

# U.S. Department of Commerce



2023

Prepared by

Office of Small & Disadvantaged Business Utilization



# Agenda

- **INTRODUCTION**
- **DEPARTMENT OF COMMERCE (DOC)**
  - WELCOME TO COMMERCE - MISSION
  - STRATEGIC GOALS FOR FISCAL YEARS 2022-2026
  - GET TO KNOW COMMERCE
- **DOC ORGANIZATION**
  - ORGANIZATIONAL STRUCTURE
- **DOC BUREAUS**
  - BUREAU OVERVIEW
- **DOC BUREAU RESOURCES**
  - PROCUREMENT FORECASTS
  - RESOURCES AND TOOLS
  - SMALL BUSINESS SPECIALISTS
- **DOING BUSINESS WITH COMMERCE**
  - HELPFUL HINTS
  - BEST PRACTICES
  - SOCIO-ECONOMIC SMALL BUSINESS PROGRAMS
  - CONNECT WITH DOC BUREAUS
  - PROCUREMENT OFFICES
  - NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) CODES
- **DOC OUTREACH**
- **SBA SCORECARD**
- **INITIATIVES**
- **QUESTIONS**



# Welcome to Commerce!





# DOC Strategic Goals Fiscal Years 22- 26

The Department has one overarching goal: **Improve America's Economic Competitiveness**. Each of the Department's five strategic goals advances our mission and supports this goal:

- Drive U.S. Innovation and Global Competitiveness
- Foster Inclusive Capitalism and Equitable Economic Growth
- Address the Climate Crisis Through Mitigation, Adaptation, and Resilience Efforts
- Expand Opportunity and Discovery Through Data
- Provide 21st Century Service with 21st Century Capabilities



# Commerce Touches Your Life Every Day

- Time
- Weather
- Broadband
- Community Plans
- Data and Statistics
- Imports you buy
- Exports you sell
- Trademarks you recognize
- Products that meet standards
- Inventions that are protected
- New Technology
- Satellite Information

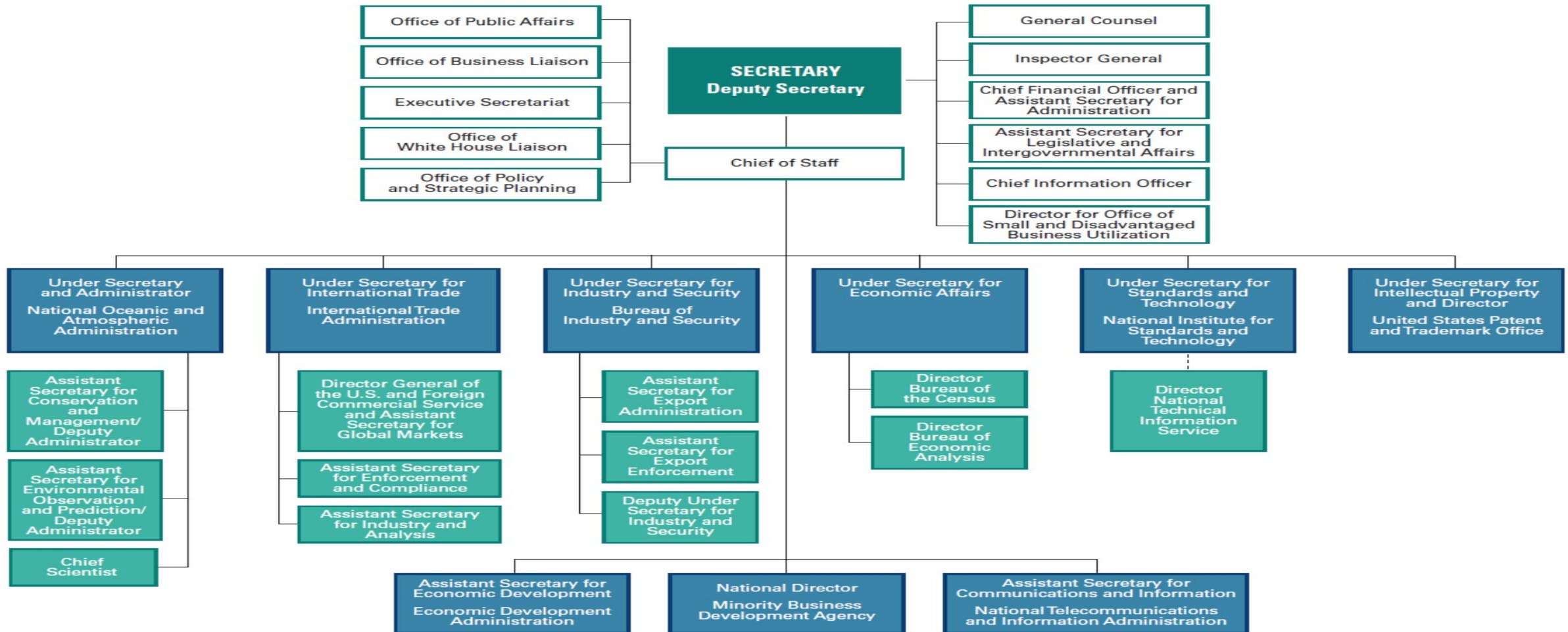


# U.S. Department of Commerce

## Organizational Structure



# Department of Commerce Organization Structure





# Department of Commerce Bureaus

- Bureau of Economic Analysis (BEA)
- Bureau of Industry and Security (BIS)
- United States Census Bureau (USCB)
- Economic Development Administration (EDA)
- Office of the Under Secretary for Economic Affairs (OUS/EA)
- International Trade Administration (ITA)
- Minority Business Development Agency (MBDA)
- National Institute of Standards and Technology (NIST)
- National Oceanic and Atmospheric Administration (NOAA)
- National Technical Information Service (NTIS)
- National Telecommunications and Information Administration (NTIA)
- United States Patent and Trademark Office (USPTO)
- Office of the Secretary (OS)



# U.S. Department of Commerce

## **Bureaus Overview**



# Bureau of Economic Analysis (BEA)

**Mission** – to promote a better understanding of the U.S. economy by providing timely, relevant, and accurate accounts data in an objective and cost-effective manner.

## Core Functional Areas

- Gross Domestic Product
- Personal Income/spending/savings
- Geographic distribution of economic activity
- Corporate Profits
- Balance of Payment/Trade
- Contribution to production by industry
- Evolution of statistics

## Top 10 NAICS Codes

541519	OTHER COMPUTER RELATED SERVICES
541910	MARKETING RESEARCH AND PUBLIC OPINION POLLING
541512	COMPUTER SYSTEMS DESIGN SERVICES
511210	SOFTWARE PUBLISHERS
541618	OTHER MANAGEMENT CONSULTING SERVICES
561320	TEMPORARY HELP SERVICES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
519190	ALL OTHER INFORMATION SERVICES
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
518210	DATA PROCESSING, HOSTING, AND RELATED SERVICES



# Bureau of Industry and Security (BIS)

**Mission** – to advance U.S. National security, foreign policy, and economic objectives by ensuring an effective export control and treaty compliance system, and by promoting continued U.S. leadership in strategic technologies.

## Core Functional Areas

- Regulates export of dual-use products
- Enforces export agreements/rules/licenses
- Researches critical supply chains

## Top 10 NAICS Codes

541512	COMPUTER SYSTEMS DESIGN SERVICES
541519	OTHER COMPUTER RELATED SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
721110	HOTELS (EXCEPT CASINO HOTELS) AND MOTELS
561920	CONVENTION AND TRADE SHOW ORGANIZERS
541618	OTHER MANAGEMENT CONSULTING SERVICES
541513	COMPUTER FACILITIES MANAGEMENT SERVICES



# U.S. Census Bureau

**Mission** – to serve as the leading source of quality data about the nation’s people and economy. Census measures and disseminates information about the nation’s dynamic economy, society, and institutions, fostering economic growth and advancing scientific understanding, and facilitating informed decisions.

## Core Functional Areas

- Census: Decennial; Economic; Governments
- Surveys
- Data tools and applications
- Research

## Top 10 NAICS Codes

541512	COMPUTER SYSTEMS DESIGN SERVICES
541519	OTHER COMPUTER RELATED SERVICES
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541618	OTHER MANAGEMENT CONSULTING SERVICES
334111	ELECTRONIC COMPUTER MANUFACTURING
511210	SOFTWARE PUBLISHERS
541910	MARKETING RESEARCH AND PUBLIC OPINION POLLING
561612	SECURITY GUARDS AND PATROL SERVICES
624190	OTHER INDIVIDUAL AND FAMILY SERVICES



# Economic Development Agency (EDA)

**Mission** – to promote innovation and competitiveness, preparing American regions for growth and success in the worldwide economy.

## Core Functional Areas

- Supports local/regional economic development
- Planning, infrastructure, technical assistance
- Conducts and deploys research/best practices
- Disaster relief
- Trade adjustment assistance

## Top 10 NAICS Codes

541519	OTHER COMPUTER RELATED SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
926110	ADMINISTRATION OF GENERAL ECONOMIC PROGRAMS
541512	COMPUTER SYSTEMS DESIGN SERVICES
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
712120	HISTORICAL SITES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
541850	OUTDOOR ADVERTISING
517110	WIRED TELECOMMUNICATIONS CARRIERS
561920	CONVENTION AND TRADE SHOW ORGANIZERS



# Office of the Undersecretary for Economic Affairs

**Mission** – to advance Departmental initiatives by conducting economic analysis, promoting business and commerce, guiding data-driven decision-making and evidence-building activities, and increasing access to government data while ensuring privacy and confidentiality.

## Core Functional Areas

- Coordinate economic analysis needs
- Promotion of domestic business and commerce
- Data, data policy, and data management
- Trade adjustment assistance



# International Trade Administration (ITA)

**Mission** – to create prosperity by strengthening the international competitiveness of U.S. industry, promoting trade and investment, and ensuring fair trade and compliance with trade laws and agreements.

## Core Functional Areas

- Assists business to export
- International network to identify deals
- Enforces trade agreements and licenses
- Industry research
- Promotes foreign investments in the U.S.

## Top 10 NAICS Codes

541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541519	OTHER COMPUTER RELATED SERVICES
541618	OTHER MANAGEMENT CONSULTING SERVICES
541910	MARKETING RESEARCH AND PUBLIC OPINION POLLING
541330	ENGINEERING SERVICES
561320	TEMPORARY HELP SERVICES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
561110	OFFICE ADMINISTRATIVE SERVICES
611430	PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING
519190	ALL OTHER INFORMATION SERVICES



# Minority Business Development Agency (MBDA)

**Mission** – to promote the growth of minority owned businesses through the mobilization and advancement of public and private sector programs, policy, and research.

## Core Functional Areas

- Business assistance centers
- Advanced manufacturing centers
- Enforces trade agreements and licenses
- Export centers
- Federal Procurement Centers

## Top 10 NAICS Codes

541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
561920	CONVENTION AND TRADE SHOW ORGANIZERS
541330	ENGINEERING SERVICES
541519	OTHER COMPUTER RELATED SERVICES
541219	OTHER ACCOUNTING SERVICES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
519190	ALL OTHER INFORMATION SERVICES
561311	EMPLOYMENT PLACEMENT AGENCIES
541511	CUSTOM COMPUTER PROGRAMMING SERVICES





# National Institute of Standards and Technology (NIST)

**Mission** – to promote U.S. innovation and industrial competitiveness by advancing measurement science, standards, and technology in ways that enhance economic security and improve our quality of life.

## Core Functional Areas

- Communications technology
- Engineering
- Information technology
- Material measurement
- Neutron research
- Organizational excellence
- Manufacturing extension

## Top 10 NAICS Codes

541519	OTHER COMPUTER RELATED SERVICES
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION
334516	ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING
541720	RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
541512	COMPUTER SYSTEMS DESIGN SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541330	ENGINEERING SERVICES
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE
238220	PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS



# National Oceanic and Atmospheric Administration (NOAA)

**Mission** – to understand and predict changes in climate, weather, ocean, and coasts, to share that knowledge and information with others, and to conserve and manage coastal and marine ecosystems and resources.

## Core Functional Areas

- Weather forecasting
- Climate monitoring
- Fisheries management
- Ocean Economy measurement
- Research
- Satellite and information services
- Marine and aviation operations

## Top 10 NAICS Codes

541512	COMPUTER SYSTEMS DESIGN SERVICES
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
541519	OTHER COMPUTER RELATED SERVICES
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)
336611	SHIP BUILDING AND REPAIRING
541330	ENGINEERING SERVICES
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
541370	SURVEYING AND MAPPING (EXCEPT GEOPHYSICAL) SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)



# National Technical Information Service (NTIS)

**Mission** – to provide innovative data services to federal agencies, through agile partnerships with the private sector, to advance federal data priorities, promote economic growth, and enable operational excellence.

## Core Functional Areas

- Uses private sector partners to create new ways of using data to solve problems.
- Works with universities, nonprofits and industry professionals to experiment with data science technologies.

## Top 10 NAICS Codes

541513	COMPUTER FACILITIES MANAGEMENT SERVICES
541512	COMPUTER SYSTEMS DESIGN SERVICES
541613	MARKETING CONSULTING SERVICES
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
541519	OTHER COMPUTER RELATED SERVICES
541330	ENGINEERING SERVICES
334111	ELECTRONIC COMPUTER MANUFACTURING
518210	DATA PROCESSING, HOSTING, AND RELATED SERVICES
453210	OFFICE SUPPLIES AND STATIONERY STORES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES



# National Telecommunications and Information Administration (NTIA)

**Mission** – to expand broadband Internet access and adoption in America, expand the use of spectrum by all users, and ensure that the Internet remains an engine for continued innovation and economic growth.

## Core Functional Areas

- Manages spectrum use
- Telecommunications policy
- Broadband expansion and equity
- Telecommunications research
- Dedicated spectrum for public safety

## Top 10 NAICS Codes

541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541519	OTHER COMPUTER RELATED SERVICES
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
541330	ENGINEERING SERVICES
511210	SOFTWARE PUBLISHERS
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
517110	WIRED TELECOMMUNICATIONS CARRIERS
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION
561920	CONVENTION AND TRADE SHOW ORGANIZERS



# U.S. Patent and Trademark Office (USPTO)

**Mission** – to drive U.S. innovation, inclusive capitalism, and global competitiveness.

## Core Functional Areas

- Patents
- Trademarks
- Intellectual property policy
- National and international training

## Top 10 NAICS Codes

541512	COMPUTER SYSTEMS DESIGN SERVICES
511199	ALL OTHER PUBLISHERS
541519	OTHER COMPUTER RELATED SERVICES
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
519190	ALL OTHER INFORMATION SERVICES
541513	COMPUTER FACILITIES MANAGEMENT SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
518210	DATA PROCESSING, HOSTING, AND RELATED SERVICES
443120	COMPUTER AND SOFTWARE STORES
541511	CUSTOM COMPUTER PROGRAMMING SERVICES



# Office of the Secretary

**Mission** – to provide the principal support to the Secretary in formulating policy and in providing advice to the President.

## Core Functional Areas

- Formulate departmental policy
- Advise the President
- Leadership for department functions
- Supervise operating units

## Top 10 NAICS Codes

541519	OTHER COMPUTER RELATED SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541512	COMPUTER SYSTEMS DESIGN SERVICES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
561920	CONVENTION AND TRADE SHOW ORGANIZERS
541618	OTHER MANAGEMENT CONSULTING SERVICES
561612	SECURITY GUARDS AND PATROL SERVICES
334111	ELECTRONIC COMPUTER MANUFACTURING
541330	ENGINEERING SERVICES

# U.S. Department of Commerce

## Resources



# Procurement Forecasts

- Contracts and Grants Opportunities - <https://www.commerce.gov/work-with-us/grants-and-contract-opportunities>
- DOC Procurement Forecast - <https://www.commerce.gov/oam/vendors/procurement-forecasts>
- Contact the bureau Small Business Specialists to gain an early understanding of the potential upcoming opportunities and requirements.
- The Department will continue to enhance its forecasting tools to identify opportunities to maximum extent for small and other businesses.





# Resources and Tools

- **Dynamic Small Business Search (DSBS)** - Search SBA's [DSBS.gov](https://www.dsbs.gov) by NAICS to find firms to qualified to meet agency requirements. The DSBS uses keywords, so users can search for specific products and services.
- **Procurement Equity Tool** - A new procurement equity tool has been developed to improve agencies' analytic capability to find potential entities registered in System of Award Management (SAM) that could compete in an agency competition, in turn helping to diversify the supplier base.
- **Supplier Base Dashboard** - This is a tool for the public and agency managers to track the size of the supplier base and the mix of new entrants, recent entrants, and established vendors in the supplier base using the definitions above.
- **Periodic Table of Acquisition Innovations** - Use innovative buying practices, such as those showcased on the [Periodic Table of Acquisition Innovations](#), that have been demonstrated to reduce barriers and increase small businesses participation, such as virtual industry days, virtual requirements development, video proposals, and remote technical demonstrations.



# Small Business Specialists

- **U.S. Patent and Trademark Office (USPTO)** – Gwendolyn Davis
- **National Institute of Standards and Technology (NIST)** – Jo-Lynn Davis
- **National Oceanic and Atmospheric Administration (NOAA)** - Lucas Payne, Shannon Falconi, Blake Allen
- **U.S. Census Bureau (USCB)** – Brigid Boykin
- **Enterprise Services (ES)** – Dawn Gresham, Lauren Gueye
- **FirstNet** – James Trudeau
- **Minority Business Development Agency (MBDA)** – Angela Washington

U.S. Department of Commerce  
**Doing Business With Commerce**



# Helpful Hints

- Focus on understanding each DOC bureau and their separate missions.
- Participate in Market Research – “Rule of Two”.
  - *If two (2) highly qualified vendors display capabilities to meet the needs, then small and socio-economic small business set-aside opportunities can be encouraged and supported.*
- Do your homework on small or socio-economic categories that bureaus are not meeting.
- Focus on ensuring that the capabilities and core competencies align with the bureau that you would like to pursue opportunities with.



# Best Practices

- **Register to Do Business with the Government** - Ensure that your company is registered in the System of Award Management (SAM).
- **Obtain Certifications** - Learn about certifications that are required through the Small Business Administration (SBA).
- **Government-wide Vehicles** - Apply to get on government-wide contract vehicles such as General Services Administration (GSA) schedules, and NASA SEWP.
- **Engagement and Meaningful Exchanges** - Make the Government aware of your capabilities and core competencies by responding to Request for Information (RFI), Sources Sought, and Special Notices, and market research information.
- **Respond to Draft Solicitations** - Provide initial feedback to the Government on overly restrictive requirements, barriers to competition, or any areas of confusion that may cause you to be unable to respond.



# Socio-economic Small Business Programs

- Small Disadvantaged Business (SDB)
- Women-Owned Small Business (WOSB)
- Economic-Disadvantaged Woman Owned Small Business (EDWOSB)
- Service-Disabled, Veteran-Owned Small Business (SDVOSB)
- Veteran Owned Small Business (VOSB)
- Historically Underutilized Business Zone (HUBZone) Small Business
- 8(a) Business Development Program



# Connecting with DOC Bureaus

- Connect directly with Commerce thirteen (13) Bureaus to find out information on business opportunities and events.
- A little research now will enhance the engagement experience in the future!!!
- Contact Us - <https://www.commerce.gov/about/contact-us>



# DOC Procurement Offices

- **United States Census Bureau (USCB)** - <https://www.census.gov/about/business-opportunities/opportunities/vendor-ops.html>
- **National Institute of Standards and Technology (NIST)** - <https://www.nist.gov/oaam>
- **National Oceanic and Atmospheric Administration (NOAA)** - <https://www.noaa.gov/organization/acquisition-grants/acquisition>
- **FirstNet** - <https://firstnet.gov/about/doing-business-with-us>
- **United States Patent and Trademark Office (USPTO)** - <https://www.uspto.gov/about-us/vendor-information>
- **Enterprise Services** - <https://www.commerce.gov/bureaus-and-offices/os/enterprise-services> - provides procurement support for the following offices:
  - Office of the Secretary
  - Bureau of Economic Analysis (BEA)
  - Bureau of Industry and Security (BIS)
  - Economic Development Administration (EDA)
  - Office of the Under Secretary for Economic Affairs (OUS/EA)
  - International Trade Administration (ITA)
  - National Technical Information Service (NTIS)
  - National Telecommunications and Information Administration (NTIA)





# North American Industry Classification (NAICS) Codes

## Top 10 NAICS Codes used at DOC:

<b>541512</b>	<b>COMPUTER SYSTEMS DESIGN SERVICES</b>
<b>541519</b>	<b>OTHER COMPUTER RELATED SERVICES</b>
<b>541511</b>	<b>CUSTOM COMPUTER PROGRAMMING SERVICES</b>
<b>541611</b>	<b>ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES</b>
<b>511199</b>	<b>ALL OTHER PUBLISHERS</b>
<b>541990</b>	<b>ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES</b>
<b>541712</b>	<b>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)</b>
<b>541330</b>	<b>ENGINEERING SERVICES</b>
<b>336611</b>	<b>SHIP BUILDING AND REPAIRING</b>
<b>518210</b>	<b>DATA PROCESSING, HOSTING, AND RELATED SERVICES</b>

# U.S. Department of Commerce

## Outreach



# Vendor Outreach Activities

- DOC hosts and participates in targeted outreach events such as:
  - Industry Days
  - Conferences
  - Business Matchmaking
  - Counseling
  - Networking
- Provide Upcoming Opportunities List to Vendors

# DOC Small Business Administration (SBA) Scorecard

- On the SBA Scorecard, Department of Commerce has received an A+ for seven consecutive fiscal years. The Scorecard is an assessment of DOC's achievement in reaching small business and socio-economic contracting goals, including categories such as women-owned small businesses, small disadvantaged businesses, service-disabled veteran-owned small businesses, and small businesses located in Historically Underutilized Business Zones (HUB Zones). In FY 2022, DOC awarded over \$2 billion dollars to small and socio-economic small business concerns.



# U.S. Department of Commerce Initiatives



# Fiscal Year 2023/2024 Initiatives

- **Advancing racial equity and support for underserved communities:** In accordance Executive Order (EO) 13985, the Department of Commerce will continue to focus on advancing racial equity and support for underserved communities. Office of Management and Budget (OMB) memo 22-03, the President directed agencies to make Federal contracting and procurement opportunities more readily available and to remove barriers faced by underserved individuals and communities.
- **MBDA Engagement**
  - Connect departmental buying offices with the Minority Business Development Agency to leverage their networks to advertise our procurement opportunities.
  - Promote MBDA's Federal Procurement Center to assist new and existing minority businesses in competing for Commerce procurements.
  - Including MBDA in our outreach efforts such as industry days, reverse industry days and prime contractor matchmaking events.

# U.S. Department of Commerce

## Questions