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OSBP Briefing Presentation Deck

Strategic Communications Team

INDUSTRY ENGAGEMENT & STRATEGIC COMMUNICATIONS

DOD OFFICE OF SMALL BUSINESS PROGRAMS

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OSBP MISSION & VISION



MISSION

We maximize opportunities for small businesses to contribute to national security by providing combat power for our troops and economic power for our nation.



VISION

We are a network of small business professionals with common values, shared knowledge, and regular communication, who partner with acquisition professionals seeking small businesses to fulfill DoD procurement requirements and give our Service Members the competitive advantage.

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OSBP PRIORITIES



MAXIMIZE CONTRIBUTIONS

To maximize the contributions of small businesses in DoD acquisitions



DEMONSTRATE EFFICACY

To demonstrate that increased small business participation can support DoD priorities while protecting the Warfighter



SUPPORT INITIATIVES

To support Acquisition and Sustainment (A&S) initiatives through policy, data analytics, workforce development, and small business industry outreach



PROVIDE LEADERSHIP

To provide leadership and governance to the Military Departments and Defense Agencies to meet the needs of the Nation's Warfighters



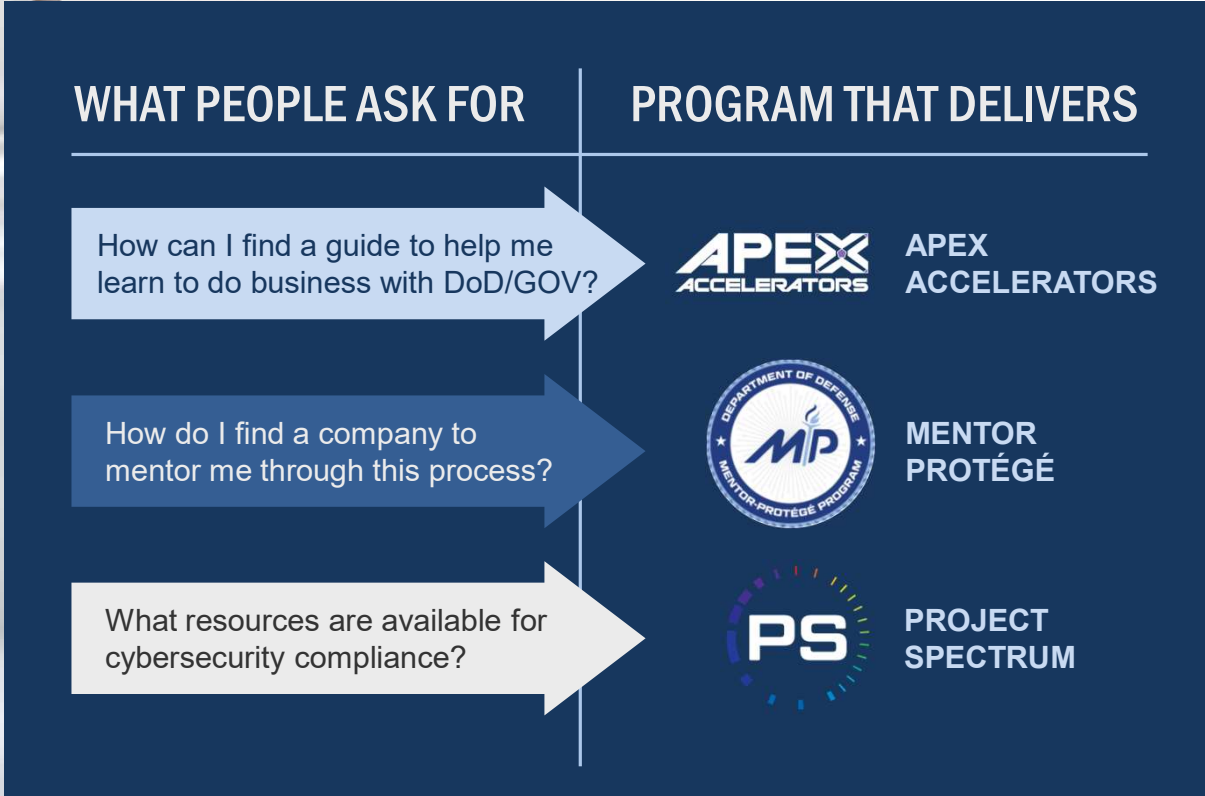
CREATE OPPORTUNITIES

To create opportunities for our nation's small businesses to directly support the National Defense Strategy while ensuring they remain responsive, resilient, secure, and diversified

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TOP REASONS OSBP IS CONTACTED





SMALL BUSINESS PROFESSIONALS & APEX ACCELERATORS

700

Small Business Professionals



Small Business Professionals from the Air Force, Army, Navy, and 4th Estate Small Business Programs are responsible for leading the acquisition workforce to maximize small business opportunities and help them achieve success in the DoD's small business programs through:

- Market research
- Acquisition strategies
- Innovation research
- Technology programs
- Socioeconomic programs
- Advocacy and outreach
- Legislation influence
- Business advice

650

APEX Accelerators Personnel



At over 90 locations across the country, **APEX Accelerators** help businesses find, bid, and win procurement opportunities with Department of Defense, federal, state, and local government entities.

Through one-on-one and group counseling, the APEX team educates and assists businesses to compete more effectively in the government marketplace.

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OSBP SMALL BUSINESS PROGRAMS & LEADERS

MENTOR- PROTÉGÉ PROGRAM

Pairing small
businesses with
industry mentors

Kasey Diaz
DIRECTOR

APEX ACCELERATORS

Counseling & training
businesses interested in
government contracts

Khalil Mack
DIRECTOR

INDIAN INCENTIVE PROGRAM

Promoting DoD contract
opportunities for Native
American-owned businesses

Carla Johnson
ASSOCIATE DIRECTOR

INDUSTRIAL CYBERSECURITY

Providing no-cost
cybersecurity resources,
tools & training

Derrick Davis
DIRECTOR

RAPID INTEGRATION & SCALING ENTERPRISE (RISE)

Fielding technologies from
research & development
sources into defense programs

David Busigo
SENIOR ADVISOR/
RISE DIRECTOR

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APEX ACCELERATORS

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KHALIL MACK
DIRECTOR



90+ LOCATIONS



REGISTRATION ASSISTANCE



AGENCY CONNECTIONS



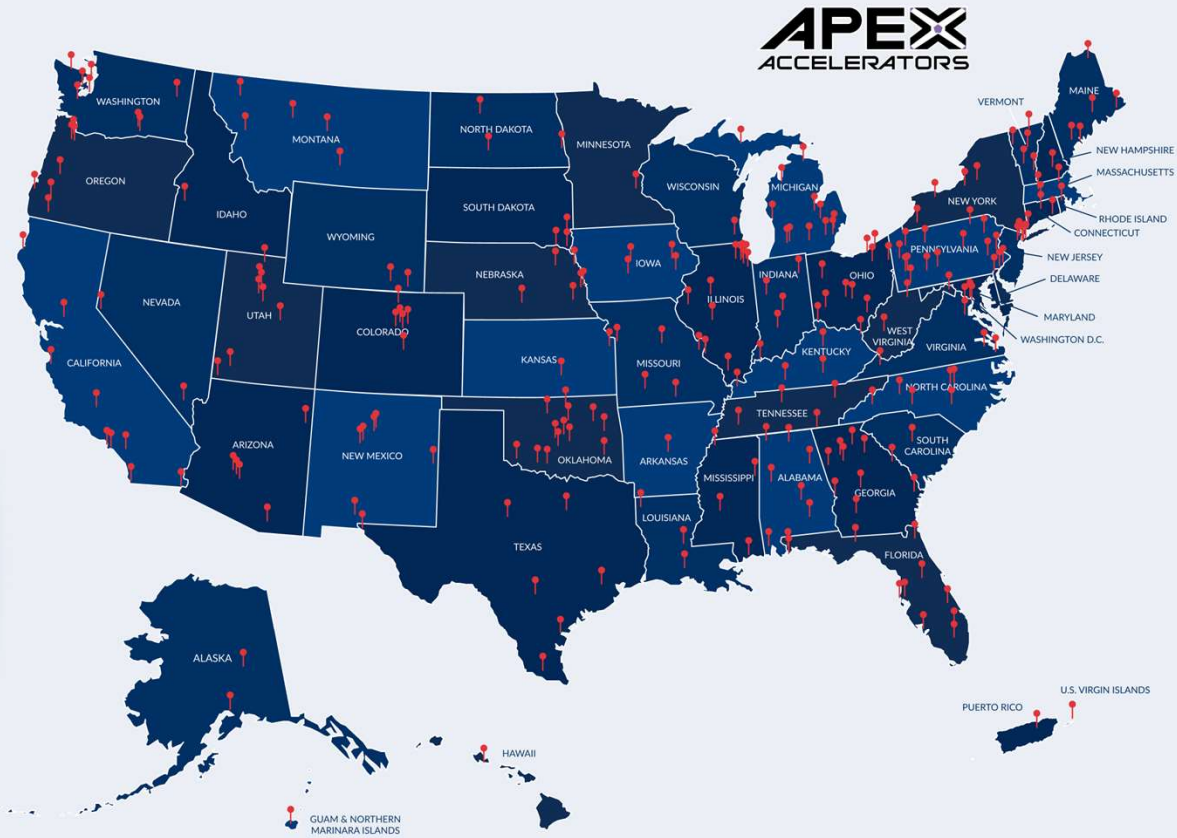
OPPORTUNITY NAVIGATION



TRAINING

PURPOSE

To expand the number of businesses capable of participating in government contracts by providing no-cost counseling and training



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MENTOR PROTÉGÉ PROGRAM



KASEY DIAZ
DIRECTOR

PURPOSE

To assist small businesses in competing for prime DoD contract/subcontract awards by partnering them with large companies that provide developmental assistance



EDUCATION



COLLABORATION



TECHNOLOGY TRANSFER



TECHNICAL ENHANCEMENT & DEV SUPPORT



CYBERSECURITY READINESS



BUSINESS INFRASTRUCTURE



MANUFACTURABILITY

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KEY PROGRAM BENEFITS RESULTS FROM FY22



MENTOR REIMBURSEMENT



\$4.9B (6%)
Protégé Firms

\$84.6B
Total Small Business Contracts

Current Component participants: Army, Navy, Air Force, MDA, DCMA, NGA, DIA, and DTRA

(10 USC SECTION 2302)

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INDIAN INCENTIVE PROGRAM

PURPOSE

To encourage subcontracting with Native American organizations by providing a 5% incentive to DoD Prime contractors on \$500,000+ contracts with with eligible firms

(DFAR 252.226-7001)



INCREASE REPRESENTATION



PROMOTE OPPORTUNITY



BE AN ECONOMIC MULTIPLIER

KEY PROGRAM IMPACTS

RESULTS FROM FY15 - FY23



CARLA JOHNSON

Associate Director

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INDUSTRIAL CYBERSECURITY

DERRICK DAVIS

DIRECTOR



PURPOSE

To provide comprehensive cybersecurity resources and tools, and a training platform for small businesses at no cost to the user



IMPROVE CYBERSECURITY COMPLIANCE



INCREASE PARTICIPATION IN DIB



DEVELOP PARTNERSHIPS



ASSIST MENTOR-PROTÉGÉ PROGRAM PARTICIPANTS



PROJECT SPECTRUM



Advanced tools and training courses



State-of-the-art deception technology



Cyber readiness check and risk assessment analysis



Policy guidance and security system plan review

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OSBP OPERATIONAL DEPARTMENTS & LEADERS

SMALL BUSINESS POLICY, LEGISLATION, AND WORKFORCE DEVELOPMENT

Providing guidance on small business policy, legislative affairs & workforce development

Jacqueline Charles, PhD
ASSOCIATE DIRECTOR

SMALL BUSINESS RISK AND ANALYSIS

Mitigating risk for small businesses through educational resources & tools

Bryson Reynolds, PhD
ASSOCIATE DIRECTOR

ACQUISITION SUPPORT AND SUBCONTRACTING

Enabling small businesses to compete on DoD acquisitions & ensuring contractor accountability

Carla Johnson
ASSOCIATE DIRECTOR

PERFORMANCE MANAGEMENT

Maximizing DoD opportunities for small businesses through performance goals & analysis

**Brian Pearson &
Manny Ghebresilase**
DEPARTMENT LEADS (CTR)

INDUSTRY ENGAGEMENT AND STRATEGIC COMMUNICATIONS

Engaging & informing small businesses through strategic communication, events & activities

**Trish Martinelli
Kareem Sykes
Suzanne Zurn**
DEPARTMENT LEADS (CTR)

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SMALL BUSINESS RISK & ANALYSIS

PURPOSE

To enable small businesses to understand and mitigate the risks that come with participating in the defense industrial base through the development of educational resources and tools



PROVIDE TOOLS TO IDENTIFY FOCI RISKS



ENABLE EFFICIENT MARKET RESEARCH



TRACK PERFORMANCE



IDENTIFY SMALL BUSINESSES THAT CAN DELIVER ON CONTRACTS

KEY OVERSIGHT: FOCI

FOREIGN OWNERSHIP, CONTROL, AND INFLUENCE



BRYSON REYNOLDS, PhD

ASSOCIATE DIRECTOR



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ATTEND OUR SIGNATURE EVENTS



Small Business Training Week

April 29th – May 3rd in Chicago, IL

Small Business Training Week (SBTW) offers energizing speakers as well as participation in skills-building workshops led by respected experts from DoD support and service agencies.

WHO SHOULD ATTEND?

DoD Acquisition Professionals, including but not limited to:

- Small Business Professionals
- Program Managers
- Contracting Professionals
- Life Cycle Logistics Professionals
- Business-Financial Management Professionals
- Engineering and Technical Management Professionals

Also invited:

- APEX Accelerator professionals
- SBA Procurement Center Representatives
- SBA Commercial Market Representatives
- SBA Business Opportunity Specialists
- GSA Acquisition Professionals
- MBDA Business Center Professionals
- Acquisition Professionals from other Federal Agencies

Mentor Protégé Summit

*2024 DATES TO BE ANNOUNCED

Mentor Protégé Summit reinforces small business supply chains and their ability to compete in a modernized defense industrial base through education, networking, and collaboration.

WHO SHOULD ATTEND?

- Small Businesses
- Large Prime Contractors
- DoD Vendors
- Current MPP Mentors and Protégés
- DoD Acquisition Personnel
- DoD Mentor-Protégé Program Managers
- SBIR Program Manager and Key Staff
- Rapid Innovation Fund Program Managers

DoD Mentor-Protégé Program industry partner personnel including:

- APEX Accelerators
- Historically Black Colleges and Universities/Minority Serving Institutions (HBCU/MSI)
- Small Business Development Centers (SBDC)
- Small Business Administration (SBA)
- DoD Manufacturing Innovation Institutes (MII)
- Manufacturing Extension Partnerships (MEP)

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KEEP IN TOUCH

WAYS TO CONNECT



business.defense.gov



osd.business.defense@mail.mil

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Bryson Reynolds, PhD

Associate Director
Small Business Risk and Analysis

✉ bryson.b.reynolds.civ@mail.mil
🌐 business.defense.gov

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