

The background of the entire page is a dark blue gradient. In the upper left, there is a white shield-shaped logo containing the text 'NDIA' and 'AT THE HEART OF THE MISSION'. The central and right portions of the image feature a 3D rendering of a city, with the Pentagon building clearly visible in the center. Overlaid on this city scene are numerous glowing, blue, spiky virus particles of varying sizes, representing COVID-19. The overall aesthetic is clean, professional, and thematic to the report's subject matter.

NDIA

AT THE HEART
OF THE MISSION

NDIA COVID-19 SMALL-BUSINESS IMPACTS SURVEY PRELIMINARY RESULTS SUMMARY

NDIA COVID-19 SMALL BUSINESS IMPACTS SURVEY RESULTS SUMMARY

458 total responses as of 8:00 am March 27, 2020

DEMOGRAPHICS

- 55% of respondents represent businesses with less than \$5 million in annual revenue
- 70% of respondents have fewer than 50 employees

RESULTS

1. Respondents expect the COVID-19 crisis to have the biggest impact on their revenue expectations, followed closely by their ability to perform on a contract and their access to capital.
2. Respondents expect the availability and cost of materials to be least impacted by the COVID-19 crisis.
 - When asked how the COVID-19 crisis has impacted operations, respondents ranked the areas in order of most impacted to least impacted. (Weighted averages used for ranking)
 - Revenue expectations
 - Ability to perform on contract
 - Access to capital
 - Ability to access secure work facilities
 - Availability of workforce
 - Clarity of information from the DOD
 - Access to contracting officer
 - Confidence in supply chain partners
 - Availability of materials
 - Cost of materials
3. 62% of small businesses have experienced a disruption in cash flow as a result of the COVID-19 crisis.
 - Most commonly reported causes are cuts to billable hours, delayed payments from primes contractors and government customers due to a shutdown or telework, and a lack of telework options or schedule flexibility in contracts.
4. 30% of respondents expect to experience overruns in their fixed price contracts as a result of the COVID-19 crisis.
 - Most of those that expect cost overruns expect a 10-20% overrun.
5. 54% of small businesses have experienced a disruption in their ability to perform on a contract as a result of a shelter-in-place order related to the COVID-19 outbreak.
6. When asked what response would be most helpful in mitigating the negative impacts of the COVID-19 crisis, flexibility being granted on the performance of your

contract(s) is rated the “most helpful” by respondents (Relative to the following in descending order).

- Accelerated payments from the DOD and/or prime contractors
- Short-term loans being made available to your business
- Additional guidance being provided on the performance of your contract(s)

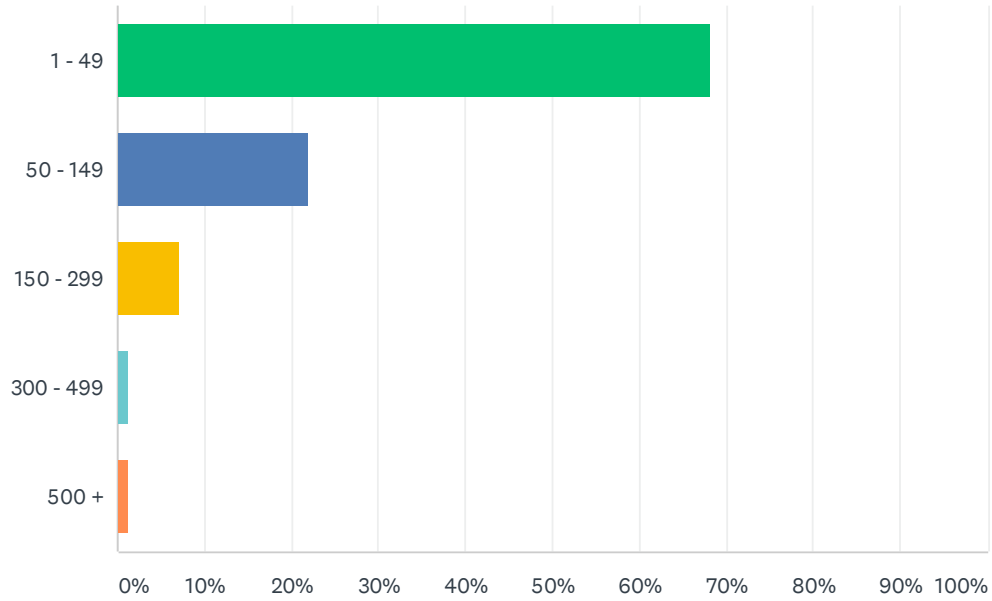
7. 69% of respondents do not expect to experience overruns on fixed price contracts as a result of disruptions caused by COVID-19.

QUALITATIVE RESPONSES (SELECT RESPONSES PULLED FROM OPEN-ENDED QUESTIONS)

1. What long-term impacts to your business do you expect as a result of COVID-19?
 - “Possible loss of my cleared workforce”
 - “We are particularly unsure about how long this will last and, the longer it lasts, the less confident we are that we will be able to recoup the revenue; impacting our ability to provide full time pay and meet our regular expenses. Additionally, with the uncertainty, several of our employees have decided to review non-DoD options. As a technology company, there are many remote opportunities that our employees could qualify for. While the rates are different, they are close enough that the ability to continue working in times like this, ability to work anywhere, and elimination of commute may be enough to balance the rate discrepancy.”
2. What success stories have you experienced in result of the COVID-19 crisis?
 - “The letter issued by Under-secretary Ellen Lord is a very good step in helping to counter-act the potential future “shelter in place” executive orders that might be issued by the Governor.”
 - “Some of our CO/COR worked some deals with Primes that have SCIF to allow other companies to work on their SCIF. They did all the work. I was very impressed with that.”
 - “We are seeing all these new ways agencies are putting together these virtual events. Some of these events are far from the place where we live. So making those virtual helped us to attend that event from our home office. If it was live, we would have not register for those because it was far and it is only an hour long.”
 - “Amazing that the DIA and NGA have allowed for working flexible shifts and work at alternate location, ensuring little to no loss of billable hours.”
 - “Our DoD customers have been communicative and creative on how to restructure several projects to still meet deadlines. Very pleased with communications on all fronts.”

Q1 How many employees does your company have?

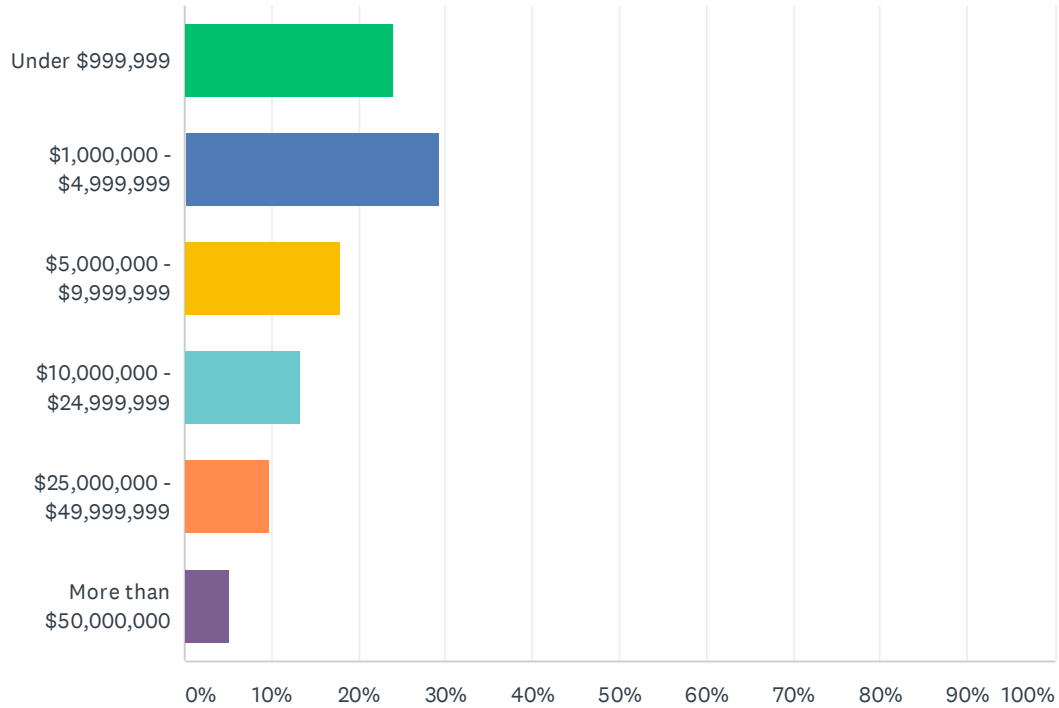
Answered: 454 Skipped: 1



ANSWER CHOICES	RESPONSES	
1 - 49	68.28%	310
50 - 149	22.03%	100
150 - 299	7.05%	32
300 - 499	1.32%	6
500 +	1.32%	6
TOTAL		454

Q2 What is your approximate annual revenue?

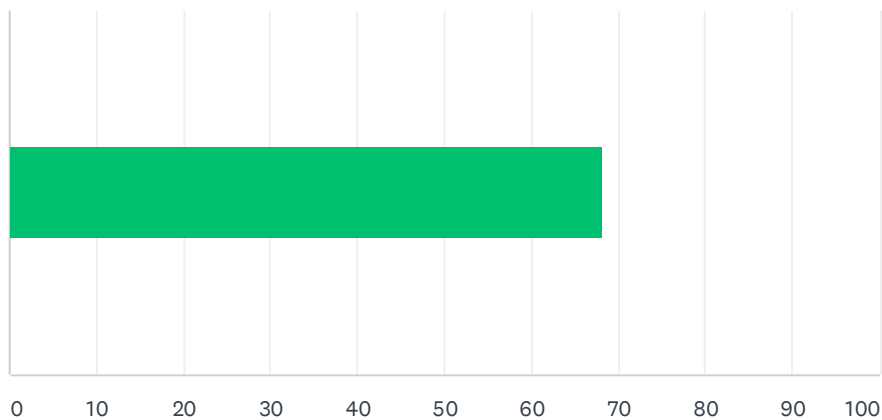
Answered: 454 Skipped: 1



ANSWER CHOICES	RESPONSES	
Under \$999,999	24.01%	109
\$1,000,000 - \$4,999,999	29.30%	133
\$5,000,000 - \$9,999,999	18.06%	82
\$10,000,000 - \$24,999,999	13.44%	61
\$25,000,000 - \$49,999,999	9.91%	45
More than \$50,000,000	5.29%	24
TOTAL		454

Q3 What percentage of your annual revenue comes from work on DOD contracts?

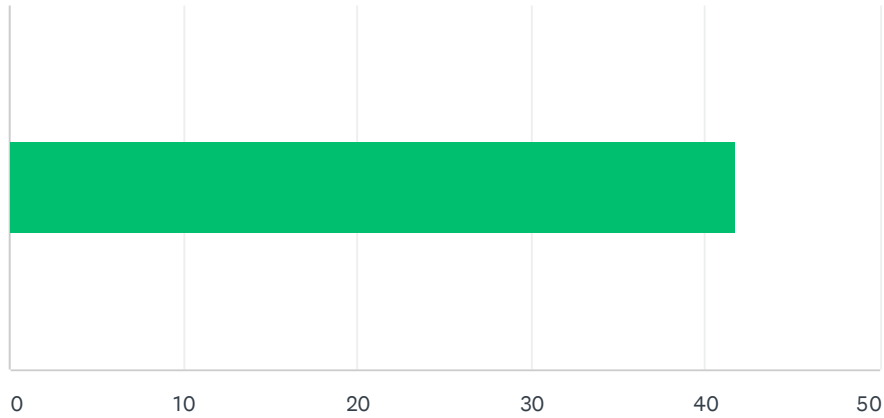
Answered: 445 Skipped: 10



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	68	30,390	445
Total Respondents: 445			

Q4 What percentage of your defense contracting work do you hold as a prime contractor? (i.e. what percentage of your contracting work is directly with the DOD?)

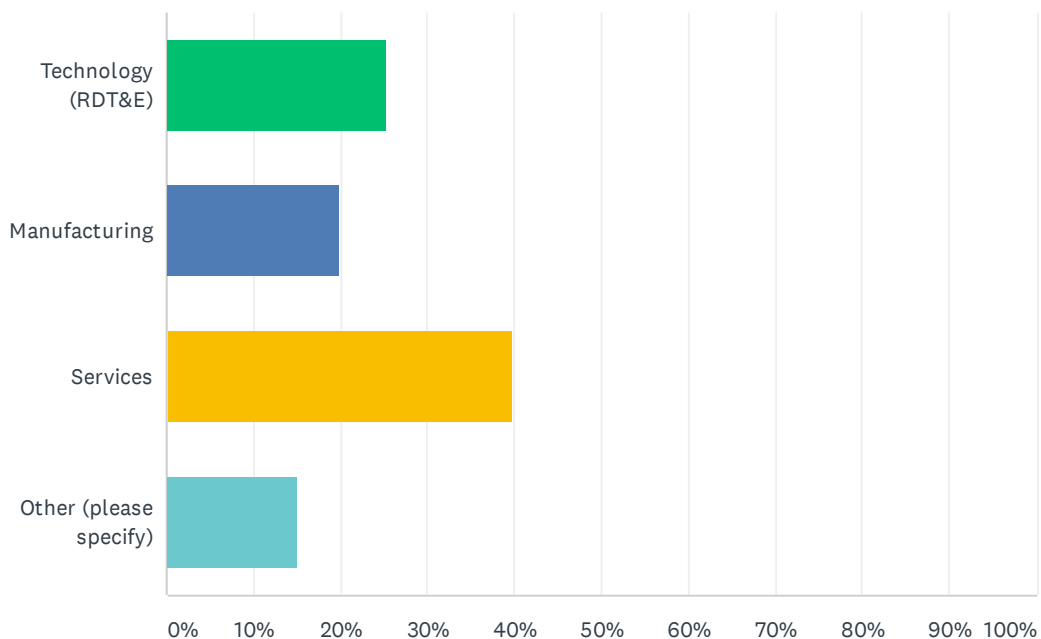
Answered: 388 Skipped: 67



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	42	16,202	388
Total Respondents: 388			

Q5 What is the primary industry of the majority of your defense contract work?

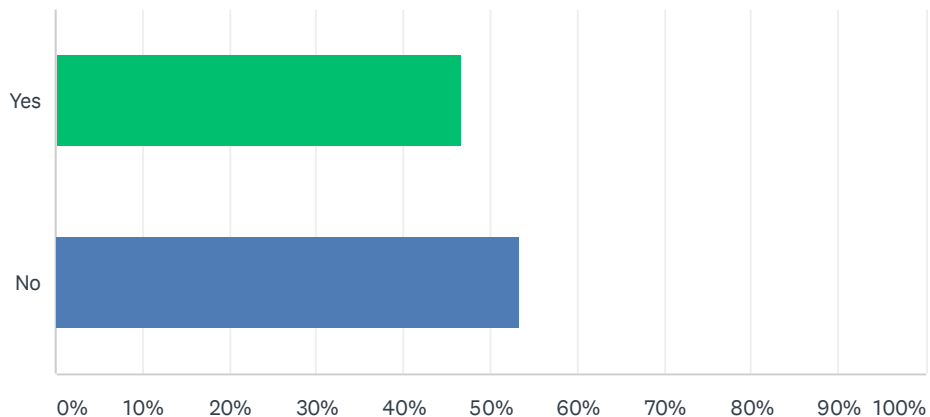
Answered: 447 Skipped: 8



ANSWER CHOICES	RESPONSES	
Technology (RDT&E)	25.28%	113
Manufacturing	19.91%	89
Services	39.82%	178
Other (please specify)	14.99%	67
TOTAL		447

Q6 Does your company hold classified contracts on behalf of the DOD?

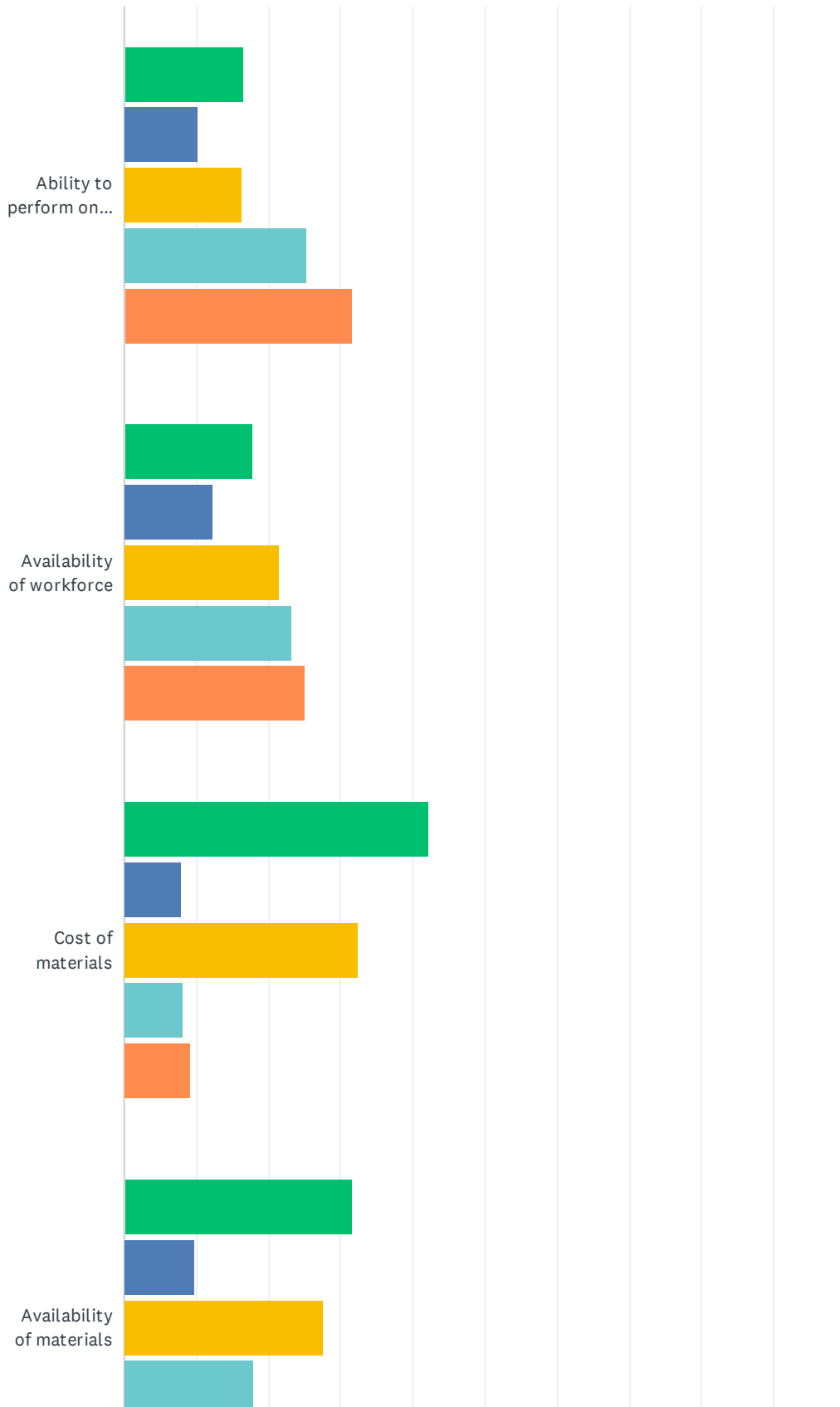
Answered: 448 Skipped: 7

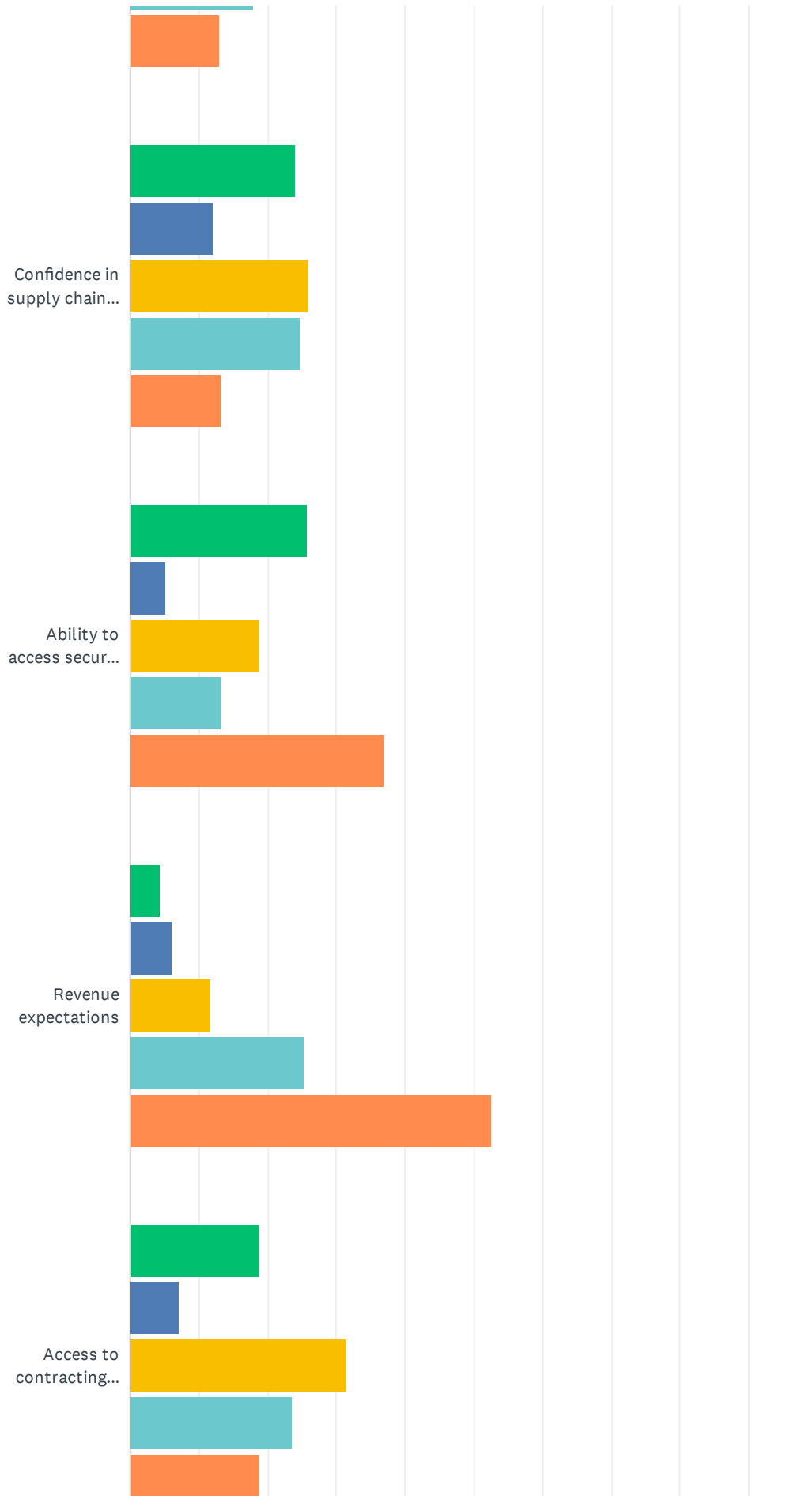


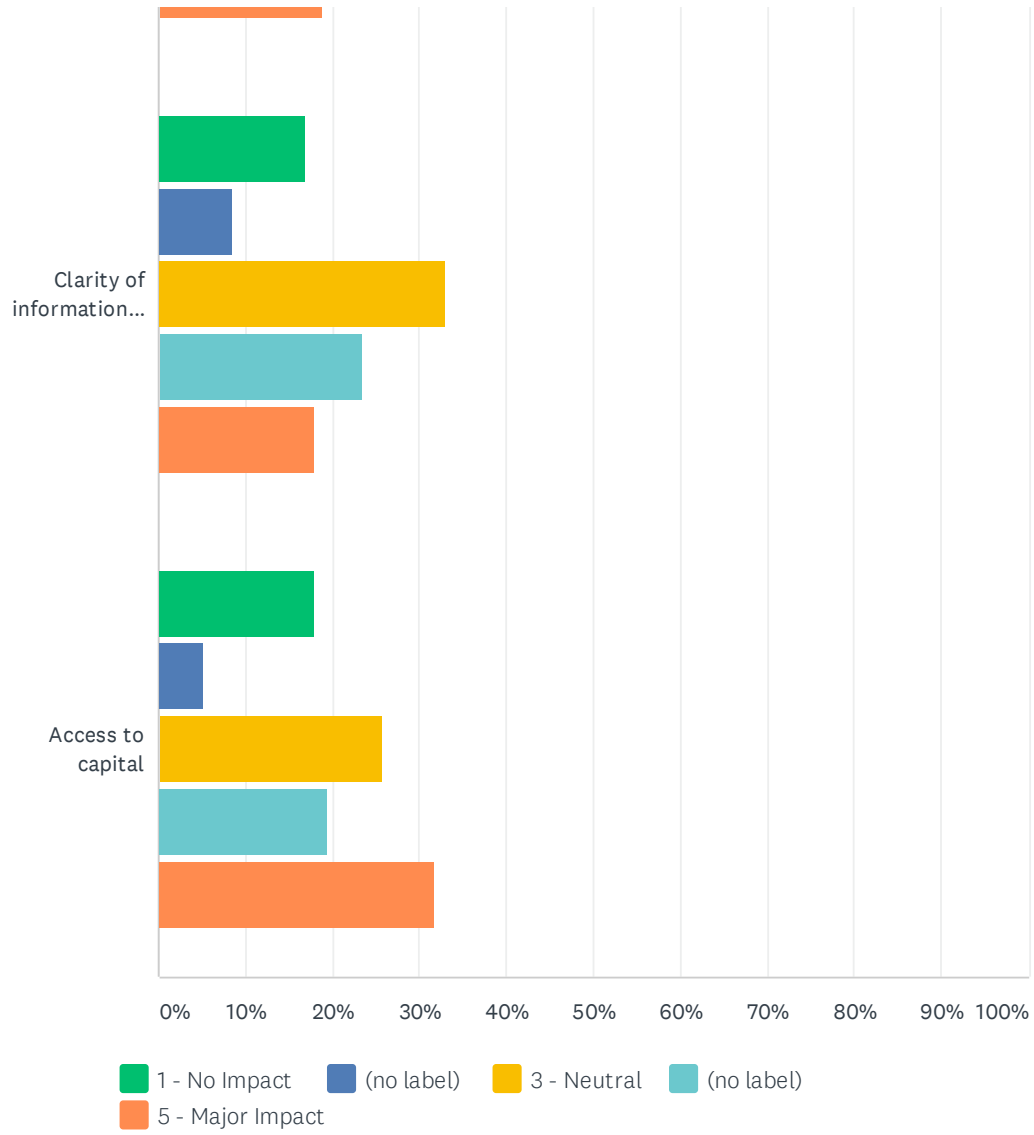
ANSWER CHOICES	RESPONSES	
Yes	46.65%	209
No	53.35%	239
TOTAL		448

Q7 What impact has the COVID-19 crisis had on the following?

Answered: 453 Skipped: 2



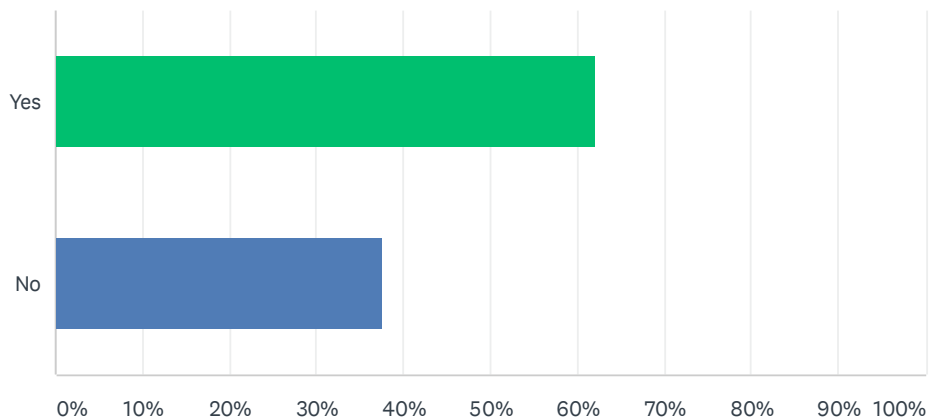




	1 - NO IMPACT	(NO LABEL)	3 - NEUTRAL	(NO LABEL)	5 - MAJOR IMPACT	TOTAL	WEIGHTED AVERAGE
Ability to perform on contract	16.55% 74	10.29% 46	16.33% 73	25.28% 113	31.54% 141	447	3.45
Availability of workforce	17.71% 79	12.33% 55	21.52% 96	23.32% 104	25.11% 112	446	3.26
Cost of materials	42.20% 184	8.03% 35	32.34% 141	8.26% 36	9.17% 40	436	2.34
Availability of materials	31.51% 138	9.82% 43	27.63% 121	18.04% 79	13.01% 57	438	2.71
Confidence in supply chain partners	23.98% 106	12.22% 54	26.02% 115	24.66% 109	13.12% 58	442	2.91
Ability to access secure work facilities	25.79% 114	5.20% 23	18.78% 83	13.12% 58	37.10% 164	442	3.31
Revenue expectations	4.44% 20	6.00% 27	11.78% 53	25.33% 114	52.44% 236	450	4.15
Access to contracting officer	18.88% 84	7.19% 32	31.46% 140	23.60% 105	18.88% 84	445	3.16
Clarity of information from the DOD	16.89% 75	8.56% 38	33.11% 147	23.42% 104	18.02% 80	444	3.17
Access to capital	18.02% 80	5.18% 23	25.68% 114	19.37% 86	31.76% 141	444	3.42

Q8 Have you experienced disruptions in your cash flow as a result of the COVID-19 crisis?

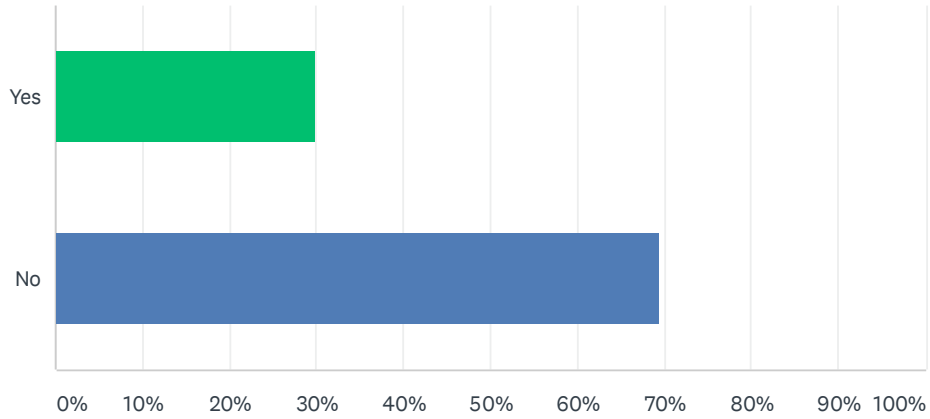
Answered: 452 Skipped: 3



ANSWER CHOICES	RESPONSES	
Yes	62.17%	281
No	37.61%	170
TOTAL		452

Q9 Do you expect to experience overruns on your Firm Fixed Price contracts as a result of disruptions caused by COVID-19?

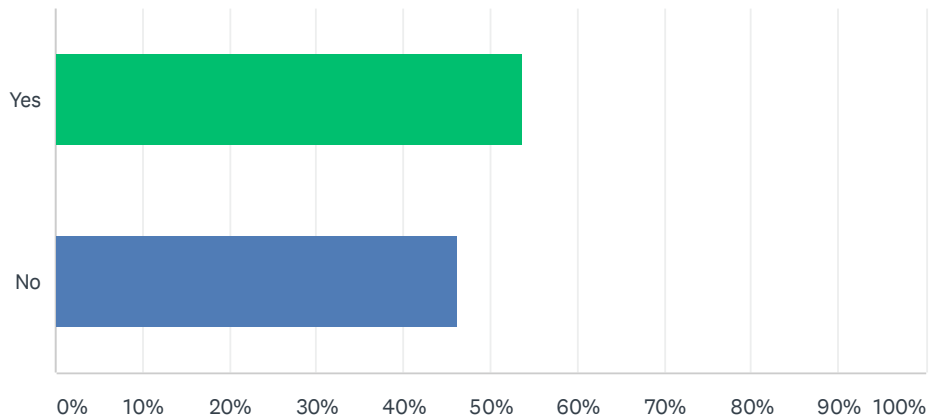
Answered: 438 Skipped: 17



ANSWER CHOICES	RESPONSES	
Yes	29.91%	131
No	69.41%	304
TOTAL		438

Q10 Have you experienced disruptions to your contracts specifically as a result of a "shelter in place" requirement?

Answered: 449 Skipped: 6



ANSWER CHOICES	RESPONSES	
Yes	53.67%	241
No	46.33%	208
TOTAL		449

Q11 What other issues are you facing as a result of the COVID-19 crisis?

Answered: 287 Skipped: 168

Results to this questions are still being analyzed.

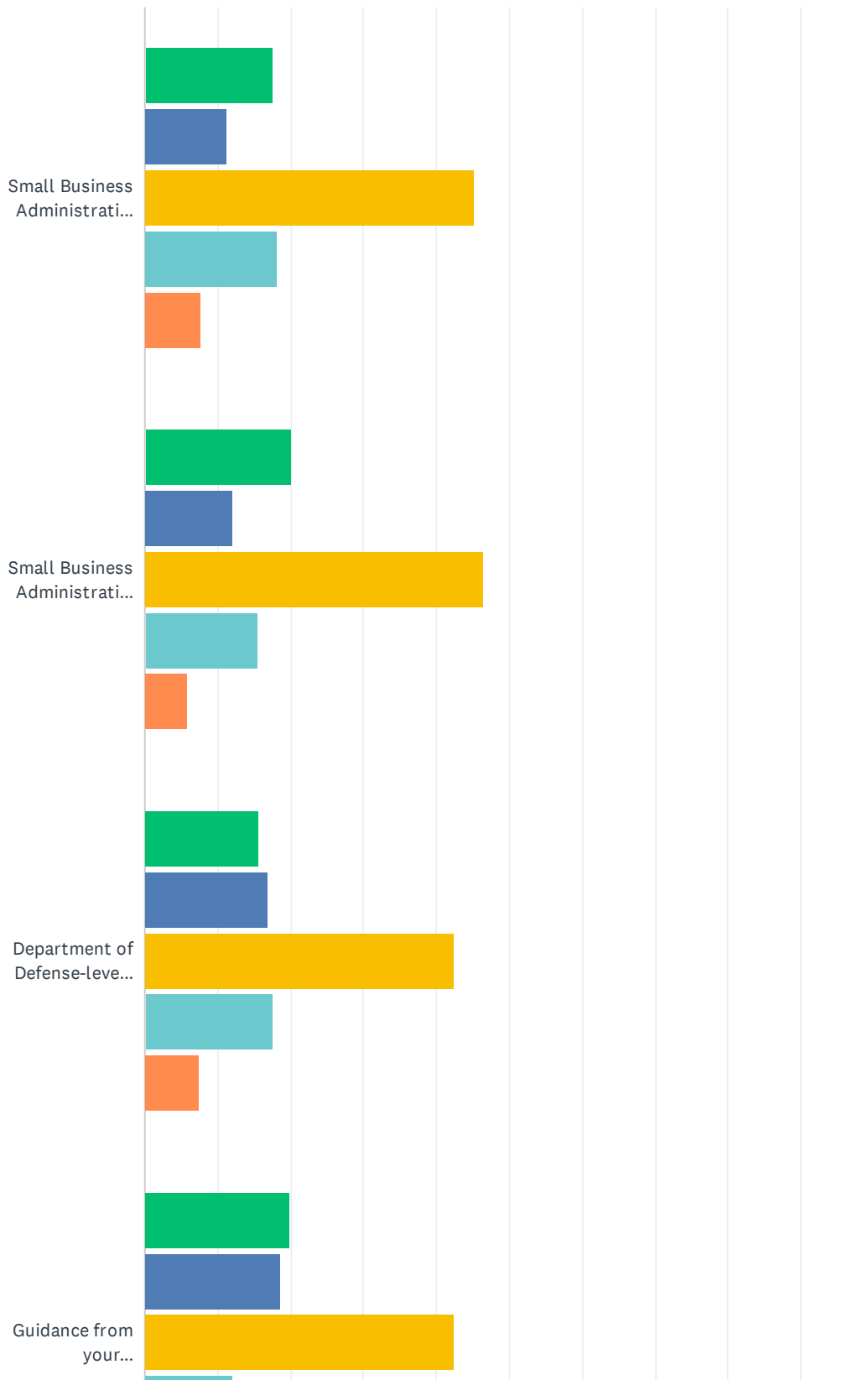
Q12 What long-term impacts to your business do you expect as a result of the COVID-19 crisis?

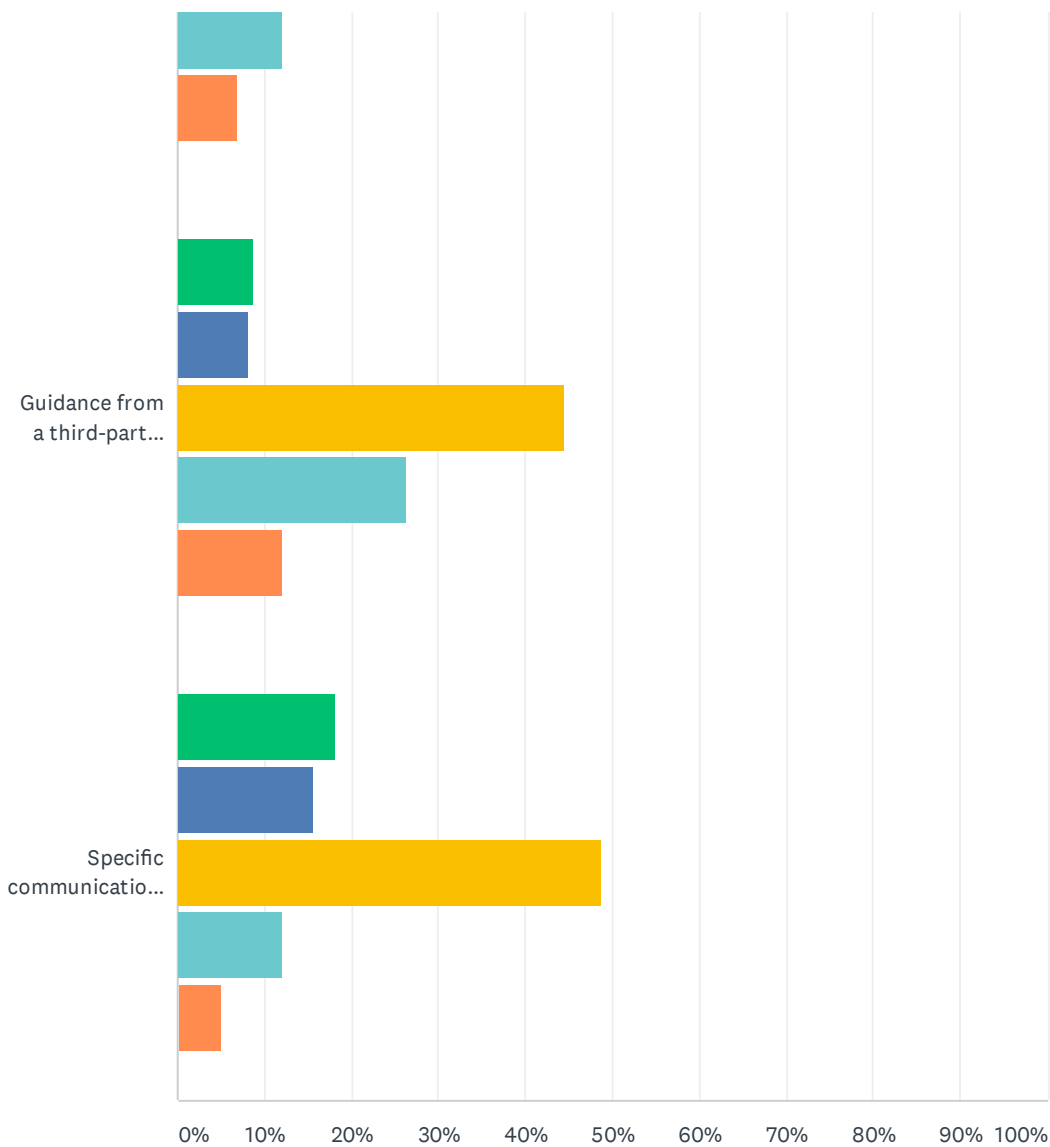
Answered: 333 Skipped: 122

Results to this questions are still being analyzed.

Q13 Please rate the following in terms of their effectiveness as a response to the COVID-19 crisis.

Answered: 444 Skipped: 11



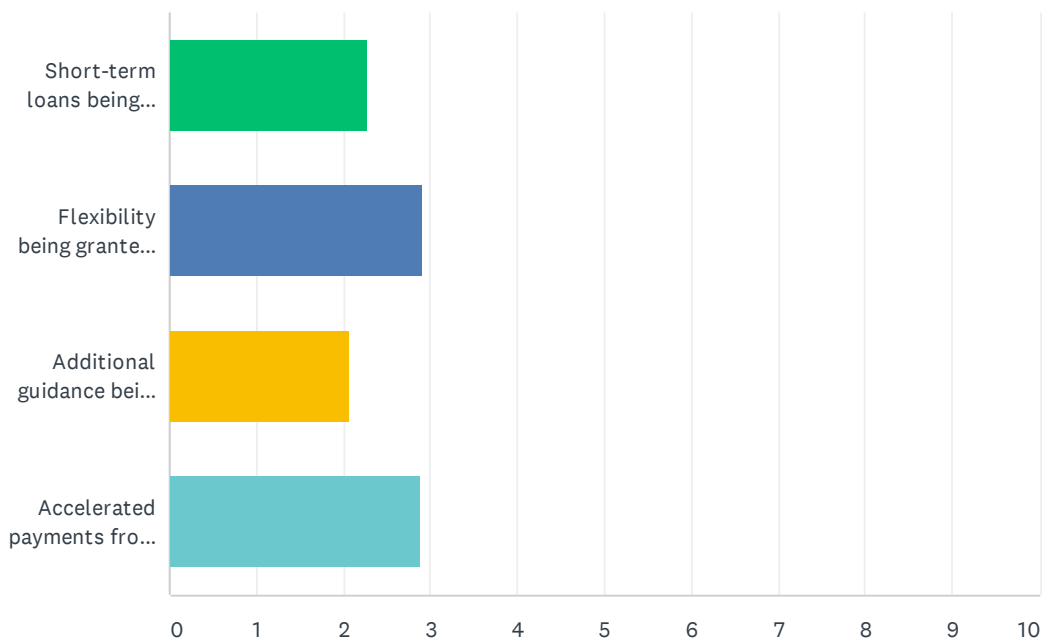


■ 1 - Not Effective
 ■ (no label)
 ■ 3 - Neutral
 ■ (no label)
 ■ 5 - Very Effective

	1 - NOT EFFECTIVE	(NO LABEL)	3 - NEUTRAL	(NO LABEL)	5 - VERY EFFECTIVE	TOTAL
Small Business Administration guidance	17.50% 77	11.36% 50	45.23% 199	18.18% 80	7.73% 34	440
Small Business Administration loan programs	20.09% 88	12.10% 53	46.35% 203	15.53% 68	5.94% 26	438
Department of Defense-level guidance	15.72% 69	16.86% 74	42.37% 186	17.54% 77	7.52% 33	439
Guidance from your contracting officer	19.91% 87	18.54% 81	42.56% 186	12.13% 53	6.86% 30	437
Guidance from a third-party source (i.e. NDIA, law firm, peer, etc.)	8.86% 39	8.18% 36	44.55% 196	26.36% 116	12.05% 53	440
Specific communications from the DOD Office of Acquisition and Sustainment	18.20% 79	15.67% 68	48.85% 212	12.21% 53	5.07% 22	434

Q14 Rank the following in terms of what would be most helpful for your business to recover. (1 - most helpful, 4 - least helpful)

Answered: 437 Skipped: 18



	1	2	3	4	TOTAL	SCORE
Short-term loans being made available to your business	24.81% 97	16.88% 66	19.18% 75	39.13% 153	391	2.27
Flexibility being granted on the performance of your contract(s)	34.12% 130	33.60% 128	20.47% 78	11.81% 45	381	2.90
Additional guidance being provided on the performance of your contract(s)	8.61% 34	24.05% 95	33.67% 133	33.67% 133	395	2.08
Accelerated payments from the DOD and/or prime contractors	38.57% 162	24.76% 104	24.05% 101	12.62% 53	420	2.89

Q15 Please share any additional issues that you are experiencing as a result of the COVID-19 crisis (e.g. cash flow, contract performance, availability of workforce).

Answered: 204 Skipped: 251

Results to this questions are still being analyzed.

Q16 Please share any success stories you have related to the DOD's response to the COVID-19 crisis.

Answered: 125 Skipped: 330

Results to this questions are still being analyzed.