

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

DOD Office of Small Business

Utilization: www.acq.osd.mil/sdbu

FAR: www.arnet.gov/far

Federal Register: www.access.gpo.gov/su_docs/aces/aces140.html

National Association of Women Business

Owners(NAWBO): www.nawbo.org

Womenbiz: 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.dodneregional.org>

SMALL BUSINESS POC

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