

SPAWAR OSBP is dedicated to supporting the needs of small businesses.

If you have additional questions please email [SPAWARSBO@navy.mil](mailto:SPAWARSBO@navy.mil)

## SPAWAR OSBP - Frequently Asked Questions (June 2017)

The questions below are representative of the most common inquiries or comments that we are hearing from industry. We have provided answers to specific questions and described other things we have done in response to industry inquiries.

Q1: What is the role of the Space and Naval Warfare Office of Small Business Programs (OSBP)?

A: The SPAWAR OSBP is a small business advocacy organization that provides training, advice, guidance and innovative strategies ensuring quality solutions for SPAWAR acquisition teams while maximizing opportunities for small businesses, as required by the Small Business Act and Federal Acquisition Regulation (FAR).

Q2: How can I identify current SPAWAR procurement opportunities?

A: You can identify current procurement opportunities in your product or service area by checking Federal Business Opportunities (FBO) (<https://www.fbo.gov/>) or by checking SPAWAR e-Commerce (<https://e-commerce.sscno.nmci.navy.mil>). FBO can also assist you in identifying other Department of Defense and federal procurement opportunities.

Q3: How is a small business defined or categorized?

A: The Small Business Administration (SBA) defines a small business concern as one that is independently owned and operated, is organized for profit and is not dominant in its field. Depending on the industry, size standard eligibility is based on the average number of employees for the preceding 12 months or on sales volume averaged over a three-year period.

The size standard is based on the North American Industry Classification System (NAICS) codes developed by the Census Bureau and based on the NAICS code the size standard is figured by either dollar revenue or number of employees.

To determine your company's NAICS code(s) use the following link: <http://www.census.gov/cgi-bin/sssd/naics/naicsrch>.

To determine your company's size standard you can use the SBA table of size standards located on the SBA website at <https://www.sba.gov/content/small-business-size-standards>.

Q4: How do I find the Federal Supply Classification Code (FSC)?

A: The Federal Procurement Data System Product and Service Codes Manual can be used to determine your FSC or product/service code (PSC) for your product or service ([https://www.acquisition.gov/?q=Business\\_Zone](https://www.acquisition.gov/?q=Business_Zone)).

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Q5: What entity established the size standards within a certain industry?

A: The SBA is responsible for establishing size standards for the different industries in the economy. To determine your company's size standard can be found at <https://www.sba.gov/content/small-business-size-standards>.

Q6: Where can I find contracting procedures and contract clauses used on SPAWAR contracts?

A: These are contained in the FAR, the Defense Federal Acquisition Regulation Supplement and the Navy / Marine Corps Acquisition Regulation Supplement.

Q7: How do I do business with SPAWAR?

A: SPAWAR OSBP has created a “Doing Business with SPAWAR” brief which can be found on the SPAWAR Office of Small Business Programs website at <http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx>.

Q8: Where can I find SPAWAR’s Long Range Acquisition Forecast (LRAF)?

A: The SPAWAR LRAF is posted as a PDF file on the SPAWAR OSBP website at <http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx>. The excel version of the SPAWAR LRAF is available upon request by e-mailing [SPAWARSBO@navy.mil](mailto:SPAWARSBO@navy.mil).

Q9: Who should I contact with questions concerning the SBIR/STTR Program?

A: The SPAWAR SBIR/STTR Program Manager is Shadi Azoum, e-mail [shadi.azoum@navy.mil](mailto:shadi.azoum@navy.mil) or by telephone (619) 524-7663.

Q10: How can I locate Small Businesses in a given area for subcontracting work?

The SBA Dynamic Small Business Search Engine is a great tool to locate small businesses within a certain geographical area. This tool will also provide socio-economic categories ([http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)).