

AMERICAN INDIAN CHAMBER EDUCATION FUND PROCUREMENT TECHNICAL ASSISTANCE CENTER



PTAC

Procurement Technical Assistance Center

No-Cost Government Contracting Assistance

THIS PROCUREMENT TECHNICAL ASSISTANCE CENTER IS FUNDED IN PART THROUGH A COOPERATIVE AGREEMENT WITH THE DEPARTMENT OF DEFENSE"

SPONSORED BY THE AMERICAN INDIAN CHAMBER OF COMMERCE OF CALIFORNIA



PTAC
Procurement Technical Assistance Center

Venessa Gleich, Program Manager

<http://aicef-ptac.org>



Covers 100% of the
Pacific, Western, and
Northwest BIA
Regions

PTAC MISSION STATEMENT

- To provide opportunities for networking and support of tribes, tribal enterprises, and American Indian/Alaska Native business people globally through a mentor environment for those individuals beginning new endeavors, a vehicle for education, and a conduit for growth opportunities among American Indian businesses.
- Assistance extends to all Native American businesses (American Indian, Alaska Native Corporations and Native Hawaiians) and includes tribes and individual businesses both on and off reservations.



PTAC

Procurement Technical Assistance Center

WHAT WE DO

- Determine Suitability for Contracting with Government Agencies
- Find opportunities through on-line bid matching
- Assist with required registrations and certifications
- Connect businesses with purchasing & decision makers
- Provide Training & outreach networking events
- Educate businesses on procurement programs specific to them



HOW WE WORK WITH GOVERNMENT & BUYING AGENCIES



Procurement Technical Assistance Center

- Provide Education to buying & program offices on procurement programs specific to Native Americans – ***DOD 5% Indian Incentive Program***
- Sponsor & participate in outreach & networking events
- Maintain a listing of Native American Owned Businesses
- Work directly with buyers & program officials of ***Government*** (Federal, State, Local, & Tribal) and ***Industry*** to ***Identify Native American sources for specific requirements.***

OFFICE LOCATIONS

Chandler, AZ:

Venessa Gleich, Program Manager

Phone: 480-699-9529

Email: Venessa.Gleich@aicccal.org

Huntington Beach, CA:

Aaron Emi, Senior Procurement Specialist

Phone: 213-341-0104

Email: Aaron.emi@aicccal.org

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Phone: 213-442-8612

Email: Maurice.begay@aicccal.org

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Phone: 509-581-7505

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Roseburg, OR:

Linda Sandoval, Procurement Specialist

Phone: 541-391-2992

Email: Outreach@aicccal.org

<http://aicef-ptac.org>

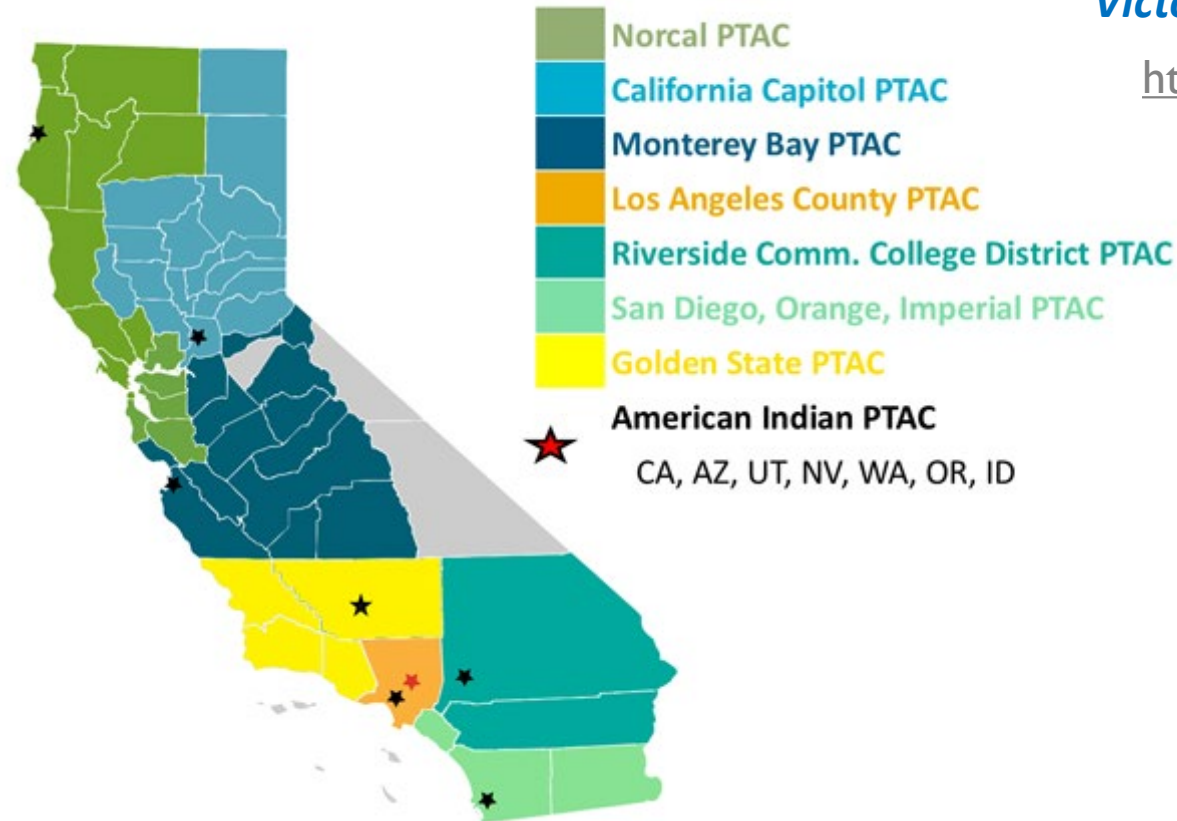


***MONTEREY BAY
PROCUREMENT TECHNICAL ASSISTANCE CENTER***



MONTEREY BAY PTAC

Alpine
Amador
Fresno
Kings
Madera
Mariposa
Merced
Monterey
San Benito
San Joaquin
Stanislaus
Santa Cruz
Tulare
Tuolumne



Victor Valdez, Program Manager

<https://montereybayptac.com/>

Serves a 14-county
region = Central and
Coastal California



PTAC SERVICES FOR CLIENTS

- Certifications
- Crafting capabilities Statements
- Market research
- Marketing to government agencies
- Proposal review
- Post-award support
- Connecting primes & subs
- GSA schedules
- SAM Registration



PTAC SERVICES FOR ADVOCATES

- We can help your vendors with pre-award, post-award, certifications, etc.
- We can help you find qualified vendors with a specific certification or in a certain industry
- Your bid opportunities can be featured in our newsletter (sent out first week of the month)
- Partnered focused outreach events
- Join a “How to do Business with the State” webinar or workshop with DGS
- Large expos/matchmaker events



WHERE TO LOOK FOR A PTAC



**Association of Procurement Technical
Assistance Centers**

<https://www.aptac-us.org/>

QUESTIONS





Thank You



U.S. Small Business
Administration

Who is SBA?

- Independent Federal agency created in 1953
- Network of district offices across the country
 - San Francisco office serves: Alameda, Contra Costa, Del Norte, Humboldt, Marin, Mendocino, Napa, San Francisco, San Mateo, Santa Clara, Santa Cruz, Solano, and Sonoma counties
- Dedicated to supporting small businesses thru:
 - Access to Capital
 - Government Contracting Assistance
 - Business Advising and Education
 - Disaster Assistance

SBA Programs and Services

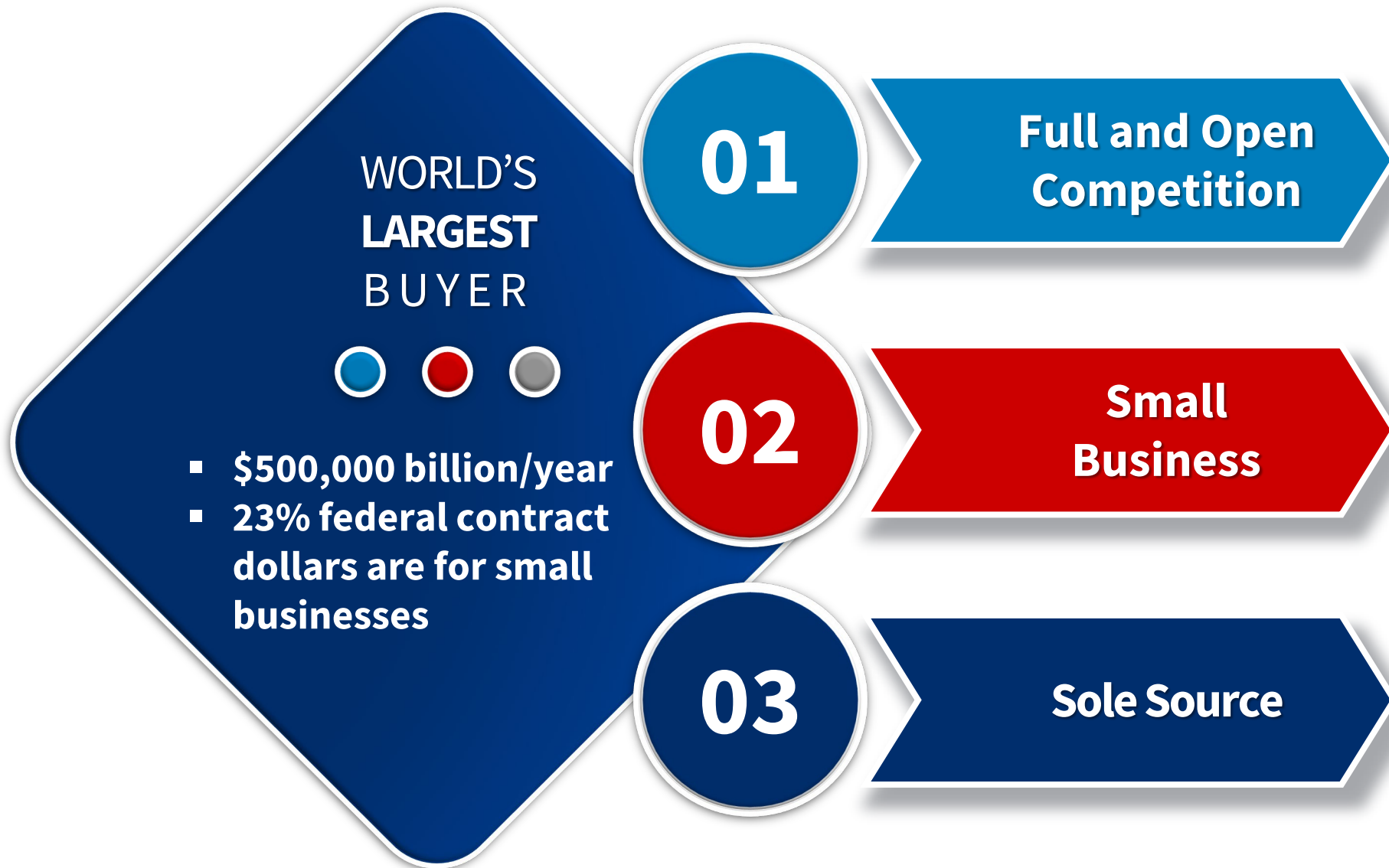
- Access to Capital
 - Microloans - up to \$50,000
 - Guaranteed Loans - up to \$5 million
 - SBIC – equity financing
 - SBIR-STTR
- Government Contracting Assistance
 - Certification programs
 - Small business goaling
 - Surety Bond guaranties
- Business Advising and Education
 - Confidential, one-on-one, no-cost advising
 - SBDC, SCORE, WBC, VBOC
- Disaster Assistance
 - Natural disasters – physical and economic injury loans



U.S. Small Business
Administration

Small Business Federal Government Contracting and Certifications

Why Do Business with the Federal Government?



Set-Aside for Certification Programs and Socio-Economic Categories

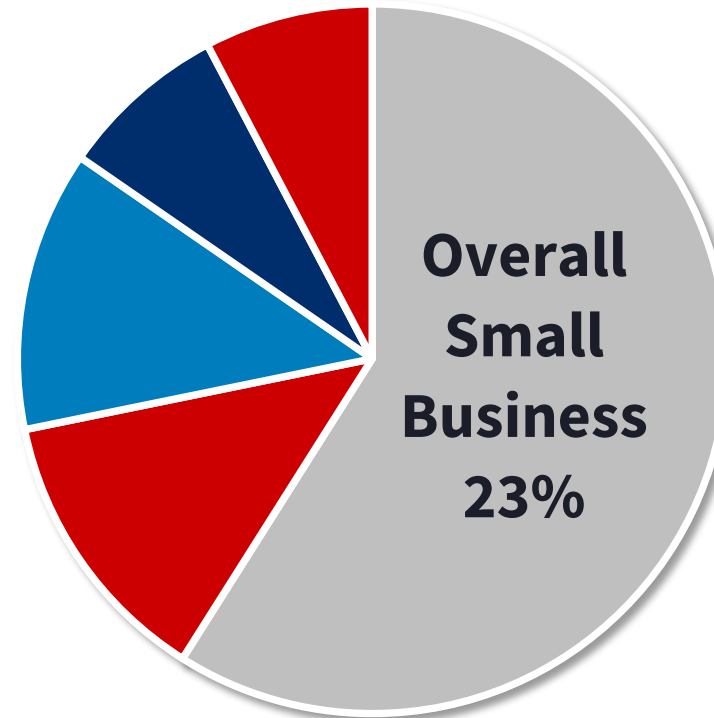
Targeted acquisition goals:

**Women-Owned Small Businesses
(including EDWOSB) (5%)**

**Small Disadvantaged Businesses
(including 8(a)) (5%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (3%)**



Set-asides are reserved for small business between \$10,000 (Micro purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

What is Certification?

- A tool to help your business compete in Federal marketplace
- Access to set-asides and sole source contracts
- Ability to compete against similarly situated competitors
- It is NOT:
 - A guaranty of contracts

SBA's Certification Programs

SBA's Certification Programs

- Certification Required
 - 8(a) Business Development Program
 - HUBZone Program
 - Woman Owned Small Business Program
 - Veteran Owned Small Business Program (in 2023)
- Self-Certification
 - Small Business
 - Service-Disabled Veteran Small Business

8(a) Business Development Program



**Access to business
development support**

**Build capacity and grow
through contracts**

**Nine-year program available
once per lifetime**

8(a) Eligibility

13 CFR 124.101-112

- Small business based on primary NAICS
- Owned at least 51% socially and economically disadvantaged individual(s)
- Control and management
 - Full time devotion
 - Highest compensated
 - Make day-to-day decisions
- Min 2 -years in business
- Character
- 9-year term

Designated Socially Disadvantaged Criteria

Designated Groups

01

- Black American
- Asian Pacific American
- Hispanic American
- Native American, Alaskan or Hawaiian
- Subcontinent Asian American

Non-Designated Group Criteria

02

- Preponderance of evidence
- Race, ethnicity, gender, physical handicap, long-term environmental issues
- Chronic and substantial
- Negative impact to business advancement

Economically Disadvantaged Requirements to Qualify



Adjusted personal net worth less than \$750,000



Three-year average income is \$350,000 or less



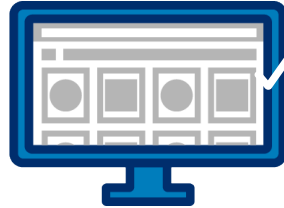
Fair market value of all assets is \$6 million or less

8(a) Application Process



BEFORE APPLICATION

- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply online at [certify.SBA.gov](https://certify.sba.gov)



RESOURCES

- Access resources on the Knowledge Base
- For assistance, contact [certify.SBA.gov](https://certify.sba.gov)

certify.SBA.gov



SBA Certification Portal

- SBA's certification portal where businesses can submit documents to seek SBA certifications

Automatic Migration

- Pulls business information from SAM.gov

Online Forms

- Forms completed online (no longer required to upload certain SBA forms)

Historically Underutilized Business Zone (HUBZone) Certification



Stimulate capital investment

Build capacity and grow

**Access HUBZone set-aside
contract dollars**

HUBZone Eligibility

13 CFR 126.200

- Small business based on primary NAICS
- 51% owned by US citizen
- Principal office located in HUBZone
 - Map on SBA.gov
- Min 35% of employees live in a HUBZone
- Attempt to maintain eligibility
- Annual recertification
- No time limit

HUBZone Application Process



BEFORE APPLICATION

- View the HUBZone Primer
- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application checklist
- Gather supporting documentation
- Apply using [certify.SBA.gov](https://certify.sba.gov)



DOCUMENTATION

- Verify requested information
- Submit supporting documentation

Women-Owned Small Business (WOSB) Program



Take advantage of annual prime contracting goals

Build capacity and grow

Access set-asides for WOSB and EDWOSB

WOSB/EDOSB Eligibility

13 CFR 127.200-203

- Small business based on primary NAICS
 - Not all NAICS can use WOSB <https://www.sba.gov/document/support--qualifying-naics-women-owned-small-business-federal-contracting-program>
- At least 51% owned by women – US citizens
- Management and control
 - Highest position
 - Full time devotion
 - Manage daily operations
- EDWOSB
 - Personal net worth less than \$750,000
 - 3-year adjusted gross income less than \$350,000
 - Fair market value of all assets less than \$6M

WOSB/EDWOSB Application Process



BEFORE APPLICATION

- [Eligibility](#) test
- Register with SAM
- Check NAICS



APPLY FOR CERTIFICATION

- Review application checklist
- Gather supporting documentation
- Apply using [beta.certify.SBA.gov](https://beta.certify.sba.gov)



DOCUMENTATION

- Verify requested information
- Submit supporting documentation

Third Party Certifiers

- [El Paso Hispanic Chamber of Commerce](#)
- [National Women Business Owners Corporation](#)
- [U.S. Women's Chamber of Commerce](#)
- [Women's Business Enterprise National Council](#)

beta.Certify.SBA.gov

WOSB Certification Site

[Home](#)[Prepare](#)[Am I eligible?](#)[Help](#)[Knowledge Base](#)

Welcome to beta.Certify.sba.gov

The U.S. Small Business Administration (SBA) is modernizing the certification management experience. You may apply for and manage your Woman Owned Small Business (WOSB), Economically Disadvantaged Woman Owned Small Business certifications in our easy-to-use single system.

Get started today!

Federal government employees

[Create an account](#)[Login](#)[Am I Eligible?](#)

Service-Disabled Veteran-Owned Small Business Program (SDVOSB)



Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

SDVOSB Eligibility Requirements

13 CFR 125.12

- Small business based on primary NAICS
- At least 51% owned by service disabled veteran
 - Service connected disability determined by VA or DOD
- Management and control
 - Manage daily operations
 - Hold highest position

Mentor-Protégé Program (MPP)

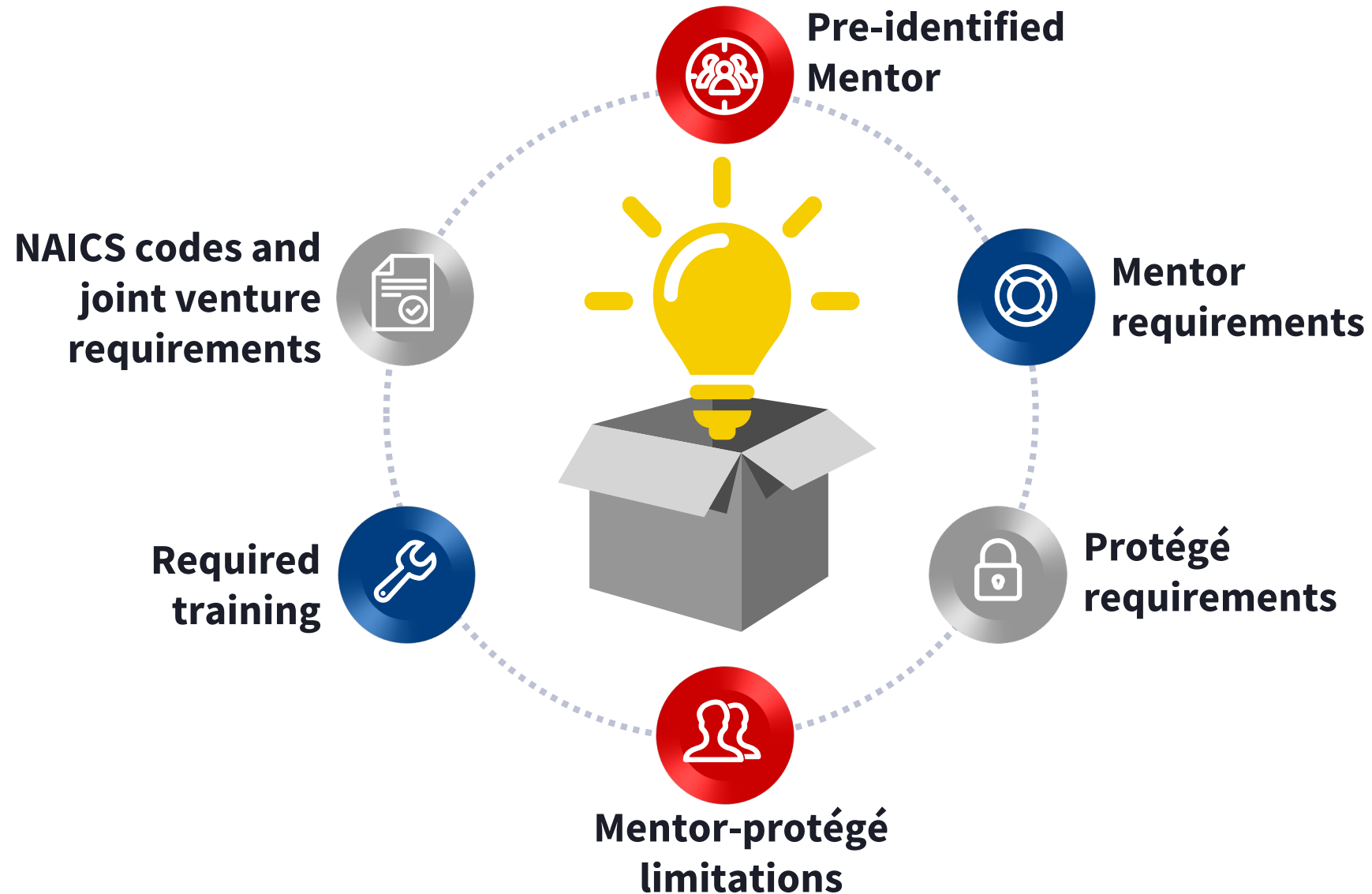


Access business development assistance

Build capacity and grow

Establish joint ventures

Is the Mentor-Protégé Program Appropriate for You?



Are You Ready? - Next Steps

Where to start once you decide to pursue Federal contracting

- Register in SAM.gov
- Sign-up for notifications from SAM.gov
- Take free online webinars to learn more about Federal contracting
 - SBA.gov
 - NorCal PTAC
- Research the demand and pricing for your product or service
 - [Contract Opportunities Search Tool on SAM.gov](#)
 - GSA [Forecast of Contracting Opportunities Tool](#)
 - [Contract-Awarded Labor Category](#)-hourly labor rates Understand certification application process
- Gather your documents and apply for certification

Are You Ready for Federal Contracting?

- Sales cycles can be slow
 - Need patience and cash flow
- Do you speak the language?
 - IDIQ, SAM, COR
- Do you know how to price your product/service appropriately?
- Do you have good internal systems and recordkeeping?
 - Can you invoice appropriately so you can be paid on time?
- Have you conducted market research?
- Do you have the time to dedicate to pursuing Federal contracts?

Market Research

Does the government buy what you sell?

- Do you know your NAICS?
- Which agencies purchased your goods/services?
- From whom did they purchase?
 - Who is your competition for Federal contracts?
- How are you different?
- Do you have any government contracting experience?
- Should you partner with a more experienced business?
- Do you have a capabilities statement?
- Look at agency forecasts ([acquisition.gov](https://www.acquisition.gov))
- Talk with OSDBU offices

Resources for Market Research



Federal Procurement Data System
– Next Generation (FPDS-NG)



USASpending



Federal Business Opportunities
(FBO) (SAM.gov)



Federal Agency Procurement
Forecasts

Source of Contract Information

- Sign up for notifications from and search the [Contract Opportunities Search Tool on SAM.gov](#)
- Become part of the [General Services Administration \(GSA\) Schedules Program](#).
- Find contracts through individual agencies' [Offices of Small and Disadvantaged Business Utilization](#).
- [Become a subcontractor by working for another company](#) that already has a contract with the federal government.

Resources

Let us help you

- ***SBA Contracting Programs – Basic Info***
 - <https://www.sba.gov/federal-contracting/contracting-assistance-programs>
- ***San Francisco District Offices***

Web: sba.gov/ca/sf
Email: SFOMail@sba.gov
- ***Procurement Technical Assistance Centers***

www.norcalptac.org
- ***Small Business Development Centers***

www.norcal sbdc.org
- ***SCORE (Service Corps of Retired Executives)***

www.score.org.
- ***Women's Business Centers***

sba.gov/tools/local-assistance/wbc.



Department of the Navy
Office of Small Business Programs

How to Conduct Business with the Navy & Marine Corps – Being Procurement Ready 17 August 2022

Ms. Alyse Bullock
Associate Director
DON OSBP

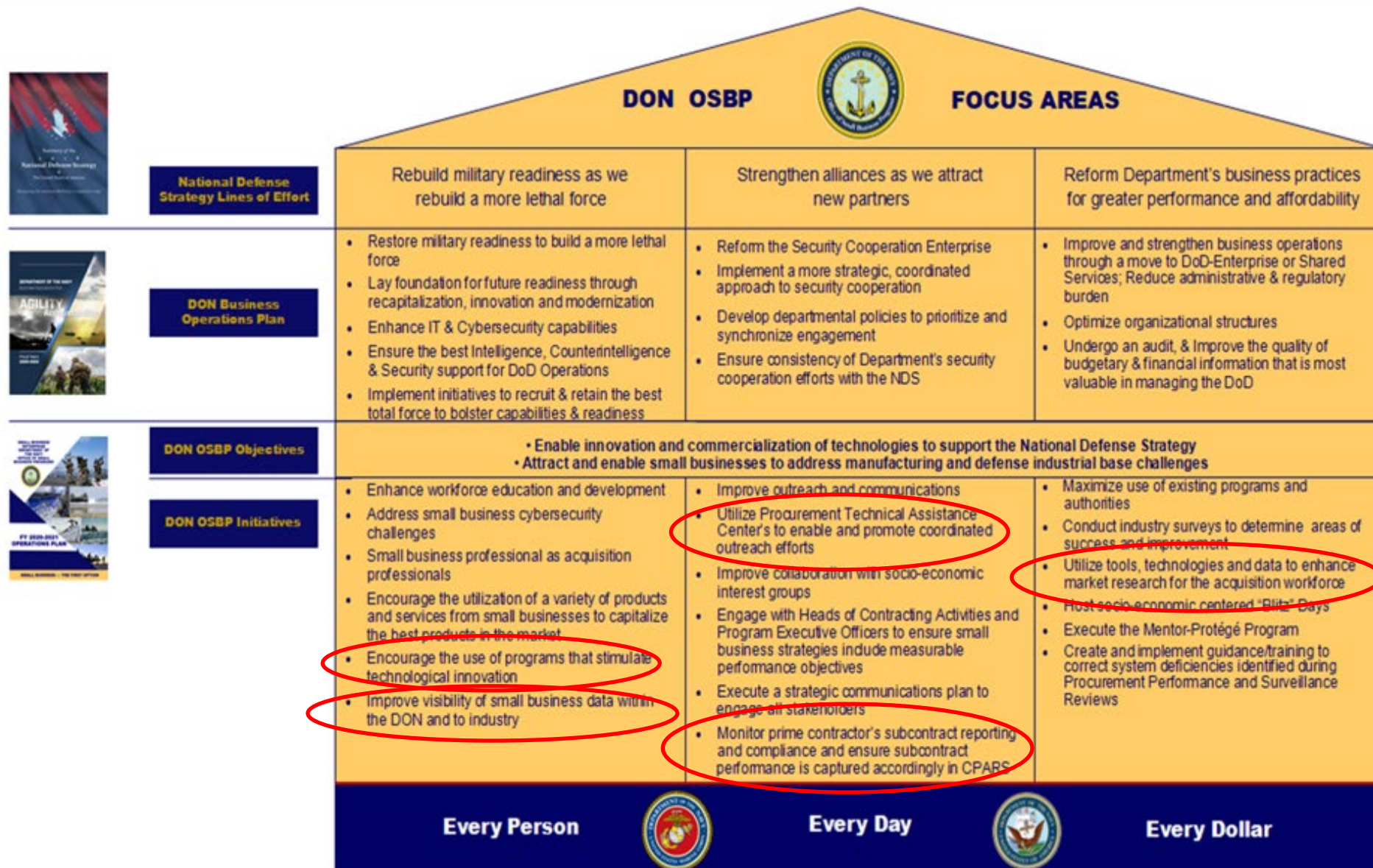
*“Small Business...
The First Option”*

- **Guiding Documents**
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- Being Procurement Ready
- Regional Small Business Performance and Spend
- Resources and Assistance



DEPARTMENT OF THE NAVY (DON) OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

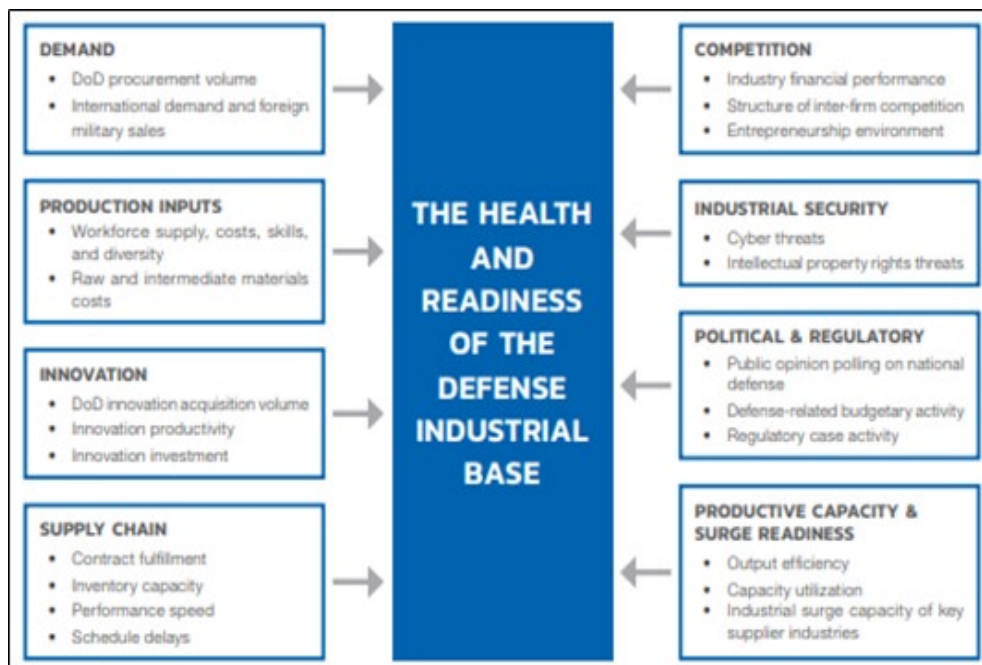
STRATEGIC ALIGNMENT



Defense Industrial Base Challenges

Department of the Navy Office of Small Business Programs

- NDIA Report Vital Signs 2021 – The Health and Readiness of the Defense Industrial Base (DIB)
 - Like 2020, the DIB graded a “C”.
- To understand the current business environment, NDIA focused on a set of eight conditions to assess the vital signs of the DIB.



• Vital Signs Survey Results:

- Due to pandemic, 70% of 1,100 respondents experienced moderate or large impact while 12% thought they would not return to 2019 levels;
- Need to reform the acquisition process and budget stability; and,
- Uncertainty about the future was a deterrent to devote productive capacity to military production.

Top Industrial Base Challenges - Industrial Security & Cyber Risks



Importance of Small Business to the DON

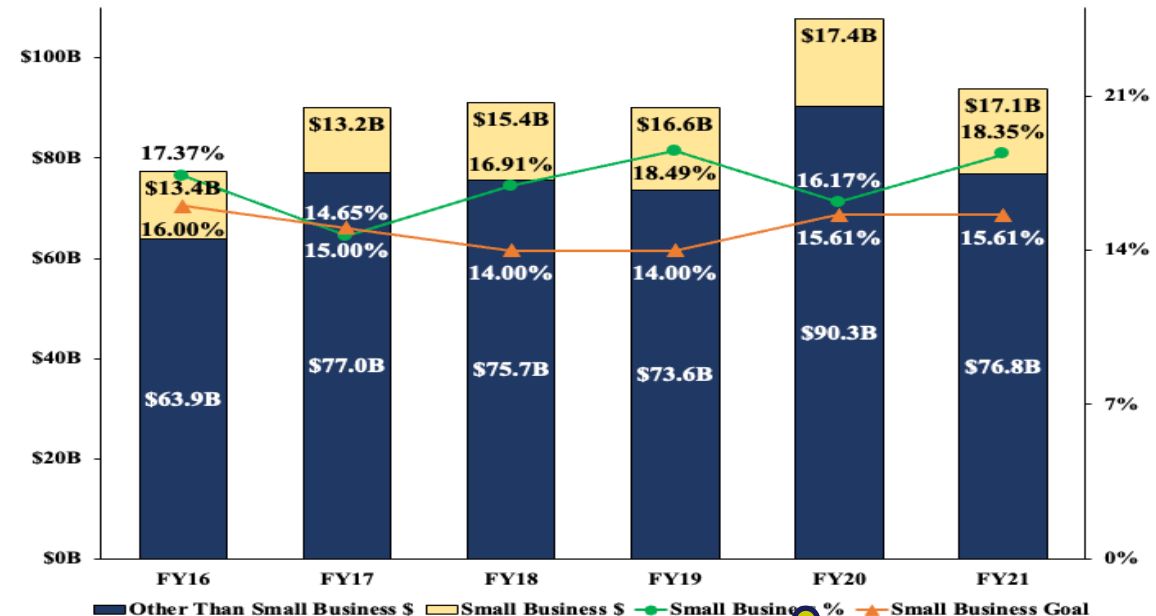
Department of the Navy Office of Small Business Programs

<https://www.secnav.navy.mil/smallbusiness/Pages/resources.aspx>



In early FY 2016, ASN RDA formally assigns each Deputy Program Manager as the Small Business Advocate responsible for identifying opportunities within the program for Small Business participation...

Since FY 2016, the DON has **INCREASED** Small Business execution by **30%**.
From \$13.4B in 2016 to \$17.1B in 2021.



Advocacy = Performance



- Guiding Documents
- **Department of the Navy Office of Small Business Programs (DON OSBP) Overview**
- Being Procurement Ready
- Regional Small Business Performance and Spend
- Resources and Assistance



Small Business & the Big Picture



Importance of Small Business to the DON

Department of the Navy Office of Small Business Programs

- Small businesses deliver performance with agility and affordability. It is imperative that the DON identify small businesses, startups, and non-traditional suppliers to contribute to the DON's efforts to modernize key capabilities.

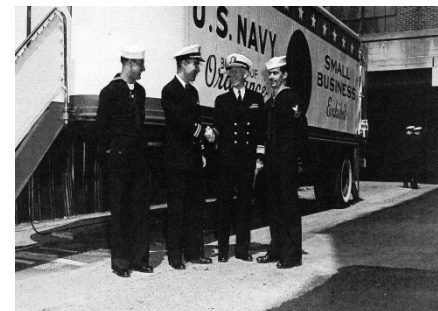


History of DON OSBP

Department of the Navy Office of Small Business Programs



In the Business of Small Business Since 1951



DON's 10 Major Buying Commands Overview

 USMC Installations and Logistics Command	 Marine Corps Systems Command	 Military Sealift Command	 Naval Air Systems Command	 Naval Facilities Engineering Command
 Naval Information Warfare Systems Command	 Office of Naval Research	 Naval Sea Systems Command	 Naval Supply Systems Command	 Strategic Systems Programs

10 Buying Commands

Department of the Navy Office of Small Business Programs



United States Marine Corps Installations and Logistics Command (MC I&L)

Drives logistics plans, policies, and initiatives to increase the capability, endurance and reach of the Marine Air Ground Task Force.

Mr. Carlton Hagans, MC I&L Small Business Director, 703-604-3656

www.iandl.marines.mil

MC
I&L



Marine Corps Systems Command (MCSC)

Serves as the Department of the Navy's systems command for Marine Corps ground weapon and information technology systems programs in order to equip and sustain Marine forces with expeditionary and crisis-response capabilities.

Mr. Austin Johnson, Acting MCSC Small Business Director, 703-432-3944

www.marcorsyscom.marines.mil

MCSC



Military Sea Lift Command (MSC)

Operates, supplies, and maintains the ships that provide logistics support, conducts special missions, moves military equipment, supply's combat forces, provides humanitarian relief, and strategically positions combat cargo around the world.

Ms. Leah Baker, MSC Small Business Director, 757-443-2717

www.msc.usff.navy.mil

MSC



10 Buying Commands cont'd

Department of the Navy Office of Small Business Programs



Naval Air Systems Command (NAVAIR)

Provides full life-cycle support of naval aviation aircraft, weapons and systems operated by Sailors and Marines, including, research, design, engineering, acquisition, test and evaluation, and logistics support.

Mr. Shelby Butler, NAVAIR Small Business Director, 708-757-9044

www.navair.navy.mil



Naval Facilities Engineering Command (NAVFAC)

Plans, builds, maintains sustainable facilities, delivers environmental, utilities and other base services, and acquires and manages expeditionary combat force systems and equipment.

Ms. Bianca Henderson, NAVFAC Small Business Director, 202-685-9129

www.navfac.navy.mil



Naval Sea Systems Command (NAVSEA)

Design, build, deliver, and maintain ships and systems on time and on cost for the United States Navy.

Ms. Anne Bannister, NAVSEA Small Business Director, 202-781-2061

www.navsea.navy.mil



10 Buying Commands cont'd

Department of the Navy Office of Small Business Programs



Naval Supply Systems Command (NAVSUP)

Provides supplies, services, and quality-of-life support to the Navy and Joint Warfighter. Manage supply chains that provide material for Navy aircraft, surface ships, submarines and their associated weapons systems.

Mr. Chris Espenshade, NAVSUP Small Business Director, 717-605-1663

www.navsupsup.navy.mil

NAVSUP

FLCs

WSS



Naval Information Warfare Systems Command (NAVWAR)

Identify, develop, deliver and sustain information warfighting capabilities supporting naval, joint, coalition and other national missions.

Mr. Dan Deconzo, NAVWAR Small Business Director, 858-537-0305

www.navwar.navy.mil

NAVWAR

Atlantic

Pacific



Office of Naval Research (ONR)

Plans, fosters, and encourages scientific research to the maintenance of future naval power.

Ms. Ellen Simonoff, ONR Small Business Director, 703-696-6994

www.onr.navy.mil

ONR

Global

NRL



Department of the Navy Office of Small Business Programs



Strategic Systems Programs (SSP)

Direct the end-to-end effort of the Navy's Strategic Weapons Systems to include training, systems, equipment, facilities and personnel; and fulfill the terms of the US/UK Polaris Sales Agreement.

Ms. Marita Thompson, SSP Small Business Director, 202-685-9129

www.ssp.navy.mil

SSP



Key Takeaways:

1. Know the mission of the organization and use the “Search What the DON Buys” feature on the DON OSBP website to search by NAICS or PSC to understand who is buying what you are selling.
2. Some Command have matrixed Organizations – Don’t lose sight of these Contracting Opportunities!
3. Leverage the Small Business Professionals as your entry point to a Command. Use the “How to Find Your Small Business Professional” on the DON OSBP website home page.
4. Review the Small Business Strategies posted on the Command’s public facing website. This will help you understand what key initiatives are in place for small business.



DON Small Business Professionals

Department of the Navy Office of Small Business Programs

<https://www.secnav.navy.mil/smallbusiness/Pages/default.aspx/>



Small Business Professionals are Key to Your Success!

<https://www.secnav.navy.mil/smallbusiness>

DISTRIBUTION STATEMENT A. Approved
for public release



- National Defense Strategy
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- **Being Procurement Ready**
- Regional Small Business Performance and Spend
- Resources and Assistance



➤ Research the Navy or Marine Corps Buying Command

- Websites and Facebook Pages
- Explore “Doing Business With” on DON OSBP website
- Long Range Acquisition Forecasts (LRAF) on DON OSBP website
- Command Specific Awarded Indefinite Delivery Indefinite Quantities (IDIQ) and Multiple Award Contract (MAC)
- Participate in command Outreach, Industry Days, and Industry Events



➤ Know how to use the Government Point of Entry and Data Reporting Sites

- Federal Contract Opportunities [SAM.gov](https://sam.gov)
- Navy Electronic Commerce On-line (NECO) www.neco.navy.mil



Small Business Administration (SBA)

Department of the Navy Office of Small Business Programs

www.sba.gov

- SBA offers and teams with local partners to counsel, mentor, and train small businesses, entrepreneurs, and innovative suppliers



**Free business
counseling**



**SBA guaranteed
business loans**



**Home & business
disaster loans**



**Federal government
contracting**

- Website has links to District and Regional Offices as well as local resources
 - Mentorship by Service Corps of Retired Executives (SCORE)
 - Small Business Development Centers (SBDC)
 - Women's Business Centers (WBCs)
 - U.S. Export Assistance Centers
 - Veterans Business Outreach Centers (VBOCs)



Aide to Small Business

Department of the Navy Office of Small Business Programs

<https://www.sba.gov>

"It is the declared policy of Congress that the government should aid, counsel, assist, and protect, insofar as is possible, the interests of small-business concerns in order to preserve free competitive enterprise.....to maintain and strengthen the overall economy of the nation."

SBA WOSB
Woman Owned Small Business



U.S. Small Business
Administration

SBA
Small
Disadvantaged
Business



HUBZone
Historically Underutilized Business Zone

15 U.S. CODE § 631(a)



Procurement Technical Assistance Center (PTAC)

Department of the Navy
Office of Small Business Programs

www.aptac-us.org

➤ Overview:

- 94 PTACs – with over 300 local offices – help local businesses compete successfully in the government marketplace through:
 - Government Contracting Assistance
 - Providing Contracting Resources and Tips
 - Training

DON OSBP
Partners with the
PTACs on Industry
Engagement

The screenshot shows the APTAC website with a dark blue header containing navigation links: HOME, ABOUT US, GOVERNMENT CONTRACTING ASSISTANCE, APTAC PARTNERS, PTAC LOGIN, and CONTACT US. Below the header, there's a section titled 'Find a PTAC' with a dropdown menu to 'Select a State' and a map of the United States. To the right, a red banner reads 'HELP FOR GOVERNMENT CONTRACTING'. Below this, a section titled 'Procurement Technical Assistance Centers (PTACs)' features a red exclamation mark icon and text about 'Free Help with SAM Registration'. It also mentions that SAM registration is free and that PTACs can help with everything else needed to sell to federal, state, and local agencies. Two bullet points highlight 'Workshops and Matchmaking Events' and 'One-on-One Counseling'. A button says 'Find your PTAC now!'. Below this, it says 'see also APTAC's Government Contracting Intelligence blog.' To the right, a box titled 'Contracting Success' states that in 2019, PTAC clients were awarded \$24 billion in contracts, with over 57,000 businesses receiving assistance. A 'Learn More' button is at the bottom.



www.SAM.gov

➤ System for Award Management (SAM)

- To be eligible for traditional contract awards, businesses must be registered in SAM.gov



The screenshot shows the SAM.gov homepage. At the top, there is a login section with fields for Username and Password, and links for 'Forgot Username?', 'Forgot Password?', 'Log In', and 'Create an Account'. Below this is a navigation bar with links: HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, and HELP. A red alert banner states: 'ALERT: If you are registering a new entity in SAM.gov, you must provide an original, signed [notarized letter](#) stating that you are the authorized Entity Administrator before your registration will be activated. Read [our FAQs](#) to learn more about this process change.' Below the alert, a text block explains that SAM is an official U.S. government website with no cost to use, and lists four uses: Register to do business with the U.S. government, Update or renew your entity registration, Check status of an entity registration, and Search for entity registration and exclusion records. At the bottom, there is a 'Getting Started' section with three icons and descriptions: 'Create A User Account' (person icon), 'Register Entity' (folder icon), and 'Search Records' (magnifying glass icon).

Username **Password**

[Forgot Username?](#) [Forgot Password?](#) [Log In](#) [Create an Account](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [CHECK STATUS](#) [ABOUT](#) [HELP](#)

ALERT: If you are registering a new entity in SAM.gov, you must provide an original, signed [notarized letter](#) stating that you are the authorized Entity Administrator before your registration will be activated. Read [our FAQs](#) to learn more about this process change.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

Getting Started

Create A User Account



Start by creating a SAM user account.

Register Entity



After creating your SAM user account, log in to register to do business with the U.S. government.

Search Records

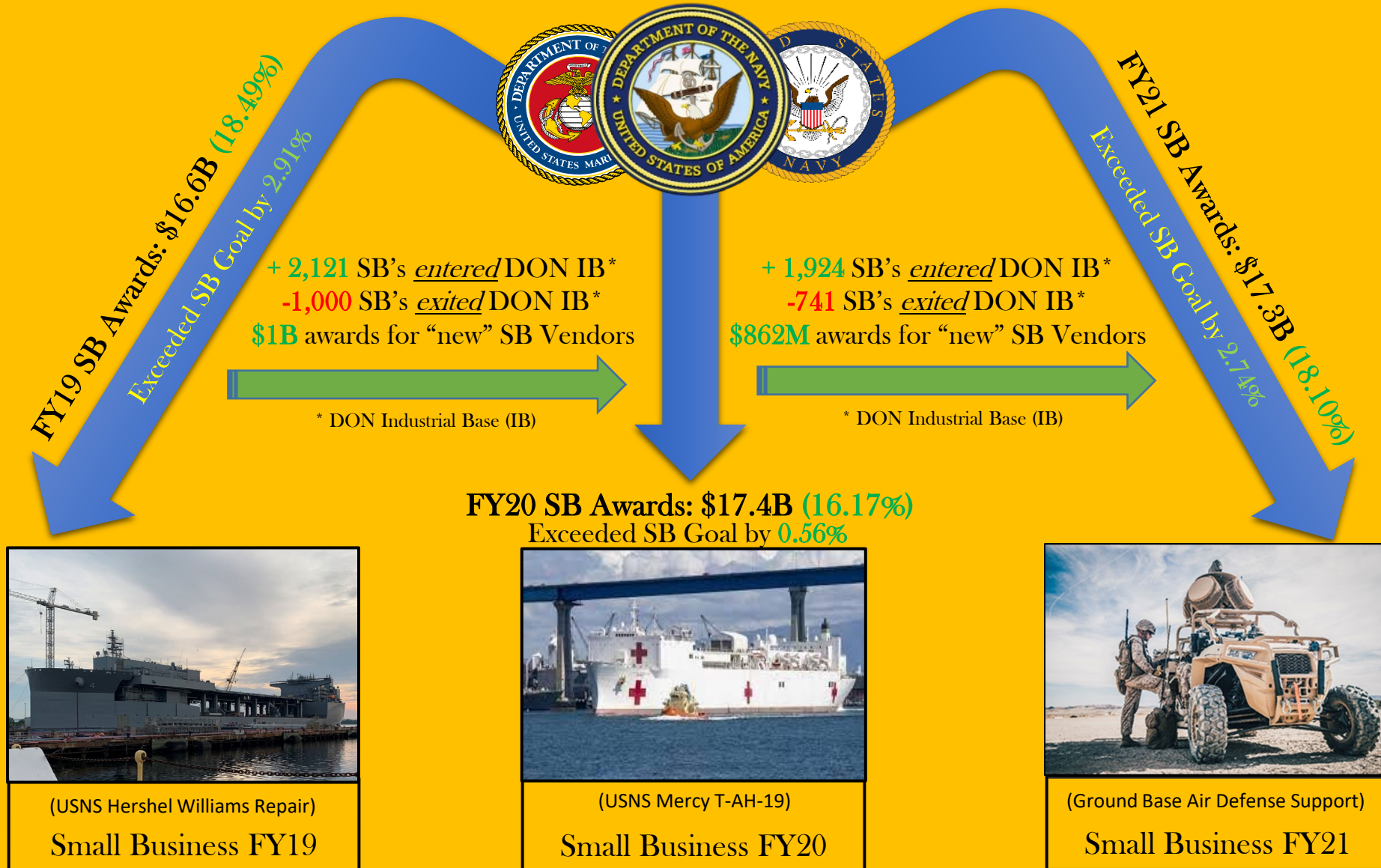


Do a public search for existing entity registration records or exclusion records.

- National Defense Strategy
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- Being Procurement Ready
- **Regional Small Business Performance and Spend**
- Resources and Assistance



DON Small Business(SB) Performance



Small Businesses are Making Significant Advances in DON Defense Capabilities

Data for FY18, FY19, FY20, and FY21 are all from SBA validated datasets; all data has the SBA Small Business Goaling Exclusions applied

FY22
YTD



Department of the Navy

f the Navy
Programs

Fiscal Year 2022 FPDS-NG Data as of 09 August 2022

Top Fiscal Year 2022 Year-to-Date Small Business Portfolio Group Spends as of 09 August 2022



Total: \$78.03B

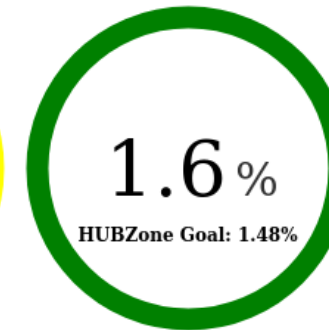
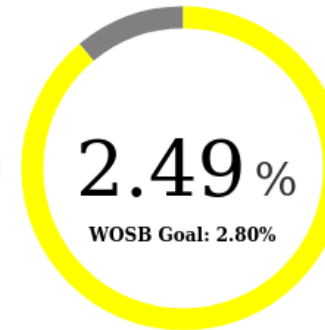
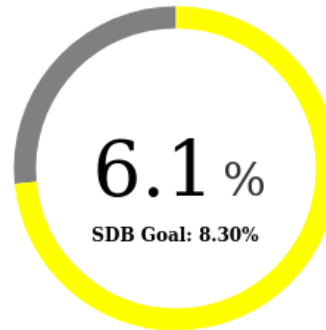
\$65.23B

Other Than SB

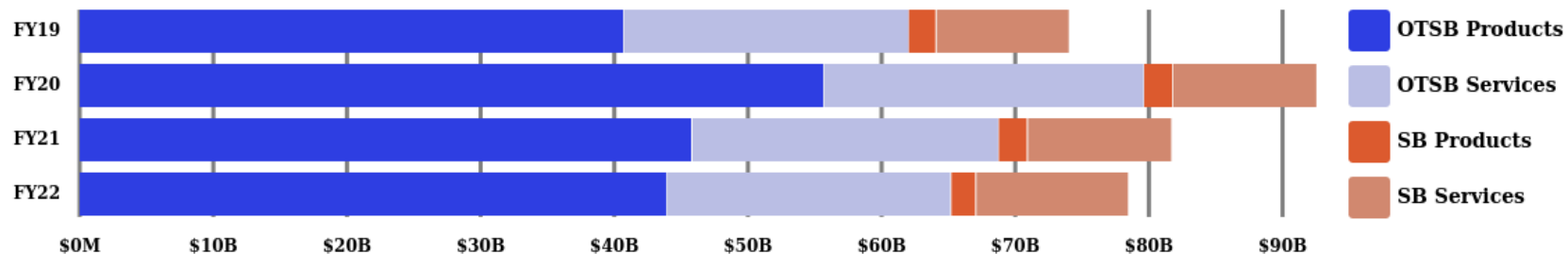
\$13.23B

Small Business

Per NDAA 2019 Puerto Rican, Guam, N. Marianas Is, US VI based Small Business vendors and/or Local Area Set Aside Awards are "double credited" and accounted for \$423.21M in additional FY22 SB awards.



Fiscal Year 2019, 2020, 2021 and FY22 Year-to-Date Prime Contract Awards through 09 August 2022



FY21 Dashboard

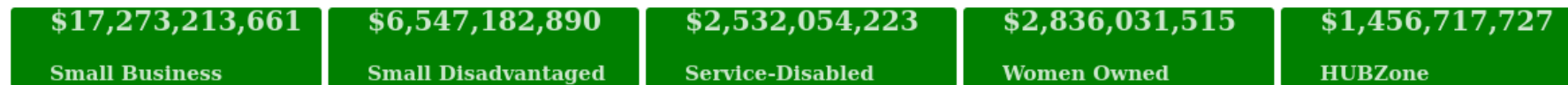
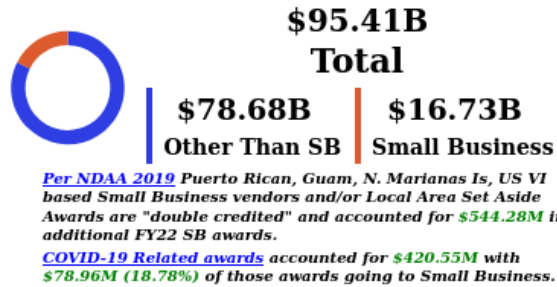


Department of the Navy

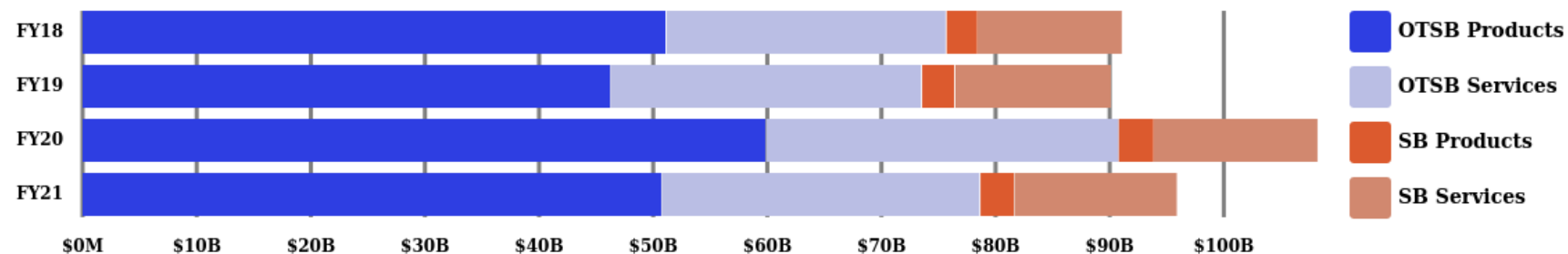
f the Navy
Programs

Validated Fiscal Year 2021 FPDS-NG Data as of 21 February 2022

Top Fiscal Year 2021 Validated Small Business Portfolio Group Spends



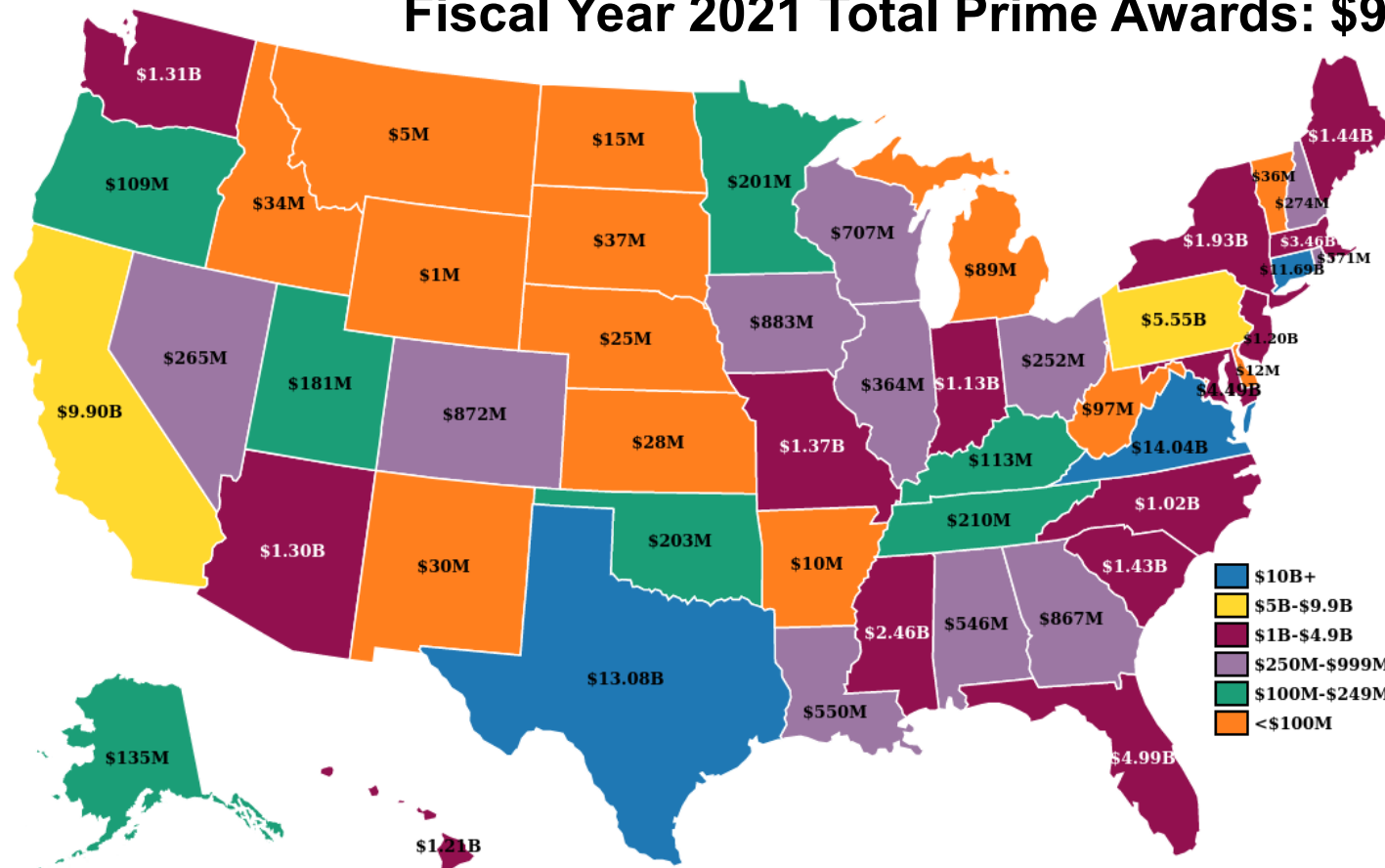
Fiscal Year 2018, 2019, 2020, and FY21 Validated Prime Contract Awards



FY21 Place of Performance Total Awards

Department of the Navy Office of Small Business Programs

Fiscal Year 2021 Total Prime Awards: \$95.4B



U.S. Territories

Guam	\$941M
Puerto Rico	\$81M
Northern Mariana Islands	\$8.7M
U.S. Virgin Islands	\$1M

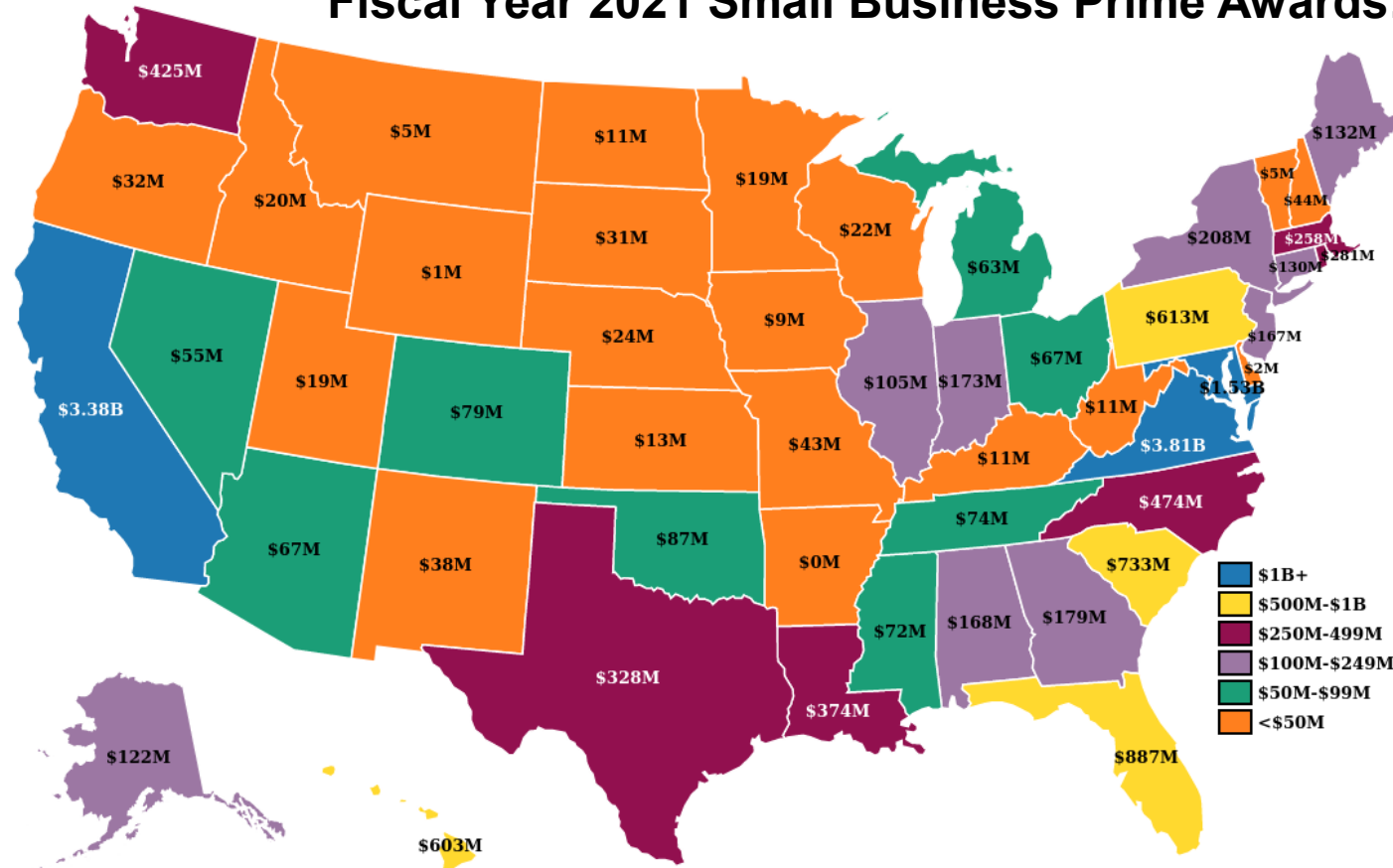
Data Source: Validated FY21 Awarding Data for 01 Oct 2020 to 30 Sep 2021
extracted from SAM.gov on 21 February 2022



FY21 Place of Performance Small Business Awards

Department of the Navy Office of Small Business Programs

Fiscal Year 2021 Small Business Prime Awards: \$17.27B



U.S. Territories	
Guam	\$426M
Puerto Rico	\$81.7M
U.S. Virgin Islands	\$1.5M
Northern Mariana Islands	\$1.3M

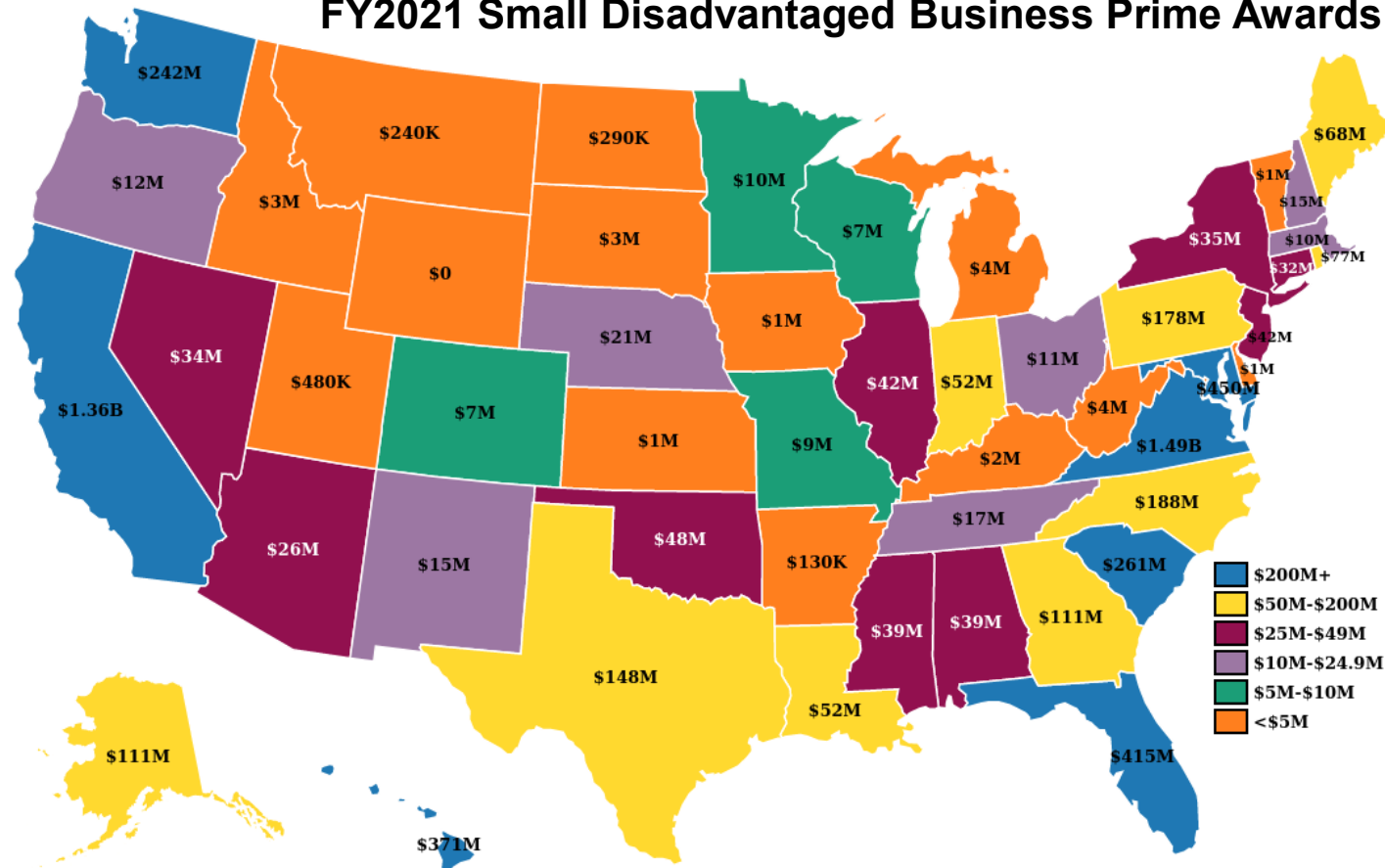
Data Source: Validated FY21 Awarding Data for 01 Oct 2020 to 30 Sep 2021
extracted from SAM.gov on 21 February 2022



FY21 Place of Performance Small Disadvantaged Business Awards

Department of the Navy Office of Small Business Programs

FY2021 Small Disadvantaged Business Prime Awards: \$6.55B



U.S. Territories

Guam	\$222M
Puerto Rico	\$160K
U.S. Virgin Islands	\$0
Northern Mariana Islands	\$0

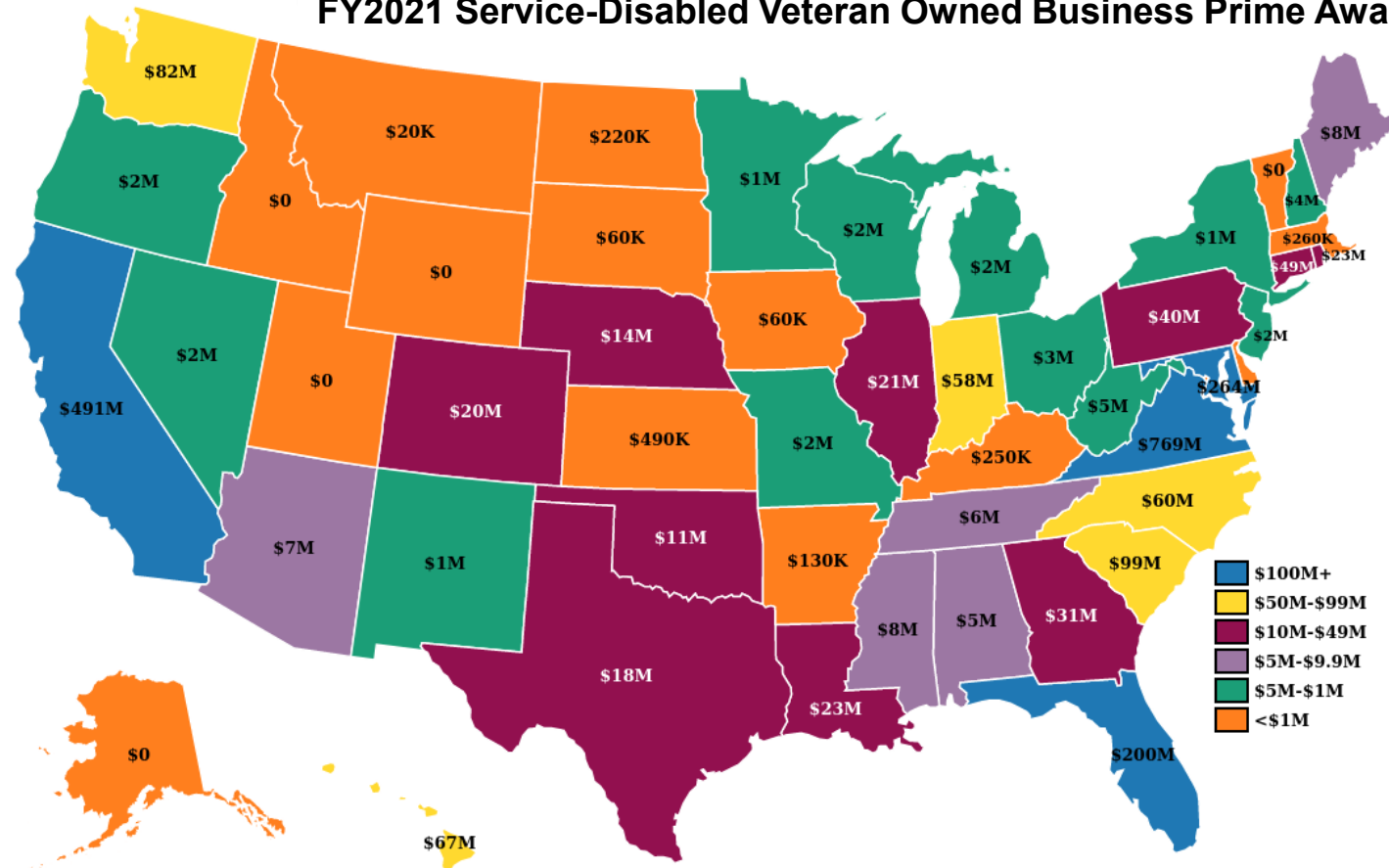
Data Source: Validated FY21 Awarding Data for 01 Oct 2020 to 30 Sep 2021
extracted from SAM.gov on 21 February 2022



FY21 Place of Performance Service-Disabled Veteran Owned Business Awards

Department of the Navy Office of Small Business Programs

FY2021 Service-Disabled Veteran Owned Business Prime Awards: \$2.53B



U.S. Territories

Guam	\$12M
Puerto Rico	\$20K
U.S. Virgin Islands	\$0
Northern Mariana Islands	\$0

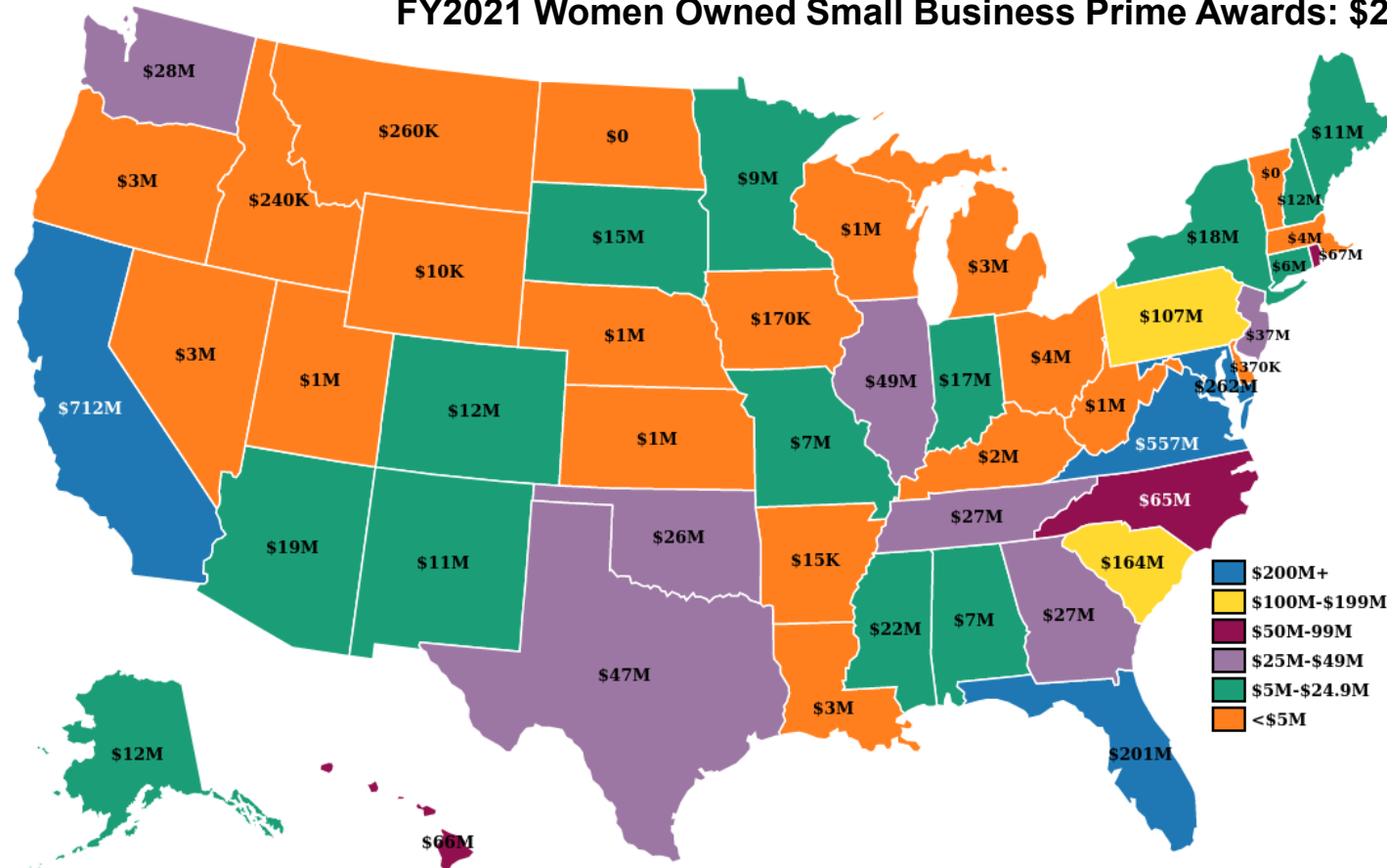
Data Source: Validated FY21 Awarding Data for 01 Oct 2020 to 30 Sep 2021
extracted from SAM.gov on 21 February 2022



FY21 Place of Performance Women Owned Small Business Awards

Department of the Navy Office of Small Business Programs

FY2021 Women Owned Small Business Prime Awards: \$2.53B



U.S. Territories

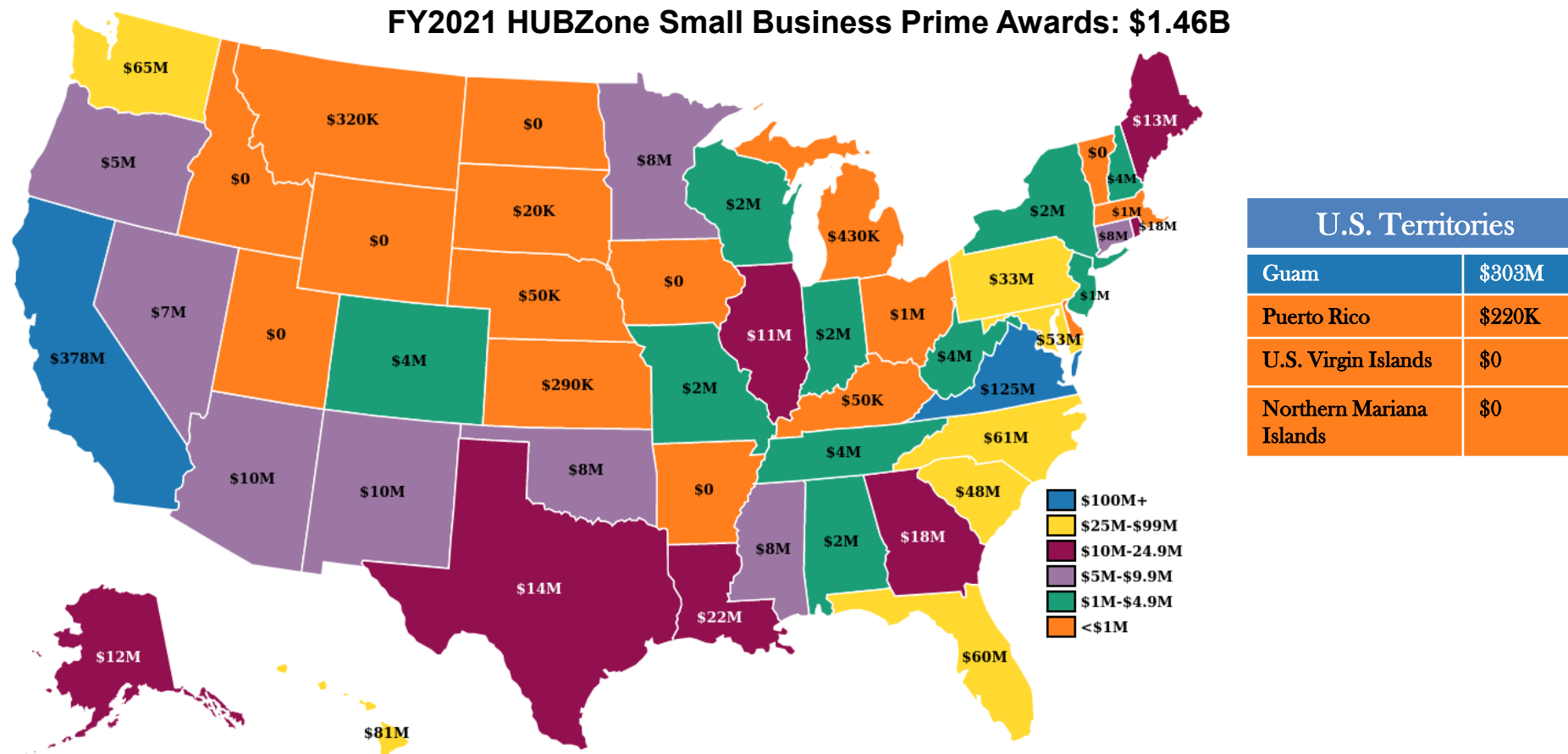
Guam	\$99M
Puerto Rico	\$170K
U.S. Virgin Islands	\$0
Northern Mariana Islands	\$0

Data Source: Validated FY21 Awarding Data for 01 Oct 2020 to 30 Sep 2021
extracted from SAM.gov on 21 February 2022



FY21 Place of Performance HUBZone Awards

Department of the Navy Office of Small Business Programs

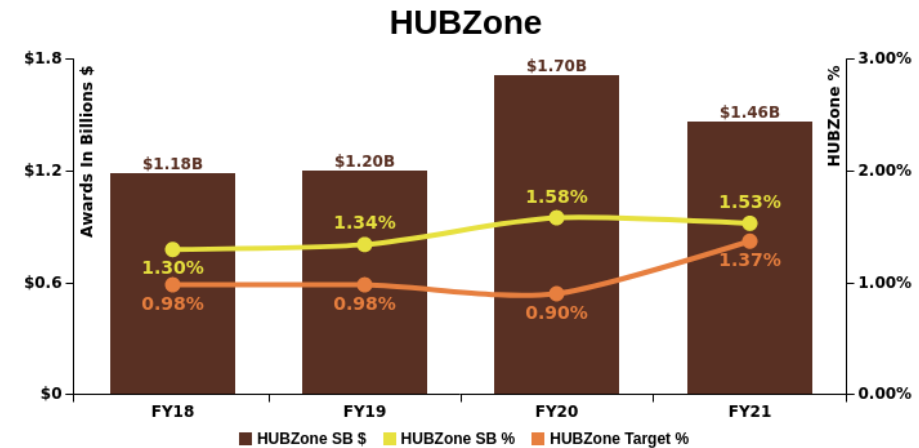
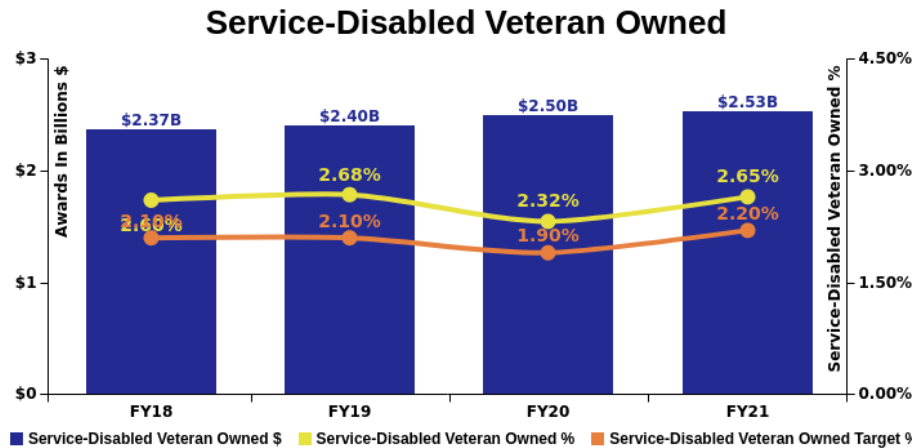
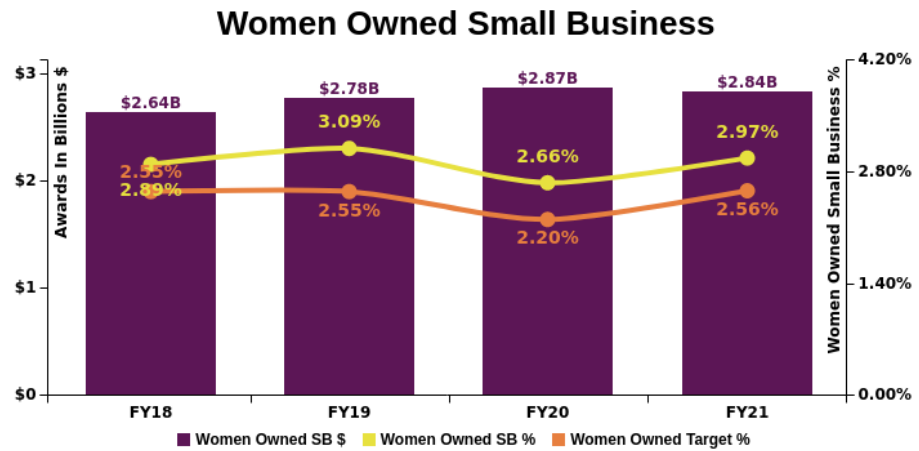
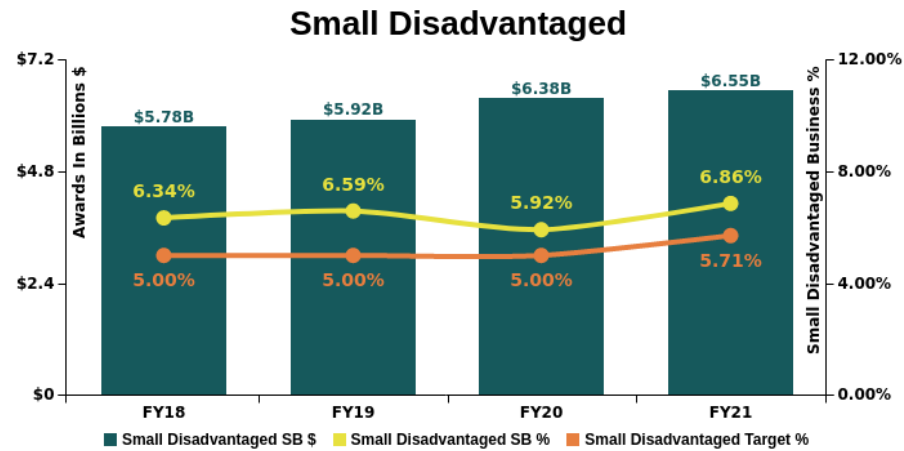


Data Source: Validated FY21 Awarding Data for 01 Oct 2020 to 30 Sep 2021
extracted from SAM.gov on 21 February 2022



FY18-FY21 Socioeconomic Trends

Department of the Navy Office of Small Business Programs

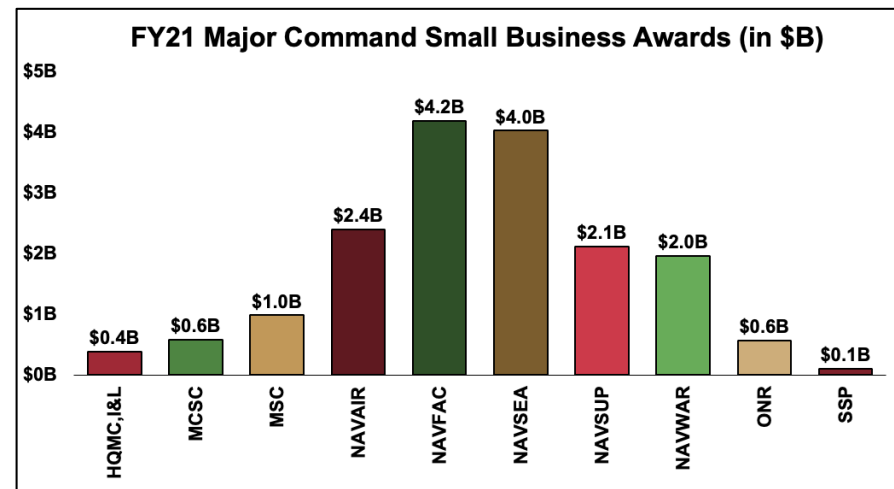
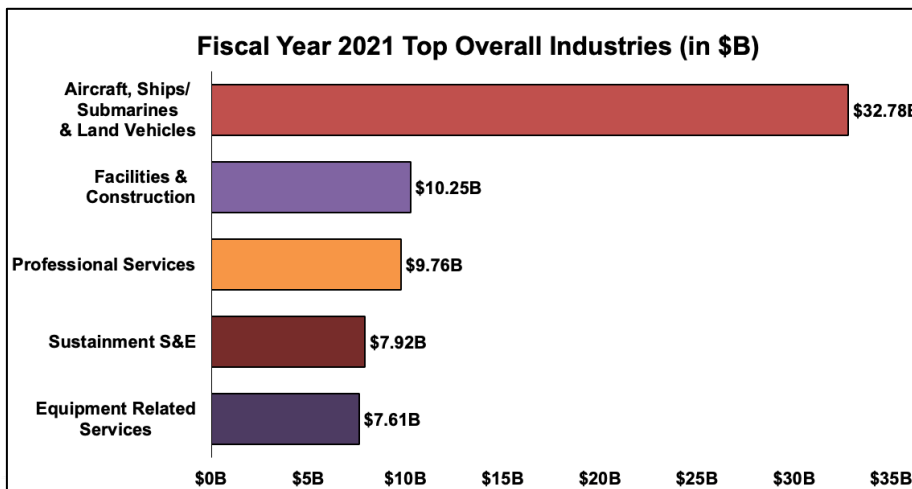
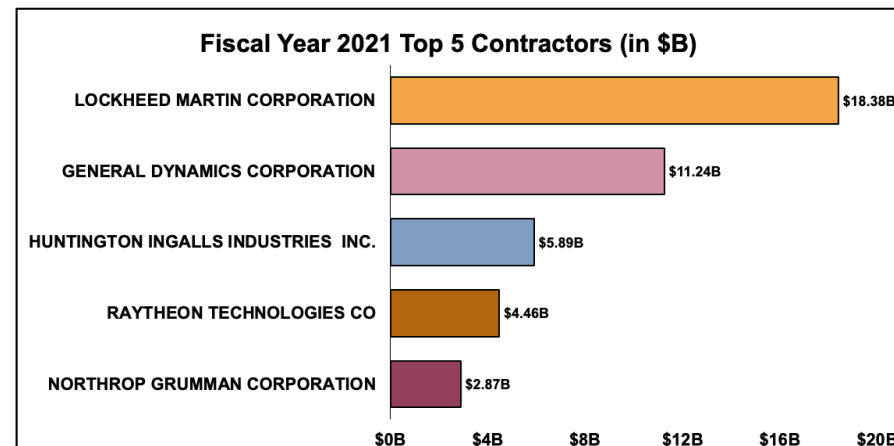
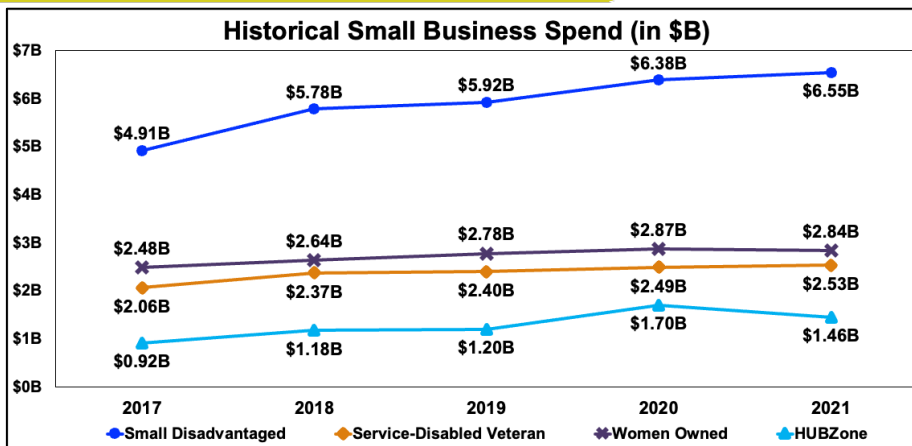


Data for FY18, FY19, FY20, and FY21 are all from SBA validated datasets; all data has the SBA Small Business Goaling Exclusions applied



Fiscal Year 2021 Metrics

Department of the Navy Office of Small Business Programs



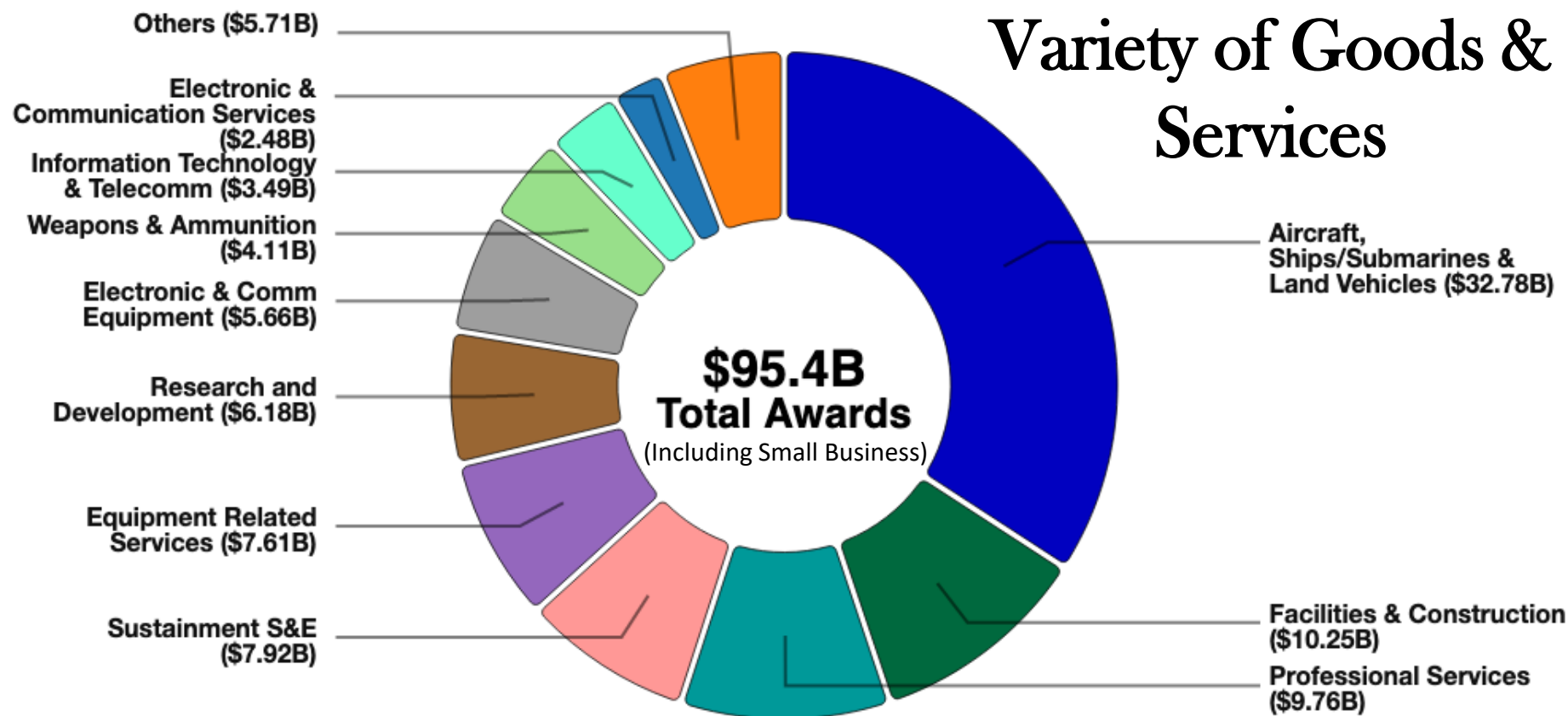
Data Source: Validated FY21 SAM.gov Awarding Data as of 21 February 2022



DON FY21 Spend by Portfolio Group

Department of the Navy
Office of Small Business Programs

DON Acquires a Variety of Goods & Services

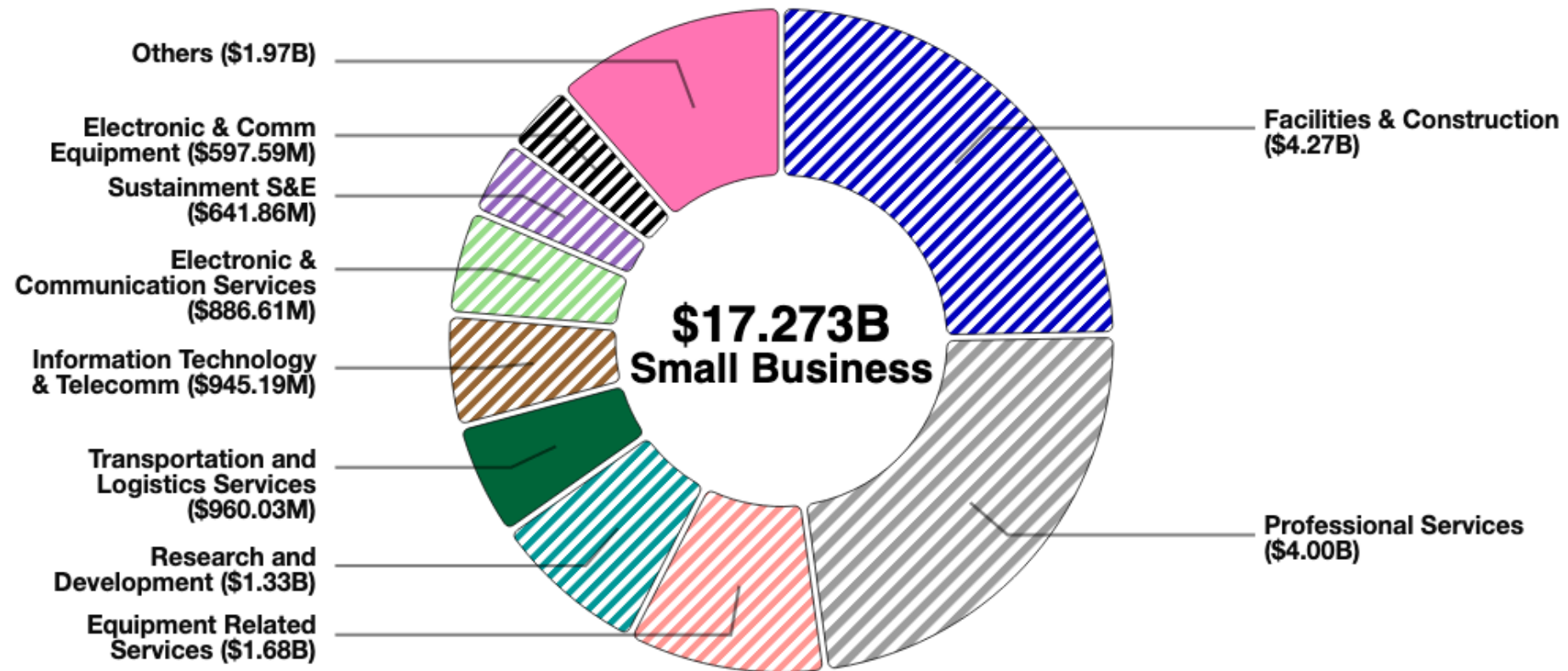


Data Source: Validated Fiscal Year 2021 SAM.gov Awarding Data as of 21 February 2022.



DON FY21 Small Business Spend by Portfolio Group

Department of the Navy Office of Small Business Programs



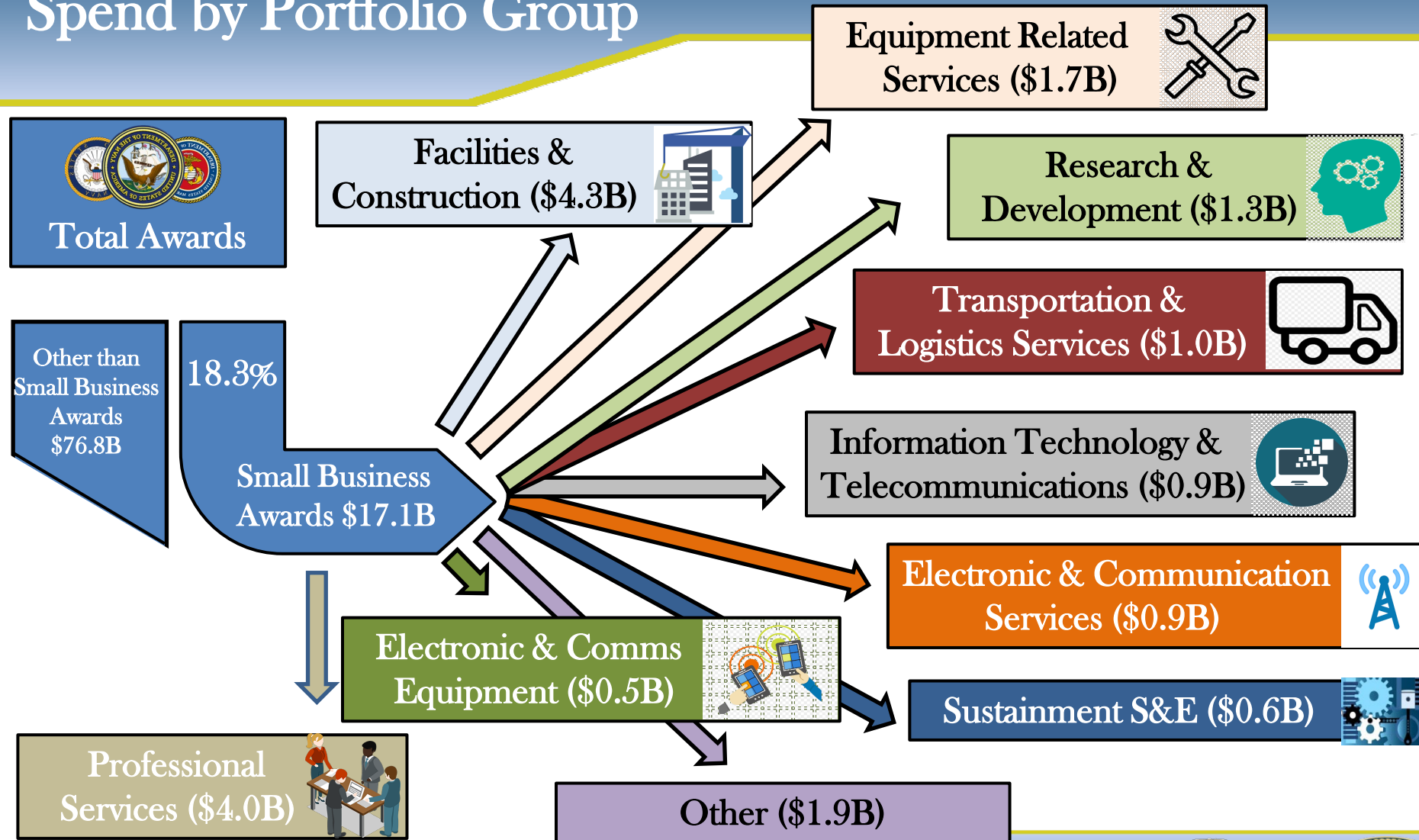
▨ Indicates also a Top 10 Overall Portfolio Groups.

Data Source: Validated Fiscal Year 2021 SAM.gov Awarding Data as of 21 February 2022.



FY21 Small Business Spend by Portfolio Group

Department of the Navy Office of Small Business Programs



Note: FY21 data is non-validated as of 01 October 2021 from SAM.gov.



FY21 DON SB Performance California

Department of the Navy Office of Small Business Programs

FY21 California Headquartered Vendor Awards

Total: \$7.601B

Small Business: \$2.659B

Small Business Performance: 34.98%

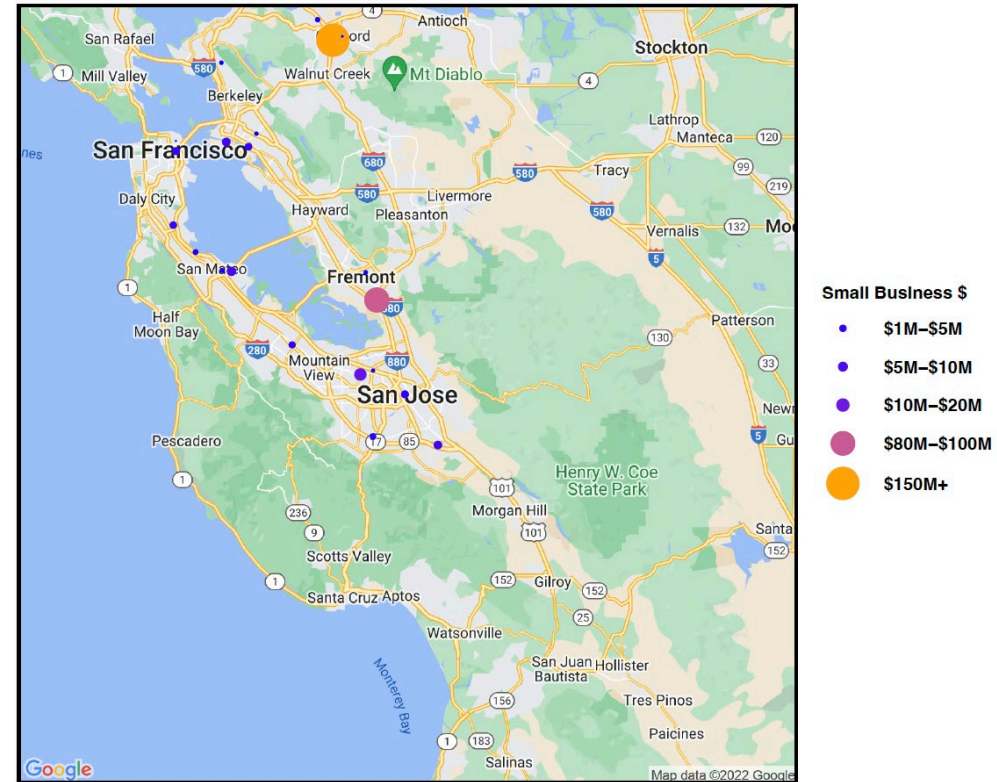
FY21 San Jose, California Headquartered (within 50 miles) Vendor Awards

Total: \$872.8M

Small Business: \$361M

Small Business Performance: 41.36%

**Validated Fiscal Year 2021 Department of Navy
Prime Small Business: \$361M
Vendor Headquartered within 50 Miles of San Jose, California**



FY21 Data Source: Validated SAM.gov Data as of 21 February 2022



FY21 DON SB Performance Top 10 Overall NAICS

Department of the Navy Office of Small Business Programs

Fiscal Year 2021 – San Jose, California Headquartered Top 10 Overall NAICS			
NAICS	Description	Spend	% of San Jose, CA Spend
541330	ENGINEERING SERVICES	\$169,532,200	19.42%
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$165,657,026	18.98%
483111	DEEP SEA FREIGHT TRANSPORTATION	\$153,427,271	17.58%
541519	OTHER COMPUTER RELATED SERVICES	\$75,373,455	8.64%
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$42,937,637	4.92%
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$36,692,645	4.20%
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$33,917,332	3.89%
562910	REMEDIATION SERVICES	\$26,322,679	3.02%
334419	OTHER ELECTRONIC COMPONENT MANUFACTURING	\$24,439,782	2.80%
336611	SHIP BUILDING AND REPAIRING	\$20,189,973	2.31%
Data source: Validated full Fiscal Year 2021 as of 21 February 2022 for vendors headquartered within 50 miles of San Jose, California.			



FY21 DON SB Performance Top 10 Small Business NAICS

Department of the Navy Office of Small Business Programs

Fiscal Year 2021 – San Jose, California Headquartered Top 10 Small Business NAICS			
NAICS	Description	SB Spend	% of San Jose, CA SB Spend
483111	DEEP SEA FREIGHT TRANSPORTATION	\$153,427,271	42.50%
541519	OTHER COMPUTER RELATED SERVICES	\$76,052,989	21.07%
541330	ENGINEERING SERVICES	\$18,896,275	5.23%
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$16,665,759	4.62%
561720	JANITORIAL SERVICES	\$13,140,933	3.64%
334111	ELECTRONIC COMPUTER MANUFACTURING	\$9,154,196	2.54%
562910	REMEDIATION SERVICES	\$7,591,030	2.10%
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$7,070,155	1.96%
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$6,692,983	1.85%
511210	SOFTWARE PUBLISHERS	\$6,418,858	1.78%
<i>Indicates also a Top 10 Overall NAICS for San Jose, California Headquartered Vendors</i>			
<i>Data source: Validated full Fiscal Year 2021 as of 21 February 2022 for vendors headquartered within 50 miles of San Jose, California.</i>			



FY21 DON SB Performance Top 10 Overall PSCs

Department of the Navy Office of Small Business Programs

Fiscal Year 2021 – San Jose, California Headquartered Top 10 Overall PSCs			
PSC	Description	Spend	% of San Jose, CA Spend
V124	TRANSPORTATION/TRAVEL/RELOCATION- TRANSPORTATION: MARINE CHARTER	\$153,427,271	17.58%
L010	TECHNICAL REPRESENTATIVE- WEAPONS	\$134,164,938	15.37%
Y1EZ	CONSTRUCTION OF OTHER INDUSTRIAL BUILDINGS	\$113,295,656	12.98%
Y1EA	CONSTRUCTION OF AMMUNITION FACILITIES	\$42,937,637	4.92%
5825	RADIO NAVIGATION EQUIPMENT, EXCEPT AIRBORNE	\$26,844,845	3.08%
5960	ELECTRON TUBES AND ASSOCIATED HARDWARE	\$24,131,081	2.76%
R425	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$23,923,215	2.74%
Y1AA	CONSTRUCTION OF OFFICE BUILDINGS	\$22,588,162	2.59%
AD92	R&D- DEFENSE OTHER: OTHER (APPLIED RESEARCH/EXPLORATORY DEVELOPMENT)	\$22,483,549	2.58%
1420	GUIDED MISSILE COMPONENTS	\$20,310,201	2.33%
Data source: Validated full Fiscal Year 2021 as of 21 February 2022 for vendors headquartered within 50 miles of San Jose, California.			



FY21 DON SB Performance Top 10 Small Business PSCs

Department of the Navy Office of Small Business Programs

Fiscal Year 2021 – San Jose, California Headquartered Top 10 Small Business PSCs*			
PSC	Description	SB Spend	% of San Jose, CA SB Spend
V124	TRANSPORTATION/TRAVEL/RELOCATION- TRANSPORTATION: MARINE CHARTER	\$153,427,271	42.50%
5825	RADIO NAVIGATION EQUIPMENT, EXCEPT AIRBORNE	\$26,844,845	7.44%
R425	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$14,723,592	4.08%
S201	HOUSEKEEPING- CUSTODIAL JANITORIAL	\$12,331,143	3.42%
AD92	R&D- DEFENSE OTHER: OTHER (APPLIED RESEARCH/EXPLORATORY DEVELOPMENT)	\$11,580,388	3.21%
7B22	IT AND TELECOM - COMPUTE: SERVERS (HARDWARE AND PERPETUAL LICENSE SOFTWARE)	\$8,874,073	2.46%
7A21	IT AND TELECOM - BUSINESS APPLICATION SOFTWARE (PERPETUAL LICENSE SOFTWARE)	\$7,512,082	2.08%
C214	ARCHITECT AND ENGINEERING- GENERAL: MANAGEMENT ENGINEERING	\$7,080,155	1.96%
AC12	NATIONAL DEFENSE R&D SERVICES; DEPARTMENT OF DEFENSE - MILITARY; APPLIED RESEARCH	\$6,747,877	1.87%
7G20	IT AND TELECOM - NETWORK: ANALOG VOICE PRODUCTS (HARDWARE AND PERPETUAL LICENSE SOFTWARE)	\$6,102,266	1.69%
<i>Indicates also a Top 10 Overall PSC for San Jose, California Headquartered Vendors</i>			
<i>Data source: Validated full Fiscal Year 2021 as of 21 February 2022 for vendors headquartered within 50 miles of San Jose, California.</i>			



FY21 DON SB Performance Top 10 Vendors

Department of the Navy Office of Small Business Programs

Fiscal Year 2021 – San Jose, California Headquartered Top 10 Vendors*			
SamID	Vendor	Total San Jose, CA Awards	% of San Jose, CA Awards
LCV2N9FVV739	NORTHROP GRUMMAN SYSTEMS CORPORATION	\$160,879,806	18.43%
S9L9DZ8RBNL6	PATRIOT CONTRACT SERVICES, LLC	\$153,427,271	17.58%
S1F3TCVBD9W5	WEBCOR CONSTRUCTION L.P.	\$129,615,580	14.85%
XK11LLUL61A7	NEW TECH SOLUTIONS, INC.	\$82,656,335	9.47%
CQWLW9XRQTH5	LOCKHEED MARTIN CORPORATION	\$44,797,247	5.13%
VRHWGGKWQBL8	GRANITE-OBAYASHI A JOINT VENTURE	\$42,937,637	4.92%
K8AUW2NDQQU6	COMMUNICATIONS & POWER INDUSTRIES LLC	\$24,511,614	2.81%
ER3MFYYS2J86	DPR-RQ CONSTRUCTION, LLC	\$22,588,162	2.59%
WHB7C12ADS35	GILBANE FEDERAL	\$19,466,641	2.23%
YX5QCXCL5RX7	OPAL SOFT, INC.	\$16,790,770	1.92%
Data source: Validated full Fiscal Year 2021 as of 21 February 2022 for vendors headquartered within 50 miles of San Jose, California.			



FY21 DON SB Performance Top 10 Small Business Vendors

Department of the Navy Office of Small Business Programs

Fiscal Year 2021 – San Jose, California Headquartered Top 10 Small Business Vendors*			
SamID	Vendor	SB San Jose, CA Awards	% of San Jose, CA SB Awards
S9L9DZ8RBNL6	PATRIOT CONTRACT SERVICES, LLC	\$153,427,271	42.50%
XK11LLUL61A7	NEW TECH SOLUTIONS, INC.	\$83,490,511	23.13%
YX5QCXCL5RX7	OPAL SOFT, INC.	\$16,790,770	4.65%
MCQUYM6GHNJ5	TECHNICAL COMMUNITIES, INC.	\$8,781,823	2.43%
PKJGXXZ174Q6	MELGAR FACILITY MAINTENANCE LLC	\$7,109,286	1.97%
K5TEH7CA43K6	MACDONALD-BEDFORDMBP JOINT VENTURE	\$7,070,155	1.96%
MSQCGKC9PDQ4	NJS JOINT VENTURE, LLC	\$6,035,713	1.67%
KTATKMFS5J31	AECHELON TECHNOLOGY, INC.	\$5,879,389	1.63%
J1DNACX2KXU6	SOUTHWEST CONSTRUCTION & PROPERTY MANAGEMENT	\$5,247,699	1.45%
JDUMMWFY9L74	HADAL, INC.	\$5,245,268	1.45%
<i>Indicates also a Top 10 Overall San Jose, California Headquartered Vendors</i>			
<i>Data source: Validated full Fiscal Year 2021 as of 21 February 2022 for vendors headquartered within 50 miles of San Jose, California.</i>			



- National Defense Strategy
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- Being Procurement Ready
- Regional Small Business Performance and Spend
- **Resources and Assistance**



Doing Business with the Department of Navy

Department of the Navy Office of Small Business Programs

<https://www.secnav.navy.mil/SmallBusiness>

8 Steps to Becoming Procurement Ready



Doing Business with the DON

Procurement Readiness Video On Our DON OSBP Website & YouTube Channel!

<https://www.secnav.navy.mil/smallbusiness>

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Market Research

Department of the Navy Office of Small Business Programs



Scan here to view
Market Research Video

“Market research is a continuous process for gathering data on product characteristics, suppliers’ capabilities, and the business practices/trends that surround them — plus the analysis of that data to make smart acquisition decisions.” (FAR 2.1)



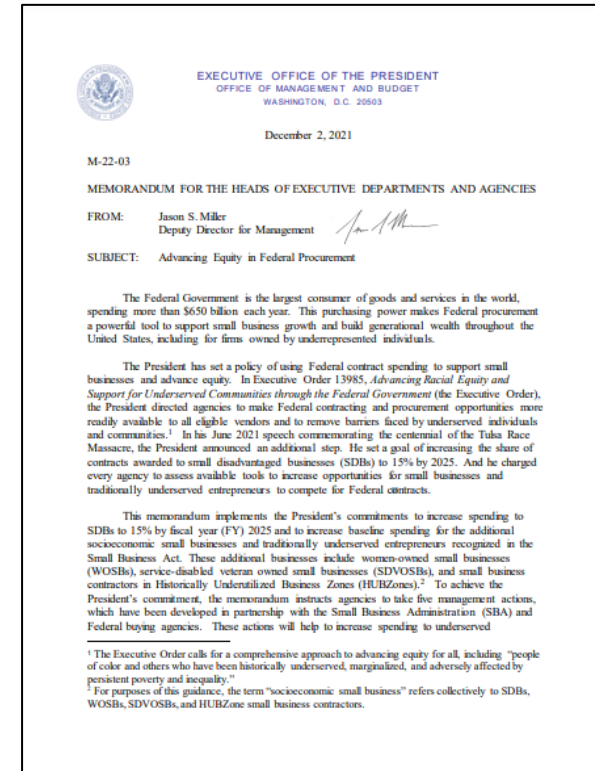
Advancing Equity in Federal Procurements

Department of the Navy Office of Small Business Programs

Executive Order 13985 – Advancing Racial Equity and Support for Underserved Communities Through the Federal Government

5 Actions all federal agencies instructed to take:

1. Federal-wide SDB goal 11% for FY22 (15% by FY25);
2. Adjusts category management practices to boost small business opportunity;
3. Agencies develop a plan to increase new small business market entrants;
4. Builds small business utilization into SES performance plans; and,
5. Normalizes OSDBU Director's access to agency leadership.



OMB Memo M-22-03
Released December 2, 2021

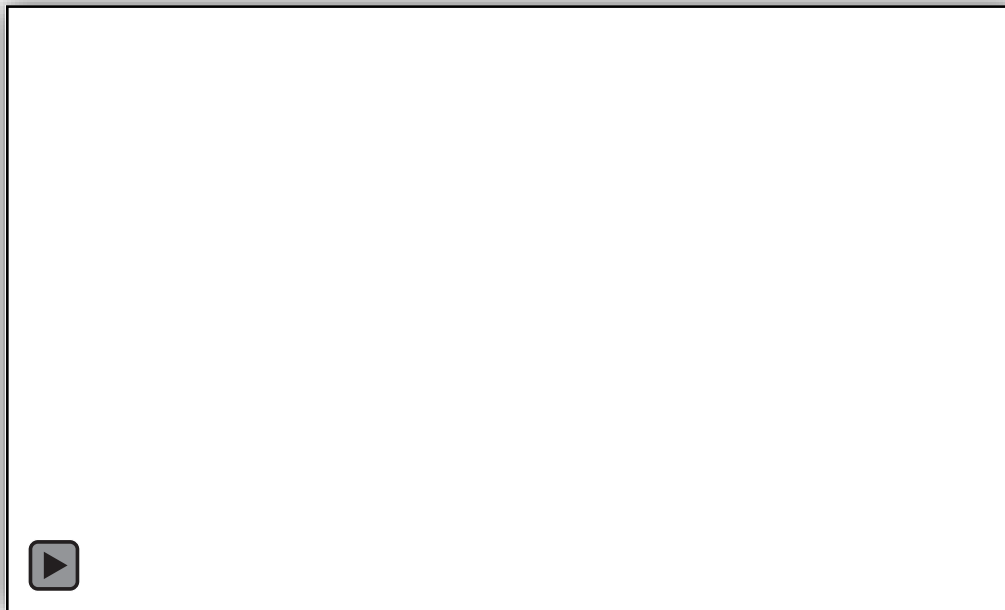
Objective: Remove Barriers and Provide Equal Access to Procurement Opportunities



DON Long Range Acquisition Forecasts

Department of the Navy Office of Small Business Programs

<https://www.secnav.navy.mil/SmallBusiness>



1. Visit the DON OSBP Website
2. At the home page, hover on “Doing Business with the DON”
3. The 4th Option – Long Range Acquisition Forecasts (LRAF) will bring you to the Buying Command
4. Click on the command logo of the LRAF you would like to view.

* Some commands will display their LRAF on their site while others will bring you to an external website with the download option. Another may automatically begin the download of the LRAF.



Long Range Acquisition Forecasts (LRAF)

Department of the Navy Office of Small Business Programs

Command	Anticipated Naics	Requirement Title	Anticipated Acquisition Strategy	Anticipated Total Value	Anticipated QTR & Year - Solicit/RFP	Anticipated Qtr & Year - Award
NAVAIR	334220_Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing_1250 Employees	MIDS-LVT Production, Systems Engineering, Integration and Logistics	WOSB Set-Aside	>\$250,000,000	FY2021/ QTR 3	FY21/ QTR 4
NAVFAC	N/A	WOSB MACC	WOSB Set-Aside	\$99,000,000	2020/QTR 3	2021/ QTR 1
NAVWAR	541330_c_Except_Marine Engineering and Naval Architecture_\$38.5M	NAVWAR 8.0 Program Management Support	Small Business Set-Aside	>\$10,000,000 - \$50,000,000	FY2022/ QTR 3	FY2023 / QTR 3
MSC	488330_Navigational Services to Shipping_\$35.5M_	San Diego, CA harbor tug charter	Small Business Set-Aside	> \$1M - < \$7M	FY2023/ QTR 3	FY2024/ QTR 3
ONR	541611	ONR Code 055 Human Capital Analytical and Administrative Support Service	Small Business Set-Aside	> \$700K - < \$1M	FY2025/ QTR4	FY2026/ QTR 4

View LRAF's on the Command's
Websites for Upcoming Procurements

<https://www.secna>

STATEMENT A.
public release. Distribution is
unlimited.



Navy SBIR/STTR Program

Department of the Navy Office of Small Business Programs

<https://www.navysbir.com/>

FY 21 - 200 Phase III Awards > \$800M!*

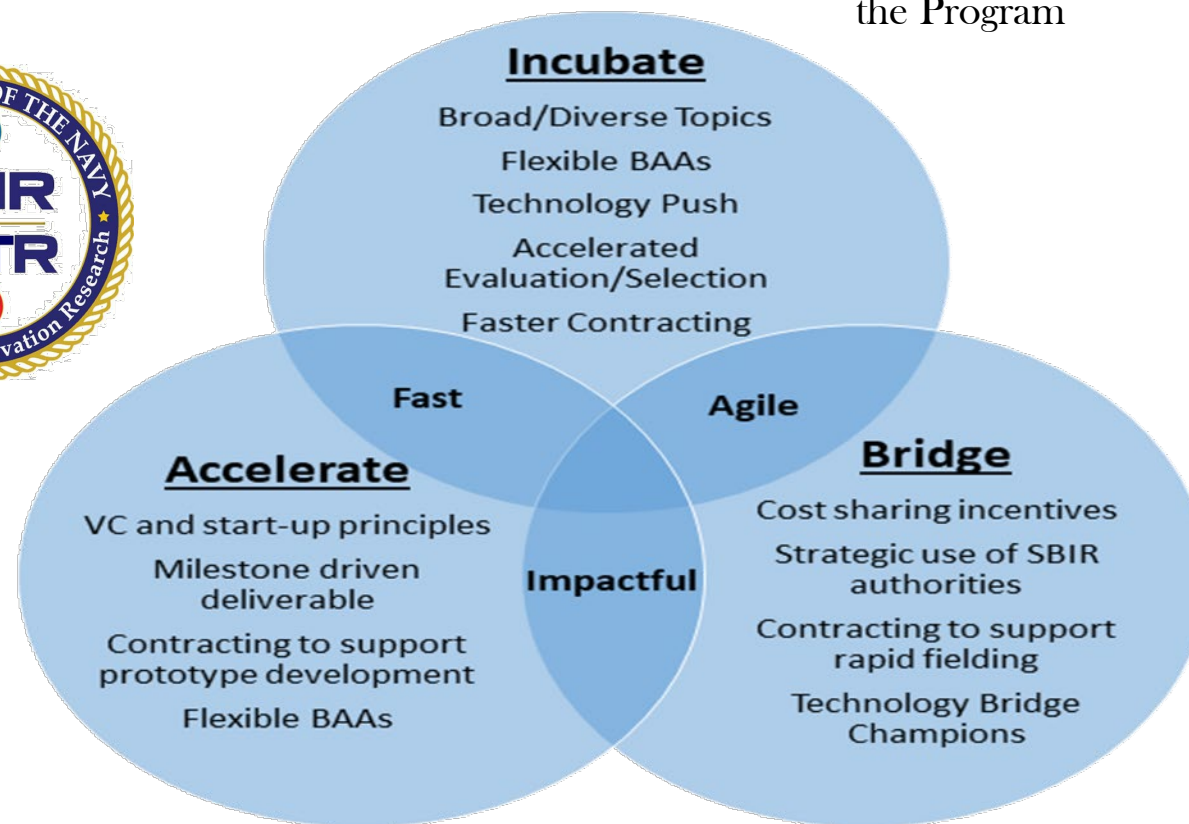
Visit the website to
learn more about
the Program



DON SBIR/STTR
Phase III Guidebook



Defense Contractors SBIR
Partnering Manual



*Data: Preliminary numbers currently being verified

<https://www.secnav.navy.mil/smallbusiness>

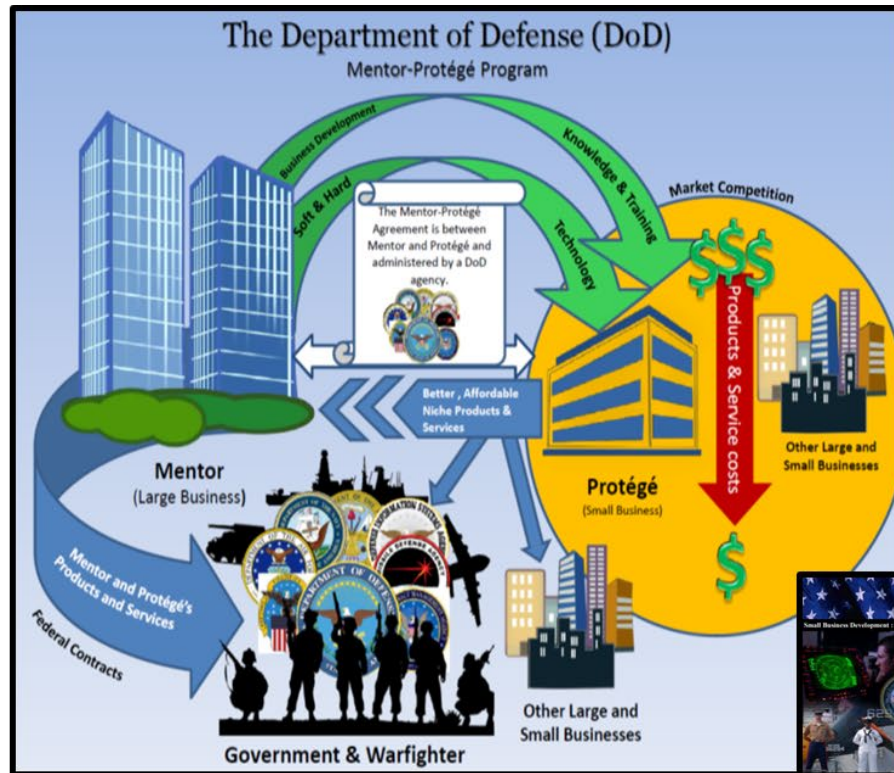
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Mentor-Protégé Program

Department of the Navy Office of Small Business Programs

<https://www.secnav.navy.mil/smallbusiness/Pages/mentor-protege.aspx>



The MPP provides incentives for DoD contractors to assist small businesses in:

- Enhancing business development and technology capabilities;
- Increasing subcontracting participation in government & commercial contracts;
- Increasing protégé firm's technical and business infrastructure capabilities; and,
- Increasing the Small Business Industrial Base, competitive markets and utilization of nontraditional & commercial companies.

To learn more about how to participate in the DON MPP, View the Guidebook on OSBP website.



Leveraging DON Innovation Centers

Department of the Navy Office of Small Business Programs

<https://www.secnav.navy.mil/agility>



Current Locations	
Capital	National Capital Region
Central Coast	Monterey, CA
Central Florida	Orlando, FL
Inland Empire	Norco, CA
Mid-Atlantic	Norfolk, VA
Midwest	Crane, IN
Northeast	Newport, RI
Northwest	Keyport, WA
Palmetto	Charleston, SC
SoCal	San Diego, CA
Southern Maryland	Patuxent River, MD
Ventura	Ventura, CA



NavalX serves as the Department of Navy workforce "super-connector," focused on scaling non-traditional agility methods across the DON workforce.



Cooperative Research & Development Agreement (CRADA)

Department of the Navy
Office of Small Business Programs

<https://www.disa.mil/About/CTO/CRADA-Process-Overview>

➤ Overview:

- Authority: Title 15 U.S.C. §3710a - Allows R&D collaboration between Navy and one or more non-federal partners, including industry, academia, local and state governments, and other federal agencies with mutual research interest, to speed the commercialization of federally developed technologies
- Provides the means to offer intellectual property (IP) rights and other federal resources that would otherwise not be available to a non-federal partner
- NOT a procurement contract or grant

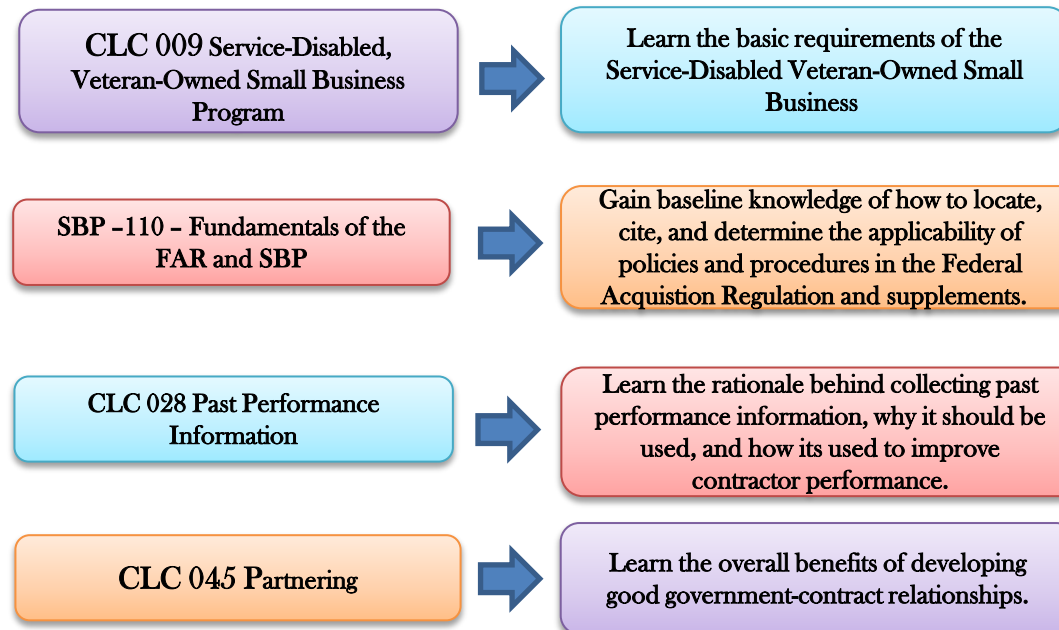


Defense Acquisition University (DAU)

Department of the Navy Office of Small Business Programs

<https://www.dau.edu/faq/Pages/Eligibility-Registration.aspx>

Contractors are eligible to take online DAU classes pending space availability.



www.dcsa.mil

➤ Overview:

- Facility Security Clearance Level (FCL) Process Orientation
DCSA Knowledge Center 888-282-7682 (option 3) with any
FCL related questions
- Personnel Security Clearance Information
- Facility Clearance Checklist
- Facility Clearance Process FAQs
- FCL Orientation Handbook
- National Industrial Security Program Operating Manual (NISPOM)
- Facility and Personnel Security Clearance Guide -- Tri-Fold



Visit DCSA Center for Development of Security Excellence (CDSE) at:
www.CDSE.edu for FREE training and resources

- Facility Security Officer toolkit
- Training videos



DoD Procurement Toolbox

Department of the Navy Office of Small Business Programs

<https://dodprocurementtoolbox.com>

The screenshot shows the DoD Procurement Toolbox website. At the top is a dark blue header with the Department of Defense logo, the text "Department of Defense Procurement Toolbox", and navigation links: Home, FAQs, Calendar, and Contact Us. Below the header is a search bar and a row of category buttons: Government Furnished Property, Unique ID, eBusiness, Purchase Card, Cybersecurity, Procure to Pay (P2P), Contract Closeout, and SAM.gov. The main content area features the "Department of Defense Procurement Toolbox" title with a wrench icon, followed by the tagline "A collection of tools and services to help you and your organization manage, enable, and share procurement information across the Department of Defense." Below this are three sections: "Latest News" with four news items, "Training" with four training events, and "Upcoming Events" with a calendar for August. A "View all events" link is at the bottom of the calendar section.

Department of Defense Procurement Toolbox

A collection of tools and services to help you and your organization manage, enable, and share procurement information across the Department of Defense.

Latest News

- 2022 DoD Procure-to-Pay (P2P) and Financial Audit Training Symposium**
Jun 9, 2022
- DPC has launched a new web site:**
<https://www.acq.osd.mil/asda/dpc/>
Jan 18, 2022
- Beginning January 1, 2022, Components no longer need to report Item Unique Identification metrics in compliance with in DFARS subpart 252.211-7003.**
Jan 5, 2022
- Plant Clearance Class Deviation 2022-00006 Released 19 Nov 2021**
Dec 2, 2021
- Cancellation of GFP Process Training on Oct 14**
Oct 4, 2021

[View all news](#)

Training

- GFP Intermediate Training**
Aug 2, 1 - 2:30 PM EDT
- GFP Process Training**
Aug 4, 10 - 11:30 AM EDT
- GFP Attachment Training**
Aug 4, 1 - 2:30 PM EDT
- Property Loss - combined session for International users**
Aug 10, 6 - 7:30 AM EDT
- Warranty Tracking and Source of Repair Instruction Training**
Aug 10, 10 - 11 AM EDT

[View all training events](#)

Upcoming Events

AUGUST						
S	M	T	W	T	F	S
30	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3
4	5	6	7	8	9	10

[View all events](#)

A collection of tools and services to help you and your organization manage, enable, and share procurement information across the DoD.



Cybersecurity in DoD Acquisition Regulations

Department of the Navy Office of Small Business Programs

Government Furnished Property ▼

Unique ID ▼

eBusiness ▼

Purchase Card ▼

Cybersecurity ▼

P2P Capability Summaries

[Home](#) » [Cybersecurity](#)

Cybersecurity in DoD Acquisition Regulations

- New
- Policy/Regulations
- FAQs
- Other Resources

Cybersecurity in DoD Acquisition Regulations

The threats facing the DoD's unclassified information have dramatically increased as we provide more services online, digitally store data, and rely on contractors for a variety of information technology services. Recent high-profile incidents involving government information demand that information system security requirements are clearly, effectively, and consistently communicated to both government and industry.

The contents of this "Cybersecurity in Acquisition Regulations" page addresses the DoD's ongoing efforts—executed in partnership with industry—to improve the nation's cybersecurity. Specifically, it addresses DoD's effort to:

- Ensure that unclassified DoD information residing on or transiting through covered contractor networks or information systems is safeguarded from cyber incidents and that any consequences associated with loss of this information are assessed and minimized, and
- Understand when a cyber incident impacts a company's ability to provide operationally critical support to DoD.

The DoD needs to protect its information – whether it resides on the Department's networks and systems, or on the networks and systems of our partners in industry – so that our capabilities are not exploited, misdirected, countered, or cloned. Protecting this information will save warfighter lives. The cyber threat is not going away – we must defend our networks and systems, and the information that resides on them. Cybersecurity is a shared challenge, and we must work together to address it and reduce risk.



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Department of the Navy Office of Small Business Programs

<https://www.secnav.navy.mil/smallbusiness/Pages/default.aspx/>

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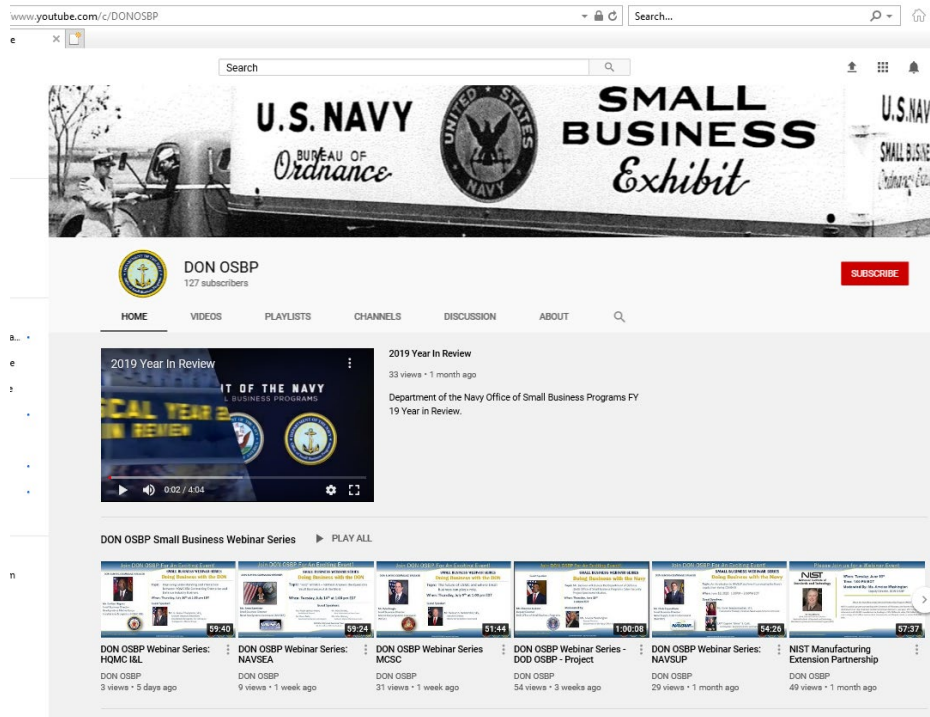
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DON OSBP Webinar Series

Department of the Navy Office of Small Business Programs



Visit Our YouTube Channel to view
Previously Recorded Webinars

<https://www.youtube.com/c/donosbp>

DON OSBP WEBINAR SERIES

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WA & NY PTACs – DoD Matchmaking	OSD CFIUS
DHS OSDBU	USAID OSDBU
NavalX & Tech Bridges	NIST MEP Program
NAVSUP	DOD OSBP – Project Spectrum
MCSC	NAVSEA
Army OSBP	NAVWAR
NAVFAC	Mentor Protégé Program
Office of Naval Research	Strategic Systems Command
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Navy Gold Coast

Department of the Navy
Office of Small Business Programs



www.navygoldcoast.org

#NavyGC2022



Registration is now OPEN!

<https://www.secnav.navy.mil/smallbusiness>

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Navy Week Procurement Readiness Workshops

Department of the Navy Office of Small Business Programs

Navy Office of Community Outreach (NAVCO)

<http://outreach.navy.mil/Navy-Weeks>



2022 Schedule

- | | | |
|--|--|---|
| • Mobile, AL
21 FEB - 1 MAR | • Savannah, GA
14-20 MAR | • Tampa, FL
21-27 MAR |
| • ~~Trenton, NJ~~
~~2-8 MAY~~
CANCELLED | • Richmond, VA
16-22 MAY | • Memphis, TN
13-19 JUN |
| • Detroit, MI
11-17 JUL | • ~~Milwaukee, WI~~
~~21-24 JUL~~
• CANCELLED | • Dayton, OH
25-31 JUL
• |
| • Albuquerque, NM
12-18 SEPT | • Reno, NV
26 SEPT-2 OCT | • ~~Charleston, WV~~
~~10-16 OCT~~
• CANCELLED |
| • Houston, TX
24-30 OCT | | • Atlanta, GA
31 OCT-6 NOV |

**DON OSBP Hosts Procurement Readiness Workshops
in Collaboration with Local PTAC's**

<https://www.secnave.navy.mil/smallbusiness>

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www.seaairspace.org



SAVE THE DATE
APRIL 3-5, 2023

**The Navy League's
Global Maritime Exposition**



DON OSBP Year in Review (YIR)

Can be viewed at:

<https://youtube/ZlB81ZLGonw>



Contact Information

Department of the Navy Office of Small Business Programs

The Department of the Navy Office of Small Business Programs

Email: osbp.pao@navy.mil

Phone: 202-685-6485

Website: <https://www.secnav.navy.mil/smallbusiness>



Questions

Department of the Navy Office of Small Business Programs

