




# National Security Agency Central Security Service

## *Greater Baltimore Committee*



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Overall brief is classified:  
**Unclassified**



# Cryptology

*Offense*

*Defense*



**Signals  
Intelligence**

**Information  
Assurance**

**Foreign Signals Collection  
And Processing Activities**

**Information Assurance for  
Information infrastructure critical  
To U.S. national security interests**

***Cyber Command is separate from NSA***



# NSA Fast Facts

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- **Largest employer in the state of Maryland**
  - Two thirds of NSA's population is located in Maryland
- **If NSA/CSS were a corporation, it would be a Fortune 500 company based upon dollars spent, floor space occupied, and personnel employed**
- **Largest consumer of power in Maryland**



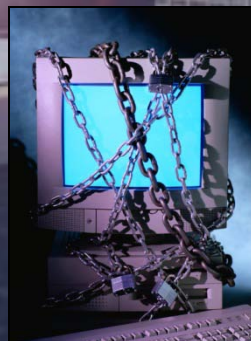
# NSA Acquisition Mission

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**Acquire and sustain capabilities, systems, products, and services through a disciplined, yet agile, process that enables NSA to provide and protect vital information for the nation.**

# What NSA Buys...





# Business in Maryland

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- **NSA obligated over \$3.1B to Maryland companies in FY10**
  - **\$575M to Maryland Small Businesses**

<u>SB Category</u>	<u>Amount</u>
<b>Small Businesses</b>	<b>\$1,359M</b>
<b>Small Disadvantaged</b>	<b>\$256M</b>
<b>Woman-Owned</b>	<b>\$134M</b>
<b>HUBZone</b>	<b>\$86M</b>
<b>SDVOSB</b>	<b>\$107M</b>



# NSA Outreach

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- **NSA – AFCEA Mission and Acquisition Symposium (NAMAS)**
- **Business in a Minute**
- **Provisional Industry Security Approval (PISA)**
- **Technology Expositions (Tech Expos)**
- **Chesapeake Innovation Center**
- **NSA.gov Website**



# Outreach: Small Business

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- **Small Business Procurement Requirements:**
  - Most of our larger procurements have a minimum small business requirement of 20% linked to Award Fee
  - Paid dividends in a significant number of niche and commercial companies participating as subcontractors on many of our major programs
- **NSA Small Business Goals**
  - SAE commitment – Increase Small Business targets for all PEOs
  - PEO commitment – Targeting stretch goals to ensure early and continuing Small Business consideration for each solicitation

**NSA has an Office of Small Business Programs responsible for ensuring small business interests are represented/considered**





# Final Thoughts

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- **NSA's partnership with Industry is key to our success in protecting our Nation**
- **A vast array of outreach events and programs are in place – take advantage of our NSA Industry Outreach and Small Business Offices**
- **We remain committed to strengthening our relationship with all areas of Industry to acquire the capabilities NSA needs**



# Business with NSA: Most Challenging Aspects

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- Time and persistence
- Learning our organization
- Differentiating your capability

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# Questions