



Overview of Doing Business with SPAWAR Systems Command (SPAWAR)

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Director, SPAWAR Office of Small Business Programs

Navy Gold Coast Small Business Conference
22 August 2011



Agenda

▼ Who is SPAWAR?

- Where we are and what we buy
- Office of Small Business (SB) Programs
 - Vision/Mission – How we can help SB's
 - OSBP initiatives/focus areas
- FY11 Small business targets and accomplishments to date – next steps to increase opportunities for SB's

▼ Doing Business with SPAWAR

- e-Commerce Central website
- Market research, procurement methodologies and contract types
- Future procurement opportunities

▼ Resources and POC's



Who We Are

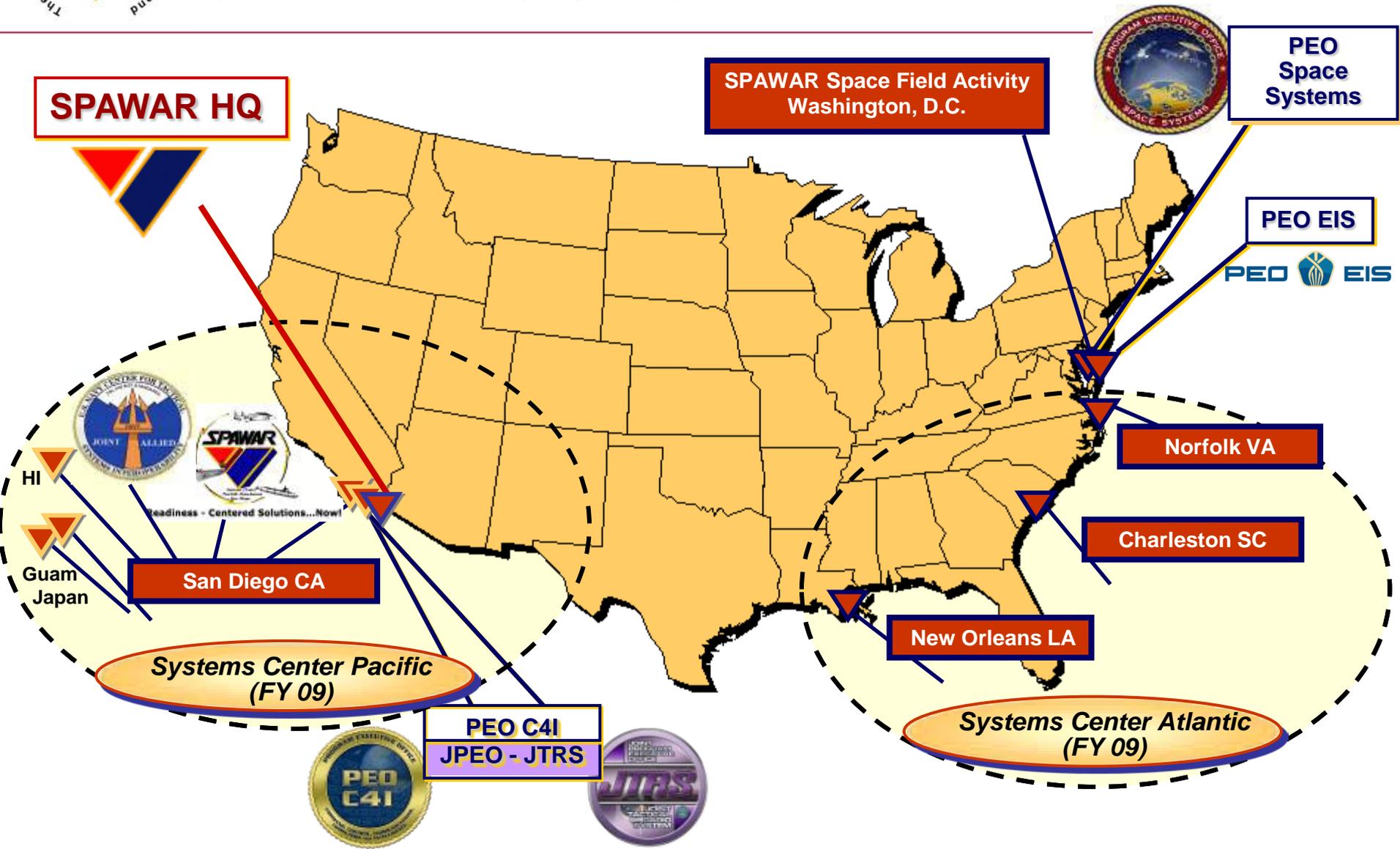
- ▼ Navy's Information Dominance Systems Command
- ▼ Navy's Technical Authority and acquisition command for C4ISR,* business IT, and space systems
- ▼ Provide advanced communications and information capabilities to Navy, joint and coalition forces
- ▼ More than 8,000 employees deployed globally and near the fleet

*Command, Control, Communications, Computers, Intelligence, Surveillance & Reconnaissance





SPAWAR Locations in CONUS



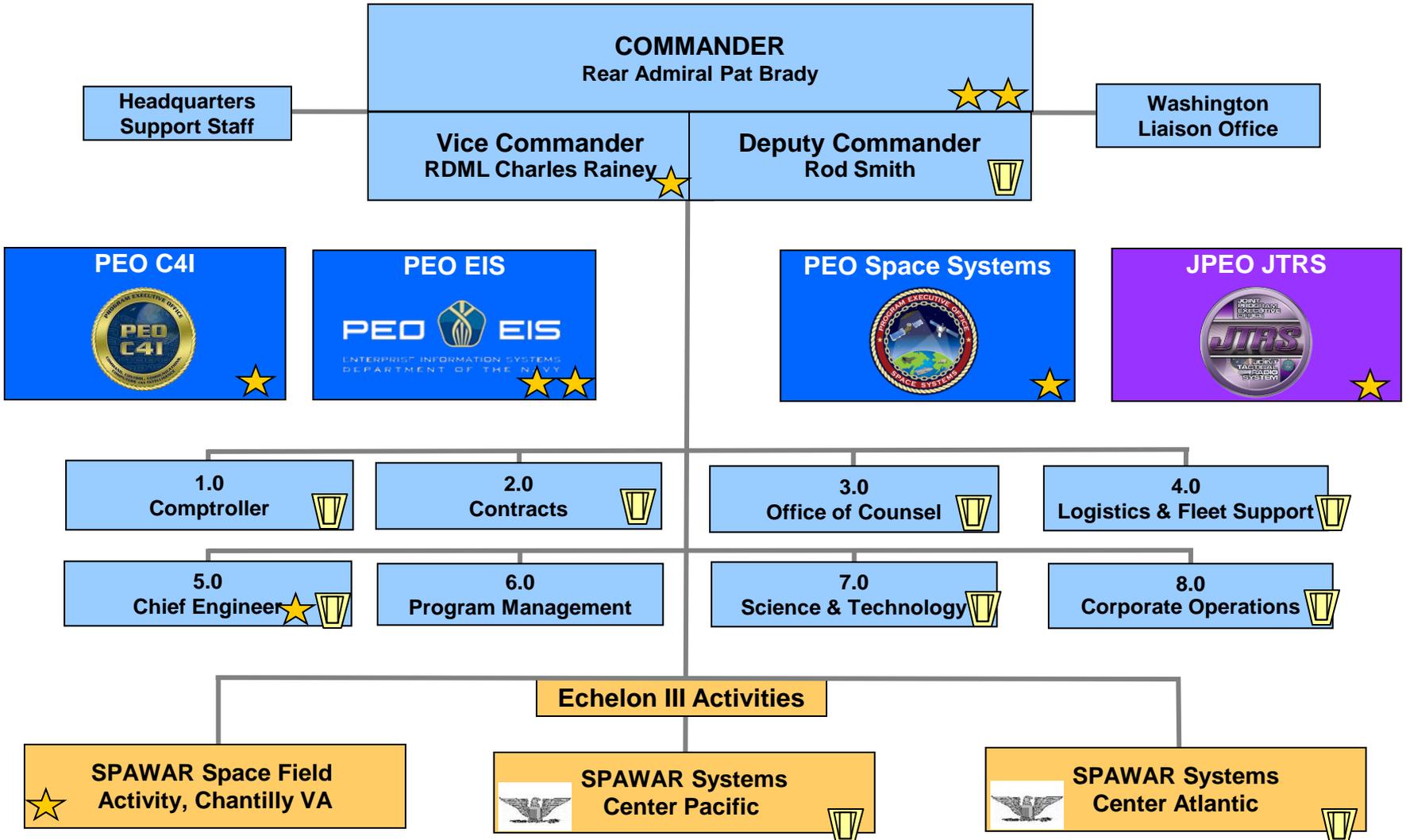


Where We Are Cont.



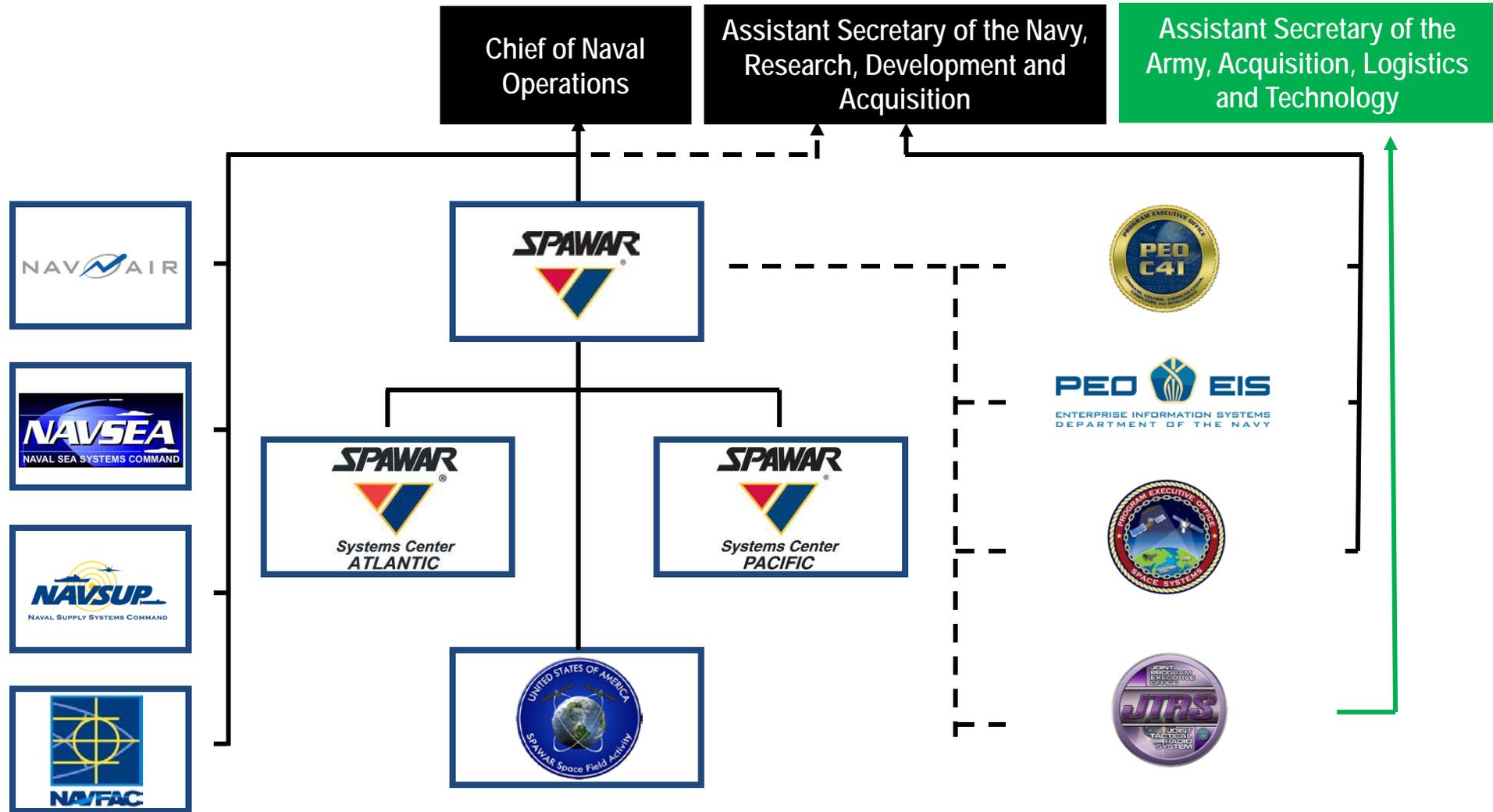


Team SPAWAR Organization



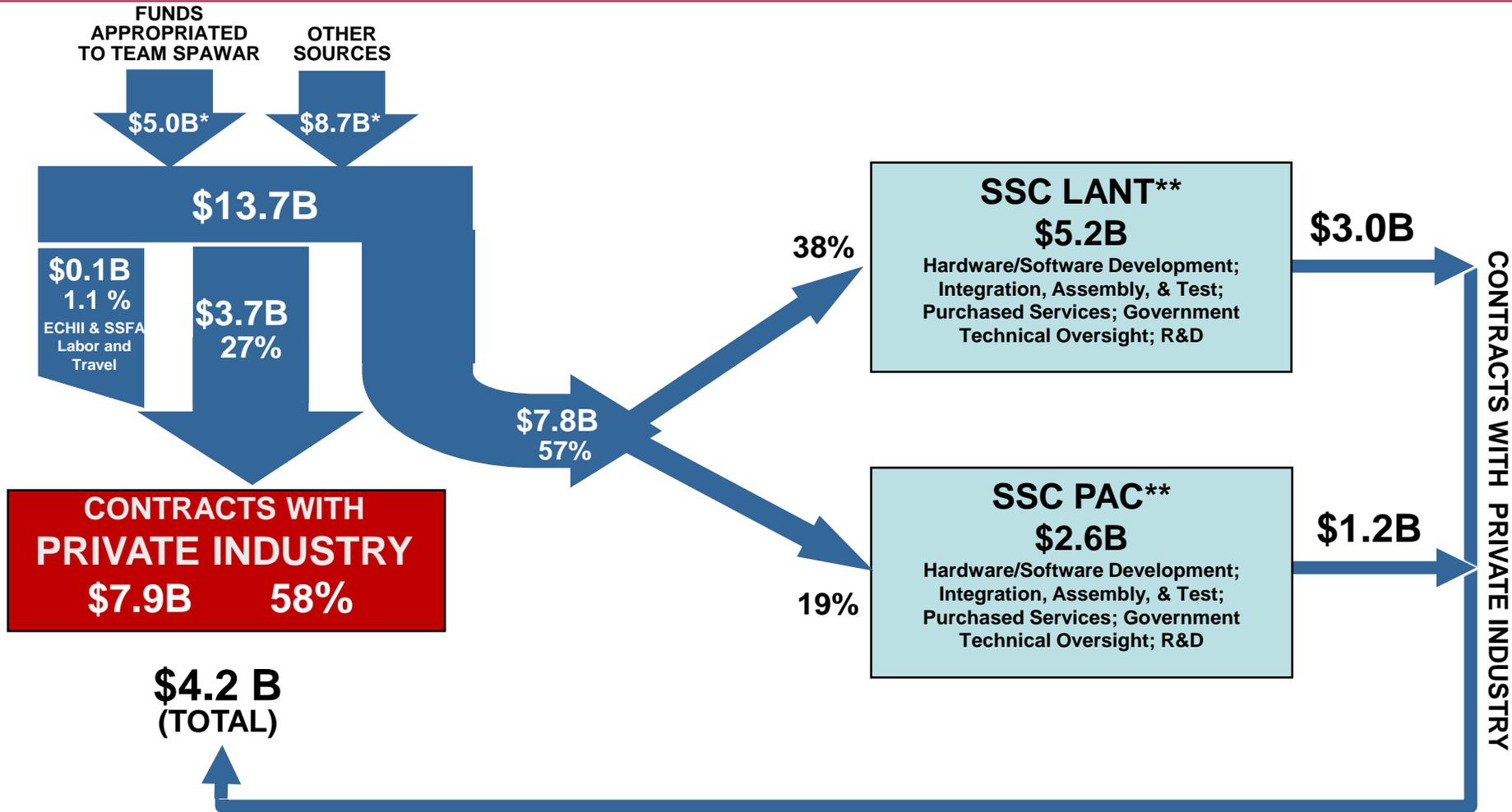


How Does SPAWAR Fit into the Navy's Structure?





Macro Funds Flow Across SPAWAR (FY10)



Sources: N-ERP, SPAWAR HQ Labor Analysts, PMW 740 (FMS)

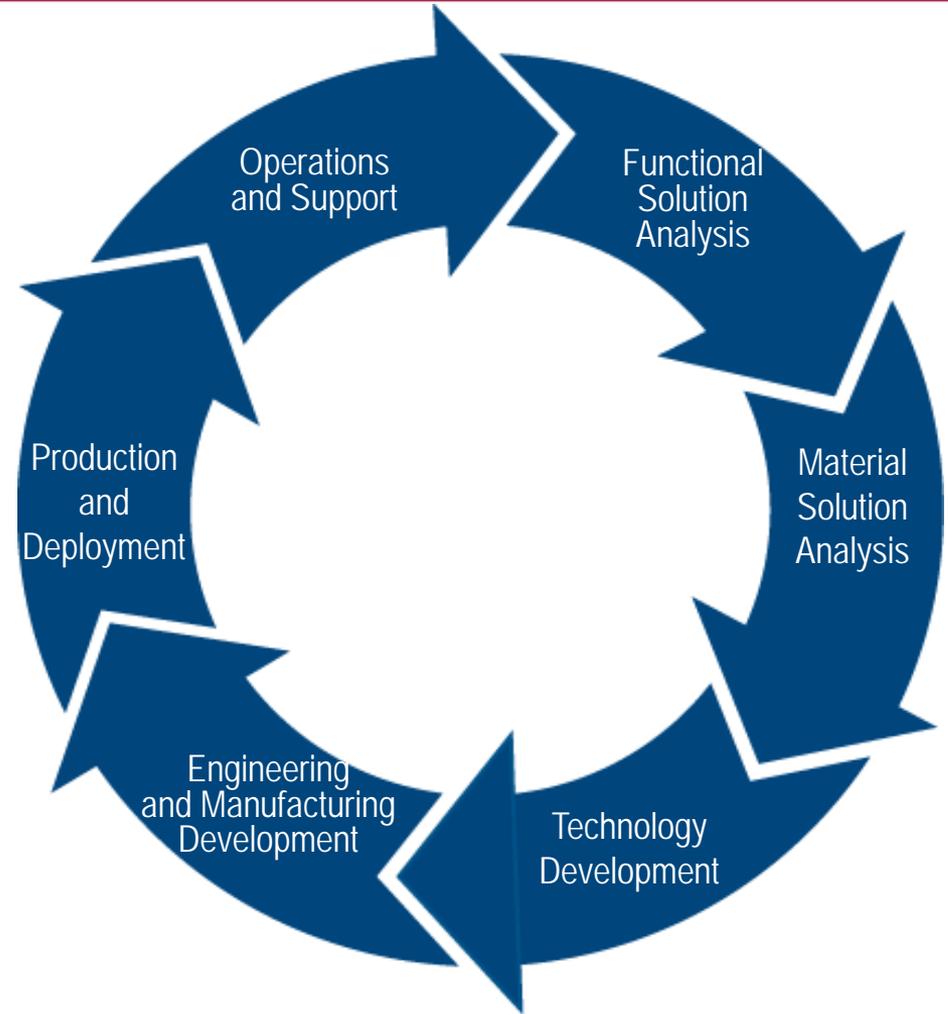
*Inflow Includes Prior Year Carry-Over from All Sources

** SSC LANT includes Norfolk and NOLA; SSC PAC includes PAC General Fund (formerly NCTSI)



What We Do

- ▼ Team SPAWAR supports the entire acquisition lifecycle of C4ISR products and services





Meeting Current and Future Needs of the Fleet



Consolidating Networks



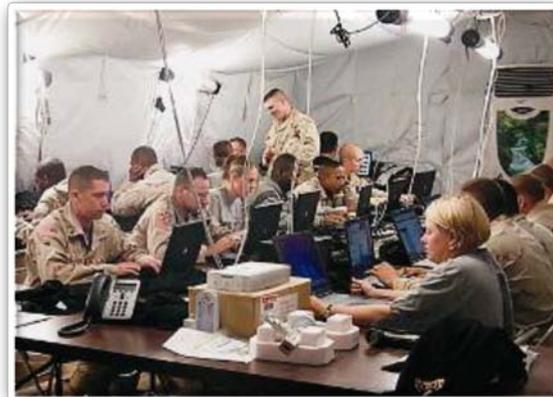
Research, Engineering & Development



C4ISR Technology



Cyber Operations



Internet Cafes

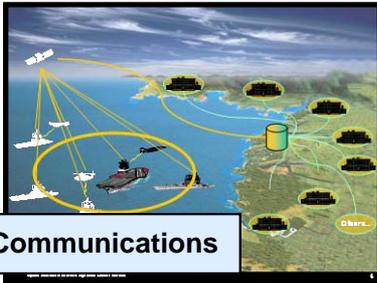


Unmanned Vehicle Systems

Lines of Business / Core Processes



Space Systems



Communications



Command and Control Systems



Networks



Enterprise Information Systems



ISR and IO

OUR CORE PROCESSES . . .

WE EXECUTE (ON BEHALF OF THE USER)

ACQUISITION MANAGEMENT	Perform acquisition management for the development, production, and in-service support of C4I, Space and Enterprise Information Systems.
SYSTEMS ENGINEERING	Provide systems engineering not only for our own products but also across the other domains that our products touch.
INFORMATION ASSURANCE	Provide information assurance certification and support across all of the naval enterprises.
IN-SERVICE ENGR & LOGISTICS SUPPORT	Provide for in-service engineering and logistics support.
TECHNOLOGY, R&D, HW / SW PRODUCTS	Conduct efforts focused on the advancement of science, technology, research and development and delivery of hardware / software products.
SUPPORT OPERATIONS	Develop / maintain competency policies, procedures & support services. Facilitate effective utilization of infrastructure, security, contracts, legal, financial, human & information resources.



Our Partnerships

- ▼ Our partnerships enable us to provide integrated, best-value and innovative Information Dominance and C4ISR technology
 - Global presence for direct support to fleet
 - Hundreds of partnerships with industry, including small businesses
 - Systems Centers partner with academia to conduct research, share best practices, and develop future workforce





Educational & Community Outreach



St Mary's Academy Middle School Girls Day Out



High School and College Interns



Material World Modules

*FY07 – 1 school
FY08 – 34 schools
FY09 – 35 schools
FY10 – 47 schools*



UCSD "ENSPIRE"



International Autonomous Underwater and Surface Vehicle Competitions



- 12-17 JUL 2011, 10th Annual AUVSI underwater competition at SSC Pacific
- Held at SSC Pacific's one-of-a-kind TRANSDEC pool
- Collegiate and high school teams from U.S., Canada, Japan and India
- Open to the public

Gompers Charter Middle School Science Night

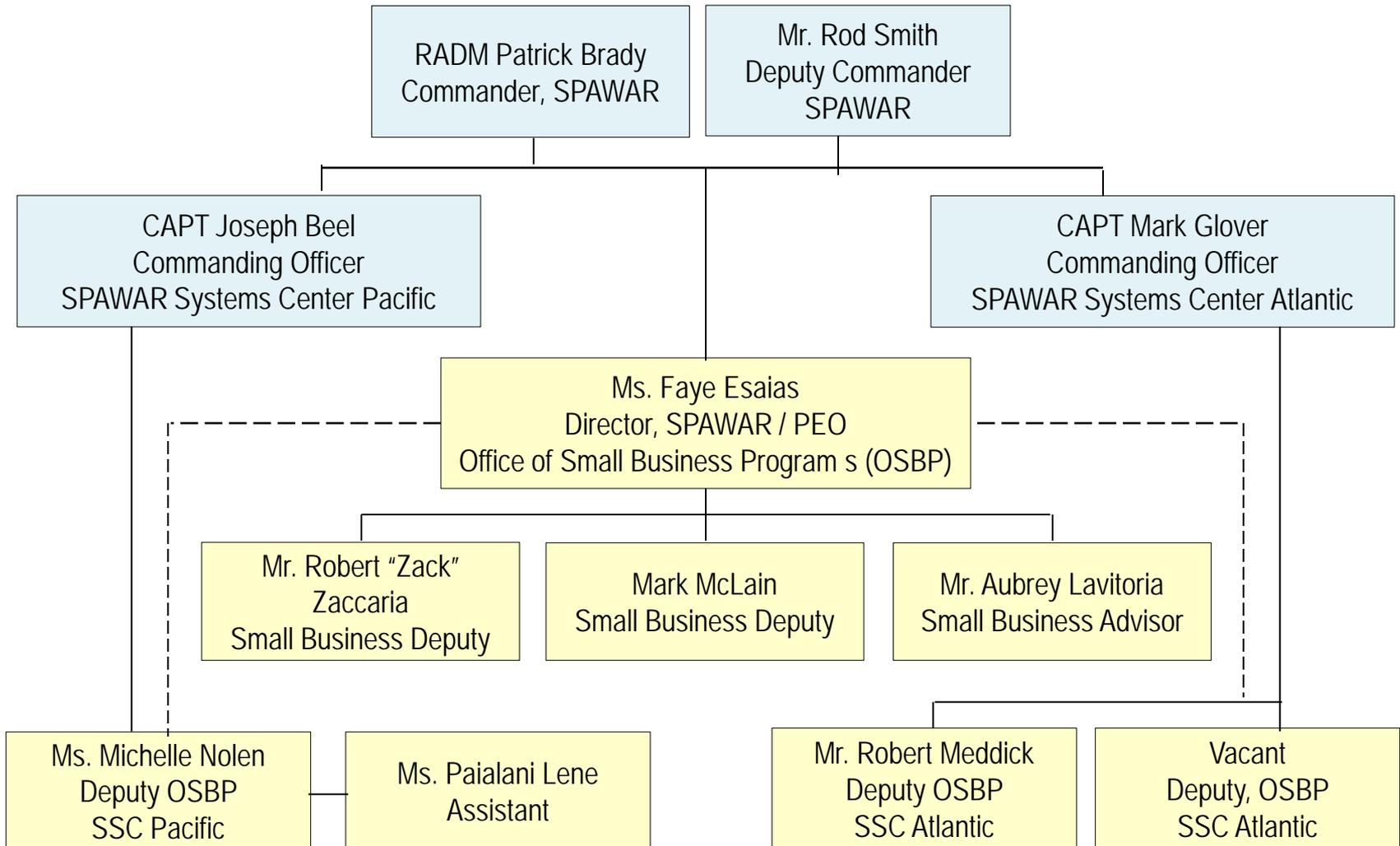


SMART Scholarship Program





OSBP Organizational Overview





Code 8. 8, OSBP Mission and Vision

Mission

We are a dynamic advocacy that provides training, advice, guidance and innovative strategies ensuring quality solutions for TEAM SPAWAR acquisition teams while maximizing opportunities for small businesses, as required by the Small Business Act and Federal Acquisition Regulation (FAR).

Vision

Code 8.8 will embrace a culture of shared responsibility that recognizes the critical role of small businesses in advancing our naval capability and the strength of the nation's economy by seeking utilization of qualified small businesses at the earliest stage of acquisition planning.

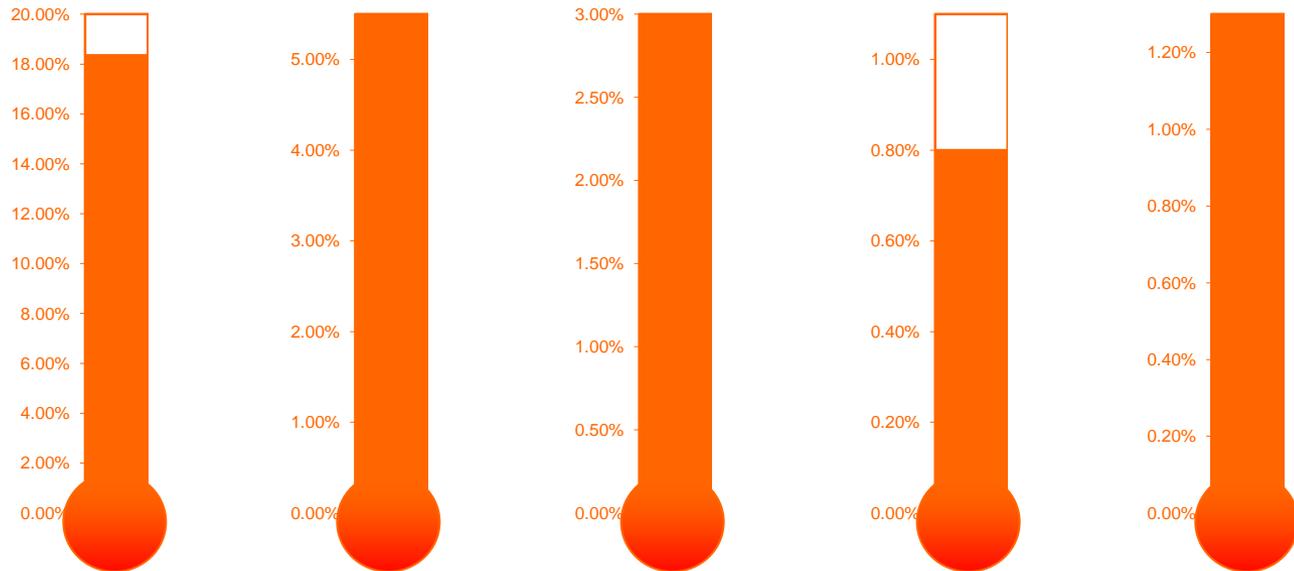


OSBP Top Initiatives

- ▼ Improving forecasting tool for future contract opportunities – posted to the OSBP website
- ▼ Increase opportunities for SB participation on SPAWAR acquisitions at both the prime and subcontractor levels
- ▼ Strategic communications on OSBP matters and building strong internal and external partnerships
- ▼ Working group to improve market research techniques and responses
- ▼ Working group to implement WOSB Contracting Prog.
- ▼ Regular reports of progress in addressing areas identified for improvement and status on meeting mandated command targets.



Small Business Achievements as of July 22, 2011



	Small Business Overall	Small / Disadvantaged	Women - Owned	HUBZone	Service - Disabled Veteran Owned
Targets	20.00%	5.50%	3.00%	1.10%	1.60%
Actual	18.35%	6.61%	3.27%	0.80%	1.63%



Top 10 NAICS Awarded by Dollars - FY10

541330	Engineering Services	\$ 4,170,989,628.00
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$ 1,122,910,453.00
541512	Computer Systems Design Services	\$ 364,420,974.00
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$ 354,678,239.00
541519	Other Computer Related Services	\$ 237,442,353.00
517110	Wired Telecommunications Carriers	\$ 208,258,715.00
541511	Custom Computer Programming Services	\$ 193,507,429.00
541712	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	\$ 171,347,097.00
334290	Other Communications Equipment Manufacturing	\$ 144,727,507.00
334111	Electronic Computer Manufacturing	\$ 110,226,184.00



Procurement Processes and Thresholds



- Dollar driven based upon estimated costs
 - Micro Purchase threshold \$3,000*
 - Purchase Card
 - Simplified Acquisition
 - COTS up to \$150K
 - Contingency -13.500 up to \$6.5M
 - Contingency -13.500 up to \$12M
 - Large Contracts up to unlimited authority as delegated





How To Identify Opportunities Within DOD

▼ Posting of contract actions:

- Federal Business Opportunities ([FedBizOpps](https://www.fbo.gov)) is a web-based system for posting solicitations and other procurement-related documents to the Internet. FedBizOpps was designated by the Federal Acquisition Regulation as the mandatory "government wide point of entry for the posting government business opportunities greater than \$25,000."

▼ For more information visit:

www.fbo.gov





How To Locate Information on SPAWAR Opportunities

- ▼ On the SPAWAR website (www.spawar.navy.mil) click on "For Industry Partners" which will direct you to our e-commerce site. A list of our future opportunities, open solicitations, and contract awards is available for the SPAWAR Headquarters, as well as for SSC Atlantic and SSC Pacific.





SPAWAR e-Commerce Website

file Edit View Favorites Tools Help | Links Customize Links Windows Marketplace

SPAWAR E-Commerce Central

e-Commerce CENTRAL | [Login](#) | [Register](#) | [Feedback](#) | [Credits](#) | [Advanced Search](#) | Quick Search: [GO!](#)

SPAWAR CONTRACTS DIRECTORATE OFFICE

Welcome

A Message from our Commander

"As the Navy's C4I experts, we listen to our customers and find the right solutions for their C4I challenges. In response, we emphasize providing information solutions versus just information systems." [Read more](#)

Self-Service Password Reset now available

We have implemented a new feature on the e-Commerce Central website to allow users who have lost their password to reset it via an automated function without having to contact the SPAWAR Paperless Helpdesk. This feature is available under the i-Services section of the left navigation section of the site, and also from the following link: [e-CC Self-Service](#)

News

- [The 23rd Annual Navy Gold Coast Small Business Opportunity Conference](#)
- [Information on Submitting your Electronic Proposal, Market Survey Response and Electronic Unsolicited Proposals..](#)
- [Other News...](#)

Current Server Time:
7/10/2011 11:00:42 Central

[E-CC Home](#)
[Read Me First!](#)
[Section 508](#)
[Submitting A Proposal?](#)
[Vendors Users Guide](#)
[CMPG](#)
[e-Commerce News](#)
[Links](#)
[Contact Us](#)
[Submit Unsolicited Proposals](#)

HEADQUARTERS
SSC ATLANTIC
SSC PACIFIC
[i-Services](#)

Recently Issued

N65236-11-Q-4269	Atola Insight Data Recovery Suite
N65236-11-Q-0114	Altadt 7810
N65236-11-Q-0121	JDSU 8116

Closing Soon

N65236-11-Q-0113	ADSI TACOPS Maintenance Training
N65236-11-Q-6606	RFDU Boards
N65236-11-Q-0114	Altadt 7810

SPAWAR Sp...
W... subject notice.

<https://e-commerce.sscno.nmci.navy.mil>



How to Locate a Specific Business Opportunity



- ▼ On the left side of the Main Menu – there is an option “**Read Me First**” SPAWAR has a secure website, you can register, identify opportunities and submit proposals.
- ▼ Once you subscribe for a specific solicitation you will be sent a notification when there is a change.
- ▼ Follow the instructions in the solicitation and contact the Contract Specialist if you have any questions!
- ▼ Refer to the detailed step-by- step instructions in the Vendors Users Guide.



How To Locate a Specific Contract Opportunity cont.

The screenshot shows a web browser window displaying the SPAWAR E-Commerce Central website. The browser's address bar shows the URL "SPAWAR E-Commerce Central". The website header includes navigation links: "Login", "Register", "Feedback", "Credits", and "Advanced Search". A "Quick Search:" field is also present. The main content area is titled "Submitting an Electronic Proposal" and contains several paragraphs of text. A sidebar on the left lists various categories under "HEADQUARTERS" and "SSC ATLANTIC" / "SSC PACIFIC". A red circle highlights the "HEADQUARTERS" section of the sidebar menu.

File Edit View Favorites Tools Help | Links | Customize Links | Windows Marketplace

SPAWAR E-Commerce Central

e-Commerce | [Login](#) | [Register](#) | [Feedback](#) | [Credits](#) | [Advanced Search](#) | Quick Search:

SPAWAR CONTRACTS DIRECTORATE OFFICE

[Electronic Proposal](#) | [Market Survey Response](#) | [Unsolicited Electronic Proposal](#)

Submitting an Electronic Proposal

Ensure you are a registered SPAWAR E-CC User and are familiar with the proper procedures for submitting proposals prior to the proposal due date. If you are not a registered user, click [here](#) to request an account.

Please make sure you reserve ample time to submit your proposal over the Internet to the SPAWAR E-Commerce Central website. It is your responsibility to post your proposal to the SPAWAR E-CC in time for submission to COMPLETE prior to the Government's posted solicitation receipt deadline. Do not wait until the last minute to attempt to submit your proposal.

The amount of time necessary for the submission to complete will vary with the speed of your network connection, the size of the files being submitted, and the load on the e-CC server at the time of your submission. It is not uncommon for this process to take several minutes during which it may appear that the browser is not doing anything. Please DO NOT click any other links or buttons in during this process, as doing so is likely to terminate your submission with the resultant loss of all submitted data.

When the submission process has successfully completed, a [confirmation receipt page](#) will be displayed. This page is your receipt and it contains the recorded time stamps and a REFERENCE KEY associated with the submission of your e-proposal. The timeliness of your e-Proposal submission will be based on the same information as contained in the E-Proposal Receipt so you are encouraged to print and keep a copy of this page for your records.

If you **DO NOT** receive this page, please contact the e-CC Help Desk **IMMEDIATELY**, as there may have been a problem with your submission. The e-CC Help Desk is staffed from 06:30 AM to 4:30 PM Pacific, Monday through Friday, except Federal holidays. Outside of normal hours or if you are unable to contact the e-CC Help Desk, we recommend that you contact the responsible Contract Specialist by phone or email (this information can be found in the Contact Information section of the solicitation) as soon as possible as this may be used as proof of a good-faith effort on your part. We also recommend that you send an email with details of the problem to business.spawar@navy.mil. While this email account is monitored by e-CC Help Desk personnel, immediate response is not guaranteed.

Access to your Electronic Proposal is restricted to the Authorized Contract Specialist, Contracting Officer and the Author of the proposal (the person who posted it) only.

For more information, refer to Section 9 of the [e-CC Vendor Users Guide](#).

Current Server Time:
8/10/2011 11:59:12 Central

HEADQUARTERS

- VIEW by...
- [Special Notices](#)
- [Market Surveys](#)
- [Future Opportunities](#)
- [Open Solicitations](#)
- [Open BAAs](#)
- [Simplified Acquisition](#)
- [Small Business by T](#)
- [Under Evaluation](#)
- [Closed BAAs](#)
- [Awarded Contracts](#)
- [Solicitation Number](#)
- [BAAs By Number](#)
- [Posting Date](#)
- [FS Code](#)
- [NAICS Code](#)
- [Acquisition Type](#)

SSC ATLANTIC

SSC PACIFIC



SBIR and STTR Programs

<http://www.sbir.gov/about/index.htm>

SBIR.gov

SMALL BUSINESS INNOVATION RESEARCH

SEARCH **GO**

[CONTACTS](#) | [ABOUT SBIR & STTR PROGRAMS](#) | [CONFERENCE & EVENTS CENTER](#) | [SBIR & STTR SOLICITATIONS](#) | [FEDERAL AGENCY LINKS](#) | [STATE RESOURCES](#) | [LINKS](#) | [PAST AWARDS](#)

[SBIR - Small Business Innovation Research](#)

SBIR Home

- [About SBIR & STTR Programs](#)
- [Agency FAQs](#)
- [Website Policies](#)
- [Key Solicitation Dates](#)

ABOUT SBIR AND STTR PROGRAMS

The U.S. Small Business Administration (SBA) Office of Technology administers the Small Business Innovation Research (SBIR) Program and the Small Business Technology Transfer (STTR) Program. Through these two competitive programs, SBA ensures that the nation's small, high-tech, innovative businesses are a significant part of the federal government's research and development efforts. Eleven federal departments participate in the SBIR program; five departments participate in the STTR program awarding \$2billion to small high-tech businesses. The U.S National Science Foundation administers the SBIR.GOV site on behalf of the federal government.

GRANTS.gov

GRANTS.gov is your source to FIND and APPLY for federal government grants. Before completing an application, please contact the Agency you are applying to to make sure they use GRANTS.gov

[About Us](#) | [Contacts](#) | [Disclaimer](#) | [Accessibility](#) | [Privacy](#) | [Sitemap](#) | [USA.gov](#)

This site is an official U.S. Government source for SBIR information.



- ▼ NAVSEA Multiple Award Contract (MAC) IDIQ vehicle with CPFF and FFP pricing
- ▼ SeaPort-e – The Navy's electronic platform for acquiring support services in 22 functional areas
- ▼ Individual task orders competed in one of seven geographic zones
 - No sole source orders
- ▼ 2,792 prime contractors (rolling admissions currently closed)
 - nearly 85% of its contract-holders are small businesses
 - Competitive 8(a) Set-asides
- ▼ ***SPAWAR vehicle of choice for services***
 - Caps on pass-through costs, labor escalation, and fee/profit
 - Streamlined evaluation process
 - Web portal for electronic commerce: www.seaport.navy.mil/



Marketing to the Government: The Basics

▼ Are You Ready to Market to the Government?

- Know how to identify your Product/Service
- Federal Supply Classification Code (FSC);
- Product Service Code (PSC):
- EX: D302 ADP systems development services
- [Http://www.dlis.dla.mil/h2](http://www.dlis.dla.mil/h2) or <http://www.fbo.gov>
- Identify your North American Industry Classification Codes (NAICS)
- EX: 541512 Computer Systems Design Services
- <http://www.census.gov/eos/www/naics/>
- Determining Size Standard
- EX: 541512 \$25M average annual receipts preceding 3 yrs
- NOTE: There is a separate size standard for each NAICS
- <http://www.sba.gov/services/contractingopportunities/officials/size/index.html>





Have a Marketing Strategy!

- ▼ Develop a strategy and a plan:
 - Determine who procures the services and/or commodities you provide
 - Find out as much as you can about their programs/needs (e.g. public websites, networking, etc.)
 - Determine your role and limits (prime, subcontractor, capabilities, etc.)
 - Respond to RFI's & Sources Sought!
 - Identify contract requirements & potential team members
 - Develop strategy for responding to a solicitation





Future Procurement Opportunities

<ol style="list-style-type: none"> 1. Requirements Office: Joint Program Manager - Information Systems (JPMIS) 2. Joint Effects Model (JEM) Increment 1 Sustainment 3. Unrestricted 4. CPFF 	<ol style="list-style-type: none"> 1. New TO on Seaport 2. Solicitation # TBD 3. Est. value: >\$5M-\$10M 	<ol style="list-style-type: none"> 1. Est. RFP release, 01/2012. 2. Est. proposal receipt, 02/2012. 3. Est. award, 02/01/2012.
<ol style="list-style-type: none"> 1. Requirements office: PEO C4I 2. Software Development/Modernization, C4I Advanced Planning Suite 3. Procurement methodology 4. CPFF 	<ol style="list-style-type: none"> 1. New TO on Seaport 2. Solicitation # TBD 3. Est. value: >\$25M-\$50M 	<ol style="list-style-type: none"> 1. Est. RFP release, TBD. 2. Est. proposal receipt, TBD. 3. Est. award, TBD. 4. Status: Preparing RFI for Small Business Determination.

****DISCLAIMER**** This forecast is informational only and does not constitute an offer or commitment by the Navy to fund, in whole or part, the opportunities referenced herein. This listing is not all inclusive and is subject to change. Vendors shall not contact any contracting or technical personnel regarding this information and all inquiries shall be submitted to SBO@navy.mil



Future Procurement Opportunities

<ol style="list-style-type: none"> 1. Req. Office: PMW 150 2. Maritime Tactical Command and Control (MC2P) - Software Development 3. Procurement methodology TBD 4. Pricing structure TBD 	<ol style="list-style-type: none"> 1. New Contact 2. Solicitation # TBD 3. >\$1M-\$5M 	<ol style="list-style-type: none"> 1. Est. RFP release, TBD 2. Est. award TBD 3. Status: Procurement Planning
<ol style="list-style-type: none"> 1. Req. Office: PMW 150 2. Maritime Link 16 Production 3. Procurement methodology TBD 4. Pricing structure TBD 	<ol style="list-style-type: none"> 1. New Contract 2. Solicitation # TBD 3. >\$50M-\$100M 	<ol style="list-style-type: none"> 1. Est, RFP release TBD 2. Est. award, 08/15/2012 3. Status: Procurement Planning
<ol style="list-style-type: none"> 1. Req. Office: PMW 150 2. Next Generation Command and Control Processor (NGC2P) 3. Procurement methodology TBD 	<ol style="list-style-type: none"> 1. New IDIQ Contract 2. Solicitation # TBD 3. >\$1M-\$5M 	<ol style="list-style-type: none"> 1. Est. RFP release, 04/30/2012 2. Est. award, 12/31/2012 3. Status: Procurement Planning



Future Procurement Opportunities

<ol style="list-style-type: none"> 1. Req. Office: PMW 170 2. Environmental Satellite Receiver Processor 3. Unrestricted 4. CPFF/FFP 	<ol style="list-style-type: none"> 1. New contract 2. N00039-11-R-0073 3. >\$10M-\$25M 	<ol style="list-style-type: none"> 1. Est. RFP release TBD 2. Est. award 01/2012,
<ol style="list-style-type: none"> 1. PEO SUB/PMW 485 2. Logistics Support Facility 3. Full and Open Competition 4. CPFF 	<ol style="list-style-type: none"> 1. New Contract 2. N00039-11-R-0077 3. >\$10M-\$25M 	<ol style="list-style-type: none"> 1. Est. RFP released, 08/2011. 2. Est. Proposal received, 09/2011. 3. Est. award, 01/2012.
<ol style="list-style-type: none"> 1. PEO JPEO JTRS/NED 2. MUOS Software In-Service Support (SWISS) Contract 3. Full & Open 4. CPIF/CPFF 	<ol style="list-style-type: none"> 1. New Contract 2. TBD 3. >\$50M-\$100M 	<ol style="list-style-type: none"> 1. No PR rec'd. 2. Est. RFP release, 10/2011. 3. Est. Award, 06/2012.



Future Procurement Opportunities

<ol style="list-style-type: none"> 1. PEO C4I/PMW 770 2. Professional Support Services - Logistics 3. Competitive TO/DO (SeaPort-e), set-aside TBD 4. CPFF 	<ol style="list-style-type: none"> 1. New contract 2. N00039-11-R-3263 3. >\$5M - \$10M 	<ol style="list-style-type: none"> 1. Est. RFP release 1st QTR, FY12
<ol style="list-style-type: none"> 1. PEO C4I/PMW 170 2. Portable Radios 3. Unrestricted 4. FFP 	<ol style="list-style-type: none"> 1. New Contract 2. N00039-10-R-0040 3. >\$100M 	<ol style="list-style-type: none"> 1. Est. RFP date TBD 2. Est. award, 08/13/2012,
<ol style="list-style-type: none"> 1. PEO C4I/PMW 170 2. 200 Watt Digital Module Radio Power Amplifier 3. Full and Open 4. FFP 	<ol style="list-style-type: none"> 1. New contract 2. N00039-11-R-0068 3. >\$10M- \$25M 	<ol style="list-style-type: none"> 1. RFP est. release, 10/01/2011. 2. Proposals received est., 12/30/2011. 3. Est. award, 03/01/2012



SSC LANT Command Contract Strategy – Pillar Contracts

- ▼ Why new strategy?
 - Legacy Bottom-up Strategy Unsustainable
 - Current # of contracts Un-executable with Current Contract Staffing Levels
 - Confusing to Industry
 - Previous Strategy based on old organizational model
- ▼ What is new strategy?
 - Command wide contracts
 - Decrease # of niche contracts
 - Increase use Other Navy and DoD contracts
- ▼ Build “Capability Focused Contracts”
 - 6 Portfolios - 4 Contracts Per Portfolio
 - Term 5 years with “pause” after 2-1/2
- ▼ Creates Optimal Competition Environment
 - Large Number of Opportunities for Large and Small Businesses
 - Target Awards to Industry Leaders in Portfolio Related Technologies
 - Advantages of Multiple Award Contracts
 - Supports Acquisition Efficiency & Strategic Sourcing Initiatives
- ▼ Projected award dates: 2nd-3rd Qtr of FY12

4 MACs Per Portfolio (24 Total)	
Unrestricted	\$900M
Select (SBSA)	\$250M
Advantage 8(a)	\$99M
Preferred (HubZ, WO, SDV)	\$99M



Available Resources

▼ Procurement Technical Assistance Centers

- (PTACs) are located in most states and are partially funded by DoD to provide small business concerns with information on how to do business with the DoD. They provide training and counseling on marketing, financial, and contracting issues at minimal or no cost..



▼ San Diego Contracting Opportunities Center-PTAC

4007 Camino del Rio South, Suite 210, San Diego, CA 92108
(619) 285-7020



Helpful Sources of Information

You should familiarize yourself with contracting procedures

<http://farsite.hill.af.mil/>

Defense Procurement and Acquisition Policy

<http://www.acq.osd.mil/dpap/index.html>

Defense Acquisition University

<http://www.dau.mil/default.aspx>





DoN Office of Small Business Programs

<http://www.donhq.navy.mil/OSBP/>

The screenshot shows the website's header with the Department of the Navy Office of Small Business Programs logo on the left and the text "The Department of the Navy Office of Small Business Programs" in the center. To the right are the Department of the Navy and Marine Corps logos. A navigation bar includes links for HOME, ABOUT NAVY OSBP, SMALL BUSINESS PROGRAMS, GENERAL INFO, CONFERENCES, RELATED LINKS, and CONTACT IN.

NAVY'S ELEVEN MAJOR SMALL BUSINESS OFFICES

- Headquarters, U.S. Marine Corps
- Marine Corps Systems Command
- Military Sealift Command
- Naval Air Systems Command
- Naval Facilities Engineering Command
- Naval Inventory Control Point
- Naval Sea Systems Command
- Naval Supply Systems Command
- Office of Naval Research
- Space and Naval Warfare Systems Command

MARINE CORPS I&L RECEIVES NAVY SMALL BUSINESS PROGRAMS FY 2009 SECRETARY'S CUP

START HERE FIRST! DOING BUSINESS WITH THE NAVY

Find your Specialist
Click below to find your specialist

USMC	NAVSEA
MCSC	NAVSUP

SMALL BUSINESS PROGRAMS NEWSLETTERS



SPAWAR OSB Resources and Contact Information

- ▼ Faye Esaias, Director for Small Business Programs
 - Phone: (619) 524-7701 or email: faye.esaias@navy.mil
- ▼ Robert "Zack" Zaccaria, Deputy for Small Business
 - Phone: (619) 524-7701 or email: robert.zaccaria@navy.mil
- ▼ Mark McLain, Deputy for Small Business
 - Phone: (619) 524-7701 or email Mark.mclain@navy.mil
- ▼ Deputy for Small Business for SSC Pacific
 - Michelle Nolen, (619) 553-4326 or email: michelle.nolen@navy.mil
- ▼ Bob Meddick, Deputy for Small Business for SSC Atlantic
 - Phone: (843) 218-5820 or email: robert.meddick@navy.mil
- ▼ SPAWAR SBIR Program Manager
 - Summer Jones summer.m.jones@navy.mil



Connect with Team SPAWAR



Facebook

- facebook.com/spaceandnavalwarfaresystemscommand



Twitter

- twitter.com/SPAWARHQ



Flickr:

- flickr.com/photos/teamspawar/



Youtube

- youtube.com/user/TEAMSPAWAR

[\(858\)537-0305](tel:(858)537-0305) or email: faye.esaias@navy.mil