Space and Naval Warfare Systems Command

Doing Business with SPAWAR

March 2019

Presented to: Industry
Presented by: SPAWAR Office of Small Business Programs
“...great power competition, not terrorism, is now the primary focus of U.S. national security”
- Secretary of Defense James Mattis

“America’s military has no preordained right to victory on the battlefield.”
- National Defense Strategy
Supporting the National Defense Strategy

“We’re going to compete, we’re going to deter, we’re going to win.”

- Admiral John Richardson
  Chief of Naval Operations

Today’s most advanced platforms are nodes in the network and exponentially more effective with a resilient and secure ashore and afloat data reach back.
Supporting Our Navy

People: 10,000+ Military and Civilian Personnel
Location: Co-located Worldwide with the Fleet
Budget: Over $7 billion (73% Contracted to Private Industry)

SPAWAR Is the Technical Authority for Navy C4I, Business IT and Space Systems
NAVY INFORMATION WARFARE

**LEAD**
Sets policies, designates funding and oversees all aspects of the Navy cyber mission.

**ACQUIRE**
Develops, delivers and sustains cyber warfighting capabilities from seabed to space.

**PREPARE**
Mans, trains and equips cyber technical experts to dominate the cyber realm.

**FIGHT**
Actively engages the cyber battlespace to counter and fight cyber threats worldwide.

SEABED TO SPACE
SPAWAR identifies, develops, delivers and sustains information warfighting capabilities supporting naval, joint, coalition and other national missions.
SPAWAR OSBP Organizational Overview

RADM C.D. Becker  
Commander, SPAWAR

Mr. Pat Sullivan  
Executive Director  
SPAWAR

CAPT Mel Yokoyama  
Commanding Officer  
NIWC Pacific

CAPT Wesley Sanders  
Commanding Officer  
NIWC Atlantic

Mr. Mark McLain  
Director, SPAWAR / PEO  
Office of Small Business Programs (OSBP)

Ms. Lea Sommese  
Deputy OSBP (HQ)

Ms. Angela King  
Deputy OSBP (HQ)

Mr. Tuan Doan  
Deputy OSBP (HQ)

Ms. Mary Lake  
Deputy OSBP  
(NIWC Pacific)

Ms. Ida Lirette  
Deputy OSBP  
(NIWC New Orleans)

Vacant  
Deputy OSBP  
(NIWC Atlantic)

Ms. Robin Rourk  
Deputy, OSBP  
(NIWC Atlantic)
Are You Ready to Market to SPAWAR?

- Identify your Federal Supply Classification Code (product) or Service Code (service) at https://www.acquisition.gov/PSC_Manual
  - EX: 7021 Information Technology Central Processing Unit, Digital
  - EX: D302 IT and Telecom - Systems Development
  - EX: 334111 Electronic Computer Manufacturing
  - EX: 541512 Computer Systems Design Services
- Identify NAICS code Size Standard at http://www.sba.gov/content/table-small-business-size-standards
  - EX: 334111 1,250 number of employees
  - EX: 541512 $27.5M average annual receipts preceding 3 years
Ensure that the NAICS codes and Federal Supply codes and/or Service codes you select are also loaded under your profile in the System for Award Management (SAM).

Acquisitions for supplies must be classified under the appropriate manufacturing or supply NAICS code, not under a Wholesale Trade or Retail Trade NAICS code (13 CFR 121.402).

Size Standards based on annual receipts (services) are determined by the concern’s three most recently completed fiscal years.

Size Standards based on number of employees are determined by the concern’s 12 most recently completed calendar months (not its calendar year).
How to view SPAWAR Opportunities

- Register in Federal Business Opportunities at https://www.fbo.gov
- Register in SPAWAR e-Commerce Central at https://e-commerce.sscno.nmci.navy.mil
- Be a prime or subcontractor on the SEAPORT-e Multiple Award Contract at http://www.seaport.navy.mil/
- Interested SBIR/STTR solicitations for the DoD (including SPAWAR) go to https://www.acq.osd.mil/osbp/sbir
- Check out the SPAWAR Long Range Forecast on SPAWAR e-Commerce or on SPAWAR Small Business Web page at http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx
https://www.fbo.gov
Federal Business Opportunities (FBO) is the mandatory procurement portal for all Federal Government contracting actions over $25K with the exception of task and delivery orders off multiple award contracts.

Register your firm and load your North American Industry Classification Standard (NAICS) codes, Product Service Codes (PSC) and keywords.

Anytime an effort containing one of your codes or keywords is processed through FBO your firm will receive an e-mail letting you know that you have an opportunity to review.

- The opportunity could be a request for a quote (RFQ), request for a proposal (RFP) or request for information (RFI) that could lead to the effort being set aside for small business.

Within the opportunity there will be an optional link to view additional information on the effort which will take you to the agency’s site.
Register Here

https://e-commerce.sscno.nmci.navy.mil
SPAWAR e-Commerce Information

- SPAWAR e-Commerce is SPAWAR’s procurement portal.
- Under the different tabs you will be able to view Headquarters, NIWC Atlantic and NIWC Pacific open solicitations, market surveys & future opportunities, special notices, open broad agency announcements and much more.
- Register your firm the same way you did in FBO, you will also receive an e-mail from our site letting you know that you have an opportunity to review.
- The SPAWAR Long Range Forecast (LRF) and NIWC Atlantic’s and NIWC Pacific’s new acquisition strategy decisions are posted in the news section as well to keep you informed.
SEAPORT-e Multiple Award Contract

http://www.seaport.navy.mil/

SeaPort-e® is the Navy's electronic platform for acquiring support services in 22 functional areas including Engineering, Financial Management, and Program Management. The Navy Systems Commands (NAVSEA, NAVAIR, SPAWAR, NAVFAC, and NAVSUP), the Office of Naval Research, Military Sealift Command, and the United States Marine Corps compete their service requirements amongst 2400+ SeaPort-e® IDIQ multiple award contract holders. The SeaPort-e® portal provides a standardized, efficient means of soliciting offers from amongst the diverse population of large and small businesses and their approved team members. All task orders are competitively solicited, awarded and managed using the SeaPort-e® platform. Since nearly 85% of its contract-holders are small businesses, the SeaPort-e® approach to acquiring services provides opportunity that fuels the Nation's engine of job growth.

Simply stated, SeaPort-e® provides an efficient and effective means of contracting for professional support services and enhancing small business participation. I encourage you to navigate through this website to learn more about SeaPort-e® and our industry partners. The Navy conducts rolling admissions to allow new industry partners the opportunity to participate. Updates to the Rolling Admissions schedule are posted on this website.

As members of the Navy team, we are professional sailors and civilians - a diverse and agile force exemplifying the highest standards of service to our Nation, at home and abroad, at sea and ashore. With SeaPort-e®, you too can join our team of dedicated professionals committed to our Nation's Navy.

Cindy R. Shaver
Director of Contracts
Naval Sea Systems Command
SEAPORT-e Information

▶ SPAWAR uses the SEAPORT-e MAC for support services (non-mission product) requirements.

▶ SEAPORT-e is a NAVSEA IDIQ MAC vehicle that is used to acquire support services in 22 functional areas.
  – Currently, there are no more on ramps to this MAC planned however there are plenty of opportunities to partner with the current contract holders for subcontracting opportunities.
  – Visit the site for additional information.

▶ NGEN SEAPORT to be awarded for usage in 2019
  – Task orders can still awarded through 12/31/2019 on the current SEAPORT-e MAC
SBIR/STTR solicitations for all the DoD are available at https://www.acq.osd.mil/osbp/sbir/
SBIR/STRR Program Information

▼ All DoD SBIR/STTR solicitations are available at https://www.acq.osd.mil/osbp/sbir

▼ Navy specific SBIR/STTR solicitations are available at: https://www.navysbir.com/overview.htm

▼ Navy SBIR/STTR POCs are available at http://www.navysbir.com/pm-poc.htm
United States Code Title 15, Section 637(A) (12) (C), requires the Department of the Navy to prepare a three-year forecast of expected contract opportunities and make the forecast available to small businesses. This is the most recent release of SPAWAR’s Long Range Acquisition Forecast. This forecast contains the known SPAWAR requirements (valued at $150,000 or more, excluding MAC IDIQ task order awards other than SEAPORT). The forecast is informational only and does not constitute an offer or commitment by the Navy to fund, in whole or part, the opportunities referenced herein. This listing is not all inclusive and is subject to change. Vendors shall not contact any contracting or technical personnel regarding this information and all inquiries shall be submitted via email to SPAWARSBO@navy.mil.

You’ve got questions. We’ve got answers!

The Small Business program is a dynamic advocacy that provides training, advice, and guidance to ensure quality solutions for Navy and Marine Corps acquisitions and maximizes contracting opportunities to small businesses.

<table>
<thead>
<tr>
<th>Points of Contact:</th>
<th>Click any of the items below for more details:</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPAWAR Headquarters: San Diego</td>
<td></td>
</tr>
<tr>
<td>Phone: (619) 524-7701</td>
<td></td>
</tr>
<tr>
<td>Email: <a href="mailto:spawarsbo@navy.mil">spawarsbo@navy.mil</a></td>
<td></td>
</tr>
<tr>
<td>Fax: (619) 221-5521</td>
<td>SPAWAR Long Range Forecast November 2018 (XLSX)</td>
</tr>
<tr>
<td></td>
<td>SPAWAR FY19 and FY20 Small Business Strategy (PDF)</td>
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</table>
LRF can be found on the SPAWAR OSBP corporate website at: http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx.

The forecast is a combined SPAWAR forecast with opportunities for SPAWAR Headquarters, NIWC Atlantic and Pacific.

The forecast is updated every six months (May & November) and includes task orders being competed against the SEAPORT-e multiple award contract vehicle.

Additionally, the forecast is posted on the SPAWAR e-Commerce site under the News section.
<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Target</td>
<td>Result</td>
</tr>
<tr>
<td>SB Overall</td>
<td>28.71%</td>
<td>31.95%</td>
</tr>
<tr>
<td>SDB</td>
<td>14.35%</td>
<td>13.51%</td>
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<tr>
<td>SDVOSB</td>
<td>5.58%</td>
<td>5.48%</td>
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<td>WOSB</td>
<td>9.13%</td>
<td>7.33%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>2.38%</td>
<td>1.40%</td>
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</table>

FY18 eligible $/actions = $5.052B/ 13,909
FY17 eligible $/actions = $4.840B/ 15,266
<table>
<thead>
<tr>
<th>NAICS</th>
<th>SB Size Standards in $M</th>
<th>SB Size Standards in # Employees</th>
<th>Description</th>
<th>Action Obligated</th>
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<tbody>
<tr>
<td>541330</td>
<td>* $38.5 / $15</td>
<td>N/A</td>
<td>ENGINEERING SERVICES</td>
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<tr>
<td>541512</td>
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<td>334290</td>
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<td>541519</td>
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<td>* 150</td>
<td>OTHER COMPUTER RELATED SERVICES</td>
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<tr>
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<td>SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING</td>
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<tr>
<td>NAICS</td>
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<td>SB Size Standards in # Employees</td>
<td>Description</td>
<td>Action Obligated</td>
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<tr>
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<td>RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING</td>
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<td>541519</td>
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<td>**443120</td>
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<td>COMPUTER AND SOFTWARE STORES</td>
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<td>541712</td>
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<td>334111</td>
<td>N/A</td>
<td>1,250</td>
<td>ELECTRONIC COMPUTER MANUFACTURING</td>
<td>$24,035,974</td>
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</table>
* Dependent on the procurement

** NAICS code 443120 Computer and Software Stores was replaced by NAICS code 443142 Electronic Stores in 2012 and has a size standard of $32.5M
SPAWAR Small Business Targets for FY19

**FY19**

- SB Overall: 29.71%
- SDB: 12.57%
- SDVOSB: 5.49%
- WOSB: 7.41%
- HUBZone: 1.40%

**FY18**

- SB Overall: 29.71%
- SDB: 14.35%
- SDVOSB: 5.58%
- WOSB: 9.13%
- HUBZone: 2.38%

Targets are a percent of obligated dollars
SPAWAR CONTRACTS BY STATE
FY 2018 TOTAL OBLIGATIONS: $5,339 MILLION

Legend
- Numbers represent SPAWAR’s net contract obligations during Fiscal Year 2018 ($ Millions)
- **Yellow Text** states represent top 2 states with the most direct business (> $1 Billion)

Source: FPDS-NG as of 11/5/18
Small Business Programs – Sole Source Authorities

8(a) Business Development Program
FAR 19.805-1

- No J&A for awards under thresholds:
  - $7M for manufacturing NAICS
  - $4M all other NAICS
- SBA offer letter should document rationale above thresholds up to $22M
- J&A required above $22M
- SBA may accept sole source requirements above thresholds for concerns owned by an Indian tribe or an Alaskan Native Corporation [FAR 19.805-1(b)(2)] or a Hawaiian Native Organization [DFARS 219.805-1]

Historically Underutilized Business Zone (HUBZone)
FAR 19.1306

- J&A required
- Estimated value exceeds SAT
- Thresholds:
  - < $7M for manufacturing NAICS
  - < $4M all other NAICS
- No reasonable expectation of 2 or more HUBZones
- HUBZone set-asides must be considered before HUBZone sole source awards
- Not being performed by an 8(a) or accepted under the 8(a) program

Service-Disabled Veteran-Owned Small Business (SDVOSB)
FAR 19.1406

- J&A required
- Thresholds:
  - < $6.5M for manufacturing NAICS
  - < $4M all other NAICS
- No reasonable expectation of 2 or more SDVOSBs
- SDVOSB set-asides must be considered before SDVOSB sole source awards
- Not being performed by an 8(a) or accepted under the 8(a) program

Women-Owned Small Business (WOSB) and Economically Disadvantaged Women-Owned Small Business (EDWOSB)
FAR 19.1506

- J&A required
- NAICS assigned must be authorized under WOSB / EDWOSB program
- Thresholds:
  - < $6.5M for manufacturing NAICS
  - < $4M all other NAICS
- No reasonable expectation of 2 or more WOSBs / EDWOSBs
- Not being performed by an 8(a) or accepted under the 8(a) program
- Apparent successful offeror files eligibility documents [FAR 19.1503(c)]
SPAWAR Headquarters Office of Small Business Programs (OSBP)

- Phone (619) 524-7701 or e-mail: spawarsbo@navy.mil
- Mr. Mark Mclain, Director for Small Business mark.mclain@navy.mil
- Ms. Angela King, Deputy for Small Business angela.king@navy.mil
- Mr. Tuan Doan, Deputy for Small Business tuan.doan@navy.mil
- Ms. Lea Sommese, Deputy for Small Business lea.sommese@navy.mil

Naval Information Warfare Center (NIWC) Atlantic OSBP

- Ms. Robin Rourk, Deputy for Small Business Phone: (843) 218-5284 or email: robin.rourk@navy.mil
- Ms. Ida Lirette, Deputy for Small Business (NIWC New Orleans) Phone: (504) 697-5599 or email: ida.lirette@navy.mil
Naval Information Warfare Center (NIWC) Pacific OSBP

- Ms. Mary Lake, Deputy for Small Business
  Phone: (619) 553-1128 or e-mail: mary.lake@navy.mil

SPAWAR Small Business Innovation Research (SBIR) & Rapid Innovation Fund (RIF) Programs

- Mr. Shadi Azoum, Program Manager (PM) SBIR & RIF Programs
  Phone: (619) 524-7663 or email: shadi.azoum@navy.mil