



# 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

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

# 2.0 EOY Scoreboard

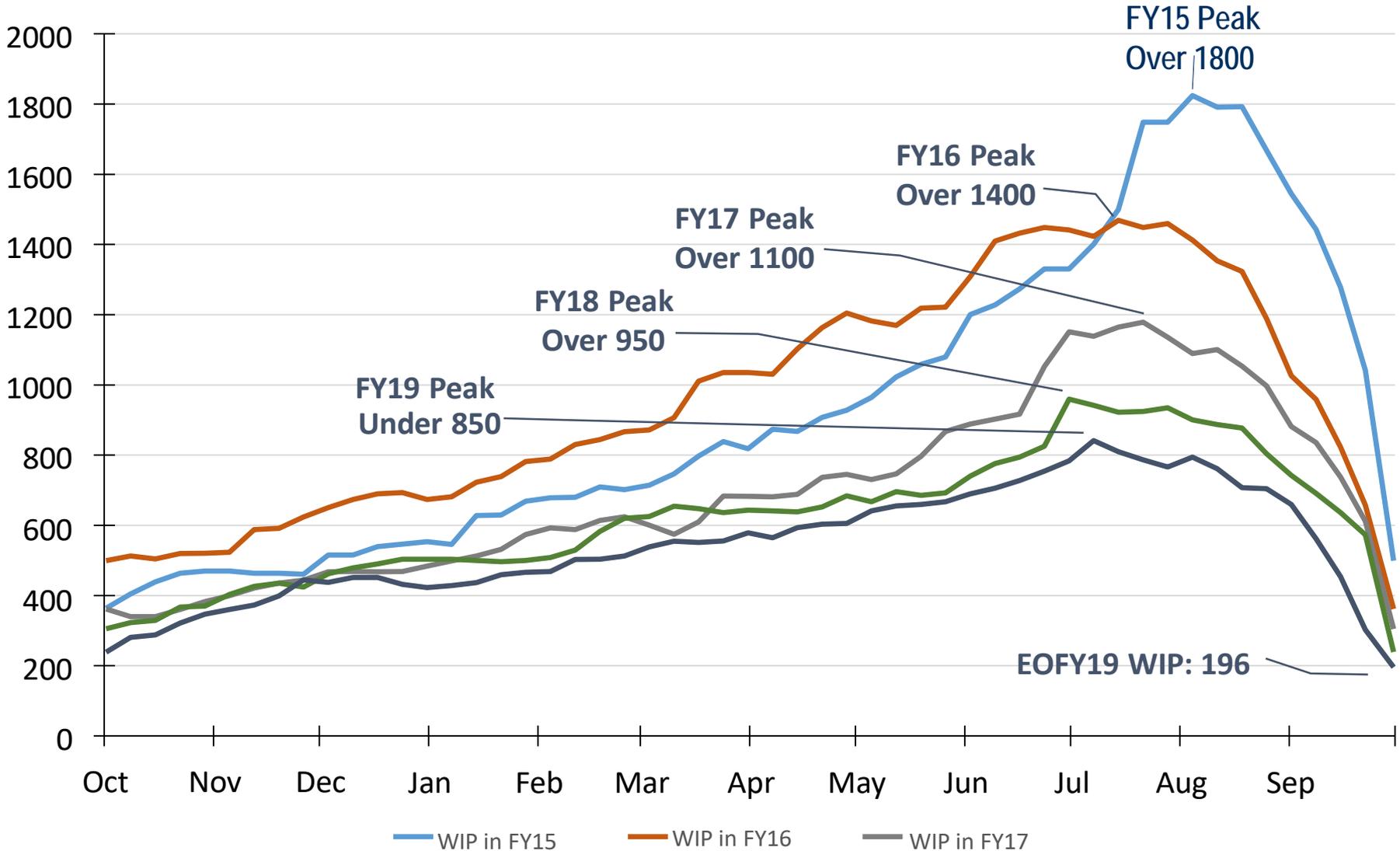
2.0 PALT/EAD Met			% Change	Need By Dates Met			% Change
FY17 81%	FY18 82%	FY19 85%	3%	FY17 48%	FY18 53%	FY19 75%	42%

2.0 Actions Completed			% Change	2.0 Dollars Obligated (\$m)			% Change
FY17 6,164	FY18 5,202	FY19 5,106	-2%	FY17 \$1,700	FY18 \$1,609	FY19 \$1,955	22%

Average Dollars Obligated Per Action (\$k)			% Change	Avg. Ceiling Awarded per SVC MAC TO (\$m)			% Change
FY17 \$276	FY18 \$309	FY19 \$383	24%	FY17 \$4,700	FY18 \$13,000	FY19 \$11,824	-9%

**“Attack everything that you do with a sense of urgency” “every person matters.”**  
ASN RDA James “Hondo” Geurts

# Year-over-Year WIP Visualization

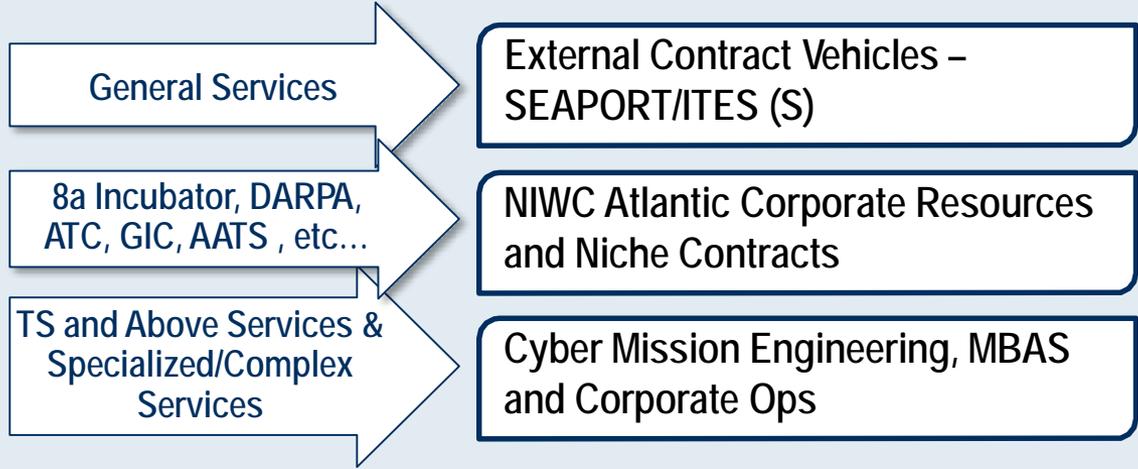


# NIWC Atlantic Contracts Strategy

## SERVICES

Corporate Resources/Niche Service Contracts

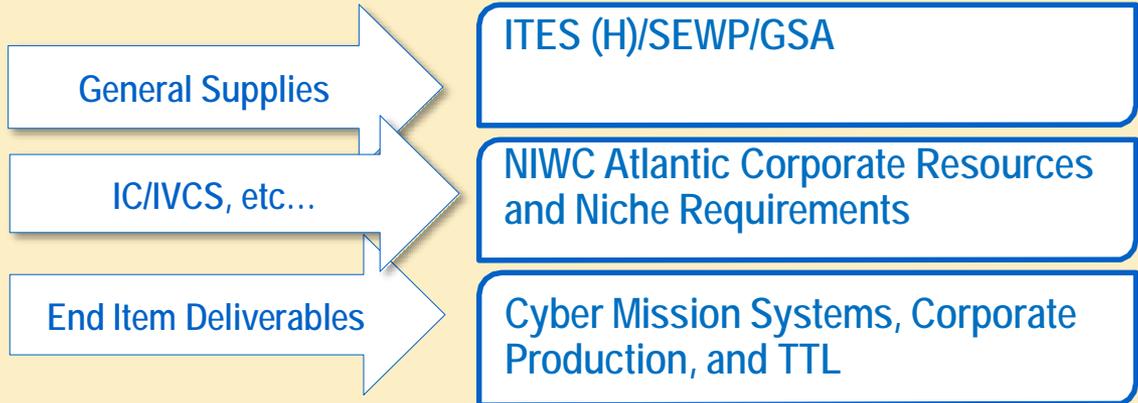
8a Incubator, Global Install Contract (GIC), Fixed Submarine Broadcast System, Command Wide Warehouse Support, ATC, DARPA, MBAS, Corporate OPS, SATCOM ISEA, Navigation Systems, AATS, CME, TTL and SOC/SATCOM



## SUPPLIES

Corporate Resources/Niche Supply Contracts

Supply MACs (C2, Radtel, PBX), IVCS, IC, CMS, and Corporate Production



**OTHER TRANSACTION AUTHORITY**  
Information Warfare Research Project



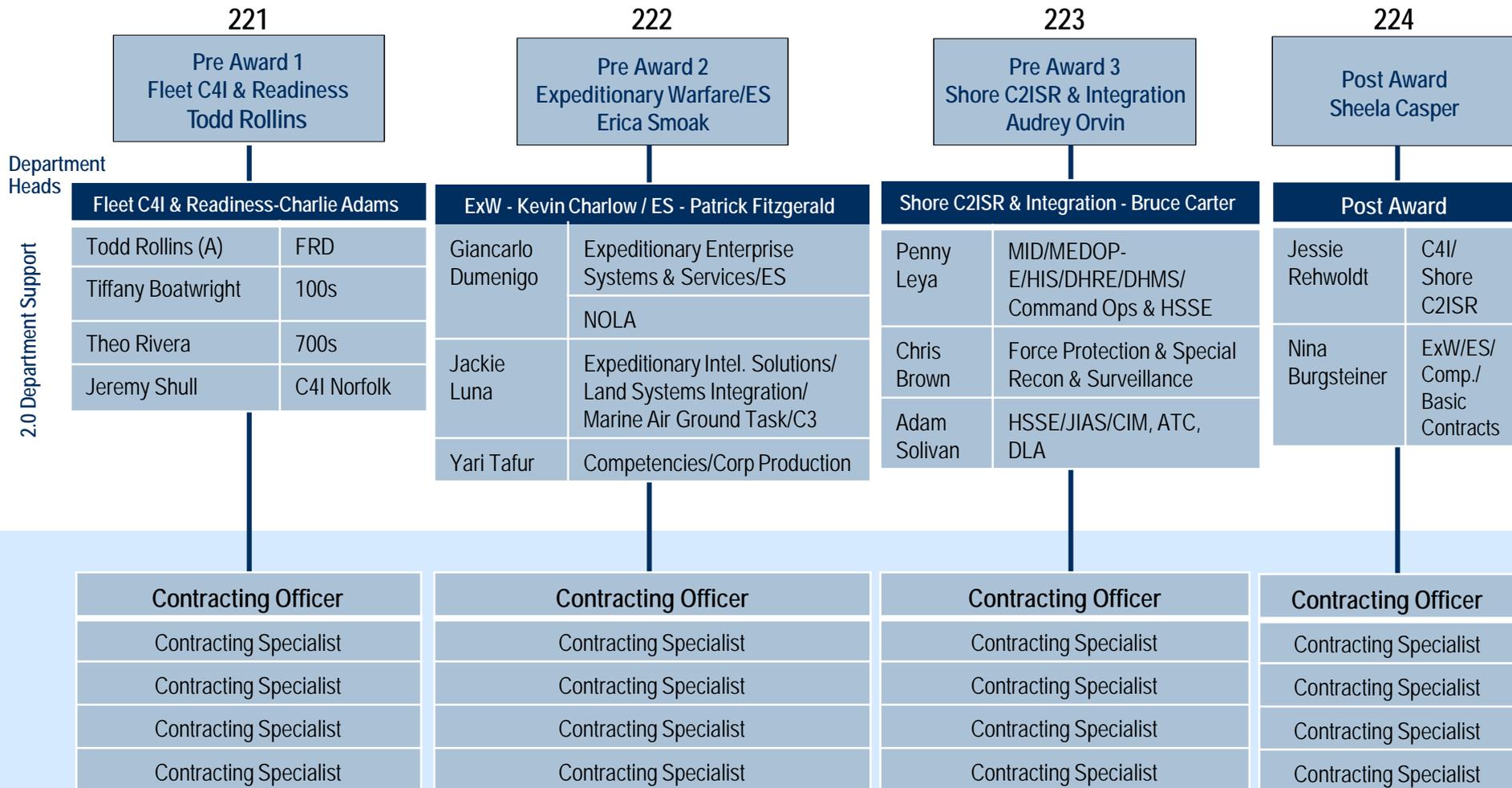
# Managing Contract Strategy for the Future



## 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



Post Award Task Order Customer Support/Contract Administration Support

# Contracts Leadership Guidance

## Focus Areas

(Naval Force the Nation Needs)

1. Deliver and Sustain Lethal Capacity
2. Increase Agility
3. Drive Affordability
4. Build Workforce to Compete & Win

## 4Ds

(How We're Getting There)

1. Decentralize (to the lowest level)
2. Differentiate (the work)
3. Digitize (all facets of work)
4. Develop (the Workforce)



“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](https://www.navy.mil/submit/display.asp?story_id=104349)

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

# 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



<https://govmatters.tv/introducing-speed-into-the-navys-acquisition-process-web-version/>

## 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

**IWRP**  
INFORMATION WARFARE RESEARCH PROJECT  
<https://www.theiwrp.org>



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

*Naval Information  
Warfare Center*



*ATLANTIC*

# Questions?