



# Department of the Navy Office of Small Business Programs

## The Department of the Navy's FY19-20 Small Business Strategic Plan



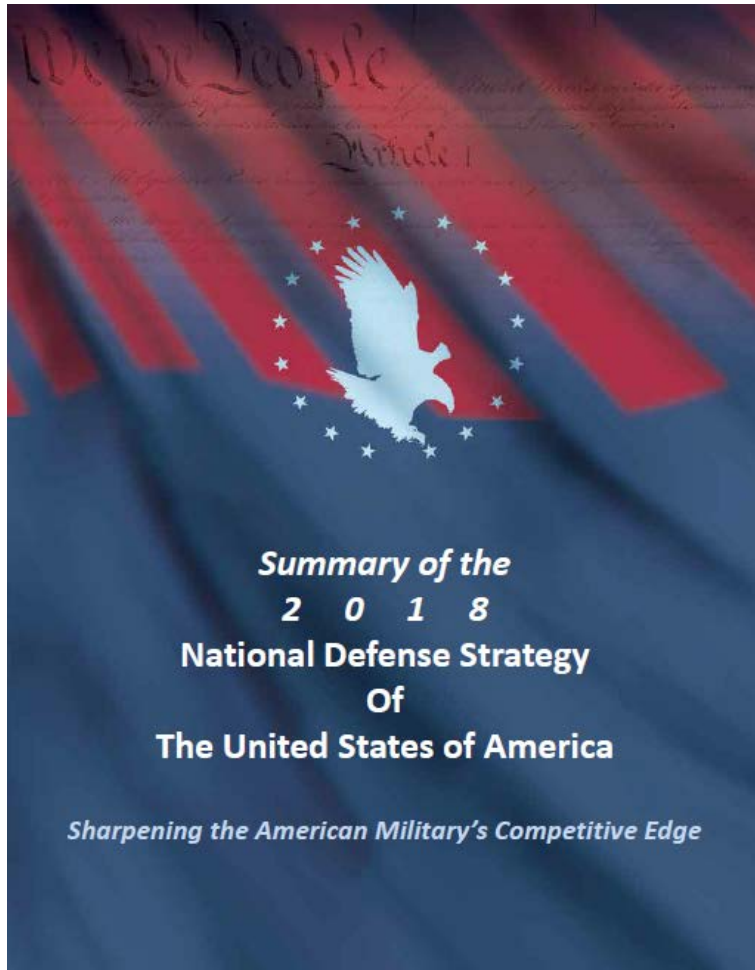
“Small Business...  
*The First Option*”

Ms. Emily Harman  
Director  
DON OSBP

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# National Defense Strategy

## Department of the Navy Office of Small Business Programs



## Three Lines of Effort

1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability



# History of DON OSBP

Department of the Navy  
Office of Small Business Programs



## In the Business of Small Business Since 1951



<http://SmallBusiness.Navy.mil>

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# Priorities

# Department of the Navy Office of Small Business Programs

## SMALL BUSINESS – THE FIRST OPTION



## FY 2019-2020 STRATEGIC PLAN

SMALL BUSINESS ENTERPRISE  
DEPARTMENT OF THE NAVY  
OFFICE OF SMALL BUSINESS PROGRAMS



## SMALL BUSINESS ENTERPRISE STRATEGIC FRAMEWORK

**Vision:** Influence change and enhance a culture of small business inclusiveness across the DON.

**Mission:** Foster acquisition opportunities where small businesses can best support Sailors, Marines, and their families through policy, advocacy, counseling and training.

**Strategy:** Promote a DON-wide culture that leverages small businesses as a strategic advantage.

### STRATEGIC THEMES AND FOCUS AREAS

PEOPLE	PROCESSES	CAPABILITIES
Ensure Professional Workforce Development	Strengthen Partnerships in the Acquisition Process	Optimize Communications



MOTTO: "SMALL BUSINESS - THE FIRST OPTION"

### VALUES

Leadership	Integrity	Advocacy
Professionalism	Customer Focus	Innovation



# Focus Areas

# Department of the Navy Office of Small Business Programs

## PEOPLE: ENSURE PROFESSIONAL WORKFORCE DEVELOPMENT

- Implement the Small Business Professional Career Path
- Encourage Mentoring relationships within the DON Small Business workforce

- Create a Cadre of Small Business Professionals
- Utilize the DON OSBP

## PROCESSES: STRENGTHEN PARTNERSHIPS IN THE ACQUISITION PROCESS

- Team with Program Managers to Identify Small Business Opportunities
- Engage with Heads of Contracting Activities and Program Executive Officers to ensure that Small Business Strategies include Measureable Performance Objectives
- Provide Tools for the Acquisition Workforce to Enhance Market Research
- Improve Visibility of Small Business Data within the DON and to Industry

## CAPABILITIES: OPTIMIZING COMMUNICATIONS

- Execute the Strategic Communication Plan to Engage all Stakeholders
- Optimize Internal and External Guidance/Communication on Small Business Related Policy and Topics
- Execute a Social Media Strategy to engage Government and Industry
- Strengthen Partnerships with Small Business Administration, Procurement Technical Assistance Centers, Small Business Development Centers, and Build Relationships with Regional Innovation Clusters/Centers

Small Business Programs

Participation in DON  
Materials for DON Small

Deficiencies Identified during



# DON's Business Operations Plan

# Department of the Navy Office of Small Business Programs



## DEPARTMENT OF THE NAVY Business Operations Plan



Fiscal Years  
2019-2021

VERSION 1.2  
October 2018



### Department of the Navy Priorities

The success of this Business Operations Plan, just like the rest of the Navy and Marine Corps team, rests on three essential priorities: **People, Capabilities, and Processes.**



**Without question, our military, civilian, and contractor workforces represent a national treasure, and our most precious resource. Our stewardship of our Nation's defense begins and ends with our people.**

- How we treat our people and their families reflects how we see ourselves collectively as a fighting force. Only the highest ethical standards should be condoned by every member of this team – lofty standards that the American people rightly measure and expect.
- A changing economic and technological environment includes new challenges and opportunities to attract, educate, groom, and retain talent across the Navy and Marine Corps team.

**The naval services are about the national capability to project power and continually achieve maritime dominance.**

- The DON will align National Defense Strategy-informed plans with the right leaders, tools, budget, and technology advancements, while communicating effectively with our Allies and Partners.
- Our Department's relationship with the American innovation ecosystem must evolve in more constructive and mutually beneficial ways, enhancing our existing relationships with industry, to include small businesses, while building new ones for the future.

**The DON will improve our enterprise processes to enable our people to meet complex future challenges. This document comprises our business plan to do just that, with end states that are objective and measurable.**

- Process improvement requires adequate analytic workspace, quality analytic tools, and skilled analysts to enable data driven decisions.
- The DON will leverage our partnerships with industry, to include small businesses, in order to incorporate leading practices in how we equip, train, and fight.

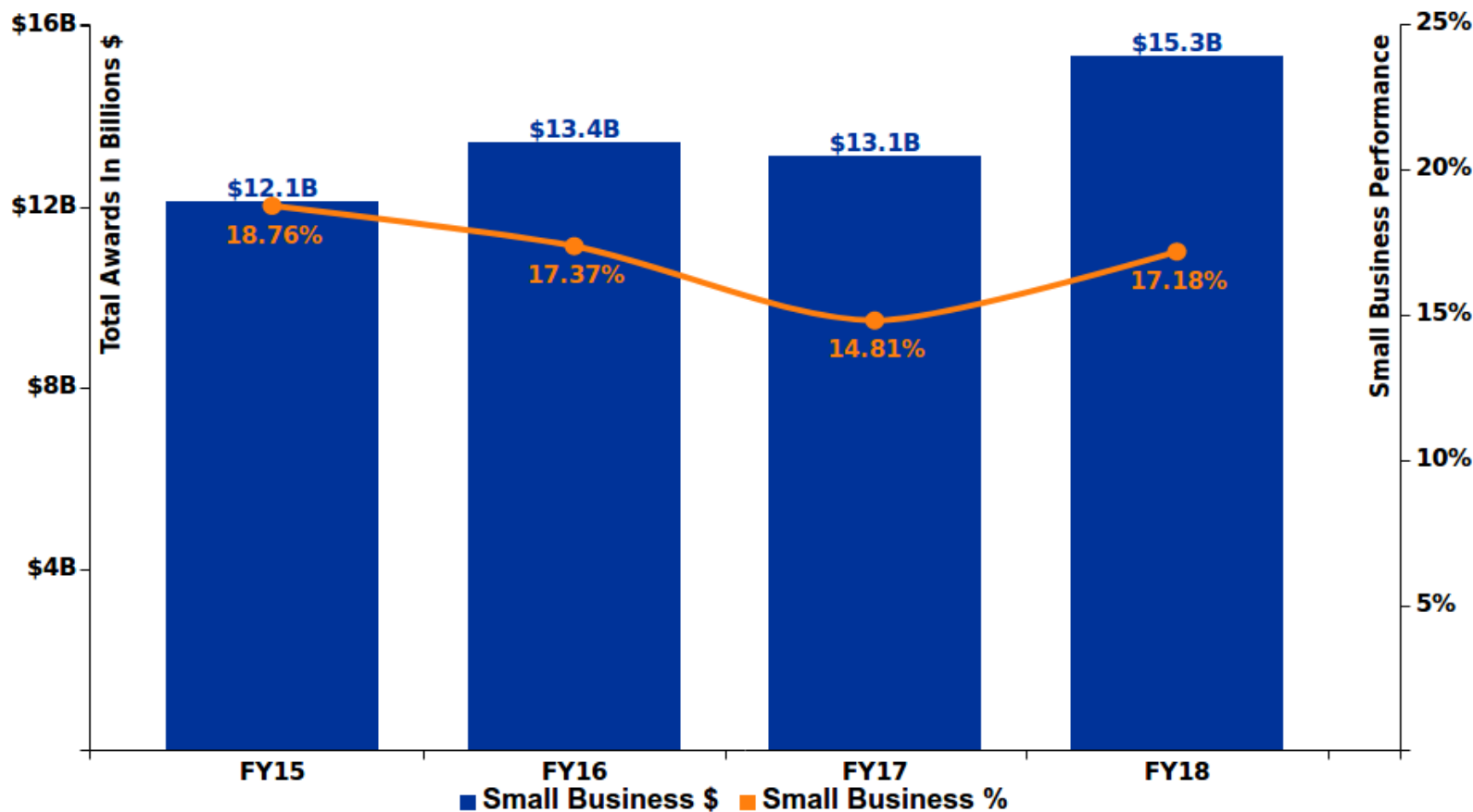
Version 12

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# SB Prime Contracting

## Department of the Navy Office of Small Business Programs



FY15 – FY17 data are all validated. FY18 is current as of 01 October 2018.

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# Sea Air Space Event

Department of the Navy  
Office of Small Business Programs

[www.seaairspace.org](http://www.seaairspace.org)



**MAY 6 - 8, 2019**

**GAYLORD NATIONAL CONVENTION CENTER  
NATIONAL HARBOR, MD**



Year	Date
2019	May 6 - 8
2020	April 6 - 8
2021	April 12 - 14

<http://SmallBusiness.Navy.mil>

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# DON Small Business Procurement Event

Department of the Navy  
Office of Small Business Programs

[www.navygoldcoast.org](http://www.navygoldcoast.org)



July 25 - 26, 2019

San Diego Convention Center  
111 W. Harbor Drive, San Diego



<http://SmallBusiness.Navy.mil>

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# Get Connected

# Department of the Navy Office of Small Business Programs

## DON OSBP Facebook Page:

[www.facebook.com/NAVYOSBP](http://www.facebook.com/NAVYOSBP)

obtain up to date Defense Industry information, Navy and Marine Corps outreach events, informational videos, and participate in Facebook Live events.

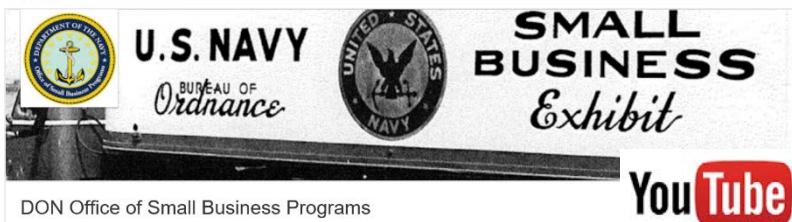


Participate Live with DON Leadership, Small Business Professionals, and in Industry Discussions

Topics Include:  
DON Small Business Utilization  
SBIR/STTR  
Being Procurement Ready  
Market Research  
Acquisition Integrity  
Other Transaction Authority  
Stay Tuned for Future Topics



Search



DON Office of Small Business Programs



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[www.youtube.com](http://www.youtube.com)

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