Alaska Native Corporation (ANC) or Indian tribe, regardless of size or SBA certification status of ANC or Indian tribe • DFARS 252.219-7003 – also includes subcontracts awarded to qualified non-profit agencies approved by Committee for Purchase from People Who Are Blind or Severely Disabled, the independent federal agency that administers AbilityOne Program (41 U.S.C. 8502-8504)" 	Self-certify
Woman-owned Small Business (WOSB)	<ul style="list-style-type: none"> • FAR 2.101 - definition 	Self-certify
Historically Underutilized Business Zone (HUBZone)	<ul style="list-style-type: none"> • FAR 2.101 - definition 	SBA certified
Veteran-Owned Small Business (VOSB)	<ul style="list-style-type: none"> • FAR 2.101 - definition 	Self-certify
Service-Disabled Veteran-Owned Small Business (SDVOSB)	<ul style="list-style-type: none"> • FAR 2.101 - definition 	Self-certify
Small Disadvantaged Business (SDB)	<ul style="list-style-type: none"> • FAR 2.101 - definition • FAR 52.219-9 - also includes subcontracts awarded to an Alaska Native Corporation (ANC) or Indian tribe regardless of size or SBA certification status of ANC or Indian tribe • DFARS 252.219-7003 – also includes subcontracts awarded by a mentor firm under the DoD Pilot Mentor- Protégé Program, to (1) protégé firms which are qualified organizations employing severely disabled and (2) former protégé firms that meet the criteria in Section 831(g)(4) of P.L 101-510 	Self-certify

SUBCONTRACTING RESOURCES

<ul style="list-style-type: none"> • Electronic Subcontracting Reporting System (eSRS) http://www.esrs.gov • SBA Government Contracts Overview https://www.sba.gov/contracting/finding-government-customers/subcontracting • SBA SubNet http://web.sba.gov/subnet/search/index.cfm 	<ul style="list-style-type: none"> • DAU Community of Practice https://acc.dau.mil/smallbusiness • Procurement Technical Assistance Program (PTAP) http://www.dla.mil/HQ/SmallBusiness/PTAP.aspx • FEDBIZOPPS http://www.fbo.gov
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Document available at <http://business.defense.gov/Acquisituon/Subcontracting>
 Note: Plan must be approved PRIOR to contract award

GOVERNMENT CONTRACTING: THE BASICS

CONTRACT TYPES

- **FIXED-PRICE:** sealed bidding or negotiated
- **COST-REIMBURSEMENT:** negotiated only
- Various types range from **FIRM-FIXED-PRICE** with contractor bearing most responsibility/risks for costs & profit to **COST-PLUS-FIXED-FEE** with contractor bearing less responsibility/risks for costs & profit (i.e., fee) is fixed
- See FAR Part 2 for language and definitions

SMALL BUSINESS SUBCONTRACTING

- A Small Business Subcontracting Plan is required:
 - From large businesses, when work is performed in U.S., not personal services
 - Contracts or mods >\$700,000 (\$1.5M for construction), if subcontracting possibilities
- Must be approved before award
 - Includes Small Business goals and designated Small Business Liaison Officer (SBLO)

SUBCONTRACTING OPPORTUNITIES

- FBO "Interested Vendors" list & award announcements
- DoD News >\$7M award notices- <https://dod.defense.gov/News/Contracts/>
- Small Business Liaisons - www.acq.osd.mil/osbp/sb/initiatives/subcontracting/participants.shtml
- Other Transaction Authorities and NON-FAIR based Acquisitions

Be Familiar with Regulations

- Integrated Acquisition Environment (IAE)
- Federal Acquisition Regulations (FAR)
- Agency Supplemental Regulations
www.acquisition.gov
www.regulations.gov
- Defense Acquisition Regulation Supplement (DFARS)
www.acq.osd.mil/dpap
- Business Gateway Initiative (legal/regulatory info)
www.business.gov
- SBA Small Business Training Network (free courses)
www.sba.gov/services/training

COMPETITION TYPES

FAR PART 6

- **Full & Open Competition:**
All responsible sources may compete.
- **Full & Open Competition After Exclusions:**
Alternative sources, 8(a), HUBZone/SD-VOSB, small business set-asides
- **Other than Full & Open Competition:**
Sole source, Urgency, Industrial mobilization, International agreement, Statutory (includes 8(a), HUBZone, SD-VOSB), National security

FEDERAL BUSINESS OPPORTUNITIES (FBO)

FAR Part 5 www.fbo.gov

- Most DoD & Federal contracting requirements and awards >\$25,000 are posted to FBO.
- FBO allows you to search by dates and/or type of notice, solicitation or award number, place of performance zip code, set-aside type, NAICS/FSC/PSC, Key words, selected agencies.
- Register for Vendor Notification Service by specific solicitation number, same selections as above, **All** notices (**caution**)

FEDERAL PROCUREMENT DATA SYSTEM (FPDS)

FAR Part 4 www.fpds.gov

- FPDS-NG is one of the systems supplying procurement data to USASpending.gov. See FAR 4.606 for a list information and all contract actions to be reported.
- FPDS is an automated system used to collect and report on federal procurement spending:
 - Data is submitted via a contract writing system (CWS) or directly into FPDS using direct web input
 - Standard and ad hoc reports are available to be run by individuals
- The single authoritative repository for federal procurement award data

CONTRACT METHODS

NOTE: Dollar thresholds change for contingency & Commercial

THRESHOLD	TYPE	ACTION
\$5,000<\$10,000	Micro-Purchase	Not advertised
\$5,000<\$10,000	SAP	Not advertised (sometimes posted locally) Oral or Request for Quotation (RFQ) Normally reserved for small business
\$25,000<\$250,000	SAP	Advertised in FBO Oral or RFQ Normally reserved for small business set-aside
>\$250,000	Formal / Large Contract	Advertised in FBO Invitation for Bid (IFB) or Request for Proposal (RFP) Set-aside if ≥ 2 capable 8(a) / HUBZone / SD-VOSB/SB will submit offers @ fair market price

SAP - Simplified Acquisition Procedures



BASIC SMALL BUSINESS PROGRAMS

FAR PARTS 19 & 26

SMALL BUSINESS (SB) – Located in U.S, organized for profit, including affiliates is independently owned & operated, not dominant in field of operations in which it is bidding on Government contracts, AND meets Small Business Administration (SBA) size standards included in solicitation. Size standard is based upon the North American Industrial Classification Standard (NAICS) assigned to the specific procurement dependent upon product/service purchased.

WOMAN-OWNED SMALL BUSINESS (WOSB) – Small Business, at least 51% owned by ≥ 1 women, AND management & daily business operations controlled by ≥ 1 woman. **Small Disadvantaged Business (SDB)** – Small Business, unconditionally owned & controlled by ≥ 1 socially & economically disadvantaged individuals who are of good character & citizens of the U.S. AND SBA-certified.

SMALL DISADVANTAGED BUSINESS 8(A) CERTIFIED [8(A)] – Small Business, self-certified as a SDB, AND SBA-certified OR self-certified into the 8(a) Business Development Program for a period of 9 years.

HISTORICALLY UNDERUTILIZED BUSINESS ZONE (HUBZONE) – Small Business, owned & controlled ≥ 51% by U.S. citizens, SBA-certified as a HUBZone concern (principal office located in a designated HUBZone & ≥ 35% of employees live in a HUBZone).

VETERAN-OWNED SMALL BUSINESS (VOSB) – Small Business, veteran-owned as defined in 38 USC 101(2), ≥ 51% owned by ≥ 1 veterans, & management/daily operations controlled by ≥ 1 veterans.

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS (SD-VOSB) – Small Business, veteran-owned, ≥ 51% owned by ≥ 1 service-disabled veterans, AND management & daily business operations controlled by ≥ 1 service disabled veterans OR in the case of veteran with permanent & severe disability, the spouse or permanent caregiver of such veteran, AND with 0% - 100% service-connected disability as defined in 38 USC 101(16) & documented on DD 214 or equivalent.

PROCESS FOR ACTIONS OVER \$150,000



SMALL BUSINESS CERTIFICATIONS

TYPE	ACTION
Small Business	Self-certify Set-aside authority
Woman-Owned Small Business	Self-certify (may change)
Small Disadvantaged Business [includes 8(a)]	Self-certify OR SBA certify 8(a) set-aside & limited sole source authority
HUBZone	SBA certify Set-aside & limited sole source authority; 10% price evaluation preference may apply
Service-disabled Veteran Owned SB	Self-certify Set-aside & limited sole source authority
Veteran Owned SB	Self-certify

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SMALL BUSINESS

FEDERAL POLICY FAR 19.201

“It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business.... concerns. Such concerns must also have the maximum opportunity to participate as subcontractors...”

ARE YOU READY?

Do you know your North American Industry Classifications (NAICS) & the small business size standards for each? Do you know your FSC/PSC Codes? Do you have a DUNS Number? Do you have a Business Plan and Marketing Plan? Are you registered in the System for Award Management (SAM)?

MARKETING TO THE NAVY AND MARINE CORPS

ARE YOU READY TO MARKET TO THE GOVERNMENT?

Identify Your Product / Service

Federal Supply Classification Code (FSC) or Product Service Code (PSC):

EX: D302 ADP systems development services

www.dlis.dla.mil/h2 or www.fbo.gov

Identify Your North American Industry Classification Codes

EX: 541512 Computer Systems Design Services

www.census.gov/eos/www/naics/

Determining SBA Size Standard

EX: 541512 \$25M average annual receipts preceding 3 yrs

NOTE: There is a separate size standard for each NAICS.

www.sba.gov/category/navigation-structure/contracting/contracting-officials/size-standards

DATA UNIVERSAL NUMBERING SYSTEM (DUNS)

- Mandatory for registering in SAM
- Provided by Dun & Bradstreet (D&B); free
- Web request & receive within 1 day; telephone request takes ~ 10 minutes
- Unique 9 digit identification # for each location/address & each legal division
- List sold to other companies; must contact D&B to request removal from marketing list fedgov.dnb.com/webform/ or call 866.705.5711

SYSTEM FOR AWARDS MANAGEMENT (SAM)

- All records from CCR/FedReg, ORCA, and EPLS, active or expired, were moved to SAM.
- Allows electronic payment
- **Must renew annually or expires**
- Automatically assigns a Commercial & Government Entity (CAGE) Code
- Automatically assigns a Marketing Partner ID (MPIN) to access other government applications (EX: Past Performance Information Retrieval System, etc) www.sam.gov

SBA Dynamic Small Business Search

SBA's CCR merged with FedReg, ORCA, and EPLS in August 2012 into the new System for Awards Management (SAM). When registering in SAM, select "small business" & a sub-set of your SAM data will be sent to SBA for size validation and inclusion in DSBS.

- Recommend updating profile when renewing SAM information
- Complete a Quality profile
- Government uses DSBS to:
 1. Perform market research to locate 8(a)/HUBZone/SDVOSB/EDWOSB/small business primes
 2. Verify small business reps & certs for primes, proposed subcontractors, & prime subcontracting program compliance reviews
- Industry uses DSBS to:
 - Locate subcontractors/teaming partners
 - Verify small business subcontractor reps & certs

dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

Locating DoD Customers/Opportunities

Report issued each fiscal year of products and services purchased by DoD sorted by procurement Classification Code including name & location of buying office, number of actions & dollars:

siadapp.dmdc.osd.mil/procurement/historical_reports/statistics/procstat.html, then scroll down to "ST28."

Wide Area Workflow-Receipt & Acceptance (WAWF-RA)

WAWF is a secure web-based system for electronically processing invoices, receipts & acceptance documents being deployed DoDwide.

wawf.eb.mil

Web-based training for vendors is available with an overview of the WAWF system:

www.wawftraining.com



USE AVAILABLE RESOURCES

- **Small Business Administration (SBA)**
 - Counseling - in person, email
 - Small business certifications
 - Financial Assistance
 - Training (online, classroom, free or low cost) www.sba.gov
- **Small Business Development Centers**
 - Counseling
 - Small business management assistance
 - Training (classroom, free or low cost) www.sba.gov/sbdc
- **Procurement Technical Assistance Centers (PTACS)**
 - Counseling - in person, email
 - Registration assistance
 - Bid-matching
 - Training (online, classroom, free or low cost) www.dla.mil/db/procurem.htm
- **Service Corps of Retired Executives**
 - Counseling - in person, email, field visit
 - Training (classroom, free or low cost) www.score.org
- **Small Business Program Offices**
 - Located at every DoD & Federal buying activity
 - All DoD: www.business.defense.gov

IN-PERSON PITCH

- Have three marketing "presentations" ready at all times:
 - "Elevator speech"
 - One page capability sheet
 - Full Capability presentation
- Know your audience
- Be focused & be brief
- Stand out from the crowd!
- How can the customer benefit from doing business with you"?
- What problems/challenges do you solve for your customer?
- One page capability sheet
 - Few graphics
 - Company name, website, contact info, locations, small business categories, CAGE code
 - Certifications
 - NAICS & capabilities
 - DoD/Federal/State & local contracts with POC info
 - Significant subcontracts with POC information
 - GSA contracts (if any)

EMAIL MARKETING

- Send to the right customer! Frequency?
- Marketing pitch, virus or SPAM? Include subject line & content in body of email, not just an attachment
- Be brief - use your one page capability sheet
- Limit graphics - oversized attachments may be stripped
- Stand out from the crowd!
- How can the customer benefit from doing business with you?
- What problems do you solve for your customer?
- The following attachments may not be received by DoD recipients due to firewalls: .avi, .bat, .cmd, .com, .dll, .eml, .exe, .pif, .scr, .vbs, and .zip

Know Your Competitors

- Who are they?
- What are their strengths? Weaknesses?
- Review their brochures, websites, DSBS profiles.

Target the Right Customer

- Develop a Business Plan and Marketing Plan
- Who are your potential customers? Which agencies/activities?
- What are their needs? Challenges? Review websites!
- Know your limits!
- Know your customers regulations/procedures

Tools

- Acquisition Central - Federal Acquisition Regulations (FAR): www.acquisition.gov
- Defense Federal Acquisition Regulation Supplement: www.acq.osd.mil/dpap
- Small Business Training Network: www.sba.gov/training

FEDBIZOPPS

DoD & Federal contracting activities synopses most proposed requirements & contract awards >\$25,000 in www.fbo.gov

- Active or archive search by dates and/or:
 - Types of Notice
 - Solicitation number or contract number
 - Place of performance zip code
 - Set-aside type
 - FSC/PSC/NAICS
 - Key words
 - Selected agencies
- Register for Vendor Notification Service by:
 - Specific solicitation number
 - Same selections as above
 - All procurement notices (caution)

SMALL BUSINESS ACCESSIBLE MARKET

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS)



NAICS is the standard used by federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing and publishing statistical data related to the U.S. business economy.

541330	ENGINEERING SERVICES	\$192,215,590.48
541519	OTHER COMPUTER RELATED SERVICES	\$133,822,255.48
332994	SMALL ARMS, ORDNANCE, AND ORDNANCE ACCESSORIES MANUFACTURING	\$85,595,339.07
611519	OTHER TECHNICAL AND TRADE SCHOOLS	\$75,257,037.95
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$74,035,537.73
511210	SOFTWARE PUBLISHERS	\$42,407,763.56
611710	EDUCATIONAL SUPPORT SERVICES	\$32,954,491.23
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	\$31,937,818.79
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$29,475,991.51
315210	CUT AND SEW APPAREL CONTRACTORS	\$19,681,119.02
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$18,949,804.18
611210	JUNIOR COLLEGES	\$16,080,752.29
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES	\$15,396,179.56
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE	\$14,720,370.00
334111	ELECTRONIC COMPUTER MANUFACTURING	\$14,556,928.85
611310	COLLEGES, UNIVERSITIES, AND PROFESSIONAL SCHOOLS	\$12,761,955.61
333120	CONSTRUCTION MACHINERY MANUFACTURING	\$11,129,372.06
561320	TEMPORARY HELP SERVICES	\$9,675,303.22
611430	PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING	\$7,703,749.81
326130	LAMINATED PLASTICS PLATE, SHEET (EXCEPT PACKAGING), AND SHAPE MANUFACTURING	\$6,189,512.92
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$5,651,339.28
334515	INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS	\$5,445,405.15
488310	PORT AND HARBOR OPERATIONS	\$4,532,359.84
541614	PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES	\$4,524,798.96
335999	ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING	\$4,322,000.00
493110	GENERAL WAREHOUSING AND STORAGE	\$4,005,922.08
541618	OTHER MANAGEMENT CONSULTING SERVICES	\$3,591,232.87
333314	OPTICAL INSTRUMENT AND LENS MANUFACTURING	\$3,193,924.60
517311	WIRED TELECOMMUNICATIONS CARRIERS	\$3,191,252.31

\$1.4 B

MARINE CORPS

SYSTEMS COMMAND

Total SBAM

Small Business Accessible Market





336992	MILITARY ARMORED VEHICLE, TANK, AND TANK COMPONENT MANUFACTURING	\$1,376,645.89
332439	OTHER METAL CONTAINER MANUFACTURING	\$1,297,842.00
339113	SURGICAL APPLIANCE AND SUPPLIES MANUFACTURING	\$1,007,316.81
333244	PRINTING MACHINERY AND EQUIPMENT MANUFACTURING	\$736,943.00
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING	\$718,947.12
316210	FOOTWEAR MANUFACTURING	\$701,524.00
315110	HOSIERY AND SOCK MILLS	\$489,500.00
333912	AIR AND GAS COMPRESSOR MANUFACTURING	\$313,848.08
333992	WELDING AND SOLDERING EQUIPMENT MANUFACTURING	\$283,660.00
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$231,055.85
541713	RESEARCH AND DEVELOPMENT IN NANO TECHNOLOGY	\$223,441.00
443120	COMPUTER AND SOFTWARE STORES	\$214,002.78
333923	OVERHEAD TRAVELING CRANE, HOIST, AND MONORAIL SYSTEM MANUFACTURING	\$175,931.67
621910	AMBULANCE SERVICES	\$149,967.50
561110	OFFICE ADMINISTRATIVE SERVICES	\$149,908.18
511130	BOOK PUBLISHERS	\$146,029.17
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$102,178.39
337122	NON-UPHOLSTERED WOOD HOUSEHOLD FURNITURE MANUFACTURING	\$91,999.00
611699	ALL OTHER MISCELLANEOUS SCHOOLS AND INSTRUCTION	\$90,944.00
561720	JANITORIAL SERVICES	\$51,950.00
325992	PHOTOGRAPHIC FILM, PAPER, PLATE, AND CHEMICAL MANUFACTURING	\$51,611.00
561990	ALL OTHER SUPPORT SERVICES	\$44,520.00
334310	AUDIO AND VIDEO EQUIPMENT MANUFACTURING	\$28,796.00
337215	SHOWCASE, PARTITION, SHELVING, AND LOCKER MANUFACTURING	\$27,839.00
325920	EXPLOSIVES MANUFACTURING	\$26,783.45
335312	MOTOR AND GENERATOR MANUFACTURING	\$24,024.00
314994	ROPE, CORDAGE, TWINE, TIRE CORD, AND TIRE FABRIC MILLS	\$21,556.21
336611	SHIP BUILDING AND REPAIRING	\$10,500.00
336999	ALL OTHER TRANSPORTATION EQUIPMENT MANUFACTURING	\$10,450.00
334290	OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING	\$10,096.32
336991	MOTORCYCLE, BICYCLE, AND PARTS MANUFACTURING	\$5,887.61

All information deemed reliable but not guaranteed and should be independently verified. Marine Corps Systems Command or its representatives cannot be held liable for any typographical errors, misinformation or misprints and shall be held harmless. These numbers represent FY 2017.



PROCUREMENT OPPORTUNITIES AND GENERAL CONTRACTING INFORMATION

FEDERAL BUSINESS OPPORTUNITIES

<https://www.fbo.gov/>

FedBizOpps is the single government point of entry for federal procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps online. Commercial vendors seeking federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire federal contracting community.

NASA SOLUTIONS FOR ENTERPRISE-WIDE PROCUREMENT

<http://www.sewp.nasa.gov/geninfo.shtml>

Providing the latest in commercial Information Technology products and services, the NASA Solutions for Enterprise Wide Procurement contract vehicle has an outstanding track record of serving up fresh technology for federal agencies.

SMALL BUSINESS ADMINISTRATION

<https://www.sba.gov/>

The U.S. Small Business Administration was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation.

We recognize that Small Business is critical to our economic recovery and strength, to building America's future, and to helping the United States compete in today's global marketplace.

SEAPORT-E PROGRAM

<http://www.seaport.navy.mil/>

SeaPort Enhanced (SeaPort-e) is the Navy's integrated approach to contracting for support services. It provides a standardized means of issuing competitive solicitations among a large and diverse community of approved contractors, as well as a platform for awarding and managing performance-based task orders.

MCSC TECHNOLOGY TRANSITION OFFICE

<http://go.usa.gov/3cU8P>

The Technology Transition Office at Marine Corps Systems Command coordinates modernization plans, leverages science and technology resources, enables prototype experimentation and performs technology readiness assessments to ensure affordable technology infusion into Marine Corps acquisition programs of record.

MCSC SMALL BUSINESS INNOVATION RESEARCH (SBIR) PROGRAM

<http://go.usa.gov/cfW35>

The Small Business Innovation Research Program, through the Department of the Navy, provides qualifying small businesses the opportunity to address Marine Corps science and technology needs. In turn, the SBIR process delivers innovative technologies to the fleet.

For more information call: (703) 432-3033

OTHER RESOURCES

<http://go.usa.gov/3cUDh>

The Program Executive Officer Land Systems Advanced Technology Investment Plan provides annual updates to the top technical issues of PEO LS programs.





DEPARTMENT OF THE NAVY ACQUISITION COMMANDS



HQ Marine Corps I&L

iandl.marines.mil
(703) 604-4219



MCSC

marcorsyscom.marines.mil
(703) 432-3946
(703) 432-3944



MSC

msc.navy.mil/business
(757) 443-2717



NAVAIR

navair.navy.mil/osbp
(301) 757-9083



NAVSEA

navsea.navy.mil
(202) 781-3965
(202) 781-0710



NAVFAC

navfac.navy.mil/products-and-services
(202) 685-9129



NAVSUP

navsuo.navy.mil
(717) 605-1663



ONR

onr.navy.mil
(703) 696-2607



SPAWAR

spawar.navy.mil
(858) 537-0305
(619) 524-7701



SSP

ssp.navy.mil
(202) 433-7857



MCSC 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.

MCSC PUBLIC AFFAIRS

(703) 432-3958
MCSCPAO@usmc.mil



PEO LS MISSION

Program Executive Officer Land Systems will meet the warfighter’s needs by devoting full-time attention to Marine Corps weapon systems acquisition while partnering with MCSC in order to develop, deliver and provide life cycle planning for assigned programs.

PEO LS

Congressional and Public Affairs
(703) 432-5169

Marine Corps Systems Command and Program Executive Officer Land Systems are the enterprise acquisition and life cycle systems managers who support the operating forces and Marine Air-Ground Task Force elements. MCSC focuses on expeditionary ground weapons and information technology, while PEO LS provides program management, life cycle sustainment and modernization of an expanding Marine Corps portfolio of ACAT I & II ground and amphibious weapons systems.



OFFICE OF SMALL BUSINESS PROGRAMS

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