Naval Information Warfare Center Atlantic
Contracts Update

NIWC Atlantic NOLA Detachment
Industry Outreach Event
UNO Research and Technology Park
14 November 2019

Mr. Steve Harnig
NIWC Atlantic
Contracts Competency Director
Overview

▼ Opening Remarks
▼ End of Year Review
▼ Contracts Strategy
▼ 2.0 Organization – Pre and Post Award
▼ Leadership Guidance
▼ Industry Engagements
▼ Questions

## 2.0 EOY Scoreboard

<table>
<thead>
<tr>
<th>2.0 PALT/EAD Met</th>
<th>% Change</th>
<th>Need By Dates Met</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17 81%</td>
<td></td>
<td>FY17 48%</td>
<td></td>
</tr>
<tr>
<td>FY18 82%</td>
<td></td>
<td>FY18 53%</td>
<td></td>
</tr>
<tr>
<td>FY19 85%</td>
<td>3%</td>
<td>FY19 75%</td>
<td>42%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2.0 Actions Completed</th>
<th>% Change</th>
<th>2.0 Dollars Obligated ($m)</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17 6,164</td>
<td></td>
<td>FY17 $1,700</td>
<td></td>
</tr>
<tr>
<td>FY18 5,202</td>
<td></td>
<td>FY18 $1,609</td>
<td></td>
</tr>
<tr>
<td>FY19 5,106</td>
<td>-2%</td>
<td>FY19 $1,955</td>
<td>22%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Average Dollars Obligated Per Action ($k)</th>
<th>% Change</th>
<th>Avg. Ceiling Awarded per SVC MAC TO ($m)</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17 $276</td>
<td></td>
<td>FY17 $4,700</td>
<td>-9%</td>
</tr>
<tr>
<td>FY18 $309</td>
<td></td>
<td>FY18 $13,000</td>
<td></td>
</tr>
<tr>
<td>FY19 $383</td>
<td>24%</td>
<td>FY19 $11,824</td>
<td></td>
</tr>
</tbody>
</table>

“Attack everything that you do with a sense of urgency” “every person matters.”

ASN RDA James “Hondo” Geurts
NIWC Atlantic Contracts Strategy

SERVICES
Corporate Resources/Niche
Service Contracts
8a Incubator, Global Install Contract (GIC), Fixed Submarine Broadcast System, Command Wide Warehouse Support, ATC, DARPA, MBAS, Corporate OPS, SATCOM, ISEA, Navigation Systems, AATS, CME, TTL and SOC/SATCOM

General Services
External Contract Vehicles – SEAPORT/ITES (S)

8a Incubator, DARPA, ATC, GIC, AATS, etc...
NIWC Atlantic Corporate Resources and Niche Contracts

TS and Above Services & Specialized/Complex Services
Cyber Mission Engineering, MBAS and Corporate Ops

SUPPLIES
Corporate Resources/Niche
Supply Contracts
Supply MACs (C2, Radtel, PBX), IVCS, IC, CMS, and Corporate Production

General Supplies
ITES (H)/SEWP/GSA

IC/IVCS, etc...
NIWC Atlantic Corporate Resources and Niche Requirements

End Item Deliverables
Cyber Mission Systems, Corporate Production, and TTL

OTHER TRANSACTION AUTHORITY
Information Warfare Research Project
NIWC Enterprise

Rapid innovation, prototyping and fielding
Managing Contract Strategy for the Future

Business Interest Areas

- **SeaPort cross-over**
  - 2 actions remain on SeaPort-e
  - All new efforts being released via NxG

- **Information Warfare Research Project**
  - 32 Total Awards (27 LANT)

- **ANC Strategy**
  - C4I: Rapid Response (Awarded 9/30)

- **Internal Supply MAC**
  - Commercial Items (not COTS)
  - Not available on SEWP
  - Long lead-time items

- **Cloud Services**
  - Cloud Community of Practice
    - Assess Available Sources
    - Execute sustainable strategy
2.0 Contracts Alignment with Departments

221
Pre Award 1
Fleet C4I & Readiness
Todd Rollins

Department Heads
Fleet C4I & Readiness-Charlie Adams
Todd Rollins (A) FRD
Tiffany Boatwright 100s
Theo Rivera 700s
Jeremy Shull C4I Norfolk

222
Pre Award 2
Expeditionary Warfare/ES
Erica Smoak

ExW - Kevin Charlow / ES - Patrick Fitzgerald
Giancarlo Dumennigo Expeditionary Enterprise Systems & Services/ES
NOLA
Jackie Luna Expeditionary Intel. Solutions/ Land Systems Integration/ Marine Air Ground Task/C3
Yari Tafur Competencies/Corp Production

223
Pre Award 3
Shore C2ISR & Integration
Audrey Orvin

Shore C2ISR & Integration - Bruce Carter
Penny Leya MID/MEDOP-E/HIS/DHRE/DHMS/ Command Ops & HSSE
Chris Brown Force Protection & Special Recon & Surveillance
Adam Solivan HSE/JIAS/CIM, ATC, DLA

224
Post Award
Sheela Casper

Post Award
Jessie Rehwoldt C4I/ Shore C2ISR
Nina Burgsteiner ExW/ES/ Comp./ Basic Contracts

Contracting Officer
Contracting Specialist
Contracting Specialist
Contracting Specialist
Contracting Specialist

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Contracting Specialist
Contracting Specialist
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Post Award Task Order Customer Support/Contract Administration Support

We are a microcosm of what Big Navy is trying to do.
We are moving in the direction they are setting.

“How we acquire systems out here should not necessarily be exactly how we acquire a new ship, airplane or [piece of] gear ... we trick ourselves into this 'one size fits all' model. We need to differentiate.”
ASN RDA James “Hondo” Geurts
speaking to NAVWAR workforce Feb. 2018
Full Story: https://www.navy.mil/submit/display.asp?story_id=104349
CIC Meeting Leadership Expectations

CXO Tech Forum on Acquisition Innovation

“[We] can’t just do what we’ve always done, faster. Are we burning calories on things that make a difference? Working with industry on acquisition is essential because “it’s best to grab a better idea that’s out there than to try and create the idea ourselves.””  ASN RDA James “Hondo” Geurts

Introducing speed into the Navy's acquisition process

“...If somebody else is doing it, whether it’s in commercial industry or somewhere else, take it and run.” ...“I get all of the PEOs, commanders and direct reports once a month. At the beginning of that session is sharing what I call rapid learning moments. Some are successes some are things where we’ve learned that we don’t want to do it this way, we’ll do it a different way. That way, everybody is building on each other. We’re not each individually innovating from the patient zero perspective.”  ASN RDA James “Hondo” Geurts

Engagements with Industry and Academia

▼ Formal Initiatives with Industry
- Contracts Industry Council: CHS (Bi-monthly)
- Industry Days CHS/HR (As Required)
- IWRP Industry Days (Qtr)
- Technology Exchanges CHS/HR (Qtr)
- Small Business Industry Outreach Initiatives (SBIOI): CHS (Qtr)
- Women in Defense Speed Networking: CHS (Qtr)
- NOLA SBIOI: NOLA (Annually)
- Tidewater Assoc. of Service Contractors SBIOI: HR (Annually)
- AFCEA WEST: SD (Annually)
- DoN Gold Coast: SD (Annually)
- Sea Air Space: DC (Annually)
- Salute to Small Business (SBA): Columbia, SC (Annually)
- ONR S&T: DC (Annually)
- C5ISR Summit: CHS (Annually)
- Society of Military Engineers (SAME) SB Conference CHS (Annually)
- SC Research Authority (SCRA) SB Outreach: CHS (As Requested)
- Small Business Dev. Center Training: CHS/NOLA (Qtr)
- Monthly Industry Luncheons (As Requested)

▼ Informal Initiatives with Industry
- Weekly one-on-one meetings (as requested) in conjunction with the Small Business Development Center: CHS/NOLA
- Daily emails/calls

Industry Resources

For the innovators
http://www.defenseinnovationmarketplace.mil/navy.html

@DON_OSBP
@DODSBIR

Doing Business with NAVWAR
NAVWAR e-Commerce Central (E-CC)
https://e-commerce.sscno.nmci.navy.mil

NIWC Atlantic Public Page
http://www.public.navy.mil/navwar/Atlantic/Pages/ForIndustry.aspx

▼ Formal Initiatives with Academia
- Cooperative Research and Development Agreements (As Required)
- Partnership Intermediary Agreements (As Required)
- Patent License Agreements (As Required)
- Commercial Service Agreements (As Required)
- Educational Partnership Agreements
Questions?