

The background of the entire page is a blue-tinted aerial view of a city, with the Pentagon building clearly visible in the center. Overlaid on this are several 3D models of COVID-19 virus particles, rendered in a glowing blue color. The particles vary in size and are scattered across the upper half of the image. In the top left corner, there is a dark blue shield-shaped logo containing the text 'NDIA' and 'AT THE HEART OF THE MISSION' in white.

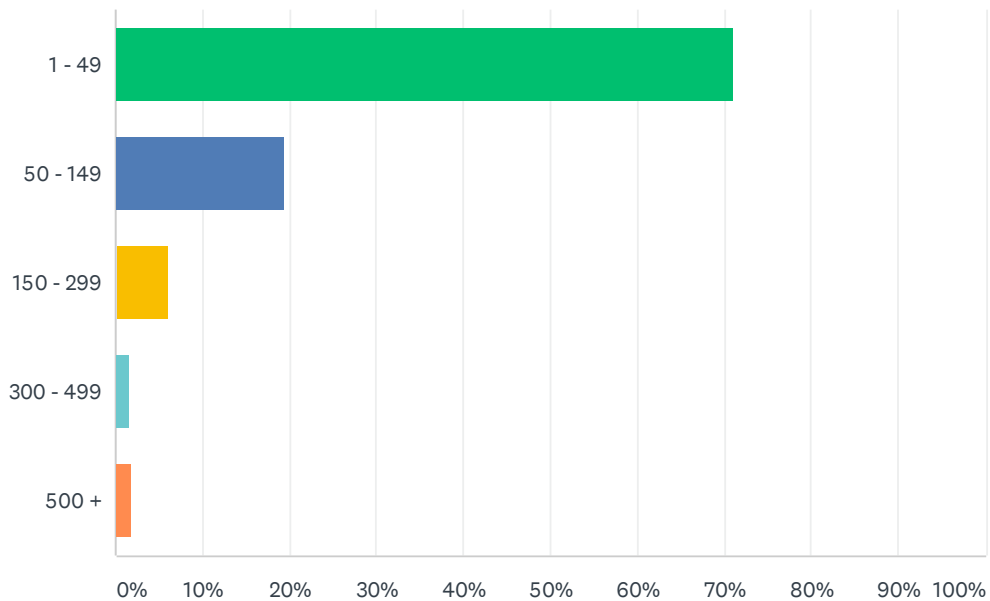
NDIA

AT THE HEART
OF THE MISSION

NDIA COVID-19 SMALL-BUSINESS IMPACTS SURVEY RESULTS

Q1 How many employees does your company have?

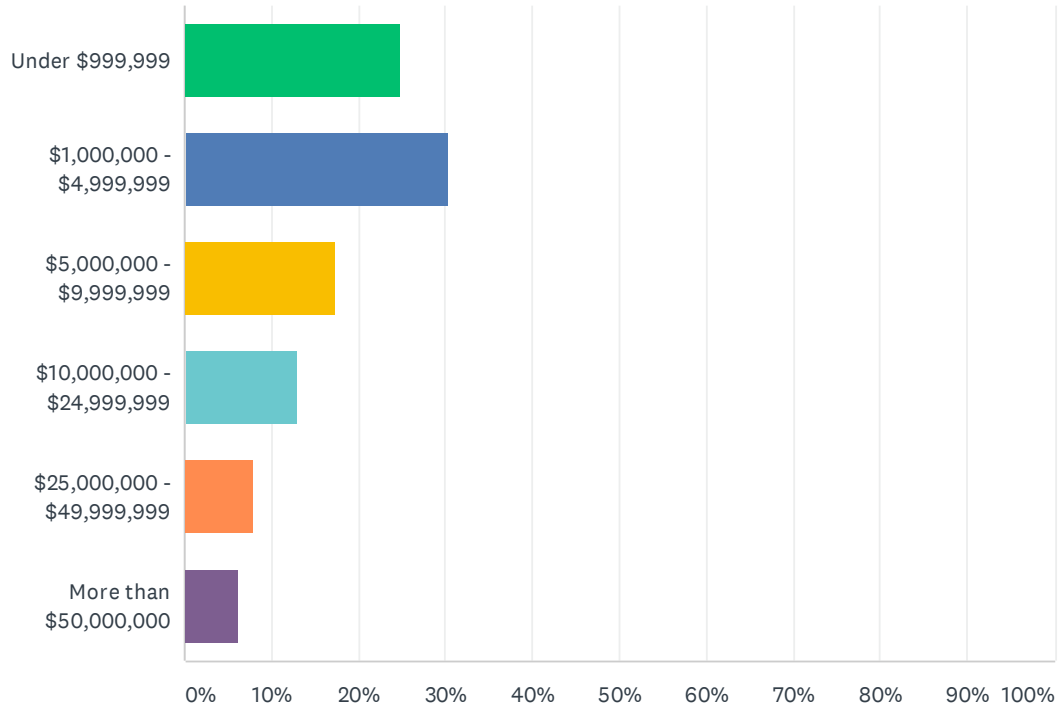
Answered: 768 Skipped: 1



ANSWER CHOICES	RESPONSES	
1 - 49	71.09%	546
50 - 149	19.40%	149
150 - 299	5.99%	46
300 - 499	1.69%	13
500 +	1.82%	14
TOTAL		768

Q2 What is your approximate annual revenue?

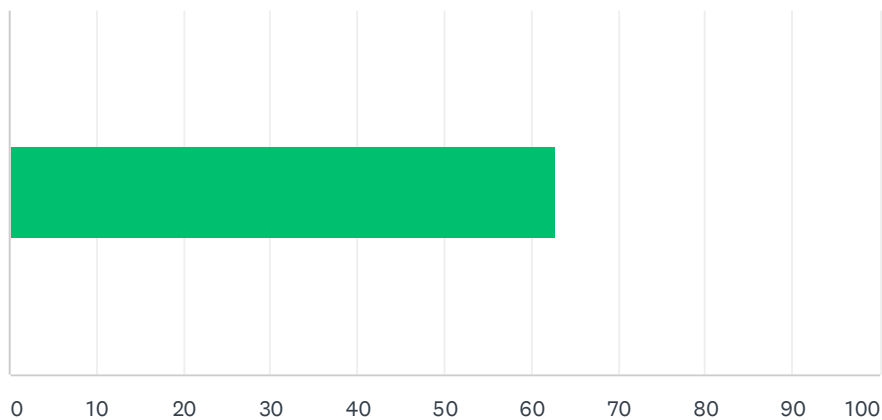
Answered: 765 Skipped: 4



ANSWER CHOICES	RESPONSES	
Under \$999,999	24.97%	191
\$1,000,000 - \$4,999,999	30.33%	232
\$5,000,000 - \$9,999,999	17.39%	133
\$10,000,000 - \$24,999,999	13.07%	100
\$25,000,000 - \$49,999,999	7.97%	61
More than \$50,000,000	6.27%	48
TOTAL		765

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

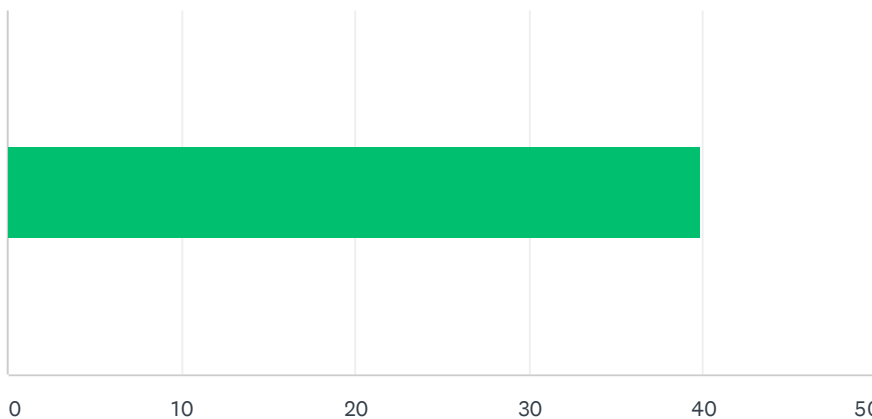
Answered: 747 Skipped: 22



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	63	46,886	747
Total Respondents: 747			

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?)

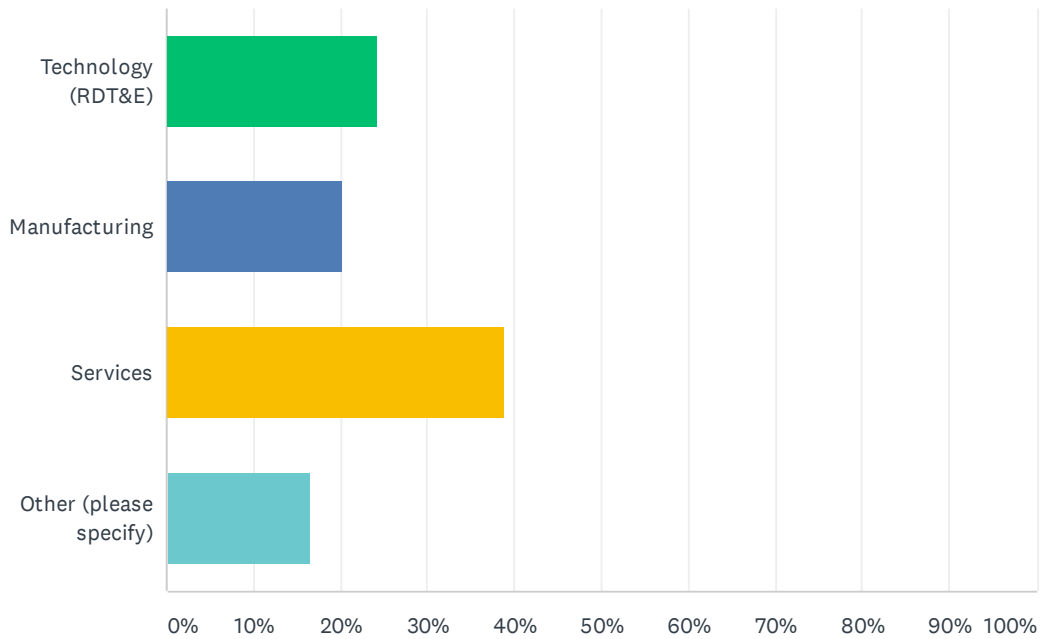
Answered: 658 Skipped: 111



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	40	26,202	658
Total Respondents: 658			

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

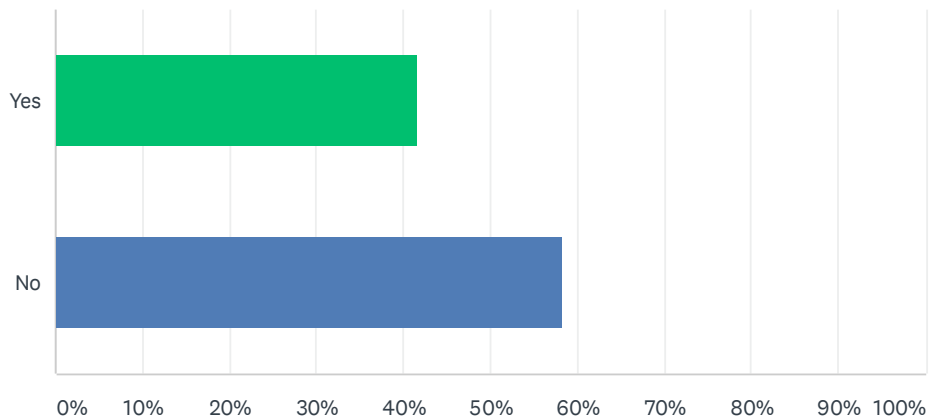
Answered: 752 Skipped: 17



ANSWER CHOICES	RESPONSES	
Technology (RDT&E)	24.20%	182
Manufacturing	20.21%	152
Services	38.96%	293
Other (please specify)	16.62%	125
TOTAL		752

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

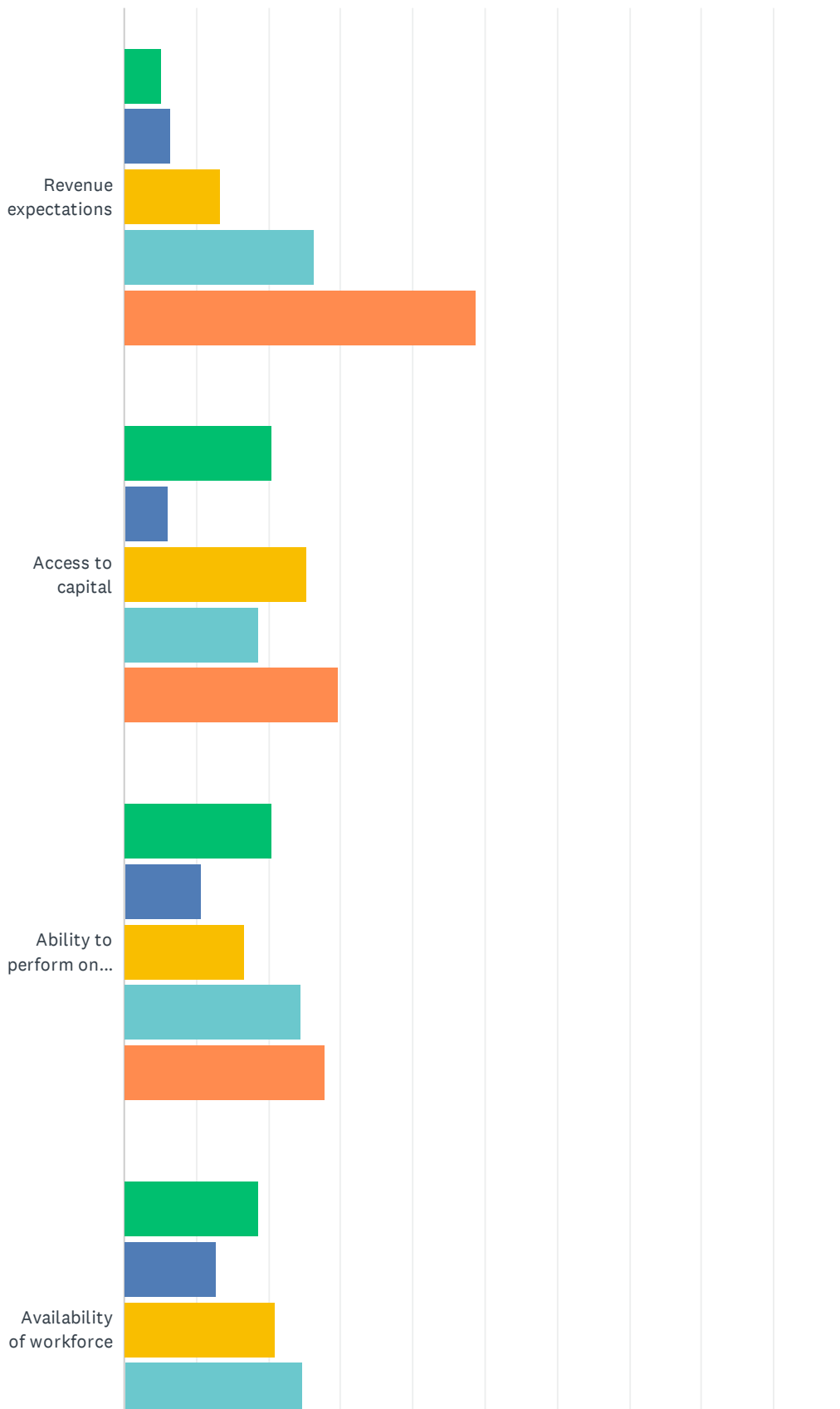
Answered: 756 Skipped: 13

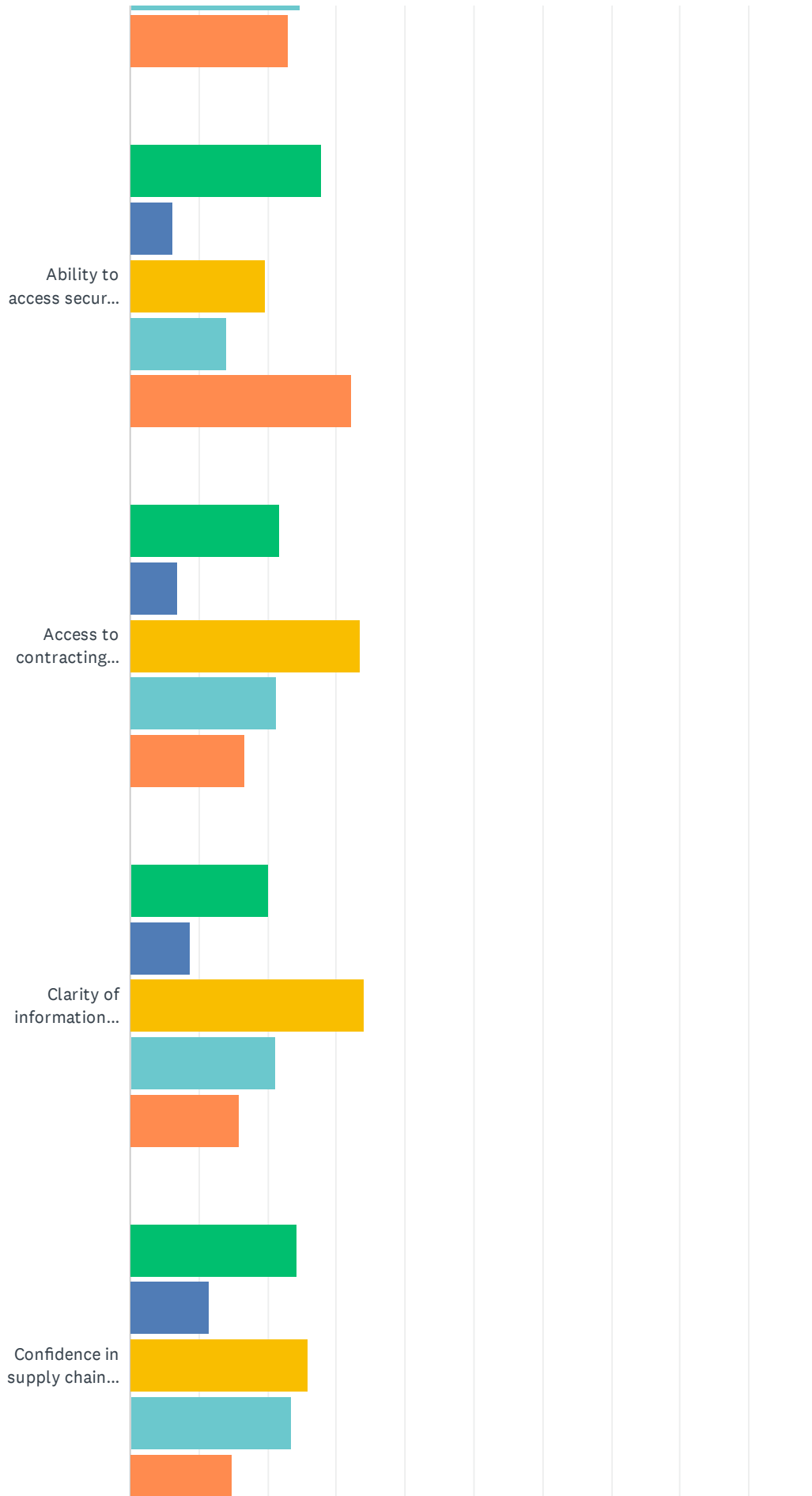


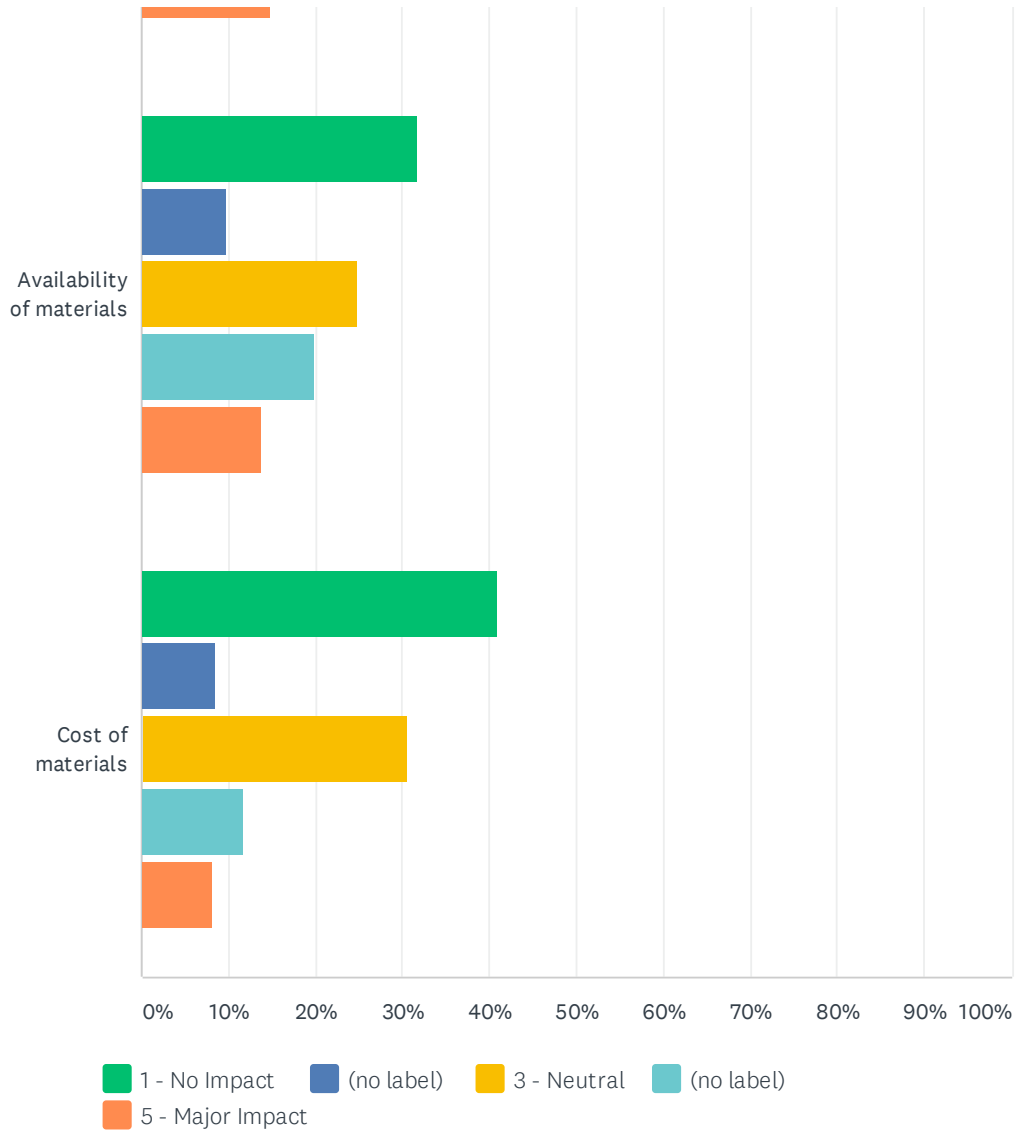
ANSWER CHOICES	RESPONSES	
Yes	41.53%	314
No	58.47%	442
TOTAL		756

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

Answered: 762 Skipped: 7







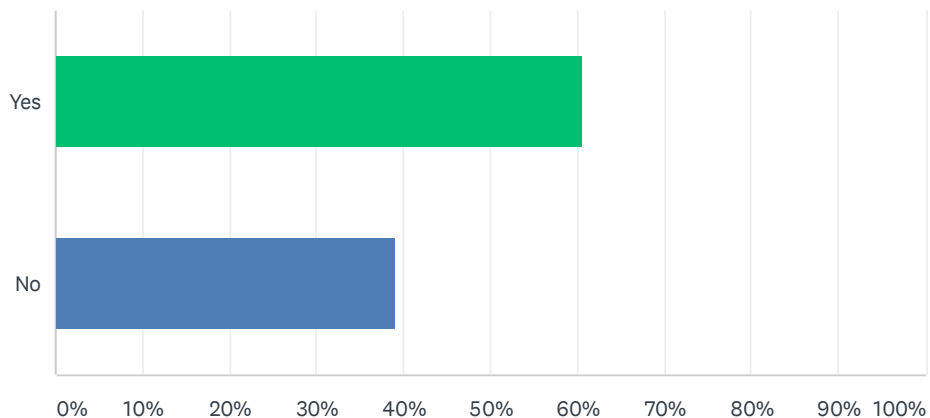
COVID-19 Small-Business Impacts Survey Results



	1 - NO IMPACT	(NO LABEL)	3 - NEUTRAL	(NO LABEL)	5 - MAJOR IMPACT	TOTAL	WEIGHTED AVERAGE
Revenue expectations	5.16% 39	6.48% 49	13.36% 101	26.32% 199	48.68% 368	756	4.07
Access to capital	20.40% 152	6.04% 45	25.37% 189	18.52% 138	29.66% 221	745	3.31
Ability to perform on contract	20.40% 153	10.67% 80	16.67% 125	24.53% 184	27.73% 208	750	3.29
Availability of workforce	18.64% 140	12.78% 96	20.91% 157	24.63% 185	23.04% 173	751	3.21
Ability to access secure work facilities	27.86% 207	6.33% 47	19.65% 146	14.00% 104	32.17% 239	743	3.16
Access to contracting officer	21.77% 162	6.85% 51	33.47% 249	21.24% 158	16.67% 124	744	3.04
Clarity of information from the DOD	20.08% 149	8.76% 65	34.10% 253	21.16% 157	15.90% 118	742	3.04
Confidence in supply chain partners	24.30% 181	11.41% 85	26.04% 194	23.49% 175	14.77% 110	745	2.93
Availability of materials	31.75% 234	9.91% 73	24.83% 183	19.81% 146	13.70% 101	737	2.74
Cost of materials	41.07% 299	8.52% 62	30.49% 222	11.81% 86	8.10% 59	728	2.37

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

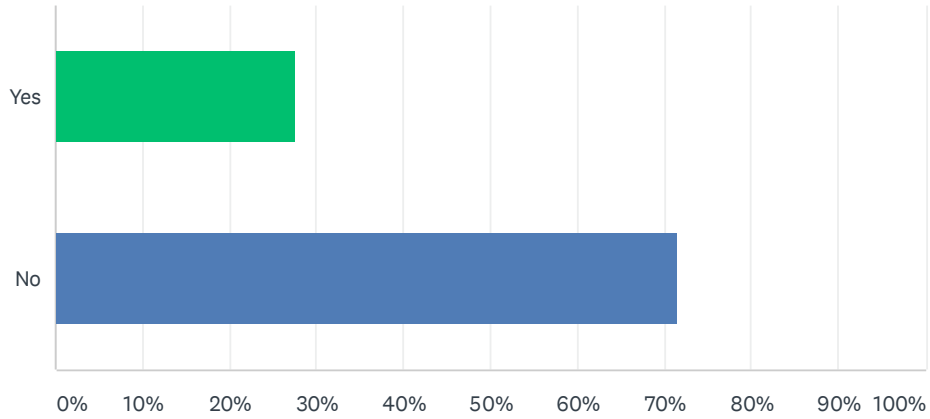
Answered: 762 Skipped: 7



ANSWER CHOICES	RESPONSES	
Yes	60.63%	462
No	39.11%	298
TOTAL		762

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

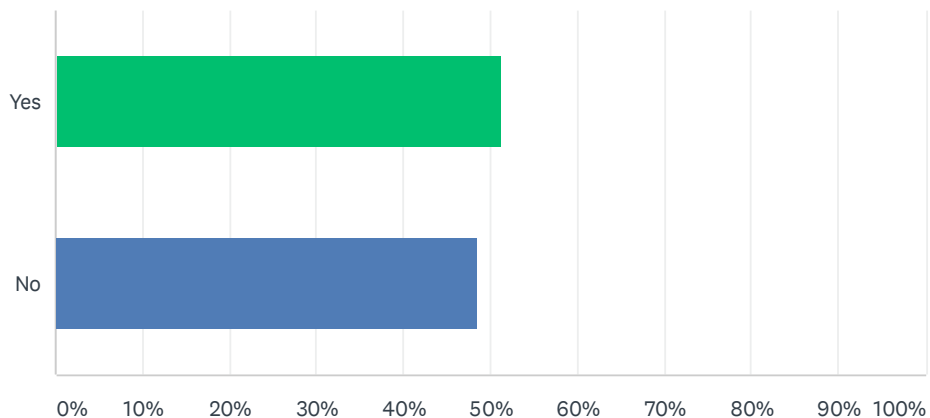
Answered: 741 Skipped: 28



ANSWER CHOICES	RESPONSES	
Yes	27.53%	204
No	71.52%	530
TOTAL		741

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

Answered: 756 Skipped: 13



ANSWER CHOICES	RESPONSES	
Yes	51.32%	388
No	48.54%	367
TOTAL		756

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

Answered: 488 Skipped: 281

Below is a categorical classification of the short-answer responses received for this question.

Category of Response	Percent of Responses
Workforce	18.56%
Safety and Security	3.71%
Remote Work	9.07%
Prime Contractors	1.65%
Evaluation/Performance	0.62%
Financial and Cash Flow	32.58%
Site Access	5.98%
Supply Chain	4.95%
People Access	3.71%
Communication	5.98%
General Fear and Uncertainty	5.36%
Paying FMLA or Insurance and Benefits	2.89%
Other, N/A	4.95%

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

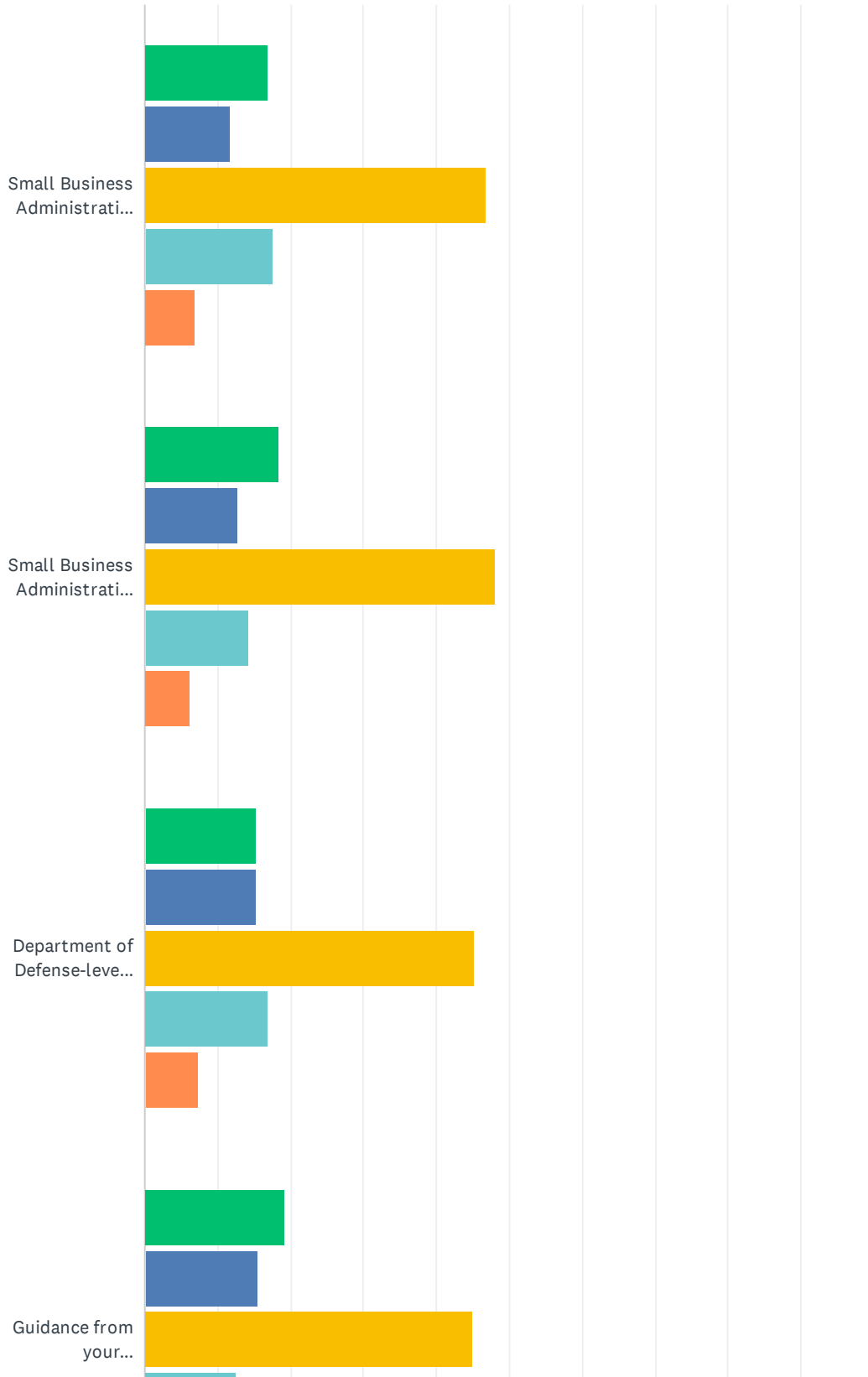
Answered: 554 Skipped: 215

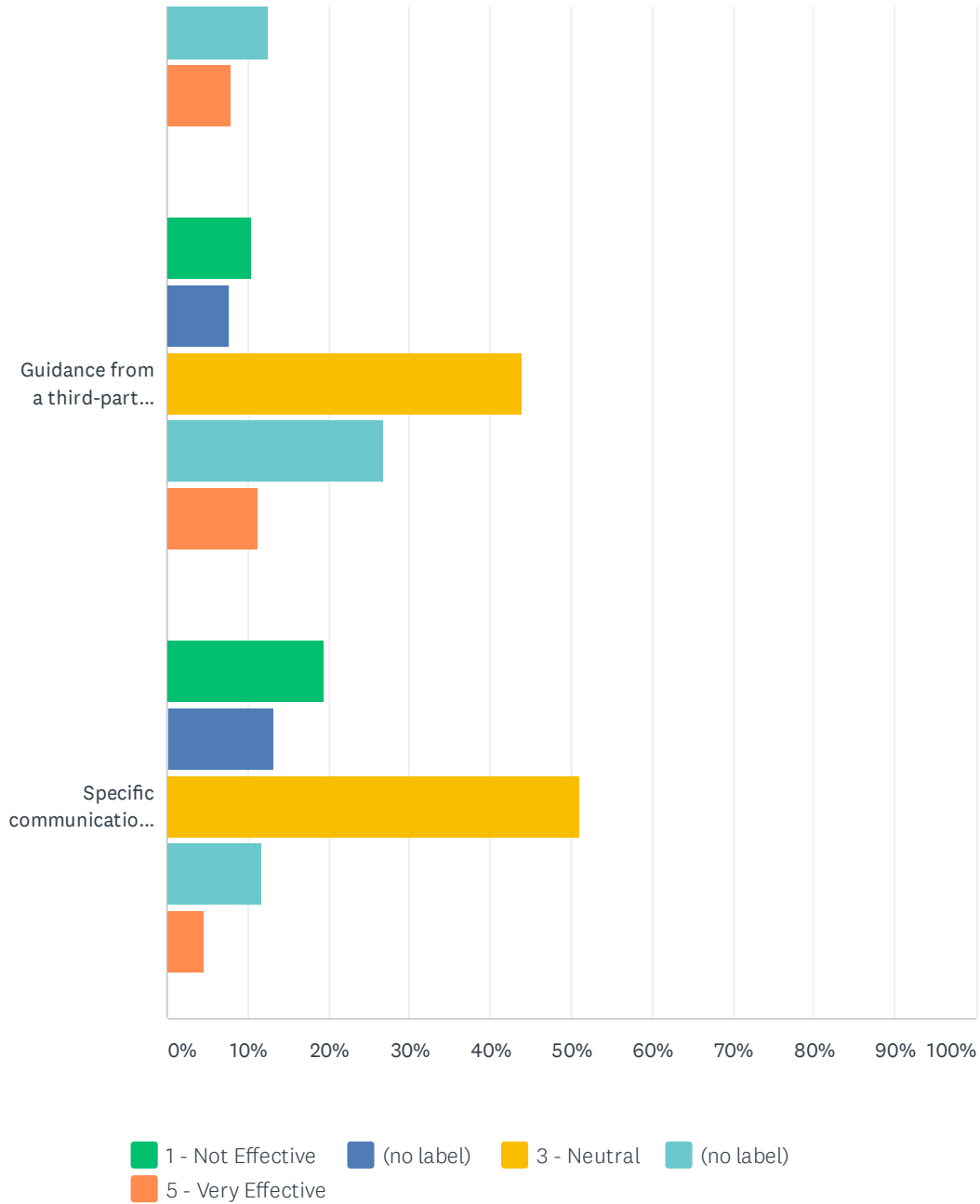
Below is a categorical classification of the short-answer responses received for this question.

Category of Response	Percent of Responses
None/Uncertain	17.42%
Workforce	10.16%
Safety and Security	1.09%
Remote Work	0.91%
Evaluation/Performance	0.91%
Financial and Cash Flow	60.44%
Site Access	1.09%
Supply Chain	1.45%
People Access	0.73%
Paying FMLA or Insurance and Benefits	1.27%
Other	4.54%

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

Answered: 745 Skipped: 24

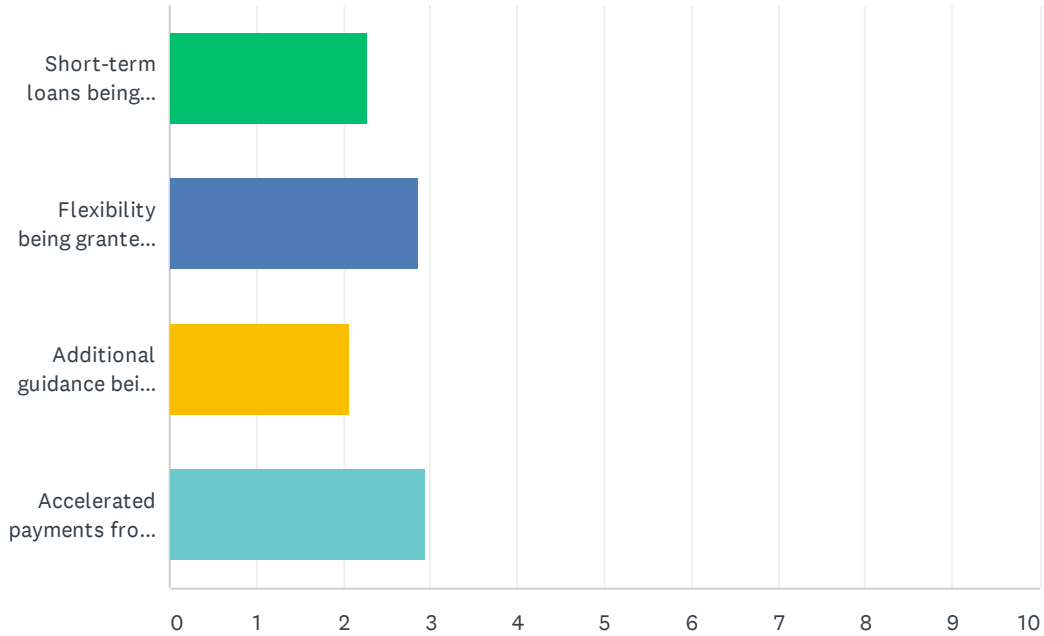




	1 - NOT EFFECTIVE	(NO LABEL)	3 - NEUTRAL	(NO LABEL)	5 - VERY EFFECTIVE	TOTAL
Small Business Administration guidance	17.03% 126	11.62% 86	46.89% 347	17.57% 130	6.89% 51	740
Small Business Administration loan programs	18.45% 136	12.75% 94	48.17% 355	14.25% 105	6.38% 47	737
Department of Defense-level guidance	15.35% 113	15.22% 112	45.24% 333	16.85% 124	7.34% 54	736
Guidance from your contracting officer	19.24% 141	15.42% 113	44.88% 329	12.55% 92	7.91% 58	733
Guidance from a third-party source (i.e. NDIA, law firm, peer, etc.)	10.43% 77	7.72% 57	43.90% 324	26.69% 197	11.25% 83	738
Specific communications from the DOD Office of Acquisition and Sustainment	19.51% 142	13.19% 96	51.10% 372	11.68% 85	4.53% 33	728

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

Answered: 737 Skipped: 32



	1	2	3	4	TOTAL	SCORE
Short-term loans being made available to your business	25.24% 160	16.88% 107	18.61% 118	39.27% 249	634	2.28
Flexibility being granted on the performance of your contract(s)	32.08% 196	33.55% 205	22.59% 138	11.78% 72	611	2.86
Additional guidance being provided on the performance of your contract(s)	8.76% 57	23.35% 152	34.25% 223	33.64% 219	651	2.07
Accelerated payments from the DOD and/or prime contractors	41.80% 293	24.82% 174	20.97% 147	12.41% 87	701	2.96

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: 328 Skipped: 441

Below is a categorical classification of the short-answer responses received for this question.

Category of Response	Percent of Responses
Workforce	17.13%
Safety and Security	2.45%
Remote Work	2.75%
Prime Contractors	0.92%
Evaluation/Performance	1.83%
Financial and Cash Flow	49.54%
Site Access	2.75%
Supply Chain	2.45%
People Access	2.14%
Communication	4.28%
Paying FMLA or Insurance and Benefits	0.92%
Other, N/A	12.84%

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

Answered: 226 Skipped: 543

Below is a categorical classification of the short-answer responses received for this question.

Category of Response	Percent of Responses
Successful Shift/Site Work	3.56%
Successful Remote Work	16.44%
Successful Communications	21.33%
Mission Essential Designation	2.22%
Able to Continue Work	22.22%
Other	7.11%
No Success Stories	27.11%