Naval Information Warfare Center Atlantic
Contracts Update

13th 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

<table>
<thead>
<tr>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>81%</td>
<td>82%</td>
<td>85%</td>
<td>3%</td>
</tr>
</tbody>
</table>

## Need By Dates Met

<table>
<thead>
<tr>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>48%</td>
<td>53%</td>
<td>75%</td>
<td>42%</td>
</tr>
</tbody>
</table>

## 2.0 Actions Completed

<table>
<thead>
<tr>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>6,164</td>
<td>5,202</td>
<td>5,106</td>
<td>-2%</td>
</tr>
</tbody>
</table>

## 2.0 Dollars Obligated ($m)

<table>
<thead>
<tr>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,700</td>
<td>$1,609</td>
<td>$1,955</td>
<td>22%</td>
</tr>
</tbody>
</table>

## Average Dollars Obligated Per Action ($k)

<table>
<thead>
<tr>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>$276</td>
<td>$309</td>
<td>$383</td>
<td>24%</td>
</tr>
</tbody>
</table>

## Avg. Ceiling Awarded per SVC MAC TO ($m)

<table>
<thead>
<tr>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>$4,700</td>
<td>$13,000</td>
<td>$11,824</td>
<td>-9%</td>
</tr>
</tbody>
</table>

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

ASN RDA James “Hondo” Geurts
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

Objective Advance Planning

- Help IPTs get PRs awarded by NBD
- Collaborate with 2.0 early so plan is actionable
- Decrease churn at PPAB
- Decrease # of FOE/Contract Bridge Requests

Goals APC 1
- Review Action w/IPT on best way to proceed
- Discuss Milestones/Timeline
- Address requests for New Large Contracts
- Contracts determines if APC 2 needed
- After APC 1 complete, distro DRAFT Procurement Plan

Goals APC 2
- Address additions/modifications since APC 1
- Exit criteria: Contracts concurs, IPT concurs with Milestone dates and PPAB scheduled w/i 21 calendar days

Goals PPAB
- Review/Approve actions to ensure alignment with Command Contract Strategy
- Accountable Monthly Deliverables, i.e., SRRB Report, and Industry Forecast
- Execute to Milestone Plan
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

FAR Based Strategies
- 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

Statement A: Approved for Public Release. Distribution is unlimited (06 December 2019).
NIWC Atlantic Contracts Strategy

SERVICES
General
Corporate Resources/Niche
Service Contracts
Specialized/Complex

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

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

Statement A: Approved for Public Release. Distribution is unlimited (06 December 2019).
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

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

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

https://govmatters.tv/introducing-speed
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
Doing Business with NAVWAR
NAVWAR e-Commerce Central (E-CC)
https://ecommerce.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?
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)

Glassdoor: https://www.glassdoor.com/Overview/Working-at-SPAWAR-Systems-Center-Atlantic-1E638508.11,41.htm
NAVWAR Contract Directorate Office: https://e-commerce.sscno.nmci.navy.mil

Statement A: Approved for Public Release. Distribution is unlimited (06 December 2019).