Special Operations Forces Industry Conference

Chris Harrington
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
Great Opportunities

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

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### Goals vs. Actual

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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](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](https://www.fbo.gov/index?s=agency&mode=form&tab=notices&id=63dd2680762c21c611c41c2499b507c5)