

## **\*NAVAL SUPPLY SYSTEMS COMMAND SMALL BUSINESS STRATEGY\***

*“Our objective is to leverage small business to achieve a lasting impact on the quality of our products, improve economic market competitiveness and mission effectiveness for years to come.”*

### **NAVSUP MISSION**

The Naval Supply Systems Command (NAVSUP) is proud to be the Navy’s trusted provider of logistics management; overseeing a diverse portfolio of operations including: supply chain management of material support for the Navy, Marine Corps, joint and coalition partners, supply operations, conventional ordnance, contracting, resale, fuel, transportation, security assistance, and quality of life programs for our naval forces, which include food service, postal services, Navy Exchanges, and the movement of household goods.

NAVSUP optimizes its supply chain by pursuing small business participation to the maximum extent possible and is steadfast in its pursuit of fostering the culture of “Small Business-The First Option” throughout the command.

Our small business success ensures the global supply chain is responsive to our customers’ requirements in an ever-changing environment. Our relationships with federal, coalition, and commercial partners are critically important to how we deliver our products and services to our customers.

NAVSUP sustains the fleet today, plans for tomorrow, and is always ready for sea.

### **INTENT**

The intent of NAVSUP’s Small Business Strategy is to lay out the specific framework for how NAVSUP will strive to significantly enhance its partnerships with small businesses. Our objective is to leverage small business to achieve a lasting impact on the quality of our products, improve economic market competitiveness and mission effectiveness for years to come.

As a Head of Contract Activity (HCA), NAVSUP takes full responsibility for ensuring that small business interests are recognized and protected through all phases of the acquisition life cycle. Ensuring the health of our industrial base is of the highest priority. Additionally, NAVSUP is committed to implementing initiatives that promote small business in all facets of its organization; understanding the strategic advantage that these vendors provide to our mission success.

## **NAVSUP Office of Small Business Programs (OSBP)**

The Naval Supply Systems Command (NAVSUP) Office of Small Business Programs (OSBP) is led by the diligent Small Business Professionals (SBPs) at our echelon III and IV commands, who are dedicated to advocating and maximizing procurement opportunities for small businesses within their respective activities. NAVSUP SBPs coordinate their efforts through the NAVSUP Headquarters (HQ) Office of Small Business Programs, who is the lead advisory and advocacy office for all small business matters for the NAVSUP enterprise.

NAVSUP looks to further improve its small business execution by leveraging momentum it has gained through previous efforts and its renewed commitment to reforming all areas of its business model through strategic initiatives.

### **Three-Pronged Approach**

NAVSUP will execute its small business approach by channeling its efforts through a three-pronged approach, designed at maximizing small business involvement in Navy contracts:

- I. Build Partnerships in the Acquisition Process**
- II. Optimize Communications**
- III. Improve Small Business Participation as Prime Contractors and Subcontractors**

#### **I. Build Partnerships in the Acquisition Process**

NAVSUP will continue to forge relationships with our customers by engaging in open communications to share information and data on current and future requirements, spending patterns, market research, and identify opportunities for competition with small business. The main avenues for improving our effectiveness will be centered on internal IT improvements and establishing a customer focused approach of portfolio management by our contracting offices.

The NAVSUP SBPs will continue to collaborate with the contracting community and engage in the acquisition planning process as early as possible. The SBPs will assist in performing market research for the customers and contracting staffs. One way NAVSUP is looking to improve the area of market research is to develop an internal small business database, capturing information on small business firms that have either expressed interest or have previously performed on NAVSUP requirements.

Through improved portfolio management, NAVSUP contracting offices will engage in strategic discussions with its customers and SBPs to look for opportunities to reduce procurement lead times and improve mission effectiveness. Utilizing this approach, small business execution will become a focal area of importance.

Driving the execution of this is an effort underway by NAVSUP HQ Contracting and OSBP staffs to reform our Procurement Performance Management Assessment Program (PPMAP) to

realign our process to make measureable impacts to improvements in regulatory compliance and mission success. More specifically HQ is looking to implement an 18-month Management Review visit to address past PPMAP findings, gain insight into the execution of upcoming requirements and address small business participation initiatives.

The following initiatives will be specifically targeted to further develop our “Small Business First Option” culture:

- Local SBP’s engage quarterly with their major customers to establish a working relationship and develop requirements to move from unrestricted to SBSA
- Foster improved market research through proactive acquisition planning with customers and contracting.
- Identify outreach events/DoD OSBP partnerships that we can leverage for improved industry awareness
- NAVSUP OSBP rotational assignments
  - Encouraging rotations through OSBP offices and recognizing them as accounting towards continuing education hrs. for acquisition workforce members.
- Institute formal policy recognizing OSBP rotational assignments as accredited hours towards meeting continuing education achievement for acquisition workforce members.

## **II. Optimize Communications**

NAVSUP recognizes the importance of maintaining a consistent and clear communication channel with industry, as there is a direct correlation between the ability to accurately convey current/anticipated needs and the speed, and effectiveness of which those needs are met by the small business community. NAVSUP is looking to improve its communication with industry through improvements in the following areas:

- Improvements to the information available on our public website ([https://www.navsup.navy.mil/public/navsup/business\\_opps/](https://www.navsup.navy.mil/public/navsup/business_opps/)) such as identifying requirements that historically have low small business participation
- Development of small business “tool kits” (Important resources to doing business with NAVSUP)
- Leverage the use of NAVSUP and DON OSBP social media accounts to better promote upcoming out-reach event attendance, and locate specific SB vendors based on NAICS
- Establish SB recognition program
  - Recognize both gov’t and industry partners making a significant impact on NAVSUP’s mission
- Further improve our virtual offerings
  - NAVSUP’s Interested Vendor Submission Portal

- Virtual SB days, customer briefings
- Ensure NAVSUP OSBP is represented at pre-solicitation conferences
- Attend commercial conferences targeted at non-traditional vendors in the areas of IT and commercial supply chain technology

## **II. Improve Small Business Participation as Prime Contractors and Subcontractors**

Lastly, NAVSUP is steadfast in its commitment to improving the participation of small business at both the prime and subcontracting levels. In addition to the cumulative effect of the previously mentioned initiatives, the OSBP office will engage in the following:

- Reform NAVSUP's Long Range Acquisition Forecast (LRAF) to align with best in practice across DON/DOD
- IAW OMB: M-22-03 **Advancing Equity in Federal Procurement**, NAVSUP will implement strategy to tier small business strategic spend to support NAVSUP/DON SB goaling.
- Identify and establish Pro-Small Business acquisition policy at NAVSUP
  - i.e. past performance requirements shall be above the size standard for source selection consideration
  - Bring renewed focus on reducing proposal cost burden through initial technical evaluation prior to full proposal submission.
- Create Training Plan along with Contracting to improve market research and understanding of subcontracting requirements
- Pursue the development of a Subcontracting PM role to bring renewed focus on FAR 19.7 compliance
- Advocate for increased weighting of small business participation and historical execution of small business (at the subcontracting level) in source selection criteria.
- Consider realigning NAVSUP's Small Business Innovation Research (SBIR) program under OSBP.



Table below provides NAVSUP's Small Business targets and achievements

Category	FY21 Achievement	FY22 Goals	FY22 Achievements (as of 2/01/22)
Small Business (SB)	27.00%	23.94%	14.08%
Small Disadvantaged Business (SDB)	10.37%	9.37%	6.11%
Service-Disabled Veteran-Owned SB (SDVOSB)	6.31%	5.85%	3.19%
Women-Owned SB (WOSB)	7.19%	6.06%	3.58%
Historically Underutilized Business Zone (HUBZone) SB	1.09%	1.06%	0.45%

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