



**NAVSEA**  
**Contracts Directorate**  
**(SEA 02)**

**Cybersecurity Industry Day**

**October 30, 2015**



# INTRODUCTION

Each year, NAVSEA processes approximately 60,000 contracting actions, obligating approximately \$30 billion. With nearly 20 percent of the Navy's annual budget, NAVSEA utilizes a wide variety of acquisition methods at HQ and our field activities to award and manage this volume of contracts.



# NAVSEA Contracting Competency

**Cindy R. Shaver (SES)**  
**Director of Contracts**  
**SEA 02**

**Associate Director of Contracts**  
**SEA 02B**

**Purchase Card**  
**SEA 02P**

**Chief of Staff**  
**SEA 02C**

**Dir., Contracts Policy & e-Biz Div.**  
**SEA 021**

**Deputy Dir. for e-Biz**  
**SEA 0211**

**Deputy Dir. for Contracts Policy**  
**SEA 0212**

**Dir., Shipbuilding Contracts Div.**  
**SEA 022**

**Deputy Dir., Shipbuilding**  
**SEA 022B/C**

**Dir., Fleet Support Contracts Div.**  
**SEA 024**

**Deputy Dir., Fleet Support**  
**SEA 024B/C**

**Dir., Surface Systems Contract Div.**  
**SEA 025**

**Deputy Dir., Surface Systems**  
**SEA 025B/C**

**Dir., Undersea Systems Contracts Div.**  
**SEA 026**

**Deputy Dir., Undersea Systems**  
**SEA 026B/C**

**Field Procurement Offices**

- SS Newport News
- SS Gulf Coast
- SS Bath
- SS Groton

- Portsmouth NSY
- MA/SW/SE/NW RMCs
- PHNSY & IMF

- NSWC Philadelphia
- NSWC Crane
- NSWC Dahlgren
- NSWC Port Hueneme
- NSWC Corona

- NUWC Keyport
- NUWC Newport
- NSWC Panama City
- NSWC Indian Head
- NSWC Carderock

**Customers**

- PEO Ships
- PEO Subs
- PEO Carriers
- PEO LCS
- SEA 08

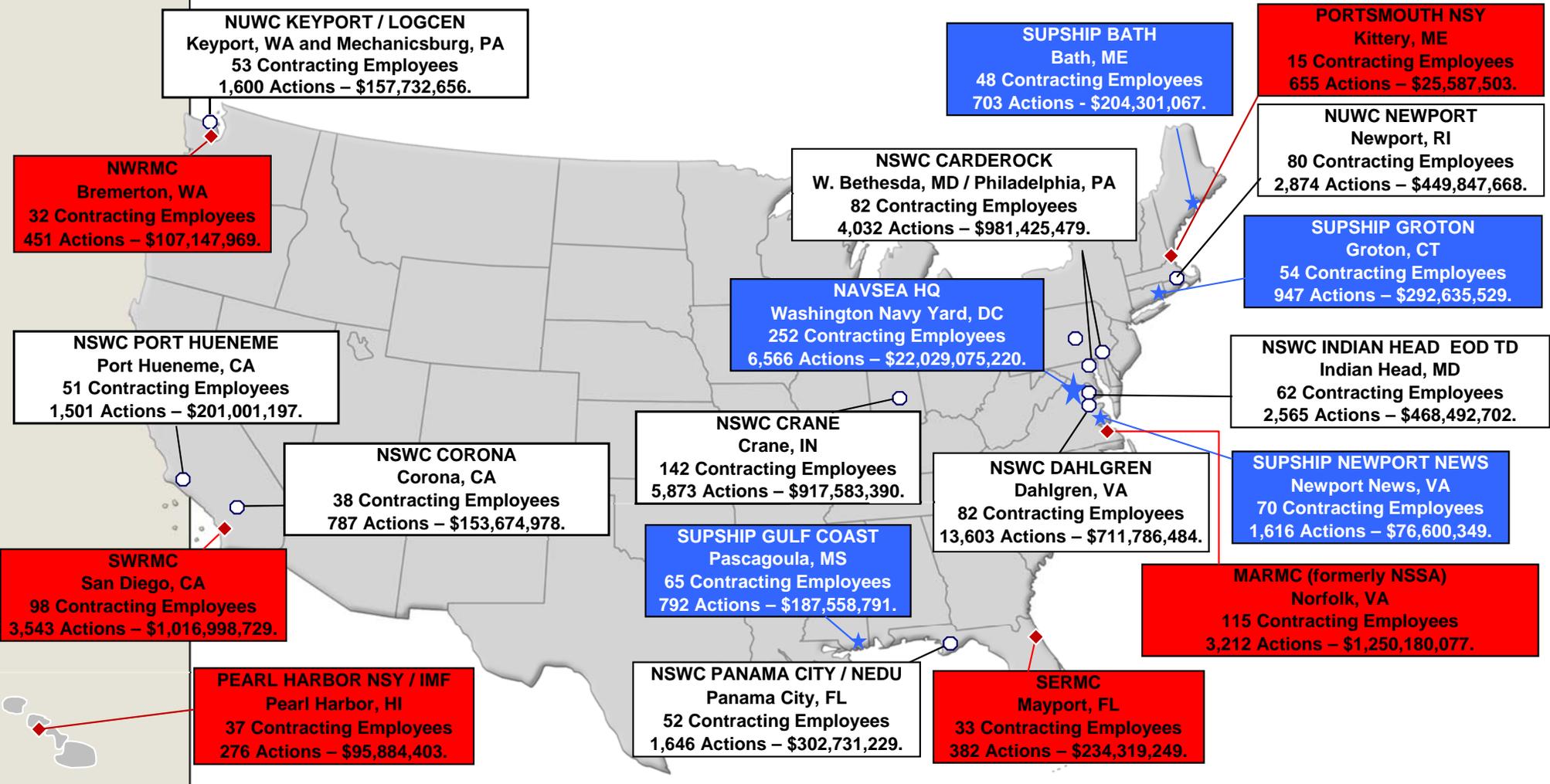
- SEA 21
- SEA 04
- PEO LCS
- PEO Carriers
- SEA 07

- PEO IWS

- PEO Subs
- PEO LCS
- UARCs
- SeaPort (All NAVSEA HQ)



# NAVSEA Contracting Competency – FY14



**1,461 People – 53,624 Actions – \$29.864 B**

★ General Fund:	489 People	10,624 Actions	\$22.790 Billion
○ Working Capital Fund:	642 People	34,481 Actions	\$ 4.344 Billion
◆ Fleet Funds:	330 People	8,519 Actions	\$ 2.730 Billion



# Doing Business with NAVSEA

The responsibility to efficiently maintain a fleet of nearly 300 ships, systems and their support infrastructure is a huge undertaking, and success is only possible through ongoing partnerships between NAVSEA and its large and small business partners in industry. NAVSEA contracts for the following:

- Ships, shipboard weapons and combat systems
- Design and integration
- Maintenance and repair
- Modernization and conversion
- Technical, industrial and logistic support
- Engineering and professional services
- Research and Development



# Doing Business with NAVSEA

Within these broad categories lie many opportunities for participation in commercial enterprises.

- **Prime/Sub-Contractors:** Due to the huge volume of contracts managed, NAVSEA uses a prime/subcontracting strategy to most efficiently serve the defense needs of the country and the men and women in uniform. Prime contracts are awarded to large and small business contractors. Thousands of related contracts for labor, manufacturing, supply and other needs are coordinated through subcontracting arrangements between the prime and its partners. Primes are often mandated to complete a portion of their prime contracts using small businesses.
- **FedBizOpps:** Qualified vendors can search this online site to monitor and retrieve current procurement opportunities and general contracting information. This is the single government point-of-entry for federal procurement opportunities greater than \$25,000. For information on how to get started, visit [www.fbo.gov](http://www.fbo.gov)
- **General Seaport contracting questions –**
  - SEAPORT\_EPCO@Navy.Mil



# Doing Business with NAVSEA

- **SeaPort Enhanced (SeaPort-e)** is the Navy's preferred method of competitively procuring services in twenty-two functional areas.
- SeaPort-e's electronic procurement of technical, engineering, and other professional services represent a key strategy to meeting NAVSEA's contracting needs. Interested vendors apply during SeaPort's rolling admission process to be awarded a SeaPort-e multiple award contract (MAC). The MAC is equivalent to a license to compete for work under the SeaPort-e program. All types of small business set-asides are recognized under Seaport-e, which has a goal of 33 percent of all awards going to small businesses as primes and a 20 percent goal for subcontracting to small businesses as part of the unrestricted awards. Details on admission to SeaPort-e are available on its website at [www.seaport.navy.mil](http://www.seaport.navy.mil)

# Small Business Opportunities

- **Small Business Opportunities:** The Navy buys more than \$12 billion in goods and services each year from its small businesses partners. At NAVSEA alone, small business invoices annually total more than \$2 billion. Interested businesses are encouraged to visit the Department of Defense Office of Small Business Programs [www.acq.osd.mil/osbp](http://www.acq.osd.mil/osbp) and the Navy's Office of Small Business Programs [www.secnav.navy.mil/smallbusinesses/](http://www.secnav.navy.mil/smallbusinesses/) websites.
- NAVSEA also relies on the technical innovations of America's small business entrepreneur. NAVSEA invites technical proposals from high-tech small businesses to help solve tough technical engineering and scientific challenges, either individually through the Small Business Innovative Research (SBIR) program or in cooperation with a research university through the Small Business Technology Transfer program <http://www.acq.osd.mil/osbp/sbir>

# Small Business Opportunities

- For businesses unfamiliar with federal contracting, the following 10-step tutorial provides step-by-step guidance:  
<http://www.secnav.navy.mil/smallbusiness/pages/doing-business.aspx>
- NAVSEA can also assist small businesses, including veteran-owned, service-disabled veteran-owned, HUBZone, small disadvantaged, and women-owned small business enterprises in marketing their products and services to NAVSEA. Small business representatives may contact NAVSEA's Associate Director of Small Business Programs at 202-781-3965 for more information about doing business with NAVSEA.

# Other Business Opportunities

- More than half of NAVSEA's small business opportunities are awarded through the surface and undersea warfare centers. A number of these technical facilities are in close proximity to Washington, D.C. at Dahlgren, Va.; West Bethesda, Md.; and Indian Head, Md., but similar opportunities are available at other warfare centers across the country: Newport, R.I.; Panama City, Fla.; Crane, Ind.; Port Hueneme, Calif; Corona, Calif.; Philadelphia, Pa.; and Keyport, Wa.
- Additional business opportunities exist at the Regional Maintenance Centers (RMC), Shipyards and Supervisors of Shipbuilding, Conversion & Repair (SUPSHIP) activities with contracting authority. The RMCs are the Mid-Atlantic RMC - Norfolk, VA, South East RMC - Mayport, FL, South West RMC - San Diego CA and the Northwest RMC - Bremerton WA. The shipyards are Portsmouth Naval Shipyard –Portsmouth, NH, Norfolk Naval Shipyard, Portsmouth, VA and Pearl Harbor Naval Shipyard – Pearl Harbor, HI. The SUPSHIP activities are: SUPSHIP - Bath, ME, SUPSHIP – Newport News, VA, SUPSHIP – Gulf Coast, Pascagoula MS and SUPSHIP – Groton, CT.



# Long Range Acquisition Forecast

Agency identification Information		Requirement Description							
Requiring Office	Contracting Office	Requirement Title	Requirements Description	Anticipated Total Value (Including Options)	Anticipated Solicitation / RFP Date Year Quarter		Anticipated Award Date Year Quarter		
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	University Affiliated Reseach Center, University of Texas at Austin	University Affiliated Reseach Center (UARC) IDIQ Applied Research Laboratory, University of Texas at Austin (ARL/UT)	\$1,300,000,000	2016	QTR 2	2017	QTR 2	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	CVN 73 Refueling Complex Overhaul Accomplishment	CVN 73 Refueling Complex Overhaul Accomplishment	\$2,500,000,000	2016	QTR 1	2017	QTR 4	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	CVN 78 Post-Shakedown Availability/Selected Restricted Availability Execution	CVN 78 Post-Shakedown Availability (PSA)/Selected Restricted Availability (SRA) Execution	\$300,000,000	2016	QTR 1	2016	QTR 4	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	CVN 74 Refueling and Complex Overhaul Advance Planning	CVN 74 Refueling and Complex Overhaul Advance Planning	\$750,000,000	2016	QTR 1	2017	QTR 4	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	CVN 78 Hull Planning Yard efforts, FY18-22	CVN 78 Hull Planning Yard efforts	\$50,000,000	2016	QTR 2	2018	QTR 1	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	Private Sector Maintenance for Pacnorwest CVN ships	Private Sector Maintenance (PSM) Contract for Pacnorwest CVN 65, 68, and 78 Class Aircraft Carriers homeported in and visiting Puget Sound, WA	\$150,000,000	2016	QTR 2	2019	QTR 2	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	Private Sector Maintenance for San Diego CVN Propulsion Integration	Private Sector Maintenance (PSM) Contract for San Diego CVN 65, 68, and 78 Class Ships Propulsion Integration and Planning Yard efforts	\$115,000,000	2016	QTR 4	2018	QTR 3	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	CVN 75 Planned Incremental Availability nuclear/propulsion work package; FY16	FY16 USS HARRY S TRUMAN (CVN 75) Planned Incremental Availability (PIA) nuclear/propulsion work package	\$50,000,000	2016	QTR 1	2016	QTR 2	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	CVN 80 Detail Design and Construction; FY18 CVN 80 Detail Design and Construction		\$7,000,000,000	2016	QTR 1	2018	QTR 2	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	ex-CVN 65 Dismantling and Ship-shaping; FY16	ex-CVN 65 Dismantling and Ship-shaping	\$5,000,000	2016	QTR 1	2016	QTR 3	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	X-Band Illuminator; FY17-21	Enterprise X-Band Illuminator	\$50,000,000	2016	QTR 3	2017	QTR 4	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	US Coast Guard Offshore Patrol Cutter Multi-Mode Radar; FY17-21	US Coast Guard Offshore Patrol Cutter (OPC) Multi-Mode Radar	\$53,000,000	2016	QTR 2	2017	QTR 2	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	Dual Band Radar Design Agent Services; FY18-22	Dual Band Radar Design Agent Services	\$40,000,000	2016	QTR 2	2018	QTR 1	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	Dual Band Radar Basic Ordering Agreement; FY18-22	Dual Band Radar - Basic Ordering Agreement (BOA)	\$40,000,000	2016	QTR 2	2018	QTR 1	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	AN/SPY-1 Capability Improvement Engineering; FY18-22	AN/SPY-1 Capability Improvement Engineering Services	\$40,000,000	2016	QTR 2	2018	QTR 1	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	SQQ89 Sonar Technology Insertion-18 Production; FY18-20	SQQ89 Sonar Technology Insertion-18 Production	\$220,000,000	2016	QTR 1	2018	QTR 4	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	SQQ89 Sonar Installs; FY16	SQQ89 Sonar Installs	\$8,000,000	2016	QTR 2	2016	QTR 3	
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	SQQ89 Sonar Installs; FY17- Quarters 1 & 2	SQQ89 Sonar Installs; FY17- Quarters 1 & 2	\$8,000,000	2016	QTR 4	2017	QTR 1	



# Cybersecurity POC

- Contracting Officer - (202) 781-5488