

# NAVSUP Weapon Systems Support



#### **Small Business Opportunities**

May 11, 2016 Katherine Rachubinski



#### **Two Locations in Pennsylvania**





### **Getting Started**

There are a few steps that suppliers can take in order to maximize their their opportunities with the NAVSUP WSS

- Register in the System for Award management (SAM)
- Register with the Navy Electronic Commerce Online (NECO) and set up a profile to be notified of opportunities
- ➤ Monitor the Federal Business Opportunities (FBO) website for requirements that are not listed in NECO. FBO is designated as the government point-of-entry for ALL Federal Government procurement opportunities over \$25,000.00.
- ➤ For Navy/Marine Aviation, establish an account with the NAS North Island Drawing repository.
- Fill out DD Form 2345 "Military Critical Technical Data Agreement and forward to Battle Creek, without this document, you cannot receive critical data required to manufacture, repair, or inspect Government items.
- Familiarize yourself with the Federal Procurement Data System-Next Generation (FPDS-NG). This is a valuable tool in reviewing contract history.



# **Top Small Business NAICS**

#### **Maritime**

#### **Aviation**

334515 Mfg. Measuring Instruments	336413 Aircraft Parts/Aux. Equip Mfg.
334412 Electronic Components	336412 Aircraft Engine/Engine Parts
333513 Machine Tool Manufacturing	334511 Search, Detection, Navigation
332912 Fluid Power Valve/Hose Fitting	333314 Optical Instrument/Lens
332911 Valves, Non powered	334210 Communications. Equip. Mfg.
331491 Nonferrous Metal	334412 Printed Circuit Boards
332722 Nuts and Washers	335999 Electrical Equipment
332999 Fabricated Metal Product Mfg.	332912 Fluid Power Valve/Hose



## **WSS Unique Challenges**

- Lack of available Technical Data / Drawings and/or Specifications
- Shortages of raw material sources (exotic metals)
- Low demand
- Parts require unique machining, inspection requirements
- Primes unwilling to release data, special process specifications.
- NDT requirements becoming highly specialized
- Some cases require GFE to aid in development of a source

#### Source Approval required on most items



# WSS Process for Review of Potential Source

- Review current contract history and identify sole source procurements.
- Determine Criticality of item (CSI)(CAI).
- Identify future requirements based on usage. (Quantities are Important!).
- Determine availability of data and permissions (Not Proprietary).
- Match manufacturing/repair sources with item/demand. (FPDS)
- Ensure source is registered in System for Award Management (SAM)
- Ensure completion of Military Critical Technical Data Agreement DD Form 2345
- Provide all drawings, specifications and Illustrations to perspective source.
- Instruct vendor on the Source Approval Request (SAR) Process.
- Perform Site visit, review capabilities, Quality System, Contract History.











#### **Source Approval Process**

- For Aviation spares/repairs contact Robert Hughes NAVSUP WSS, <a href="mailto:robert.w.hughes@navy.mil">robert.w.hughes@navy.mil</a> / 215-697-5994
- Request a copy of the Source Approval Brochure for complete instructions
- > CAT I Actual manufacturer for the Prime (Delivered product last 3 years)
- CAT II seeking approval based on similar item (Aviation)(past 3 years)
- Must be willing to provide all, material, manufacturing, inspection, special process documentation. (Data is stored in a secure location).
- > A Site visit may be performed to determine complete capability.
- CSI approval performed by FST/Engineer 60-90 days
- ➤ CAI approval performed by NAVSUP WSS Engineering < 30 days.
- Ask for assistance!

#### You can help us reach our goals!



#### **Points of Contact**

Ms. Katherine Rachubinski
Associate Director Small Business
NAVSUP WSS Philadelphia
Katherine.rachubinski@navy.mil





Ms. Linda Koone
Small Business Specialist
NAVSUP WSS Mechanicsburg
Linda.koone@navy.mil



Mr. Robert Hughes
Small Business Technical Advisor
NAVSUP WSS
Robert.w.hughes@navy.mil