



ASSISTANCE FOR SMALL BUSINESS

HOW TO USE NAVY ELECTRONIC COMMERCE ON-LINE (NECO) WEB SITE TO FIND NSWC PHD AND CORONA DIVISION SOLICITATIONS

Interested in finding Navy procurements solicited by Naval Surface Warfare Center (NSWC), Port Hueneme Division (PHD) and/or Corona Division?

Corona Division contracts are currently handled by the NSWC Port Hueneme Division's contracts office and will have the Port Hueneme Division UIC of N63394 in the solicitation number, so you will have to note the "Place of Performance" listed, or read the solicitation, to determine which command has the ownership of a procurement appearing on NECO.

Your company's approach to targeting procurements at NSWC PHD or Corona Division under \$150K in estimated value, and finding out about, quoting/bidding on, and/or proposing on Navy solicitations in general is to regularly visit these two web sites below, and to search under the UIC for the command you want to target, which, in our case, is N63394 for both commands, and for both our SERVICE and PRODUCTS/SUPPLY ITEMS solicitations. The services solicited under NECO will most likely be non-Engineering Services types of services because major Engineering Services requirements are solicited on the SeaPort-e web site with few exceptions.

NECO web site: <https://www.neco.navy.mil>

FedBizOpps web site: <https://www.fbo.gov/>)

All non-Engineering Services solicitations from over \$10,000 and for under \$150,000 for products/supply items/services are posted on the FedBizOpps and NECO web sites, or purchase is made via GSA Schedule or DoD E-Mall. It depends upon what is being procured.

To use the NECO web site, searching by our UIC will make it easier for you - N63394. On the NECO home page, click on the **Search Synopsis** option, then type the UIC in the box located right at the top of the **Search Synopsis Database** page, where it reads:

**Solicitation No.,
UIC, Award No.:**

Then click the **Search** button located at the bottom of the page.

Also, go back to the home page, click **BUSINESS OPPORTUNITIES** option, then click "into" the list of agencies box, and hold and drag down to see the other UICs and agency names.

The list will scroll.

Naval Surface Warfare Center (NSWC), Port Hueneme Division (PHD) and/or Corona Division are listed as **N63394 - Naval Surface Warfare Center, California**

Click on our listing to highlight it. Then click the **Search** button located at the bottom of the page.

On the next page, you should click on the **Solicitation Number** button as well as the "**Please See Synopsis**" button, and you should always look at all the attachments too, if any are listed.

The Navy has provided these web sites so you do not have to spend precious time and money attempting to market to its vast and widespread organization by mail, email, telephone, or in person.

Not all Navy agencies follow the same policies when it comes to direct marketing, so it is best to inquire about local policy at individual contracts offices to see if they allow direct contact with their Government acquisition planners and/or contracting officers and/or buyer employees.

Both the Navy technical code's acquisition planners and the contracts office's buyers conduct market research using a variety of tools, but the principal method is searching the internet by key words and/or NAICS code. For this reason, when dealing with Government agencies, it is very important to have all of your NAICS codes correctly listed on your Central Contractor Registration (CCR) web page, on all of your published materials and hand-outs, and on your company web page.

Suggestion: For materials handed out by your firm at business conferences and expos, put your NAICS codes with their short titles at or very near the top of your information sheets so that government buyers can find them right away and can immediately understand what your company's products and services are.

To make suggestions or corrections, contact Tom Winans, Deputy for Small Business, Naval Surface Warfare Center, Combined Port Hueneme Division/Corona Division Small Business Office at (805) 228-0372

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