



Acquisition Directorate

United States Coast Guard

Doing Business with USCG

Ms. Carla Thomas
Small Business Program Manager/ Industry Liaison/
Ombudsman/ CG-913
June 2015

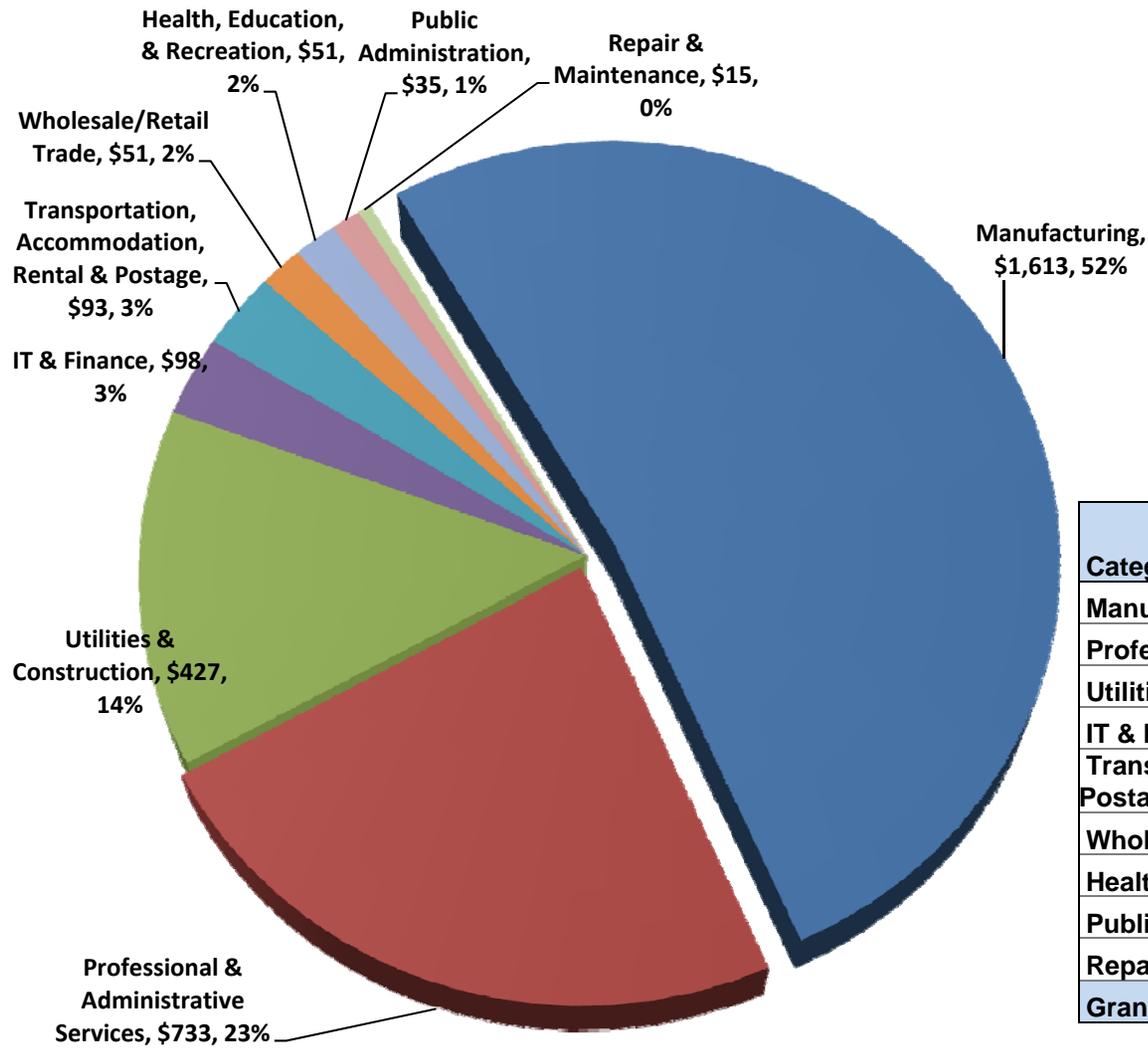


Overview: Doing Business With USCG

- **Small Business Program**
- **Industry Outreach**
- **Additional Resources**
- **Q&A**



FY14 Small Business Participation



Category	Dollars (in millions)
Manufacturing	\$1,613
Professional & Administrative Services	\$733
Utilities & Construction	\$427
IT & Finance	\$98
Transportation, Accommodation, Rental & Postage	\$93
Wholesale/Retail Trade	\$51
Health, Education, & Recreation	\$51
Public Administration	\$35
Repair & Maintenance	\$15
Grand Total	\$3,120

Small Business Program

Small Business Goals

- USCG Small Business Target (SB Prime, SDB, SDVOSB, HUB Zone, WOSB)
- SILC- BSS- Continuously exceeds ALL SB goals

APFS Forecast Discussion

APFS

- Small Business Strategy “TBD” or “None Identified”- Reach out to the point of contact on the APFS record and let them know your interest as a Small Business
- May be conducted as a SB Set aside if Rule of Two met



Industry Outreach

Top Five products or Services procured in Fiscal Year 2014 (by dollars obligated)

1. Shipbuilding and repair
2. Commercial and institutional building construction
3. Administrative management services
4. Aircraft parts and auxiliary equipment manufacturing
5. Engineering services



Industry Outreach

Open Communication

- Niche Marketing (Capability Statement: NAICS, PPI, SB Certifications)
- Upcoming Industry Initiatives (DHS Reverse Industry Day, Vendor Outreach Sessions for Small Businesses (incl. Lg Business Participation))
- USCG.mil/global/mail/
- Ombudsman Hotline at 202-372-3695



Additional Resources

- USCG.mil/acquisition/business.asp
- APFS.DHS.gov
- FPDS.gov
- ContractDirectory.gov
- SmallBusiness.Data.gov
- SAM.gov
- SBA.Gov
- DHS Strategic Sourcing Vehicles
 - dhs.gov/process-initiatives
- dhs.gov/publication/vendor-outreach-sessionsfy2015

