Department of the Navy
Naval Supply Systems Command

Year-End Review
&
FY15 Projections
## Report Documentation Page

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### 5b. GRANT NUMBER

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### 5d. PROJECT NUMBER

### 5e. TASK NUMBER

### 5f. WORK UNIT NUMBER

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### 14. ABSTRACT

### 15. SUBJECT TERMS

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<table>
<thead>
<tr>
<th>a. REPORT</th>
<th>b. ABSTRACT</th>
<th>c. THIS PAGE</th>
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<tbody>
<tr>
<td>unclassified</td>
<td>unclassified</td>
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### 17. LIMITATION OF ABSTRACT
Same as Report (SAR)

### 18. NUMBER OF PAGES
6

### 19a. NAME OF RESPONSIBLE PERSON

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Standard Form 298 (Rev. 8-98)
Prescribed by ANSI Std Z39-18
FY14 SB Dashboard NAVSUP  Data as of: 06 August 2014

SBAM Spend: 4,781,281,323  Total Spend: 4,791,652,294
<table>
<thead>
<tr>
<th>Where do you think you will end up for FY14? Why?</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB – 26.0%, SDB – 8.0%, SDVOSB – 3.6%, WOSB – 6.6%, HZ – 0.6, Sweetspot – 81.0%.</td>
</tr>
</tbody>
</table>

Drivers: SB - $200M in NMCI carry-over awards from FY13; HZ - loss of sources.
Efforts: targeted emphasis on services & HZ; continued emphasis on SAP SBSAs.

<table>
<thead>
<tr>
<th>Significant unexecuted set-aside awards that impacted your FY14 goal</th>
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<tbody>
<tr>
<td>• GBS follow-on contract (100% set-aside) was expected to be in place this FY but will not be awarded until Feb 2015.</td>
</tr>
<tr>
<td>• Impact: Multi-year requirements could not be placed on GBS in FY14. Some alternate strategic sourcing solutions did not result in set-asides.</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Industries and/or socio-economic Concerns</th>
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<tbody>
<tr>
<td>• SB - Final year of GBS (follow-on not awarded);</td>
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<tr>
<td>• HUBZone - loss of certified firms;</td>
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<tr>
<td>• SDVOSB – major SDVOSB contract may realign outside NAVSUP.</td>
</tr>
<tr>
<td>• Decline in spend continues at some customer-driven sites.</td>
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<tr>
<th>Plan to Increase SB performance</th>
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<tbody>
<tr>
<td>Services Contracting: Establish deep-dive positions with strategic sourcing office to pre-review expiring services contracts to identify break-up/break-out candidates for SB in “way ahead” mode.</td>
</tr>
</tbody>
</table>
### Projected overall & SB spends in FY15

**NAVSUP Eligible Spend for FY15:**
$6.8 Billion

**Small Business Spend for FY15:**
$1.77 Billion – 26.0%

### Command’s projected targets and group performance in FY15

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>SDB</td>
<td>8.0%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3.5%</td>
</tr>
<tr>
<td>WOSB</td>
<td>6.6%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>0.6%</td>
</tr>
<tr>
<td>Sweetspot</td>
<td>81%</td>
</tr>
<tr>
<td>KBS</td>
<td>30%</td>
</tr>
<tr>
<td>Facility</td>
<td>50%</td>
</tr>
<tr>
<td>Elect/Comm</td>
<td>10%</td>
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</tbody>
</table>

### Strategy changes from FY14

- Expiring services contract deep-dive analysis initiative.
- Supplies: review LTCs for SB pass-through items & remove where possible.

### Non-expiring funds pushed to FY15 & beyond that would impact coming years

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<td>N/A</td>
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</table>
**Concerns**

- FPDS-NG logic out-of-date
- NMR disconnect with SBA (FAR guidance vs. SBA intent) on distributor “set-asides” for brand-name/SS products.
- Overseas application of SB programs and resulting impact.

**Developed Metrics**

- Track percent of award actions to SB in addition to percent of award dollars.
- Rate of competition

**What’s right?**

Keep dashboard focus on the SB program targets.

**What’s missing?**

Competition statistics.

**What can be better?**

- Portfolio spend data not accurate due to FPDS-NG pulling only the top NAICS assigned to a MAC. (KO can’t change in CARs.)
- Set-aside rate not accurate due to FPDS-NG inability to code discretionary set-asides.
Questions

Status Update Requests – what is the latest news on:
• Implementing the SBA Final Rule regarding SB programs applying regardless of place of performance (e.g., overseas)
• Consolidating SYSCOM SB offices
• Changing small business series to 1101
• Eliminating part-time SB positions
• Releasing DD2597 revision, latest version