



Small Business Update

**NAVAIR Public Release 2022-291. Distribution Statement
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Presented to:

NAWCAD Industry Day

Presented by:

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Office of Small Business Programs

NAWCAD PAX

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EO 13985

- In Executive Order 13985, signed by the President on January 20 2021, the administration set a policy of using Federal contract spending to support small businesses and advance equity. In Executive Order 13985, *Advancing Racial Equity and Support for Underserved Communities through the Federal Government*, the President directed agencies to make Federal contracting and procurement opportunities more readily available to all eligible vendors and to remove barriers faced by underserved individuals and communities
- The administration set a goal of increasing the share of contracts awarded to small disadvantaged businesses (SDBs) to 15% by 2025



NAWCAD PAX Small Business Targets

	Prior	New
• Overall Small Business	30%	38%
• Small Disadvantaged	3.75%	5.74%
• Service Disabled Veteran Owned	4.5%	8.35%
• Woman Owned	4.5%	4.91%
• HUBZone	1.0%	0.74%

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2nd Qtr 2022 NAWCAD PAX Small Business Targets & Actuals

- Overall Small Business 38%
 - 46.874%
- Small Disadvantaged 5.74%
 - 5.721%
- Service Disabled Veteran Owned 8.35%
 - 13.040%
- Woman Owned 4.91%
 - 5.087%
- HUBZone 0.74%
 - 0.240%

As of 31 March 22

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What Makes a Good Sources Sought Response

- **Create a checklist, so you do not miss a single detail**
- **Fully address all questions posed in the SSN/RFI**
- **Do not respond with generic capability statements or extraneous marketing material**
- **Clearly indicate if your company is interested in serving as the prime or a subcontractor;**
 - **If interested as a prime, ensure that your response addresses how you will provide a total solution; i.e. where your company does not have a needed capability, identify who you plan to team/partner with that DOES have that capability**
 - **If interested as a subcontractor, indicate specifically what aspects of the requirement your company can fulfill**
- **Approach the notices as if the government is intending to go to a full and open competition. If your company does not have experience in all the areas of the SOW/PWS, explain how will you support the effort with other team members (reach back)**

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What Makes a Good Sources Sought Response

- **Address what the Navy is asking and not just send us a capability statement. Your company needs to show that you can do it, not just say you can**
- **Write the response from the perspective of how your company will mitigate any risks that should arise**
- **Sometimes there isn't enough information provided for the Navy to make a determination on whether your company can meet the requirements or not, more information is better**
- **If you have a question about the SAM announcement, ask the points of contact listed on the notice**
- **Ask for a debrief if you are not offered one**
- **Ask the OSBP for help, but don't wait until the last moment**

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Why this matters

- **We want and need good competition, our knowledge of Industry's capability, and desire to participate enables the Navy to craft a strategy that promotes good competition**
- **Your responses to the SSN's allow us to gauge whether Small Businesses are interested and if a SB set-aside is possible**
- **If we get one or two marginally qualified or indeterminate Small Business responses, then we have to "recast" the net, and mostly likely we will include large businesses**
- **If we only get 1 capable Small Business response and 10 Large Business responses, it makes it very hard to advocate for a Small Business set-aside**
- **Good competition equates to 2 or more capable businesses who can provide competitive offers**



Upcoming NAVAIR SB Events

- **Continuously offered NAVAIR OSBP team meetings with Industry**
 - Contact our office to be scheduled
- **Navy Gold Coast San Diego**
 - Sept 6-8 2022

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Back Up

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NAWCAD PAX Targets vs. Actuals

	NAWCAD PAX FY19	NAWCAD PAX FY20	NAWCAD PAX FY21	NAWCAD PAX
	Final	Final	Final	FY22 ACTUALS
				as of 31 MARCH 22
Prime Contracting Total Dollars	\$ 2,380,896,270	\$ 2,375,450,407	\$ 2,314,758,496	\$ 995,344,609
SMALL BUSINESS	36.560%	40.003%	38.934%	46.874%
Target	30.000%	30.000%	30.000%	38%
Dollars	\$ 870,455,673	\$ 950,249,323	\$ 901,229,027	\$ 466,553,067
SMALL DISADVANTAGED BUSINESS	5.932%	5.818%	6.140%	5.721%
Target	3.750%	3.750%	3.750%	5.74%
Dollars	\$ 141,226,358	\$ 138,207,059	\$ 142,115,183	\$ 56,943,461
VETERAN-OWNED SB	13.142%	13.773%	13.223%	16.916%
Dollars	\$ 312,895,734	\$ 327,177,656	\$ 306,076,671	\$ 168,375,130
SERVICE-DISABLED VETERAN-OWNED SB	6.667%	8.692%	8.810%	13.040%
Target	4.500%	4.500%	4.500%	8.35%
Dollars	\$ 158,735,490	\$ 206,463,530	\$ 203,937,349	\$ 129,789,849
WOMAN-OWNED SB	4.911%	5.131%	4.982%	5.087%
Target	4.500%	4.500%	4.500%	4.91%
Dollars	\$ 116,922,853	\$ 121,893,467	\$ 115,328,498	\$ 50,632,090
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.617%	0.973%	0.760%	0.240%
Target	1.000%	1.000%	1.000%	0.74%
Dollars	\$ 14,698,547	\$ 23,110,656	\$ 17,589,058	\$ 2,391,517

DoD does not assign a VOSB goal.

Data derived from SAM.gov Contract Data Report Small Business Achievements by Awarding Organization.

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