Doing Business with the Warfare Centers

- Department of Navy SeaPort Enhanced
  The SeaPort-e portal provides a standardized means of issuing competitive solicitations amongst a large & diverse community of approved contractors, as well as a platform for awarding and managing performance-based task orders. http://www.seaport.navy.mil

- Identify Your Product or Service
  Know the Federal Supply Class or Service FSC/SVC codes and North American Industry Classification System (NAICS) codes for your products or services.
  - www.dlis.dla.mil/he
  - www.census.gov/eos/www/naics/
  - FAR - https://acquisition.gov/far/
  - Investigate FSS contracts. Add http://www.gsa.gov/portal/category/100615

- Register Your Business
  - Obtain a Cage Code
  - Register in SAM (System for Award Management) https://www.sam.gov/portal/public/SAM/

- Find Procurement Opportunities
  Visit the Federal Business Opportunities website which features open market acquisitions by the entire Federal contracting community. https://www.fbo.gov

- Identify Current Warfare Center Procurement Opportunities
  NAVSEA’s Long Range Acquisition Forecast (LRAF) http://www.navsea.navy.mil/Media/Final%20NAVSEA%20LRAF.pdf

- Familiarize Yourself With Contracting Procedures
  Be familiar with Federal Acquisition Regulations (FAR) and the Defense Federal Acquisition Regulation Supplement

- Investigate Federal Supply Schedule (FSS) Contracts

- Market Your Firm

Consider Government Markets

Additional Procurement Websites

- Procurement Technical Assistance Centers (PTACs)
  Designed to provide technical assistance to businesses that want to sell products and services to federal, state, and or local government. http://www.aptac-us.org/

- Electronic Subcontract Report System (eSRS)
  This is the official site for the new electronic Subcontracting Reporting System (eSRS). http://www.esrs.gov

- SBA’s SUB-Net
  SUB-Net is used by prime contractors to post subcontracting opportunities. http://web.sba.gov/subnet

- Veteran Business List
  This is the official site to register your business as a veteran-owned and service-disabled business. http://www.vip.vetbiz.gov/general_user/register/default.asp
The NAVSEA Warfare Centers (WCs), which include Naval Surface Warfare Center (NSWC) and Naval Undersea Warfare Center (NUWC), represent approximately 30 percent of the Navy’s engineering and scientific expertise. The NAVSEA WCs employ more than 20,000 scientists, engineers, and support personnel within nine Divisions located across the United States.

The primary role of the NAVSEA WCs is to help make Naval programs successful by providing unbiased technical advice and solutions to our partners, namely the NAVSEA Program Executive Offices (PEOs), the fleet, the Marine Corps, the Office of Naval Research (ONR), the Department of Defense (DoD) and the Defense Advanced Research Projects Agency (DARPA). Our scientists, engineers, and technicians provide technical advice and solutions across the entire “full-spectrum” lifecycle of platforms and systems – from “cradle to grave.”

**Who We Are**

The Warfare Centers historically award one-third of their contracting dollars to small businesses, exceeding $1 billion annually. The Directors of Small Business advise the WCs on all matters related to small business and are committed to maximizing the contributions of small business in acquisitions both as prime contractors and subcontractors. We provide leadership and governance to meet the needs of the nations’ Warfighters, creating opportunities for small businesses while ensuring each tax dollar is spent responsibly. WC contracts with small businesses account for about 30 percent of that total, and many of these awards are set-aside specifically for small businesses.

**Small Business Opportunities**

**Carderock**
Irene Katacinski
irene.katacinski@navy.mil
(215) 897-7596
Carderock DoDAAC: N00167
Philadelphia DoDAAC: N65540

**Corona**
Dan Deconzo
daniel.deconzo@navy.mil
(951) 273-4810
Corona DoDAAC: N64267

**Crane**
Reggie Joslin
reggie.joslin@navy.mil
(812) 854-1542
Crane DoDAAC: N00164

**Dahlgren**
Kristofer Parker
kristofer.parker@navy.mil
(540) 653-4806
Dahlgren DoDAAC: N00178

**Indian Head Explosive Ordnance Disposal Technology**
Debra Weems
debra.weems@navy.mil
(301) 744-6604
Indian Head EOD DoDAAC: N00174

**Keyport**
Diane Kostelecky
smallbusinessprogram@navy.mil
(360) 315-6791
Keyport DoDAAC: N00253

**Newport**
Steve Stewart
stephen.g.stewart@navy.mil
(401) 832-7372
Newport DoDAAC: N66604

**Panama City**
Gerald Sorrell
gerald.sorrell@navy.mil
(850) 235-5328
Panama City DoDAAC: N61331

**Port Hueneme**
Kim Barnard
kimberly.barnard@navy.mil
(805) 228-0372
Port Hueneme DoDAAC: N63394