DEFENSE INFORMATION SYSTEMS AGENCY
The IT Combat Support Agency

Forecast to Industry 2017

Office of Small Business Programs

DISA: Decisively Invested in Small Business Advocacy!

Ms. Sharon L. Jones
Director

06 November 2017

2017 Award Winning Small Business Team for Acquisition Excellence!

Why DISA will *ALWAYS USE* Small Business!

The BIG Impact of A Small Business!

Ensure the viability of technological solutions that will sustain future DISA requirements.

The annual payroll of small business to the economy is BILLIONS of $$$.

Source: SBA.GOV

Access to innovation along with different generational thinking that aligns with emerging technologies to strengthen enterprise capabilities.

Small business creates disruption in the market place through innovation, diversity, gender, creativity, cost efficiencies, & speed to market.

Influences research and technology initiatives that addresses DISA's most critical gaps and capability shortfalls.

There are over 244,243 small businesses in the high-tech industries, representing 98.5% of all employment in these industries.

Source: SBA.GOV

The BIG Impact of A Small Business!

From Local to National and Powerful…A Small Business Moves America!

DISA & The Federal Small Business Programs

Parity Among ALL the Small Business Categories

SBA Certified Small Disadvantaged Business

SMALL BUSINESS

HUBZone

SBA WOSB Woman Owned Small Business

Service Disabled Veteran Owned Small Business SDVOSB CVE

Invested In Small Business Prime Contracts!

- **Individual small business set-aside contracts based on mission requirements**
- **DISA Enterprise Support Services**
- **Encore II Small Business set-asides**
- GSA OASIS
- GSA Schedule IT-70 – Small Business Set-Aside
- GSA 8(a) STARS II
- GSA Vets
- NASA SEWP V – Small Business Groups

Coming For FY18
SETI & ENCORE III

- **Global Information Grid Services Management: Engineering, Transition & Implementation (GSM-ETI) Projects & Support (GSM-P&S)**
- GSA Alliant Small Business
- Custom SATCOM Solutions-Small Business (CS2-SB)
- **Defense Spectrum Organization – EMS-E3**
- NETCENTS-2 (Air Force)
- NIH CIO SP3

Small Business IS the Something Better for IT!

DISA: Successfully Sustaining Stellar Goal Achievements

DISA has exceeded its overall assigned prime small business goal since FY12.

FISCAL YEAR (FY)	Small Business Prime Goal	Small Business Prime Goal Achievements
FY16	27%	29%
FY15	26%	31%
FY14	26%	33%
FY13	26%	30%
FY12	25%	26%

FY01 - FY16
Prime Small Business Contract Award Dollar Achievements

DISA: Decisively Invested In Small Business Advocacy - $17.3B

Small Business

Prime Contract Awards: FY12-FY16

TOTAL: $7.6 Billion

IT Power for Our Warfighter & Economic Power for the Nation

Billions and Billions in Prime Contract Awards!

Small Disadvantaged Business Prime Contract Awards: FY12-FY16

TOTAL: $2.8 Billion

Certified Small Disadvantaged Business

Breaking Barriers: Five Straight Fiscal Years of Over $400 Million in Contract Awards!

Woman Owned Small Business
Prime Contract Awards: FY12-FY16

BUSTING Business Barriers: FY16 – Over $300 million in Prime Contract Awards!

Service Disabled Veteran Owned Small Business Prime Contract Awards: FY12-FY16

TOTAL: $1.4 Billion

UNBREAKABLE Business Bonds: Three Years of Over $300 Million in Prime Contract Awards!

Historically Underutilized Business Zone Small Business Prime Contract Awards: FY12-FY16

Building Business Bonds: Empowering Local Communities with Local Economic Opportunities!

FY17 Small Business Prime Award Achievements

$5.8 Billion Total Eligible Small Business Dollars
$1.7 Billion in Actual Small Business Awards
6,522 Prime Awards to Small Business

Small Business Categories	FY17 Federal Small Business Goals	FY17 DoD Small Business Goals/Achievements	FY17 DISA Small Business Goals	FY17 DISA Small Business Achievements	FY17 DISA Prime Contract Awards $$$$	FY17 DISA Prime Contract Actions
Small Business	23%	21.26% / 22.5%	27%	28.2%	$1.7 Billion	6,522
Small Disadvantaged Business (SDB)	5 %	5%/ 8%	10%	11%	$618 Million	2,410
Women Owned Small Business (WOSB)	5%	5% / 4%	5%	7%	$390 Million	1,247
Serviced Disabled Veteran Owned Business (SDVOSB)	3%	3% / 3.2%	3%	6%	$346 Million	976
Historically Underutilized Business Zone (HUBZone)	3%	3% / 1.5%	2%	1.5%	$90 Million	366

Figures are as calculated by the official FPDS-NG SB Achievements by Awarding Organization Report and Final Certification of the Percentages and Dollars will occur in the 3rd Quarter of FY18 by the Small Business Administration.

North America Industry Classification System (NAICS)

FY17 Results

Concentration of Prime Contract Awards:

Total Actions Awarded in FY17 - 51,618

Total Dollars Awarded in FY17 - $5.8B

NAICS Sector 51 – Telecommunications/Software/Information Services

Contract Awards in the NAICS Code 51 Sector:
78% of all Total Actions = 40,614
45% of all Total Dollars = $2.6B

NAICS Sector 54 – Engineering/Design/Computer/Professional/Scientific

Contract Awards in the NAICS Code 54 Sector
14% of all Total Actions = 7,393
50% of all Total Dollars = $2.9B

This NAICS breakout includes ALL of DISA's contract spend in FY17

Figures are as calculated by the official FPDS-NG SB Achievements by Awarding Organization Report and Final Certification of the Percentages and Dollars will occur in the 3rd Quarter of FY18 by the Small Business Administration.

FY18 Prime Small Business Goals

Small Business – 28%

Small Disadvantaged Business – 5%

Women-Owned Small Business – 5%

Service Disabled Veteran Owned Small Business – 3%

HUBZone – 1.5%

DISA

DEFENSE INFORMATION SYSTEMS AGENCY

OFFICE OF SMALL Business Programs

ADVOCATE. EDUCATE. INDICATE.

The Office of Small Business Programs

VISION

To forever influence a culture of continuous and maximum utilization of small business for innovative information technology solutions for the global warfighter.

MISSION

The Office of Small Business Programs serves as the principle advocate and primary advisor to the Director, Senior Leaders, workforce, and industry on all aspects of the small business programs to ensure the continuous growth of the small business industrial base that supports information technology products and services for our global warfighter.

DEFENSE INFORMATION SYSTEMS AGENCY
OFFICE OF SMALL Business Programs
ADVOCATE. EDUCATE. INDICATE.

Small Business Events & Publications

Upcoming Small Business Events at DISA Headquarters

Monthly Small Business Orientation Forum (Monthly)
Leadership In Action Speaker Series – November & December 2017
Various Small Business Events in 2017 & 2018
Various Small Business Publications

DEFENSE INFORMATION SYSTEMS AGENCY
OFFICE OF SMALL Business Programs

ADVOCATE. EDUCATE. INDICATE

The art of war teaches us to rely not on the likelihood of the enemy's not coming, but on our own readiness to receive him…..

Sun Tzu

DEFENSE INFORMATION SYSTEMS AGENCY
OFFICE OF SMALL Business Programs

ADVOCATE. EDUCATE. INDICATE

DISA: Tech Focus…Trendsetter…Thought Leader…

PEOPLE ARE OUR GREATEST STRENGTH - Supporting DoD personnel globally!

Industry Partnership

24x7x365

Cyber & Risk Management

DISA: OUR SUN NEVER SETS!

Small Business Specialty + Products + Apps + Services + Certifications + Creativity = Successful Value Proposition!

Three More Things…

Complement: Does your company's strengths complement DISA's strengths & intentions.

Connect: Is your company a game changer? Lead the change and solve the tough cyber security concerns.

Commit: It is about DISA – The Warfighter is #1.

DEFENSE INFORMATION SYSTEMS AGENCY
OFFICE OF SMALL Business Programs
ADVOCATE. EDUCATE. INDICATE

Contact Information

Information

www.disa.mil

EMAIL

disa.meade.osbp.mbx.disa-small-business-office@mail.mil

PHONE

301-225-6003

618-229-9667

DEFENSE INFORMATION SYSTEMS AGENCY
OFFICE OF SMALL Business Programs
ADVOCATE. EDUCATE. INDICATE

DISA

DEFENSE INFORMATION SYSTEMS AGENCY

The IT Combat Support Agency

UNITED IN SERVICE TO OUR NATION