



NAVAL SUPPLY SYSTEMS COMMAND
FLEET LOGISTICS CENTER
PEARL HARBOR



Working with Hawai'i DOD Small Business Offices

READY. RESOURCEFUL. RESPONSIVE.

Presented to:

**NHOA Business Summit
Conference**

Presented by:

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NAVAL SUPPLY SYSTEMS COMMAND
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NAVSUP Appointed Small Business Professionals



- **We can tell you what our agency procures, how we procure them, and whether your firm is a fit for what we buy.**
- **We advocate on behalf of small businesses, and work with contracting officers on determining an appropriate acquisition strategy.**
- **We will market your firm to the contracting staff and to end-user customers by sharing your capability statements with them.**
- **We can recommend set-aside strategies that could fit your firm's socio-economic profile.**

- **We can be your voice and advocate on your behalf.**
- **If you're in the SBA 8(a) Business Development Program we can recommend your company for an 8(a) direct award for a specific opportunity.**
- **We can advise you about our agency's new opportunities and upcoming re-procurements.**
- **We assist contracting officers with market research, and often perform our own independent market research.**
- **We review proposed subcontracting plans from large businesses, and recommend revisions if the proposed subcontracting goals are deemed inadequate.**

- **We can help you find potential subcontracting opportunities with large business contracts.**
- **We can help you identify potential teaming or joint venture partners.**
- **We will help you with invoice payment issues.**
- **With the assistance of the SBA Procurement Center Representative (PCR), we can temporarily suspend an acquisition if we believe the contracting officer is not providing fair consideration for a set-aside.**

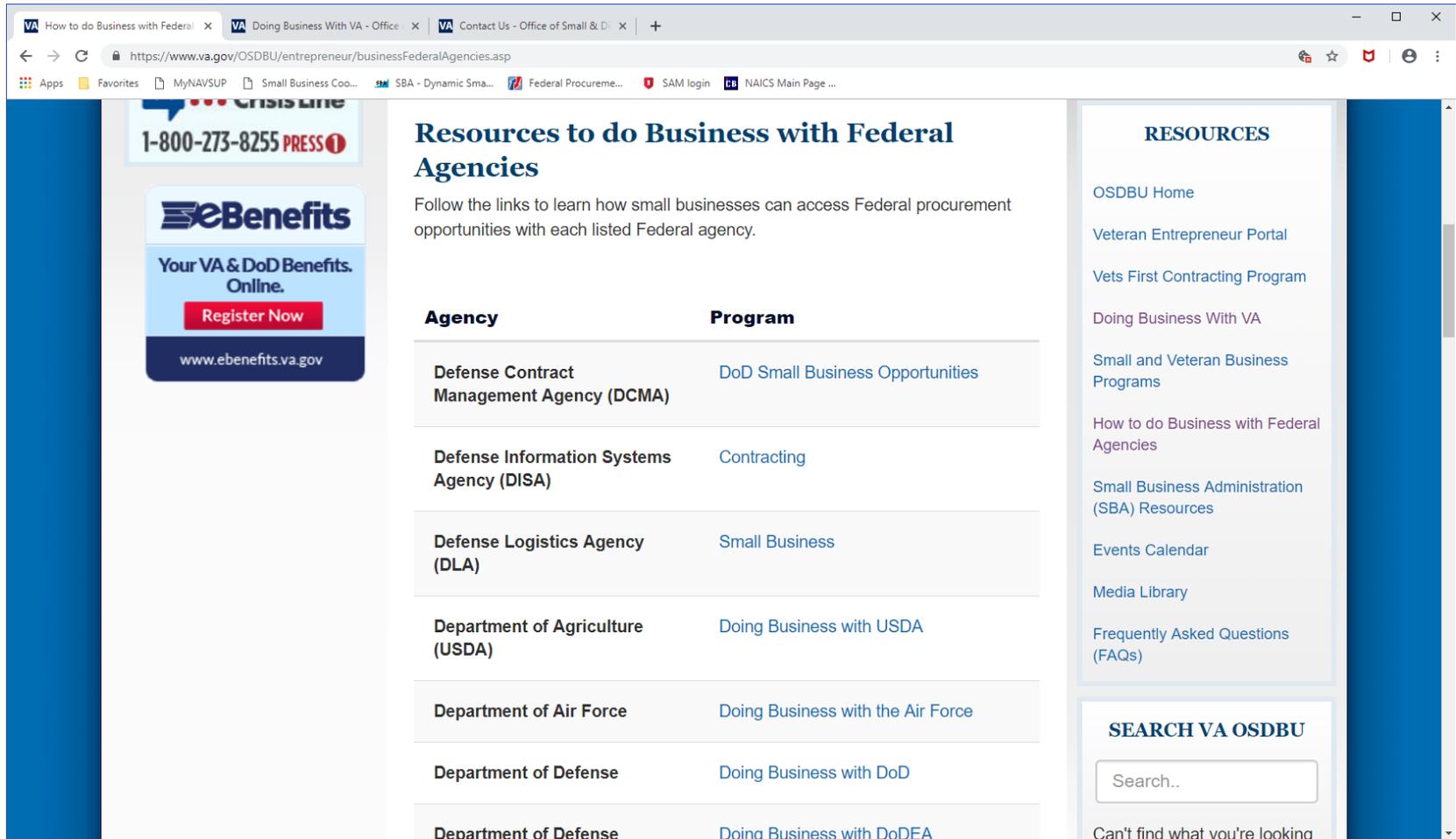
- **Do preliminary research and target your marketing efforts to the agencies that procure what you're selling.**
- **Learn what those agency missions and needs are, and determine how you can help them meet their mission.**
- **Send your capability statement with your email to the SBP when you ask for a meeting appointment.**
- **If it is your first time to that office location, do a drive-by prior to familiarize yourself with the area so there are no surprises; you won't get a second chance to make a good first impression.**

- **Get on Government-wide Acquisition Contracts (GWACs). Contracting agencies are moving more toward issuing orders off of GWACs, rather than awarding individual contracts.**
- **If you qualify, apply for the SBA 8(a) Business Development Program.**
- **Ensure your company obtains all the socio-economic certifications it qualifies for (SDB, HUBZone, WOSB, SDVOSB).**
- **Respond to sources sought notices (next slide).**

Why Respond to Sources Sought Notices?

- **Assists contracting officers in determining if a certain type of small business set-aside is warranted.**
- **Helps small business professionals in our efforts to get requirements set-aside for small businesses or socio-economic small businesses.**
- **When responding to sources sought notices for services, tailor your response to the draft performance work statement (PWS); show how your company's capabilities and experience addresses specific tasks identified in the PWS.**

- <http://www.va.gov/OSDBU/entrepreneur/businessFederalAgencies.asp>



The screenshot shows a web browser window with the URL <https://www.va.gov/OSDBU/entrepreneur/businessFederalAgencies.asp>. The page content includes:

- Left Sidebar:**
 - Crisis Line: 1-800-273-8255 PRESS 1
 - eBenefits: Your VA & DoD Benefits. Online. Register Now. www.ebenefits.va.gov
- Main Content:**

Resources to do Business with Federal Agencies

Follow the links to learn how small businesses can access Federal procurement opportunities with each listed Federal agency.

Agency	Program
Defense Contract Management Agency (DCMA)	DoD Small Business Opportunities
Defense Information Systems Agency (DISA)	Contracting
Defense Logistics Agency (DLA)	Small Business
Department of Agriculture (USDA)	Doing Business with USDA
Department of Air Force	Doing Business with the Air Force
Department of Defense	Doing Business with DoD
Department of Defense	Doing Business with DoDEA
- Right Sidebar:**

RESOURCES

 - OSDBU Home
 - Veteran Entrepreneur Portal
 - Vets First Contracting Program
 - Doing Business With VA
 - Small and Veteran Business Programs
 - How to do Business with Federal Agencies
 - Small Business Administration (SBA) Resources
 - Events Calendar
 - Media Library
 - Frequently Asked Questions (FAQs)

SEARCH VA OSDBU

Can't find what you're looking

SBA Dynamic Small Business Search Database

Accessibility Options >
[Print](#) [Exit](#) [Help](#)
[Market Search](#) [TM OnLine](#) Loading

SBA Search Results

Address and City, State Zip	Capabilities Narrative
Blvd Apt 2204 A 92101-8453	
na Pl 92009-8106	
T AVE STE 200 CA 92109-3575	PAC is a specialised independent services company constituted to provide worldwide support capabilities for our US and international clients. Our core capabilities span across Mission Systems, Tactical Information Exchange, Simulation, Aviation Software Engineering and Certification, Air/Land Integration, Electronic Warfare Systems, and operationally -focused information assurance and accreditation.
WAY STE 205 LL, CA 94523-4364	We are a service-disabled veteran and disadvantaged, minority owned technology company located in the San Francisco Bay Area. We provide full-service business IT software solutions and emerging technologies such as augmented reality, artificial intelligence, and machine learning. Our team leaders are skilled at running efficient and effective DevOps with a scalable team of experienced software engineers. What drives us is our passion for innovation. We began as an augmented reality technology and marketing company, and now we are extending the capabilities of hardware and software to actualize new limits, creating



For SBA 8(a) Firms Only ...

XXXXXXXX, INC.
1234 XXXXXXXXXXXX Street
Honolulu, HI 96123

President: XXXXX X. XXXXXXXX
E-mail: XXXXX@XXXXX.com
Phone (work): (808) 123-4567
FAX: N/A
Case #: 123456
Graduation Date: 01/01/29
Service Area: State of Hawaii
Licenses: _____

Specialty Area: _____

NAICS Codes: 123456

Capabilities: _____

Our Mission

To provide supplies, services, and quality-of-life support to the Navy and Joint warfighter

Our Vision

To be the Navy's trusted provider of supplies, services, and quality-of-life support

“ We have a key role in building the Navy the nation needs. Our focus will always be on the fleet, on the Sailors at sea and ashore who keep the Navy strong, and all warfighters in harm's way, on ensuring we do our part toward success in operations, from training to effective combat engagements. We will always be ready to serve, ready to sustain the fight, and 'Ready for Sea.' ” *–Rear Adm. Michelle Skubic*



Our supply community is uniquely poised to improve the readiness and lethality of our Navy and Joint forces. Our team must leverage its skills and vision to increase the speed and reliability of our supply chains, and accelerate the return of ships and aircraft to the fleet and flight lines.



We must continue NAVSUP's reform and modernization efforts with a focus on improving our processes and increasing speed of support. Ultimately, our processes must achieve best value, balance cost and performance, and ensure success through the last tactical mile.



Improving our auditability supports our readiness goals by managing risk and challenging our current operating assumptions. The audit process enables our leaders to make more confident decisions and overcome challenges by being able to balance priorities, customer service, and strategic systems management.



NAVSUP succeeds only through the talent and drive of our workforce, and we must take care of our Navy supply teams around the globe by instilling the right culture, right training, and right focus.

Major Commands We Support

- **Joint Base Pearl Harbor-Hickam (JBPHH)**
- **United States Indo-Pacific Command (USINDOPACOM)**
- **Commander, Navy Region (COMNAVREG)**
- **Commander, U. S. Pacific Fleet (COMPACFLT)**
- **Commander, Submarine Force, U. S. Pacific Fleet (COMSUBPAC)**
- **Naval Facilities Engineering Command (NAVFAC), Pacific & Hawai'i**
- **Pacific Missile Range Facility (PMRF), Barking Sands, Kaua'i**
- **Naval Computer and Telecommunications Area Master Station Pacific (NCTAMSPAC)**
- **Navy Munitions Command, East Asia Division**





What We Buy: FY18 Top 25 NAICS Codes by Dollars

6 digit NAICS Code (Description)	Total Dollars
561210 (FACILITIES SUPPORT SERVICES)	\$64,312,951.21
493190 (OTHER WAREHOUSING AND STORAGE)	\$15,124,473.06
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$12,603,076.08
488310 (PORT AND HARBOR OPERATIONS)	\$9,836,924.18
336611 (SHIP BUILDING AND REPAIRING)	\$7,354,978.00
444130 (HARDWARE STORES)	\$6,392,531.34
541519 (OTHER COMPUTER RELATED SERVICES)	\$5,217,779.18
484210 (USED HOUSEHOLD AND OFFICE GOODS MOVING)	\$3,901,203.19
541330 (ENGINEERING SERVICES)	\$3,085,737.83
334111 (ELECTRONIC COMPUTER MANUFACTURING)	\$3,021,539.40
722310 (FOOD SERVICE CONTRACTORS)	\$2,522,649.46
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$2,137,658.59
517919 (ALL OTHER TELECOMMUNICATIONS)	\$1,975,139.19
541618 (OTHER MANAGEMENT CONSULTING SERVICES)	\$1,957,619.70
485510 (CHARTER BUS INDUSTRY)	\$1,434,452.36
337910 (MATTRESS MANUFACTURING)	\$1,042,423.09
337214 (OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING)	\$989,417.28
561110 (OFFICE ADMINISTRATIVE SERVICES)	\$943,757.15
517210 (WIRELESS TELECOMMUNICATIONS CARRIERS (EXCEPT SATELLITE))	\$738,977.19
334515 (INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS)	\$644,161.44
721110 (HOTELS (EXCEPT CASINO HOTELS) AND MOTELS)	\$582,514.81
541612 (HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002))	\$559,180.23
517312 (WIRELESS TELECOMMUNICATIONS CARRIERS (EXCEPT SATELLITE))	\$536,110.49
561320 (TEMPORARY HELP SERVICES)	\$532,259.36
335311 (POWER, DISTRIBUTION, AND SPECIALTY TRANSFORMER MANUFACTURING)	\$492,000.00



What We Buy: FY18 Top 25 NAICS Codes by Actions

6 digit NAICS Code (Description)	Total Actions
444130 (HARDWARE STORES)	5199*
336390 (OTHER MOTOR VEHICLE PARTS MANUFACTURING)	1292*
484210 (USED HOUSEHOLD AND OFFICE GOODS MOVING)	1168*
444110 (HOME CENTERS)	427*
561210 (FACILITIES SUPPORT SERVICES)	391
484110 (GENERAL FREIGHT TRUCKING, LOCAL)	56
517110 (WIRED TELECOMMUNICATIONS CARRIERS)	55
532111 (PASSENGER CAR RENTAL)	42
488310 (PORT AND HARBOR OPERATIONS)	41
485510 (CHARTER BUS INDUSTRY)	37
517210 (WIRELESS TELECOMMUNICATIONS CARRIERS (EXCEPT SATELLITE))	34
337214 (OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING)	29
541519 (OTHER COMPUTER RELATED SERVICES)	28
334111 (ELECTRONIC COMPUTER MANUFACTURING)	25
336611 (SHIP BUILDING AND REPAIRING)	20
541330 (ENGINEERING SERVICES)	20
517312 (WIRELESS TELECOMMUNICATIONS CARRIERS (EXCEPT SATELLITE))	19
722310 (FOOD SERVICE CONTRACTORS)	16
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	13
561110 (OFFICE ADMINISTRATIVE SERVICES)	13
721110 (HOTELS (EXCEPT CASINO HOTELS) AND MOTELS)	12
811310 (COMMERCIAL AND INDUSTRIAL MACHINERY AND EQUIPMENT (EXCEPT AUTOMOTIVE AND ELECTRONIC) REPAIR AND MAINTENANCE)	12
511210 (SOFTWARE PUBLISHERS)	12
812332 (INDUSTRIAL LAUNDERERS)	12
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	11

- www.navsup.navy.mil/public/navsup/flcph/sb/
- Or, Google “FLCPH OSBP”



The screenshot shows a web browser window displaying the NAVSUP FLCPH website. The browser's address bar shows the URL <https://www.navsup.navy.mil/public/navsup/flcph/sb/>. The website header features the text "NAVSUP FLCPH" and "NAVSUP FLEET LOGISTICS CENTER PEARL HARBOR" over a background image of a warehouse. A navigation menu includes "HOME", "ABOUT US", "WHAT WE DO", "RESERVISTS", and "CONTACT US". The main content area is titled "OFFICE OF SMALL BUSINESS PROGRAMS" and contains two paragraphs of text.

OFFICE OF SMALL BUSINESS PROGRAMS

The NAVSUP FLCPH Office of Small Business Programs (OSBP) was established in May 2010 to ensure small businesses are afforded maximum and fair opportunity to participate in NAVSUP FLCPH's acquisition of supplies and services, and to assist the NAVSUP FLCPH contracting staff in meeting their small business targets. The OSBP offers guidance and assistance to small businesses interested in doing business with NAVSUP FLCPH. Meeting requests with the NAVSUP FLCPH OSBP are by appointment only; please call 808-473-7778 to schedule an appointment.

The OSBP also provides assistance to large businesses in identifying potential small business teaming or subcontracting partners, and maintains a directory of Hawaii small businesses that is available to large businesses. If you are a large business and would like a copy of the directory, please contact the OSBP. If you are a Hawaii-based small business and would like to be added to the directory please call the OSBP with your request.



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808-473-7778