



# Naval Information Warfare Center Atlantic Contracts Update

**13<sup>th</sup> Annual  
Charleston Defense Contractors  
Association Defense Summit**

**11 December 2019**

**Mr. Steve Harnig**  
Contracts Competency Director

# Overview

---

- ▼ End of Year Review
- ▼ Advance Planning Conference (APC)
- ▼ Contracts Strategy
- ▼ Leadership Guidance
- ▼ Industry Engagements
- ▼ Questions



# 2.0 EOY Scoreboard

| 2.0 PALT/EAD Met   |                    |                    | % Change  | Need By Dates Met  |                    |                    | % Change   |
|--------------------|--------------------|--------------------|-----------|--------------------|--------------------|--------------------|------------|
| FY17<br><b>81%</b> | FY18<br><b>82%</b> | FY19<br><b>85%</b> | <b>3%</b> | FY17<br><b>48%</b> | FY18<br><b>53%</b> | FY19<br><b>75%</b> | <b>42%</b> |

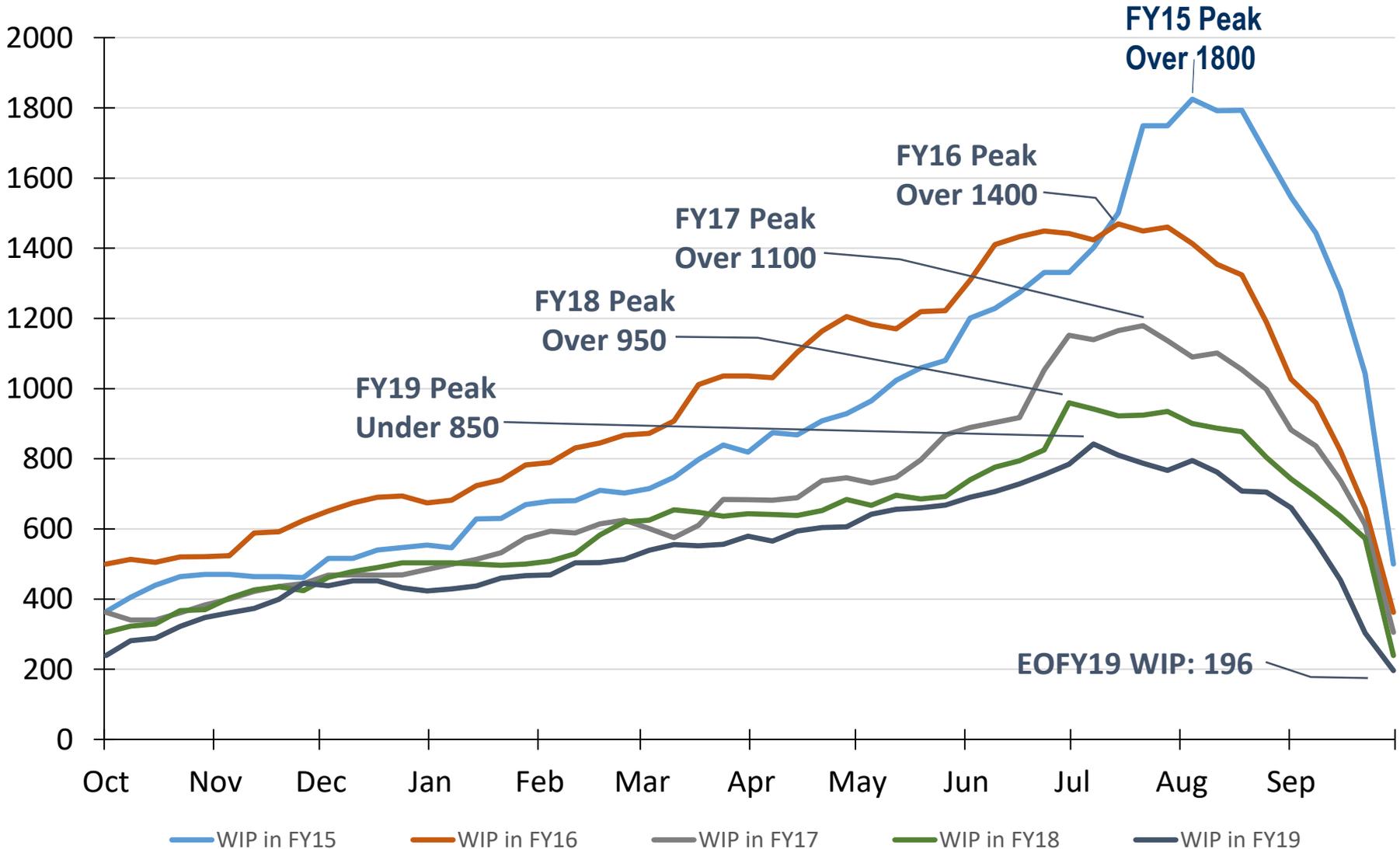
| 2.0 Actions Completed |                      |                      | % Change   | 2.0 Dollars Obligated (\$m) |                        |                        | % Change   |
|-----------------------|----------------------|----------------------|------------|-----------------------------|------------------------|------------------------|------------|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

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

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

*ASN RDA James “Hondo” Geurts*

# FY15 – FY19 Year-Over-Year WIP

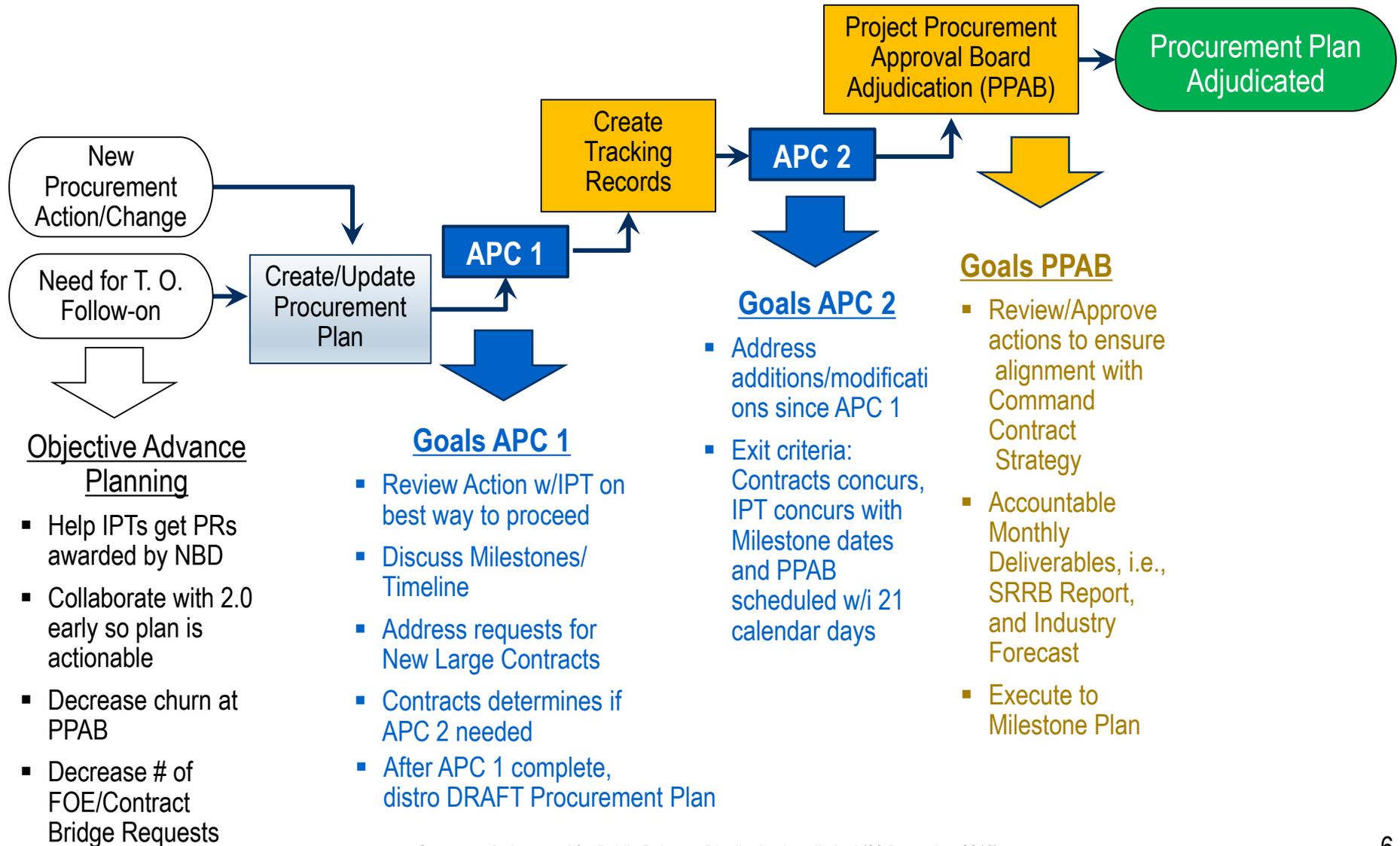


# Advance Planning Conference (APC)

## ▼ General purposes of the APCs are to:

- Formulate Acquisition Team, and identify members and their roles.
- Provide key process stakeholders an opportunity for input.
- Establish a mutual understanding of procurement requirements among members of Acquisition Team.
- Discuss any Market Research which has already been conducted, including types of research conducted and findings. Address plans for future Market Research as necessary.
- Identify notional contract approach, which may be further refined over time as further Market Research is conducted.
- Establish initial plan of actions and milestones (acquisition milestone schedule) leading up to contract award through planning, solicitation and evaluation phases.

# Advanced Planning Process

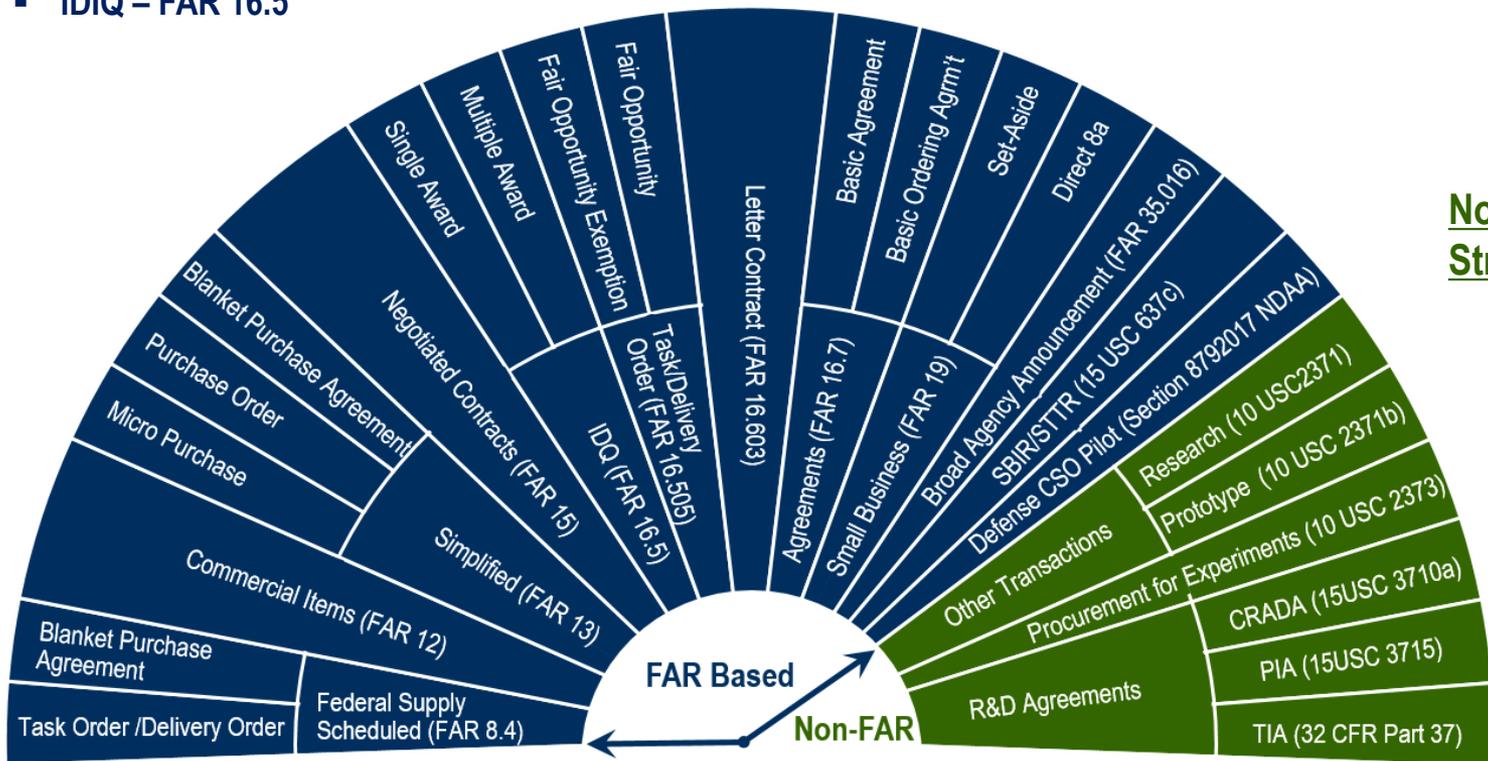




# Explore Contracting Strategies

## FAR Based Strategies

- Federal Supply Schedules – FAR 8.4
- Commercial Items – FAR 12
- Simplified Acquisitions – FAR 13
- Contracting by Negotiation – FAR 15
- IDIQ – FAR 16.5
- Letter Contract – FAR 16.603
- Letter Contract – FAR 16.603
- Agreements – FAR 16.7
- Small Business – FAR 19
- BAA – FAR 35.016
- SBIR/STTR
- Defense CSO Pilot Program



## Non-FAR Based Strategies

- Other Transactions (OT)
- Procurement for Experimental
- R&D Agreements
- Contract Type Matrix



# NIWC Atlantic Contracts Strategy

## SERVICES

General

Corporate Resources/Niche

Service Contracts

Specialized/Complex

General Services

NIWC Atlantic Corporate Resources and Niche

TS and Above Services & Specialized/Complex Services

External Contract Vehicles – SEAPORT/ITES (S)

8a Incubator, DARPA, ATC, GIC, AATS , etc...

Cyber Mission Engineering, MBAS and Corporate Ops

## SUPPLIES

General

Corporate Resources/Niche

Supply Contracts

Specialized/Complex

General Supplies

NIWC Atlantic Corporate Resources and Niche

Specialized/Complex End Item Deliverables

SEWP/ITES (H)/GSA

IC/IVCS, etc...

Cyber Mission Systems, Corporate Production, and TTL

**OTHER TRANSACTION AUTHORITY**  
Information Warfare Research Project

**NIWC Enterprise OTA for Rapid Innovation, Prototyping and Fielding**

# Managing Contract Strategy for the Future



## Business Interest Areas

- ▼ SeaPort cross-over
  - All SeaPort-e actions have been awarded
  - 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

# 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

June 2019



## 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->

**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



**Defense Innovation Marketplace**  
FOR THE INNOVATORS

<http://www.defenseinnovationmarketplace.mil/navy.html>

 @DON\_OSBP  
@DODSBIR

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



**For the innovators**

<http://www.defenseinnovationmarketplace.mil/navy.html>



**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?

Naval Information  
Warfare Center



ATLANTIC

# Serve our Nation by delivering information warfare solutions that protect national security. WIN THE INFORMATION WAR.



*NIWC Atlantic is part of the Naval Research & Development Establishment (NR&DE)*

Web: <https://www.public.navy.mil/navwar/Atlantic> Facebook: <https://www.facebook.com/NavalInformationWarfareSystemsCommand>

Twitter: <https://twitter.com/navwarHQ> Instagram: <https://www.instagram.com/spawarhq/> LinkedIn: <https://www.linkedin.com/company/spawar/>

Glassdoor: [https://www.glassdoor.com/Overview/Working-at-SPAWAR-Systems-Center-Atlantic-EI\\_IE638508.11,41.htm](https://www.glassdoor.com/Overview/Working-at-SPAWAR-Systems-Center-Atlantic-EI_IE638508.11,41.htm)

Employment opportunities: <https://www.usajobs.gov/> NIWC Atlantic Small Business: <https://www.public.navy.mil/navwar/Atlantic/Pages/ForIndustry.aspx>

NAVWAR Contract Directorate Office: <https://e-commerce.sscno.nmci.navy.mil>