



Virtual Small Business Training Week 2021 August 17 - 19

Session Q&As

Day 2: Wednesday, August 18 @ 4:30pm – 5:30pm

Session: Building Relationships between Acquisition Professionals Internally & Externally to Promote Small Business Initiatives

Questions Below Were Answered Live During the Presentation and Do Not Require an Additional Response

Q	What kind of incentives can I use with the COs and PMs I work with to show them why small business participation should be maximized and how it can benefit them?
Q	Can you please comment/discuss how Agency/Component Leadership impacted this integrative approach to be successful? Thank You.
Q	Are industry days and/or demonstrations considered in the early stages of market research?
Q	When working with our PEO's we need to get them to set up industry meetings more often, how can the OSBP office engage with our PDPM's or PMA's to get more industry meetings with the requirements? Our office does industry one on one's with small business and tell them to look at the LRAF but we don't always know the requirement.
Q	Do you have any issues getting the full acquisition history including that of previous offerors? We have asked that when there has been disagreement about whether SB can perform that after Source Selection is complete, we get a breakdown of who proposed, their size and whether they were technically acceptable.
Q	This is a wonderful initiative. Have you formalized metrics for tracking reductions in review times (i.e., 2579 review processes)?
Q	Do your Program Manager get rate on their use of SB?
Q	Navy Gold Coast and Sea Air Space would that also be considered another way to do market research for our PEO's PDPM's and PMA's?
Q	What are your feelings on the shared SB goal concept?