
Navy program helps small businesses seeking contracts

Support, training, coaching offered to participants

By Lisa Cherry
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Doña Storey knows what any small business that contributes to the shipbuilding industry needs from the government to survive.

Contracts.

Storey, owner of Quality Technical Services, knows how complicated the paperwork alone can be. Now her business is working with a Navy program to help other small-business owners navigate through that process.

Her company offers training through the Navy Technical

Assistance Pilot Program, designed to give technical support, business training and coaching to small businesses in the shipbuilding, repair and maintenance industries.

The program, being administered by the Atlantic Fleet, is targeting small businesses; companies owned by minorities, women and veterans, historically underprivileged businesses; and small disadvantaged businesses.

Seeking faster and more competitive production methods, the Navy is turning to small businesses because they often can adapt to changes on short notice. Larger companies may get mired in complicated processes of their own.

To apply

- Interested business owners can visit www.ftsclant.navy.mil For additional information, visit www.ntapp.org

The program provides training and coaching in marketing, financial management, business development, quality improvement, and leadership development.

Small-business participants will learn what's necessary to obtain Navy contracts. For instance, a Request for Proposal, or RFP, can be a couple of paragraphs or 50 pages long, and a small-business owner has to be able to understand how to go about doing it.

Small-business applicants will be accepted into the program based upon their prospects of success – that is, how they already match up against Navy requirements. An independent review board, consisting of small-business people, contracting officials, and Navy personnel, will screen applicants.

NTAPP, funded by tax money, is available at no cost to participants. There is, of course, no guarantee that participants will get any government contract.

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