DAU SMALL BUSINESS ASSISTANCE FOR BLUE CYBER LOLLAPALOOZA ON 30 JAN 2024

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LEARNING OPTIONS

DAU Virtual Campus

- Classroom

- Online

- Certification Training

- Credentials

- Continuous Learning

- 547 Courses

- 50,000 Learning Assets

https://dau.csod.com/

DAU Quick Links

Updated DAWIA requirements, certification training and elective learning options

- **DAWIA Certification**: Streamlined certification framework and functional area-based training

- **Defense Acquisition Credentials**: Training programs tailored to job functions and skills

- **DAU Courses**: Training courses designed specifically for Defense acquisition professionals and available in-person and online

- **Commercial Training**: Access to online training resources from leading providers such as Coursera, LinkedIn Learning and more

Acquisition tools and resources to improve job performance and build skills

- **Tools**: Resources and job aids help complete tasks

- **Library**: Research and information resources from DoD and commercial sources

- **Events**: Opportunities to hear directly from leaders, experts and practitioners while earning CLPs. Watch live or on-demand

- **DAU Media**: Access videos and podcasts on a wide variety of topics and interest areas, including the TEDxDAU video collection

- **Community Hub**: Knowledge sharing and collaboration around specific interests

Acquisition consulting, tailored training and workshops for individuals and teams

- **Acquisition Consulting:** Customized services to help overcome specific challenges and solve complex problems

- **Executive Coaching:** One-on-one support to help leaders effectively manage high-performing teams

- **Workshops:** Sessions designed around specific issues, requirements, or program objectives

DOING BUSINESS WITH THE DOD

Developing a Business Relationship with
Department of Defense

It typically takes at least 24 months of planning before a government contractor wins their first contract. Plan to invest signifi[cant] time and resources identifying potential opportunities, marketing to potential clients, developing proposals, winning and performing your first DoD contract while complying with DoD rules.

Small Business   Other than Small Business

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 & growth strategies
- True grit of being a small business owner
- Influence of socioeconomic programs

Did You Know?

People Employed by [Sma]ll Business
[Source: Census Bureau]

Small Businesses Represent 96% of Employer Firms in High-Patenting Manufacturing Industries
(Source: SBA Office of Advocacy)

24% of All Patents in the Top 100 Emerging Clusters Belong to Small Business Firms
(Source: SBA Office of Advocacy)

46.8% of Private S[ector] Employ Less than 5[0]
(Source: Census [Bureau])

Download the SBA Office of Advocacy FAQs

Industry Resources

Learn more about Small Business Programs, Government Procurements, Collaboration and more by using the resource links below.

[...]Business   Using Resources from the Department of Defense   Making it [...]

SMALL BUSINESS COURSES

- Recommended courses:
  - CON 0040 Market Research
  - CON 0090 Strategies for Contracting with Service-Disabled Veteran-Owned Small Businesses (SDVOSBs)
  - CLM 059 Fundamentals of Small Business for the Acquisition Workforce
  - CLC 045 Partnering
  - CLC 059 Management of Subcontracting Compliance

- To access course information: https://icatalog.dau.edu/

DAU

SMALL BUSINESS COURSES

SBP 1010 - Introduction to Small Business Programs, Part A
SBP 2010 - Intermediate Small Business Programs, Part A

U.S. Department *of* Defense
Small Business Strategy
JANUARY 2023

Upon successful completion - you will be able to:

- Describe the importance of small business to the industrial base
- Apply the appropriate small business programs and initiatives to support the decision-making process
- Summarize the various small business systems necessary for expanding small business opportunities
- Demonstrate key SBP activities during market research
- Advise the acquisition team of small business elements of the solicitation
- Demonstrate SBP activities during the evaluation and the source selection process
- Determine methods for addressing post-award small business issues

https://www.dau.edu/training/career-development/contracting/blog/DAU-Deploys-SBP-1010---Introduction-to-Small-Business-Programs,-Part-A

https://www.dau.edu/training/career-development/contracting/blog/DAU-Deploys-SBP-2010---Intermediate-Small-Business-Programs-Part-A/

SMALL BUSINESS COURSES

- CAC or DAU account required (https://www.dau.edu/faq/p/New-DAU-Account)

- All SBP VILT classes are now available for self-registration by DoD employees in the virtual campus.

- FAI will be offering DAU equivalent SBP VILT courses starting in Mar 2024. https://fai.gov

- Students enroll and disenroll themselves
  - Registration closes 10 days prior to the start of the class
  - https://dau.csod.com/catalog/CustomPage.aspx?id=221000349&tab_page_id=221000349

DAU SMALL BUSINESS MEDIA PAGE

https://media.dau.edu/channel/Small%2BBusiness/62965391

DAU CYBERSECURITY MEDIA PAGE

CYBER - DAU WEB EVENTS

CYBER COURSES AND WORKSHOPS

https://media.dau.edu/channel/CyberSecurity/62925431