

Special Operations Forces Industry Conference



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Office of Small Business Programs



OFFICE OF SMALL BUSINESS PROGRAMS



Overview

- Great Opportunities
- What Does the Office of Small Business Programs (OSBP) Look For in a Small Business?
- How Does OSBP Support Small Business
- How You Can Help OSBP
- USSOCOM Small Business Performance
- Useful Websites
- OSBP POCs

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Great Opportunities

- Take Full Advantage This Week
 - TILO
 - Q & A Panel
 - Celestar CEO (Small Business)
 - SRA/L-3 Comm
 - Networking

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What Does OSBP Look For?

- **Capability is #1**
 - What Do You Bring to the Table?
 - Teaming to Strengthen
- **Past Performance**
- **“Tickets” are Secondary at Best**

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How Does OSBP Support Small Business

- Your Advocate within the Command
- Works Closely with the Small Business Administration
- Part of Acquisition Strategy Development Teams
- Member on the Larger Source Selection Teams
- Matchmaker
- Available via Telecon or In-Person for 1 on 1 Time

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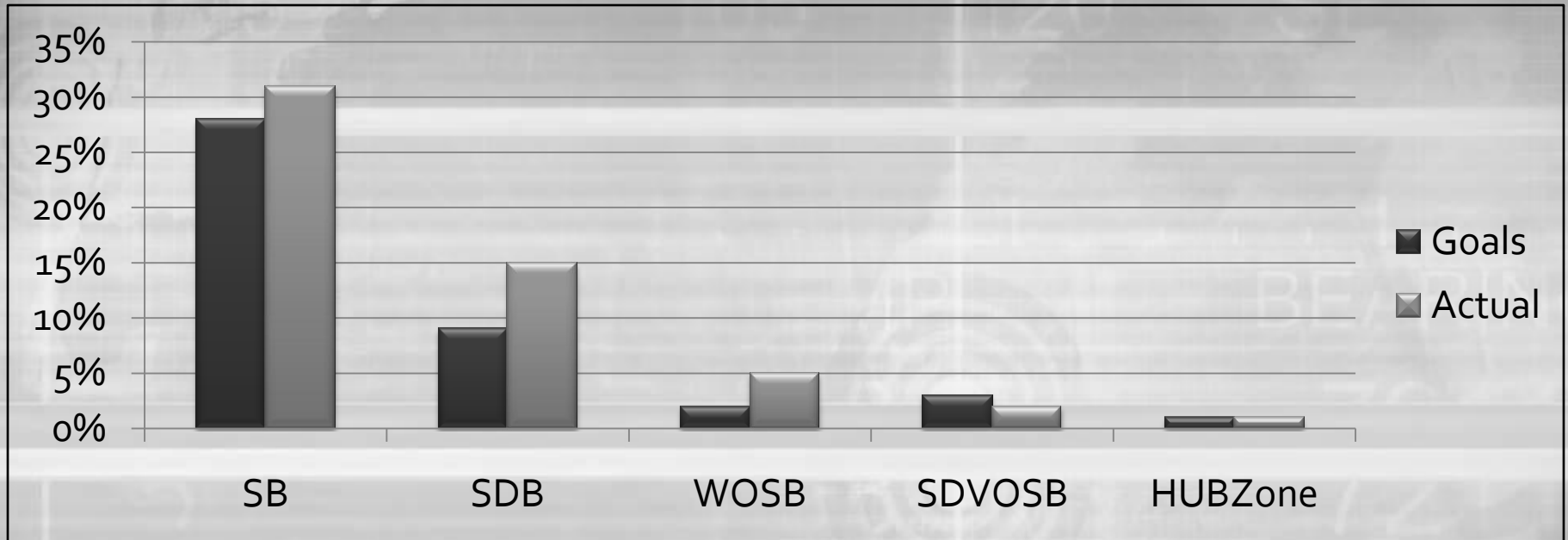
How Can You Help OSBP

- Read, Read, Read
- Answer Sources Sought/Requests For Information
 - Respond Timely, Usually to the Contracting Officer
- Know Your Capabilities
 - Can't be Everything to Everyone
- Perform

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Small Business Performance



FY09 (\$M)	780.5	297.2	93.3	50.5	23.9
FY10 (\$M)	332.9	159.4	52.5 (2Q)	19.7	13.9

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Useful Websites

- USSOCOM FedBizOpps

- <https://www.fbo.gov/index?tab=offices&s=agency&mode=form&id=aa97990bc42c820fc485d51b23f2bc49&cck=1&au=&ck>

- Corp of Engineers

- <https://www.fbo.gov/index?s=agency&mode=form&tab=notices&id=63dd2680762c21c611c41c2499b507c5>

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