

GovWin
from Deltek

Federal Agency Profiles

U.S. Marine Corps – *Account Planner*

September 28, 2021



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01

Methodology

Methodology

- » Strategic plans outline the budget by agency strategic goal when available. In cases where budget by strategic goal is not available the department/agency strategic goals and objectives are provided.
- » Employee data represents civilian employees only (it does not include contractors or military enlisted personnel) as reported by federal agencies to the Office of Personnel Management.
- » Total agency budgets represent highlighted portions of a department's / agency's budget authorization as posted on the Government Printing Office website, or from the agency's own Budget Briefs and/or Congressional Budget Justifications.
 - » Total agency budget authorization data represents discretionary budget data only. It does not include offsetting fees, mandatory fees, service fees, etc., unless stated otherwise.



Methodology (Cont)

- » Listed opportunities constitute the leading opportunities from this department / agency, sorted by value, tracked by GovWin IQ . All reported opportunities are based on publicly available information.
- » Each year GovWin IQ forecasts the IT spending of the Executive Branch agencies over a five fiscal year period*. GovWin IQ's forecast is produced using the following sources:
 - » The President's Fiscal Year budget request & supporting documentation
 - » Economic Forecasts
 - » Congressional documents
 - » Legislative and policy documents
 - » OMB A-11 circular, IT Portfolio, and Exhibit 300s
 - » Agency budget documentation, reports and strategic plans
 - » Deltek GovWin IQ databases
 - » Federal Procurement Data System (FPDS) data
 - » Industry articles and publications
 - » Interviews with agency officials and industry experts and thought leaders
 - » Public statements of federal IT executives

Methodology (Cont)

- » Federal Information Security Modernization Act (FISMA) compliance scores and explanations are reported by each Executive branch agency and issued in the *Annual Report to Congress on the Implementation of the FISMA Modernization Act of 2014* . No scores were reported for the Department of Defense.
- » All parts of a department's / agency's buying behavior is figured using reported spending through the current fiscal, as reported by FPDS.
- » FPDS spending is current as of the listed date and is refreshed during each update.
- » Leading contractors are determined using data from (FPDS) and sorted by value.
 - » Leading contractors under specific types of spending are determined by the total obligations of Product Service Codes (PCS) mapped to each specific spending type.
- » Government-wide initiatives are programs all Executive branch agencies must participate in as mandated by the White House. The President's Management Agenda was revised at the beginning of the current administration and provides its long-term vision to reform government functions. The plan's Cross Agency Priority Goals specify the areas where agencies will focus to meet the administration's overall objectives. The President's Management Agenda is publicly available at the Performance.gov website.

02

Account Summary

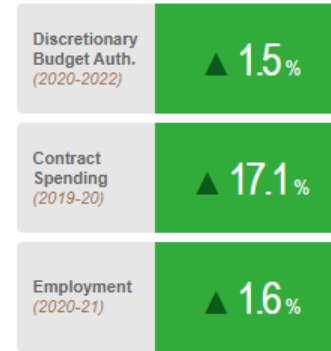
USMC Organization - Summary

Headquarters:

3000 Marine Corps., Pentagon,
Washington., DC 20305

Leadership:

- » **Commandant:**
Gen. David H. Berger
- » **Chief Information Officer:**
BGen., Lorna Mahlock
- » **Marine Corps System Command:**
Commander – B Gen. Arthur J. Pasagian



Total Employees (2021) 19,008

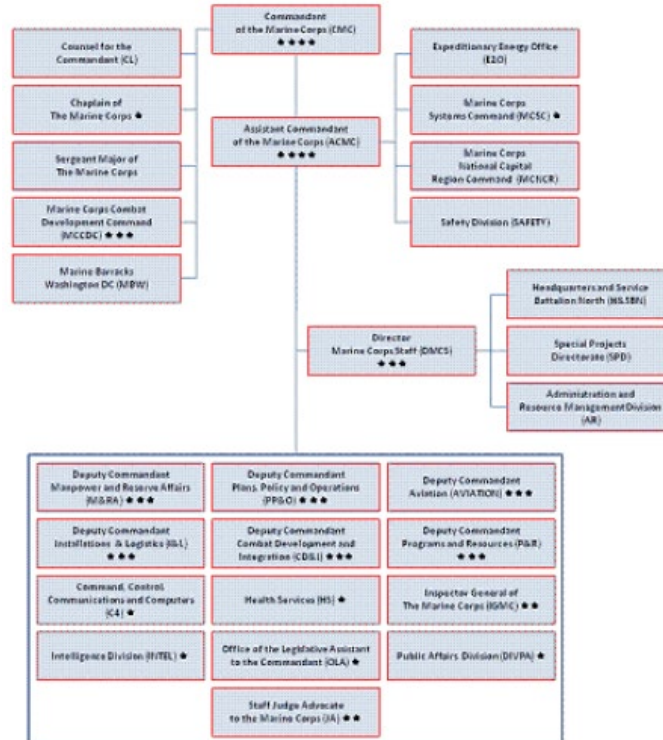
FY 2022 Budget Request \$29,062M

FY 2022 IT Budget Request \$0M

Percentage data based on prior year comparisons.

Additional points of contacts & deeper lower level office coverage are available on [GovWin IQ's United States Marine Corps Organization Chart](#)

USMC Organization Structure

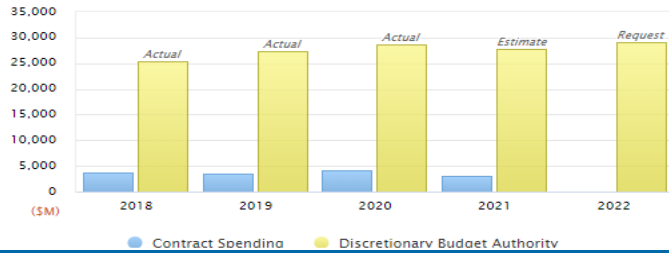


Source: USMC

USMC Agency Contracting Summary

Contract Spending vs. Discretionary Budget Authority

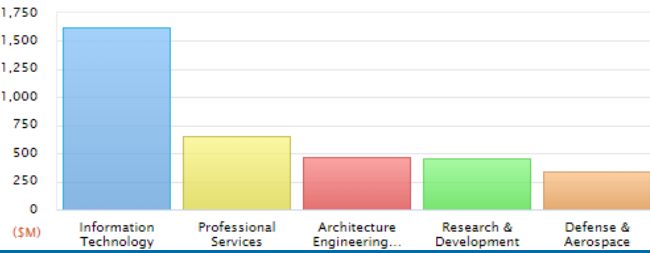
Contract Spending vs. Discretionary Budget Authority by Fiscal Year



Top Segment Spending

Top Segment Spending (2020)

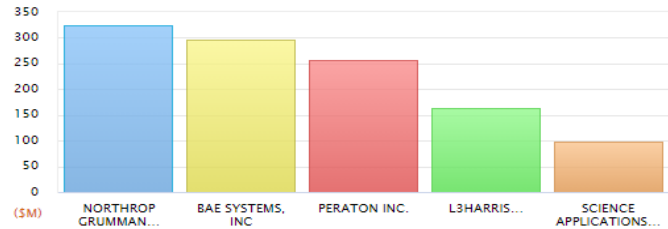
(Top 5 only)



Top Contractors

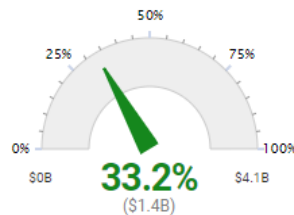
Top Contractors (2020)

(Top 5 only)



FY 2020 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Small Disadvantaged Business	\$570.7M	14.0%	5.0%
Certified HUBZone Small Business	\$88.2M	2.2%	3.0%
Women Owned	\$218.3M	5.4%	5.0%
Service Disabled Veteran Owned	\$323.1M	7.9%	3.0%

Source: FPDS
 ● Indicates goal achieved

Source: USMC, President's Budget Request FY 2022, OPM, OMB, FPDS

03

Agency Employee Summary

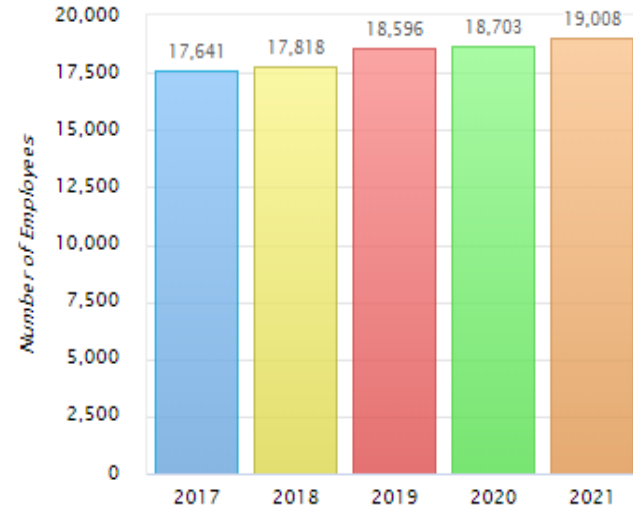
USMC Employee Summary

Employee Statistics

	Agency	Federal
Employees (2021)	19,008	2,171,790
Employment Growth (2020 vs. 2021)	1.6 %	0.6 %
Retirement Rate (2019)	1.7 %	1.6 %
Turnover Rate (2019)	4.8 %	5.4 %
Largest Age Group (2021)	50-59 (6,421)	50-59 (624,584)
Length of Service (2021)	10-19 Yrs (7,459)	1-9 Yrs (852,158)

Source: FedScope (March 2021)

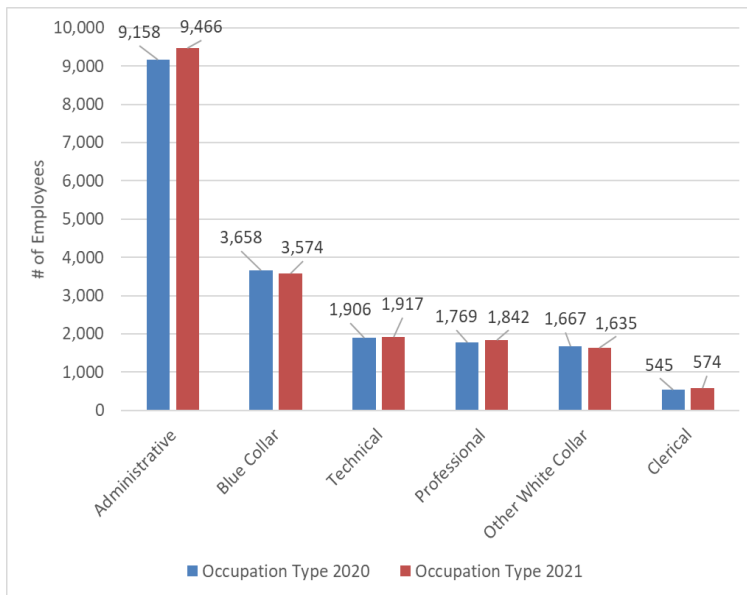
Annual Employment Trend



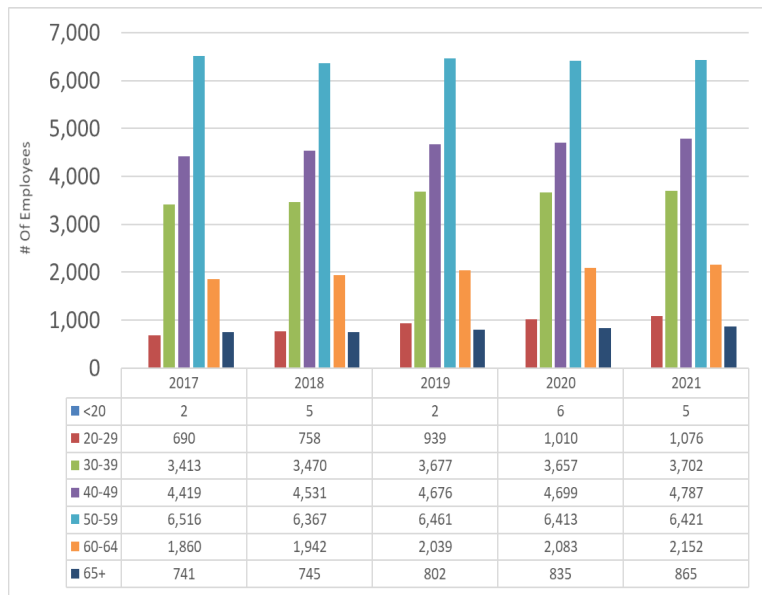
Source: OPM FedScope, Deltek

USMC Employee Summary (Cont.)

Employees by Occupation (FY 2020 - 2021)



Employees by Age



Source: OPM FedScope, Deltek

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Account Budget Summary



Annual Federal Budget Timeline



**1st Monday
in Feb**

April 15*

June 30*

July 15*

Oct 1st

President submits budget to Congress

Congress begins works to complete action on budget resolutions

House Completes action on regular appropriation bills and any required reconciliation legislation.

President submits mid-session review of his budget to Congress

Government Fiscal Year Begins

Source: Committee on the Budget, U.S. Senate Glossary, and GovWin IQ

USMC Budget Authorization

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
Military Personnel	Military Personnel, Marine Corps	\$14,047,000	\$14,676,000	\$14,748,000
	Medicare-Eligible Retiree Health Fund Contribution, Marine Corps	\$860,000	\$905,000	\$993,000
	Reserve Personnel, Marine Corps	\$767,000	\$845,000	\$882,000
	Medicare-Eligible Retiree Health Fund Contribution, Reserve Personnel, Marine Corps	\$77,000	\$82,000	\$86,000

USMC Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
Operation and Maintenance	Operation and Maintenance, Marine Corps	\$9,667,000	\$8,371,000	\$9,025,000
	Operation and Maintenance, Marine Corps Reserve	\$298,000	\$292,000	\$285,000
Procurement	Procurement, Marine Corps	\$2,903,000	\$2,641,000	\$3,043,000

**Accounts that have not been authorized during the last three fiscal years are not shown on this table.*

USMC Budget Objectives

FY 2022 Funding Highlights:

- » Marine Corps readiness is focused on building a more lethal force. Therefore, funding remains relatively flat but reprioritized to focus resources in accordance with the Commandant's Planning Guidance. The Marine Corps Expeditionary Equipment emphasis is to modernize key capabilities as the budget decreases 9 percent from FY 2020. This is a continuance of the "Divest to Reinvest" initiative as legacy equipment sets that do not meet future requirements are divested.
- » Marine Corps procurement increases from \$2.7 billion in FY 2021 to \$3.0 billion in FY 2022, an increase of 11 percent. This reflects the Marine Corps investment in modernization and innovation in support of the Commandant's Force Design 2030 initiatives to build the future force. Key efforts funded include: 613 Joint Light Tactical Vehicles; 92 Amphibious Combat Vehicles; and 8 Ground/Air Task-Oriented Radar systems.

Marine Corps Operations:

- » The Marine Corps continues to build and posture for the 21st Century by applying resources to key budget priorities in modernization, lethality, and readiness. Driven by strategic guidance, including the Commandant's Planning Guidance, the Marine Corps will be trained and equipped as a naval expeditionary force-in-readiness prepared to operate inside actively contested maritime spaces in support of fleet operations.
- » The Marine Corps is redesigning the force for naval expeditionary warfare in actively contested spaces Marine Corps readiness is focused on building a more lethal force by training for advanced and persistent threats; growing cyberspace activities; and optimizing depot maintenance to achieve 80 percent serviceability of reportable expeditionary ground equipment. These efforts will help ensure the Marine Corps is prepared to operate inside actively contested maritime spaces in support of fleet and joint force operations.

USMC Budget Objectives (Cont.)

- » The active Marine Corps military manpower of 178,500 end strength in FY 2022 represents a reduction of 2,700 from the FY 2021 enacted budget. This end strength decrease aligns with force structure changes and enables the Marine Corps' Force Design 2030 modernization initiatives. The reduction of active duty end strength is part of the larger effort to modernize the Marine Corps by divesting of legacy defense programs and the force structure that supports those legacy capabilities, such as tanks, bridging and law enforcement, along with a reduction of surge capacity, with the intent of investing in modernization. Our Selected Reserve Marine Corps military manpower (36,800) maintains a "Ready-Relevant-Responsive" force capable of seamlessly operating as a part of the Total Force to fulfill combatant command and service rotational and emergent requirements.
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- » The FY 2022 budget reflects the Marine Corps investment in modernization and innovation in support of the Commandant's Planning Guidance (CPG) to build the future force (as detailed in Force Design 2030), which is the Commandant of the Marine Corps (CMC) top priority. Future Force Design investments support the CMC's vision of the Marine Corps as a trained and equipped Naval expeditionary force in readiness, prepared to operate inside actively contested maritime spaces in support of fleet operations. The FY 2022 Procurement, Marine Corps budget is \$3.0 billion.

USMC Budget Objectives (Cont.)

- » The FY 2022 RDT&E budget supports the Marine Corps Commandant's direction to implement a program of iterative concept refinement, wargaming, analysis and simulation, and experimentation with a strong focus on the new Marine Littoral Regiment (MLR) concept. Marine Corps ground equipment RDT&E programs are focused on developing the force of the future to counter near peer pacing threats.
- » The Marine Corps is redesigning the force for naval expeditionary warfare in actively contested spaces, fully aligning with the direction of the Commandant's Force Design 2030, which recognizes a cost neutral, self-funding approach, through divestment of legacy capabilities. The future Fleet Marine Force (FMF) requires transformation from a legacy force to a modernized force with new organic capabilities. In 2030 the FMF will allow the Navy and Marine Corps to restore strategic initiative, and to define the future of maritime conflict by capitalizing on new capabilities to deter conflict and dominate inside an adversary's weapon engagement zone. These changes will be accompanied by reinvigorating the FMF by putting more Marine Corps experts in Fleet Maritime Operations Centers; shifting emphasis in training, education, and supporting establishment activities; and refining component relationships in partnership with the Navy.
- » The FY 2022 Military Personnel, Marine Corps (MPMC) budget request funds an active duty end strength of 178,500. This is an overall end strength decrease of 2,700 from the FY 2021 enacted budget to enable the Marine Corps' Force Design modernization initiatives. The reduction of active duty end strength is part of the larger effort to modernize the Marine Corps by divesting of legacy defense programs and the force structure that supports those legacy capabilities, such as tanks, bridging and law enforcement, along with a reduction of surge capacity, with the intent of investing in modernization.

USMC Budget Objectives (Cont.)

- » The Marine Corps is redesigning the force for naval expeditionary warfare in actively contested spaces, fully aligning with the direction of the Commandant's Force Design 2030, which recognizes a cost neutral, self-funding approach, through divestment of legacy capabilities. The future Fleet Marine Force (FMF) requires transformation from a legacy force to a modernized force with new organic capabilities. In 2030 the FMF will allow the Navy and Marine Corps to restore strategic initiative, and to define the future of maritime conflict by capitalizing on new capabilities to deter conflict and dominate inside an adversary's weapon engagement zone. These changes will be accompanied by reinvigorating the FMF by putting more Marine Corps experts in Fleet Maritime Operations Centers; shifting emphasis in training, education, and supporting establishment activities; and refining component relationships in partnership with the Navy.
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05

Account Capital Plans and Initiatives – Information Technology

USMC – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
TRAINING DEVICES	Pre-RFP	11/2021	3,320	204512
ACV MISSION ROLE VARIANTS PRODUCTION	Pre-RFP	11/2021	3,299	201727
LOGISTICS SUPPORT FOR THE MARITIME PREPOSITIONING SHIPS MPS PROGRAM AND THE MARINE CORPS PREPOSITIONING PROGRAM NORWAY (LOG MPS)	Forecast Pre-RFP	11/2026	949	208866
USMC RECRUITING COMMAND ADVERTISING SERVICES	Forecast Pre-RFP	02/2024	538	202704
TECHNOLOGY SERVICES ORGANIZATION INFORMATION TECHNOLOGY MIGRATION INTEGRATION AND MODERNIZATION SUPPORT SERVICES (RSO)	Pre-RFP	11/2021	149	204898

Source: GovWin IQ

Account Capital Plans – Architecture, Engineering, and Construction (AEC)

USMC AEC Initiatives

FY 2022 Architecture, Engineering and Construction Funding Highlights:

- » The Marine Corps program strives to restore deteriorated facilities to an acceptable facilities condition rating, targeting those facilities in poor (Q3) and failing (Q4) condition. Increases in the FY 2022 budget reinvigorate funding in support of the Marine Corps' Infrastructure Reset Strategy while integrating the Commandant's Force Design 2030 to support new platform and cyber capabilities. Restoration and modernization projects include gender integration projects for Marine Corps recruit depots, training facilities, airfield operation enhancements, barracks improvements, and utilities resiliency upgrades across all Marine Corps installations, as well as the administrative and supply facilities at both the National Capital Region and Marine Corps Installations West, all of which were delayed in FY 2021.
- » With the FY 2022 budget, the Marine Corps aims to divest of 2.3 million square feet (MSF) of older, excess, and obsolete facilities contributing to the consolidation and right-sizing of the Marine Corps' facilities footprint to improve operational readiness, reaching the FY 2022 goal of 11 MSF. With the considerable investments in restoration and modernization, as well as supplemental hurricane recovery efforts for East Coast installations, the Marine Corps will be able to target the remaining failing (Q4) condition facilities in the upcoming years, with the goal of eliminating 31 MSF by FY 2028, as directed by the Commandant's Infrastructure Reset Strategy.
- » The FY 2022 budget request of \$2.4 billion supports the Department's critical goals, financing 29 military construction baseline projects. 14 for these are for the active Marine Corps, and one for the Marine Corps reserve component.

USMC AEC Initiatives

- » For Marine Corps projects, the Department's FY 2022 budget request includes \$10.4 million for the whole house renovation of the Home of the Commandants. The budget also includes \$51.0 million for the operation and maintenance of approximately 1,900 government-owned units and 12 leased units located worldwide. The level of funding translates to 84 percent of the government-owned inventory meeting adequate standards.
- » A more in-depth review of the Marine Corps Military Construction plans for FY 2022 can be viewed in the [Navy Military Construction & Family Housing Programs FY 2022](#).

USMC – Leading AEC Opportunities

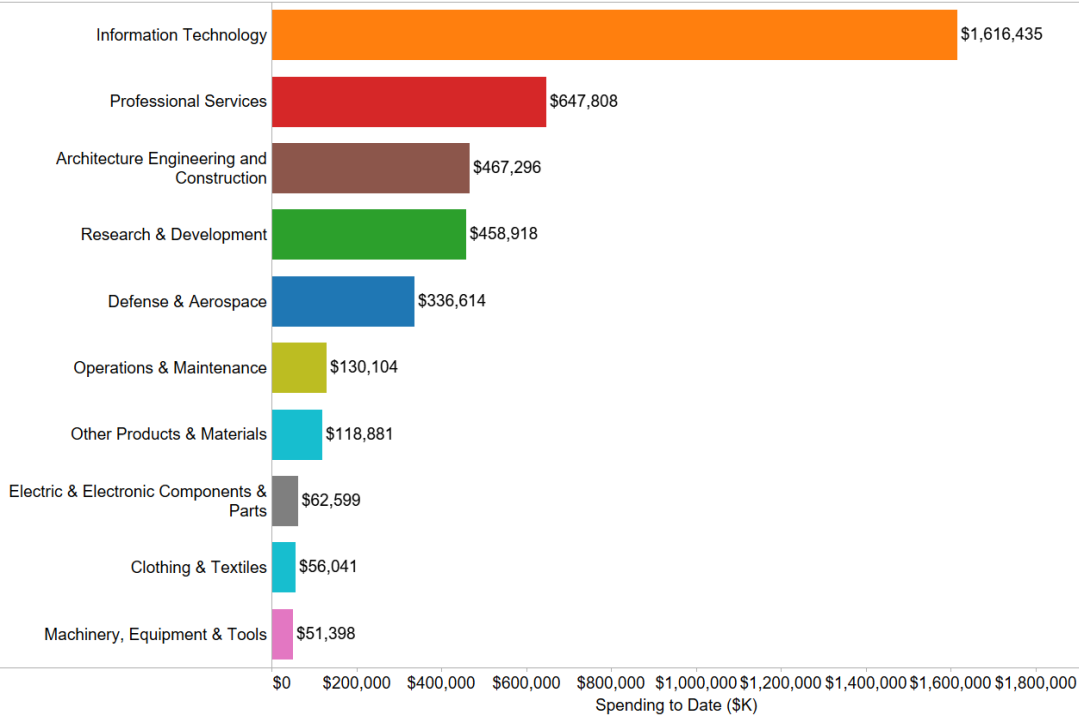
Program	Status	RFP-Date	Value (\$ M)	Opp. ID
MOTOR VEHICLE OPERATOR SUPPORT SERVICES	Forecast Pre-RFP	02/2024	20	200003
AEC MARINE SMALL BOAT ENGINE MECHANIC MAINTENANCE AND REPAIR SERVICES	Pre-RFP	03/2022	TBD	185875

Source: GovWin IQ

06

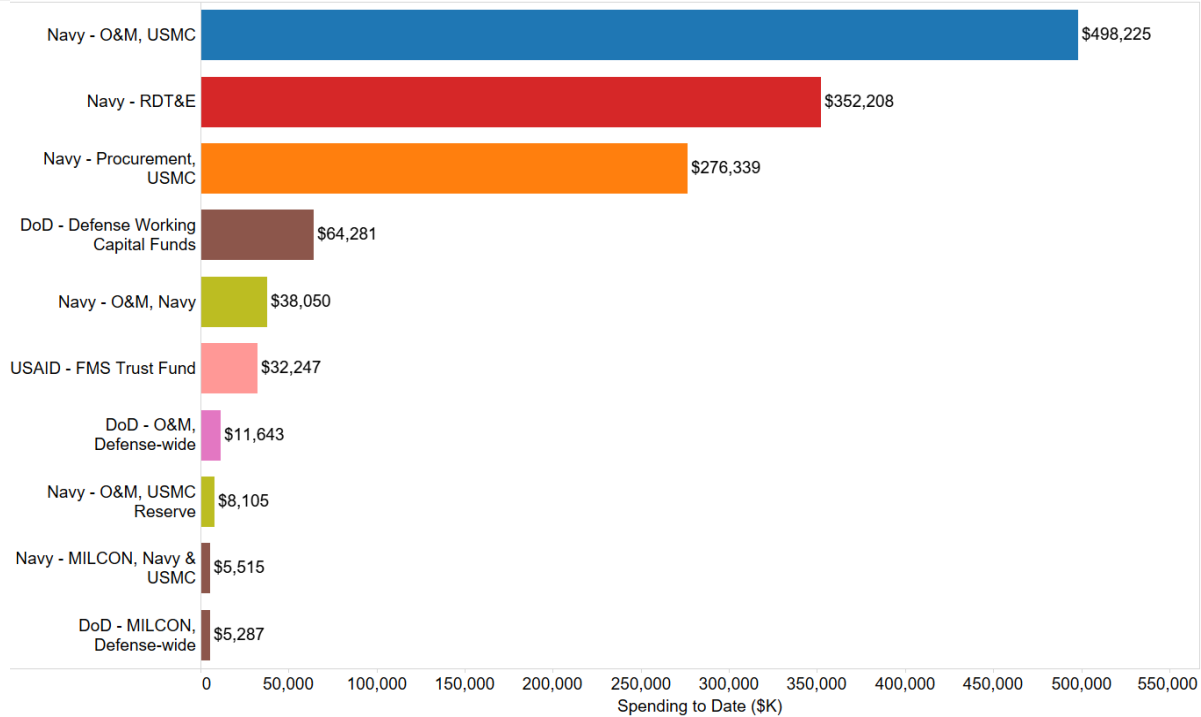
Account Buying Behavior

Leading USMC Spending by Segments, FY 2020



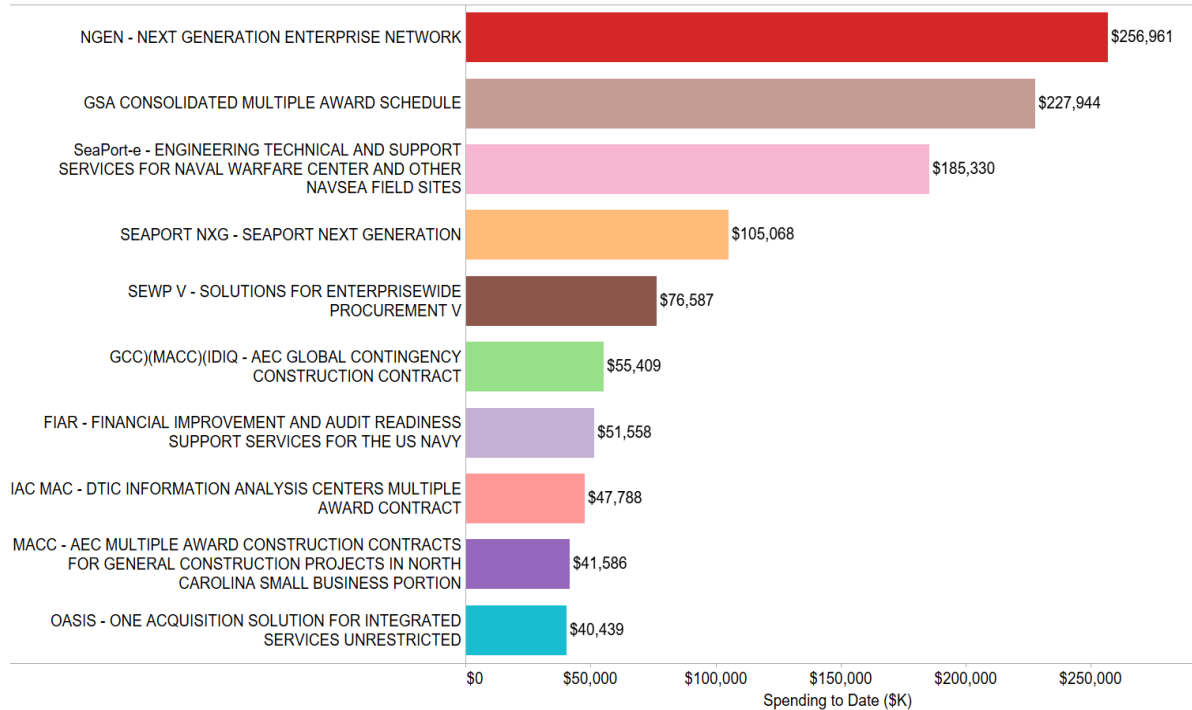
Source: Federal Procurement Data System, GovWin IQ

Leading USMC Budget Accounts, FY 2020



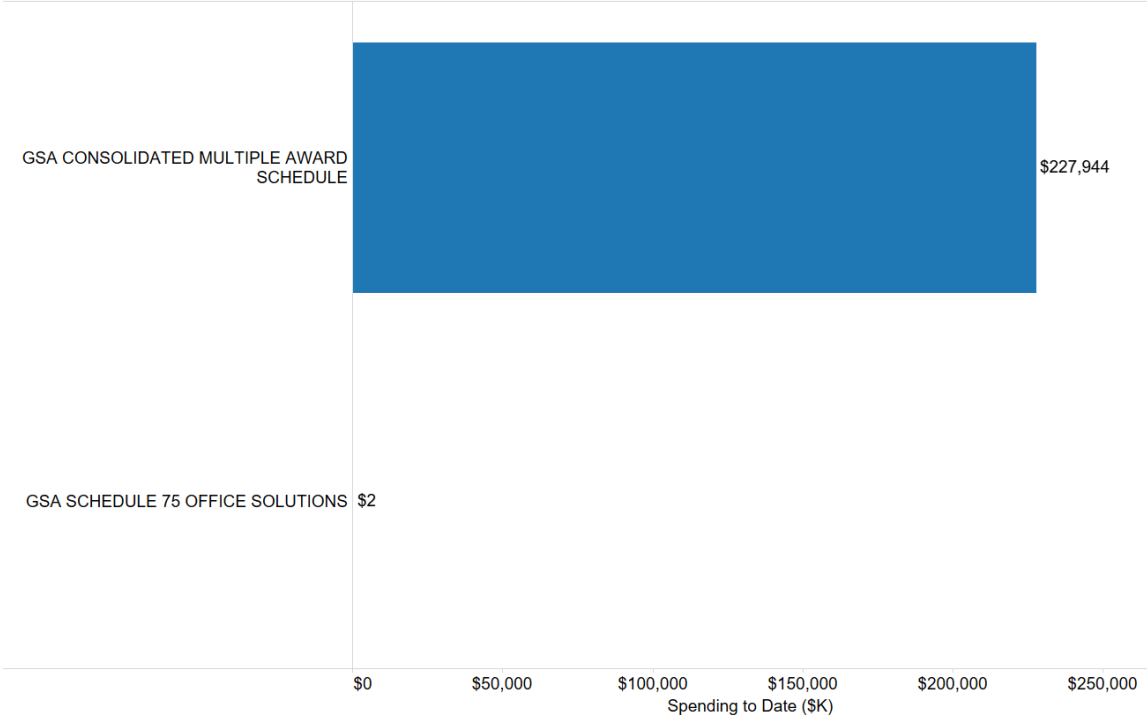
Source: Federal Procurement Data System, GovWin IQ

Leading USMC Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

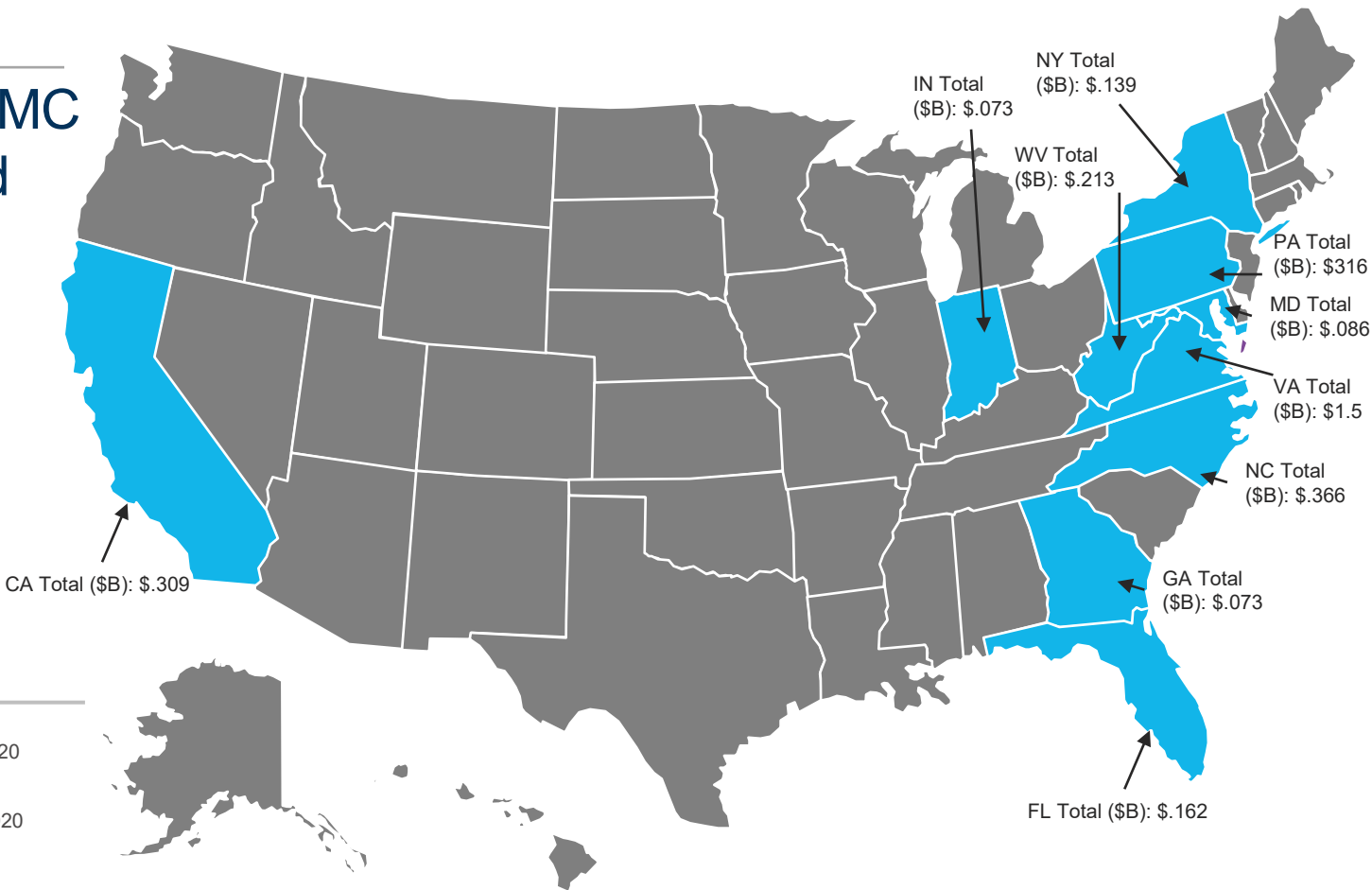
Leading USMC Spending GSA Schedules, FY 2020





Source: Federal Procurement Data System, GovWin IQ

FY 2020 Total USMC Federal Reported Spending: \$4.1B

» In FY 2020, Virginia had the highest reported total spending obligations.

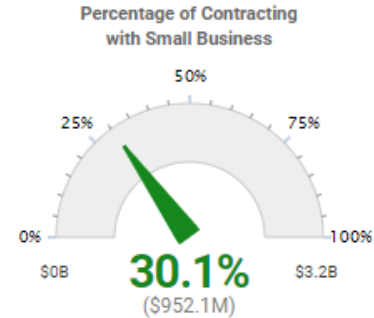


 Top 10 States by Spending FY 2020

 States outside of Top 10 by FY 2020 spending

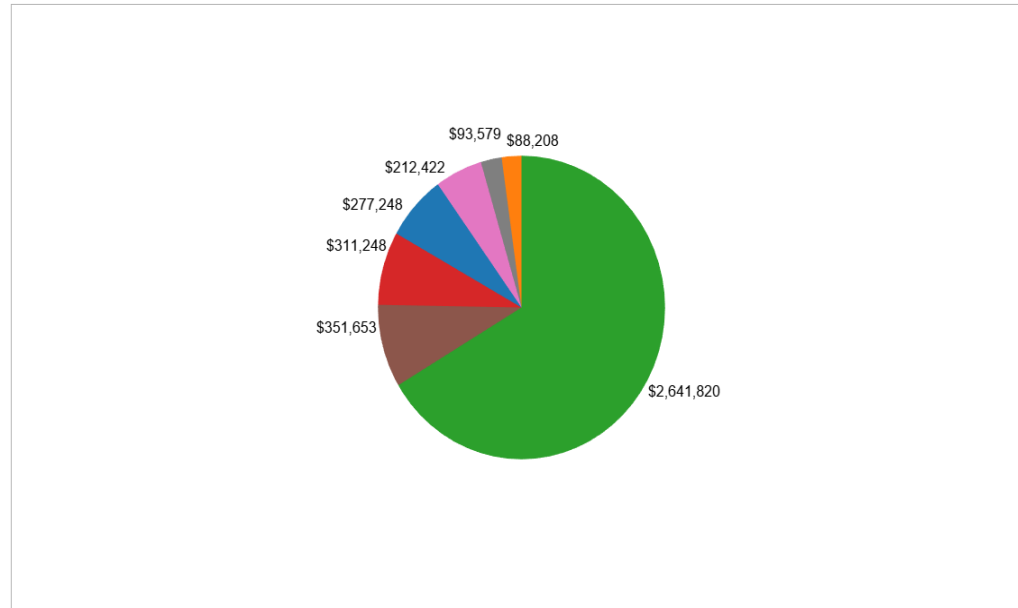
USMC Small Business Contracting Goals FY 2021

Socioec. Status	Actual	% Actual	% Goal
Small Disadvantaged Business	\$342M	10.8%	5.0%
Certified HUBZone Small Business	\$86.1M	2.7%	3.0%
Women Owned	\$161.7M	5.1%	5.0%
Service Disabled Veteran Owned	\$223.6M	7.1%	3.0%
<i>Source: FPDS</i>			



Source: Small Business Dashboard

USMC Total Small Business Spending by Socioeconomic Status, FY 2020*



Socioeconomic Status

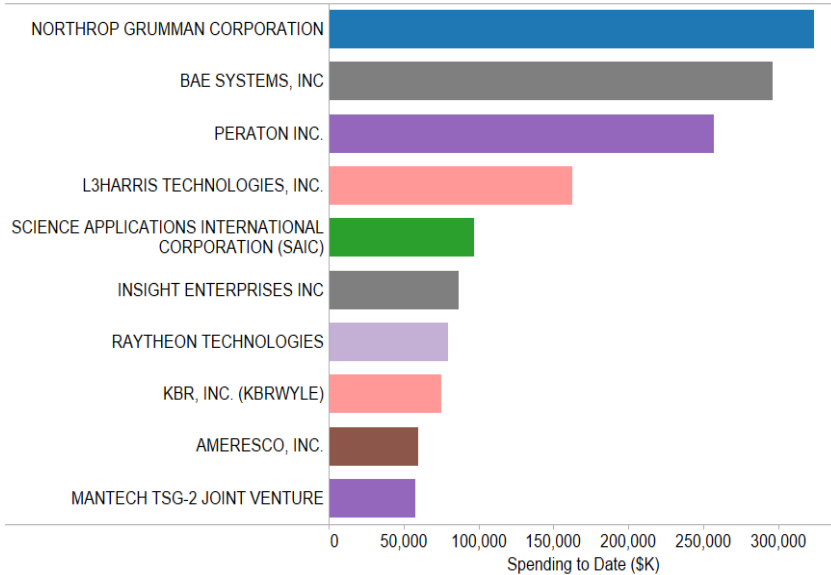
- Small Business (in one or more NAICS)
- Veteran Owned
- Service Disabled Veteran Owned
- 8(a)
- Women Owned
- Alaskan Native Corporation Owned
- HUBZone

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

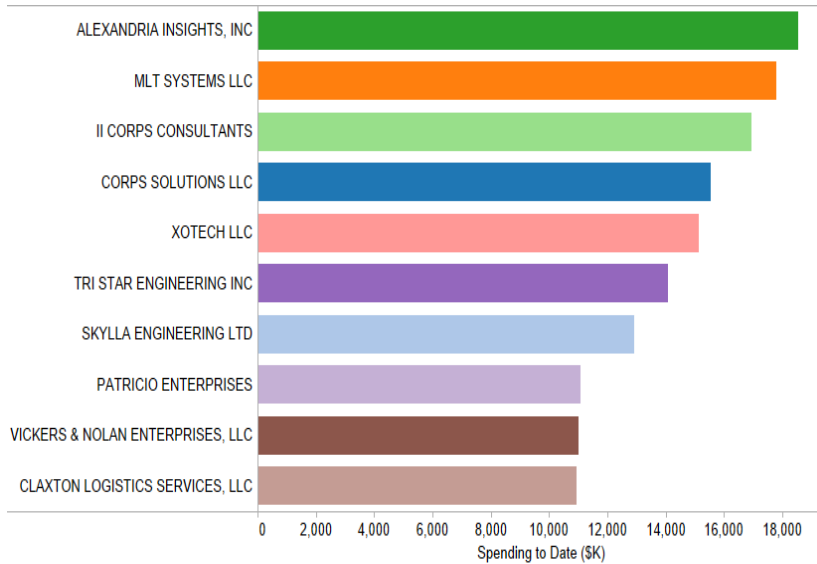
Leading USMC Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
NORTHROP GRUMMAN CORPORATION	\$323,890	8%
BAE SYSTEMS, INC	\$296,093	7%
PERATON INC.	\$256,946	6%
L3HARRIS TECHNOLOGIES, INC.	\$162,539	4%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$97,093	2%
INSIGHT ENTERPRISES INC	\$86,499	2%
RAYTHEON TECHNOLOGIES	\$79,687	2%
KBR, INC. (KBRWYLE)	\$75,354	2%
AMERESCO, INC.	\$59,690	1%
MANTECH TSG-2 JOINT VENTURE	\$57,701	1%
Grand Total	\$4,068,126	100%

Source: Federal Procurement Data System, GovWin IQ

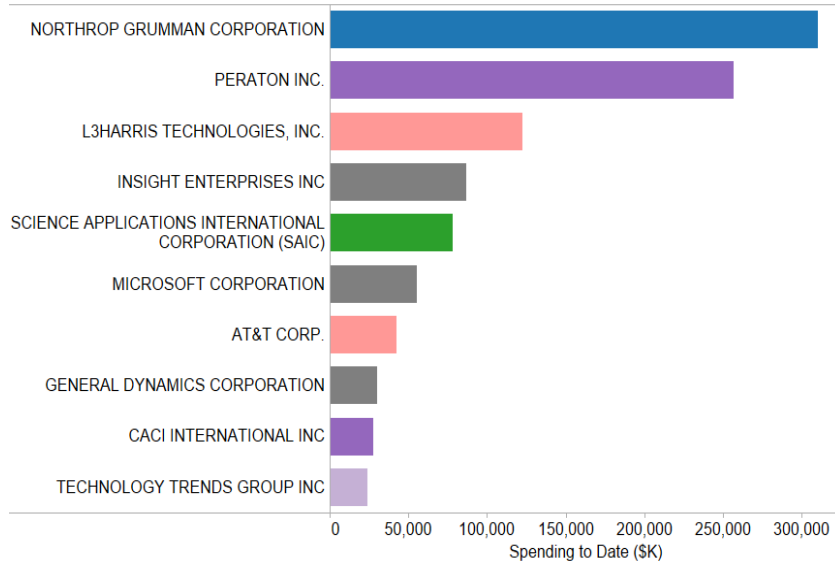
Leading USMC Prime Veteran Owned Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
ALEXANDRIA INSIGHTS, INC	\$18,537	5%
MLT SYSTEMS LLC	\$17,778	5%
II CORPS CONSULTANTS	\$16,937	5%
CORPS SOLUTIONS LLC	\$15,551	4%
XOTECH LLC	\$15,125	4%
TRI STAR ENGINEERING INC	\$14,074	4%
SKYLLA ENGINEERING LTD	\$12,904	4%
PATRICIO ENTERPRISES	\$11,065	3%
VICKERS & NOLAN ENTERPRISES, LLC	\$11,021	3%
CLAXTON LOGISTICS SERVICES, LLC	\$10,941	3%
Grand Total	\$351,653	100%

Source: Federal Procurement Data System, GovWin IQ

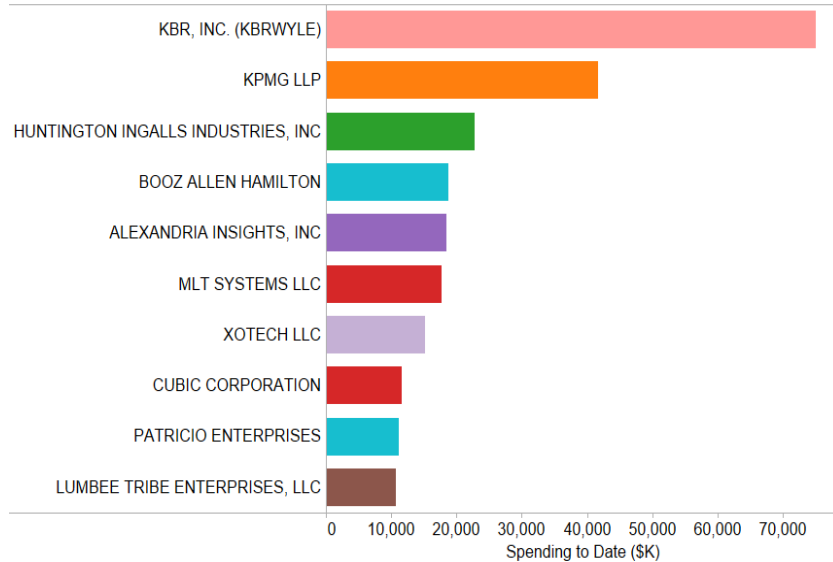
Leading USMC Prime Information Technology Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
NORTHROP GRUMMAN CORPORATION	\$310,138	19%
PERATON INC.	\$256,699	16%
L3HARRIS TECHNOLOGIES, INC.	\$122,275	8%
INSIGHT ENTERPRISES INC	\$86,499	5%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$78,186	5%
MICROSOFT CORPORATION	\$55,349	3%
AT&T CORP.	\$42,739	3%
GENERAL DYNAMICS CORPORATION	\$30,220	2%
CACI INTERNATIONAL INC	\$27,693	2%
TECHNOLOGY TRENDS GROUP INC	\$24,029	1%
Grand Total	\$1,616,435	100%

Source: Federal Procurement Data System, GovWin IQ

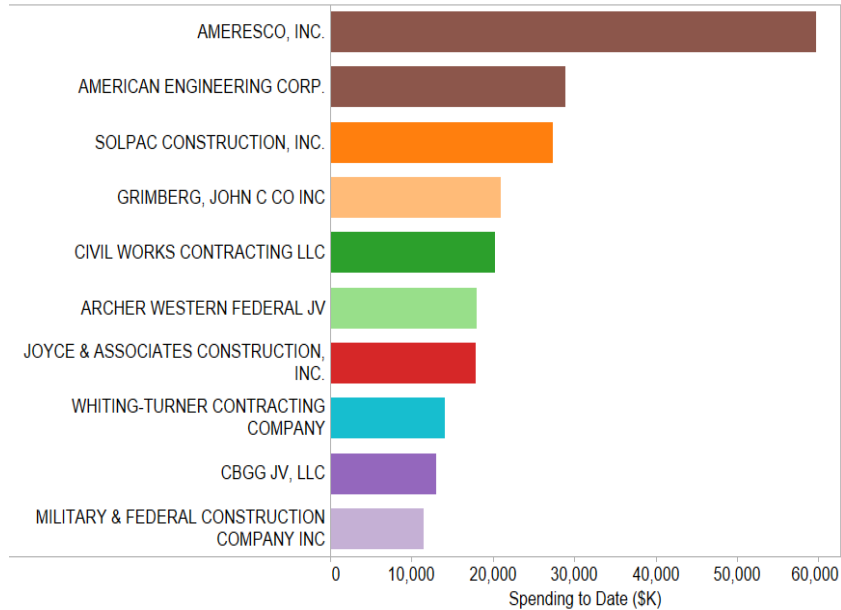
Leading USMC Professional Services Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
KBR, INC. (KBRWYLE)	\$75,023	12%
KPMG LLP	\$41,647	6%
HUNTINGTON INGALLS INDUSTRIES, INC	\$22,717	4%
BOOZ ALLEN HAMILTON	\$18,734	3%
ALEXANDRIA INSIGHTS, INC	\$18,537	3%
MLT SYSTEMS LLC	\$17,778	3%
XOTECH LLC	\$15,125	2%
CUBIC CORPORATION	\$11,595	2%
PATRICIO ENTERPRISES	\$11,194	2%
LUMBEE TRIBE ENTERPRISES, LLC	\$10,763	2%
Grand Total	\$647,808	100%

Source: Federal Procurement Data System, GovWin IQ

Leading USMC Prime Architecture, Engineering and Construction Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
AMERESCO, INC.	\$59,690	13%
AMERICAN ENGINEERING CORP.	\$28,901	6%
SOLPAC CONSTRUCTION, INC.	\$27,360	6%
GRIMBERG, JOHN C CO INC	\$20,987	4%
CIVIL WORKS CONTRACTING LLC	\$20,217	4%
ARCHER WESTERN FEDERAL JV	\$17,952	4%
JOYCE & ASSOCIATES CONSTRUCTION, INC.	\$17,918	4%
WHITING-TURNER CONTRACTING COMPANY	\$14,129	3%
CBGG JV, LLC	\$12,982	3%
MILITARY & FEDERAL CONSTRUCTION COMPANY INC	\$11,534	2%
Grand Total	\$467,296	100%

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

USMC – Procurement

- » All Marine Corps acquisition regulations fall within the [Navy Marine Corps Acquisition Regulation Supplement \(NMCARS\)](#), which implements and supplements the [Federal Acquisition Regulation \(FAR\)](#) and the [Department of Defense FAR Supplement \(DFARS\)](#) to establish uniform policies for Navy and Marine Corps acquisition.
- » The FAR implements the various statutes and regulations which impact upon the Federal contracting process. The DFARS applies to purchases and contracts by DoD contracting activities made in support of foreign military sales or North Atlantic Treaty Organization (NATO) cooperative projects without regard to the nature or sources of funds obligated, unless otherwise specified in the regulation.
- » The Marine's on-going acquisition functions flow from the Navy's Heads of the Contracting Activity (HCA), which are delegated authority regarding acquisition functions. Procurement activity at the Navy is decentralized and the major buying Command for the Marine Corps is the [Marine Corps Systems Command](#).

USMC – Procurement (Cont.)

- » Under management of the DOD CIO's office, the Marine Corps as part of the Department of Navy participates in the [Enterprise Software Initiative \(ESI\)](#). It is the intent of the ESI to establish and manage enterprise COTS IT agreements, assets, and policies. DoD ESI lowers the total cost of ownership across the DoD, Coast Guard and Intelligence Communities for commercial software, IT hardware, and services. Since 2003, DoD ESI has partnered with GSA's SmartBUY program to combine software requirements at the Federal level to act as one customer, reduce costs, and eliminate redundant purchases. DoD ESI serves as the implementation agent for SmartBUY throughout the DoD to aggregate requirements for Federal-wide purchases.

USMC – Procurement (Cont.)

- » [Navy Electric Commerce Online \(NECO\)](#) - NECO is provided as a public service by the Naval Supply Systems Command (NAVSUP) procurement automation branch in Mechanicsburg, PA. Its purpose is to provide information that NAVSUP deems relevant to the Department of the Navy community, its industry partners, and the general public.
- » [Contractor Performance Assessment Reporting System \(CPARS\)](#) - The Contractor Performance Assessment Reporting System (CPARS) contains a number of adaptable, built-in status reports which offer activities with on demand information regarding report card completions, due dates, and outstanding actions.
- » [Past Performance Information Retrieval System \(PPIRS\)](#) - The Past Performance assists in the electronic retrieval of contractor past performance report cards collected by different Federal agencies. For Federal contracts, agencies are directed to use past performance information in deciding the "best value" in future award choices.
- » [Standard Procurement System \(SPS\)](#) - The Standard Procurement System (SPS) is the next generation of procurement application software. The SPS is the standardized automated procurement system used by the Navy.
- » [Procurement Integrated Enterprise Environment \(PIEE\)](#) - The Procurement Integrated Enterprise Environment (PIEE) is the primary enterprise procure-to-pay (P2P) application for the Department of Defense and its supporting agencies and is trusted by companies reporting over \$7.1 billion in spending.

USMC – Procurement (Cont.)

- » [Electronic Document Access \(EDA\)](#) - The DoD EDA is an electronic file cabinet for the storage and retrieval of documents used by multiple DoD activities. The primary function of the DoD EDA is to allow EDA users access to official DoD documents via a Web browser.

USMC – Acquisition Forecast

- » [USMC Acquisition Forecast](#) is a forecast of anticipated business needs and makes early planning possible to a wide range of current and potential industry partners.

What Does USMC Buy?

- » The [Top NAICS](#) list provides public users what the Marine Corps are buying to support the warfighter. The inventory is based on historical and publicly available data sourced via the Federal Procurement Data System - Next Generation (FPDS-NG) that includes, American Industry Class System Code (NAICS).

USMC – Mentor-Protégé Program

- » The USMC Mentor Protégé programs is part of the [DON Mentor-Protégé Program \(MPP\)](#) which assists small businesses (Protégés) to successfully compete for prime contract and subcontract awards by partnering with large companies (Mentors) under individual, project-based Agreements. The Department of Defense (DoD) Pilot MPP was established under Section 831 of Public Law 101-510, the National Defense Authorization Act for Fiscal Year 1991 (10 U.S.C. 2302 note). The program was extended through September 30, 2018.
- » The authorization for the Department of Defense (DoD) Mentor Protégé Pilot Program expired on 30 September 2018. The DoD working on getting the program reauthorized, a gap in authorization was anticipated. As such, no new agreements were to executed after 30 September 2018. All agreements executed by 30 September 2018 were to continue to the end of the agreement period of performance or 30 September 2021 whichever comes first.

USMC – SBIR/STTR Programs

- » Navy's [Small Business Innovation Research \(SBIR\)](#) program was established by Congress in 1982 with a statutory purpose to strengthen the role of innovative small business concerns (SBCs) in Federally-funded research or research and development (R/R&D). Through the Department of the Navy's Small Business Innovation Research (SBIR) Program, small businesses of 500 employees or less have the opportunity to address naval needs in more than thirty science and technology areas. The SBIR Program provides the fleet with the innovative advances in technology developed by small firms that have the courage, drive, and flexibility to assume risks, develop niches, and generally compete in areas less attractive to larger firms. SBIR Program participants benefit both from the program awards as well as the further development and commercialization of the resulting products.
- » Specific program purposes are to:
 - » Stimulate technological innovation
 - » Use small business to meet Federal R/R&D needs
 - » Foster and encourage participation by socially and economically disadvantaged SBCs in working in technological innovation
 - » Increase private sector commercialization of innovations derived from Federal R/R&D, thereby increasing competition, productivity and economic growth
- » Similar to the SBIR Program, the Navy Small Business Technology Transfer (STTR) Program fosters transitions of joint efforts between qualified small businesses and research institutions to the Navy and Marine Corps. A major difference in the two programs is that the STTR requires the small business to have a research partner consisting of a University, Federally Funded Research and Development Center (FFRDC), or a qualified non-profit research institution.

USMC – Office of Small Business Programs (OSBP)

- » The [Marine Corps Systems Command Office of Small Business Programs](#) is the gateway for small businesses. This includes veteran-owned, service-disabled, HUBZone, small disadvantaged, and women-owned small businesses. Small business and a competitive, healthy industrial base are vital to the long-term success and affordability of the Department of the Navy as well as the national security.
- » The Small Business Program promotes acquisition opportunities where small businesses can best support the needs of our Marines and Sailors. Through policy, advocacy and training, OSBP fosters industry innovation, technology development, and the acquisition of quality products, services, and solutions from small business providers. OSBP's vision is to ensure small businesses are the first option in the acquisition planning process.
- » The OSBP provides an information [brochure](#) to guide vendors through the various steps required to do business with USMC. In addition USMC OSBP has compiled a [list of small business events](#) it plans to attend throughout the year. Vendors interested in doing business with USMC are encouraged to attend the events.

USMC – Office of Small Business Programs (OSBP) (Cont.)

- » For more information on USMC small business programs please contact the USMC OSBP at the following telephone number:

U.S. Marine Corps
Office of Small Business Programs
(703) 432-3944

Thank You!