DAU SMALL BUSINESS ASSISTANCE

Distribution Statement A: Approved for public release: distribution is unlimited.
LEARNING OPTIONS

- Classroom
- Online
- Certification Training
- Credentials
- Continuous Learning
- 547 Courses
- 50,000 Learning Assets

DAU Virtual Campus

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
- **Workshops**: Sessions designed around specific issues, requirements, or program objectives
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 significant time and resources identifying potential opportunities, marketing to potential clients, developing proposals, winning and performing your first DoD contract while complying with DoD rules.

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 Small Business vs. Large Business
- Small Businesses Represent 96% of Employer Firms in High-Profiting Manufacturing Industries
- 24% of All Patents in the Top 100 Emerging Clusters Belong to Small Business Firms
- 46.8% of Private Sector Employees Less Than 5 Years Employed Less Than 5 Years (Source: Census)

Industry Resources

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

https://www.dau.edu/industry-support/p/doing-business-with-the-department-of-defense
DAU SMALL BUSINESS COURSES

• Recommended courses:
  – CON 0040 - Market Research deployed 10 Jan 2023 and replaced CLC 004
  – CLC 009 Service-Disabled, Veteran-Owned Small Business Program
    • CON 0090 Strategies for Contracting with Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) was deployed on 20 March and replaced CLC 009
  – CLM 059 Fundamentals of Small Business for the Acquisition Workforce
  – CLC 045 Partnering
  – CLC 059 Management of Subcontracting Compliance
  – CON 0690 PTAC Awareness for Government Employees (Will be archived by the end of FY2023)

• To access course information: https://icatalog.dau.edu/
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
DAU is conducting a **90-day sprint** to create a Business Acumen baseline and framework, find and create learning content for BA skills, and make that content available to the Defense Acquisition Workforce. BA is part of the lifelong learning that is essential to be a fully contributing member of the Defense Acquisition Workforce.

The learning content can be used to enhance **certification skills** and develop **new skills** to improve individual and organizational performance.

Business acumen touches **every aspect** of the Defense Acquisition Workforce and the mission of DAU. The goal is to help create a **world-class** government workforce to collaboratively solve problems with **innovative solutions** that enable US economic and military superiority, resulting in **dominant** warfighting **capabilities**.

Look for these resources in the coming months from DAU.
https://media.dau.edu/channel/Small%2BBusiness/62965391
DAU CYBERSECURITY MEDIA PAGE

CYBER - DAU WEB EVENTS

https://media.dau.edu/channel/CyberSecurity/62925431
## DAU Cybersecurity Courses

### Cybersecurity Offerings

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<tr>
<th>Course</th>
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<tr>
<td>CLE 074</td>
<td>Cybersecurity Throughout DoD Acquisition</td>
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<tr>
<td>CLE 080</td>
<td>Supply Chain Risk Management</td>
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<td>CLE 081</td>
<td>Software Assurance</td>
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<td>ACQ 160</td>
<td>Program Protection Planning Awareness</td>
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<td>ENG 260</td>
<td>Program Protection for Practitioners</td>
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<td>ISA 220</td>
<td>Risk Management Framework</td>
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### Credentials

- **Program Protection**
  - Intended for a broader audience, learners who complete the credential will find themselves better suited to respond to program protection challenges and provide insight during the system engineering technical review.

- **Cybersecurity for Program Managers**
  - Intended for program managers, this credential provides information on evaluating a variety of metrics to ensure a program manager can effectively provide oversight of necessary cybersecurity activities.

- **Cyber Resiliency Intro & Practitioner Credentials**
  - Currently in development. Deployment date TBD.

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DAU CYBERSECURITY WORKSHOPS

Cybersecurity Offerings

Workshops

1. Cybersecurity and Acquisition Integration
2. Risk Management Framework (RMF)
3. Program Protection
4. Systems Security Engineering
5. Threat-Based Engineering
6. Cybersecurity Maturity Model Certification (CMMC)
7. Cyber Training Range (CTR)
8. Cyber Table Top (CTT)

CMMC/DFARS clause 252.204-7021 Training
Webinars, workshops and information sessions being held on a regular basis. Online course in development.

Cyber Training Range
Hands-on ethical hacking; intended for broader audience. Offered twice a month. Advanced cyber training range and defensive cyber operations workshops in development.

Cyber Table Top
Foundational knowledge on CTT methodology and attack surface characterization with capstone exercise. Become a certified CTT Facilitator. Offered once a month.

https://dau.csod.com/
Zero Trust: Transforming Cybersecurity -- Understanding the Zero Trust Capability of Software Risk Management

**Date:** July 20, 2023  
**Time:** 1:00 - 2:00 p.m. ET (10:00 - 11:00 a.m. PT)  
**CLPs:** 1.0

Understanding software risk management is throughout the DoD's ZT capabilities and activities, especially ZT Capability 3.3, "Software Risk Management." This ZT capability requires DoD organizations to "establish software/application risk management program." It includes foundational controls risk management. "Foundational controls include Bill of Materials risk management, include Bill of Materials risk management, Supplier Risk Management, approved repositories Supplier Risk Management, approved repositories and update channels, and vulnerability and update channels, and vulnerability management program. Additional controls management program. Additional controls include Continual validation within the CI/CD include Continual validation within the CI/CD pipelines and vulnerability maturation with pipelines and vulnerability maturation with external sources." Mr. Hurt will discuss insights on this ZT capability and its activities to effectively manage software risk management.

Cyber Gov Life

**Date:** Thursday July 27, 2023  
**Time:** 1:00pm - 2:00pm (Eastern Time) | 10:00am - 11:00am (Pacific Time)  
**CLPs:** 1

**Topic of Discussion:** Threat Update: Top 2023 cybersecurity threats and trends by DAU Professor John Whitmer

The cybersecurity landscape changes quickly and to be effective, we need to keep abreast of recent developments especially with respect to threat trends. This presentation will summarize categories of recent threats, vulnerabilities and trends associated with them with a demonstration of an actual exploit of a serious vulnerability recently discovered to emphasize the importance of keeping systems secure. The most effective cyber defenders maintain keen awareness of cyber attack capabilities - this presentation will focus on providing valuable and engaging insights into recent attacks and encourage effective cyber defense informed by demonstrating what attackers are capable of doing.

https://www.dau.edu/events
DAU COURSES

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

• All SBP classes are now available for self-registration in the virtual campus.

• Students enroll and disenroll themselves
  – Registration closes 10 days prior to the start of the class
  – [https://dau.csod.com](https://dau.csod.com)