

DAU

Small Business Initiatives

4E/ODA Director's Breakout Session

19 August 2021

DOD SMALL BUSINESS PROFESSIONAL CREDENTIAL

- DoD SBP Credential “CSBP 001” deployed 30 April 2021
- Specifics:
 - Required courses: SBP 101, SBP 102/V, SBP 201, SBP 202/V, SBP 210/V
 - CON 260A & CON 260B predecessor courses for SBP 101 (through FY2019) do not count for the credential
 - On-line assessment (exam) after all 5 courses are completed
 - **2** years to complete requirements from date of enrollment
 - Credential expires **5** years from date earned
 - Credential renewal period is **6** months
 - Starts at the end of the **5** years
 - Requirement(s) are TBD
 - Available to DoD employees only
 - You must voluntarily enroll in the credential, it is not automatic
- To enroll in CSBP 001, go to:
 - <https://www.dau.edu/training/pages/credentials.aspx> ; or
 - https://icatalog.dau.edu/onlinecatalog/CredentialConceptCard.aspx?crs_id=12



INDUSTRY SUPPORT PAGE

- In response to feedback from Industry, DAU deployed an Industry Support page in December 2019 to help make it easier for companies to do business with DoD.
- The page highlights the importance of a strong industrial base, consisting of both large and small companies, to enable DoD to meet the objectives of the 2018 National Defense Strategy.
- The page also debuts the DoD Small Business Strategy of October 2019 that calls for “both the Under Secretaries of Defense for Acquisition and Sustainment and Research and Engineering working together to ensure the United States retains technical superiority over its adversaries.”
- Doing Business with the DoD Toolkit
- All Things Small Business podcast – “*Listen Now*” button
- Upcoming DAU Events

<https://www.dau.edu/industry-support/p/doing-business-with-the-department-of-defense>

ALL THINGS SMALL BUSINESS PODCAST

- Mindfully designed 30-minute conversations that connect our listeners to real-life issues impacting our small business community. Interview topics range from industry marketing strategies, business development and growth strategies, the influence of socioeconomic programs, navigating through the unexpected, success stories, the true grit of being a small business owner, and much, much more.
- Deployed first podcast mid-July 2020
- 13 deployed to date – **Newest podcast deployed 18 Aug / Mr. Smith, Director, DON OSBP**
- Plan to publish a new podcast every 4 weeks
- Need topics and speakers (USG, Industry, Academia)

Apple podcast link: <https://podcasts.apple.com/us/podcast/all-things-small-business/id1523710805>

OTHER DAU EVENTS OF INTEREST

- Summer Law Series:
 - Featuring Jessica Tillipman, Assistant Dean for Government Procurement Law Studies at The George Washington University. Come prepared to listen, learn, and ask questions.
 - Remaining date/topic: 24 August (Foreign Corrupt Practices Act)
 - DAU Events Page link - <https://www.dau.edu/events/Summer-Law-Series-Foreign-Corrupt-Practices-Act>
- Contracting Basics:
 - Geared to Contract Specialists with less than 5 years in the profession
 - Basically a live “Ask a Professor” session
 - Held 12 August; 1:00-3:00 EDT
 - “What is a Small Business Professional?”
 - Panel - 2 DAU professors and 2 SBPs from the field
 - Slides posted
 - Recording posted TBD
 - DAU Events Page link - <https://www.dau.edu/events/Contracting-Basics---What-is-a-Small-Business-Professional>

SMALL BUSINESS PANEL WITH SENIOR LEADERS

- Event description from event page: Join DAU and a panel of experts for an online event focused on the importance of small businesses to the defense industrial base. The panel will also address innovative strategies for maximum practicable small business participation during the COVID-19 pandemic and beyond. Acquisition professionals from across the Department of Defense are highly encouraged to attend.
- Panelists:
 - Ms. Cindy Shaver, SES (Deputy Assistant Secretary of the Navy (Procurement) (DASN(P))
 - Mr. Jimmy Smith, SES (Director, Department of the Navy (DON) Office of Small Business Programs)
- Held 6 May 2021 ([Event Recording available on Event Page](#))

DAU Events Page link: <https://www.dau.edu/events/Small-Business-Forum-May-2021>



Using the Tools on the SAM.gov portal



June 16, 2021

DAU SMALL BUSINESS COURSES

- Small Business Professional courses:
 - SBP 101 Introduction to Small Business Programs, Part A (On-line)
 - SBP 102V Introduction to Small Business Programs, Part B (Virtual)
 - SBP 110 Fundamentals of the FAR for SBP (On-line)
 - SBP 120 Contract Lifecycle for Small Business Professionals (On-line)
 - SBP 201 Intermediate Small Business Programs, Part A (On-line)
 - SBP 202V Intermediate Small Business Programs, Part B (Virtual)
 - SBP 210V Subcontracting (Virtual)
 - SBP 220 Business Decisions for Small Business (On-line)
 - SBP 301V Small Business for Senior Leaders (Virtual)

DAU SMALL BUSINESS COURSES (CONT'D)

- Other recommended on-line courses:
 - CLM 059 Fundamentals of Small Business for the Acquisition Workforce
 - CLC 004 Market Research
 - CLC 009 Service-Disabled, Veteran-Owned Small Business Program
 - CLC 045 Partnering
 - CLC 059 Management of Subcontracting Compliance
 - CON 0690 PTAC Awareness for Government Employees
- To access course information: <https://icatalog.dau.edu/>
- To register for classes: <https://www.dau.edu/training/p/apply-for-a-course>

DAU SMALL BUSINESS COURSES (CONT'D)

- CAC or DAU account required (<https://www.dau.edu/faq/p/New-DAU-Account>)
- Small Business Functional Gateway:
<https://www.dau.edu/training/career-development/small-business>
- The FY22 Q1/Q2 Schedule deploy on 26 Aug 2021 and FY22 Q3/Q4 Schedule will deploy 27 Jan 2022
 - Q1/Q2 projection:
 - SBP 210V, 15-19 Nov 2021
 - SBP 102V, 3-7 Jan 2022
 - SBP 102V, 24-28 Jan 2022
 - SBP 202V, 10-14 Jan 2022
 - 10 SBP courses requested for FY2022

Thunderbirds and Blue Angels



Photo: Mass Communication Specialist 3rd Class Brendan Fitzgerald/U.S. Navy

Ken Carkhuff

- Small Business Learning Director / Professor of Contract Management (Small Business) at DAU since August 2019
- Teach SBP102V, SBP202V, SBP210/V and SBP301/V
- Level III PM and Contracting
- 19 years SB experience (Industry and Government (Navy & AF))
- MS in Contract Management (NPS); MA in National Security and Strategic Studies (NWC); BS in Physical Science (USNA). 50% complete with doctorate in Educational Leadership through Liberty University.
- Retired naval officer & naval aviator, married for 39 years, 6 adult children (3 married), 5 grandchildren, 2 dogs
- Loves family time, going to the gym, walking anywhere, reading, serving my church / community, and college football
- Contact: kenneth.carkhuff@dau.edu / Phone (no text) 703-965-5540

