



## **\*NAVAL SUPPLY SYSTEMS COMMAND SMALL BUSINESS STRATEGY\*** **FY 2019-2020**

*"Our objective is to achieve a lasting impact on the quality of our product, economic market competitiveness, and overall mission effectiveness for the years to come."*

### **NAVSUP MISSION**

Naval Supply Systems Command's (NAVSUP) mission is to provide supplies, services, and quality-of-life support to the Navy and joint warfighter.

NAVSUP has a tradition of meeting the tests of dynamic operating and fiscal environments and remains dedicated to ensuring the Navy is ready to meet its mission. It is the resilience and adaptability of our supply community (civilian, active duty, and Reserve component) that allows us to overcome challenges, provide solutions, and deliver to our customer. NAVSUP sustains the fleet today, plans for tomorrow, and is always ready for sea.

### **INTENT**

The intent of the 2019-2020 NAVSUP 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 achieve a lasting impact on the quality of our product, economic market competitiveness, and overall mission effectiveness for the 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 around 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:

- Improve the visibility of small business “Good News” stories by establishing a Small Business Spotlight release in command publications.



- Establish a Small Business Recognition Program designed at recognizing both government and industry partners that have made a significant impact on NAVSUP's mission.
- Present a "Year in Review" execution brief to senior leadership in collaboration with contracting representation.
- 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 advertise upcoming out-reach event attendance, and locate specific SB vendors based on NAICS.
- Establish recurring vendor days to allow for prospective small business contractors to meet with NAVSUP customers and contracting staffs to present their capabilities.
- Advertise command-wide vendor day schedule on public website.
- 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 a forementioned initiatives, the OSBP office will engage in the following:

- Consult customers and contracting staff on the formation of performance work statements to remove unintended barriers that may limit the ability for small business to be competitive.
- Advocate for increased weighting of small business participation and historical execution of small business (at the subcontracting level) in source selection criteria.



- OSBP conduct thorough reviews of proposed acquisition strategies to ensure proper market research is being conducted, that all documentation validates conclusions made, and that small business participation is addressed in source selection requirements.
- Conduct a review of all subcontracting plans for adequacy and attainability of goals.
- Through the Contract Review Board (CRB) process validate that proper consideration is being made to assess historical subcontracting execution in responsibility determinations.
- Evaluate the compliance of small business regulations at all NAVSUP commands and assess their efforts in aligning with this strategy through QASA reviews and quarterly metric briefs to senior leadership.

Table below provides NAVSUP's Small Business targets and achievements

Category	FY18 Achievement	FY19 Goals	FY19 Achievements (as of 6/26/19)
Small Business (SB)	26.62%	26.08%	19.35%
Small Disadvantaged Business (SDB)	9.85%	9.70%	5.87%
Service-Disabled Veteran-Owned SB (SDVOSB)	7.04%	7.10%	5.04%
Women-Owned SB (WOSB)	6.41%	6.0%	4.00%
Historically Underutilized Business Zone (HUBZone) SB	1.00%	1.0%	.76%





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