



# Space and Naval Warfare Systems Center Atlantic

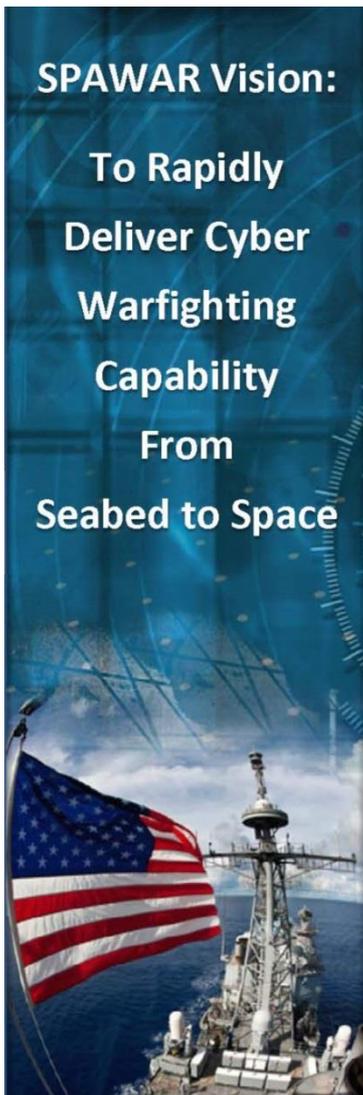
## Executive Overview

SSC Atlantic Small Business Outreach  
**Tidewater Association of Service  
Contractors (TASC)**

13 May 2015

**Mr. Steve Dunn**  
SSC Atlantic  
Executive Director

# COMSPAWAR Strategic Vision 2015-2022



**Foundational Principles**

Relevant      Resilient      Responsive



The right side of the box contains the SPAWAR logo and two circular logos for PEO L-41 and PEO EIS. Below these is the text 'ENTERPRISE INFORMATION SYSTEMS DEPARTMENT OF THE NAVY'.

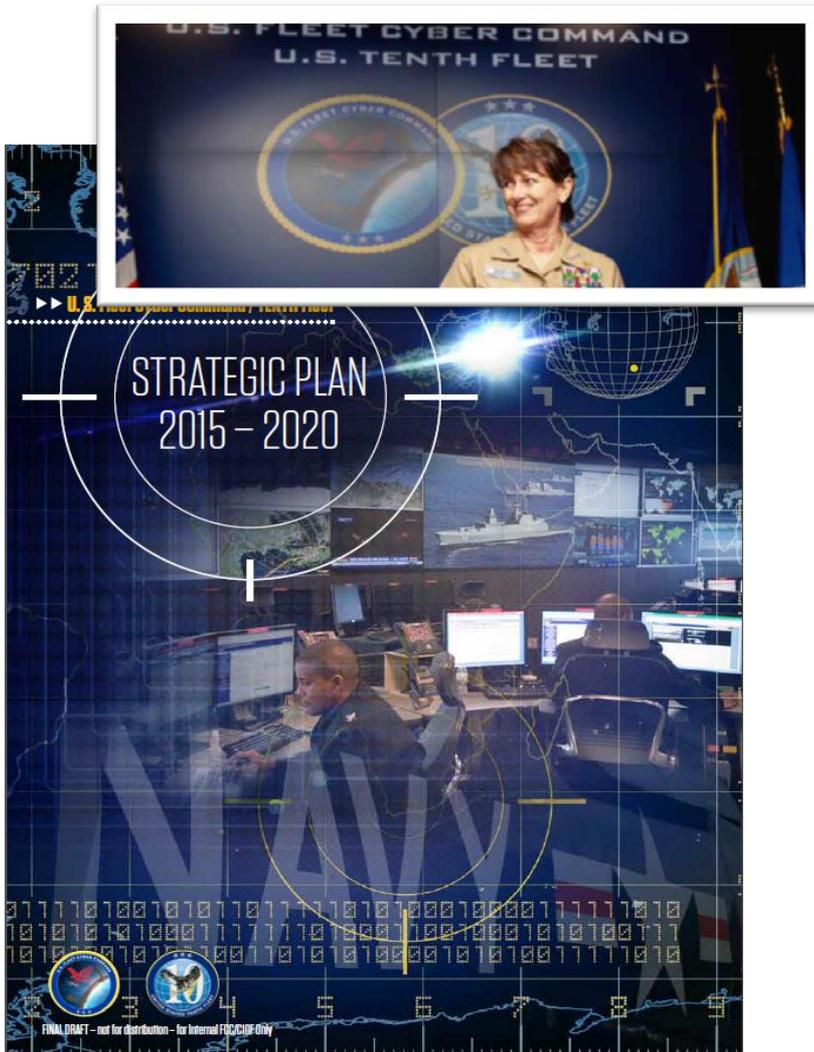
- 1. Accelerate and streamline delivery** of new capability and advanced technology to the Fleet to maintain U.S. technological superiority and to maximize warfighter advantage.
- 2. Enable the delivery of advanced modern IT and cyber capabilities** and transform what it means to operate and maneuver within the cyber domain.
- 3. Provide the cyber technical leadership** required across the Navy.
- 4. Reduce the cost of operations** to ensure delivery of affordable warfighting solutions.
- 5. Optimize our organization and workforce** to bring about this change.

# New Strategy Fleet Cyber Command



## Five Key Goals

1. Operate the Navy Network as a Warfighting Platform
2. Conduct Tailored Signal Intelligence
3. Deliver Warfighting Effects Through Cyberspace
4. Create Shared Cyber Situational Awareness
5. Establish and Mature Navy's Cyber Mission Forces

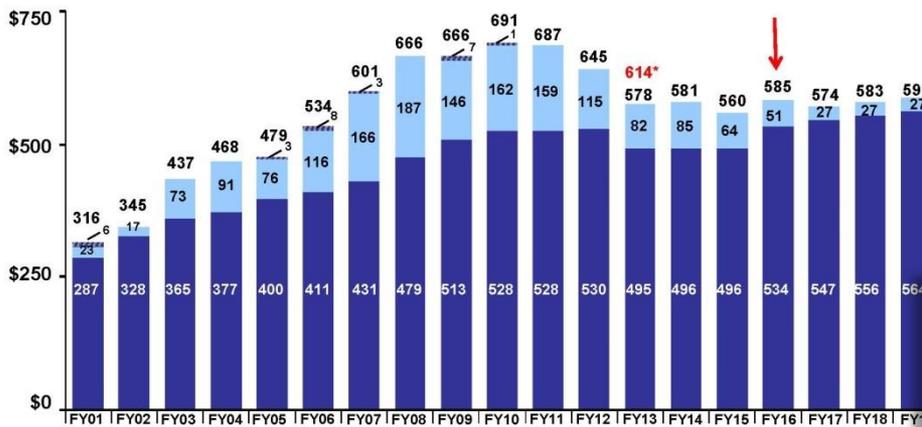


[http://www.public.navy.mil/fcc-c10f/Documents/FCC-C10F\\_Strategic\\_Plan\\_2015-2020.pdf](http://www.public.navy.mil/fcc-c10f/Documents/FCC-C10F_Strategic_Plan_2015-2020.pdf)

# FY 2016 President's Budget Request

## The FY 2016 President's Budget is a Strategy-Driven, Resource-Informed Budget

[http://www.defense.gov/pubs/FY16\\_Budget\\_Request\\_Rollout\\_Final\\_2-2-15.pdf](http://www.defense.gov/pubs/FY16_Budget_Request_Rollout_Final_2-2-15.pdf)



\* Reflects FY 2013 Enacted level excluding Sequestration

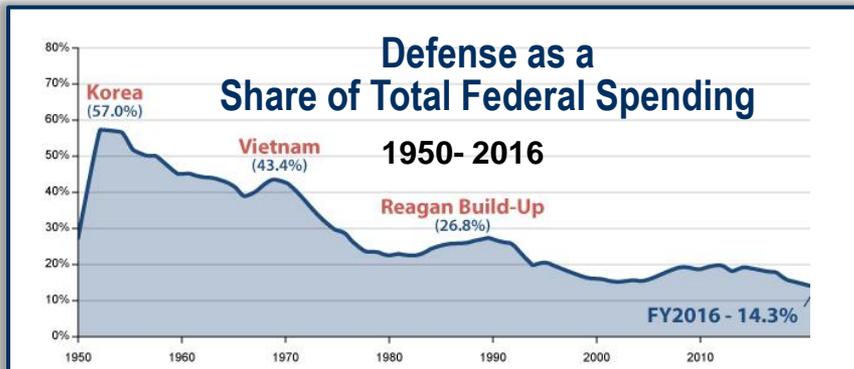
Numbers may not add due to round

### DoD Topline, FY 2001 - FY 2020

(Current Dollars in Billions)

The \$27 billion shown in FY 2017 through FY 2020 for OCO are placeholder amounts

■ Base Budget ■ OCO ▨ Other



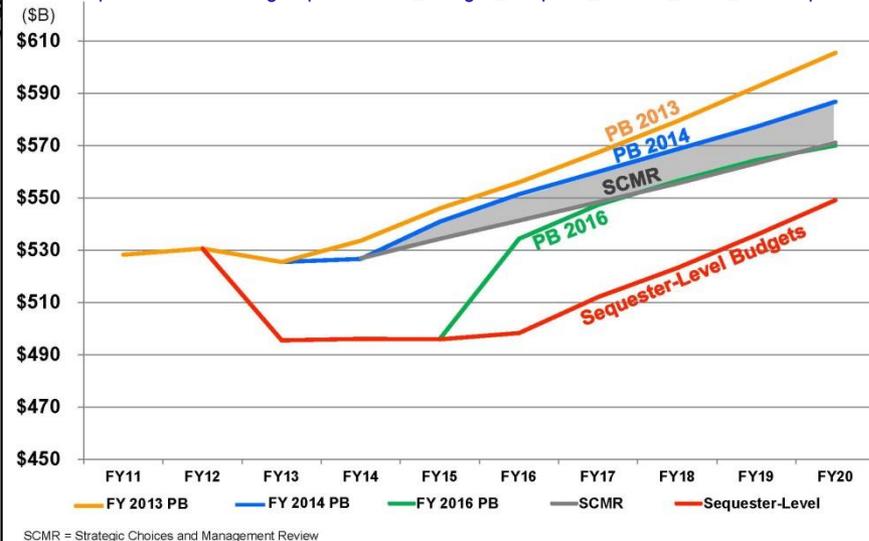
[http://www.defense.gov/home/features/2015/0215\\_budget/](http://www.defense.gov/home/features/2015/0215_budget/)

## ▼ FY16 PB

- DoD Base Budget \$534B
- DoN Budget \$161B
- SSC Atlantic Budget \$3.9B

### PB 16 Base Budget Supports the 2014 QDR Strategy Sequester-Level Budgets Do Not

[http://www.defense.gov/pubs/FY16\\_Budget\\_Request\\_Rollout\\_Final\\_2-2-15.pdf](http://www.defense.gov/pubs/FY16_Budget_Request_Rollout_Final_2-2-15.pdf)



# Better Buying Power 3.0

09 April 2015 Implementation  
**Directive for BBP 3.0**  
 Frank Kendall, USD AT&L  
<http://bbp.dau.mil/docs/BBP3.0ImplementationGuidanceMemorandumforRelease.pdf>

- ▼ Strengthening efforts in innovation, technical excellence
- ▼ Continue to prioritize previously established core initiatives
- ▼ New emphasis areas
  - Long-range research and development
  - Cybersecurity
  - Commercial technology
  - Prototyping and experimentation
  - Modular Open System Architecture
  - Global technology
  - Organic engineering capabilities
  - STEM education

**Fact Sheet BBP 3.0**  
<http://bbp.dau.mil/docs/BBP3.0FactSheetFINAL.pdf>

- Long-range research and development
- Cybersecurity
- Commercial technology
- Prototyping and experimentation
- Modular Open System Architecture (MOSA)
- Global technology
- Organic engineering capabilities
- Science, Technology, Engineering and Mathematics (STEM)

Additional information available at: <http://bbp.dau.mil>

# SSC Atlantic 2nd Qtr FY15

<i>New Orders</i>		
Top 5 Sponsors		\$M
1	SPAWAR & PEOs	\$416.1
2	MARCORSYSCOM	\$264.1
3	NAVSEA & PEOs	\$110.3
4	TRICARE Mgmt Activity	\$92.7
5	USAF Air Cmbt Cmnd	\$61.1
<b>% of Total New Orders</b>		<b>61%</b>

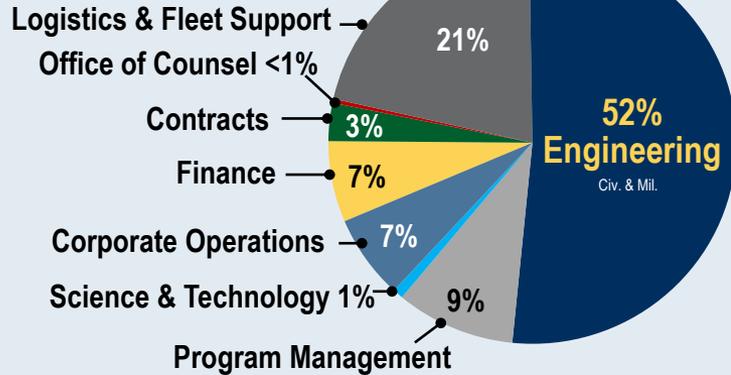
<i>FTEs</i>		
Top 5 Sponsors		FTE
1	SPAWAR & PEOs	1,040.7
2	MARCORSYSCOM	383.8
3	NAVSEA & PEOs	238.6
4	TRICARE Mgmt Activity	104.3
5	NAVAIR & PEOs	98.9
<b>% of Total FTEs</b>		<b>64%</b>

**SSC Atlantic FY15 Budget: \$4.1B / 3,830 FTE**

# Workforce/Operational Profile

## Workforce by Competency SSC Atlantic

Civ. & Mil.  
EOM Mar 2015



## Top Series (63%)

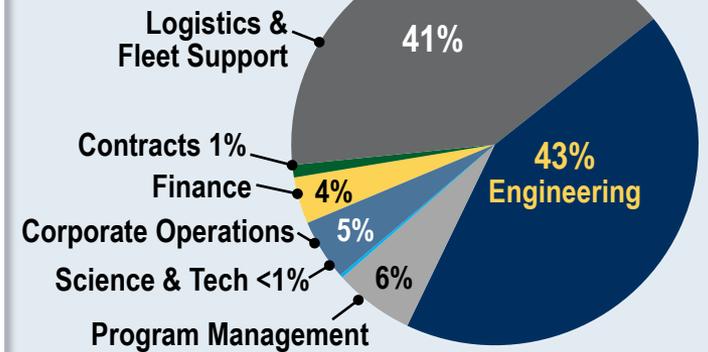
- IT Specialist
- Electronics Engineer
- Management & Program Analyst
- Computer Scientist
- Electronics Technician

### Education EOM Mar

Bachelors	1,710
Masters	954
Doctorate	43

## Workforce by Competency Hampton Roads

Civ. & Mil.  
EOM Mar 2015



SC LANT Competency Data (MAR 2015)

**Primarily a Navy Working Capital Fund (NWCF) Organization, relying on sales revenue rather than direct Congressional appropriations to finance its operations**

NWCF improves cost awareness, promotes cost management & increases flexibility

- ✓ Generates adequate revenue to cover cost of operations
- ✓ Finances the fund's operations without fiscal year limitation
- ✓ Operates on a break-even basis

**Optimizing our People, Processes, & Tools to Rapidly Deliver and Support Cyber and ID Solutions**



# Top 5 Contractors (Prime Location)

## FY15 (OCT – 30 APR)

<b><u>TOTAL</u> Prime Contractor in Hampton Roads Region</b>	<b>Contract Actions</b>	<b>Total Revenue (\$ Obligated)</b>
	360	\$ 55,105,276

<b><u>TOP 5</u> Prime Contractor in Hampton Roads Region</b>				
<b>Vendor Name</b>	<b>City</b>	<b>State</b>		
VT MILCOM INC.	VIRGINIA BEACH	VA	186	\$ 25,392,406
HOMELAND SECURITY SOLUTIONS	HAMPTON	VA	3	\$ 13,518,000
AMSEC LLC.	VIRGINIA BEACH	VA	30	\$ 2,899,644
ATLANTIC DIVING SUPPLY INC.	VIRGINIA BEACH	VA	15	\$ 1,956,565
GSTEK INCORPORATED	CHESAPEAKE	VA	13	\$ 1,893,758
<b>TOTAL TOP 5</b>			<b>247</b>	<b>\$ 45,660,373</b>

# Small Business (SB) Performance Metrics

## FY15 (Oct – 26 Apr)



SSC Atlantic FY 15 Achievements TDAO 26 April	Goal	Achieved	Obligated
Small Business Prime	29.81%	28.97%	\$183,448,857.64
Small Disadvantaged Business	12.18%	12.22%	\$77,368,762.72
Women Owned Small Business	4.06%	7.37%	\$46,689,977.56
HUBZone Small Business	1.48%	2.57%	\$16,304,240.27
Service Disabled Veteran Owned Small Business	2.43%	4.59%	\$29,080,718.23

**Demonstrated Small Business stability**

# Business Portfolios

## Newly Defined Structure

Portfolio	Customer Areas			Enterprise Services
<p><b>PEO C4I</b> (PMW 100's and 700's)</p>	<ul style="list-style-type: none"> <li>• PMW 120</li> <li>• PMW 130</li> <li>• PMW 150</li> <li>• PMW 160</li> <li>• PMW 170</li> </ul>	<ul style="list-style-type: none"> <li>• PMW 740/750/760</li> <li>• PMW 770</li> <li>• PMW 790</li> <li>• FRD 100/200</li> </ul>	<ul style="list-style-type: none"> <li>• NAVSEA</li> <li>• NAVAIR/USCG</li> <li>• Navy Cyber/Numbered Fleet</li> </ul>	<ul style="list-style-type: none"> <li>• 9 Financial Service Centers</li> </ul>
<p><b>PEO EIS</b> (all)</p>	<ul style="list-style-type: none"> <li>• PMW 205</li> <li>• PMW 240</li> <li>• PMW 220</li> </ul>	<ul style="list-style-type: none"> <li>• Innovation Cell</li> </ul>	<ul style="list-style-type: none"> <li>• Navy Data Centers/Cloud Access Point</li> </ul>	
<p><b>USMC/SOCOM</b> (all)</p>	<ul style="list-style-type: none"> <li>• SOCOM</li> <li>• Army</li> </ul>	<ul style="list-style-type: none"> <li>• USMC</li> <li>• Air Force</li> </ul>		
<p><b>Navy and Federal Support</b></p>	<ul style="list-style-type: none"> <li>• DISA</li> <li>• DLA</li> <li>• NSA</li> <li>• NSF</li> <li>• NAVSUP</li> <li>• CNIC</li> <li>• NAVFAC</li> <li>• NSMA</li> </ul>	<ul style="list-style-type: none"> <li>• Federal</li> <li>• Navy &amp; Defense</li> <li>• Medical</li> <li>• Veteran Affairs</li> <li>• Europe</li> <li>• DARPA</li> <li>• ONR</li> </ul>	<ul style="list-style-type: none"> <li>• ONI</li> <li>• NSA</li> <li>• OSD R&amp;E</li> <li>• AFRL</li> <li>• iARPA</li> <li>• DTRA</li> <li>• NAVAIR (Other)</li> <li>• Navy (Other)</li> </ul>	

# SPAWAR Multiple Award Contracts (MACs) Working Group

- ▼ **Purpose:** SPAWAR strategy for MACs - Identifying best practices, process improvements, standardization & streamlining initiatives
- ▼ **Status:** Final White Paper posted on E-Commerce
  - <https://e-commerce.sscno.nmci.navy.mil>
- ▼ **Next Steps:** SPAWAR Enterprise Contracts Industry Council (in planning stages) will provide tactical approach to implementing the MAC WG recommendations
- ▼ **Focus Areas:** Forecasting, PALT, RFP Requirements/Instructions, Key Personnel/Resumes

# FY15 Contracting Improvement Initiatives

- ▼ Institutionalizing COR processes/post award trip wires
- ▼ Project Procurement Strategy Meetings (PPSM)
- ▼ Task Order Process Refinement/Training
  - Source selection process
    - LPTA vs Best Value
  - Market survey process
- ▼ **Metrics for end-to-end contract process at Task Order level**
  - **Backlog Reports/KPI Reports issued Weekly**
  - **Report tracking avg PALT for all action types now available**
    - **Comparison to previous FY's, tracks improvements /trends**
  - **2.0 is incorporating lessons learned (continuously) to reduce PALT/Variability**
- ▼ Staffing model for end-to-end contract process at TO level
- ▼ Pillar follow-on Strategy
- ▼ HQ MAC Working Group
  - Final White Paper and “FAQs” posted on E-Commerce
    - <https://e-commerce.sscno.nmci.navy.mil> go to “News”



**Increase responsiveness while continuing to comply with regulations and policy**



# We Deliver Information Dominance

“Enable Warfighters to secure America  
and promote global freedom.”



Web: <http://www.public.navy.mil/spawar/Atlantic> Facebook: <http://www.facebook.com/spaceandnavalwarfaresystemscommand>  
Twitter: <http://twitter.com/SPAWARHQ> Employment opportunities: [www.USAJOBS.gov](http://www.USAJOBS.gov)  
SPAWAR Small Business: <http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx>  
SPAWAR Contract Directorate Office: <https://e-commerce.sscno.nmci.navy.mil>