Small Business Update
NDIA October 2018 Winter Conference

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• “Mission: DCMA performs Contract Administration Services (CAS) for DoD, other authorized Fed Agencies, foreign gov’ts, int’l organizations, and others as authorized.

• Specific guidance on roles and responsibilities for contract administration and management outlined in FAR 42.302 and DFARS 242.302
  • Small Business contract administration FAR 42.302 (a)(52)(53)(54) and (55)

• Predominant workload delegations are on major production type contracts. Other type contracts delegations accepted on case by case basis.

• Exceptions where contract administration is generally retained by the military services include:
  • SUPSHIPS contracts
  • Office of Naval Research contracts
  • Ammunition contracts
  • Army Corps of Engineer contracts and most facilities type contracts
  • “Post, Camp, and Station” contracts (note – this include most contracts for services)"
• Prime Subcontracting Program Compliance- 270
• Subcontract Plan Reviews (Individual, Commercial, and Master)-1700
• Administer DoD Mentor Protégé Pilot Program Agreements -70
• Administer and Manage the Comprehensive Small Business Subcontracting Test Program (CSP) – 9-$10B subcontracting Dollars
• Assist with Procurement Technical Assistance Center (PTAC) Reviews-+/- 54
“What I said the last time”

- Ongoing Initiatives
- DCMA/ DoD OSBP MOU
- Executing Policy and Processes
  - DCMA Capability Model (Primary)
- Distribution/Repository/ for Communicating Compliance Reviews
- Value of Reviews to the Services-OSBP Support/Regulations
- Getting it Right
  - The Big One - Monitoring Subcontracting Performance--Review Methodology/Criteria for Reviews/ Data and Management Tools/Manage Efficiencies-/Comprehensive/Consolidated/Review
Questions?

OR

Contact us at
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DOING BUSINESS
Marketing to DoD

- Follow the money.
- Arm yourself with information and facts, not emotion.
- Find your niche. Don’t try to be everything to everybody.
- Target your market and understand your prospective customer’s mission, environment, challenges and hot buttons.
- Meet with Small Business Professionals.
- Don’t provide a standard, canned presentation to potential customers. Research their requirements and understand their challenges.
- Explain how your service or product has a positive impact on a project’s cost, schedule and performance.
- Identify your differentiators—what separates you from other great performers?
- Translate the relevancy of your past performance; don’t expect a prospective customer to do it for you.
- When you meet with Program Managers and Contracting Officers, be prepared to discuss a real requirement, not your generic capabilities.”
Doing Business with DCMA

Top 5 NAICS Procurement Codes

• 337214 Office Furniture
• 334112 Computer Storage Device Manufacturing
• 334119 Other Computer Peripheral Equipment Manufacturing
• 517210 Wireless Telecommunication
• 541511 Custom Computer Programming Service