Doing Business With DISA

Carlen Capenos
Director, Office of Small Business Programs
2019
Doing Business With DISA

- Know Who We Are
- Know What We Buy
- Know How We Buy
- Know Barriers to Entry

Attend DISA 101:
- Send email to disa.meade.osbp.mbx.disa-small-business-office@mail.mil

Forecast to Industry 2019:
- View Slides and Video: https://www.disa.mil/NewsandEvents/Events/Forecast-to-Industry-2019

Review Forecast:
- Same page as Forecast to Industry – click “Forecast of Procurement Actions”
About Office of Small Business Programs

• **Who:**
  – Carlen Capenos, Director
  – Arielle Douglas, Associate Director
  – Brenda Leonard, Small Business Professional
  – Corey Wollard, Small Business Professional

• **What:** Small Business Advocacy: Enables DISA to gain access to the efficiency, innovation, and creativity offered by small businesses. OSBP is an integral player and value-added advisor in the development of agency acquisition strategies to ensure compliance with laws, directives, goals, and objectives related to small business initiatives.

• **Where:**
  – Fort Meade: DISA HQ, Room O2E32
  – Scott Air Force Base: DITCO Scott, Building 3600

• **When:** Everyday

• **Why:** It’s the Law…and Good for the Country
About Office of Small Business Programs

• **What** (Continued):
  – Meet with Small Businesses and Large Businesses
  – Train Small and Large Businesses and Internal Stakeholders
  – Help / Facilitate / Provide Information / Assist
  – Review acquisition packages and assist in determining the strategy
  – Participate in Events that Promote Small Businesses
  – Advise DISA Leadership on Small Business
  – Review Subcontracting Plans / Acquisition Plans
  – Participate in Source Selections
  – Liaison with Small Business Administration
**DISA has exceeded prime small business goals every year since FY12**

<table>
<thead>
<tr>
<th>FY</th>
<th>Small Business Prime Goal</th>
<th>DISA SB Prime Goal Achievement</th>
<th>Prime SB Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY19</td>
<td>28%</td>
<td>29.15%</td>
<td>$1,865,011,749</td>
</tr>
<tr>
<td>FY18</td>
<td>28%</td>
<td>27.98%</td>
<td>$1,632,146,182</td>
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<tr>
<td>FY17</td>
<td>27%</td>
<td>26.67%</td>
<td>$1,596,585,438</td>
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<tr>
<td>FY16</td>
<td>27%</td>
<td>28.15%</td>
<td>$1,515,025,607</td>
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<tr>
<td>FY15</td>
<td>26%</td>
<td>30.65%</td>
<td>$1,473,638,617</td>
</tr>
<tr>
<td>FY14</td>
<td>26%</td>
<td>33.18%</td>
<td>$1,675,901,016</td>
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<tr>
<td>FY13</td>
<td>26%</td>
<td>30.48%</td>
<td>$1,331,551,264</td>
</tr>
<tr>
<td>FY12</td>
<td>25%</td>
<td>25.34%</td>
<td>$1,291,615,483</td>
</tr>
</tbody>
</table>
## DISA FY19 Small Business Goals Achievements

$6.4$ Billion Total Eligible Small Business Dollars

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>23%</td>
<td>21.8%</td>
<td>28%</td>
<td>29.1%</td>
<td><strong>$1.86B</strong></td>
<td>5,466</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>10%</td>
<td><strong>$639M</strong></td>
<td>2,304</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>8%</td>
<td><strong>$513M</strong></td>
<td>1,273</td>
</tr>
<tr>
<td>Service-Disabled Veteran Owned</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>7.1%</td>
<td><strong>$453M</strong></td>
<td>892</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone</td>
<td>3%</td>
<td>3%</td>
<td>1.5%</td>
<td>2.8%</td>
<td><strong>$183M</strong></td>
<td>570</td>
</tr>
</tbody>
</table>

Figures are as calculated by the official FPDS-NG SB Achievements by Awarding Organization Report. These figures will continue to fluctuate until certified by the SBA.
CONTACT US

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