



Defense Intelligence Agency Office of Small Business Programs HUBZone and WOSB Industry Outreach Event



Information To Win™:

Avoid 'Set-Aside or Bust'





Defense Intelligence Agency Office of Small Business Programs HUBZone and WOSB Industry Outreach Event

Only Pursuing Small Business Set-Asides?



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Where's That Competitive Spirit?



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Besides, Larger Companies Don't Always Win.



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What Viable Opportunities Are You Missing?



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According to FPDS-NG:

Sum of Action Obligation	Fiscal Year		
Contracting Officers Business Size Selection	2013	2014	Grand Total
	\$ 6,343,359.84	\$ 65,717,898.97	\$ 72,061,258.81
OTHER THAN SMALL BUSINESS	\$ 370,039,498,938.37	\$ 237,794,694,719.38	\$ 607,834,193,657.75
SMALL BUSINESS	\$ 91,877,179,399.88	\$ 55,894,164,920.38	\$ 147,771,344,320.26
Grand Total	\$ 461,923,021,698.09	\$ 293,754,577,538.73	\$ 755,677,599,236.82

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According to FPDS-NG:

Sum of Action Obligation	Fiscal Year		
Type of Set Aside	2013	2014	Grand Total
8(A) SOLE SOURCE	\$ 7,754,558,587.65	\$ 4,073,328,755.73	\$ 11,827,887,343.38
8(A) WITH HUB ZONE PREFERENCE	\$ 8,470,268.48	\$ (402,858.67)	\$ 8,067,409.81
8A COMPETED	\$ 6,898,485,762.72	\$ 4,456,885,100.28	\$ 11,355,370,863.00
BUY INDIAN	\$ 25,999,957.11	\$ 38,936,511.91	\$ 64,936,469.02
ECONOMICALLY DISADVANTAGED WOMEN OWNED SMALL BUSINESS	\$ 60,207,420.50	\$ 24,985,867.11	\$ 85,193,287.61
EMERGING SMALL BUSINESS SET ASIDE	\$ 1,265,327.22	\$ 744,861.99	\$ 2,010,189.21
HBCU OR MI SET-ASIDE -- PARTIAL	\$ 1,553,339.44	\$ 2,386,165.00	\$ 3,939,504.44
HBCU OR MI SET-ASIDE -- TOTAL	\$ 3,131.37	\$ 70,483.71	\$ 73,615.08
HUBZONE SET-ASIDE	\$ 1,762,742,984.67	\$ 804,300,513.64	\$ 2,567,043,498.31
HUBZONE SOLE SOURCE	\$ 27,885,598.92	\$ 16,548,323.13	\$ 44,433,922.05
RESERVED FOR SMALL BUSINESS	\$ 38,077,921.87	\$ 27,668,184.92	\$ 65,746,106.79
SDVOSB SOLE SOURCE	\$ 186,471,379.63	\$ 81,846,927.69	\$ 268,318,307.32
SERVICE DISABLED VETERAN OWNED SMALL BUSINESS SET-ASIDE	\$ 4,411,094,035.84	\$ 2,852,863,850.87	\$ 7,263,957,886.71
SMALL BUSINESS SET ASIDE - PARTIAL	\$ 1,407,903,494.69	\$ 743,560,643.62	\$ 2,151,464,138.31
SMALL BUSINESS SET ASIDE - TOTAL	\$ 28,650,740,555.77	\$ 17,600,870,739.54	\$ 46,251,611,295.31
VERY SMALL BUSINESS	\$ -	\$ -	\$ -
VETERAN SET ASIDE	\$ 36,304,441.59	\$ 28,037,242.60	\$ 64,341,684.19
VETERAN SOLE SOURCE	\$ 7,061,420.40	\$ 4,986,558.51	\$ 12,047,978.91
WOMEN OWNED SMALL BUSINESS	\$ 39,960,102.45	\$ 64,514,951.66	\$ 104,475,054.11
Grand Total	\$ 51,318,785,730.32	\$ 30,822,132,823.24	\$ 82,140,918,553.56

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HUBZone Set-Asides and Sole Source:

Sum of Action Obligation	Fiscal Year <input type="button" value="v"/>		
Type of Set Aside <input type="button" value="T"/>	2013	2014	Grand Total
8(A) WITH HUB ZONE PREFERENCE	\$ 8,470,268.48	\$ (402,858.67)	\$ 8,067,409.81
HUBZONE SET-ASIDE	\$ 1,762,742,984.67	\$ 804,300,513.64	\$ 2,567,043,498.31
HUBZONE SOLE SOURCE	\$ 27,885,598.92	\$ 16,548,323.13	\$ 44,433,922.05
Grand Total	\$ 1,799,098,852.07	\$ 820,445,978.10	\$ 2,619,544,830.17

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HUBZone – No Set-Asides Used:

Type of Set Aside	NO SET ASIDE USED. ▾		
Is Vendor - SBA Certified Hub Zone firm	YES ▾		
Sum of Action Obligation	Fiscal Year ▾		
	2013	2014	Grand Total
Total	\$ 1,417,860,906.61	\$ 776,103,019.89	\$ 2,193,963,926.50

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WOSB and EDWOSB Set-Asides:

Sum of Action Obligation	Fiscal Year		
Type of Set Aside	2013	2014	Grand Total
ECONOMICALLY DISADVANTAGED WOMEN OWNED SMALL BUSINESS	\$ 60,207,420.50	\$ 24,985,867.11	\$ 85,193,287.61
WOMEN OWNED SMALL BUSINESS	\$ 39,960,102.45	\$ 64,514,951.66	\$ 104,475,054.11
Grand Total	\$ 100,167,522.95	\$ 89,500,818.77	\$ 189,668,341.72

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WOSB and EDWOSB – No Set-Asides Used:

Is Vendor Business Type - Economically Disadvantaged Women Owned Small Business	YES			
Is Vendor Business Type - Joint Venture Economically Disadvantaged Women Owned Small Business	(All)			
Is Vendor Business Type - Joint Venture Women Owned Small Business	(All)			
Is Vendor Business Type - Women Owned Small Business	(All)			
Contracting Officers Business Size Selection	(All)			
Type of Set Aside	NO SET ASIDE USED.			
Sum of Action Obligation	Fiscal Year			
	2013	2014		Grand Total
Total	\$ 592,489,349.58	\$ 325,866,300.62		\$ 918,355,650.20
Is Vendor Business Type - Economically Disadvantaged Women Owned Small Business	(All)			
Is Vendor Business Type - Joint Venture Economically Disadvantaged Women Owned Small Business	YES			
Is Vendor Business Type - Joint Venture Women Owned Small Business	(All)			
Is Vendor Business Type - Women Owned Small Business	(All)			
Contracting Officers Business Size Selection	(All)			
Type of Set Aside	NO SET ASIDE USED.			
Sum of Action Obligation	Fiscal Year			
	2013	2014		Grand Total
Total	\$ 35,167,592.39	\$ 33,573,909.24		\$ 68,741,501.63

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WOSB and EDWOSB – No Set-Asides Used:

Is Vendor Business Type - Economically Disadvantaged Women Owned Small Business	(All)		
Is Vendor Business Type - Joint Venture Economically Disadvantaged Women Owned Small Business	(All)		
Is Vendor Business Type - Joint Venture Women Owned Small Business	YES		
Is Vendor Business Type - Women Owned Small Business	(All)		
Contracting Officers Business Size Selection	(All)		
Type of Set Aside	NO SET ASIDE USED		
Sum of Action Obligation	Fiscal Year		
	2013	2014	Grand Total
Total	\$ 34,522,322.21	\$ 37,511,992.75	\$ 72,034,314.96

Is Vendor Business Type - Economically Disadvantaged Women Owned Small Business	(All)		
Is Vendor Business Type - Joint Venture Economically Disadvantaged Women Owned Small Business	(All)		
Is Vendor Business Type - Joint Venture Women Owned Small Business	(All)		
Is Vendor Business Type - Women Owned Small Business	YES		
Contracting Officers Business Size Selection	(All)		
Type of Set Aside	NO SET ASIDE USED		
Sum of Action Obligation	Fiscal Year		
	2013	2014	Grand Total
Total	\$ 1,395,262,028.50	\$ 966,511,906.53	\$ 2,361,773,935.03

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For Women-Owned Small Businesses:

\$3,420,905,401.82

When set-asides **were not** a factor in FY13 and FY14.

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If Business Growth is Your Goal:



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Develop Relationships:



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Create Executable Plans and Processes:



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Seek Out and Leverage Good Information:



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Go After Low-Hanging Fruit for Past Performance:



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As An Example:



During FY13 and FY14, WOSB, EDWOSB and HUBZone small businesses captured **\$1,024,140,751.13** in Simplified Acquisitions **not set-aside**. This is in addition to **\$1.8B** in 'simplified' set-asides.

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‘Doing Business in the Intelligence Community’:

Upcoming panel discussion will provide more insights



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Presenter:

Guy Timberlake,

Co-Founder & Chief Visionary Officer
The American Small Business Coalition

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About the Presenter:

Guy is co-founder of **The American Small Business Coalition** and has been hands-on in government contracting since 1988 when he supported the manufacturer of TEMPEST data processing systems used for collection and analysis by the U.S. Intelligence Community. Professionally, he is focused on developing relationships and education programs for small federal contractors, and conducting extensive market research and analysis in support of The American Small Business Coalition's members. He is a member of the Board of Directors for **American Freedom Foundation (AFF)**, a 501(c) 3 charity co-founded by the 12th Sergeant Major of the U.S. Army, Jack Tilley. AFF supports active military members, Veterans, Wounded Warriors and military families. Guy and his wife (and business partner) Margaret reside in Columbia, MD and are the proud parents of a very bright and beautiful four year old daughter.

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