



Overview of Doing Business with Space and Naval Warfare Systems Command (SPAWAR)

February 2015

Presented at:
AFCEA & USNI WEST 2015
San Diego, California

Office of Small Business Programs
Space and Naval Warfare System Command



SPAWAR...the Navy's Information Dominance Systems Command

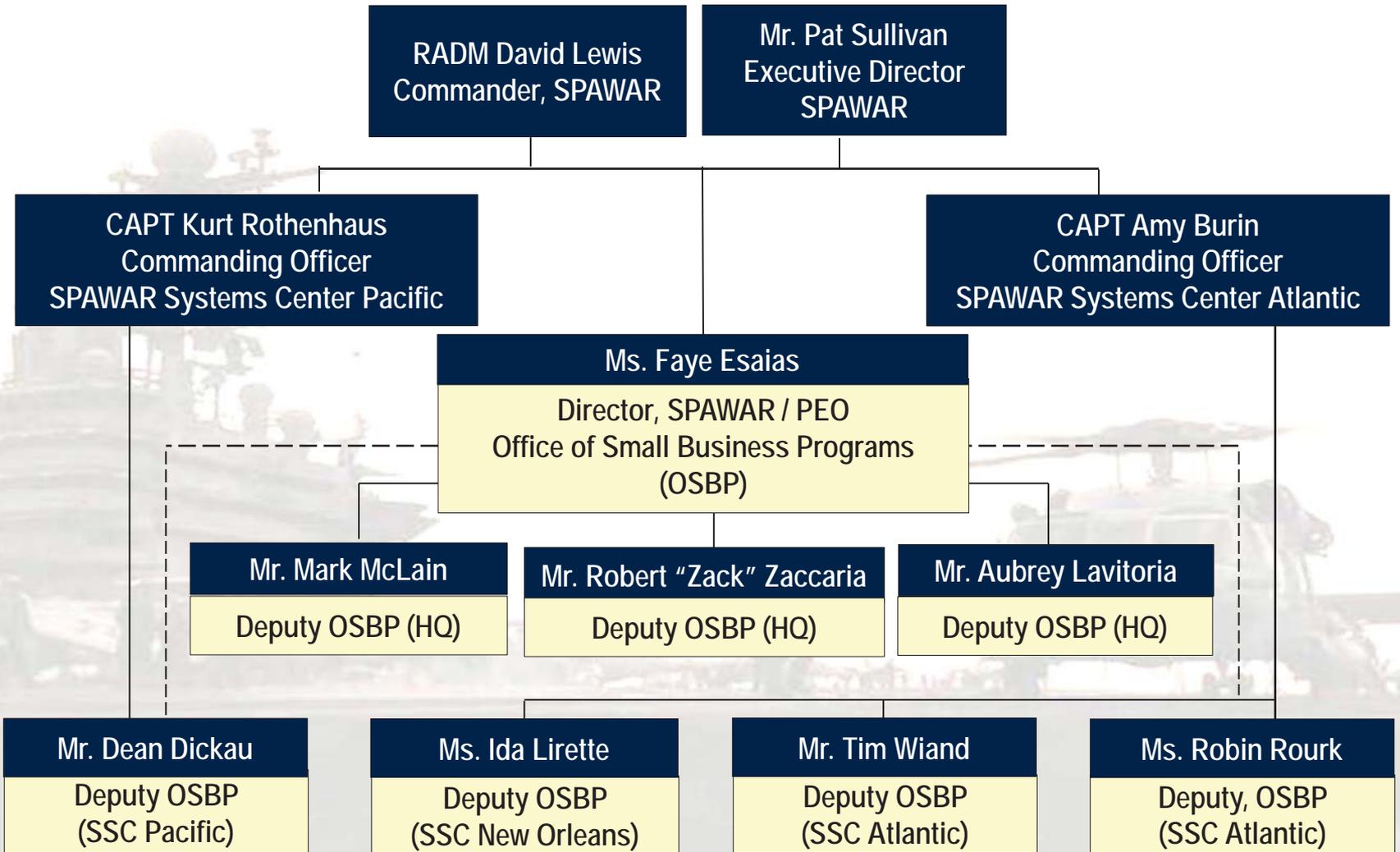


Agenda

- ▼ Office of Small Business Programs (OSBP) Overview
- ▼ Doing Business with SPAWAR
- ▼ SPAWAR OSBP FY15 Initiatives
- ▼ SSC Pacific OSBP Overview
- ▼ SSC Atlantic OSBP Overview



OSBP Organizational Overview





Code 013 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 013 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.



Small Business Statistics - Side-Side Comparison for FY13 and FY14

	FY13		FY14		
	Target	Result	Result	Target	
SB Overall	21%	20.53%	26.52%	23%	SB Overall
SDB	7.85%	9.07%	11.2%	7.85%	SDB
SDVOSB	2%	2.42%	4.69%	2%	SDVOSB
WOSB	4%	5.89%	7.46%	4%	WOSB
HUBZone	1.15%	1.59%	2.32%	1.15%	HUBZone

FY13 eligible dollars = \$5.788B

FY14 eligible dollars = \$4.804B



SPAWAR SB Performance Dashboard for FY15 YTD

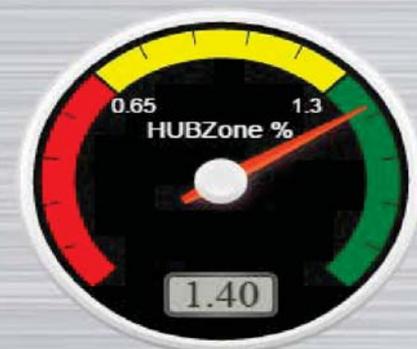
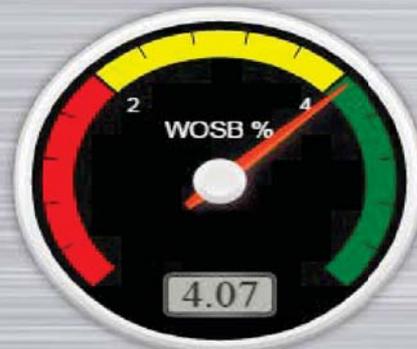
FY15 SB Dashboard SPAWAR

Data as of: 28 January 2015



SBAM Spend: 8 1 9, 6 7 8, 0 8 5

Total Spend: 8 3 2, 2 4 9, 4 0 0



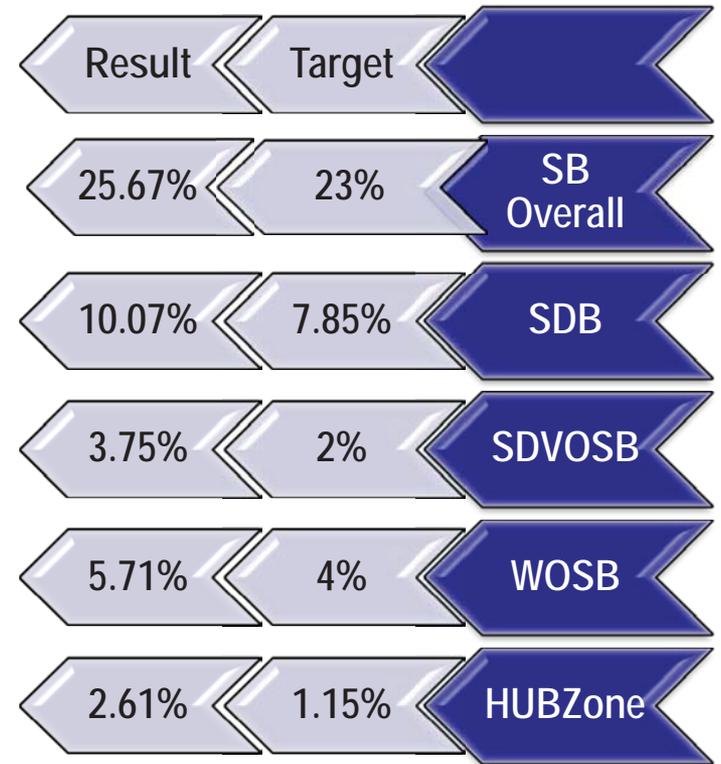
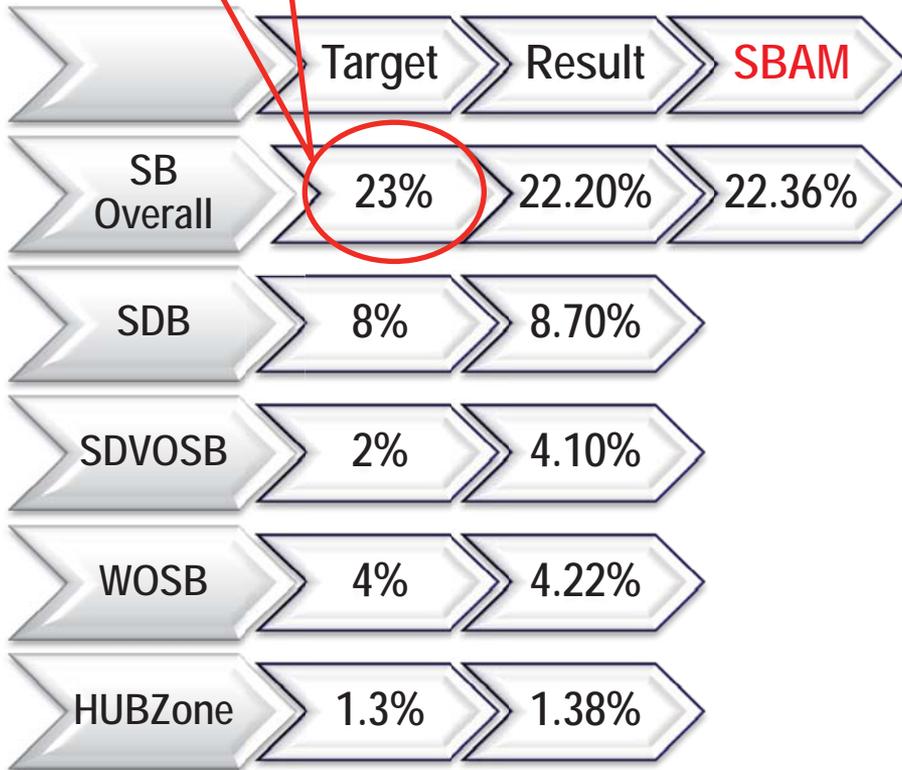


Small Business Statistics - Side-Side Comparison for FY14 and FY15 – YTD as of 31 January 2015

New SBAM approach used since Dec 2013

FY15

FY14



FY15 eligible \$/actions = \$855.9 / 4,111

FY14 eligible \$/actions = \$914.8M / 4,202



Top 10 NAICS Awarded by Dollars - FY14

NAICS	SB Size Standards in \$M	SB Size Standards in # Employees	Description	Action Obligated
541330	\$38.5	N/A	Engineering Services	\$2,392,587,387
334220	N/A	750	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$482,642,313
541519	\$27.5	N/A	Other Computer Related Services	\$378,571,649
541512	\$27.5	N/A	Computer Systems Design Services	\$267,065,982
334290	N/A	750	Other Communications Equipment Manufacturing	\$266,674,473
541712	N/A	500	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	\$210,237,815
517410	\$32.5	N/A	Satellite Telecommunications	\$180,977,178
517110	N/A	1,500	Wired Telecommunications Carriers	\$164,082,008
541511	\$27.5	N/A	Custom Computer Programming Services	\$162,576,160
511210	\$38.5	N/A	Software Publishers	\$136,888,482



Top 10 Small Business NAICS Awarded by Dollars - FY14

NAICS	SB Size Standards in \$M	SB Size Standards in # Employees	Description	Action Obligated
541330	\$38.5	N/A	Engineering Services	\$678,097,339
334220	N/A	750	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$172,864,819
335999	N/A	500	All Other Miscellaneous Electrical Equipment and Component Manufacturing	\$79,349,708
541519	\$27.5	N/A	Other Computer Related Services	\$58,492,410
541712	N/A	500	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	\$48,600,665
334210	N/A	1,000	Telephone Apparatus Manufacturing	\$29,059,378
541511	\$27.5	N/A	Custom Computer Programming Services	\$28,964,615
334111	N/A	1,000	Electronic Computer Manufacturing	\$21,085,419
334310	N/A	750	Audio and Video Equipment Manufacturing	\$19,449,257
334290	N/A	750	Other Communications Equipment Manufacturing	\$18,365,869

Authority/Policy

▼ Regulations

- Federal Acquisition Regulation (FAR)
- Defense FAR Supplement (DFARS)
- Navy - Marine Corps Acquisition Regulation Supplement (NMCARS)



▼ Policies

- Federal Government
- Department of Defense
- Department of Navy
- SPAWAR





Identification of Potential Sources

▼ Market research & analysis

- Posting of contract actions on the e-commerce central web site
- Publicizing contract actions over \$25K through the Federal Business Opportunities (FedBizOps), Government-wide Point of Entry (GPE)

Note- posting is required for SAP actions also

- Sources Sought or Request for Information (RFI)



Small Business Considerations

- ▼ SPAWAR policy is to provide maximum practicable opportunity in its acquisitions to small business concerns as both prime contractors and subcontractors
- ▼ Efforts to ensure small business participation in each acquisition above \$10K is documented on the DD2579 (Small Business Coordination Record). SAP actions are automatically reserved for small businesses unless justified otherwise. SeaPort-e are approved via the portal.
- ▼ Rule of 2: Need 2 or more qualified SB's to set the action aside.





- ▼ 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
- ▼ 2,421 prime contractors (rolling admissions currently closed)
 - nearly 87% 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/



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

e-Commerce Central

[Login](#) | [Lost Username/Password?](#) | [Register](#) | [Contact Us](#) | [Credits](#) | [Advanced Search](#) | Solicitation 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](#)

Browser Support

The SPAWAR E-Commerce Central is best viewed with Internet Explorer. In addition, submission of proposals and any other documents through E-CC works best with use of Internet Explorer. The use of other browsers besides Internet Explorer may result in delayed receipt or unsuccessful submission of documents. If using a non-Internet Explorer browser, you may want to begin transmission of electronic documents 2-3 days in advance to ensure timely submission. (This message is not an endorsement for Internet Explorer by the U.S. Navy and SPAWAR)

Recommended Adobe Acrobat and WinZip versions.

Industry Partners: Adobe Acrobat X and WinZip version 17.5 are the current Navy standard packages that are installed on all Navy workstations (as of September 2014). For this reason, SPAWAR strongly recommends using those versions or earlier when creating your electronic proposals. The use of later versions of these applications may cause delays in processing your electronic proposals due to the inability to open the submitted files.

Contact E-Commerce Central (E-CC) Support

Forgot your password? --->

Use the on-line Password Reset.

We have implemented a new feature on the e-Commerce Central website to allow users who have lost their password or username to reset/retrieve it via an automated function without having to contact the SPAWAR Paperless Helpdesk. These Self-Service features are available via the links below or can be found under the e-Services folder of the left navigation section of the site.

[Password Reset](#)
[Retrieve Username](#)

Need assistance with something else?

Please contact the SPAWAR Paperless Helpdesk by phone at 858-537-0644 or by email at paperless.spawar@navy.mil. Our help desk hours of operation are:

Mon - Thurs : 7:00am - 4:00pm Pacific
Fri : 7:00am - 3:00pm Pacific

News

UPDATED [SPAWAR Multiple Award Contract \(MAC\) Working Group](#)
[SPAWAR Systems Command: Three Year Acquisition Forecast \(Dtd Nov 17 2014\)](#)
[SSC Atlantic: Advanced Notification PPSM and Current Work in Process \(WIP\)](#)
[SSC Atlantic: Seaport-O Advanced Notifications for MAC Service Procurements](#)
[Other News...](#)

Recently Issued

N65236-14-R-0004	Integrated Voice Network (IVN)
N65236-15-Q-0030	Evaluation of Broadband HPA
N65236-15-Q-0609	Repair and Maintenance
N65236-15-Q-0810	L-3 Antenna Repair
N65236-15-Q-0913	Agile Network Rapid Analysis Toolkit

Closing Soon

N65236-15-Q-5036	Palmetto Cyber Defense Competition
N66001-15-T-6516	Sanor Program
N66001-15-T-8021	MACHINED PARTS
N65236-15-Q-0912	Citrix XenApp 7.6 License and Subscription
N65236-15-Q-8004	FLEX BADGEHOLDER FIPS 201 APPROVED PRODUCT

Space and Naval Warfare Systems Command | [Accessibility/Section 508](#) | This is an official Department of the Navy web site. This system is subject to monitoring. Please review the [Privacy Policy](#) and [External Link Notice](#).

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



Keys to doing business with SPAWAR E-Commerce Central (E-CC)

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

SSC ATLANTIC

VIEW by...

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

The screenshot shows the SPAWAR E-Commerce Central website. A navigation menu on the left lists various categories, with 'E-CC Home', 'Section 508', and 'Submit Unsolicited Proposal' circled in yellow. A callout box points to the 'Read Me First' link, listing 'Central Contractor Registry' and 'D-U-N-S Number'. Another callout box points to the 'Vendors Users Guide' link, listing 'Your resource for Doing business with SPAWAR'. The main content area includes a 'Message from our Commander', a 'Current Server Tip', a 'Need assistance with something else?' section, a 'News' section with several articles, and a 'Recently Issued' section with contract numbers and descriptions.

Read Me First

- Central Contractor Registry
- D-U-N-S Number

Vendors Users Guide

- Your resource for Doing business with SPAWAR

Recently Issued

N66001-14-R-0239	Super High Frequency Variable Voltage Attenuators
N66001-14-T-0238	Notice of Intent to award sole source purchase order to Vertere Inventory Control Systems

Closing Soon

N66001-14-T-8436	Building Alarm System Material and Installation
N66001-14-T-0212	Riverbed Brand Network Area Network Access Equipment



SBIR and STTR Programs

<http://www.acq.osd.mil/osbp/sbir/index.shtml>



U.S. Department of Defense
SMALL BUSINESS INNOVATION RESEARCH
SMALL BUSINESS TECHNOLOGY TRANSFER



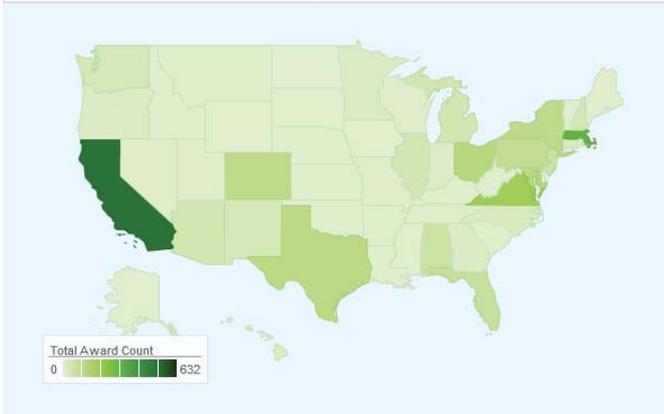
- Home
- About
- for Small Business
- for Government
- Awards
- Contacts

Get Started Now!

Learn how to submit a proposal and receive R&D funding for your innovation ideas that support the Warfighter



DoD SBIR/STTR Awards by State - 2012



AWARDS	COMMERCIALIZATION	SOCIOECONOMIC
AWARDS BY COMPONENT	COMMERCIALIZATION BY COMPONENT	SOCIOECONOMIC BY COMPONENT

Items of Interest

DEFENSE CONTRACT AUDIT AGENCY (DCAA)
 RESOURCE GUIDE FOR
 SMALL BUSINESS INNOVATION RESEARCH
 SMALL BUSINESS TECHNOLOGY TRANSFER

[CLICK HERE](#)

CONNECT WITH US:



This graphic shows SBIR/STTR program results. Click on the tabs at the bottom of the graphic to view total Awards, Commercialization or Socioeconomic results by State or by Component. Commercialization results are the combined value of sales and additional non-SBIR investments, from either a federal or private entity, which result from, extend, or logically conclude any Phase II project. Click [here](#) to download the data for these graphics for FY 2009–2011.

QUICK LINKS

- Solicitation Schedule
- SITIS—Topic Questions & Answers
- Topics Search



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 (SVC):
 - EX: D302 ADP Systems Development Services
 - <http://www.usabid.com/resources/tables/pscs/>
 - Identify your North American Industry Classification Codes (NAICS)
 - EX: 541512 Computer Systems Design Services
 - <http://www.census.gov/cgi-bin/sssd/naics/naicsrch>
 - Determining Size Standard
 - EX: 541512 \$27.5M average annual receipts preceding 3 yrs
 - NOTE: There is a separate size standard for each NAICS
 - <http://www.sba.gov/content/table-small-business-size-standards>



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





SPAWAR Website Homepage

www.public.navy.mil/spawar

SPAWAR TEAM SPAWAR **GO** >

SPAWAR ABOUT US CAREERS PRESS PRODUCTS & SERVICES SUPPORT CONTACT US

- Command Biographies
- Competencies
- For Industry Partners...
- For the Fleet...
- Organization Chart
- Site Directory
- Small Business**

Space and Naval Warfare Systems Command

THE NAVY'S INFORMATION DOMINANCE SYSTEMS COMMAND

As the Navy's Information Dominance systems command, SPAWAR develops, delivers and sustains communications and information capabilities for warfighters, keeping them connected anytime, anywhere. With a space support activity, two system centers and through partnerships with three program executive offices, SPAWAR provides the hardware and software needed to execute Navy missions. The team consists of more than 9,500 active duty military and civil service professionals located around the world and close to the fleet to keep SPAWAR at the forefront of research, engineering and acquisition to provide and sustain fleet capabilities. [\(More\)](#)

Follow Us:

Stay Connected!

SYSTEMS CENTER ATLANTIC | SYSTEMS CENTER PACIFIC | PEO C4I | PEO EIS | PEO SPACE SYSTEMS | WASHINGTON LIAISON OFFICE

THIS IS AN OFFICIAL UNITED STATES NAVY WEBSITE

Life is worth living!
1-800-273-TALK
(8255 Option 1)



SPAWAR Office of Small Business Programs

SMALL BUSINESS

SPAWAR has posted an updated three-year acquisition forecast to its public web portal entitled "SPAWAR 3 Year Acquisition Forecast (05-2014)" below. This forecast includes opportunities for SPAWAR Headquarters, SPAWAR System Centers Atlantic and Pacific. The forecast is informational only and does not constitute an offer or commitment by the Navy to fund, in whole or part, the opportunities herein. Vendors shall not contact any contracting or technical personnel regarding this information and all inquires shall be submitted via email to SPAWARSBO@navy.mil

The Small Business program is a dynamic advocacy that provides training, advice and guidance to ensure quality solutions for Navy and Marine Corps acquisitions and maximizes contracting opportunities to small businesses.

SPAWAR Headquarters (San Diego)

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SPAWAR Systems Center Atlantic: Charleston

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Timothy Wiand
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DSN: 588-5167
Fax: (843) 218-5912
Email: timothy.wiand@navy.mil

Click any of the items below for more details:

-  [SPAWAR 3 Year Acquisition Forecast \(11.17.14\)](#)
-  [SPAWAR Social Media Directory](#)
-  [Visitor Information](#)
-  [RDA Small Business Memo](#)
-  [FY13 SPAWAR OSBP Targets](#)
-  [Information Booklet](#)
-  [Navy Gold Coast Information](#)
-  [Doing Business with SPAWAR](#)
-  [Basic Subcontracting Info](#)
-  [DoN Office of Small Business Programs](#)
-  [DoN Rapid Innovation Fund BAA](#)
-  [DoN Mentor-Protege Guidebook For Industry and Acquisition Professionals](#)
-  [Visit DoD Mentor-Protege Resources page for a list of templates](#)





SSC PACIFIC SMALL BUSINESS OFFICE

Presented at:

AFCEA & USNI WEST 2015
San Diego, California

Dean Dickau (Code 00200)

SSC Pacific Deputy for Small Business Programs



AGENDA

- ▼ *FY 14 AT-A-GLANCE*
- ▼ *CONTRACT VEHICLES*
- ▼ *OUTREACH EVENTS*
- ▼ *VENDOR INTERACTION OPPORTUNITIES*
- ▼ *SSC PACIFIC BUSINESS PORTFOLIO AND
MANAGER INFORMATION*
- ▼ *DISTRIBUTION OF PRIME SMALL BUSINESS DOLLARS
AS OF 31 JANUARY 2014 AND 2015*



FY 14 AT-A-GLANCE

- ▼ \$225M Obligated to Small Businesses
- ▼ 26% of Total Small Business Eligible Dollars were Obligated to Small Businesses
- ▼ 83.27% of Dollars Obligated were Competed
- ▼ 4,560 total workforce
- ▼ 351 Active contracts
- ▼ 788 Firms awarded contracts



CONTRACT VEHICLES

▼ Primary Contract Vehicles:

- MAC and single award IDIQs;
 - command-wide
 - division
- Simplified Acquisition Procedures (SAP)
- Completion-type (BAA, DARPA)



▼ Others:

- Seaport-e
- GSA,
- DISA Encore II, NIH GWAC, NASA SEWP, ARMY CHES, ESI
- GRANTS, COOPERATIVE AGREEMENTS, CRADAs



OUTREACH EVENTS

- ▼ Quarterly Executive Forum – Government and Industry exchange of current information
 - Next - MARCH 11 2015

- ▼ Industry Days – Advertised on E-commerce

- ▼ "Meet the SSC Pacific Portfolio Council"
 - TOMORROW 11 FEBRUARY, from 1450 to 1550.



VENDOR INTERACTION OPPORTUNITIES

▼ During Question and Answer Periods for Specific Procurements

- Request for Information (RFI)
- Request for Proposal (RFP)



▼ Individual Meetings

- With Office of Small Business Programs (OSBP) Regarding Business Processes
- With Business Portfolio Managers (BPMs) Regarding Top Initiatives
- With BPM(s) and OSBP





SSC PACIFIC BUSINESS PORTFOLIO AND MANAGER INFORMATION



STEM Outreach K-12

Discovery and Invention

- Basic and Applied Research
- Support to DAPRA/DTRA/ONR
- Small Business Innovation Research (SBIR)
- Marine Mammals Systems and Research
- Experimentation Management



Global Presence

Production, Installation, and In-Service Support

- Fleet Support
- In-Service Engineering
- Restoration and Repair
- Logistics
- Consolidated C4I Help Desk

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SSC PACIFIC BUSINESS PORTFOLIO AND MANAGER INFORMATION



Tactical Data Links

Decision Superiority

- Command and Control Systems
- Systems and Systems of Systems Integration, Testing and Certification
- User-Centered Design, Human Systems Interface
- Command Centers
- Tactical Data Links
- Global Positioning Navigation and Timing Systems

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Mobility/Smart Devices

Business and Force Support

- Business Systems and Enterprise Information Systems (EIS)
- Elements of Systems of Systems and Net-Centric Engineering
- Force Support and Force Protection including Physical Security/ATFP Systems
- Computing Environments/ Computing Infrastructure

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SSC PACIFIC BUSINESS PORTFOLIO AND MANAGER INFORMATION



Space & National Systems

Battlespace Awareness

- Autonomous Systems; UxVs
- SIGINT/EW/IO
- Multi-Int Data Fusion/Integration
- Automated Threat Detection
- METOC

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Cyber Situational Awareness

Integrated Cyber Operations

- Full Spectrum Cyberspace Operations (DCO, OCO, CNE, DoDIN Operations)
- Security Engineering, Certification & Accreditation, Risk Management
- Cyber Situational Awareness, High Assurance/Highly Robust Systems
- Information/Network Warfare

Josh Caplan

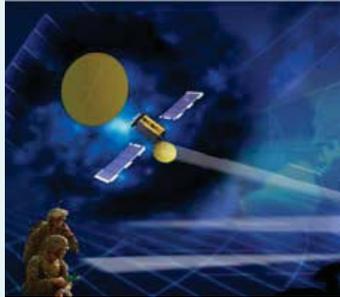
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SSC PACIFIC BUSINESS PORTFOLIO AND MANAGER INFORMATION



Transport and Computing Infrastructure

- Computing Infrastructure
- Communications Infrastructure
- SATCOM
- Optical Communications

*Mobile User Objective System
(MUOS)*

Jim Reed

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Portfolio Coordinator, Hawaii/ Guam/Japan

- Fleet Engineering & Installation
- C4I/MILCON Project Execution
- Embedded Staff Support
- Coalition Networking Support
- Audio-Visual & Video Teleconferencing

*C4I/MILCON Integration at
NCTAMS PAC*

Neal Miyake

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DISTRIBUTION OF PRIME SMALL BUSINESS DOLLARS AS OF 31 JANUARY 2014 AND 2015

FY 14 as of 31 January 2014

SSC PAC	FY 14 Goal	Achieved	Obligated
Small Business	26.00%	32.03%	\$46,576,036
Small Disadvantaged Business	6.00%	10.92%	\$15,880,509
8(a) Procedure	n/a	4.04%	\$5,878,008
Veteran Owned Small Business	n/a	8.64%	\$12,556,350
Service Disabled Veteran Owned Small Business	1.50%	5.23%	\$7,559,049
Women Owned Small Business	3.50%	4.32%	\$6,287,377
Certified HUBZone Small Business	1.50%	1.94%	\$2,824,552

FY 15 as of 31 January 2015

SSC PAC	FY 15 Goal	Achieved	Obligated
Small Business	26.00%	33.94%	\$57,946,412
Small Disadvantaged Business	6.30%	8.25%	\$14,082,461
8(a) Procedure	n/a	2.40%	\$4,094,285
Veteran Owned Small Business	n/a	7.70%	\$13,138,991
Service Disabled Veteran Owned Small Business	1.80%	5.01%	\$8,559,988
Women Owned Small Business	3.80%	5.89%	\$10,049,890
Certified HUBZone Small Business	0.80%	0.41%	\$701,085



Space and Naval Warfare Systems Center Atlantic

AFCEA West 2015

Presented to:
AFCEA West 2015
San Diego, CA
FEB 2015

Presented by:
Timothy Wiand
Deputy Director
Office of Small Business
Programs (OSBP)



Atlantic Headquarters: Charleston, SC



FY14
\$3.7 Billion
Total Obligation Authority

- ✓ 33.5% TOA Supports Small Business
- ✓ 2.4 Million sq ft facilities, 120 buildings
- ✓ More than \$15 Billion economic impact in the U.S.*

EOY 2014

3,895 Government Employees
120 Military (*Navy and Marine Corps*)
~9,500 Contractors (*small to large businesses*)

5 continents, 7 time zones

Strategically Located to Support DoD & DON ID and Cyber Solutions

*This info taken from economic impact study done by the Division of Research, Darla Moore School of Business at the University of South Carolina DTD 02.22.2013



Today's Contract Environment

- ▼ Oversight
- ▼ Maximizing competition
- ▼ Making sound business decisions with oversight at appropriate levels

How has this affected the world of Contracts?

- Multiple Award strategy the new "norm"
- COR Responsibility and accountability
- Better Buying Initiatives
- Services Court
- Oversight, & more oversight

Mandate to use MACs and increase in oversight driving change

FY 2014

- ▼ Competition Rate
 - 85%
- ▼ Contracts
 - 194 Existing
 - 64 MACs
 - 429 Awardees
 - 130 SACs
- ▼ Contract Capacity
 - \$14B
- ▼ Dollars Obligated
 - \$2.3B
- ▼ Actions
 - 10,630
- ▼ Total Small Business
 - 33%



SSC LANT Command Contracts Strategy

Pillars

BA Advantage (8a) \$99M	BFS Advantage (8a) \$99M	DS Advantage (8a) \$99M	ICO Advantage (8a) \$99M	TCI Advantage (8a) \$99M	PII Advantage (8a) \$99M
BA Preferred (HubZ, WO, SDV) \$99M	BFS Preferred (HubZ, WO, SDV) \$99M	DS Preferred (HubZ, WO, SDV) \$99M	ICO Preferred (HubZ, WO, SDV) \$99M	TCI Preferred (HubZ, WO, SDV) \$99M	PII Preferred (HubZ, WO, SDV) \$99M
BA Select (SBSA) \$250M	BFS Select (SBSA) \$250M	DS Select (SBSA) \$250M	ICO Select (SBSA) \$250M	TCI Select (SBSA) \$250M	PII Select (SBSA) \$250M
BA Unrestricted \$900M	BFS Unrestricted \$900M	DS Unrestricted \$900M	ICO Unrestricted \$900M	TCI Unrestricted \$900M	PII Unrestricted \$900M

Other Command Wide

Program and Financial Management

Administrative Services

Equipment (AV, C2, Comms, ISR, PBX/Routers, RadTEL, Production)

8(a) Incubation

Warehousing (Ability One)

Installation (Sea Enterprise)

Systems of Systems Engineering and Integration

Niche (specialty areas)

Seaport / ITES / GWACs (emerging work / single sponsors)



SPAWAR e-Commerce Central E-CC

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

▼ Forecast generated from Project Procurement Strategy Meeting

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 to your needs, we provide the best of our expertise and resources to help you succeed."

Browser Support

The SPAWAR E-Commerce Central is best viewed with Internet Explorer. In addition, submission of proposals and an Explorer may result in delayed receipt or unsuccessful submission of documents. If using a non-Internet Explorer browser, please refer to the help page for more information.

News

- UPDATED: [SSC Atlantic: Advanced Notification PPSM and Current Work in Process \(WIP\)](#)
- Other News...

Recently Issued

- N65236-15-Q-0030
- N65236-15-Q-0669
- N65236-15-Q-0810
- N65236-15-Q-0913
- N65236-15-Q-1213

Select Advanced Notification PPSM and Current Work in Process (WIP)

Advanced Notification PPSM (As of 11 19 2014).xlsx 39 KB

Advanced Notification WIP (As of 11 17 2014).xlsx 32 KB

71 KB

Advanced Notification PPSM (As of 11 19 2014).xlsx

Advanced Notification WIP (As of 11 17 2014).xlsx

C1 Estimated Award Amount including option years				
A	B	C	D	E
Action Number	Short Title	Estimated Award Amount including option years	Potential Contract Vehicle	Estimated Award Quarter
2	PPSM-14-003-001 Tactical Switching Support	\$41,517,743	TCI PILLAR (Market Survey)	3rd
3	PPSM-14-003-002 Tactical Switching Engineering and Integration Support (SBSA)	\$4,870,280	TCI SBSA	3rd
4	PPSM-14-003-003 Tactical Switching Engineering and Integration Support (8a)	\$1,701,664	TCI 8a or ICO 8a	3rd
5	PPSM-14-003-004 Maritime Operations Center In-Service Engineering Agent (MOC ISEA)	\$346,000	TCI PILLAR (Market Survey)	3rd
6	PPSM-14-005-001 IAS FoS ILS and ISE Support	\$2,000,000	Incubator 8a (Sole Source)	3rd
7	PPSM-14-005-002 IAS FoS ILS and ISE Support	\$11,246,998	BA PILLAR (Market Survey)	3rd
8	PPSM-14-006-001 Automated Fuel Handling Equipment Site Support	\$17,385,361	AFHE Niche MAC	3rd
9	PPSM-14-006-002 Automated Tank Gauging Site Support	\$28,500,000	AFHE Niche MAC	3rd
10	PPSM-14-009-004 GCSS-TCOJTCW (Tactical Combat Operations/Joint Tactical Common Picture Workstation) Support	\$40,000,000	DS PILLAR (Market Survey)	3rd
11	PPSM-14-010-001 MARITIME INTEGRATED BROADCAST SYSTEM (MBS) JOINT TACTICAL TERMINAL MARITIME (JTT-M) PROGRAM	\$962,942	BA Pillar (Market Survey)	3rd
12	PPSM-15-001-001 TSCS (Tactical SIGINT Collection System) Software Development, Integration & Testing	\$8,000,000	BFS SBSA	3rd
13	PPSM-15-001-002 TSCS Capabilities Integration & Fielding Support	\$6,000,000	BA SBSA	3rd
14	PPSM-15-001-003 CESAS II Integration	\$9,800,000	BA 8a PILLAR	3rd
15	PPSM-15-002-001 IAM Office Follow on to N65236-06-D-8847 TO 1074	\$5,400,000	ICO SBSA	3rd
16	PPSM-15-003-001 FY16-FY17 CSRR ISEA Support, TFDS ISEA Support, CSRR PAC PICO SOVT Support	\$8,200,000	PII PILLAR (Market Survey)	3rd
17	PPSM-15-003-003 FY16-FY17 MRTS Training Support with FMS	\$8,500,000	PII PILLAR (Market Survey)	3rd
18	PPSM-15-003-004 FY16-FY17 MRTS Training Support (includes Material Support Activity)	\$2,050,000	PII PILLARS SMALL BUSINESS SIZE TBD)	3rd
19	PPSM-15-003-007 ECS SUPPORT FOR CSRR NEW CONSTRUCTION VA CLASS	TBD	PII (BUSINESS SIZE TBD)	3rd
20	PPSM-15-004-001 Marine Corps OBJECTIVE ARCHITECTURE AND BUILD TO PRINT	\$1,700,000	BA 8a PILLAR	3rd
		\$15,000,000	ICO 8a PILLAR	3rd
		TBD	8a Incubator Competitive	3rd
		TBD	PMFM SDVDB	3rd
		TBD	PMFM SBSA	3rd
		\$32,000,000	TCI (Market Survey)	3rd
26	PPSM-15-006-000 System Uninstall support for PMNSC, PdM NSC, DTC program	\$2,000,000	TCI SBSA	3rd
27	PPSM-15-007-001 MCIS RITC Support Effort/MEF Mobile Instructors	\$9,000,000	BA SBSA	3rd
28	PPSM-15-007-002 MCIS Program Management Support Effort at USMC detachment Training Centers	\$3,000,000	PMFM SBSA	3rd
29	PPSM-15-008-001 Navy Enterprise Resource Planning (ERP) Support Services	\$60,000,000	SEAPORT-e	3rd
30	PPSM-15-008-002 Electronic Procurement System (EPS) Support Services	\$12,000,000	BFS SBSA	3rd



Keys to doing business with SPAWAR Active Contract List

▼ <http://www.public.navy.mil/spawar/Atlantic/Pages/ForIndustry.aspx>

Consider contacting the successful contractor to seek subcontracting opportunities

SSC Atlantic > For Industry ...

Systems Center ATLANTIC

SSC ATLANTIC PRESS PRODUCTS & SERVICES CAREERS

FOR INDUSTRY ...

SSC Atlantic Resources For Industry Partners:

- Active Contracts
- Standard Labor Categories 14 September 2012
- Fleet Technical Assist (FTA) Status Report Template - email completed template to ssclant_flex
- For personnel supporting FTA requirements - see [process](#) for assistance with template
- Useful information to assist contractors to understand Defense Contract Audit Agency (DCAA) http://www.dcaa.mil/audit_process_overview.html

Offers for Charleston Defense Contractors Association (CDCA) from Small Business Outreach Initiative (SBOI) in Charleston, SC, July 30, 2014:

- Executive Overview by Ryan Gunst
- Contracts Update by Jesse Seaton
- Small Business Update by Robin Rourke
- Project Procurement Strategy Overview by Pete Van



Keys to doing business with SPAWAR OSBP Fact Sheet



Space and Naval Warfare Systems Center Atlantic Office of Small Business Programs Fact Sheet



OVERVIEW	SMALL BUSINESS																																
<p style="text-align: center;">Who We Are</p> <p style="text-align: center;">A Navy Information Technology Command (IT)</p> <p>Welcome to Space and Naval Warfare Systems Center Atlantic. We are a part of 'Team SPAWAR' — the Space and Naval Warfare Systems Command. Our primary mission focus is the Naval Warfighter. Our team is approximately 120 military, 3,900 civilians and 9,000+ industry partners strong. Together we design, acquire, engineer and sustain the sensor connections, cyber network infrastructures and knowledge management services that ensure timely and trusted information is available where it is needed, when it is needed and only to those who need it.</p> <p style="text-align: center;">What We Do</p> <p style="text-align: center;">Make IT Count for the Warfighter and the Nation</p> <p>For years we focused on 'speed to capability.' It was our way of bringing innovative solutions to the Warfighter quickly. More recently, we emphasized 'speed to engineered capability' to reflect our use of credentialed disciplines such as Capability Maturity Model Integration. Today, the pace of the modern warfare environment is faster than ever, with budgetary pressures bearing down on all three sides of the classic cost-schedule-performance triangle. As a result, Warfighters rely on us for agile, affordable, adoption of sensor connections, cyber network infrastructures and knowledge management services. Today our mission focus has become — 'Rapidly deliver and support solutions that enable information dominance for our Naval, Joint, National, and Coalition Warfighters.</p> <p style="text-align: center;">What We Provide</p> <p style="text-align: center;">Design and Sustain the IT that creates Strategic Advantage for military and Government Agencies</p> <p>Recently the Department of Defense has called for a broadened portfolio of solutions whose designs and investments can be leveraged and rapidly fielded to a wide range of customers. Enhanced systems interoperability and force integration form the central thesis of operations throughout Team SPAWAR. We see the future national defense space as one where Joint Warfighting forces and their supporting organizations are interconnected in a networked, collaborative environment. This connected space enables every shooter to shoot, every decider to decide and every supporter to support — all linked together to leverage their net effects and maximize their net effects contributions to the Joint Warfighting mission. Our business line is Warfighter 'IT' backed by seven well integrated portfolios:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">Portfolio</th> <th style="text-align: center;">Lead</th> </tr> </thead> <tbody> <tr> <td>Integrated Decision Superiority</td> <td>Mr. Bruce Carter</td> </tr> <tr> <td>Business & Force Support</td> <td>Ms. Jackie Goff</td> </tr> <tr> <td>Transport & Computing Infrastructure</td> <td>Mr. Charlie Adams</td> </tr> <tr> <td>Expeditionary</td> <td>Mr. Kevin Charlton</td> </tr> <tr> <td>Production, Install & In-Service Support</td> <td>Mr. Mike Virnig</td> </tr> <tr> <td>Discovery & Invention</td> <td>Dr. Al Emondi</td> </tr> <tr> <td>Integrated Cyber Operations</td> <td>Mr. Clifford (Ryan) Gunst</td> </tr> </tbody> </table>	Portfolio	Lead	Integrated Decision Superiority	Mr. Bruce Carter	Business & Force Support	Ms. Jackie Goff	Transport & Computing Infrastructure	Mr. Charlie Adams	Expeditionary	Mr. Kevin Charlton	Production, Install & In-Service Support	Mr. Mike Virnig	Discovery & Invention	Dr. Al Emondi	Integrated Cyber Operations	Mr. Clifford (Ryan) Gunst	<p style="text-align: center;">Resources</p> <p>Requirements are advertised at: https://e-commerce.sscno.nmci.navy.mil Under SSC Atlantic you will find our solicitations, market surveys, and special notices.</p> <p>Team SPAWAR's corporate website: www.spawar.navy.mil This site will easily navigate you to SSC Atlantic to learn more about our organization. The SSC Atlantic tab will help you target your future marketing opportunities by providing a current and detailed contracts listing. For identifying subcontracting opportunities, access the listing of small business liaison contacts associated with our current large business contracts.</p> <p>The following website is for the Seaport-e contract vehicle: www.seaport.navy.mil.</p> <p>SSC Atlantic outreach activities include a Small Business and Industry Outreach Initiative (S BIO) symposium providing SSC Atlantic speakers and networking opportunities. This event is held in Charleston, SC, New Orleans, LA and Norfolk, VA. For the Charleston Area, the event is sponsored by the Charleston Defense Contractor's Association (CDCA). The CDCA website: www.charlestoncdca.org For the New Orleans Area, the event is sponsored by the Gulf Coast Government Contractors Association (GCGCA). The GCGCA website: www.gcgca.org For the Tidewater Area, the event is sponsored by the Tidewater Association of Service Contractors (TASC). The TASC website: www.tasc-tgic.org/</p> <p style="text-align: center;">Contracts Industry Council Representatives <i>Forum for Exchange of Ideas to Improve solutions that enable Information Dominance to the Warfighter</i></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">AFCEA</th> <th style="text-align: left;">Contact</th> </tr> </thead> <tbody> <tr> <td>Ms. Jennifer Oasment*</td> <td>jennifer.oasment@barlingbay.com</td> </tr> <tr> <td>Mr. Rick Lykins</td> <td>rick.lykins@engilitycorp.com</td> </tr> <tr> <td>Mr. Greg Blackburn</td> <td>gregory.blackburn@mantech.com</td> </tr> <tr> <td colspan="2">CDCA</td> </tr> <tr> <td>Mr. Ron Malec*</td> <td>ronald.malec@myvpsi.com</td> </tr> <tr> <td>Mr. Don Curtis</td> <td>dcurtis@drs.com</td> </tr> <tr> <td>Mr. Joshua Hatter</td> <td>joshua.hatter@gdit.com</td> </tr> </tbody> </table> <p>*Employed by small businesses.</p> <p style="text-align: center;">SPAWAR LANT OSBP</p> <p>Robin Rourk, Deputy Director, OSBP Phone: (843) 218-5115 Email: robin.rourk@navy.mil</p> <p>Timothy Wiand, Associate Deputy Director, OSBP Phone (843) 218-5167 Email: timothy.wiand@navy.mil</p> <p>Ida Lirette, Associate Deputy Director, OSBP Phone (504) 897-5599 Email: ida.lirette@navy.mil</p>	AFCEA	Contact	Ms. Jennifer Oasment*	jennifer.oasment@barlingbay.com	Mr. Rick Lykins	rick.lykins@engilitycorp.com	Mr. Greg Blackburn	gregory.blackburn@mantech.com	CDCA		Mr. Ron Malec*	ronald.malec@myvpsi.com	Mr. Don Curtis	dcurtis@drs.com	Mr. Joshua Hatter	joshua.hatter@gdit.com
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- ▼ Mr. Mark McLain, Deputy for Small Business
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- ▼ Mr. Aubrey Lavitoria, Deputy for Small Business
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- ▼ Ms. Ida Lirette, Deputy for Small Business for SSC New Orleans
 - Phone: (504) 697-5599 or email: ida.lirette@navy.mil



DoN Office of Small Business Programs

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



This is an Official U.S. Navy web site

The Department of the Navy Office of Small Business Programs



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- Space and Naval Warfare Systems Command
- Strategic Systems Programs

SMALL BUSINESS POLICY & GUIDANCE

- Conferences

FAQ'S

→ Frequently Asked Questions



**Seán Crean (OSBP Director)
presents
Robert Smith (NAVAIR) with
2012 Oreta B Stinson
Small Business Advocate Award**

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DEPARTMENT OF THE NAVY, OFFICE OF SMALL BUSINESS PROGRAMS
720 KENNON AVENUE, SE, BUILDING 36, ROOM 207, WASHINGTON, DC 20374-5015 TELEPHONE: 202-685-6485 FAX: 202-685-6865 E-MAIL: OSBP.INFO@NAVY.MIL

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Questions





OSBP Top Initiatives

- ▼ Multiple Award Contract Working Group
- ▼ Ongoing outreach to small business community through SPAWAR HQ Industry Roundtable events, System Center Pacific's Executive Forum and Systems Center Atlantic's Small Business Industry Outreach Initiative
- ▼ ASN RD&A Memo (Dated 1/12/15)
 - Tapping into Small Business in a Big Way
 - Develop a small business strategy for 2015 and 2016 "clearly identifying how they will incorporate and promote SB participation"
 - Strategy will include measurable performance objectives