



DoD Supplier Roadmap Series  
**Developing a DoD Business Strategy**

November 17, 2022



# Webinar Etiquette

## PLEASE

- Log into the GoToWebinar session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the QUESTIONS option to ask your question(s).
  - We will share the questions with our guest speaker who will respond to the group

**THANK YOU!**

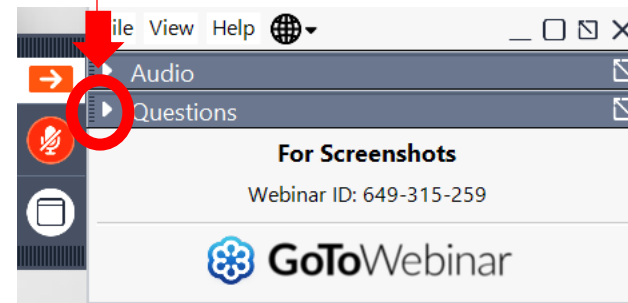


# QUESTIONS?



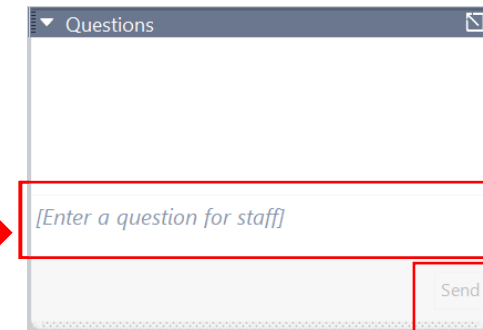
## OPENING THE QUESTIONS BOX

Click here to access  
within the Control Panel



## USING THE QUESTIONS BOX

Type questions  
here at any time  
during a  
presentation



Click Send when ready to submit a question



**ABOUT WPI**

**Supporting the mission**





# **Assist businesses in creating, developing and growing their sales, revenue and jobs through Federal, State and Local Government contracts.**

- **INDIVIDUAL COUNSELING** – At our offices, at client’s facility or via telephone/GoToMeeting
- **SMALL GROUP TRAINING** – Workshops and webinars
- **CONFERENCES** to include one on one or roundtable sessions

**Last year WPI provided training at over 100 events and provided service to over 1,200 companies**

*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by the Department of Defense (DOD), WEDC and other funding sources.*



# Sign-up for our Newsletter

*Stay up-to-date with the latest WPI news and events.*

<https://www.wispro.org/newsletter-signup/>

# WPI OFFICE LOCATIONS

## ▪ MILWAUKEE

- *Technology Innovation Center*

## ▪ MADISON

- *FEED Kitchens*
- *Dane County Latino Chamber of Commerce*
- *Wisconsin Manufacturing Extension Partnership (WMEP)*
- *Madison Area Technical College (MATC)*

## ▪ CAMP DOUGLAS

- *Juneau County Economic Development Corporation (JCEDC)*

## ▪ FOND DU LAC

- *Envision Greater Fond du Lac*

## ▪ GREEN BAY

- *NWTC Startup Hub*

## ▪ APPLETON

- *Fox Valley Technical College*

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- *Greater Oshkosh Economic Development Corporation*

## ▪ EAU CLAIRE

- *Western Dairyland*

## ▪ LADYSMITH

- *Indianhead Community Action Agency*

## ▪ RHINELANDER

- *Nicolet Area Technical College*

## ▪ ASHLAND

- *Ashland Area Development Corporation*

## ▪ FLORENCE

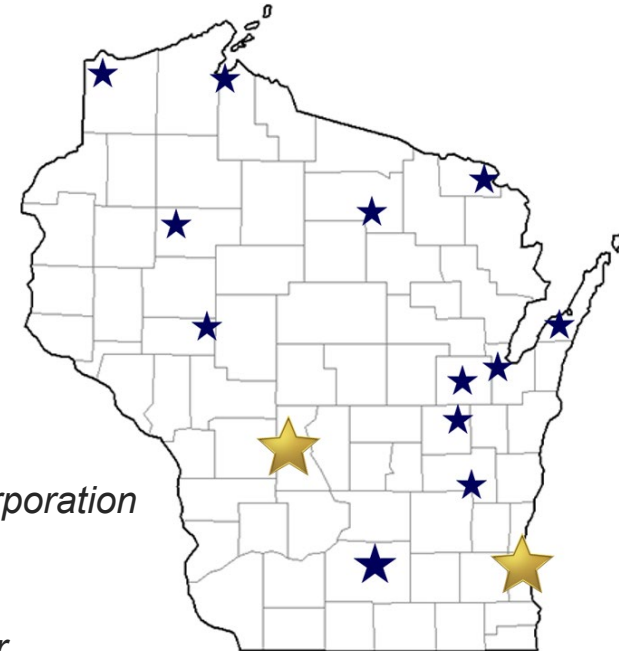
- *Florence County Economic Development*

## ▪ DOOR COUNTY

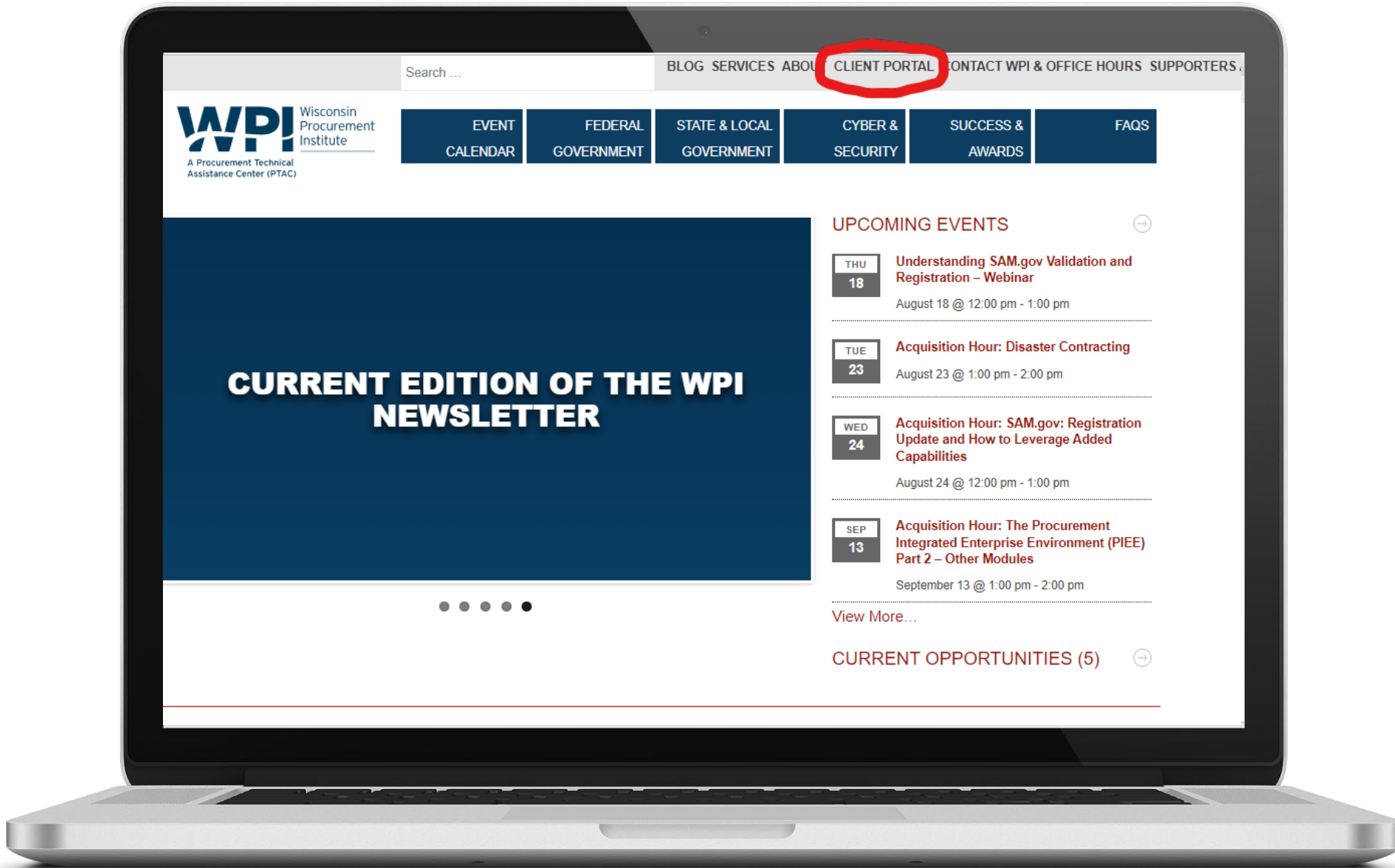
- *NE WI Technical College*
- *Door County Economic Development Corporation*

## ▪ SUPERIOR

- *Small Business Dev Center; UW Superior*







Search ...

BLOG SERVICES ABOUT **CLIENT PORTAL** CONTACT WPI & OFFICE HOURS SUPPORTERS



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- CYBER & SECURITY
- SUCCESS & AWARDS
- FAQS

**CURRENT EDITION OF THE WPI NEWSLETTER**

**UPCOMING EVENTS**

- THU 18** Understanding SAM.gov Validation and Registration – Webinar  
August 18 @ 12:00 pm - 1:00 pm
- TUE 23** Acquisition Hour: Disaster Contracting  
August 23 @ 1:00 pm - 2:00 pm
- WED 24** Acquisition Hour: SAM.gov: Registration Update and How to Leverage Added Capabilities  
August 24 @ 12:00 pm - 1:00 pm
- SEP 13** Acquisition Hour: The Procurement Integrated Enterprise Environment (PIEE) Part 2 – Other Modules  
September 13 @ 1:00 pm - 2:00 pm

[View More...](#)

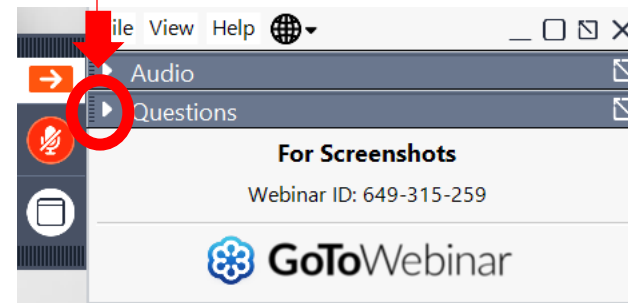
**CURRENT OPPORTUNITIES (5)**

# QUESTIONS?



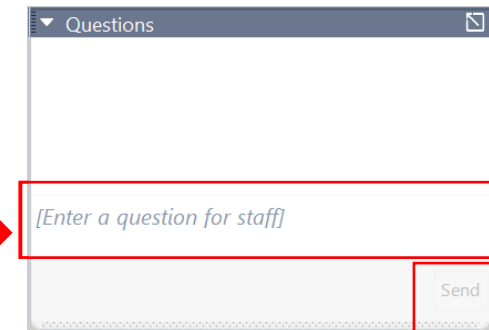
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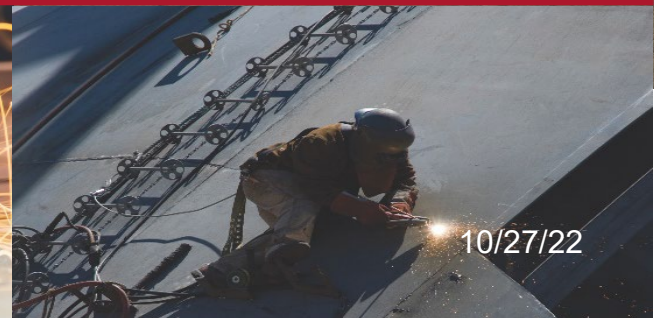






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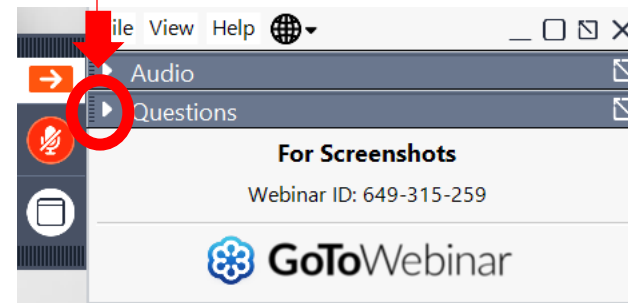
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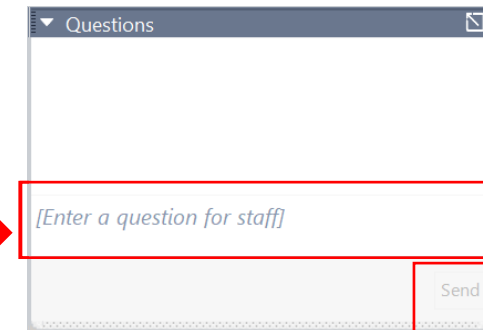
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# ABOUT WPI SUPPORTING THE MISSION

**Celebrating 35 Years of  
serving Wisconsin Business!**





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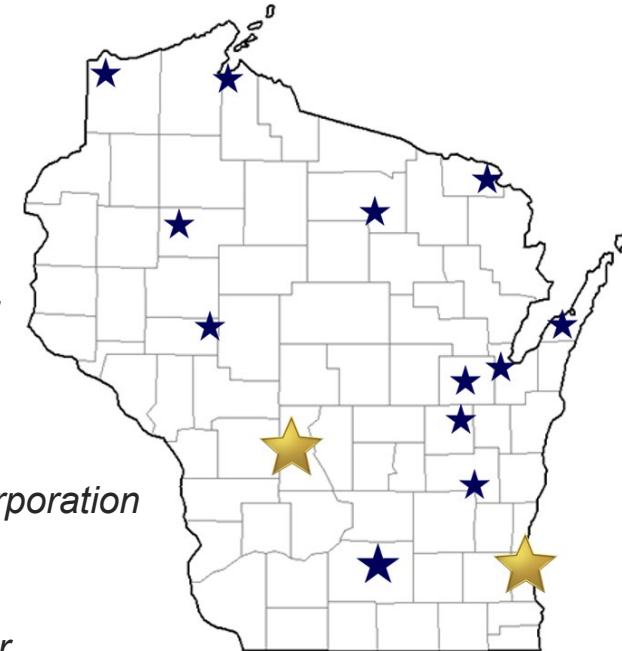
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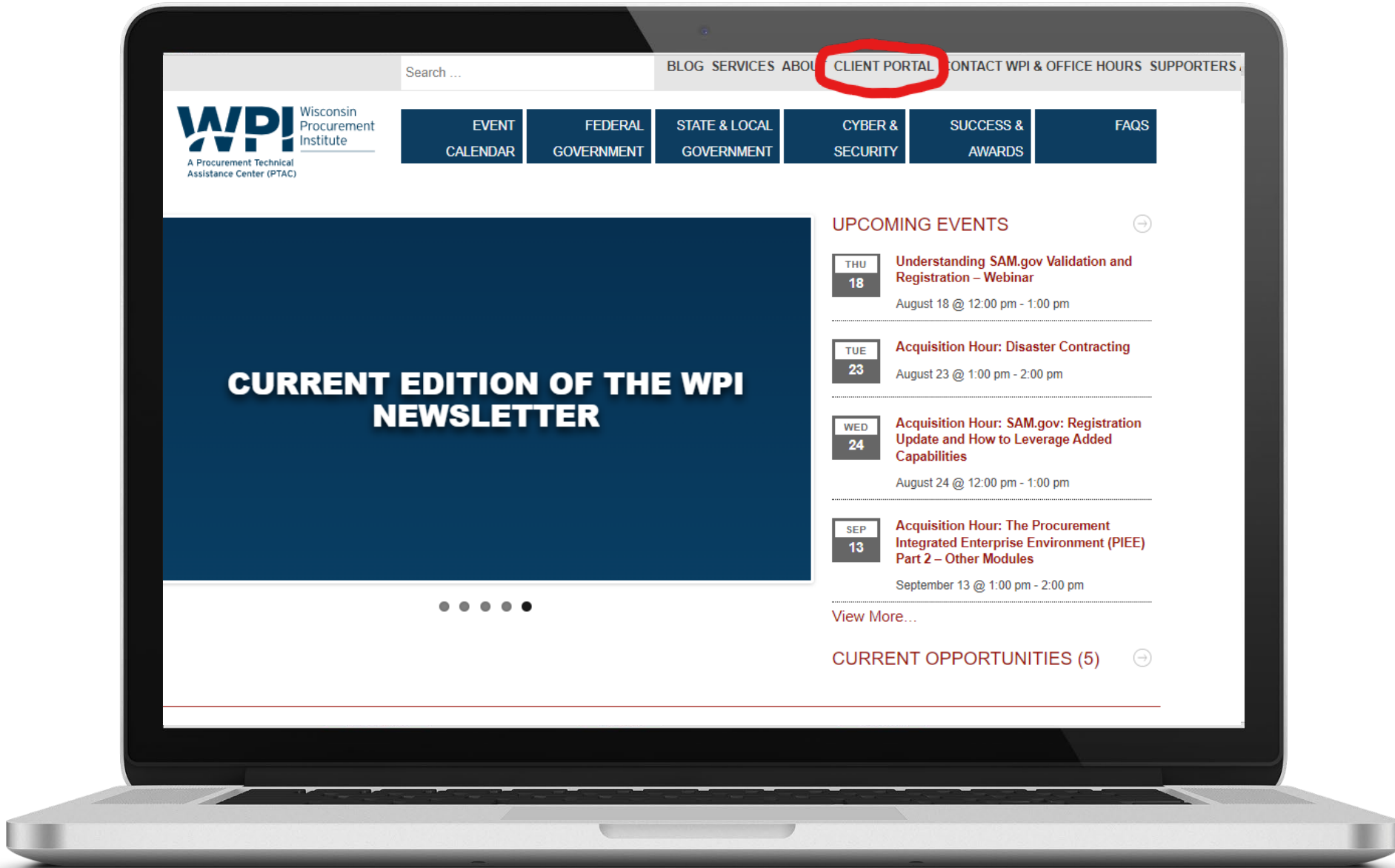
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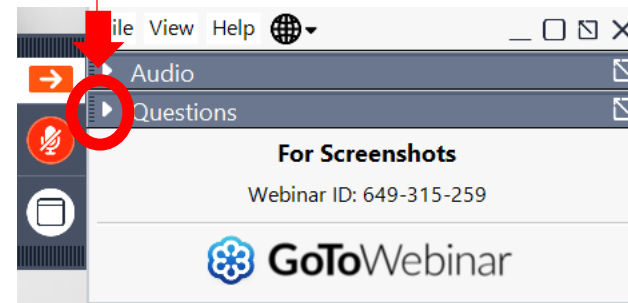


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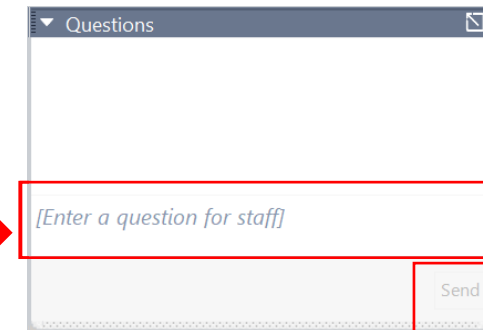
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# DEVELOPING A DOD BUSINESS STRATEGY



- Points of Contact
- Agency Strategic Plans
  - GAO products
    - Awards
  - Press Releases
  - News articles
  - Certifications

# ONE DOCUMENT

- <https://business.defense.gov/Work-with-us/Guide-to-working-with-DoD/>

# ONE DOCUMENT

- **10 Tips for Marketing to DoD**

1. Follow the money.
2. Arm yourself with information and facts, not emotion.
3. Find your niche. Don't try to be everything to everybody.
4. Target your market and understand your prospective customer's mission, environment, challenges and hot buttons.
5. Meet with Small Business Professionals.
6. Don't provide a standard, canned presentation to potential customers. Research their requirements and understand their challenges.
7. Explain how your service or product has a positive impact on a project's cost, schedule and performance.
8. Identify your differentiators—what separates you from other great performers?
9. Translate the relevancy of your past performance; don't expect a prospective customer to do it for you.
10. When you meet with Program Managers and Contracting Officers, be prepared to discuss a real requirement, not your generic capabilities

# FINDING POINTS OF CONTACT

- **Procurement Center Representatives**
- [Procurement Center Representatives \(PCRs\)](#) help small businesses win federal contracts. PCRs view many federal acquisition and procurement strategies before they're announced. This enables them to influence opportunities that should be set aside for small businesses.
- PCRs also conduct market research, assist small businesses with payment issues, provide counseling on the contracting process, and more.

# FINDING POINTS OF CONTACT

https://www.sba.gov/federal-contracting/counseling-help/procurement-center-representative-dir...

back to Counseling and help

Counseling and help

Contracting area directors

Procurement Center Representative directory

Commercial Market Representatives

Tel: 309-782-6159

Fax: 202-481-6522

Email: [thomas.krusemark@sba.gov](mailto:thomas.krusemark@sba.gov)

## Activities covered

- Wright Patterson AFB - Dayton
- Air National Guard - Youngstown & Springfield
- Air National Guard – Mansfield (Interim)

## Wisconsin

### Mr. Steven A. Szalo (Interim)

Procurement Center Representative

U.S. Small Business Administration

Office of Government Contracting, Area IV

Building 131, Suite 104

Rock Island Arsenal, IL 61299

Tel: 309-782-6159

Fax: 202-481-5751

Email: [steven.szalo@sba.gov](mailto:steven.szalo@sba.gov)

## Activities covered

- U.S. Army Mission and Installation Contracting Command (MICC) - Fort McCoy, Volk Field  
Air National Guard Base - Camp Douglas
- U.S. Department of Veterans Affairs (VA) Great Lakes Acquisition Center - Milwaukee

# FINDING POINTS OF CONTACT

- Commercial Market Representative (CMR)
- SBA
- CMRs work to ensure that small businesses are receiving maximum practicable opportunity to participate as federal subcontractors.
- <https://www.sba.gov/federal-contracting/counseling-help/commercial-market-representatives>



# FINDING POINTS OF CONTACT

- [← Back to Counseling and help](#)
- Counseling and help**
- [Contracting area directors](#)
- [Procurement Center Representative directory](#)
- Commercial Market Representatives**

## Area 4 - IL, IN, IA, KS, MI, MN, MO, NE, OH, WI

*Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, and Wisconsin*

### **Ms. Deborah Crumity**

Commercial Market Representative

U.S. Small Business Administration

Office of Government Contracting, Area IV

1222 Spruce Street, Room 10.103

St. Louis, MO 63103

Tel: 314-539-6610

Fax: 202-481-2231

Email: [deborah.crumity@sba.gov](mailto:deborah.crumity@sba.gov)

# FINDING POINTS OF CONTACT

- Office of small business Utilization Centers and Small Business Specialists
- The primary role of the Office of Small and Disadvantaged Business Utilization (OSDBU) is to promote and develop strategies for small business participation in an agency or sub-agency contracting program while adhering to federal small business regulations and ensuring diversity, equity and inclusion in the procurement process.

# FINDING POINTS OF CONTACT



Homeland  
Security

Topics ▾

News ▾

In Focus ▾

How Do I? ▾

Get Involved ▾

About DHS ▾

[Home](#) » [Topics](#) » [Homeland Security Enterprise](#) » [Do Business with DHS](#) » [Small Business Assistance](#) »

Office of Small & Disadvantaged Business Utilization Staff

## Small Business Assistance

Mentor-Protégé Program

**Office of Small &  
Disadvantaged Business  
Utilization Staff**

Small Business Specialists

Small Business Vendor  
Outreach Sessions

Small Business Resources

Frequently Asked  
Questions

## Office of Small and Disadvantaged Business Utilization Staff

The primary role of the Office of Small and Disadvantaged Business Utilization (OSDBU) is to promote and develop strategies for small business participation in the DHS contracting program while adhering to federal small business regulations and ensuring diversity, equity and inclusion in the procurement process.

Contacts listed below can provide overall information on the Department of Homeland Security Small Business program. These individuals generally do not make purchases for the organization.

Capability statements and other marketing materials should be sent to the [appropriate component Small Business Specialist](#).

# FINDING POINTS OF CONTACT

- Topics ▾
- News ▾
- In Focus ▾
- How Do I? ▾
- Get Involved ▾
- About DHS ▾

[Home](#) » Site Search

**Site Search**

Search All DHS Sites

## Site Search

- DHS.gov
- News & Updates
- All DHS Sites
- Media Library
- Science & Technology
- Publications

About 1,470 results (0.34 seconds)

Sort by: **Relevance** ▾

[Advance Acquisition Planning: Forecast of Contract Opportunities ...](#)

<https://www.dhs.gov/advance-acquisition-planning-forecast-contract-opportunities>

Nov 5, 2020 ... The Acquisition Planning **Forecast** System (APFS) was implemented July 11, 2011. The system provides query tools to assist businesses in ...

Labeled [All DHS Sites](#) [DHS.gov](#)

# FINDING POINTS OF CONTACT



Homeland Security

- Topics
- News
- In Focus
- How Do I?
- Get Involved
- About DHS

[Home](#) » [Topics](#) » [Homeland Security Enterprise](#) » [Do Business with DHS](#) » Advance Acquisition Planning: Forecast of Contract Opportunities

## Do Business with DHS

[Accessibility Requirements](#)

[Acquisition Innovations in Motion](#)

[Acquisition Policy Resources](#)

[Acquisition Policy](#)

**Advance Acquisition Planning: Forecast of Contract Opportunities**

[Business Contacts](#)

[Business Opportunities](#)

# Advance Acquisition Planning: Forecast of Contract Opportunities

The Acquisition Planning Forecast System (APFS) was implemented July 11, 2011. The system provides query tools to assist businesses in finding opportunities that are relevant to their areas of expertise. [Please visit the APFS for additional information.](#)

## Keywords

[ACQUISITION](#)

[PLANNING](#)

# FINDING POINTS OF CONTACT

- Small Business Specialists can provide overall information on an agency or sub agency' Security Small Business program.
- These individuals generally do not make purchases for the organization.



# FINDING POINTS OF CONTACT

Federal Emergency Management Agency	+
United States Secret Service	-

Operating Element / Address	Small Business Specialist / Phone / E-mail Address
U.S. Secret Service Procurement Division 950 H Street, NW Washington, D.C. 20223 <a href="#">Secret Service Website</a>	<b>Kimberly Witcher, Small Business Specialist</b> (202) 406-9683 <a href="mailto:kimberly.witcher@ussd.dhs.gov">kimberly.witcher@ussd.dhs.gov</a> ✉  <b>Tameka Flowers, Alternate Small Business Specialist</b> (202) 406-5233 <a href="mailto:Tameka.Flowers@ussd.dhs.gov">Tameka.Flowers@ussd.dhs.gov</a> ✉

**Items procured:** Computer equipment, computer facilities management, passenger car leasing, software, computer systems design, telecommunications, custom computer programming, hardware manufacturing, computer repair, janitorial services.

541519 - Other Computer Related Services

921190 - Other General Government Support

# FINDING POINTS OF CONTACT



The screenshot shows a web browser window with the URL <https://business.defense.gov/Work-with-us/Military-Departments-and-Defense-Agencies/>. The page header includes the Department of Defense logo and the text "OFFICE OF SMALL BUSINESS PROGRAMS DEPARTMENT OF DEFENSE". A search bar is visible with the text "Search Office of Small Bu". The navigation menu includes: HOME, ABOUT, WORK WITH US, PROGRAMS, SOCIOECONOMIC PROGRAMS, RESOURCES, ACQUISITION, and ENGAGE. The breadcrumb trail reads: HOME > WORK WITH US > MILITARY DEPARTMENTS AND DEFENSE AGENCIES. The main heading is "DoD Small Business Offices". Below this, a paragraph states: "Are you a small business interested in working for DoD? Small Business Professionals inside Small Business Offices can help you understand their organization's mission, challenges and requirements. They can also help you identify prime contracting and subcontracting requirements. Links to DoD Small Business Office websites are included below." A "RESOURCES" section on the right lists: "NAVSEA Small Business Industry Day slides". Under the "Army" heading, a list of 14 Army commands is provided.

→ ↻ 🏠 <https://business.defense.gov/Work-with-us/Military-Departments-and-Defense-Agencies/> ☆ 📧 ⬇️ ☰

An official website of the United States government [Here's how you know](#) ▾

 OFFICE OF SMALL BUSINESS PROGRAMS  
DEPARTMENT OF DEFENSE

Search Office of Small Bu 🔍

HOME ABOUT ▾ WORK WITH US ▾ PROGRAMS ▾ SOCIOECONOMIC PROGRAMS ▾ RESOURCES ▾ ACQUISITION ▾ ENGAGE ▾

HOME > WORK WITH US > MILITARY DEPARTMENTS AND DEFENSE AGENCIES

## DoD Small Business Offices

Are you a small business interested in working for DoD? Small Business Professionals inside Small Business Offices can help you understand their organization's mission, challenges and requirements. They can also help you identify prime contracting and subcontracting requirements.

Links to DoD Small Business Office websites are included below.

### Army

- Aberdeen Proving Ground
- Army Contracting Command
- Army Corps of Engineers (HQ)
- Army Corps of Engineers (Jacksonville District)
- Army Intelligence & Security Command (INSCOM)
- Army Joint Munitions & Lethality Life Cycle Management Command
- Army Materiel Command
- Army Medical Research and Materiel Command
- Army Program Executive Office Simulation, Training and Instrumentation
- Army Space & Missile Defense Command
- Army Sustainment Command

### RESOURCES

- NAVSEA Small Business Industry Day slides

 Wisconsin Procurement Institute  
A Procurement Technical Assistance Center (PTAC)

# FINDING POINTS OF CONTACT



*"Advocating for small business utilization and ensuring equal opportunities to conduct business with the Command"*

USSOCOM's Office of Small Business Programs (OSBP) is designated to advocate on behalf of small businesses and strives to meet the goals mandated by Congress and the Office of the Secretary of Defense, ensuring equal opportunities to conduct business with the Command. This office should be one of a small business' first contacts when initiating communication with USSOCOM.

The OSBP is dedicated to helping you and your business. They will explain known requirements, help you understand who buys what within the Command, and can assist you in locating other likely markets within DoD and developing strategies for accessing those markets. They provide information and guidance on defense procurement policies and procedures as well as methods for identifying prime contracting and subcontracting opportunities.

The DoD and USSOCOM continually strive to increase the number of contract awards to small businesses, service-disabled veteran-owned small businesses, woman owned small businesses, small disadvantaged businesses, historically underutilized business zones. Small businesses are encouraged to contact the office directly with questions or requests to visit the command.

**Mailing Address:**

USSOCOM Office of Small Business Programs (OSBP)

ATTN: SOF AT&L/AS HQ OSBP

7701 Tampa Point Blvd.

MacDill AFB, FL 33621-5323

email: [OSBP@socom.mil](mailto:OSBP@socom.mil)

(Click here) [USSOCOM Small Business Outreach Calendar](#)

- [Opportunities with USSOCOM](#)
- [DoD Office of Small Business Programs](#)
- [Federal Acquisition Regulation](#)
- [Veteran Small Business \(VSB\) Program](#)
- [U.S. Small Business Administration Subcontracting Network](#)
- [TENTATIVE Acquisition Forecast FY22-FY25](#)

# FINDING POINTS OF CONTACT

- Small Business Liaison Officers
- SBLO's primary function is to assist all departments comply with equal opportunity procedures for the acquisition of goods and services. The SBLO directs and participates in outreach activities which identify and encourage the use of goods and services from qualified and diverse small businesses to the prime contractors

# FINDING POINTS OF CONTACT





# FINDING POINTS OF CONTACT

## Suppliers

General Dynamics Land Systems' Supply Chain Management organization is dedicated to managing the supply chain to consistently provide on-time, quality and cost-effective material and services to our customers. This is achieved through developing best-in-class relationships and core processes across all General Dynamics Land Systems organizations, customers and the valued supply base in an environment of open communication, mutual trust and continuous improvement and with the highest ethical standards.

[Download Brochure](#)

## Doing Business with Land Systems

For small business opportunities,  
please contact:

Jeanne Schabath-Lewis

Small Business Liaison Officer

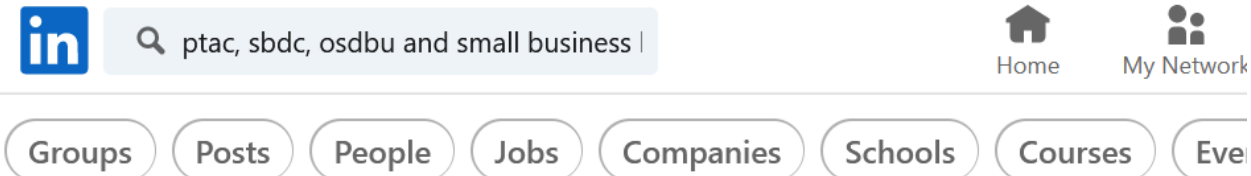
[sb@gdls.com](mailto:sb@gdls.com)

# FINDING POINTS OF CONTACT

- Use keywords to search within the Prime Contractor's website
  - SBLO
  - SMALL BUSINESS LIAISON OFFICER
  - SUPPLIER DIVERSITY
  - DOING BUSINESS WITH
  - ...

# FINDING POINTS OF CONTACT

- Social media, professional associations



## Groups



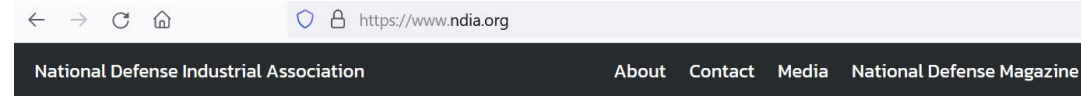
PTAC, SBDC, OSDBU and Small Business Liaison Officer (SBLO), a Government Market Master group

979 members

An online networking forum for PTACs, SBDCs, OSDBUs and SBLOs and other interested parties to share information and help small business...

[See all group results](#)

## Posts



Meetings & Events Policy Membership Divisions Education & Training

## I/ITSEC 2022 Set to Feature the Defense Metaverse

Organizers expect more than 16,000 attendees at



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## EMPOWERING PROBLEM SOLVERS SHAPING THE FUTURE



# FINDING POINTS OF CONTACT

- PROCUREMENT TECHNICAL ASSISTANCE CENTERS

The screenshot shows the APTAC website homepage. At the top left is the APTAC logo (Association of Procurement Technical Assistance Centers). To the right, there is a user greeting "Welcome, Guest | Member Login" and a "Find a PTAC" button with a US map icon. Below this is a search bar. A dark blue navigation bar contains links for HOME, ABOUT US, GOVERNMENT CONTRACTING ASSISTANCE, APTAC PARTNERS, PTAC LOGIN, and CONTACT US. The main content area features a "Find a PTAC" section with a "Select a State" dropdown and a map of the United States. A red banner reads "HELP FOR GOVERNMENT CONTRACTING" with a sub-header "Procurement Technical Assistance Centers (PTACs)" and a paragraph describing their services. A list of services includes Workshops and Matchmaking Events, One-on-One Counseling, and SAM Assistance. A "Contracting Success" box displays statistics: "In 2019, PTAC clients were awarded \$24 BILLION IN CONTRACTS with over 57,000 businesses receiving assistance." A "Learn More" button is present. At the bottom left, a red banner says "ASSISTANCE FOR SMALL BUSINESSES".

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

**WPI** Wisconsin Procurement Institute  
A Procurement Technical Assistance Center (PTAC)

# FINDING POINTS OF CONTACT

- PROCUREMENT TECHNICAL ASSISTANCE CENTERS

The screenshot shows the homepage of the Wisconsin Procurement Institute (WPI). The browser address bar displays <https://www.wispro.org>. The navigation menu includes: HOME, SEARCH, BLOG, SERVICES, ABOUT, CLIENT PORTAL, CONTACT WPI & OFFICE HOURS, and SUPPORT. The main navigation bar contains: WPI Wisconsin Procurement Institute A Procurement Technical Assistance Center (PTAC), EVENT CALENDAR, FEDERAL GOVERNMENT, STATE & LOCAL GOVERNMENT, CYBER & SECURITY, SUCCESS & AWARDS, and FAQs. A large blue banner features the text: **DECEMBER 6 - MARKETPLACE: GOVERNOR'S ANNUAL CONFERENCE ON DIVERSE BUSINESS DEVELOPMENT**. To the right, the 'UPCOMING EVENTS' section lists:

- NOV 15 1:30 pm - 4:00 pm **Government Opportunities Business Day in Partnership with Truax Field/ 115th Fighter Wing**
- NOV 16 11:00 am - 12:00 pm **Acquisition Hour: Certifications for Veteran Owned Businesses**
- NOV 16 1:00 pm - 2:00 pm **Acquisition Hour: Preparing for One-on-One Buyer Meetings**
- NOV 17 1:00 pm - 2:00 pm **DoD Supplier Roadmap Series: Developing a DoD Business Strategy**
- NOV 18 11:00 am - 1:00 pm **Cyber Friday: Incident Identification, Reporting Requirements, and Recovery**

<https://www.wispro.org/>

# AGENCY STRATEGIC PLANS

- How does the DOD do business
- How does the DOD want to do business in the future
- [https://www.acq.osd.mil/asda/dpc/ce/docs/1-Strategic\\_Plan.pdf](https://www.acq.osd.mil/asda/dpc/ce/docs/1-Strategic_Plan.pdf)

# AGENCY STRATEGIC PLANS



*Strategic Plan*

*For*

*Defense Wide Procurement Capabilities*

*(A Functional Strategy)*



# AGENCY STRATEGIC PLANS

This plan was developed within the framework of the National Defense Strategy and targets the reform line of effort to change the way we do business to maximize DoD enterprise solutions, leverage standards and acquire equipment and services more efficiently. Initiatives achieved to date are summarized at [https://www.acq.osd.mil/dpap/pdi/p2p/p2p\\_capability\\_summaries.html](https://www.acq.osd.mil/dpap/pdi/p2p/p2p_capability_summaries.html). Target initiatives for FY20-FY2025 are identified in Appendix 5.1. Most initiatives target improvements to achieve efficiencies, implement legislation, and address audit findings and sustainment of internal controls.

# AGENCY STRATEGIC PLANS



# AFMC STRATEGIC PLAN

*July 2020*

# AGENCY STRATEGIC PLANS

## LINE OF EFFORT #1: Increase Readiness & Lethality

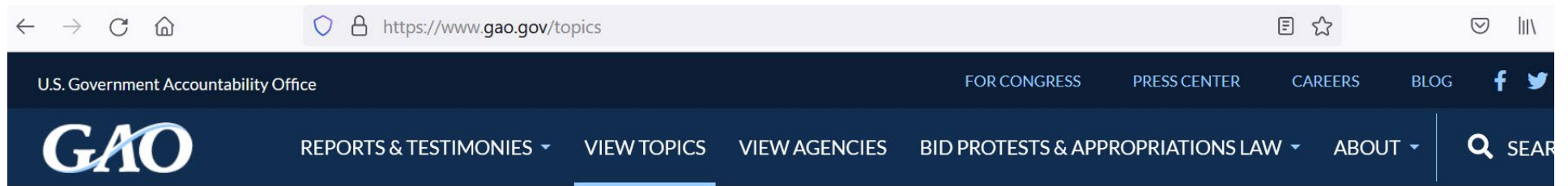
To increase readiness and lethality, we must execute our war-time mission every day to develop, deliver, support, and sustain air, space, and cyberspace dominance, today and tomorrow. Our decision-makers need to be fully threat informed, and the National Defense Strategy (NDS) directs us to rapidly respond with higher-fidelity threat information tailored to our customers' needs. AFMC is the trusted provider of Air Force resources and systems across our changing domains. By delivering the measured improvements in the below categories, we will ensure that this effort remains successful.

- **Infrastructure** – Invest in ready, resilient, lethal bases.
- **Counter-Small Unmanned Aircraft Systems (C-sUAS)** – Develop strategy and deploy systems to protect against this emerging threat.
- **Cybersecurity** – AFMC CONOP development and execution.
- **Aircraft Availability Improvement Plan (AAIP)** – Increase Mission Capable Rates each Fiscal Year.
- **Priority Program Reviews** – Synchronize AFMC review and support of special interest items & programs.
- **Decision—Tools & Processes** – Analyze resource capability shortfalls relative to Air Force Warfighting Integration Capability.
- **Operational Agility** – Maximize AFMC effectiveness as we support the warfighter.

# GAO PRODUCTS

- GAO (US Government Accountability Office) offers a variety of resources which may or may not help to answer a question, provide insight, or point in the direction of a current or future need.
- Of course, GAO is probably best known for Bid Protests but as can be seen in the following list, they publish a variety of resources.

# GAO PRODUCTS



[Home](#) > [View Topics](#)

## View Topics

You can browse our information by topic area or see what we highlight in our featured topics. These pages provide reports, recommendations, curated information and summaries, videos, podcasts, blog posts, and more.

### Featured Topics



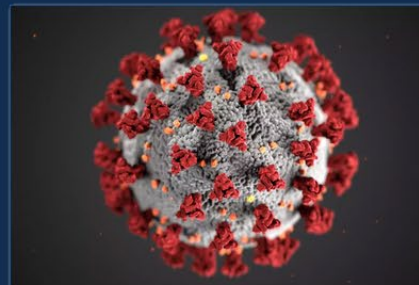
#### Tracking the Funds

Following Community Project



#### Cybersecurity

An overview of cyber challenges



#### Coronavirus Oversight

An ongoing review of the federal



#### High Risk List

GAO's list, updated at the start of



# GAO PRODUCTS



Triángulo Norte: Los Departamentos de Defensa y de Estado necesitan políticas mejoradas para abordar el uso indebido de equipo

**GAO-23-106186**  
Published: Nov 02, 2022.  
Publicly Released: Nov 02, 2022.



National Security Snapshot: Department of Defense and Intelligence Community Preparedness for Biological Threats

**GAO-23-106066**  
Published: Oct 20, 2022.  
Publicly Released: Oct 20, 2022.

**Mission-readiness of DOD Aircraft**  
THURSDAY, NOVEMBER 10, 2022  
[Transcript](#)

Working Dogs: Federal Agencies Need to Better Address Health and Welfare

**GAO-23-104489**  
Published: Oct 19, 2022.  
Publicly Released: Oct 19, 2022.

Army Ammunition: Actions Needed to Improve Management of Procurement and Production Practices

**GAO-23-105352**  
Published: Oct 13, 2022.  
Publicly Released: Oct 13, 2022.



**GAO: Large Constellations of Satellites Technology Assessment**  
THURSDAY, SEPTEMBER 29, 2022  
[Transcript](#)



# GAO PRODUCTS

- GAO provides Congress, the heads of executive agencies, and the public with timely, fact-based, non-partisan information that can be used to improve government and save taxpayers billions of dollars.
- Their work is done at the request of congressional committees or subcommittees or is statutorily required by public laws or committee reports, per their Congressional Protocols.



# GAO PRODUCTS

Technology Readiness Assessment Guide: Best Practices for Evaluating the Readiness of Technology for Use in Acquisition Programs and Projects [Reissued with revisions on Feb. 11, 2020.]

**GAO-20-48G**

Published: Jan 07, 2020.

Publicly Released: Jan 07, 2020.

Cost Estimating and Assessment Guide: Best Practices for Developing and Managing Program Costs

**GAO-20-195G**

Published: Mar 12, 2020.

Publicly Released: Mar 12, 2020.

If the government is following the GAO's guide to assess technology, then it would make sense for a company to use that same guide to evaluate its technology and possibly identify areas that need to be corrected or shored up prior to pitching it to the government.

The item dealing with costs is probably more relevant in a general sense.

# GAO PRODUCTS

**Another report example:**

## **Veterans Community Care Program: VA Needs to Strengthen Its Oversight and Improve Data on Its Community Care Network Providers**

If the report is pointing out weaknesses or deficiencies then the agency may need to take action and that may equate to developing a new program or letting a contract.

If a company is responding to a RFP the information in a slightly related report may provide ideas on how to structure their response/offerings.

# AWARDS

USAspending.gov | Fiscal Data An official website of the U.S. go

**USASPENDING.gov** Spending Explorer Award Search Profiles Download Resc

## Advanced Search

**Filters**

[Submit Search](#)  
[Reset search](#)

**Keyword**

**Time Period**

Fiscal Year Date Range

All Fiscal Years

FY 2023  FY 2015

FY 2022  FY 2014

FY 2021  FY 2013

FY 2020  FY 2012

FY 2019  FY 2011

FY 2018  FY 2010

2 Active Filters:

TIME PERIOD: FY 2023    FUNDING AGENCY: Department of Defense (DOD)


TABLE
TIME
MAP
CATEGORIES
Prime Awards

### Spending by Prime Award

Contracts 997
Contract IDVs 12
Grants 925
Direct Payments 0
Loans 0
Other 3


Award ID	Recipient Name	Start Date (Period of Performance)	End Date (Period of Performance)
DEAC5207NA27344	LAWRENCE LIVERMORE NATIONAL ...	5/9/2007	9/30/2026
DENA0003525	NATIONAL TECHNOLOGY & ENGIN...	1/18/2017	4/30/2027
89233218CNA000001	TRIAD NATIONAL SECURITY LLC	6/8/2018	10/31/2023


# AWARDS


 Award IDV Information > My Reports > **Design Mode: Report Builder**


**INDEX** X




- Summary of your selections
- 1 Start Date for Date Signed**
- 2 End Date for Date Signed
- 3 Start Date for Last Modified Date
- 4 End Date for Last Modified Date
- 5 Choose the attributes of the report (Required)
- 6 Choose the metrics of the report
- 7 Qualify on any attribute
- 8 Metric qualification

**1. Start Date for Date Signed**  
Please Enter a Start Date for Date Signed  
 

**2. End Date for Date Signed**  
Please Enter an End Date for Date Signed  
 

**3. Start Date for Last Modified Date**  
Please Enter a Start Date for Last Modified Date  
 

**4. End Date for Last Modified Date**  
Please Enter an End Date for Last Modified Date  
 

**5. Choose the attributes of the report (Required)**  
Select the attributes to include on your report:  
This prompt requires at least one selection.  
Look in:  
Search results:    
Search for:  
   
Available:  

- Business Size Selection**
- Competition Information
- Contract Dates

  
Selected:  
(none)







# AWARDS

DEFENSE LOGISTICS AGENCY  
ENTERPRISE BUSINESS SOLUTIONS  
DLA INTERNET BID BOARD SYSTEM


Home | Solicitations | RFQs | RFP/IFB/Other RFQs | Tech Data | Downloads | Awards

Navigation: Navigation/Documents - - - - - GO Database Search: Choose Search Value: GO

**Notice:** - The Link - Connecting Suppliers with DLA, Issue 26 » [Read Notice](#)

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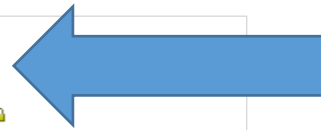
<https://www.dibbs.bsm.dla.mil//>

LOGGED OFF   
[ 299 ] 10/2 /2022 10:33:36 AM

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for **Defense Logistics Agency (DLA)** items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.



<b>Help</b> <ul style="list-style-type: none"><li>On-Line Help<ul style="list-style-type: none"><li><a href="#">Frequently Asked Questions ~ FAQ</a></li><li><a href="#">DIBBS On-Line Quoting Help</a></li><li><a href="#">Batch Quoting Help</a></li></ul></li><li>Contact Us</li></ul>	<b>Vendor Registration</b> <ul style="list-style-type: none"><li>Vendor Registration</li><li>Registration Guidelines</li><li>DLA Small Business Programs</li></ul>
<b>Solicitations</b> <ul style="list-style-type: none"><li>Requests for Quotation (RFQ)<ul style="list-style-type: none"><li><a href="#">Batch Quoting</a></li><li><a href="#">Submitted Quote Searching</a></li></ul></li><li>Requests for Proposal (RFP) / Invitation For Bid (IFB)</li><li>Other DLA Opportunities<ul style="list-style-type: none"><li><a href="#">Contracting Opportunities (FBO)</a></li></ul></li></ul>	<b>Awards</b> <ul style="list-style-type: none"><li>Awards</li><li>Subsistence Market Ready Orders</li><li>Post Award Request (PAR) Allows vendors to submit post award requests.</li><li>Other DLA Awards<ul style="list-style-type: none"><li><a href="#">Contracting Opportunities (FBO)</a></li></ul></li></ul>
<b>References</b> <ul style="list-style-type: none"><li>Global Search</li></ul>	<b>Technical Data</b> <ul style="list-style-type: none"><li>DLA Collaboration Folders (cFolders)</li></ul>





# STAYING INFORMED: PRESS RELEASE AND NEWS

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**Air Force Aims for Common Virtual Environment**

LOCKHEED MARTIN  
F-35 LIGHTNING II  
COMMON VIRTUAL ENVIRONMENT DEMONSTRATOR

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EXPLORE C

Air Force Research Lab awards \$76 million for lunar experimentation

AFRL expects the Oracle satellite to launch in 2025 and have a two-year mission life.

Q&A with Mart Noorma, the new director of NATO's cyber brain trust

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## Defense



**Defense Department Health Plan Cuts Its Pharmacy Network by Nearly 15,000 Outlets**

Sponsor Message

**FCW Workshop**

### Cloud-Driven Transformation

Wednesday, November 16, 2022

Live Event | Washington D.C.

**REGISTER TODAY >>**

The poster features a dark background with a glowing network diagram at the bottom, showing a central cloud icon connected to several server icons by lines, all set against a faint grid pattern.



# CERTIFICATIONS AND WHY THEY MATTER

## Small Business Program Goals & Performance

In order to fulfill our strategic goals and mission, we seek out opportunities and strategic activities to increase small business dollars competitively awarded by DoD military departments and agencies. These statistical tables and reports show our goals and demonstrate how well we are performing, by Fiscal Year (FY).

\* Goals / Percentages are based on all DoD spending

### FY2022 DoD Goals

Prime Contracting: **22.5%**

Subcontracting: **32.25%**

<b>Prime Contracting Goals</b>	<b>FY11</b>	<b>FY12</b>	<b>FY13</b>	<b>FY14</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>
SB	22.28%	22.50%	22.50%	21.35%	21.60%	21.26%	22.00%	22.00%	21.80%	22.05%	21.95%	22.5%
HUBZone	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDVOSB	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	9.50%
WOSB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%

<b>Subcontracting Goals</b>	<b>FY11</b>	<b>FY12</b>	<b>FY13</b>	<b>FY14</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>
SB	31.70%	36.70%	36.70%	36.70%	36.00%	34.50%	34.00%	33.00%	32.00%	32.00%	32.25%	32.25%
HUBZone	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDVOSB	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
WOSB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%

**SB**=Small Business, **WOSB**=Women-Owned Small Business, **SDB**=Small Disadvantaged Business, **HUBZone**=Historically Underutilized Business Zone, **SDVOSB**=Service-Disabled Veteran-Owned Small Business

# CERTIFICATIONS AND WHY THEY MATTER

Does your business qualify for Certifications?

Anticipate

WOSB: 3 months

HUBZone 60 days

8(a) 90 days for SBA to render its decision

SDVOSB – self certification in SAM.GOV

Advantages

Set aside

Sole source

Price Preference

Do not Misrepresent

# CERTIFICATIONS AND WHY THEY MATTER

## Table of size standards

*Effective Oct 1, 2022*

*SBA's table of small business size standards helps small businesses assess their business size.*

**DOWNLOAD .PDF**

<https://www.sba.gov/document/support-table-size-standards>

The table of size standards can also be found online in the small business size regulations set forth in the [Electronic Code of Federal Regulations](#).

Certain government programs, such as SBA loan programs and contracting opportunities, are reserved for small businesses. In order to qualify, businesses must satisfy SBA's definition of a small business concern, along with the size standards for small business.

### What is a small business size standard?

A size standard, which is usually stated in number of employees or average annual receipts, represents the largest size that a business (including its subsidiaries and affiliates) may be to remain classified as a

# CERTIFICATIONS AND WHY THEY MATTER

< Back to Contracting assistance programs

## Contracting assistance programs

Small Disadvantaged Business

Women-Owned Small Business Federal Contracting program

Veteran assistance programs

8(a) Business Development program

SBA Mentor-Protégé program

Joint ventures

7(j) Management and Technical Assistance program

HUBZone program

Natural Resource Sales Assistance program

## Small Disadvantaged Business

*Register to contract with the government as a Small Disadvantaged Business.*

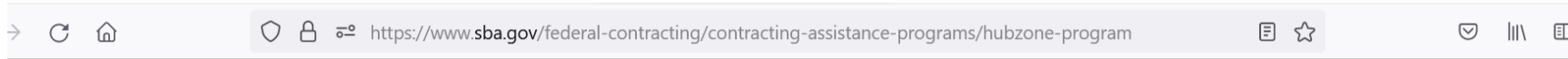
<https://www.sba.gov/federal-contracting/contracting-assistance-programs/small-disadvantaged-business>

Each year, the Federal Government awards about 10% of all federal contract dollars, or roughly \$50 billion in contracts, to Small Disadvantaged Businesses. SBA's Office of Government Contracting and Business Development monitors the progress of 24 Executive Branch agencies in contracting with Small Disadvantaged Businesses.

You may register your business as a Small Disadvantaged Business if you meet the following criteria set by the Code of Federal Regulations:

- The firm must be 51% or more **owned** and **controlled** by one or more disadvantaged persons.
- The disadvantaged person or persons must be **socially disadvantaged** and economically disadvantaged.
- The firm must be small, according to SBA's **size standards**.

# CERTIFICATIONS AND WHY THEY MATTER



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- Contracting assistance programs**
- [Small Disadvantaged Business](#)
- [Women-Owned Small Business Federal Contracting program](#)
- [Veteran assistance programs](#)
- [8\(a\) Business Development program](#)
- [SBA Mentor-Protégé program](#)
- [Joint ventures](#)
- [7\(j\) Management and Technical Assistance program](#)
- HUBZone program**
- [Natural Resource Sales Assistance program](#)

## HUBZone program

*The HUBZone program fuels small business growth in historically underutilized business zones with a goal of awarding at least 3% of federal contract dollars to HUBZone-certified companies each year.*

### Content

[Program changes and improvements](#)

[Program benefits](#)

[HUBZone program qualifications](#)

[Apply to get certified as a HUBZone small business](#)

[Maintain HUBZone certification](#)

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program#section-header-0>

## Program changes and improvements



# CERTIFICATIONS AND WHY THEY MATTER

→ ↻ 🏠 🔒 📄 🔍 <https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-progr> 📄 ☆

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  - Natural Resource Sales Assistance program

## 8(a) Business Development program

*The federal government's goal is to award at least 5% of all federal contracting dollars to small disadvantaged businesses each year.*

### Content

[Program overview](#)

[Program benefits](#)

[Program qualifications](#)

[Apply to get certified as an 8\(a\) small business](#)

[Maintain eligibility and certification](#)

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program>

### Program overview

# CERTIFICATIONS AND WHY THEY MATTER

→ ↻ 🏠 🔒 <https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-f> 📄 ☆

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- HUBZone program
- Natural Resource Sales Assistance program

## Women-Owned Small Business Federal Contracting Program

*The federal government's goal is to award at least 5% of all federal contracting dollars to women-owned small businesses each year.*

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contracting-program>

### Content

- [Program benefits](#)
- [WOSB and EDWOSB certification improvements](#)
- [Program eligibility requirements](#)
- [Get certified as a women-owned small business](#)
- [WOSB Federal Contracting Program Assistance](#)

# CERTIFICATIONS AND WHY THEY MATTER

→ ↻ 🏠 🔒 📄 🔍 https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-f 📄 ☆

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- Joint ventures
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- HUBZone program
- Natural Resource Sales Assistance program



## Women-Owned Small Business Federal Contracting Program

*The federal government is contracting dollars to w*

### Third-party certification

There are four organizations approved by SBA to provide third-party certification. Contact them to find out about their certification process and any associated costs. They are:

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

### Content

[Program benefits](#)

[WOSB and EDWOSB certification improvements](#)

[Program eligibility requirements](#)

[Get certified as a women-owned small business](#)

[WOSB Federal Contracting Program Assistance](#)

# CERTIFICATIONS AND WHY THEY MATTER

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## Contracting assistance programs

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SBA Mentor-Protégé program

Joint ventures

7(j) Management and Technical Assistance program

HUBZone program

Natural Resource Sales Assistance program

## Veteran-Owned Small Business verification

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-assistance-programs#section-header-2>

### Program benefits

Small businesses owned by veterans can compete for set-aside contracts at the Department of Veterans Affairs (VA). Through its [Veterans First Contracting program](#), VA awards a large amount of contract dollars to veterans every year by offering [set-aside contracting opportunities](#). VA also sets aside contracting opportunities for businesses owned by veterans who are service-disabled.

### Eligibility requirements

Businesses must be formally verified as a Veteran-Owned Small Businesses (VOSB) or Service-Disabled Veteran-Owned Small Businesses (SDVOSB) to participate.

### Notice: VOSB verification will transfer from VA to SBA in 2023

As required by the National Defense Authorization Act (NDAA) of 2021, VA's Center for Verification and Evaluation will be transferred to SBA effective January 1, 2023.

### What this means for your business

# CERTIFICATIONS AND WHY THEY MATTER

→ ↻ 🏠 🔒 📄 <https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-assistance-programs#section-9> 📄 ☆

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- Natural Resource Sales Assistance program

## Service-Disabled Veteran-Owned Small Business program

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-assistance-programs#section-9>

### Program benefits

The federal government aims to award at least 3% of all federal contracting dollars to Service-Disabled Veteran-Owned Small Businesses (SDVOSB) each year.

Competition is limited for certain federal contract opportunities to businesses that participate in the SDVOSB program.

Joining the SDVOSB program makes your business eligible to compete for the program's [set-aside contracts](#). You can still compete for contract awards under other socio-economic programs you qualify for.

SDVOSBs may self-certify their status to compete for set-aside contracts at most federal agencies. However, VA does not recognize SDVOSB self-certification.

### Eligibility requirements

To qualify for the SDVOSB program, your business must:

- Be a small business according to [SBA's size standards](#)
- Be at least 51% owned and controlled by one or more service-disabled veterans
- Have one or more service-disabled veterans manage day-to-day operations who also make

# UPCOMING TRAINING - EVENTS

# CYBER FRIDAY LIVE WEBINAR SERIES

- ~~November 4, 2022~~
  - ~~Developing and Implementing Essential Security Policies, Practices, and Procedures~~  
~~[CLICK HERE](#) for additional information~~  
~~Presented by Marc Violante, Wisconsin Procurement Institute~~
- November 18, 2022
  - Incident Identification, Reporting Requirements, and Recovery**  
[CLICK HERE](#) for additional information  
Presented by Marc Violante, Wisconsin Procurement Institute
- December 2, 2022
  - Designing and Using Security Exercises to Test and Improve Security Programs**  
[CLICK HERE](#) for additional information  
Presented by Marc Violante, Wisconsin Procurement Institute

## PRESENTED BY





# ACQUISITION HOUR LIVE WEBINAR SERIES

- ~~November 1~~
  - ~~Preparing for One-on-One Buyer Meetings~~
- ~~November 15~~
  - ~~Certifications for Veteran Owned Businesses~~
- November 29
  - The HUBZone Program – Certification Benefits and Regulations
- January 10
  - The SBA 8(a) Program and Small Disadvantaged Business (SDB) Program

**...More information and registrations at [wispro.org/events](http://wispro.org/events)**

# DOD SUPPLIER ROADMAP SERIES

- October 27  
**Locating Opportunities**
- November 3  
**Non-Traditional Acquisition Methods**
- November 10  
**Information Types & Handling Procedures**
- November 17  
**Developing a DoD Business Strategy**

# SAVE THE DATE



The  
Contracting  
Academy

*Developing and Growing Government Contractors*

## December 6-7, 2022

[MarketplaceWisconsin.com](https://MarketplaceWisconsin.com)

# 252.204-7020 – BASIC ASSESSMENT

- Requires
  - System Security Plan(SSP)
  - Plan of Action – with dates for outstanding items
  - Basic Assessment
- Six elements uploaded to Supplier Performance Risk System (SPRS)
  1. System Security Plan name (if more than one system is involved)
  2. Brief description of Plan Architecture
  3. CAGE code associated with SSP
  4. Date Assessment performed
  5. Summary Score
  6. Date a score of 110 to be achieved

# CURRENT CYBER REQUIREMENTS

- FAR 52.204-21 – Federal Contract Information
- DFARS 252.204-7012
- Requirements cited in solicitation/contract

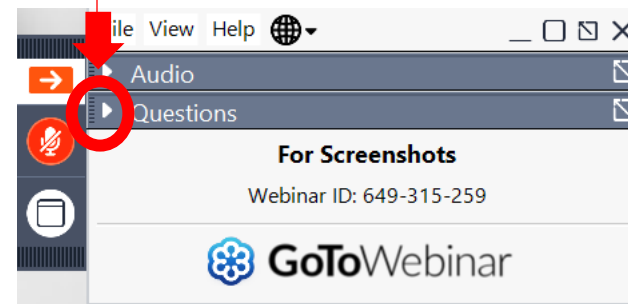
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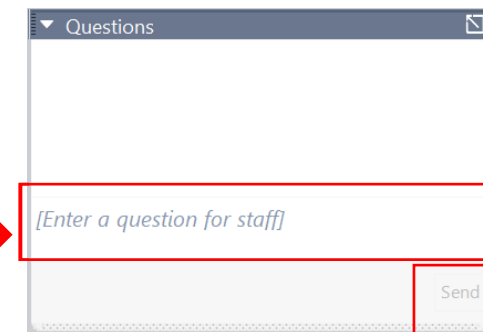
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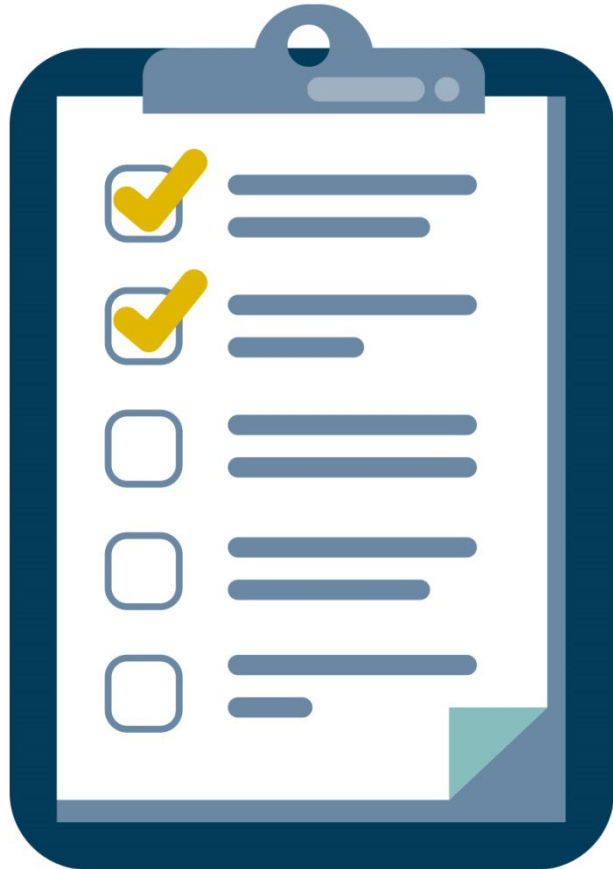
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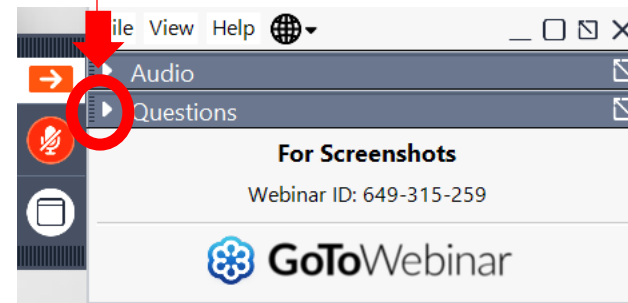


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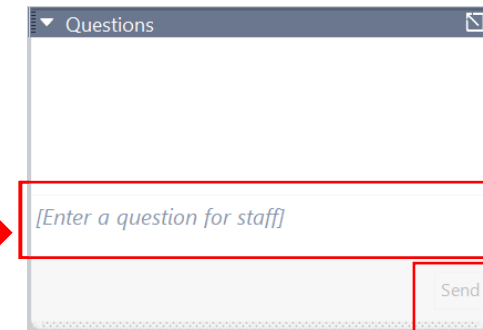
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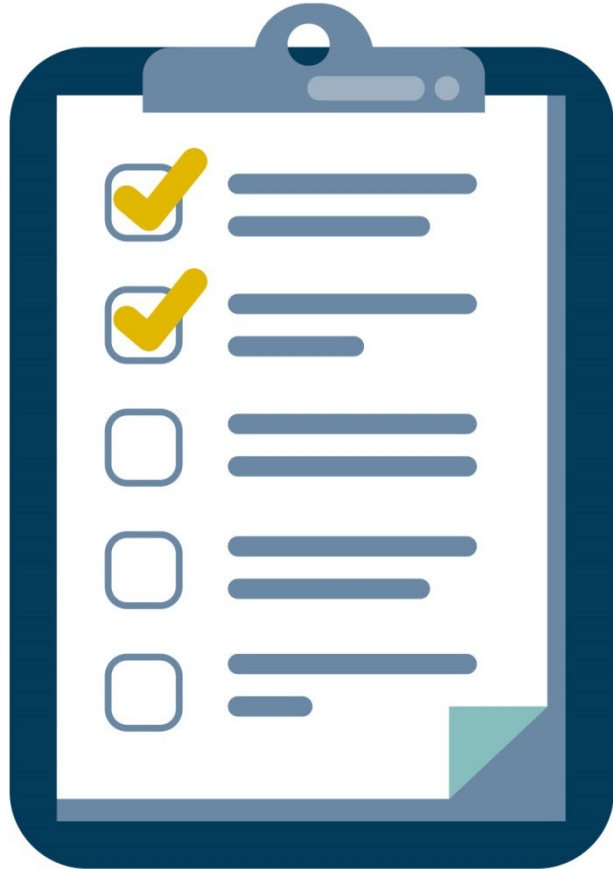
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