

▶ SMALL BUSINESS

Each year, Naval Sea Systems Command processes more than 60,000 contracting actions.

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.

▶ 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.fedbizopps.gov



▶ DOING BUSINESS WITH NAVSEA

▶ BUDGETS

20 Percent of Navy Budget
\$30 Billion Annual Budget
\$2 Billion Annual Small Business Receipts

▶ SERVICE CONTRACTS

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

▶ Long Range Acquisition Forecast

http://www.navsea.navy.mil/Portals/103/Documents/NAVSEA_LRAF.xlsx

Phone: (202) 781-3965
navsea_small_business@navy.mil
www.navsea.navy.mil/BusinessPartnerships

Naval Sea System Command
1333 Isaac Hull Ave. SE
Washington, DC 20376



▶ Small Business

The Navy buys more than \$12 billion in goods and services each year from its small businesses partners. At NAVSEA alone, small business invoices total more than \$2 billion annually. Interested businesses are encouraged to visit the Department of Defense Office of Small Business Programs www.acq.osd.mil/osbp and the Navy's Office of Small Business Programs www.secnav.navy.mil/smallbusiness/ websites.

- ♦ 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 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>.
- ♦ 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.; and Keyport, Wa.
- ♦ NAVSEA can 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 information about doing business with NAVSEA.

▶ Sub-Contracting

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. Major contracts are awarded to large and small prime contractors. Thousands of related contracts for labor, manufacturing, supply and other needs are coordinated through agreements between the prime and its partners through subcontracting agreements. Primes are often mandated to complete a portion of their prime contracts using small businesses.

▶ SeaPort Enhanced

SeaPort-e is the Navy Virtual SYSCOM Commanders' (NAVAIR, NAVSEA, NAVSUP and SPAWAR) integrated approach to contracting for support services. SeaPort-e's electronic procurement of Technical, Engineering, and other professional services represent a key strategy to meeting NAVSEA's contracting needs. SeaPort-e preapproves a large & diverse community of contractors. Once approved, contractors bid on work, individually or in teams. SeaPort-e favors small business concerns, with a goal of 33 percent of its available funds and 20 percent of large business awards going to small business subcontracts. Details on admission to SeaPort-e are available on its website, <http://www.seaport.navy.mil/>.