National Defense Industrial Association

10th National Small Business Conference

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Waterford Springfield, Springfield Virginia

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WHS is the essential services provider for the Office of the Secretary of Defense (OSD), Department of Defense (DoD) agencies, and offices in the National Capital Region. WHS provides a wide range of centralized capabilities to DoD headquarters, OSD, and DoD components, enabling economies of scale for delivering essential administrative services to fulfill the mission of the Department. WHS is aligned under the Director of Administration and Management (DA&M) for OSD.

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## What Kinds of Opportunities?

### WHS - Top ten NAICS/Industry Categories

<table>
<thead>
<tr>
<th>FY 2012</th>
<th>NAICS</th>
<th>Industry Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>$736.7M</td>
<td>54</td>
<td>Professional, Scientific and Technical Services</td>
</tr>
<tr>
<td>$106.9M</td>
<td>56</td>
<td>Administrative &amp; Support &amp; Waste Management and Remediation Services</td>
</tr>
<tr>
<td>$38.3M</td>
<td>23</td>
<td>Construction</td>
</tr>
<tr>
<td>$35.1M</td>
<td>51</td>
<td>Information</td>
</tr>
<tr>
<td>$34.1M</td>
<td>48</td>
<td>Transportation</td>
</tr>
<tr>
<td>$19.6M</td>
<td>33</td>
<td>Manufacturing</td>
</tr>
<tr>
<td>$12.6M</td>
<td>92</td>
<td>Public Administration</td>
</tr>
<tr>
<td>$9.1M</td>
<td>42</td>
<td>Wholesale Trade</td>
</tr>
<tr>
<td>$8.8M</td>
<td>61</td>
<td>Educational Services</td>
</tr>
<tr>
<td>$8.1M</td>
<td>44</td>
<td>Retail Trade</td>
</tr>
</tbody>
</table>

\$\$ = dollars  
Data Source: Federal Procurement Data Systems (FPDS-NG) Small Business Goal Reports  
Small Business eligible dollars represent total obligations after small business goal exclusions have been applied.
What Kinds of Opportunities?

How Much was Small Business:

- Total Small Business Eligible $$ obligated: $933.1M
- Total Small Business $$ obligated: $396.8M = 42.53%
- Small Disadvantaged Business $$ obligated: $192.1 = 20.59%
- Service-Disabled Veteran Owned Small Business $$ obligated: $71.5M = 7.67%
- Women Owned Small Businesses $$ obligated: $92.98M = 9.97%
- HUBZone Small Business $$ obligated: $54.1M = 5.80%

$$ = dollars

Data Source: Federal Procurement Data Systems (FPDS-NG) Small Business Goal Reports

Small Business eligible dollars represent total obligations after small business goal exclusions have been applied.
Mark J. Gazillo
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