



Welcome

Charleston Defense Industry Association
**55th Small Business and Industry Outreach
Initiative Symposium – Virtual**

14 October 2020



Ms. Heather Walker
President, Charleston Defense Contractors
Association

Welcome and Opening Remarks



Ms. Beth Meredith
Secretary, Charleston Defense Contractors
Association

CDCA By-Laws Review



Mr. Pete Van

**Chair, Charleston Defense Contractors Association
Small Business Committee**

Introduction of Agenda and Speakers

Today's presentations and previous CDCA/SBIOI presentations can be found at

<https://www.public.navy.mil/navwar/Atlantic/Pages/ForIndustry.aspx>



AGENDA

10:10	Introduction of Agenda and Speakers	Pete Van, Chair CDCA SB Committee
10:15	NIWC Atlantic	Peter Reddy Executive Director
10:45	Q&A Session	
10:55	Fleet C4I & Readiness Department	Charles Adams, SSTM Department Head
11:15	100s Design, Engineering and ISEA	Greg Lancaster, Deputy Fleet C4I & Readiness
11:25	Battle Space Awareness (PMW 120) Division	John Thompson Division Head
11:40	IA & Navy Cyber Security (PMW 130) Division	Jeff Sweeney Division Head
11:55	Command & Control & Afloat Applications (PMW 150) Division	Gary Miller Division Head
12:05	Navy Afloat Network (PMW 160) Division	Bob Rozar Division Head
12:20	Navy Afloat Transport & Nav. (PMW 170) Division	Robert James Division Head
12:45	Break	

1:00	700s Design, Integration, Prod. and Sustainment	Travis Tillman — Deputy Fleet C4I & Readiness
1:10	Foreign Military Sales/Air Integration/USCG (PMW 740) Division	Martina Jackson Division Head
1:25	Surface Ship Integration (PMW 750/760) Division	Mark Held Division Head
1:40	Submarine Integration (PMW 770) Division	Dave Bednarczyk Division Head
1:55	Shore C4I Integration (PMW 790) Division	Mark Luther Division Head
2:10	Fleet Installations and Response Division	Len Little Division Head
2:25	Q&A Session	
2:35	Break	
2:50	COVID-19 Contracts Operation and Contract Forecast	Steve Harnig 2.0 Contracts Competency Director
3:20	Contracts Industry Council	Manny Lovgren Contracts Industry Council
3:30	Palmetto Tech Bridge Prize Challenge	Michael Merriken Regional Director, NavalX Palmetto Tech Bridge
3:40	Q&A Session	

Naval Information
Warfare Center



Naval Information Warfare Center Atlantic

Charleston Defense Industry Association
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14 October 2020

Mr. Peter Reddy, SES
Executive Director
NIWC Atlantic

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

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With DoD's fleet of 2045, the US military's chief signals he's all-in on sea power

By: [David B. Larter](#) and [Aaron Mehta](#) 📅 21 hours ago



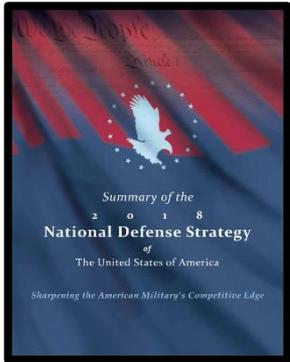
The aircraft carrier USS Nimitz (CVN 68) and Arleigh Burke-class guided-missile destroyer USS Ralph Johnson (DDG 114) steam in formation during a composite training unit exercise as part of the Nimitz Carrier Strike Group (CSG) on May 14, 2020, in the Pacific Ocean. (MCSSA Drace Wilson/U.S. Navy)

Secretary of Defense
Mark Esper

“To compete with China... the United States must grow its fleet to more than 500 ships by 2045, and more than 355 ships by the mid-2030s”

"It will also be able to deliver over overwhelming fires balanced across four domains, from the air from the land, from the sea, and from under the sea."

Optimizing Support to the Warfighter



National Defense Strategy

- Build a More Lethal Force
- Strengthen Alliances and Attract New Partners
- Reform the Dept. for Greater Performance and Affordability

America's military has no preordained right to victory on the battlefield



CNO FRAGO Supporting the NDS

- Mission One for every Sailor – uniformed and civilian, active and reserve – is the operational readiness of today's Navy.

We rely on industry to help the Navy be ready to fight today and develop the capabilities for tomorrow's high-end fight



38th Commandant's Planning Guidance

- Force Design
- Warfighting
- Education & Training
- Core Values
- Command & Leadership

As good as we are today, we will need to be even better tomorrow



James F. Geurts, ASN (RDA)

Accelerated Acquisition

“Every person matters, every day matters and every dollar matters.”

Build our Workforce to Compete and Win

Deliver Lethal Capacity - Increase Agility - Drive Affordability

Commitment to Mission

- ▼ Mandatory maximum telework
- ▼ ED approval of mission essential travel and military leave
- ▼ Shift work for on-site personnel to maximize social distancing
- ▼ Mask wear guidance when unable to maintain social distancing
- ▼ Maximize engagement with industry to:
 - Provide specific support to national COVID-19 response as requested/coordinated
 - Maintain NIWC Atlantic mission essential activity in support of sponsors and operational forces
- ▼ Planning for a “phased return-to-worksites plan” and greater use of telework and collaboration as the new normal

ASN RD&A Rigging for Speed – 17 March Edition

Keep in the Fight

▼ Focus on yourself

- Keep yourself home
- Keep moving
- Keep realistic

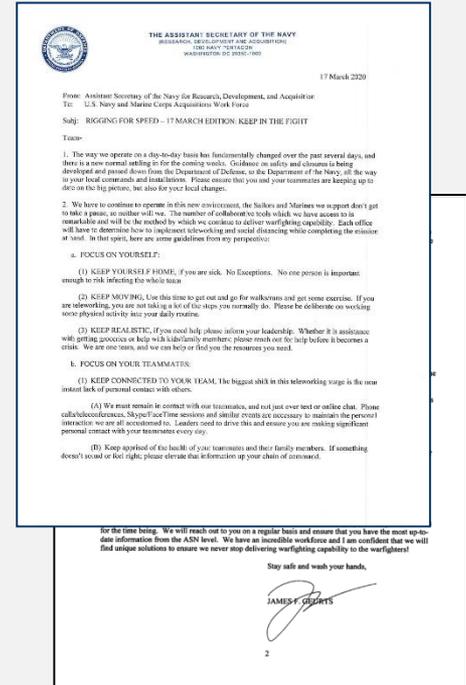
▼ Focus on your teammates

- Keep connected to your team
- Keep leading
- Keep improving

▼ Focus on mission

- Keep engaged
- Keep compliant
- Keep connected to industry
- Keep in touch

None of us know exactly how long this is going to last, but we need to be prepared to operate like this for the time being. ... I am confident that we will find unique solutions to ensure we never stop delivering warfighting capability to the warfighters!

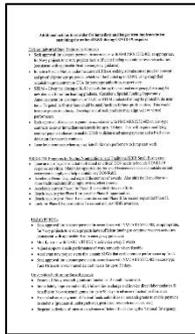


Stay safe and wash your hands,

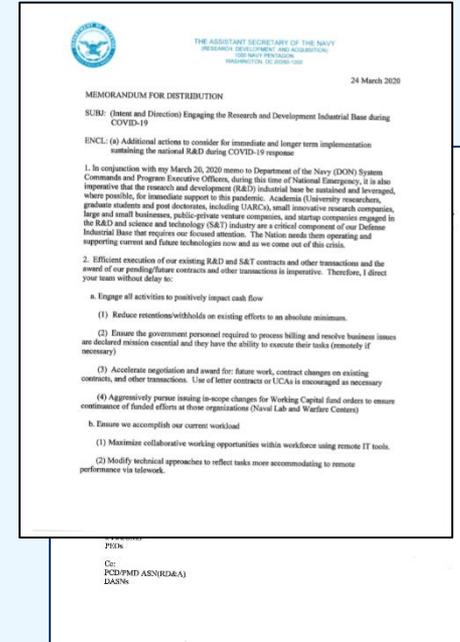
JAMES F. GEURTS

ASN RD&A Rigging for Speed – 24 March Engaging the R&D Industrial Base during COVID-19

- ▼ It is imperative that the R&D industrial base be sustained and leveraged
 - Engage all activities to positively impact cash flow
 - Ensure we accomplish our current workload
 - Bring new partners into the enterprise
- ▼ Additional actions to consider for immediate and longer term implementation sustaining the national R&D during COVID-19
 - Defense Industry Base
 - SBIR/STTR Programs for Startup/Nontraditional and Traditional SBIR Small Businesses
 - UARCs/FFRDCs
 - Universities Performing Basic Research



This is a National Emergency, thus the Navy acquisition community will move out accordingly. Bold action is required as the DON's R&D leaders your implementation of this memo's measures is critical for maintaining the U.S.'s R&D capabilities.



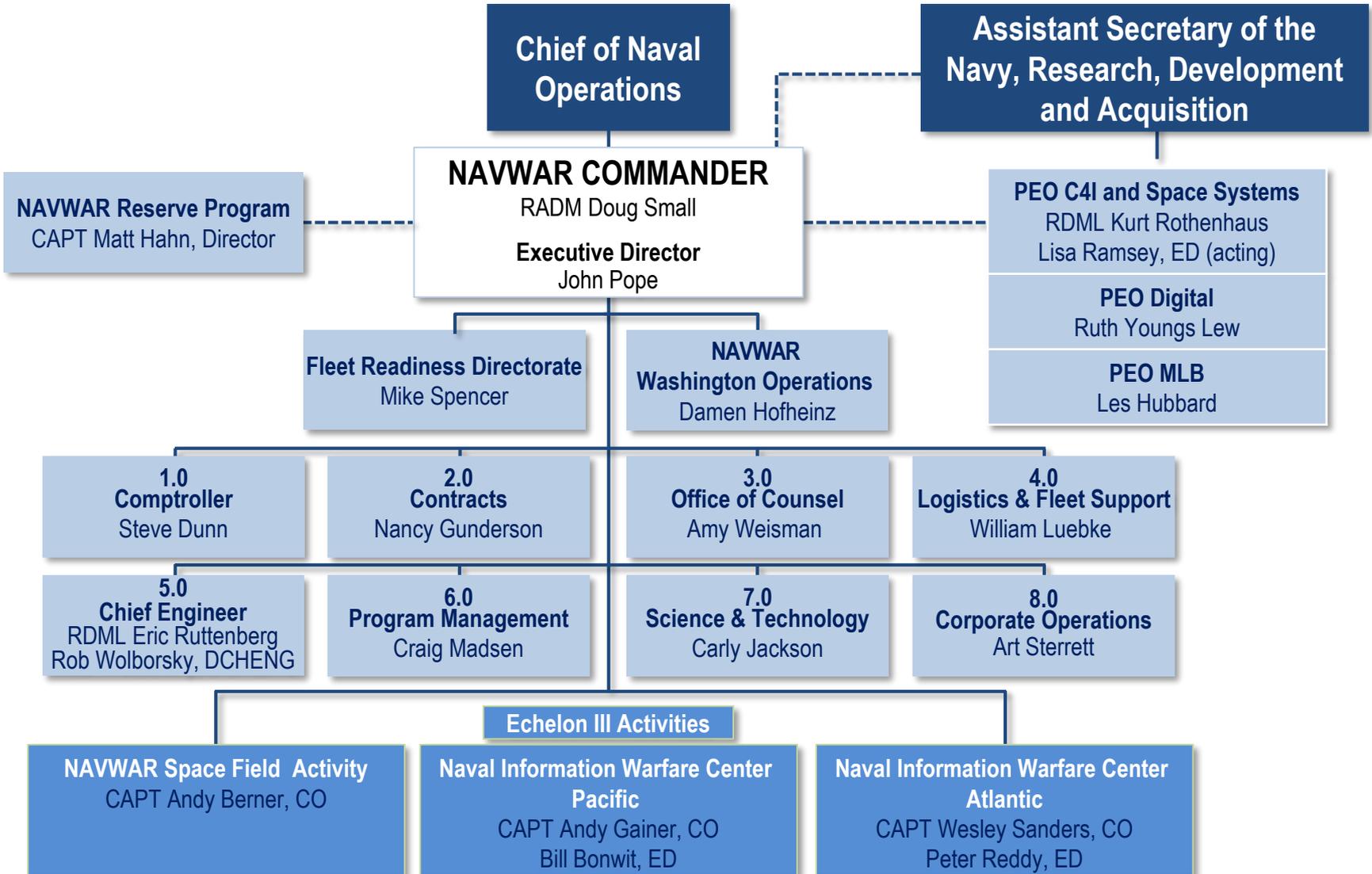
James F. Geurts

NIWC Atlantic's Mission and Vision

Mission: Serving our Nation by delivering information warfare solutions that protect national security. Includes: communication systems (radios), networking systems (routers/switches), cyber operations (red team/forensics/network defense), intelligence, surveillance, reconnaissance (sensors/decision support applications), business systems (benefits/personnel) and information security.



NAVWAR Organization



Program Executive Offices



▼ PEO Digital

- Naval Enterprise Networks
- Special Networks And Intelligence Mission Applications
- Navy Commercial Cloud Services
- Special Access Program Networks
- Enterprise Information Technology Strategic Sourcing



▼ PEO C4I and Space Systems

- Five program offices focused on capability development (100's)
- Five program offices focused on platform integration (700's)
- Command and control, intelligence sharing, terminals, etc (CANES, NMT, GCCS-M, DCGS-N, ...)
- Responsible for DoD's Narrowband SATCOM, Legacy Ultra High Frequency Follow-on Program
- Mobile User Objective System (MUOS)



▼ PEO MLB

- Navy Enterprise Business Solutions
- Logistics Integrated Information Solutions-Marine Corps
- Sea Warrior Program
- Enterprise Systems and Service
- Navy Maritime Maintenance Enterprise Solutions - Tech Refresh



NIWC Atlantic At-a-Glance



Key Technical Capabilities

- Surface Ship and Submarine C4I test and integration facilities
- NAVWAR National Security Operations Center/Cyber Forensics, Vulnerability Assessment Team
- Cyber Forensics Criminal Investigations Laboratory
- Cyber Computer Network Defense Laboratory
- DOD Component Enterprise Data Center
- Commercial and DOD Satellite Comms production and installation
- Vehicle C4I systems integration, testing and production
- Electromagnetic Interference and Electromagnetic Compatibility testing
- Global Distance Support Help Desk
- Air Traffic Control systems development and installation
- Marine Corps Installations Command Electronic Security Systems

FY 2019

- Primarily a Navy Working Capital Fund (NWCF) Organization. Relying on sales revenue rather than direct Congressional appropriations to finance its operations
- \$3.35B Total Obligation Authority (FY19)
- \$1.9B Total Obligations
 - 46% Small Business
 - 400+ Small Businesses
 - 93% Competition
- New Orders
 - 57% Naval
 - 37% Joint
 - 6% Non DOD
- Workforce (FTEs)
 - 74% Naval
 - 23% Joint
 - 3% Non-DOD
- 5 Departments
- 120 IPTs
- 436 Projects

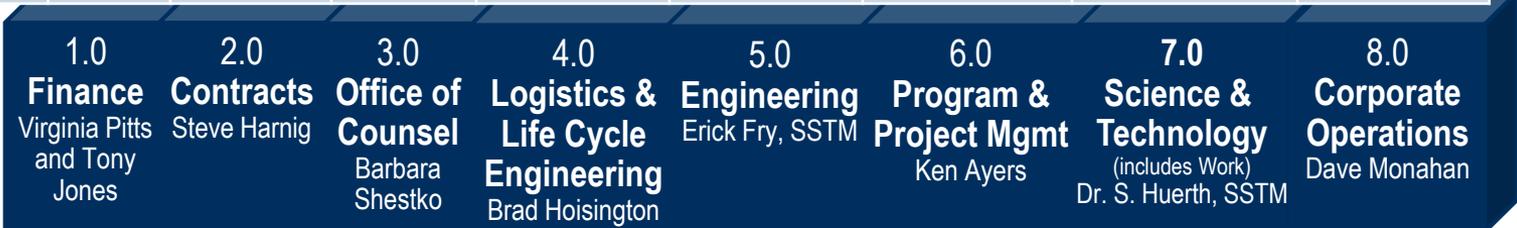
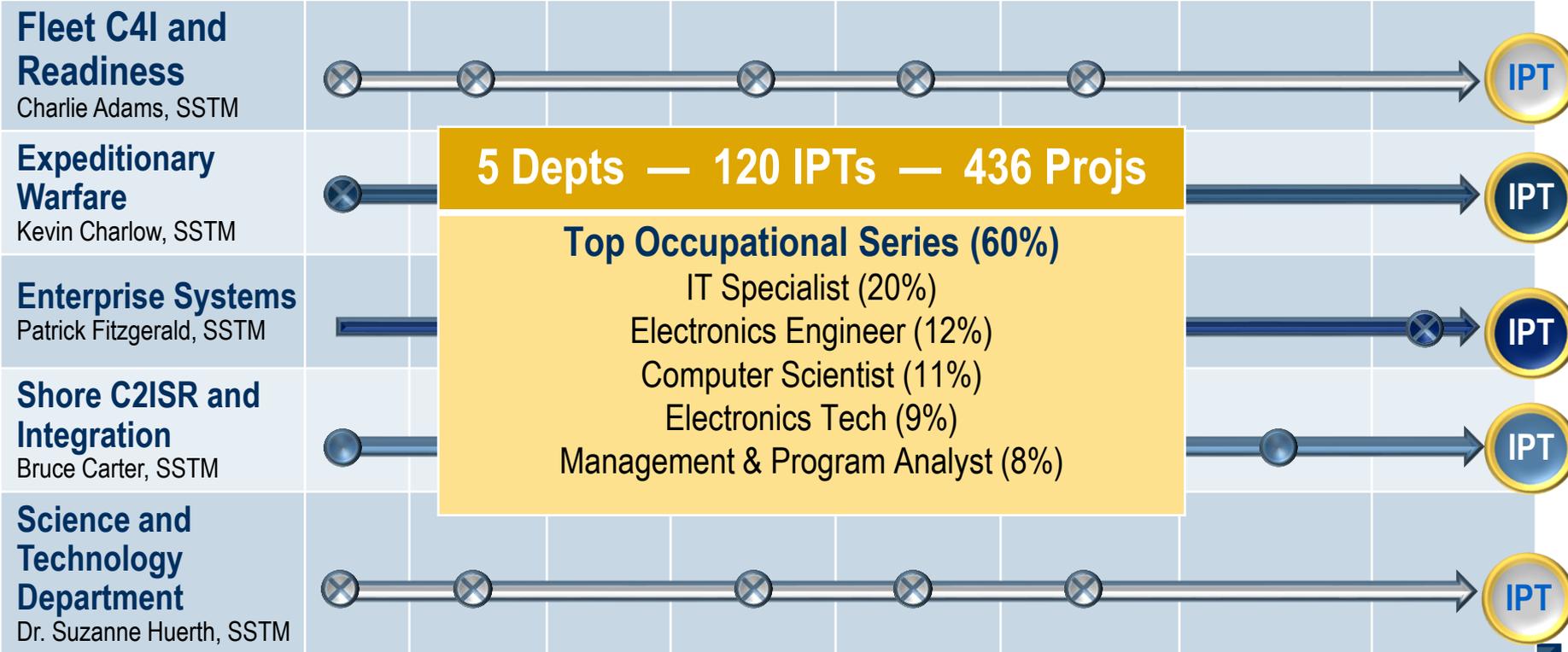
July 2020

- 5,160 (5,040 Gov't, 120 Mil); ~9,000 from Industry
 - 270 New Professionals
 - 165 Student Interns
 - 12 Senior Scientific Technical Mgrs. (SSTMs)
 - 58 PhDs
 - 1,326 Masters
 - 2,209 Bachelors
- Top Sponsors
 - NAVWAR & PEOs
 - MARCORSYSCOM
 - NAVSEA & PEOs
 - Defense Health
 - NAVAIR & PEOs
- Top Occupational Series (60%)
 - IT Specialist (21%)
 - Electronics Engineer (12%)
 - Computer Scientist (11%)
 - Electronics Tech (9%)
 - Mgmt & Prog Analyst (7%)

Organized Around Integrated Product Teams

Integrated Product Team (IPT) competencies cooperatively functioning together to produce goods and services

Departments (cost, schedule and performance)



Competencies (people, processes and tools)

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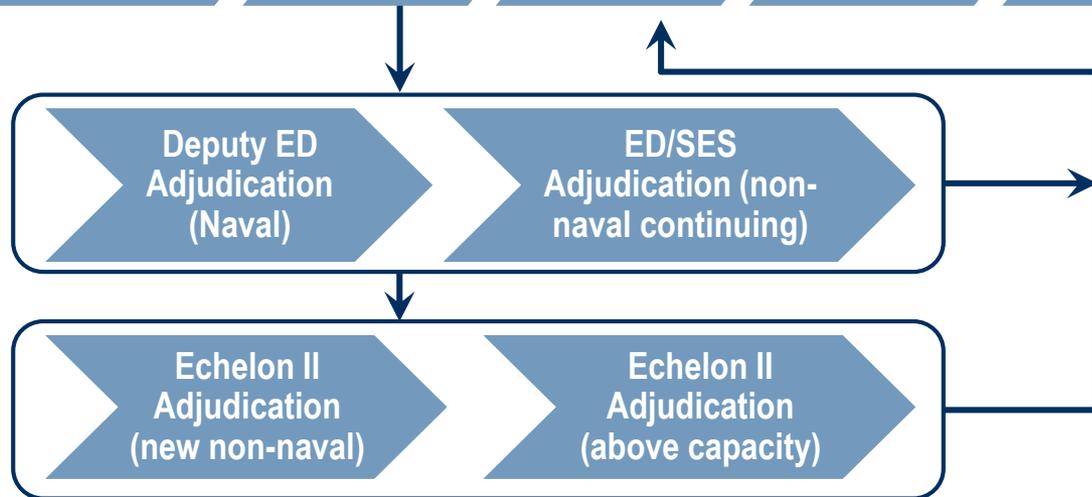
Work Acceptance Integrated Workflow Process

Tool-based records for execution and total awareness



New Work - Any, all or specific work efforts:

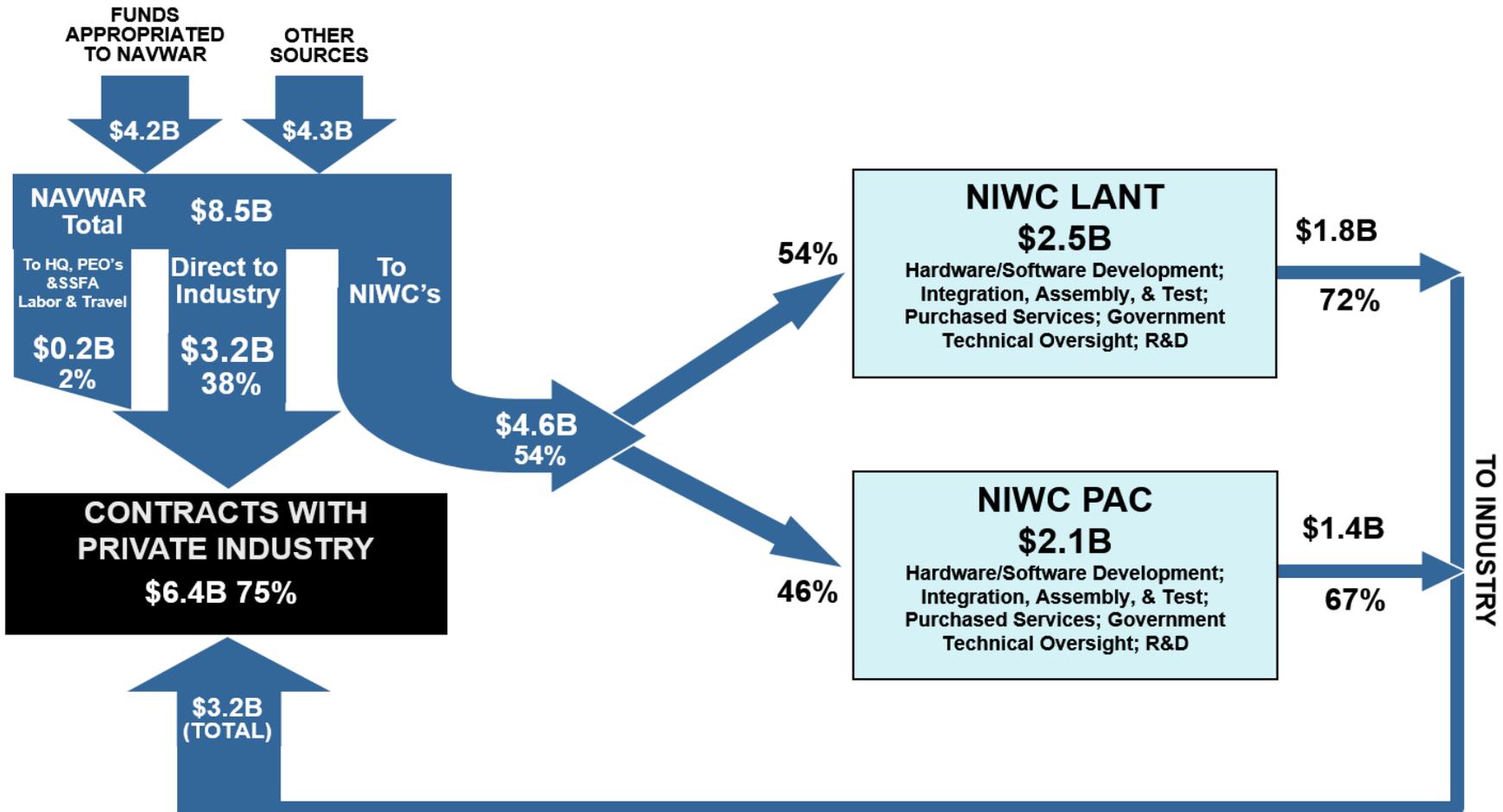
- Not currently accepted by the Command
- And/or not being executed in the Command
- And/or not being executed by the group submitting the work effort for review



- Monthly Work Acceptance Meetings
- Quarterly resource planning events
- Annual review and re-assessment of all work efforts.

Automation in Work Acceptance and Resource Planning
50% reduction in manual processing efforts

Macro Funds Flow — FY19

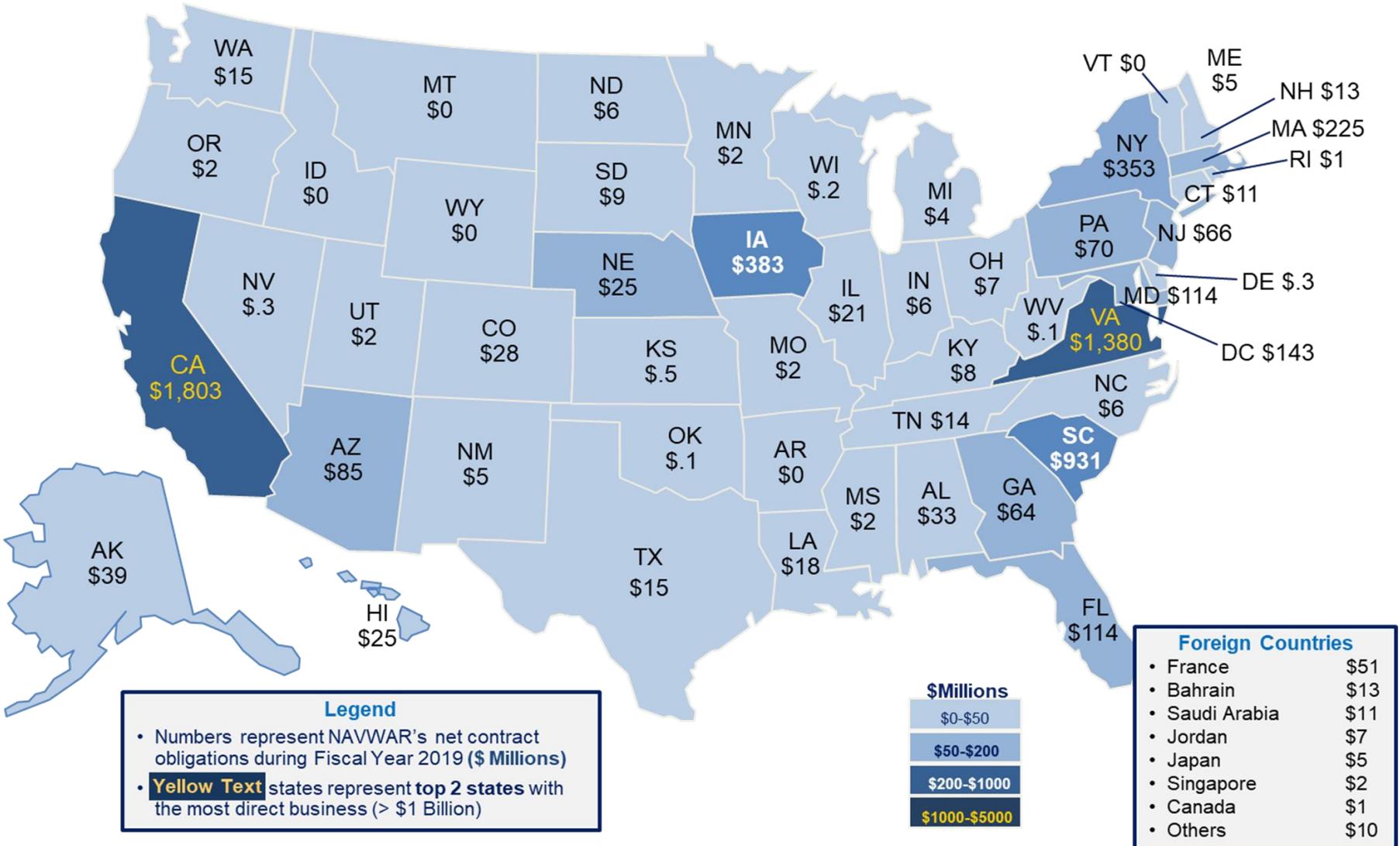


Source: NAVWAR HQ 1.2 Business Analytics Office

NOTES:

- NIWC LANT includes Norfolk and NOLA; NIWC PAC includes PAC General Fund (formerly NCTSI)
- Delta between NIWC Inflow and Outflow to industry is primarily associated w/ NWCF Labor Costs

NAVWAR Contracts — FY19



FY20 Small Business Targets and Achievements



Total SB eligible dollars	SB	SDB	WOSB	HUB Zone	SDVOSB
\$1,850,416,064.60					
Dollars obligated	\$883,336,075	\$396,260,648	\$254,676,970	\$33,558,665	\$166,230,729
Target	40.83%	20.00%	12.78%	1.58%	5.94%
Achievement (10/1/2019-9/30/2020)	47.74%	21.41%	13.76%	1.81%	8.98%

8 Technology Focus Areas (TFAs) to Achieve Technology Goals

Utilizing overarching DOD, naval, and NAVWARSSCOM strategic plans, investment budgets, and formal naval needs and gaps statements, NIWC Atlantic released a revised Technical Strategy.

Technology Strategy and TFA analysis drives work acceptance, lab/facility infrastructure allocations and tools.



Artificial Intelligence: Provide warfighters with analytics-driven, data-informed, and technology-empowered capabilities to drive decision advantages and optimal mission outcomes. (Rob Keisler)



Assured Communications: Addresses the demand for resilient, and sometimes covert, wired and wireless communications in degraded and/or denied environments. (Ann Rideout)



Cloud Computing: IT modernization and digital transformation for resilient infrastructure, platform and software services. (Kathryn Murphy/Ann Rideout)



Cybersecurity: Provides protection from unauthorized use of and/or defends electronic data, hardware, software from disruption or of the services they provide (Erick Fry)



DevSecOps: Refers to replacing siloed Development, Security and Operations to create multidisciplinary teams that collaborate with shared and efficient practices and tools. (Kathryn Murphy)



Mobility: Provide Wireless Technology and enterprise access for the warfighter to engage with a mobile environment and applications, anytime, anyplace (Ann Rideout)



Model-Based Systems Engineering (MBSE): Technologies used to support the development, management and application of virtual constructs of varying fidelity across the spectrum of systems engineering. (David Smoak)



On-Demand Manufacturing: Produce products and/or components, when or as they are required at the point of use, using additive and/or traditional manufacturing methods. (Steve Lariviere)

TFA Champion

IWRP Government to Consortium member Collaboration, 800+ Events

IWRP mission to foster collaboration between Gov't, Industry and Academia to identify, develop and demonstrate the enabling technologies necessary **to enhance the Navy and Marine Corps mission effectiveness in the field of IW.**

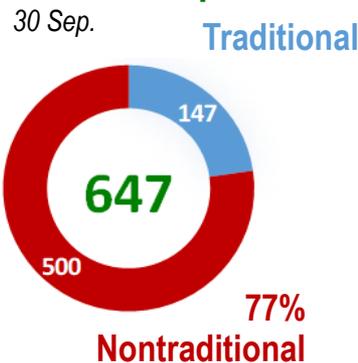


Membership Spans 37 States



Become a member
<https://www.theiwrp.org>

Membership



FY20

Total Prototype Awards: 42

Total Production Awards: 3

NAVWAR was the first in the Navy to transition three successful prototypes to full production under the 10 USC § 2371b(f)

IWRP is the first Naval Consortium to have successful prototypes transitioned to production

Health Care Data Master Data Mgmt. Prototype

IWRP Prototype Success
Entering Production FY20

DHMS **DHA** Defense Healthcare Management System Medical Information Delivery Systems IPT

The growing regulatory of Defense Health Agency (DHA) health care data requires effective Master Data Management (MDM). Consideration of data sources and data stores drives the growth of certain data stores.

The prototype addressed challenges created by this growth:

- (1) Understanding the data sets;
- (2) De-duplicating redundant data;
- (3) Categorizing the data for analysis;
- (4) Creating and maintaining effective data dictionaries; and
- (5) Providing the health care data analytic community with data catalogs as guides. Though the initial prototype leveraged core principles of Defense to provide a wide range of data ingestion and data quality practices that will align the Medical Information Platform (MIP) practice to essential MDM and Data Governance. Talent will be leveraged to streamline data repositories while providing capabilities that support the processes needed in delivering data governance.

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Since Oct FY19

- **\$162M in Prototype Awards within 24 months** of the start of execution
- 68% of prototype awards have been made to Nontraditional Members **(provides more innovation to the Navy)**
- 77% Nontraditional Industry Bases **(allows access to move innovative capabilities)**
- Lowering barriers of entry for both the Government and Industry (saves money):
 - Quick Wins with increasing complexity for product development
 - Quick Failures allowing for Lessons Learned
 - Iterative Prototyping developing the minimum viable product development faster
- 800+ Structured collaboration engagements between industry and the government to discuss advancing technologies and innovation **(collaboration on technologies improve naval workforce understanding of advanced technologies)**
- Faster negotiation availability **has saved over \$3M** in reduced prototype costs through negotiations prior to award
- Allows for classification level up to TS/SCI for access **(allows for a full range of naval technology requirements)**

Low Altitude Range Communication System Project Overview

IWRP Prototype Success
Entering Production FY20

Legacy LARCS System → **Next Gen LARCS Prototype**

Next Gen Prototype Deliverables

- LARCS prototype (Harris ATM systems with Rockwell Collins 721S Blade radios)
- System level documentation, reporting, operating procedures and MBSE deliverables (tools that generate SSS/ACC)
- User Training Package
- Mod 1 increased operator positions to six & extends user evaluation and cybersecurity period.

Capabilities: • VIP
• Full duplex
• T3000/Gen National Voice Switch compliant

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Expendable Ship to Shore Connector

IWRP Prototype Success

MARINE CORPS SYSTEMS COMMAND Expendable Ship to Shore Connector

"We must continue to seek the affordable and plentiful at the expense of the exquisite and few when conceiving of the future amphibious portion of the fleet."

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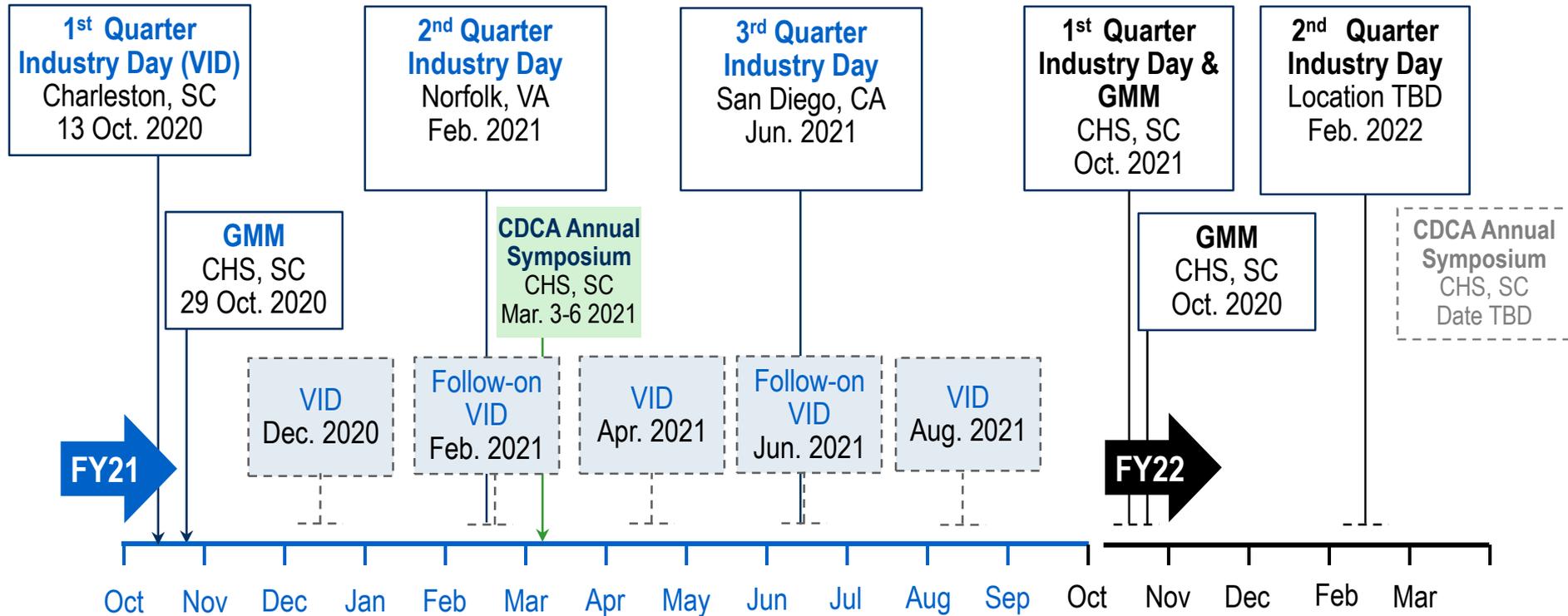
Advanced Manufacturing affords the opportunity for resiliency through the rapid reconstitution of critical assets for warfighters at or near the point of need

- Interchangeably capable of troop or asset transport
- Designed for speed of production at or near point of need
- Technology is mission tailorable to support EMO/DO
- 30 days to fabricate by team of 8 working in shifts 24 hr/day
- Aluminum plate, wire and COTS hardware
- Designed for affordability, productivity and durability

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Schedule – Transition to FY21

Wiki link: https://wiki.spawar.navy.mil/confluence/x/7-N_Dw



Points of Contact

To become a member of the IWRP consortium go to <https://www.theiwrp.org>

NIWC Atlantic

Jee Youn Fickling – Program Manager
Lila.Fickling@navy.mil

Lisa Rosenbaum – Agreement Officer
lisa.rosenbaum@navy.mil

NIWC Pacific

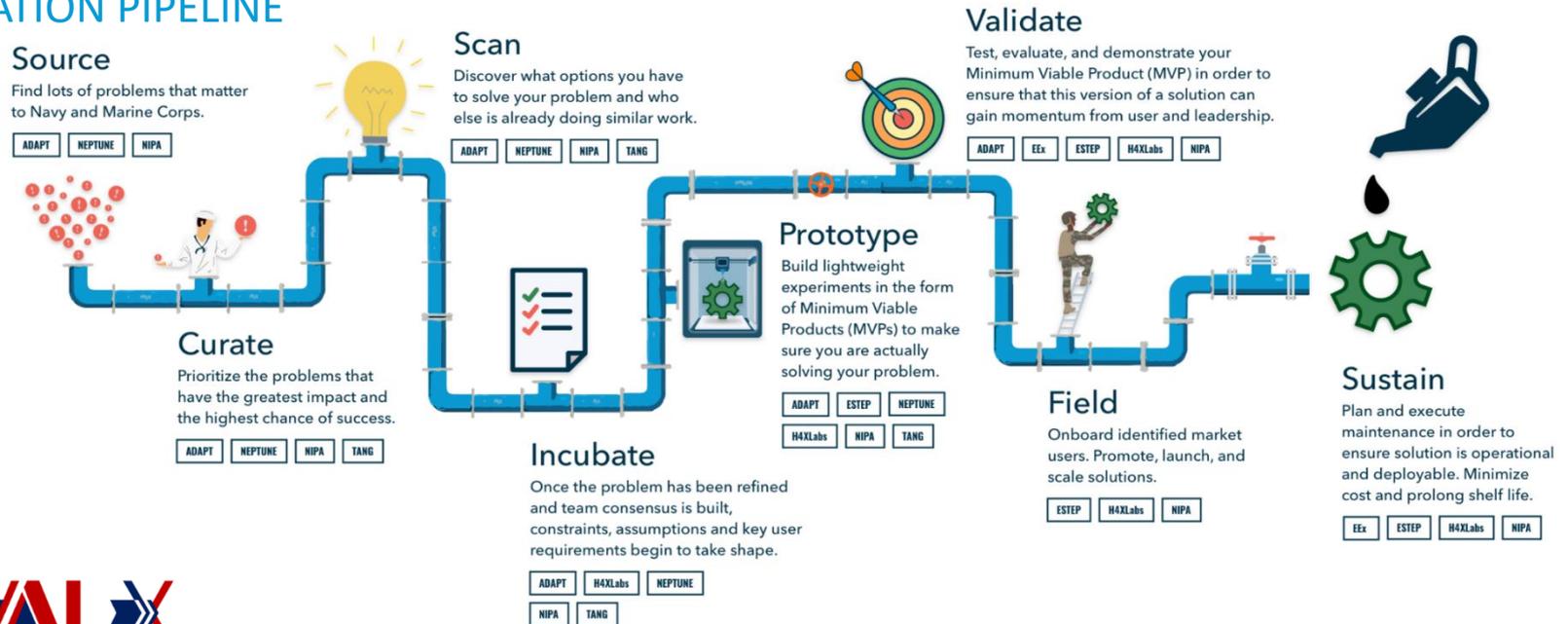
Mariaelena Garcia-Reynante – IWRP IPT Lead
garcia-reynante@navy.mil

Sharon Pritchard – Agreement Officer
sharon.pritchard@navy.mil

NAVALX focused on scaling non-traditional agility methods across the DON workforce

The NAVALX approach is to connect pockets of excellence to capture and scale the methodologies being employed, increasing awareness of cross-DoD and external successes, lessons learned, and subject matter experts.

INNOVATION PIPELINE



Additional Info: <https://www.public.navy.mil/navwar/Atlantic/Pages/PalmettoTechBridge> or <https://www.secnav.navy.mil/agility>

Palmetto Tech Bridge: Mr. Michael Merriken — Director Palmetto Tech Bridge — michael.merriken@navy.mil

Mid-Atlantic Tech Bridge: Mr. Mark Wilde — NIWC Atlantic Lead — mark.wilde@navy.mil

We Pledge Inclusion — One Team One Navy

- ▼ We will work in a manner that reflects fair and equal treatment of all employees.



NIWC ATLANTIC GUIDING PRINCIPLES



Focus on Mission & Warfighter



Embody Integrity



Champion Service



Enable Teamwork



Embrace Ownership & Empowerment

Department of the Navy CORE VALUES



HONOR



COURAGE



COMMITMENT

“As a Navy, we cannot tolerate discrimination or racism of any kind,” “We must work to identify and eliminate individual and systemic racism within our force.”

CNO, Adm. Mike Gilday



Questions?



Naval Information Warfare Center Atlantic

Fleet C4I And Readiness Department

Charleston Defense Industry Association
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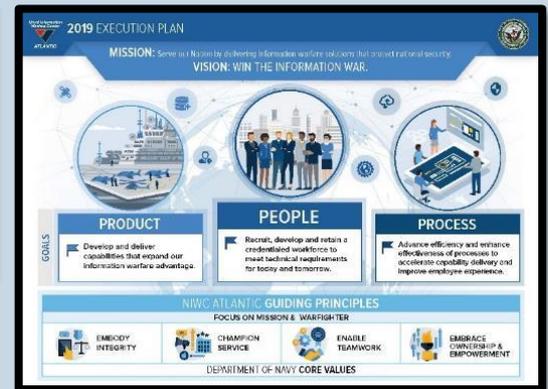
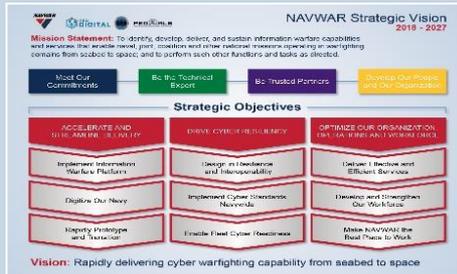
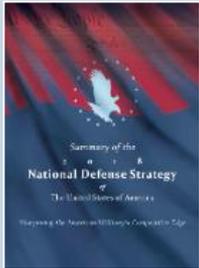
Mr. Charles Adams, SSTM
Department Head

Mr. Greg Lancaster
Deputy Department Head (100s)

Mr. Travis Tillman
Deputy Department Head (700s)

Department Division Heads

Executing National and Naval Strategies



Clear strategy for what is needed NOW and for the FUTURE
NIWC Atlantic's Execution Plan Aligns to NAVWAR Vision to execute National and Naval strategies

All Hands on Deck We can't execute without our technical workforce and industry base

PRODUCT

Develop and deliver capabilities that expand our information warfare advantage.

PEOPLE

Recruit, develop and retain a credentialed workforce to meet technical requirements for today and tomorrow.

PROCESS

Advance efficiency and enhance effectiveness of processes to accelerate capability delivery and improve employee experience.

Partners: Match and deliver the Navy's demand for new technologies and equipment.

Ensure the growth and health of technical knowledge and skills.

Improve planning and communication. Keep lines of communication open, deliver on time.

The Solutions Provider for Mission Critical Information Warfare

▼ Fleet C4I and Readiness Department

FY20: 1,567 FTEs, 150 Programs/Projects

- **Engineer** (design, develop and test) new C4ISR capabilities that give our Fleet an advantage over adversaries.
- **Integrate** C4ISR systems into the U.S. Navy's most advanced ships, submarines and shore platforms.
- **Install** C2, intel, communications, networks and applications for the Fleet.
- **Support** Fleet C4ISR systems to maintain operational availability and complete lifecycle engineering.



Research & Development, Design, Engineering and ISEA



FLEET C4I & READINESS DEPARTMENT
Charles Adams



Design, Integration, Production and Sustainment

Deputy 100s
Greg Lancaster

Deputy 700s
Travis Tillman

Battle Space Awareness Div. (PMW 120) John Thompson Afloat Signals Exploitation Distributed Common Ground System-Navy (DCGS-N) Integrated Undersea Surveillance Systems (IUSS)	IA & Navy Cyber Security Div. (PMW 130) Jeff Sweeney Navy Cyber Network Security Crypto and Key Management Multi-Level Security Engineering (MLSE)	Command & Control & Afloat Application Div. (PMW 150) Gary Miller Maintenance Figure of Merit (MFOM) Naval Tactical Command Support Sys. (NTCSS) NTCSS ISEA/AEA/ILS/ APG Support Naval C2	Navy Afloat Network Div. (PMW 160) Bob Rozar Tactical Networks SW Support CANES Engineering TACNET Deployment	Navy Afloat Transport & Navigation Div. (PMW 170) Robert James Afloat Transport Systems SW Defined Radio Position, Navigation, & Timing Engr. Position, Navigation, & Timing ISEA Radio Comms	Foreign Military Sales/Air Integration/USCG Div. (PMW 740) Martina Jackson NAVAIR FMS TacMobile USCG C4I FMS	Surface Ship Integration Div. (PMW 750/760) Mark Held Surface New Construction Large Deck New Construction Interior Comms Multi Media	Submarine Integration Div. (PMW 770) Dave Bednarczyk Submarine CWITTs & SWFTS Modernization Afloat Submarine C4I Shore Submarine C4I	Shore C4I Integration Div. (PMW 790) Mark Luther USNO Networks Naval Messaging Tactical Shore Systems Unified Capabilities Voice Solutions Secure Voice Solutions
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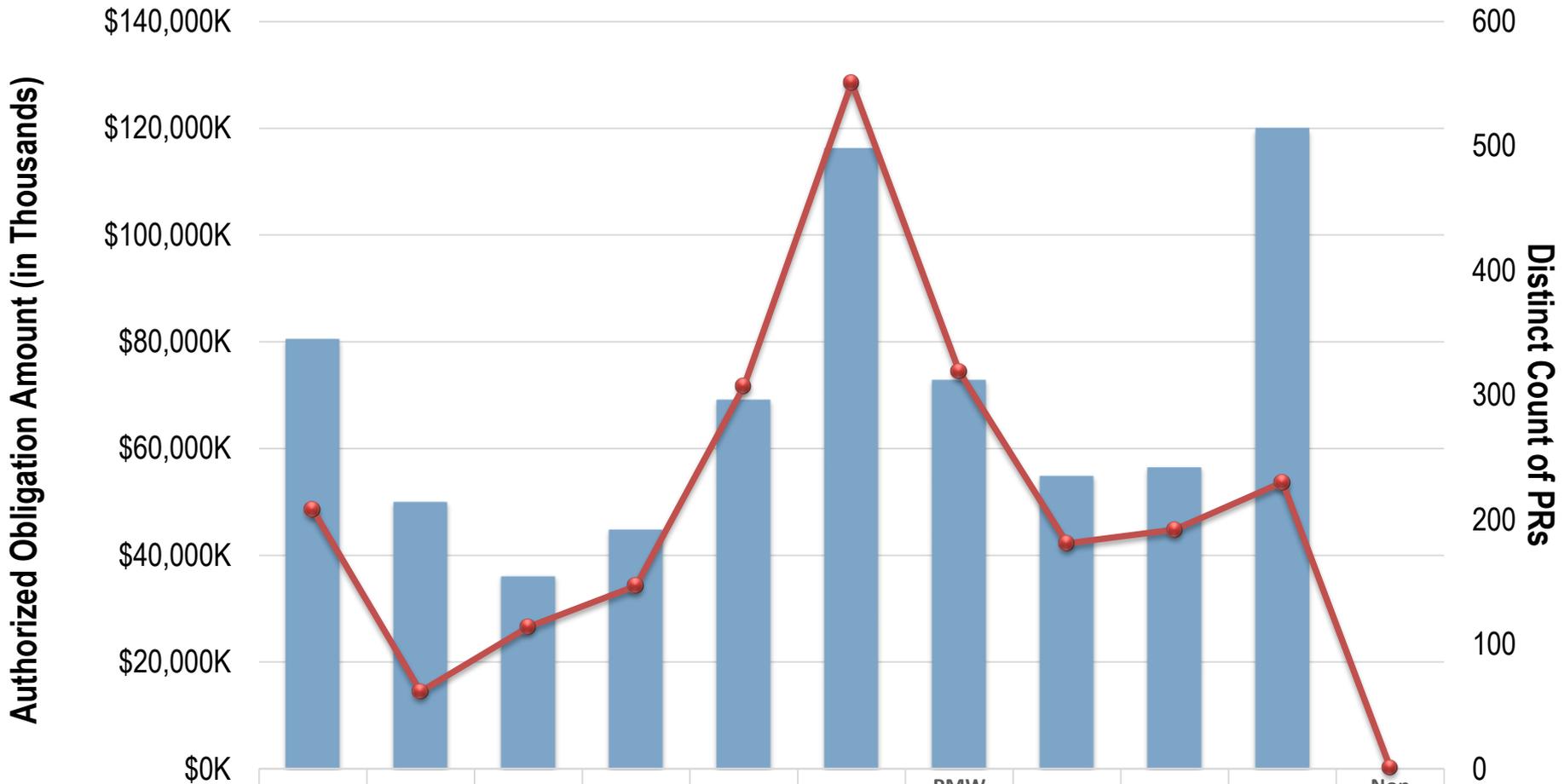
Deliver Right on Time and on Cost (C/S/P)

6.2 Competency Manager George Spellman, Deputy – Ray Chappell		Fleet Installations and Response Division Len Little	
62100 – PMW 130/150/740	62700 – PMW 750/760/770	FIO LANT Execution Mgr.	Surface Modernization Unit Level
62400 – PMW 120/160/790	62A00 – PMW 170	Fleet Support Office (FSO)	Surface Modernization Force Level
62600 – PMW 770/FIR Div.		FIO Service Center Mgr.	Submarine Modernization C4I
		Performance Based Logistics Office (PBLO)	Shore Modernization
		Depot	



Field and Sustain C4I Capabilities

FY20 C4I Authorized Obligations and PR Count by Division



Authorized Obligation	\$80,644K	\$50,263K	\$36,386K	\$45,085K	\$69,327K	\$116,258K	\$72,991K	\$55,120K	\$56,698K	\$119,978K	\$0K
Count of PR #	208	62	114	147	307	551	319	181	192	230	1

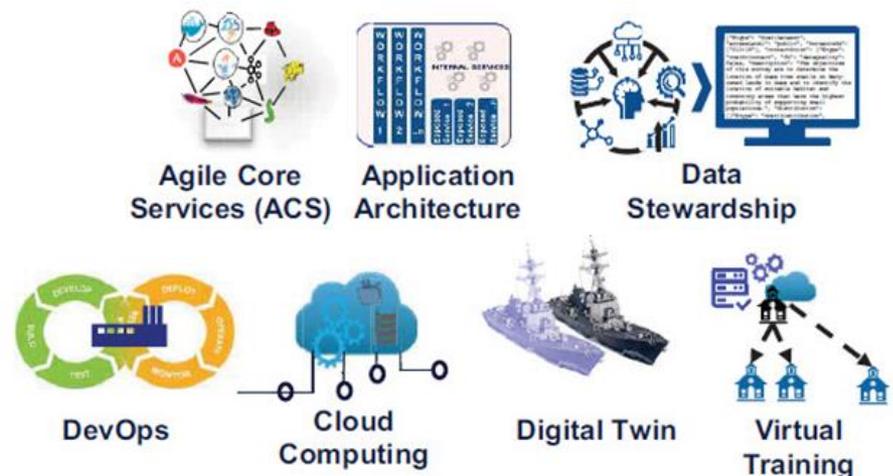
Fleet is the Priority

- ▼ COVID-19 Impact – **Distance Support**
- ▼ **No seams** – single Department manages all work executed within PEO C4I
- ▼ Cybersecurity is not in the trade space – Focus on the **Fleet/Waterfront** – Cannot deliver capability that isn't cyber secure
- ▼ Capability must be designed to be modular, rapidly upgradable and standards-based – **Align to C4I**

Information Warfare Digital Execution Plan

- Agile Core Services
- Development, Security and Operations (DevSecOps)
- Cloud Computing
- Digital Twin
- Virtual Training

- ▼ Increase understanding of **system functionality** to mission capability
- ▼ **Implement Digital Engineering practices** with MBSE and Agile development
- ▼ Rapidly assess, integrate and deliver science and technology innovations to **maintain naval advantage**



Adapting to the COVID-19 Environment

- ▼ NIWC Atlantic implemented maximum telework early March 2020
 - Ongoing telework, continuing uninterrupted support
 - Hands on deck for mission essential/critical work

- ▼ Mission Essential functions
 - Engineering lab integration and production
 - Capability delivery and sustainment

- ▼ Future State
 - Likely that more employees will be on expanded telework moving forward
 - Potential to relieve ongoing physical space restrictions
 - Potential reduction in cost to taxpayer
 - How will future DoD budgets be impacted?

- ▼ TW Imperatives
 - Employee Support
 - Network Infrastructure
 - Apps to enable remote work execution (MS Teams)

How is Industry responding and managing bringing staff back?

On the Horizon — Next Technologies Needed

- ▼ AI/ML capabilities: Autonomous system operation, System Troubleshooting, Predictive maintenance
- ▼ Autonomous
 - Autonomous vessels to offload risk from manned vessels
 - Platforms capable of weeks-long deployments and transoceanic transits and operate aggregated with Carrier Strike Groups (CSGs), Amphibious Ready Groups (ARGs), Surface Action Groups (SAGs), and individual manned combatants.
 - Reconfigurable mission capability
 - USV Command and Control (C2)
- ▼ Resilient Communications: Reduced or denied environments
- ▼ Model Based Systems Engineering (MBSE)
- ▼ DevSecOps:
 - Continuous Integration/Continuous Delivery (CI/CD) pipeline and environments
 - Automated Patching/IA compliance (push technology)
- ▼ Edge computing: Data processing onboard
 - Enables analysis onboard with transmission of only critical information
- ▼ 5G Capabilities
 - Increased bandwidth, improved security, IOTs

Powering Forward — Fleet C4I Thrust Areas



Thrust Area 1: Cybersecurity

Goal: Become a cybersecurity center of excellence by ingraining cybersecurity practices in all of our engineering efforts.

Initiatives: Improve understanding of current guidance through training, document and share current cyber tasking across the Department and improve vulnerability and patch management for lab systems and program baselines.

Technology Focus Area Alignment: Cybersecurity; Assured Communications



Thrust Area 2: Innovative Culture

Goal: Increase the number of IPTs creating their own future curve by pursuing improvement opportunities – new warfighter technical solutions, workforce training and lab improvements.

Initiatives: Network and Data Center Intelligent Assistant (CANES Engineering IPT); Examination of RF Propagation Commonality Strategies using Radiating Coaxial Cables (Interior Comms IPT); Orchestration Architecture for Military RF Communications Systems (SDRS IPT); Remote Testing at the NIEF (CANES Deployment IPT); Tactical, Deployable MUOS (SDRS IPT); Resilient Communications Workshop (SDRS IPT); MBSE to MBT/RPA (Naval C2 IPT)

Technology Focus Area Alignment: Assured Communications, Artificial Intelligence, Model Based Systems Engineering



Thrust Area 3: High Velocity Learning

Goal: Create technical transparency across our IPTs and improve awareness of how system capabilities are used by the warfighter to support missions.

Initiatives: Quarterly IPT Tri-charts, monthly Thrust Area meetings, Mission Competency development leadership and support.

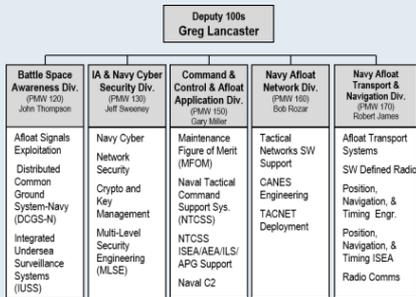
Strategically Aligning and Posturing to Support the Deployed Navy

- ▼ Increasing our strategic partnership presence with SEA21 to more effectively integrate maintenance strategies, modernization plans, and technical and logistic efforts – civilian representative in D.C. and civilian/military officer at MARMC
- ▼ Increasing our speed to capability by forward deploying Capability Based – In-Service Engineering Activity (CB-ISEA) personnel (3x) with sponsorship by CNRMCS streamlining Fleet Support Office touch points through CB-ISEA for government and contractor resources
- ▼ Deploying project teams for installation efforts utilizing system subject matter efforts for both software loading and SOVTs
- ▼ Maintaining regional shore installation managers in Bahrain and Naples
- ▼ Increasing Rota military presence utilizing Active Duty for Special Work (ADSW) assignments



Greg Lancaster, Deputy 100s Fleet C4I and Readiness Divisions (100s)

Research & Development, Design, Engr. and ISEA



Battlespace Awareness Division: Delivers intelligence and IO products and services to Warfighters, with primary customer PMW 120 (ISR/IO). Provides the ISR/IO Capability-Based In-Service Engineering Activity (CB-ISEA) services.

Information Assurance and Navy Cybersecurity Division: Delivers cybersecurity protection of DoD IT and telecom systems with cryptographic, network and host-based security products that ensure strong authentication, data integrity, confidentiality, non-repudiation and availability of network information.

Command and Control and Afloat Applications Division: Delivers operational and tactical command and control capabilities by integrating real-time and near real-time representations of tactical situations, providing targeting support, chemical-biological warnings and logistics support for Warfighters.

Navy Afloat Networks Division: Rapidly deliver integrated wide area, local networking and foundation computing systems products and services to Warfighters. Major systems include CANES, ADNS, ISNS, CENTRIXS and CES.

Navy Afloat Transport and Navigation Division: Provides engineering integration and lifecycle support to Navy Afloat Transport Systems. Integrate, deliver and support interoperable communications, enabling seamless Fleet operations. Provides improvements to GPS receivers and antennas and non-GPS sensors and systems. Integrates, tests and evaluates, sustains and supports software-defined radio communications solutions for the Warfighter.

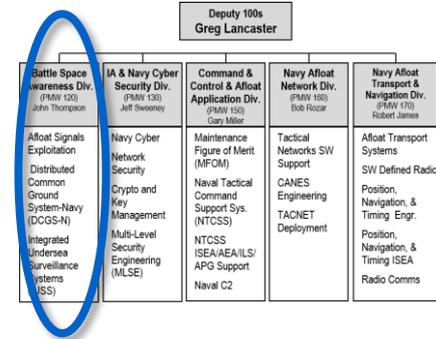
Battlespace Awareness Division (PMW 120) Overview

▼ What We Do

- Deliver intelligence and information operations data, products and services that provide Information Warfare solutions for the Fleet.

▼ Major Systems

- PMW-120
 - Distributed Common Ground System – Navy (DCGS-N),
 - Integrated Imagery & Intelligence (I3) Project - IMINT
 - Ship’s Signal Exploitation Equipment (SSEE)
 - Cryptologic Carry-On Program (CCOP)
 - Automated Identification System (AIS)
 - Joint Tactical Terminal – Maritime (JTT-M)
 - AN/URC-148 (V)
 - PMS-485
 - Integrated Undersea Surveillance Systems (IUSS)
- ## ▼ Primary Customers
- PEO C4I PMW 120 Battlespace Awareness and Information Operations
 - Fleet Readiness Directorate (FRD)
 - NAVSEA & PEOs
 - PMS 485 Maritime Surveillance Systems



Division Head: John Thompson
FY20 TOA: \$112,359,900



Support includes ISR/IO systems, engineering services and support to the Fleet.

Battlespace Awareness Division (PMW 120)

Future Opportunities & Needs

▼ Future Opportunities/Growth

- Cybersecurity Compliance to include Risk Management Framework (RMF)
- Innovation for Electromagnetic Maneuver Warfare (EMW), Automation and Cyber Exploitation
- Intelligence Community Data Flows
- Data Analytics for System Health & Status
- Artificial Intelligence
- Antenna Technology

▼ Where Industry Can Help

- Technology
 - Emerging EMW technologies for SIGINT, Multi-INT and IMINT
 - Remote System Health & Status Tools
- Solutions
 - Gov't Cloud Security
 - Data Flow in limited bandwidth environment
- Professionals
 - Gov't Cloud experience on all enclaves
 - Cyber accreditation using RMF
 - Experienced SIGINT, Multi-INT and IMINT In-Service Engineering Activity (ISEA) professionals for Afloat Platforms

IA & Navy Cyber Security Division (PMW 130) Overview

▼ What We Do

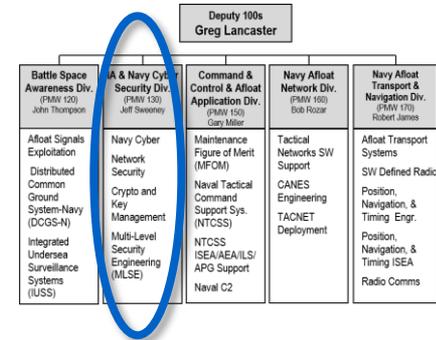
- Rapidly deliver cybersecurity products and services to ensure continued protection of Navy and joint information, telecommunications and information systems.

▼ Major Systems

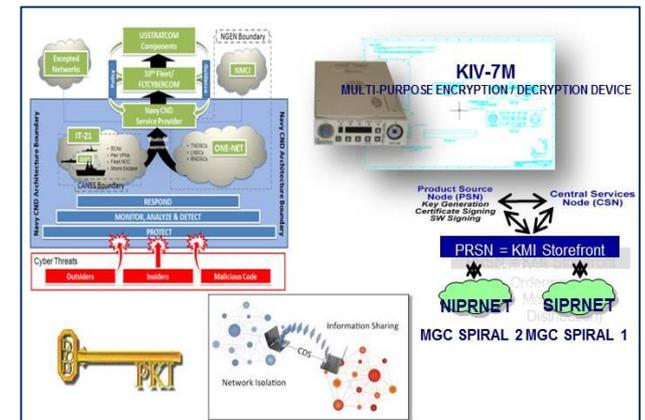
- Computer Network Defense (CND)
- Serial Crypto
- Key Management Infrastructure (KMI)
- Public Key Infrastructure (PKI)

▼ Primary Customers

- PEO C4I PMW 130
- Fleet Cyber Command (FCC) / Tenth Fleet (C10F)
- National Security Agency (NSA)



Division Head: Jeff Sweeney
FY20 TOA: \$92,194,200



Support includes products and services to ensure strong authentication, data integrity, confidentiality, non-repudiation and availability of network resources and information.

IA & Navy Cyber Security Division (PMW 130) Future Opportunities & Needs

▼ Future Opportunities/Growth

- Crypto & Key Management
 - Identity Credential Access Management (ICAM) Architecture expertise
 - Over the Net Keying (OTNK) expertise
 - Certificate and Credential Management expertise
 - Crypto Modernization expertise
 - Sustainment, A&A, installs, distance support
- Computer Network Defense
 - Lab Automation
 - Model Based Systems Engineering (MBSE)
 - Sustainment support
 - Artificial Intelligence and Data Analytics in Intrusion Prevention and Detection Systems

▼ Where Industry can Help

- Match and deliver the Navy's demand for new technologies and equipment.
- Ensure the growth and health of technical knowledge and skills.
- Improve planning and communication. Keep lines of communication open, deliver on time.

Command & Control & Afloat Applications Division (PMW 150) Overview

▼ What We Do

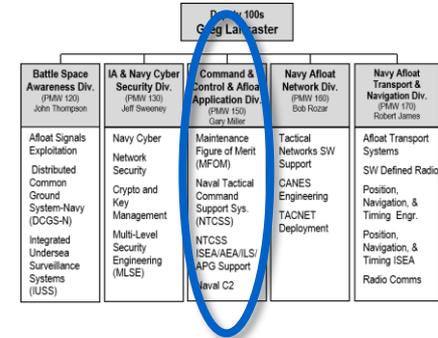
- Deliver and sustain Command and Control (C2) products and services to naval warfighters.

▼ Major Systems

- Naval Tactical Command Support Systems (NTCSS)
- Maintenance Figure of Merit (MFOM)
- Theater Battle Mgmt. Core Systems (TBMCS) / Kessel Run
- Global Command and Control Systems–Maritime (GCCS-M)
- Global Command and Control System–Joint (GCCS-J)
- Air Defense System Integrator (ADSI)
- Link Monitoring and Management Tool (LMMT)
- LINK-11
- Naval Air Operations Command and Control (NAOC2)
- Afloat Readiness Reporting System (ARRS)

▼ Primary Customers

- PEO C4I PMW 150
- Fleet Readiness Directorate (FRD)



Division Head: Gary Miller
FY20 TOA: \$54,089,100



Support includes assisting in transforming operational needs into effective and affordable operational and tactical C2 capabilities.

Command & Control & Afloat Applications Division (PMW 150) **Future Opportunities & Needs**

▼ **Future Opportunities/Growth**

- PMW 150 Support C2 Future Systems – Naval Operational Business Logistics Enterprise (NOBLE) FY 21-24
 - AWARE – IAAS, PAAS, DAAS with Service Ctr
 - Naval Operational Support System (NOSS)
 - Naval Maintenance Repair and Overhaul (N-MRO)
- System and Process Automation
 - DEVSECOPS
 - Automated Test
 - Automated Deployment / Update
 - Automated SOVT / Interfaces
- In-Service Engineering
 - Software CM and PITCO Processes
 - Model Based Systems Engineering and conversion of legacy products
- Automated build, test and deployment of containers (Kessel Run)

▼ **Where Industry can Help**

- Speed to Capability – All the best development processes are worthless if we cannot provide that software to the Warfighter
 - Break the titanium rice bowls
- Identify and develop processes and products to automate regression testing during software development
- Identify methods to monitor and report systems' health and measure system/component tripwires
- Identify ways to reduce the number of CASREPs and Fleet Support issues
- Automate SOVT execution and reporting to exercise remote installations.

Navy Afloat Network Systems Division (PMW 160) Overview

▼ What We Do

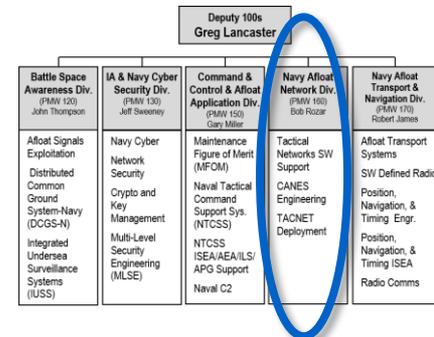
- Rapidly deliver integrated wide area, local networking and foundation computing systems products and services to naval warfighters.

▼ Major Systems

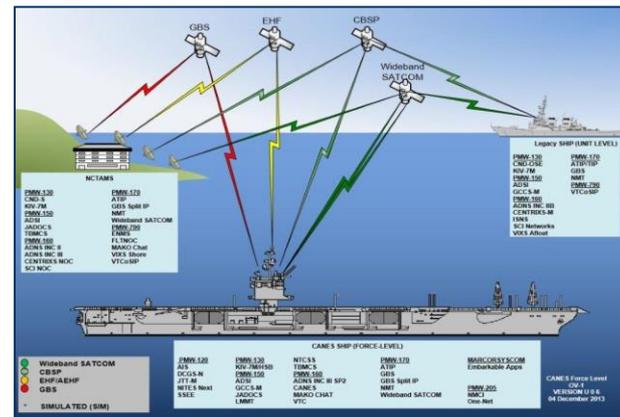
- Consolidated Afloat Network Enterprise Systems (CANES)
- Automated Digital Network System (ADNS)
- Integrated Shipboard Network Systems (ISNS)
- Combined Enterprise Regional Information Exchange System (CENTRIXS)
- Core Enterprise Services (CES)
- Application Integration

▼ Primary Customers

- PEO C4I PMW 160
- Fleet Readiness Directorate (FRD)



Division Head: Bob Rozar
FY20 TOA: \$60,399,200



Support includes delivering effective, robust and cost-efficient networks for Navy tactical forces.

Navy Afloat Network Systems Division (PMW 160)

Future Opportunities & Needs

▼ Future Opportunities/Growth

- DevSecOps
- MBSE
- Automation, Integration, Installation, and Sustainment of COTS
- Proactive Sustainment
- Cybersecurity Compliance to include Risk Management Framework (RMF)
- Software Defined Networking and Software Networks
- Systems Management

▼ Where Industry can Help

- Robust, secure cloud environments to support DevSecOps and a distributed workforce
- Professionals

Navy Afloat Transport and Navigation Division (PMW 170) Overview

▼ What We Do

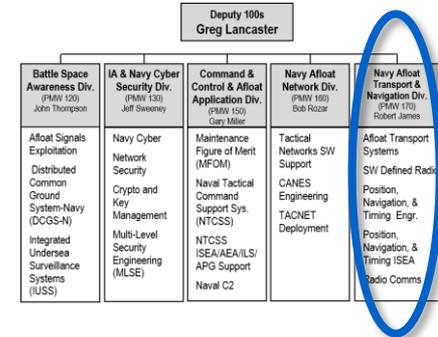
- Rapidly deliver assured, resilient communications and Position, Navigation and Timing (PNT) products and services, to enable information warfare capabilities for maritime. Provide Subject Matter Experts (SMEs), test and acquisition support for waveforms being developed for use within the battlefield.

▼ Major Systems

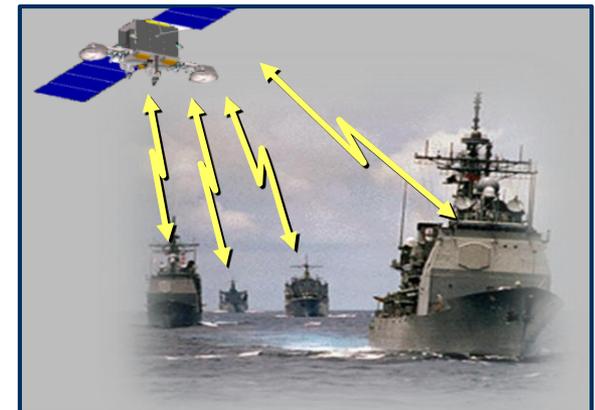
- Navy Multiband Terminal (NMT)
- Global Broadcast System (GBS)
- Commercial Broadband Satellite Program (CBSP)
- Digital Modular Radio (DMR)
- Battle Force Tactical Network (BFTN)
- GPS-based Positioning, Navigation and Timing Service (GPNTS)
- Inertial Navigation Systems (INS)
- Alternatives to GPS in a Denied Environment
- Network Tactical Common Data Link (NTCDL)
- Mid-tier Networking Vehicular Radios (MNVR)
- Airborne, Maritime, Fixed Station (AMF)

▼ Primary Customers

- PEO C4I PMW 170
- Fleet Readiness Directorate PEO C3T (PM Tactical Radios; PM Network Enablers)
- PEO Missiles and Space
- PEO IWS 6
- PEO SUBS



Division Head: Robert James
FY20 TOA: \$130,823,300



Support includes MILSATCOM and COMSATCOM engineering services and support to the Fleet.

Navy Afloat Transport and Navigation Division (PMW 170) Future Opportunities & Needs

▼ Future Opportunities/Growth

- Radio Communications
 - UHF Shore Site upgrades
 - Modernizing HF/VHF/UHF Surface/Subsurface
 - Improved Assured Communications
- Satellite Communications
 - Continued shore modem installations
 - Future Modem development/testing/integrations
- Software Defined Radio Systems
 - Low Probability of Intercept/Low Probability of Detection Improvements
 - Orchestrated Communications and Automation
- PNT
 - Navigation Collaboration and Systems of Systems
 - Model-Based System Engineering
 - Virtualization Lab Efforts

▼ Where Industry can Help

- Match and deliver the Navy's demand for new technologies and equipment.
- Ensure the growth and health of technical knowledge and skills.
- Improve planning and communication. Keep lines of communication open, deliver on time.



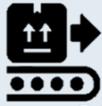
Questions?



Break

Travis Tillman, Deputy 700s Fleet C4I and Readiness Divisions (700s)

Design, Integration,
Production
and Sustainment



Deputy 700s
Travis Tillman

Foreign Military Sales/Air Integration/USCG Div. (PMW 740) Martina Jackson	Surface Ship Integration Div. (PMW 750/760) Mark Held	Submarine Integration Div. (PMW 770) Dave Bednarczyk	Shore C4I Integration Div. (PMW 790) Mark Luther
NAVAIR FMS TacMobile USCG C4I FMS	Surface New Construction Large Deck New Construction Interior Comms Multi Media	Submarine C/WITTS & SWFTS Modernization Afloat Submarine C4I Shore Submarine C4I	USNO Networks Naval Messaging Tactical Shore Systems Unified Capabilities Voice Solutions Secure Voice Solutions



Foreign Military Sales / Air Integration / U.S. Coast Guard Division:

Delivers and integrates tailored, C4I-releasable systems to foreign partners through Foreign Military Sales and Foreign Military Financing to enhance interoperability between the U.S. and international partners. Provides engineering integration and lifecycle support for Navy TacMobile along with C4I systems integration, installation and testing for new construction USCG ships.

Surface Ship Integration Division: Delivers integrated and interoperable C4I capabilities and support to new construction Navy aircraft carriers, amphibious ships, command ships and aircraft. Designs, integrates and tests interoperable C4I end-to-end capabilities to Navy and Coast Guard ships during new construction and modernization.

Submarine Integration Division: Delivers vital naval capabilities by connecting the entire undersea architecture of manned and unmanned systems and undersea vehicles to maximize joint warfighting capability.

Shore C4I Integration Division: Delivers integrated and interoperable C4I capabilities and support to the Navy's shore and expeditionary forces through modernization, acquisition and system integration.

FMS/Air Integration/USCG Division (PMW 740) Overview

▼ What We Do

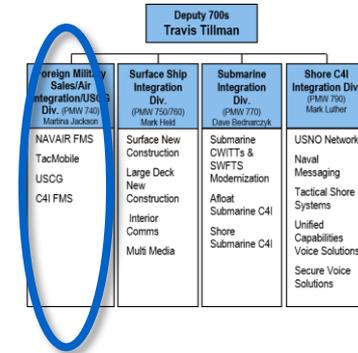
- Delivers engineering, integration and lifecycle support of C4I systems for naval aviation platforms, Foreign Military Sales and USCG ships.

▼ Major Systems

- TacMobile Tactical Operations Center (TOC) / Mobile Tactical Operations Center (MTOC)
- Broad Area Maritime Surveillance – Demonstrator (BAMS-D) Tactical Auxiliary Ground Station
- C4I Systems Foreign Military Sales (FMS)
- United States Coast Guard ship new construction and modernization

▼ Primary Customers

- PEO C4I PMW 740/750/760
- NAVAIR PMA 290
- USCG C5ISC and CG-9
- NAVSEA & PEOs



Division Head: Martina Jackson
FY20 TOA: \$331,684,976



Support includes end-to-end Systems Engineering and Lifecycle Support.

FMS/Air Integration/USCG Division (PMW 740)

Future Opportunities & Needs

▼ Future Opportunities/Growth

- Cybersecurity
 - Compliance and Risk Management Framework (RMF) processing
 - FMS Cybersecurity stance
- Designing and Incorporating Security Requirements in Development (DEVSECOPS)
- Controls for Network Virtualization
 - Core Network Enterprise Services
 - Software Defined Networking (SDN) and Software Defined Infrastructure (SDI)
 - Application Container Micro-segmentation
- Coast Guard “superbase” Footprint and East Coast Operations

▼ Where Industry can Help

- Technologies compatible to support international factors
- Match and deliver the Navy’s demand for new technologies and equipment.
- Ensure the growth and health of technical knowledge and skills.
- Improve planning and communication. Keep lines of communication open, deliver on time.

Surface Ship Integration Division (PMW 750/760) Overview

▼ What We Do

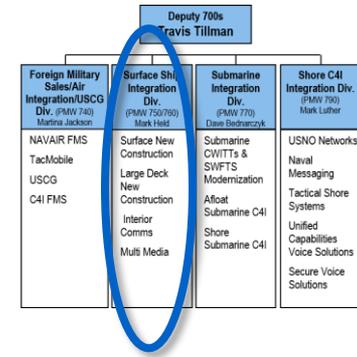
- Provide the engineering necessary for integrating C4I systems into a shipboard applications aboard U.S. Navy, MSC, and USV.

▼ Major Systems

- C4I for Surface New Construction
- C4I for Large Deck New Construction
- Shipboard Interior Communications
- Cooperative Engagement Capability (CEC)
- Enterprise VTC

▼ Primary Customers

- PEO C4I PMW 750
- PEO C4I PMW 760
- NAVSEA & PEOs
- Military Sealift Command
- Various USN Commands



Division Head: Mark Held
FY20 TOA: \$135,344,200



Executes the advanced planning, engineering, integration and installation of C4I equipment on new-construction ships.

Surface Ship Integration Division (PMW 750/760)

Future Opportunities & Needs

▼ Future Opportunities/Growth

- **Interior Communications IPT**
 - Wireless technology for interior communications
 - Communications Automation
 - FFG(X), Wired and Wireless Comms Class system solutions.
- **Multi Media IPT**
 - Video Tele and audio conferencing in the Cloud
 - Tech Support positioned on West Coast
- **Future Ships Project Support Follow-On Contract**
 - Description - JCIDS acquisition documentation dev't and support and applies MBSE best practices using a systems engineering approach. The impact of this business line continues to increase efficiencies between applicable NIWC Atlantic and NIWC Pacific commands and other stakeholders, including applicable S&T and R&D communities, to significantly improve the acquisition documentation for the warfighter.
- **Large Deck IPT**
 - Workforce Production & Integration Quality Assurance/Quality Control Standardization, Training and Certification
 - Connected Digital Design Engineering Tools
 - Industry Standards / Best Practices in Production & Manufacturing QA/QC
 - Improve Lab Auto Cable Tester
 - Standardized, Converge, Connect Existing Shipbuilding Engineering Tools

▼ Where Industry can Help

- Technologies to enable transition to a virtual engr. / integration environment
- Migration of workforce digital production
- Introduction to innovative testing strategy and tools
- Use of wireless technology in secure spaces
- Wearable, Secure Video Voice and Telephony
- Next Gen-Turnkey
- Standardization of Platform Interfaces

Submarine Integration Division (PMW 770) Overview

▼ What We Do

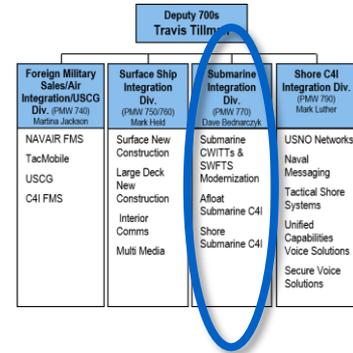
- Delivers C5I capabilities and support to the Navy's submarine and associated ashore communications infrastructure during new construction and modernization.

▼ Major Systems

- Common Submarine Radio Room (CSRR)
- Submarine Operational Authority (SUBOPAUTH)
- Fleet Submarine Broadcast System (FSBS)
- Submarine Warfare Federated Tactical System (SWFTS)
 - Sonar, Combat Control, Imaging
- C5I System and Weapons Shipping, Handling, Launching Systems Integrated Test Team (CWITT)
 - Non Propulsion Electronic Systems (NPES)
 - Weapons, Shipping, Handling and Launchers

▼ Primary Customers

- NAVSEA & PEO SUB
- PEO C4I PMW 770
- Fleet Type Commanders



Division Head: Dave Bednarczyk
FY20 TOA: \$104,525,000



Support includes antenna to weapon system integration, engineering, fielding, test, logistics, sustainment and Fleet support.

Submarine Integration Division (PMW 770)

Future Opportunities & Needs

▼ Future Opportunities/Growth

- Nuclear Command, Control and Communications-Naval (NC3-N)
 - Information handling, storage and distribution
 - Defense Industrial Base adherence and compliance with future policy
- Platform integration of SWFTS and C4I
 - System Engineering and Integration (SE&I)
 - Schedule Integration during Modernization for NPES (C5I)
- Columbia Class and SSN-X
 - Test and Evaluation, Logistics, Configuration Management, Information Security, Cyber Security, MBSE, etc.

▼ Where Industry can Help

- Match and deliver the Navy's demand for new technologies and equipment.
- Ensure the growth and health of technical knowledge and skills.
- Improve planning and communication. Keep lines of communication open, deliver on time.

Shore C4I Integration Division (PMW 790) Overview

▼ What We Do

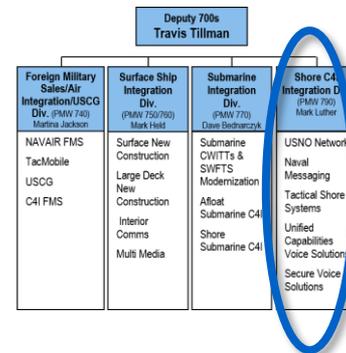
- Designs, integrates, tests and delivers interoperable C4I infrastructure to support naval afloat, sub-surface, air platforms and shore network communications.

▼ Major Systems

- Shore Tactical Assured Command and Control (STACC)
- United States Naval Observatory (USNO) Precise Timing and Astrometry (PTA) Networks
- Naval Modular Automated Communications System II (NAVMACS II)
- Command and Control Office Information Exchange (C2OIX)
- Unified Capabilities Voice Solutions
- VINSON ANDVT Crypto Modernization (VACM)
- Automated Digital Network System (ADNS) Voice
- Defense Red Switch Network (DRSN)

▼ Primary Customers

- PEO C4I PMW 790
- NAVIFOR & other PEOs



Division Head: Mark Luther
FY20 TOA: \$94,191,650



Support includes integration of voice, video and data across shore infrastructure supporting deployed warfighters.

Shore C4I Integration Division (PMW 790)

Future Opportunities & Needs

▼ Future Opportunities/Growth

- Automated Patching/IA compliance (push technology)
- 5G Technology
- Model Based Systems Engineering (MBSE)
- End-to-end secure voice/video communications across IP converged networks (real time services)
- Continuous Integration/Continuous Delivery (CI/CD) pipeline and environments

▼ Where Industry can Help

- Consider government unique system requirements when developing COTS solutions
- Develop techniques for remote monitoring of system health
- 5G expertise

Fleet Installations and Response Division Overview

▼ What We Do

- Provide direct Fleet support after new platform delivery through the Fleet Support Office (FSO), Fleet modernization through the Installation Execution Office, and Fleet sustainment of system performance through the In-Service Engineering Agent (ISEA). Provide support to NAVSUP's Performance Based Logistics (PBL) through its PBL Office (PBL-O) by refurbishing, repairing and re-engineering selected components, equipment and sub-systems for critical items no longer serviced by Other Equipment Manufacturers (OEM) providers.

▼ Major Systems

- C4I Surface Modernization
- C4I Shore Modernization
- C4I Sub Modernization
- Fleet Support Services
- Installation Management Office
- Digitally Integrated Testing ITP SOVTs
- Fleet Support Office
- PBLO / DEPOT

▼ Primary Customers

- FRD 100 ▪ NAVSEA & PEOs
- FRD 200 ▪ NAVSUP

Fleet Installations and Response Division Len Little	
FIO LANT Execution Mgr.	Surface Modernization Unit Level
Fleet Support Office (FSO)	Surface Modernization Force Level
FIO Service Center Mgr.	Submarine Modernization C4I
Performance Based Logistics Office (PBLO)	Shore Modernization
Depot	

Division Head: Len Little
FY20 TOA: \$336,339,300



Support Fleet Modernization and provide In-Service Engineering Support

Fleet Installations and Response Division

Future Opportunities & Needs

▼ Future Opportunities/Growth

- Afloat and Ashore C4I installation engineering
- Compile to Combat 24 (C2C24)
- Complete availability upgrades within allotted modernization times

▼ Where Industry can Help

- Design for “install ability”
- Execution of operations in a degraded communications environment



Questions?



Break



Naval Information Warfare Center Atlantic

COVID-19 Contracts Operation and Contract Forecast

Charleston Defense Industry Association
**Small Business and Industry Outreach
Initiative Virtual Symposium**

14 October 2020

Mr. Steve Harnig
NIWC Atlantic
2.0 Contracts Competency Director

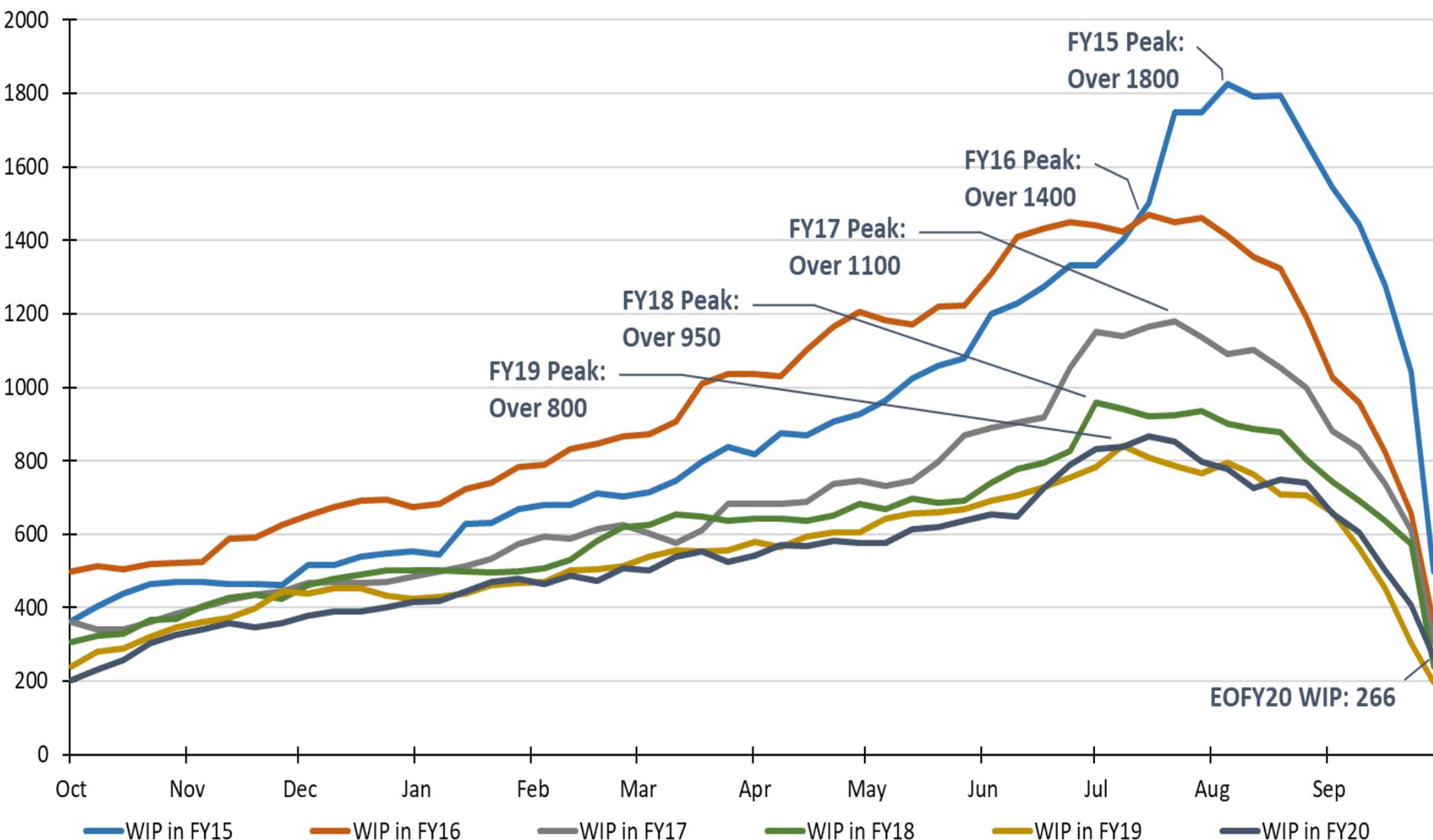
Overview

- ▼ Opening Remarks
- ▼ Performance Metrics
- ▼ FY20 Highlights
- ▼ Contract Strategy
- ▼ High Interest Items
- ▼ Fee/Hour Working Group
- ▼ Industry Forecast
- ▼ Questions

2.0 EOY Scoreboard

2.0 EADs (PALT) Met			% Change	Need By Dates Met			% Change
FY18 82%	FY19 81%	FY20 83%	2%	FY18 53%	FY19 75%	FY20 80%	5%
2.0 Actions Completed			% Change	2.0 Dollars Obligated (\$m)			% Change
FY18 5,209	FY19 5,159	FY20 4,744	8%	FY18 \$1,609	FY19 \$1,914	FY20 \$1,971	3%

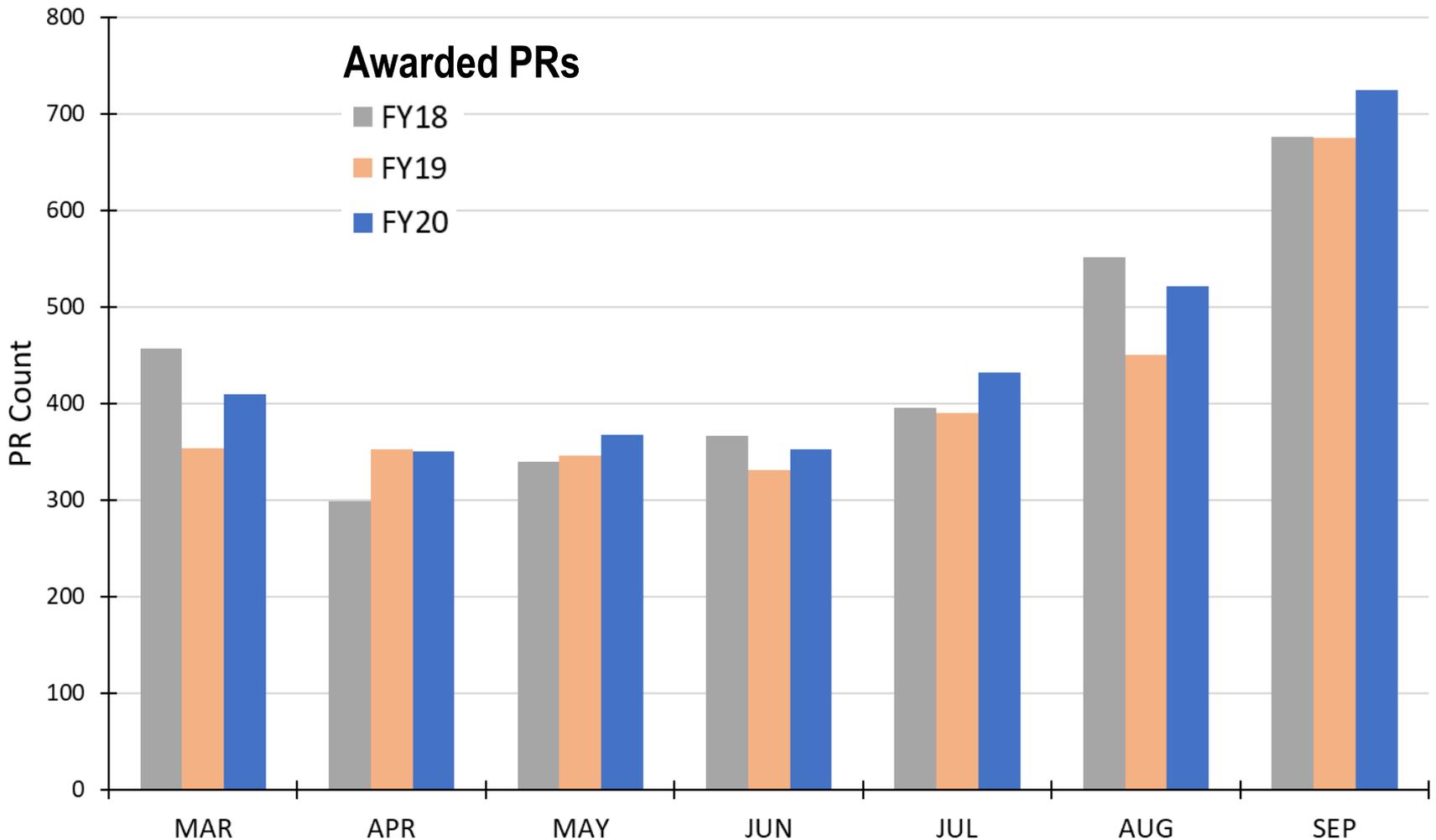
Year-over-Year WIP Visualization



FY20 Contracts Summary

- ▼ Total Actions – 4,744
 - 8.0% decrease from FY19
- ▼ Total Obligated Funds - \$1.97B
 - \$57M increase from FY19
- ▼ 83% of Actions Awarded within Advertised PALT
- ▼ No Negative Effects of COVID-19 with Total PRs Awarded and Funds Obligated Exceeding Both FY18 & FY19 Levels Over Same Timeframe

2.0 Production During COVID-19



2.0 Production During COVID-19 Cont.

Month	<u>PRs Awarded</u>			<u>Obligated Funds</u>		
	FY18	FY19	FY20	FY18	FY19	FY20
March	457	354	409	\$147,006,580	\$177,695,859	\$220,876,869
April	299	352	350	\$92,107,273	\$132,487,404	\$179,850,208
May	340	346	368	\$161,644,021	\$159,620,871	\$177,135,260
June	367	331	352	\$160,633,475	\$139,034,713	\$163,758,212
July	396	390	432	\$151,635,637	\$167,921,612	\$201,242,784
August	551	450	521	\$196,844,366	\$172,082,765	\$295,771,872
September	676	675	724	\$318,822,058	\$380,256,145	\$261,457,419
Total:	3,086	2,898	3,156	\$1,228,693,410	\$1,329,099,369	\$1,500,092,624



FY20 Highlights

▼ Support of COVID-19

- Maintained early and frequent contractor engagement
- Leaned-in approach to maximizing telework for contractors
- Established a centralized communication group to address all COVID-19 related contractual issues
- Acquisition Assistance to FEMA for the supply of PPE
- Conducted virtual evaluation boards

▼ Major Awards

- Awarded 9 large contracts:
 - PNT, SOCS SATCOM, Cyber Red Team, ESSS, Corp Ops, 8(a) Incubator, USCG 8(a)
- Awarded 11 task orders >\$25M to support programs such as:
 - TacMobile, ATC, Interior Comms, SSEE/CCOP, etc.

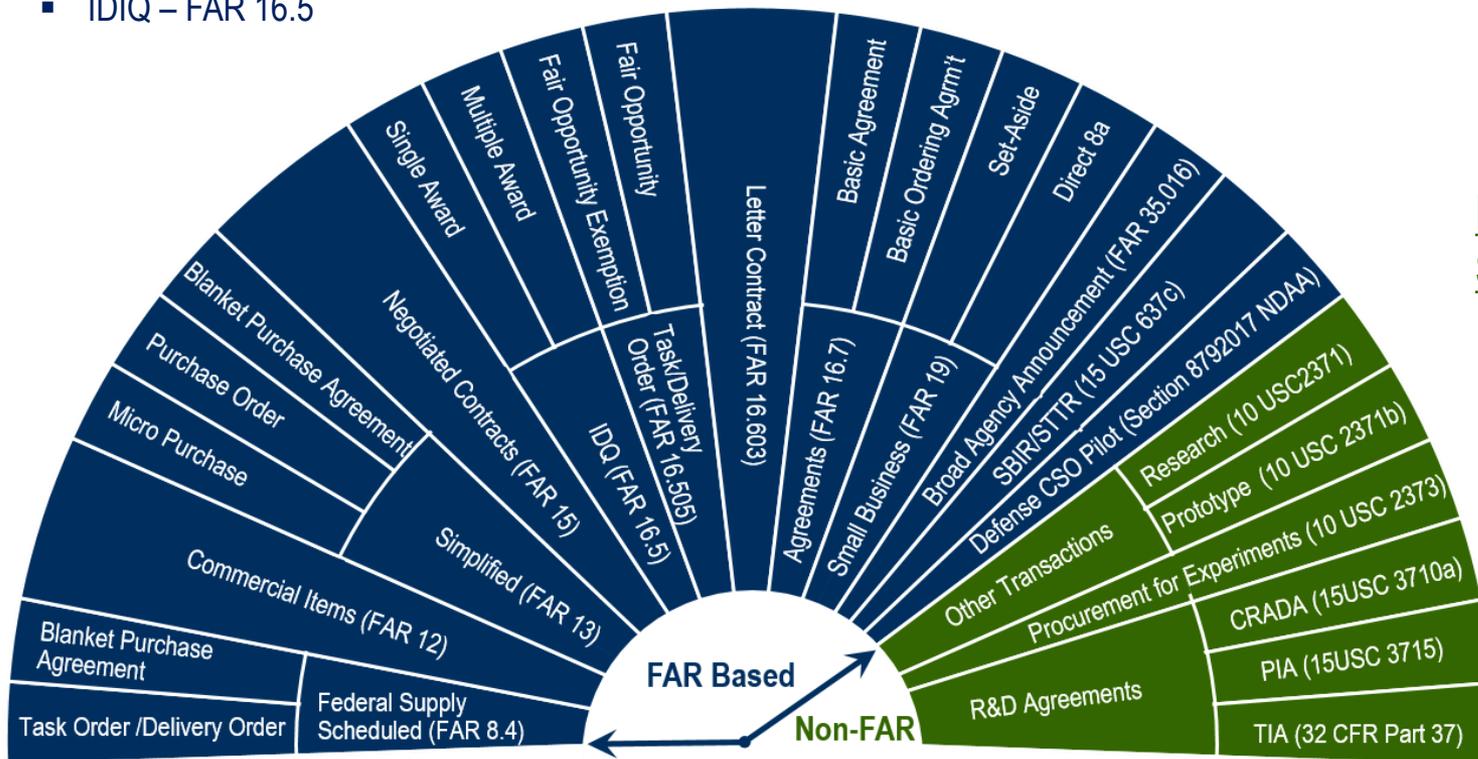
▼ Significant Achievements

- Virtual Industry Day held in June for \$73M SeaPort NxG Task Order in support of CIO w/300+ participants
- Conducted Virtual Industry Day held in May for 2 >\$100M DHIT SeaPort NxG Task Order Procurements w/200+ participants
- One-on-one engagements with Industry on Payment of Fee and Level of Effort
- Provided contractual support in a high visibility data recovery OCONUS within 48 hours of notification
- First Command to execute 3 Other Transactions for Production (OTPs)

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



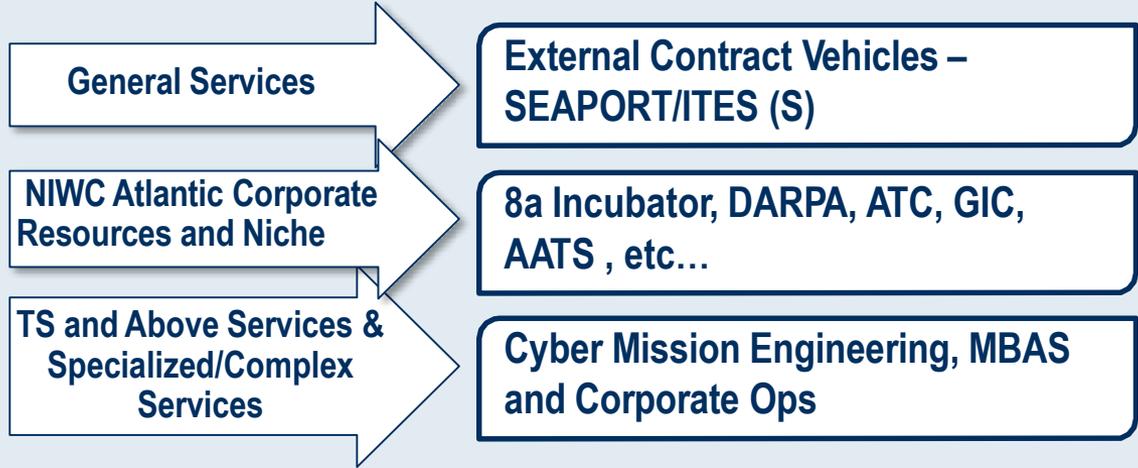
Non-FAR Based Strategies

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

NIWC Atlantic Contracts Strategy

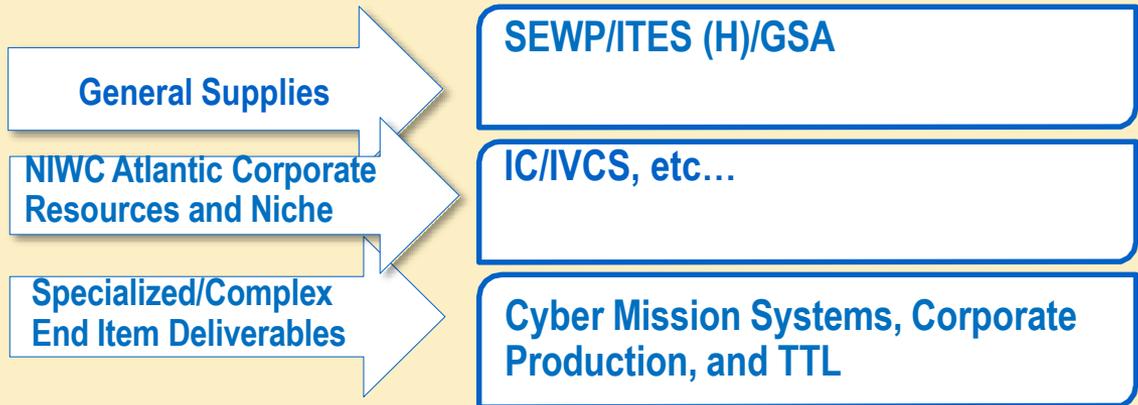
SERVICES

General, Corporate Resources/Niche Service Contracts, Specialized/Complex



SUPPLIES

General, Corporate Resources/Niche Supply Contracts, Specialized/Complex



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

- Information Warfare Research Project (IWRP)
 - 77 Total Awards (65 LANT / 11 PAC)
- ANC Strategy
 - C4I: Rapid Response (Awarded 9/2019)
 - USCG: (Awarded 07/2020)
- Internal Supply MAC (C2 replacement)
 - Commercial Items (not COTS)
 - Not available on SEWP
 - Long lead-time items
- TS/SCI Services (CME replacement)
 - CME ceiling reserved
 - Acquisition strategy development
 - SeaPort NxG for general services
- Command Strategy
 - Ensure Contract Strategy supports Technical Strategy
 - 5G, Cloud, MBSE, DEVOPS

High Interest Items

- ▼ **Cybersecurity Maturity Model Certification (CMMC)**
 - DFARS Case 2019-D041 interim rule for phased implementation effective 30 November 2020
 - Contractors required to implement NIST SP 800-171 (IAW DFARS 252.204-7012); **must** have a NIST SP 800-171 DoD Assessment that is current (i.e., no older than three years unless otherwise specified in solicitation) uploaded in the Supplier Performance Risk System (SPRS) for all covered contractor information systems relevant to the offer **at time of award**.
 - Applies to all solicitations and contracts, task orders and delivery orders, w/exception of those solely for COTS, via new provision at DFARS 252.204-7019 and new clause at DFARS 252.204-7020

- ▼ **Section 889(a)(1)(B)** (Implementation effective 13 August 2020)
 - Prohibition from contracting with any entity that uses covered telecommunications equipment or services, regardless of whether in performance of work under a Federal contract.
 - Prohibition extends to performance extensions and exercise of options, as well as Other Transactions for Prototype Projects.
 - DNI waiver of the prohibition at Section 889(a)(1)(B) issued for procurements with select Product Service Codes (PSCs) extended through 30 September 2022

- ▼ **Category Management (OMB Memo M-19-13; DoD Instruction 5000.74 –10 Jan 2020)**
 - Tier 0 (Unaligned spending) through Tier 3 (Spending managed at Gov't-wide level through BIC use)
 - 19 categories of spend; 10 “Common” categories and 9 “DoD-Centric”
 - AoA/Business Case requirements depending upon \$\$ threshold and tier of planned spend

Level of Effort (LOE)/Payment of Fee Language

- ▼ **Working group established to review/revise current LOE and Payment of Fee language**
 - Working group completed tasking and has formally disbanded.
 - Language has been finalized and will be in future RFPs
 - Implementation is still ongoing
 - Training and communication planned in contracts, within IPTs, and to Industry
 - Standardizing submission requirements for industry via template is near completion
- ▼ **Key Takeaways for Industry**
 - Need to manage/track the level of effort (number of **hours**) provided under the contract/order
 - Need to review the Payment of Fee and Level of Effort language in each contract/order
 - Amount of fee earned/paid is directly related to the amount of hours provided under the contract/order
 - Different variations of the language may exist, must read your individual contracts/orders for compliance
 - Contracts/Orders will establish an hourly rate at the CLIN level, as applicable
 - Contractors are expected to provide the contracted Level of Effort (**hours**) on contract
 - Verbal authorization for deviations are not allowed and may impact amount of fee earned
 - Any modification requests for ceiling realignments must address labor cost, fee and **hours**. It should include calculations based on the negotiated hourly rate at the CLIN level, as applicable
 - If you have any questions, contact your contracts POC for the action



Naval Information Warfare Center Atlantic Industry Forecast Report



Naval Information Warfare Center Atlantic

Fleet C4I and Readiness (PMW 100s and 700s) Division 221

Todd Rollins

Fleet C4I and Readiness Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Fleet C4I & Readiness - Foreign Military Sales/Air Integration/Coast Guard Division	1300768933	>=\$100M, <\$250M	Seaport NxG	Oct-2020	SBSA	USCG Sustainment Support
Fleet C4I & Readiness - Submarine Integration Division (PMW 770)	1300833281	<=\$5M	Cyber Mission Systems, Kitting, and Supplies (CMS)	Nov-2020	SBSA	PBLO Manufactured Assembly Procurement
Fleet C4I & Readiness - Foreign Military Sales/Air Integration/Coast Guard Division	1300879677	>=\$10M, <\$50M	Seaport NxG	Feb-2021	TBD	Future Ships Project Support



Naval Information Warfare Center Atlantic

Expeditionary Warfare/ Enterprise Systems/Non-Department Division 222

Erica Smoak

Expeditionary Warfare (ExW) Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Expeditionary Warfare - Expeditionary Enterprise Systems and Services	1300870386	>=\$10M, <\$50M	Seaport NxG	Mar-2021	TBD	Systems Engineering, Automated Tools and Test Support
Expeditionary Warfare - Expeditionary Enterprise Systems and Services	1300847485	>=\$10M, <\$50M	Seaport NxG	Dec-2020	SBSA	Cloud Transition and Modernization Technical Support
Expeditionary Warfare - Expeditionary Intelligence Solutions	1300824611	<\$5M	Seaport NxG	Oct-2020	SDVOSB	Technical Control and Analysis Center General Services Support
Expeditionary Warfare - Expeditionary Intelligence Solutions	1300868975	<\$5M	Cyber Mission Engineering	Dec-2020	TBD	SCI Comms Mobility Pack Support
Expeditionary Warfare - Expeditionary Intelligence Solutions	1300868974	>=\$50M, <\$100M	Seaport NxG	Mar-2021	TBD	Tactical Signals Intelligence (SIGINT) Collection System (TSCS)/Communication Emitter Sensing & Attacking System (CESAS)/Marine Air Ground Task Force Electronic Warfare Ground Family of Systems (MEGFoS) SCI

Expeditionary Warfare (ExW) Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Expeditionary Warfare - Expeditionary Intelligence Solutions	1300847569	>=\$10M, <\$50M	Cyber Mission Engineering	Oct-2020	UNRESTRICTED	Signature Management (SIGMAN) and CRIT Lead Systems Integration
Expeditionary Warfare - Expeditionary Intelligence Solutions	1300788737	>=\$50M, <\$100M	SeaPort NxG	Dec-2020	TBD	C4ISR Sustainment

Enterprise Systems (ES) Forecast

▼ Nothing at this time

Non-Department Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Office of the Command Information Officer - Command IT	1300813336	>=\$50M, <\$100M	Seaport NxG	Sep-2020	SBSA	Network Services, Operations and Engineering Support for NIWC Atlantic
Service Centers - 2.0 Service Center	1300769704	<\$5M	Seaport NxG	Dec-2020	SDVOSB	Inventory Accuracy & Assurance Support



Naval Information Warfare Center Atlantic

Shore C2ISR and Integration Division 223

Audrey Orvin

Shore C2ISR and Integration Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Shore C2ISR & Integration - Air Traffic Control Engineering	1300828637	<\$5M	Cyber Mission Systems, Kitting, and Supplies (CMS)	Oct- 2020	SBSA	Site UPS integration for AN/GPN-30 Digital Airport Surveillance Radar (DASR) radar systems
Shore C2ISR & Integration - Defense Health Information Technology	1300820835	<\$5M	ATC Engineering and Technical Support	May-2021	UNRESTRICTED	Kuwait Towers Services
Shore C2ISR & Integration - Defense Health Information Technology	1300832779	>=\$100M, <\$250M	Seaport NxG	Oct-2020	TBD	Defense Health Enterprise Application and Desktop Virtualization Support
Shore C2ISR & Integration - Defense Health Information Technology	1300699433	>=\$100M, <\$250M	Seaport NxG	Jul-2021	TBD	Defense Health Readiness Engineering Support
Shore C2ISR & Integration - Defense Health Information Technology	1300846125	>=\$100M, <\$250M	Seaport NxG	Oct-2020	TBD	Defense Health Information Technology Engineering

Shore C2ISR and Integration Forecast

Department	PR Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Shore C2ISR & Integration - Force Protection Solutions	1300703695	≥\$100M, <\$250M	Seaport NxG	May-2021	TBD	Cyber Security Service Provider Services for IaaS, PaaS
Shore C2ISR & Integration - Force Protection Solutions	1300821720	<\$5M	Seaport NxG	Oct-2020	UNRESTRICTED	NAVCONBRIG Sustainment, Miramar/Pearl Harbor
Shore C2ISR & Integration - Force Protection Solutions	1300859910	≥\$10M, <\$50M	Seaport NxG	Oct-2020	TBD	EURAFSWA IESS Sustainment

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Updates and CMMC Working Group

Charleston Defense Industry Association
**Small Business and Industry Outreach
Initiative Virtual Symposium**

14 October 2020

Mr. Manny Lovgren
Contracts Industry Council

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

Statement A: Approved for Public Release. Distribution is unlimited (09 October 2020).



Contracts Industry Council (CIC) Charter

Purpose

To increase the degree of integration and quality of the business partnership between Naval Information Warfare Center, Atlantic (NIWC LANT) and Industry. The Contracts Industry Council will provide a forum for the exchange of ideas to enhance processes, increase efficiency, and improve acquisition productivity in support of the NIWC LANT's mission and the warfighter. The Council will focus on issues in the acquisition process that impact the Government or a high percentage of industry partners.



Government Membership

- NIWC LANT, Chief of the Contracting Office (Chair)
- NIWC LANT, Deputy Chief of the Contracts Office
- NIWC LANT, Tier 2 Non-ACAT Contracts
- NIWC LANT, Tier 2 Policy and Strategic Initiatives
- NIWC LANT, Director for Small Business Programs
- NIWC LANT, Program Management Competency Lead
- Other Government Subject Matter Experts will be included on an as needed basis



Industry Membership Rotation

Date	Sponsor	Size	Representative	
June 2022	CDCA/ NCMA	Large	Scott Varn	SRC
June 2023	CDCA	Large	Claire Allen **	Mantech
June 2021/2024	CDCA	Small	Malcolm Potts	Amee Bay
January 2022	CDCA	Large	Camila Anderson	Bowhead
January 2023	NCMA	Large	Lana Thomas	BAE
January 2021	AFCEA	Small	Patrick Burnette	PSI PAX
Industry Team Leader	Special Member	Large	Manny Lovgren	LCE

** New Member



Updates

- Bring forth industry topics/ concerns to the CIC meetings
 - Low-Ball bidders
 - NIWC Atlantic has worked hard with the PCOs and technical teams to ensure they get realistic pricing in proposals, and that unrealistic proposals don't improperly influence source selection decisions
 - Issue has improved with most of the recent changes in the RFPs
 - If have direct examples, please bring them forth to the CIC
- Fee Working Group
 - Closeout will be briefed at this SBIOI



Updates

- CMMC Working Group has stood up
 - Government Lead – Jesse Seaton
 - Government Facilitator - Christy Christopher
 - Industry Facilitator – Malcolm Potts

The purpose of the team is to have representation from both Industry and the Government to work together to determine some best practices to move forward on implementing CMMC.



CMMC Working Group Members

Shondra Hines, GOV
Kevin Thorpe, GOV
Christy Christopher, GOV
John (Reed) Sauter, GOV
Jessica Stogner, GOV
Levi Williams, GOV
Glenn Hoffman, GOV
Tony Wespy, GOV
Josh Frost, GOV

Alamin Ahmadnour, GOV
Maria Calderon, SRC2
Jennifer Ash, LCE
Malcom Potts, Ameer Bay/ CIC
Derrick Nixon, KBR
BAH Corp, CMMC experts (2)
Linda Resler, (SAIC)
Jesse Seaton, GOV
Robin Rourk, GOV

Michele Deforest, GOV
Chris Brown, GOV
2.0 N-0/05, TBD, GOV
Ron Montgomery, GOV
Frank McAlhany, GOV
Dale Messer, GOV
Stuart Foster, GOV
Damon Shivers, GOV
Contract Spec, TBD, GOV



Upcoming Actions

- CMMC Working Group actions/ recommendations
- Next CIC meeting – December 4



Q&A Session



Naval Information Warfare Center Atlantic

NavalX Palmetto Tech Bridge Prize Challenge 2021

Charleston Defense Industry Association
SBIOI Virtual Symposium

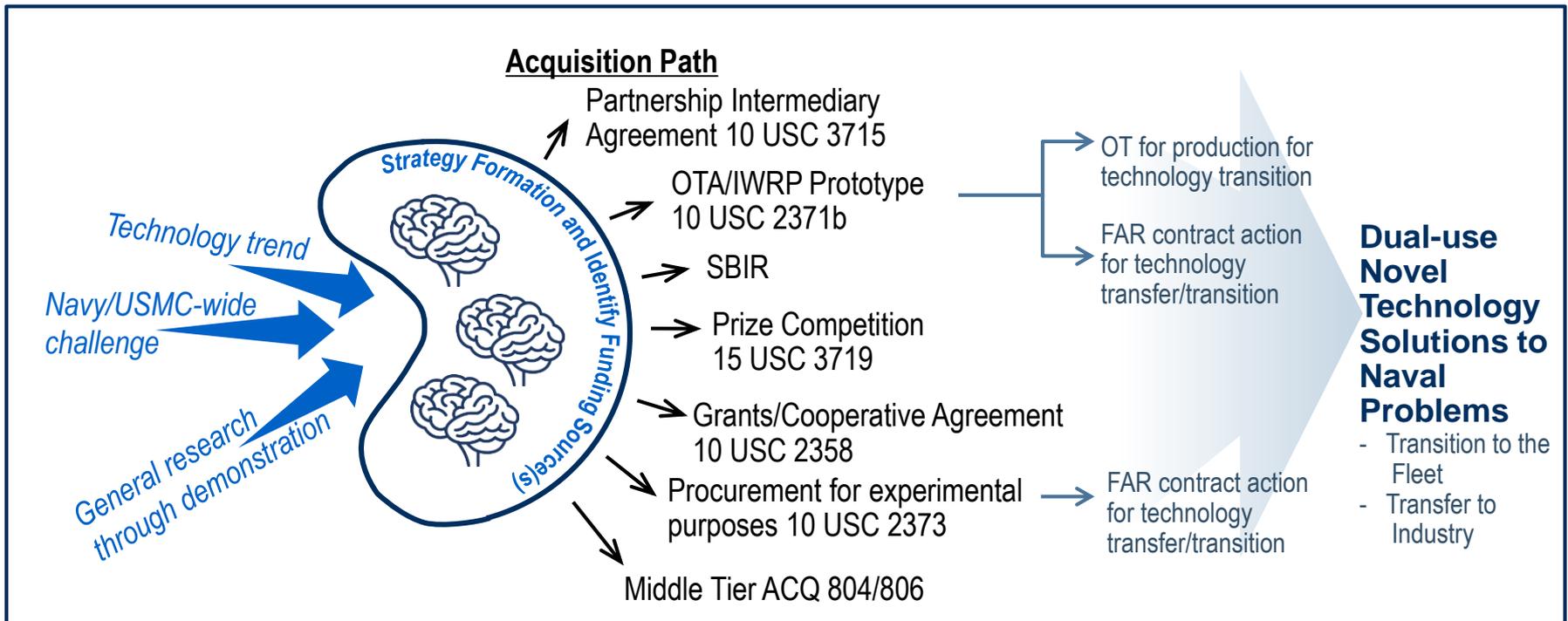
14 October 2020



Michael Merriken
Director, Palmetto Tech Bridge
NIWC Atlantic

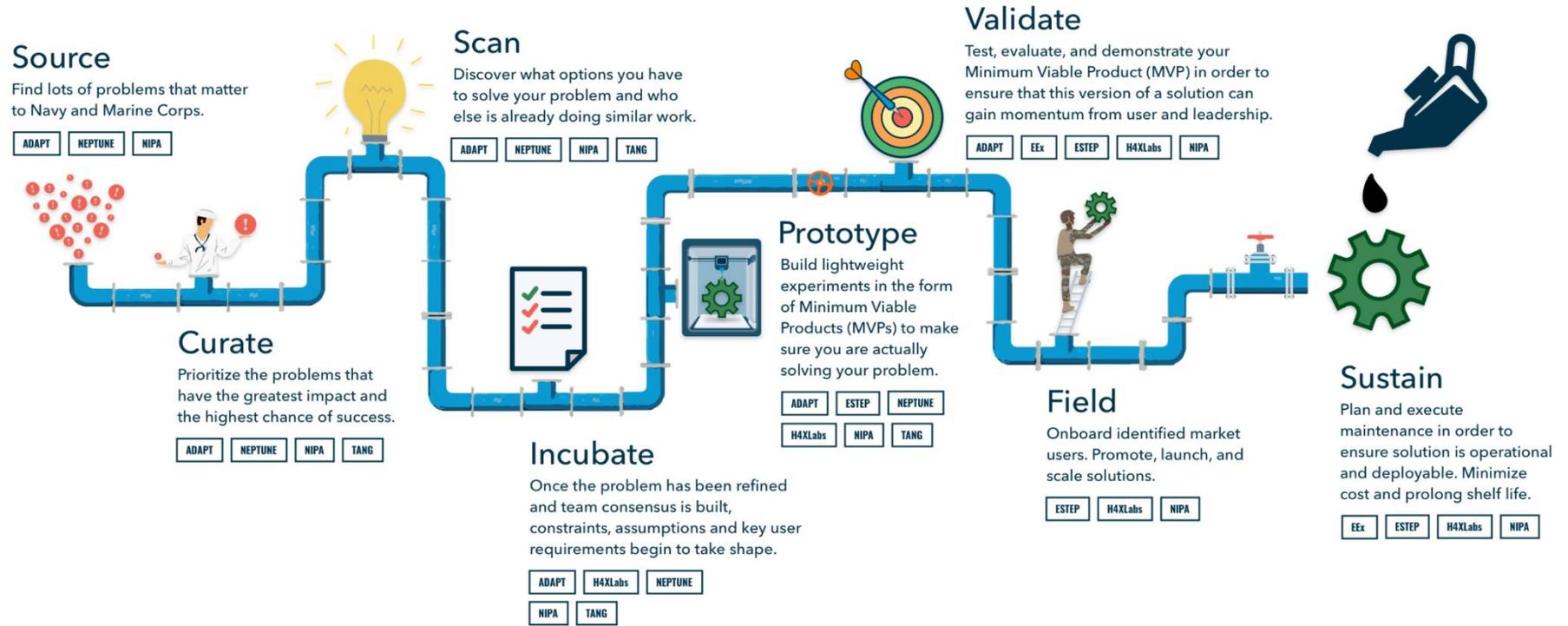
Palmetto Tech Bridge

- ▼ Looking at technology trends and rapid acquisition
- ▼ Working large problem sets applicable to Fed/State Gov't, Private Sector and Academia
- ▼ Not an independent acquisition authority



Palmetto Tech Bridge

NAVALX Innovation Pipeline



- ▼ Technical Focus Area
 - Cyber Security
 - Autonomous Systems
 - Advanced Communications
 - Advanced Manufacturing

▼ Prize Challenge 2021

- Encourage greater collaboration and partnerships with industry and academic partners.
 - Lower barriers of entry for traditional and non-traditional partners.
- Increase use of non-FAR based acquisition strategies in increase the speed from technology inception to the warfighter.
- The 2021 Prize Challenge will award \$10,000 at the 2021 CDCA Defense Summit to the winners in each of the Topic areas.

▼ Topics

- Robotic Process Automation (RPA)
 - NIWC Atlantic is seeking RPA expertise to understand Enterprise RPA solutions that provide unattended bots that can be scheduled or triggered based on input received.
- PNT – Position, Navigation, and Timing
 - Brief description coming soon

Palmetto Tech Bridge

▼ Schedule

- Stage 1: Submissions 15 October – 13 November 2020
 - 4 page White Paper
 - Judging: November 16 - December 15 2020
 - Invitation to Participants for Oral Presentations by 15 January 2021
 - RSVP by 21 January 2021
- Stage 2: Oral Submissions briefs provided by 23 February 2021
 - Oral Presentations on 3 March 2021
 - Government-only audience
 - Presenters provided two complementary Exhibit Hall passes to 2021 CDCA Defense Summit
 - Winners Announced 5 March 2021 at CDCA Defense Summit

▼ Information Outlets

- Palmetto Tech Bridge Information and 2021 Prize Challenge information - <https://www.public.navy.mil/navwar/Atlantic/Pages/PalmettoTechBridge.aspx>
- NavalX Information - <https://www.secnav.navy.mil/agility>
- Participants are encouraged to visit the CDCA website (<https://www.charlestondca.org/cdca-summit-14>) for more Summit details and additional information on obtaining full Summit access.

▼ Contacts

- 2021 Prize Challenge Questions
 - ssc_lant_t2.fct@navy.mil
- Palmetto Tech Bridge Questions
 - Michael.Merriken@navy.mil

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Questions?



Thank you for attending our Virtual SBIOL.

The NIWC Atlantic briefs will be available at:

<https://www.public.navy.mil/navwar/Atlantic/Pages/ForIndustry.aspx>

All other briefs will be available at the CDCA member website:

www.charlestandca.org