

# NSWC Crane Division Overview

*Presented by: Matt Burkett, 00K*



Statement A: Approved for Public Release; Distribution is unlimited.

**CAPT Duncan McKay, USN**  
Commanding Officer



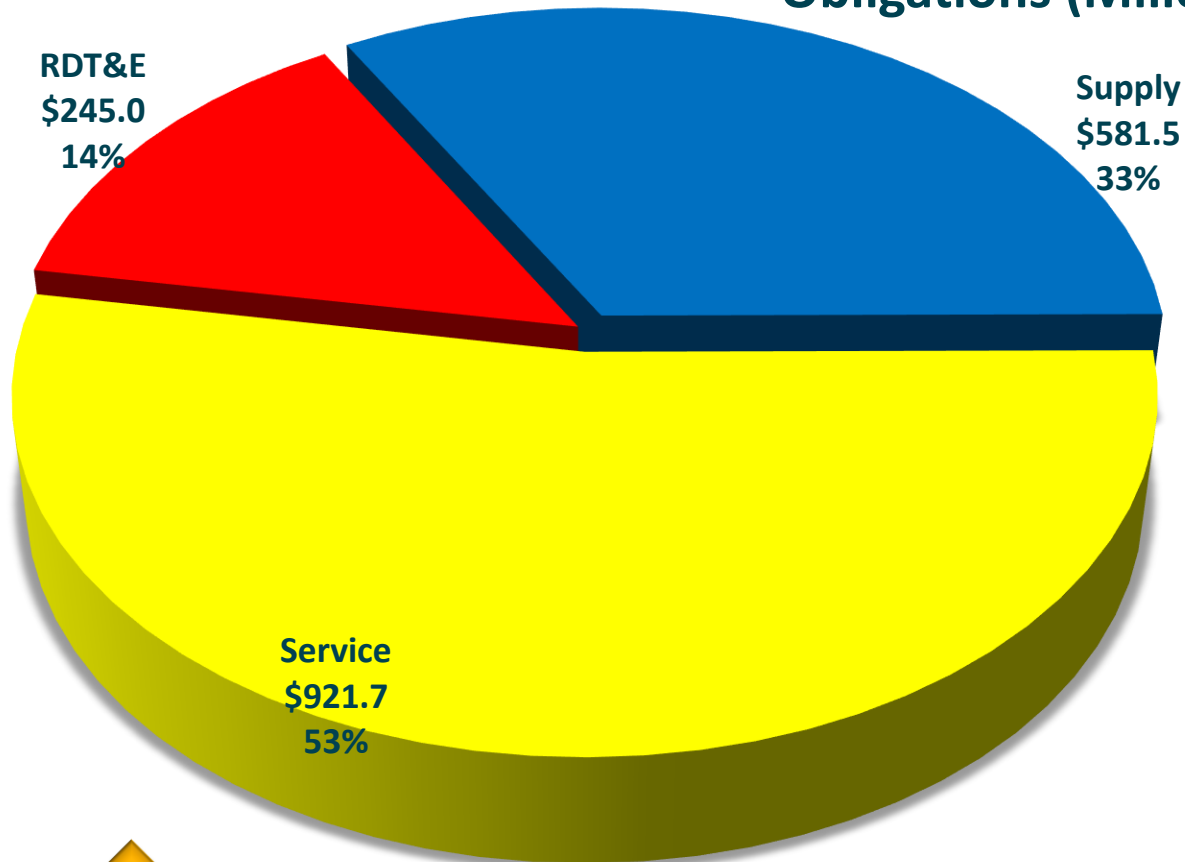
**Dr. Angela Lewis, SES**  
Technical Director

Statement A: Approved for Public Release; Distribution is unlimited.

- **Identify and Advocate for use of small business as both a Prime and Subcontractor**
- **Review all NSWC Crane procurements exceeding \$10K**
- **Small Business Rule of Two**
- **Work closely with contracting and requirements personnel to make sure small business has maximum opportunity to participate in Crane procurements**

- **Sources Sought / Advanced Notice**
- **Pre-Solicitation Conferences**
- **Draft Statement of Work (SOW)**
- **Complete DSBS profile**

## Obligations (Millions)



~1900 support contractors to  
supplement the Crane team

# Top NAICS Codes

SeaPort-e/SPS	NAICSCode
Large	334511
	333314
	332992
	332993
	334419
	332994
	334220
	541330
	325920
	336510
SAP	541519
	511210
	334515
	334111
	332710
	334513
	811219
	334511
	334417
	334418
SeaPort-e/ SeaPort NxG	541330

# Contracting Processes

- **< \$10,000    Micro Purchase**

- 
- Identify need buy

- **Simplified Acquisitions Process**

- 
- Identify need, approvals, publish, evaluate, buy

- **>\$250,000    Large Contracting**

- 
- Identify need, plan, approvals, publish, evaluate, negotiate, award, administer

- **>\$250,000    SeaPort-NxG Services Contracting**

- 
- Identify need, plan, approvals, publish, evaluate, negotiate, award, administer

- The government has historically recognized that small businesses represent a vital cornerstone in the national economy, enhancing the industrial base.
- Congress and the DOD continue to emphasize increasing the share of dollars awarded to Small Business concerns.
- **Small businesses can be perfectly positioned to foster the development of new technological advancements.**



- *“It is DoD policy that a fair proportion of DoD total purchases, contracts, subcontracts, and other agreements for property and services and for sales of property, be placed with Small Business Programs.”*
- The policy goes on to state: *“... that such small businesses have the maximum practicable opportunity to participate as subcontractors in DoD contracts, consistent with efficient contract performance.”*



- To increase accountability and oversight for subcontracting issues.
- Need to improve subcontracting program oversight to ensure small businesses have maximum opportunity to participate.
- Need to improve prime contractor accountability to ensure small businesses identified during requirement evaluation are actually utilized during contract performance.

- **CPARS includes new rating element for Utilization of Small Business**
- **Previously, SB Utilization was part of Subcontract Management**
- **New element rates the following:**
  - **Contractor's compliance with SB Subcontracting Plan program**
  - **Whether contractor provides "maximum practicable opportunity" to SBs**
  - **Contractor's efforts to achieve goals in their Subcontracting Plan**

## HOW YOU CAN HELP:

- 1. Research What We Buy.**
- 2. Identify Your Target Market within DoD**
- 3. Explore Sub-contracting Opportunities.**
- 4. Provide effective responses to source sought notices.**
- 5. Maintain awareness of current regulations and emerging changes with the Federal Acquisition Regulations (FAR).**

## **MARKET YOUR FIRM WELL!!**

- **Host 10+ Industry Outreach Events per year, including:**
  - Buy Indiana Expo in French Lick – Each year in April
  - Industry Days:
    - As necessary to discuss Department-wide contracts portfolios
    - APBI: Every 2 year event to discuss direction of Crane and upcoming contracting opportunities
  - SeaPort-e Town Hall Meetings
    - Quarterly meetings to discuss policy changes and address industry questions
  - Training:
    - Crane Road Shows
    - Tuesday Meet & Greets with Deputy for Small Business at Westgate Academy

*NSWC Crane Consistently Educates  
and Engages with Industry*

## Additional Resources:

- System for Award Management [www.sam.gov](http://www.sam.gov)
- DoD Office Small Business Program [www.acq.osd.mil/osbp](http://www.acq.osd.mil/osbp)
- Small Business Administration [www.sba.gov](http://www.sba.gov)
- Government Opportunities [www.beta.SAM.gov](http://www.beta.SAM.gov)
- DON Small Business Programs [www.donhq.navy.mil/osbp](http://www.donhq.navy.mil/osbp)
- Crane Other Transaction Authority <https://s2marts.org/>
- Crane Small Business Page  
<https://www.navsea.navy.mil/Home/Warfare-Centers/NSWC-Crane/Partnerships/Small-Business/>
- Procurement Technical Assistance Center – Check with your state
- Indiana Small Business Development Corporation – Check site for area directors

**Matt Burkett**  
**Deputy for Small Business, NSWC Crane**  
**(812)854-1542**  
**[matt.burkett@navy.mil](mailto:matt.burkett@navy.mil)**

# Questions

**QUESTIONS???**