



USSOCOM

**Office of Small Business Programs
& Technical Industrial Liaison Office (TILO)**



Chris Harrington

Small Business Importance

- **“Small businesses** create two out of every three jobs in this country. So our recovery depends on them.



And if we want to keep America moving forward, we need to keep investing in our small businesses. This is, by the way, more important than just our economy. It's also about who we are as a people. ”

“Small businesses are **the backbone of our economy**. They are **central to our identity as a nation**.”

Remarks by the President on the Small Business Jobs Act

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Overview

- USSOCOM Mission
- Small Business Overview
- TILO Overview
- Opportunities

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USSOCOM Mission

- Provide fully capable Special Operations Forces to defend the United States and its interests. Synchronize Planning of Global Operations Against Terrorist Networks



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Small Business

- Ensure Small Business is represented in acquisition strategy development
 - Advocate (when appropriate for Small Business set asides)
- Sits on Acquisition strategy panels over \$7.5M
- Reviews subcontracting plans on major source selections
- Performs market research to assist KOs, PMs, Engineers
- Member of SORDAC Source Selection Advisory Council

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What Does OSBP Look For in Small Businesses

- **Capability is #1**
 - What Do You Bring to the Table?
- **Past Performance**
- **“Tickets” are Secondary at Best**

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How You Can Help OSBP

- Read, Read, Read
- Answer Sources Sought/Requests For Information
- Know Your Capabilities
 - Can't be Everything to Everyone
- PERFORM

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TILO Mission

- The primary contact for the command and industry, academia and other Government agencies to facilitate communications, connections and collaboration of SOF capabilities, ideas and solutions to command interest areas.
 - Technical discussions, demonstrations, presentations and other events are conducted through the TILO to conduct market analysis, analysis of alternative solutions, and other decision making processes
 - Industry is provided guidance, direction and assistance on how to conduct business with SOCOM
 - Receive and coordinate Unsolicited Proposals
 - Receive and coordinate Cooperative Research And Development Agreements
 - Support in the planning, coordinating and conducting Special Operations Forces Industry Conference, **May 22-24 Tampa Convention Center**

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Business Partner Network

- **Tell us what are you, here only! (8A, SDVOSB, etc.)**
 - Identify your core strengths
 - You may register under more than one area
- **Self Registration Process**
- **Provide your GOV POC contact Info for follow up**
- **CAGE Code required**
- **Updates are batch processed around the 1st of each month, not as received**

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Special Operations Forces Industry Conference (SOFIC)

- May 22-24 Tampa Convention Center
- NDIA is the co-host, last year over 7,000 attendees
- TILO has a large piece of the planning process with the DAG
- TILO and OSBP will have booths, challenging to set up individual meetings



New Opportunities

- **Global Assessment Program (MOP/MOE)**
 - DRFP Any Day
 - Military Information Support Operations (MISO)
 - SDVOSB set aside
 - Approx \$80M

- **Intelligence Contract**
 - RFI Closed but not too late/FY13 requirement
 - SDVOSB set aside
 - Approx \$300M/150 FTEs

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New Opportunities Cont.

- **Broad Agency Announcement**
 - Intelligence Systems
 - MISO
 - Special Reconnaissance, Surveillance & Exploitation
 - Opened 6 Jan 12

- **Non-Standard Commercial Vehicles**
 - Armoring Vehicles
 - Acq Strategy TBD
 - \$350M

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Existing Opportunities

- **Global Battlestaff and Programs Support**
 - Advisory and Assistance Services
 - 30% Small Business Mandate
 - \$1.5B IDIQ
 - Jacobs, Booz-Allen, SRA, CACI

- **Special Operations Forces Information Technology Enterprise Contract**
 - Large IT Contract
 - \$3.5B IDIQ
 - Numerous Contractors

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Existing Opportunities

- **Special Operations Forces Support Activity**
 - Repair “Depot”
 - \$5B contract with Lockheed Martin
 - 25% Small Business Mandate

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Soon or Recently Awarded Opportunities

- **Tactical Local Area Network**
 - \$500M Small Business Set aside
- **Language Training**
 - \$250M Small Business Set Aside

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OSBP POCs

- **Chris Harrington, Director, Small Business Programs**
 - Christopher.Harrington@socom.mil 813-826-9475
- **Angela Mitchell, Small Business Administrator**
 - smallbusiness2@socom.mil 813-826-7338

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Contact Information

**Christopher Harrington,
Technology & Industry Liaison Officer
Director, Office of Small Business Programs**

Christopher.Harrington@socom.mil

813-826-9475

Karin Fones

TILO@socom.mil

813-826-9482

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INFO

- **BAA**

- https://www.fbo.gov/?s=opportunity&mode=form&id=f036a9f44974be2423b104e730effaa&tab=core&_cview=1

- **NSCV**

- https://www.fbo.gov/?s=opportunity&mode=form&id=5916f92ca7eef88cf9af1ad4b6efb47a&tab=core&_cview=1

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POCs

- Global Battlestaff and Program Support

-
- Bob Hicks
- Booz Allen
- (813) 281-3834
- Hicks_bob@bah.com
-

- John Towey
- CACI
- 813-227-5706.
- JTowey@CACI.com
-

- Larry Tellman
- Jacobs
- (813) 282-3500
- Larry.Tellman@usog.jacobs.com
-

- Bruce Simpson
- SRA
- (813)404-2843
- Bruce_Simpson@sra.com

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Special Operations Forces IT Contract

- Contract #Hg2222-11-D-0008 SITEC Distributed Computing Services POC List

- Contract Manager
- Alyce Stewart
- Alyce.stewart@L-3com.com
- 813.281.3166

- Small Business Liaison Officer
- Teanna Jones-Dixon
- 703-434-5057
- teanna.jones-dixon@L-3com.com

- Contract #Hg2222-11-D-0006 SITEC Enterprise Network Services POC List

- Contract Manager
- Jesse Saldana
- Director-Contracts
- 703-268-7343
- Jesse.saldana@gdit.com

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Special Operations Forces IT Contract

- Small Business Liaison Officer
- Matt Poland
- Small Business Liaison Officer
- 703-268-7368
- Matthew.poland@gdit.com
-
- Contract #H92222-11-D-0007 SITEC Data Center POC List
-
- Contract Manager
- Andrew Nowland
- 703-742-2663
- Andrew.nowland@hp.com
-
- Program Manger
- Winston Davis
- 813-314-2937
- Winston.l.davis@hp.com

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Special Operations Forces IT Contract

- SITEC Specialty Services (awarded seven contracts)

- L-3 Services, Inc: Stratis Division

H92222-11-D-0014

- Alyce Stewart

- Alyce.stewart@L-3com.com

- 813.281.3166

- General Dynamics Information Technology (GDIT), Inc.

H92222-11-D-0015

- Mr. Jesse Saldana Jr., Director of Contracts

- 703-268-7343

- jesse.saldana@gdit.com

- Science Application International Corporation (SAIC),

H92222-11-D-0016

- Mission Support Segment

- Sabrina Benthall, Contracts Manager

- 757-218-1718

- benthalls@saic.com

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Special Operations Forces IT Contract

- Arma Global Corporation

H92222-11-D-0017

- Todd Schweitzer, CEO

- 813-313-9335

- Todd.Schweitzer@arma-global.com

- Booz Allen Hamilton (BAH), Inc.

H92222-11-D-0037

- Ms. Anne Hougendobler, Contracts Manager

- 937-781-2880

- Hougendobler_anne@bah.com

- Dell Services Federal Government, Inc.

H92222-11-D-0038

- Ms. Molly Currens, Sr. Contract Administrator

- 703-289-8275

- Molly_Currens@federal.dell.com

- DRS Technical Services, Inc.

H92222-11-D-0039

- Ms. Crystal Dix, Sr. Contracts Manager

- cdix@drs-ds.com

- 703-896-7156

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Special Operations Forces IT Contract

- SITEC Application Management (awarded seven contracts)

- Booz Allen Hamilton (BAH)
- Ms. Anne Hougendobler, Contracts Manager
- 937-781-2880
- Hougendobler_anne@bah.com

H92222-11-D-0018

- Berico Technologies
- Ms. Danielle Berti, Contracts Administrator
- 703-224-8300 x 113
- dberti@bericotechnologies.com

H92222-11-D-0019

- Systems Research and Applications Corp. (SRA)
- (Mr. Scott Ayers, Contracts Director, National Security Sector)
- 703-227-7055
- Scott_ayers@sra.com

H92222-11-D-0020

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Special Operations Forces IT Contract

- L-3 Services, Inc: Stratis Division

H92222-11-D-0021

- Alyce Stewart

- Alyce.stewart@L-3.com

- 813.281.3166

- CACI Inc, Federal

H92222-11-D-0022

- Ms. Andrea Dell'Omo, Contracts Manager

- 703-679-4566

- adellomo@caci.com

- BAE Systems Information Solutions

H92222-11-D-0023

- Attn: Mr. Doug Shevchik, Contracts Manager

- 703-873-1707

- Doug.Shevchik@BAESystems.com

- Pragmatics

H92222-11-D-0024

- Ms. Denise Ennis, Director DoD Programs

- 703-761-4033 x 1071

- ennisd@pragmatics.com

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