

# SMARTPROC

Office of Small Business Programs (OSBP)

Ms. Cassandra G. Martin, Director

January 22, 2021



***“Medically Ready Force...Ready Medical Force”***

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# OSBP An Advocate – A Resource

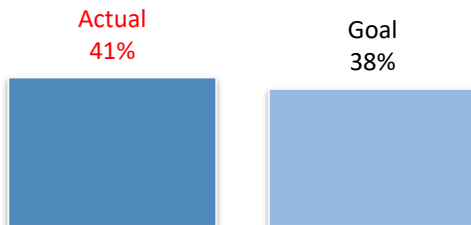
- Promote acquisition opportunities where small business can best support the healthcare needs of our military beneficiaries
  - Prime contractors and/or subcontractors
- Advocacy, Counseling, Training
  - One-on-One capabilities meetings
  - Help understand culture, challenges, and requirements
  - Arrange meetings with Contracting Officers and Program Managers

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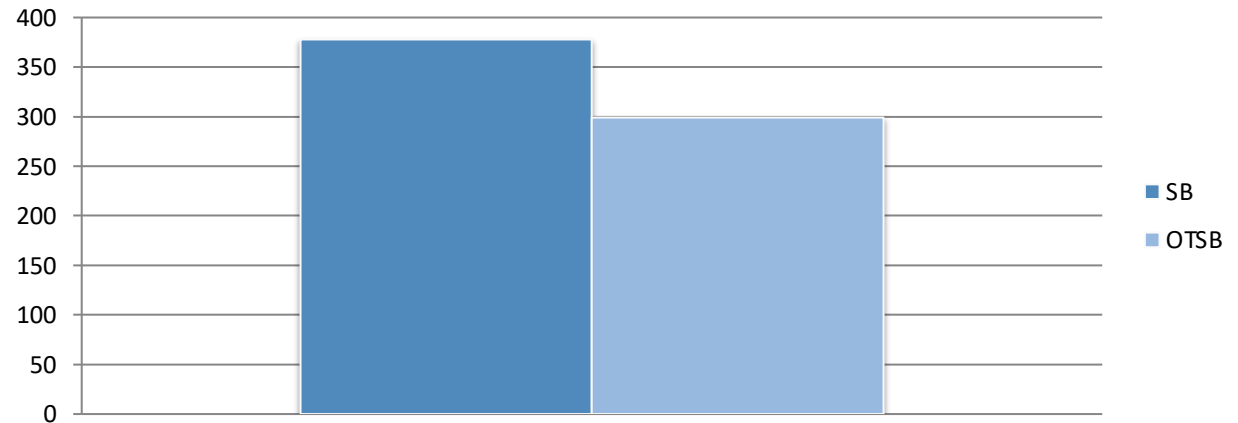
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## FY21 Small Business Goal Performance as of 19 JAN 2021

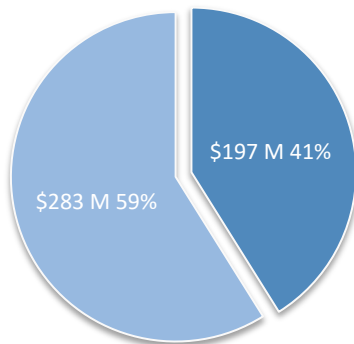
DHA Prime SB Goal Performance



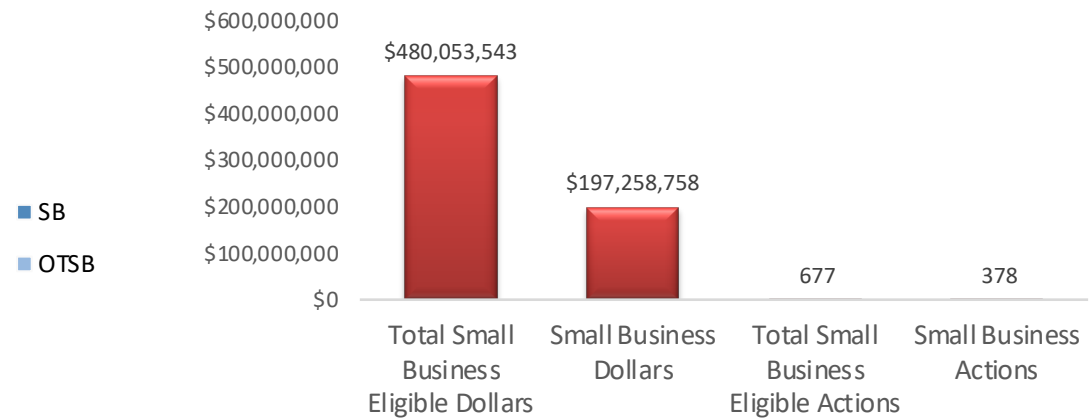
DHA Prime Actions



DHA Prime SB Performance



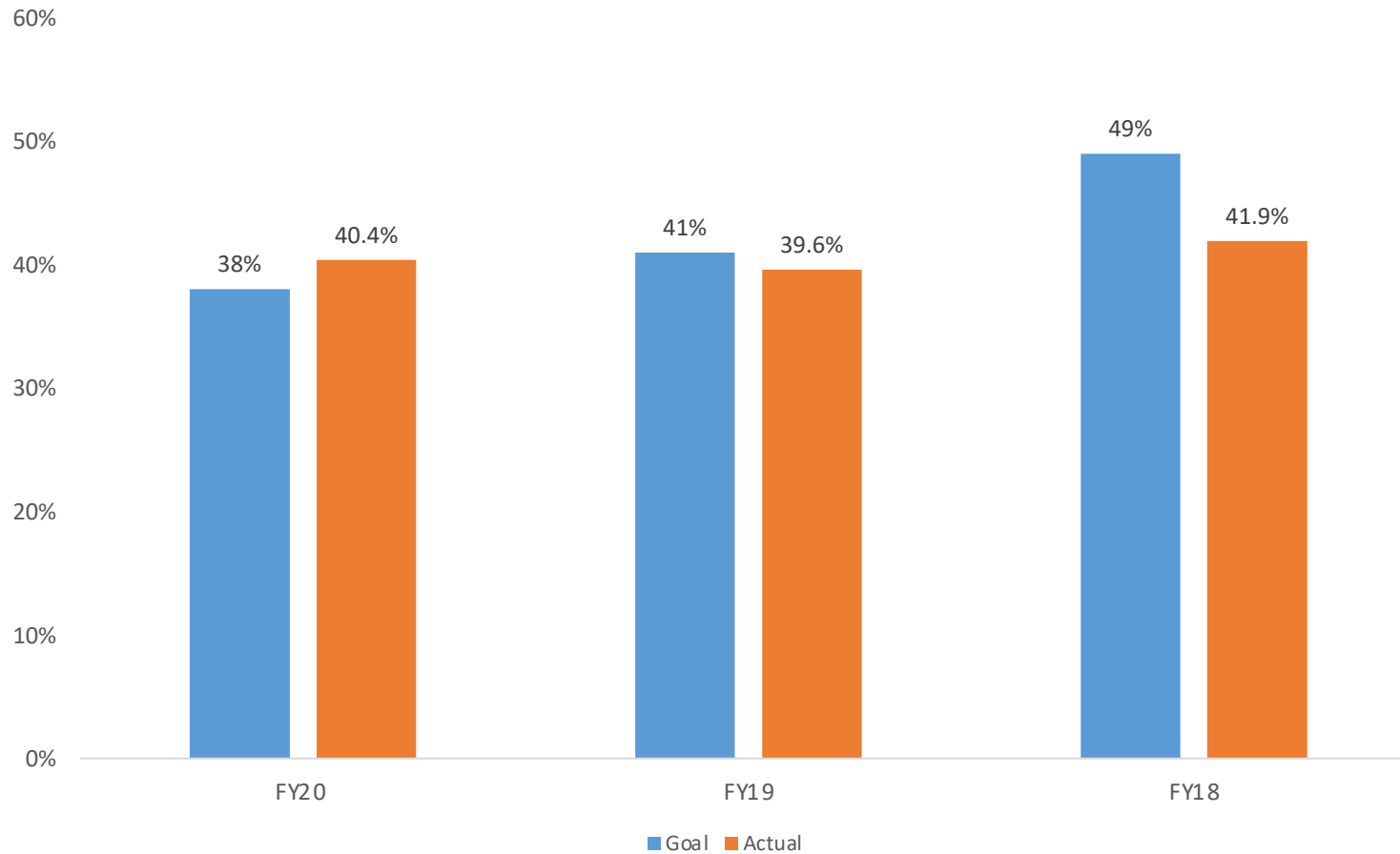
FY21 YTD



# Fiscal Year 2021 to date (as of 19 Jan)

<b>Total Eligible Dollars</b>	<b>\$480,053,543</b>		
<b>PROGRAM</b>	<b>Awards</b>	<b>Goal%</b>	<b>Actual</b>
Small Business (Prime)	\$197,258,756	38.00%	41.1%
Small Disadvantaged (SDB)	\$131,619,802	5.00%	27.4%
Service Disabled Veteran Owned (SDVOSB)	\$59,887,851	3.00%	12.5%
Women-Owned (WOSB)	\$49,160,940	5.00%	10.2%
Historically Underutilized Business Zone (HUBZone)	\$5,073,005	3.00%	1.1%
<i>(Source: FPDS-NG)</i>			

## FY18-FY20 Prime SB Goal Performance



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# FY19-FY20 Trend Charts

(Source: FPDS-NG)



<b>FY20 TOTAL ELIGIBLE</b>	<b>\$2,566,006,745</b>		
<b>PROGRAM</b>	<b>Awards</b>	<b>Goal %</b>	<b>Actual</b>
Small Business (Prime)	\$1,036,850,896	41.00%	40.4%
Small Disadvantaged (SDB)	\$672,375,662	5.00%	26.2%
Service Disabled (SDVOSB)	\$163,422,543	3.00%	7.7%
Women-Owned (WOSB)	\$294,415,383	5.00%	12.4%
HUBZone	\$41,767,504	2.50%	1.6%

<b>FY19 TOTAL ELIGIBLE</b>	<b>\$2,426,614,580</b>		
<b>PROGRAM</b>	<b>Awards</b>	<b>Goal%</b>	<b>Actual</b>
Small Business (Prime)	\$961,445,633	41.00%	39.6%
Small Disadvantaged (SDB)	\$581,831,727	5.00%	25.4%
Service Disabled (SDVOSB)	\$163,422,543	3.00%	7.9%
Women-Owned (WOSB)	\$294,415,383	5.00%	14.3%
HUBZone	\$41,767,504	3.00%	1.71%

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# Top 20 NAICS for FY19 and FY20

- 541519 - Other Computer Related Services
- 561210 – Facility Support Services
- 622110 – General Medical and Surgical Hospitals
- 541611 - Administrative Management and General Management Consulting Services
- 541512 - Computer Systems Design Services
- 339112 – Surgical and Medical Instrument Manufacturer
- 811219 – Other Electronic & Precision Equip. Repair & Maint.
- 339113 – Surgical Appliance & Supplies Manufacturing
- 541618 - Other Management Consulting Services
- 621999 - All Other Miscellaneous Ambulatory Health Care Services

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# Top 20 NAICS for FY19 and FY20 (cont'd)

- 621111 – Offices of Physicians (Except Mental Health)
- 541511 - Custom Computer Programming Services
- 511210 - Software Publishers
- 541513 – Computer Facilities Management Services
- 541690 – Other Scientific and Technical Consulting Services
- 334516 – Analytical Laboratory Instrument Manufacturing
- 541330 – Engineering Services
- 541990 - All Other Professional, Scientific, and Technical Services
- 325412 – Pharmaceutical Preparation Manufacturing
- 561110 – Office Administrative Services

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# Contact Us

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