Support to Enhance Small Business Utilization (U)

- Market Research
- Assistance with Acquisition Strategy Development
- Oversight of Small Business Utilization by Prime Contractors
Market Research Enables OSBP to Help Small Business (U)

- Identify sufficient number capable Small Business (SB) Contractors
- Develop knowledge of the market through SB visiting our office and adding business profile to our directory to let us know your capabilities
- Assist MDA offices with market research used to develop acquisition strategies

Market research is critical to set-aside decisions
Market Research
What You Can Do (U)

• Let us know your capabilities
  – Attend our conferences for matchmaking with primes and Gov representatives from MDA

• Provide quality responses to “sources sought”

Market research is critical to set-aside decisions
OSBP Assistance in Acquisition Strategy Development (U)

- Provide alternatives that increase Small Business utilization
  - Input regarding SB capabilities to meet agency requirements
  - Recommend approaches that maximize SB participation at prime and subcontracting levels
- Voting Member on ASP/ASBs

All acquisitions are reviewed for participation by small businesses
Acquisition Strategy Development
What You Can Do (U)

• Let us know your capabilities

• Provide quality responses to “sources sought”
  – We often make important acquisitions strategy decision based on responses to these notices
  – Make sure you “answer the mail” and describe the relevancy of your past performance

All acquisitions are reviewed for participation by small businesses
OSBP
Oversight of Large Business Prime Contractors

NEW PROCESS

MDA working with large business prime contractors to tie performance on small business subcontracting plans to Award Fee to:

– Increase subcontracting opportunities at all tiers
  • Incentivize increase in SB utilization on subcontracts
– Increase use of DoD Mentor-Protégé program
  • Incentivize increase participation as part of subcontracting plans for new systems contracts
– Increase technology transition from Small Business Innovative Research (SBIR), Small Business Technology Transfer (STTR)
  • Require initiatives on SB subcontracting plans for new systems contracts to increase transition of SBIR/STTR Phase II technologies

Track performance of Large Business Prime Contractors
Oversight of Large Business Prime Contractors
What You Can Do (U)

• Provide sterling performance on all the work you do for us or our large business prime contractors

• Engage the small business liaison officers at our various large business prime contractors
  – Let them know your relevant capabilities for missile defense work
  – Network with our large business prime contractors whenever possible
Questions (U)