



**DCMA**

# 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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DEFENSE CONTRACT MANAGEMENT AGENCY

# DOING BUSINESS



- **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."**

## 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**