Make it happen

- Mission and the customer are always first and the Navy wants to do business with contractors that recognize that.
- The Navy recognizes the value of innovation that small businesses brings to the mission.
- Know the activity before you market them
- Know the potential customers at the activity
- Find the activities Small Business Specialist
- Obtain the activities procurement projections
- Identify large prime contractors who are not competitors but potential mentors and collaborators on future Govt requirements.
WHY IS NAVY IMPORTANT

• 70% OF THE WORLD IS COVERED WITH WATER
• 80% OF THE WORLDS POPULATION LIVES WITHIN 100 MILES OF THE OCEAN
• 90% OF COMMERCE TRAVELS ON WATER
NUWCDIVNPT

• 2008
  – OBLIGATIONS $ 350 Million
    • SMALL BUSINESS 50 %
    • SMALL DISADVANTAGED 8%
    • HUBZone .88 %
    • WOSB 9.13 %
    • SDVOSB 1.35 %
What we buy

• ENGINEERING SERVICES
  – TECHNICAL SUPPORT
HOW WE BUY IT

• Multiple Award Contract (MAC)
  – SEAPORT-E
    • ROLLING ADMISSIONS (NOW)
SUBCONTRACTING OPPORTUNITIES

• REQUIREMENT SOLICITED ON AN UNRESTRICTED BASIS THAT IS EXPECTED TO EXCEED $550 K MUST HAVE A SUBCONTRACTING PLAN THAT ADDRESSES THE UTILIZATION OF SMALL BUSINESS IN PERFORMANCE OF THE WORK
Resources

• The activities Small Business Advocate is a paid resource of information to the Small Business Contractor.

• More information on doing business with the Navy and contact information for Small Business Specialists can be found at

• http://www.acq.osd.mil/osbp/doing_business/index.htm

• http://www.donhq.navy.mil/OSBP/
REGISTRATION

Registration (CCR)

- www.ccr.gov
- **Mandatory** for all current & potential federal vendors
- Creates a Commercial and Government Entity (CAGE) Code that identifies your business within the federal purchasing/payment system
REGISTRATION

• To register for CCR, you will need:
  – D&B DUNS Number: 1-800-333-0505
  – SBA Certification
    • For SDB and 8(a) Status: www.sba.gov/sdb
    • For HUBZone Status https://eweb1.sba.gov/hubzone/internet/
      • All other SB categories can self-certify
  – To renew annually by accessing your information with your TPIN & DUNS #
Module 1: Key Qualifications for Small Business

• **Sources of information and assistance:**
  – The PTAC office in your state or region
  – The SBA – Small Business Development Centers
  – Small Business Liaison Officers (SBLO) at prime contractors
  – Small Business Specialists at Federal Agencies
Websites for Information

SBA:  [www.sba.gov](http://www.sba.gov)
FAR:  [www.arnet.gov/far](http://www.arnet.gov/far)
Federal Register:  [www.access.gpo.gov/su_docs/aces/aces140.html](http://www.access.gpo.gov/su_docs/aces/aces140.html)
National Association of Women Business Owners(NAWBO):  [www.nawbo.org](http://www.nawbo.org)
Womenbiz:  [www.womenbiz.gov](http://www.womenbiz.gov)
More Websites for information

National Industries for the Blind: http://www.nib.org/about/about_NIB.
U. S. Department of Transportation: http://www.dot.gov/
DOD Native American Incentive Program: http://www.acq.osd.mil/sadbu/iip/
HBCU’s/MI’s: http://www.edonline.com/cq/hbcu/c_state.htm
Agency WebSites

http://www.sba.gov/
http://www.ccr.gov
http://www.commerce.gov/
www.osdbu.nasa.gov
http://www.dodnergional.org
SMALL BUSINESS POC

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