NIWC Atlantic Small Business Office
Providing the direction and resources needed for small businesses to participate in the critical information warfare capabilities for the Warfighter.

Visit the Department of Navy Office of Small Business Programs (OSBP) and the NIWC OSBP websites for helpful information.
https://www.public.navy.mil/navwar/Atlantic/Pages/ForIndustry.aspx

NIWC's websites:
NIWC Atlantic:
- https://www.public.navy.mil/navwar/Atlantic/Pages/Home.aspx
  - Upper right: Industry Partner Community, Learn More
NIWC Pacific:
NAVWAR Headquarters:
- https://www.public.navy.mil/navwar/Pages/default.aspx
Requirements are advertised at:
- https://e-commerce.sscono.nmci.navy.mil Under NIWC Atlantic you will find our Long Range Acquisition Forecast and Task Order Forecast, solicitations, market surveys and special notices.

Small business outreach activities:
- Small Business and Industry Outreach Initiative (SBIOI) symposium providing NIWC Atlantic speakers and networking opportunities. This event is held in Charleston, SC; New Orleans, LA and Norfolk, VA.
  - In the Charleston and New Orleans area the event is hosted by the Charleston Defense Contractor’s Association (CDCA) http://www.charlestondca.org
  - In the Tidewater area, the event is hosted by the Tidewater Association of Service Contractors (TASC) http://tasc-tgic.org

The Contracts Industry Council (CIC) is a forum for exchange of ideas to improve solutions that enable information warfare capabilities to the Warfighter

Contracts Industry Council Representatives:
AFCEA
- Patrick Burnette — burnettegp@gmail.com (small business)
- Manny Lovgren — Mlovgren@lce.com, (industry leader)
- Amy Bare — amy.bare@baesystems.com

CDCA
- Ashlee Bohlander — abohlander@ngds.com (small business)
- Derrick Nixon — derrick.nixon@honeywell.com (med business)
- Heather Walker — walker_heather@bah.com

NIWC Atlantic OSBP — email: ssclant.osbp@navy.mil
- Robin Rourk, Deputy Director, OSBP — robin.rourk@navy.mil
- Ida Lirette, Associate Deputy Director, OSBP — ida.lirette@navy.mil

Distribution Statement A: Approved for public release; distribution is unlimited (25 June 2019).
Frequently Asked Questions

Q: Where do I find information such as NIWC Atlantic Organization Charts – Departments and Competencies and other information?
A: https://www.public.navy.mil/spawar/Atlantic/Pages/AboutUs.aspx

Warfighting Departments (Formally Portfolios)

- Fleet C4I and Readiness Department: Ensuring information warfare superiority through collaboration, alignment and engineering excellence.
  - Charlie Adams, SSTM; Department Head

- Expeditionary Warfare (ExW) Department: Rapidly delivering C4ISR, Cyber and IT systems and engineering services to meet the information warfare needs of the Marine Corps and Special Operations Command.
  - Kevin Charlow, SSTM; Department Head

- Enterprise Systems Department: Rapidly identify and implement affordable Enterprise IT solutions by promoting innovation, developing our personnel, and forming strategic partnerships across NIWC Atlantic and with our customers.
  - Patrick Fitzgerald, SSTM; Department Head

- Shore C2ISR and Integration Department: Engineering and fielding systems supporting operational forces overseas and readiness missions stateside.
  - Bruce Carter, SSTM; Department Head

- Science and Technology Department: Researching, prototyping and managing advanced technology development ensuring technical superiority
  - Suzanne Hueth, Ph.D, SSTM, Chief Technology Officer; Department Head

- Information Warfare Research Project (IWRP) Consortium: Focusing on underlying technologies that advance Naval Information Warfare Capabilities through a consortium that can support research, development and prototyping
  - www.theiwrp.org

Q: What do I need to do to get started?
A: https://www.secnav.navy.mil/smallbusiness/Pages/default.aspx and https://www.public.navy.mil/spawar/Atlantic/Pages/ForIndustry.aspx websites for Department of Navy OSBP and the NIWC OSBP.

Q: What other resources are available to me?
A: NIWC Small Business Office Team – We operate as the NIWC Atlantic advocate for small business and we offer one-on-one counseling. See page one for Charleston and New Orleans Office contact information.

- Small Business Administration Office http://www.sba.gov
- Procurement Technical Assistance Centers http://www.aptac-us.org/
- Small Business Development Center – search for each states SBDC at https://www.sba.gov/local assistance/sbdc
  - South Carolina https://www.scsbdc.com/
  - Louisiana https://www.lsbdc.org/
  - Virginia https://www.virginiasbdc.org/

Q: Where do I find information about SEAPORT?
A: http://www.seaport.navy.mil the home of all Official SeaPort information, including the solicitation, industry briefs and other notices to industry. Please check the website frequently for the latest information.

Q: Where can I find products & services information?
A: https://www.public.navy.mil/spawar/Atlantic/Pages/AboutUs.aspx

(Right Click Technology Header)

1. Communications: Our communications solutions include a full range of wired networks, wireless networks and telephony products and services for mobile, fixed and enterprise level systems.
   - Networks and Wireless Networks
   - Telephony

2. Intelligence Collection and Processing: Command and Control (C2) requires actionable data that is timely, reliable and relevant to the current situation. Collecting and processing data requires specialized equipment and software.
   - Collection
   - Processing

3. Information Management: Information management allows the naval warfighter to gain information superiority and support strategic and tactical decision makers.
   - Air Traffic Control
   - Data Integration and Display
   - Data Architecture
   - Physical and Electronic Security Systems
   - System Security and Integrity
   - Enterprise Services

4. Business Information Systems: Business information systems provide Navy, other DoD components and federal agencies with data-centric knowledge and automated capabilities that enable Information Dominance in support of their non-tactical mission requirements.
   - Manpower, Personnel and Distribution
   - Logistics
   - Medical
   - Business Operations

5. Integrated Platforms: Platform integration provides the end user with a combined system that performs the mission in its intended environment.
   - Maritime - Surface
   - Maritime - Submarine
   - Ashore - Vehicle
   - Ashore - Fixed
   - Air
   - Enterprise

6. Logistics Management: Logistics management provides the products and services required to field and maintain warfighter systems and readiness, including in-service support, repair and material as well as material readiness conditions for the fleet.

7. Research & Development, and Emerging Research: Emerging research solutions include a full range of basic and applied research products and services.

Q: Does NIWCs participate in the Small Business Innovative Research (SBIR) Program?
A: Yes.

- NIWCs and other DoN SBIR/STTR POC are available at http://www.navysbir.com/pm-poc.htm
- All DoD SBIR/STTR solicitations are available at https://www.acq.osd.mil/osbp/sbir
- Department of Navy http://www.navysbir.com/overview.htm and/or http://www.secnav.navy.mil/smallbusiness/Pages/sbir-sttr.aspx
- FEDERAL Service Desk https://www.fsdf.gov/fsd-gov/