How Small Businesses Fit
In Support of National Defense
Three Lines of Effort
1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability

Three Priorities
1. People
2. Capabilities
3. Processes

Three Focus Areas
1. People
2. Capabilities
3. Processes
Network

Government Buyers

Other Small Business Owners

Contractors
Buying Commands

U.S. Marine Corps Installations and Logistics
www.iandl.marines.mil
(HQMC I&L) 703-604-3656

Marine Corps Systems Command
www.marcorsyscom.marines.mil
(MCSC) 703-432-3946

Naval Facilities Engineering Command
www.navfac.navy.mil
(NAVFAC) 202-685-9129

Strategic Systems Programs (SSP)
www.ssp.navy.mil
202-433-7857

Naval Supply Systems Command
www.navsup.navy.mil
(NAVSUP) 717-605-1663

Ground Equipment

Ground Weapons and IT systems

Construction and Facilities

Strategic Weapons Systems (missile Systems)

Majority of Navy Buys, Services, material, logistics, maritime, aviation spares, etc.
Buying Commands cont’d

Military Sealift Command (MSC)
www.msc.navy.mil/business
757-443-1435

Naval Air Systems Command
www.navair.navy.mil/osbp
(NAVAIR) 301-757-9044

Naval Information Warfare Systems Command (NAVWAR)
www.spawar.navy.mil
619-524-7701

Office of Naval Research (ONR)
www.onr.navy.mil
703-696-2607

Naval Sea Systems Command (NAVSEA)
www.navsea.navy.mil
202-781-2061

Ocean transportation

Aviation

Information Technology/Communications

Research and Development (SBIR)

Shipbuilding
## What the DON Buys

**Department of the Navy – Small Business Average Awards Fiscal Year 2016 to Fiscal Year 2018 (Awards > $10,000)**

| UIC  | Contracting Office | NAICS  | NAICS Description | Metro Area Place of Performance | Descriptions of Contract(s) | Small Business | Small Disadvantaged | Service-Disabled Veteran Owned | Women Owned | Small Business | HUBZone |
|------|-------------------|--------|-------------------|---------------------------------|-----------------------------|---------------------------|----------------|---------------------|-------------------------------|------------|--------------|---------|
| M03145 | COMMANDING OFFICER | HMCUW | FACILITIES SUPPORT SERVICES | North Carolina | DEPOT CONTRACTOR TRAILER SERVICES, TRANSPORTATION SUPPORT SERVICES | $2,790,632 | $2,819,780 | $1,171,068 | $1,650,577 | $0 | $0 |
| M03146 | COMMANDING OFFICER | HMCUW | OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION | North Carolina | DEPOT LEVEL MAINTENANCE, PRC EAST, CHERRY POINT, NC | $2,417,556 | $2,417,556 | $2,417,556 | $0 | $0 |
| M03147 | COMMANDING OFFICER | HMCUW | AIRCRAFT MAINTENANCE | North Carolina | DEPOT MAINTENANCE REDUCTION OF:"CHERRY POINT, NC" | $1,880,323 | $0 | $0 | $0 | $0 |
| M03148 | COMMANDING OFFICER | HMCUW | ALL OTHER MISCELLANEOUS GENERAL PURPOSE MANUFACTURING | North Carolina | UPGRADE COLD SINK EQUIPMENT | $1,610,540 | $0 | $0 | $0 | $0 |
| M03149 | COMMANDING OFFICER | HMCUW | ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING | Raleigh, NC | DIRECT CURRENT DRIVE REPLACEMENT IMPulse FAULT LOCATOR | $830,435 | $0 | $0 | $0 | $0 |
| M03150 | COMMANDING OFFICER | HMCUW | ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING | Cincinnatti, OH | 327 640 227 364 ENGINE TEST ASSEMBLY | $401,667 | $0 | $0 | $0 | $0 |
| M03151 | COMMANDING OFFICER | HMCUW | ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING | Orlando, FL | H-1 V2 TAIL BOOM DESIGN AND MANUFACTURE | $385,645 | $0 | $0 | $0 | $0 |
| M03152 | COMMANDING OFFICER | HMCUW | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | Providence, RI | CURBLES OFFICE FURNITURE | $237,313 | $0 | $0 | $0 | $0 |
| M03153 | COMMANDING OFFICER | HMCUW | ALL OTHER MISCELLANEOUS FABRICATED METAL PRODUCT MANUFACTURING | Cincinnatti, OH | MODIFICATION TO CANCEL DELIVERY ORDER DUE TO DUPLICATE REQUEST MODIFICATION TO CANCEL DELIVERY ORDER DUE TO DUPLICATE REQUEST MODIFICATION TO CANCEL DELIVERY ORDER DUE TO DUPLICATE REQUEST MODIFICATION TO CANCEL DELIVERY ORDER DUE TO DUPLICATE REQUEST | $399,370 | $0 | $0 | $0 | $0 |
| M03154 | COMMANDING OFFICER | HMCUW | ALL OTHER MISCELLANEOUS FABRICATED METAL PRODUCT MANUFACTURING | Cincinnatti, OH | MODIFICATION TO CANCEL DELIVERY ORDER DUE TO DUPLICATE REQUEST MODIFICATION TO CANCEL DELIVERY ORDER DUE TO DUPLICATE REQUEST MODIFICATION TO CANCEL DELIVERY ORDER DUE TO DUPLICATE REQUEST MODIFICATION TO CANCEL DELIVERY ORDER DUE TO DUPLICATE REQUEST | $140,917 | $0 | $0 | $0 | $0 |
| M03155 | COMMANDING OFFICER | HMCUW | SOFTWARE PUBLISHERS | South Carolina | SOFTWARE LICENSE AND SUPPORT SOFTWARE LICENSE AND SUPPORT SOFTWARE LICENSE AND SUPPORT SOFTWARE LICENSE AND SUPPORT SOFTWARE LICENSE AND SUPPORT | $109,214 | $0 | $0 | $0 | $0 |
| M03156 | COMMANDING OFFICER | HMCUW | TELEPHONE APPARATUS MANUFACTURING | Buffalo, NY | USA IT TELECOMMUNICATIONS SWITCH SYSTEM | $115,107 | $0 | $0 | $0 | $0 |
| M03157 | COMMANDING OFFICER | HMCUW | OTHER MEASURING AND CONTROLLING INSTRUMENTS MANUFACTURING | Ashburn, VA | FY POTENTIOMETERS AND TYP TEST STANDS | $101,117 | $0 | $0 | $0 | $0 |

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## Top Navy Small Business NAICS

<table>
<thead>
<tr>
<th>NAICS</th>
<th>Description</th>
<th>SB $</th>
<th>% of FY18 SB</th>
</tr>
</thead>
<tbody>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
<td>3.6122</td>
<td>23.56%</td>
</tr>
<tr>
<td>236220</td>
<td>COMMERCIAL AND INSTITUTION BUILDING CONSTRUCTION</td>
<td>1.8502</td>
<td>12.07%</td>
</tr>
<tr>
<td>336611</td>
<td>SHIP BUILDING AND REPAIRING</td>
<td>1.2383</td>
<td>8.08%</td>
</tr>
<tr>
<td>541712</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES</td>
<td>0.7845</td>
<td>5.12%</td>
</tr>
<tr>
<td>561210</td>
<td>FACILITIES SUPPORT SERVICES</td>
<td>0.5135</td>
<td>3.35%</td>
</tr>
<tr>
<td>541519</td>
<td>OTHER COMPUTER RELATED SERVICES</td>
<td>0.4422</td>
<td>2.88%</td>
</tr>
<tr>
<td>483111</td>
<td>DEEP SEA FREIGHT TRANSPORTATION</td>
<td>0.4397</td>
<td>2.87%</td>
</tr>
<tr>
<td>541715</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES</td>
<td>0.3767</td>
<td>2.46%</td>
</tr>
<tr>
<td>622110</td>
<td>GENERAL MEDICAL AND SURGICAL HOSPITALS</td>
<td>0.3046</td>
<td>1.99%</td>
</tr>
<tr>
<td>334220</td>
<td>RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT</td>
<td>0.2399</td>
<td>1.56%</td>
</tr>
</tbody>
</table>
FY18
By the Numbers

“Small Business. The First Option”

$15.4B Awarded to SB Primes

$5.8B Awarded to SDB Primes

$2.4B Awarded to WOSB Primes

1800+ Attendees Navy Gold Coast Event

488 Outreach Events

Deputy PM’s are SB Advocates

145 PHASE III SBIR Contracts awarded ($508M)

$1.2B Awarded to SDVOSB Primes

$2.4B Awarded to HUBZone Primes
Navy Week Participation

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

- Charleston, SC, March 14
- Wilmington, NC, April 4
- Oklahoma City, OK, May 30
- Nashville, TN, June 6
- Quad Cities, IA, June 27
- Duluth, MN, July 17

CONFIRMED
- Wichita, KS, Sept 11
- St. Louis, MO, Sept. 5
- Charleston, WV, Oct 17

FUTURE DATES
- Boise, ID, Aug 19-25

Navy Office of Community Outreach (NAVCO)
Navy Week Department
navyweeks@navy.mil /Phone: 901-847-7048
Sea Air Space Event

www.seaairspace.org

APRIL 6 - 8, 2020
GAYLORD NATIONAL CONVENTION CENTER
NATIONAL HARBOR, MARYLAND

https://www.secnav.navy.mil/smallbusiness
Get Connected
Facebook LIVE

Facebook LIVE

Event Topics

- Learn How to Participate in DoD’s Acquisition Public – Private Talent Exchange
- Section 809 Panel Recommendations & the Potential Impact on Small Businesses
- SeaPort-NxG
- How to Conduct Business with the Navy & Marine Corps
- The Rule Making Process & Government Industry Communications
- DON Small Business Utilization
- SBIR/STTR
- Being Procurement Ready
- Other Transaction Authority

Visit the DON OSBP YouTube channel to view these videos.