Director, Office of Small Business Programs (OSBP)

INDUSTRY DAY BRIEF
OCTOBER 23, 2018

Dawn A. Griffin, Code 00K
Naval Undersea Warfare Center, Division Newport
Small Business Office

- Identify and Advocate for use of small business as both a Prime and Subcontractor
- Review all NUWCDIVNPT 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 all NUWCDIVNPT procurements
CONTRACTING WITH DIVNPT

- **SeaPort Enhanced (SeaPort-e)**
  - [https://auction.seaport.navy.mil/Bid/Login.aspx](https://auction.seaport.navy.mil/Bid/Login.aspx)

- **Federal Business Opportunities (FBO)**

- **GSA E-Buy**
  - [https://www.ebuy.gsa.gov/advantage/ebuy/start_page.do](https://www.ebuy.gsa.gov/advantage/ebuy/start_page.do)
COMPETITION TOOLS

• Extensive Strategy Sessions, and buy-in (all Stakeholders) at the very earliest stages of the procurement process
  – Competition
  – Small Business Participation
  – Sub-Contracting Plan
• Release of Advanced Notices
• Release of Draft SOW’s
• Utilization of Sources Sought
• Promulgation of a 2-year Long Range Acquisition Forecast (LRAF)
  – updated and released quarterly
• Utilization of Social Media: DIVNPT LinkedIn
COMPETITION TOOLS

• Development and Maintenance of the DIVNPT “Business Partnerships” website:

  • Link to: OSBP website
    – Metrics, other WFC Small Business POC’s, Visit Request info

  • Link to: Electronic Reading Room (ERR)
    – “DIVNPT Resource Sheet”
    – “Competition Information”
      » LRAF (with contact info), Industry Day Presentations, Pre-Solicitation Conference Slides, etc.
    – “SeaPort-e Council”
      » Biannual Meeting Minutes/Q&A
• Host 10+ Industry Outreach Events per year, including:
  - Pre-Solicitation Conferences and Facility Tours
  - Industry Days:
    • Every 2 years (even years) to discuss overall DIVNPT procurements and technical requirements
    • As required to discuss Department-wide contracts portfolio
    • Yearly to allow SB vendors to demonstrate their products
  - Semi-annual SeaPort-e Council Meetings
  - NUWCDIVNPT is always looking for more opportunities to interact with Industry
  - Training:
    • Every 2 years (odd years) to provide training on Contracts-related issues
Things to Note

- SAP Threshold has been increased from $150K to $250K.

- SeaPort NxG Solicitation has been issued and is in the proposal evaluation stage.

- All current Seaport-e MACs will expire in December 2019. Task order competitions will continue to occur up until MAC expiration and those task orders awarded by December 2019 may have a period of performance for up to five years after MAC expiration (up to December 2024).
<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Total Obligated</th>
<th>Small Business</th>
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<tbody>
<tr>
<td>FY13</td>
<td>$336,850,466</td>
<td>$126,243,794</td>
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<td>$653,280,542</td>
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</tbody>
</table>

SB% average 33%
Upcoming Events

- 4 December 2018-Seaport-e Council
- TBD December-Code 25 Industry Day
- TBD December-Code 34 Industry Day
- TBD June-NCMA Ocean State Workshop
How you can help yourself

1. Identify Your Product or Service
2. Register with System For Award Management (SAM).
3. Identify Your Target Market within DoD
4. Explore Sub-contracting Opportunities
5. Provide effective responses to source sought notices
6. Request Feedback and ask for a debrief
7. Maintain awareness of current regulations and emerging changes with the Federal Acquisition Regulations (FAR)

MARKET YOUR FIRM WELL!!
For More Information

Additional Resources:

- System for Award Management  www.sam.gov
- DoD Office Small Business Program  www.acq.osd.mil/osbd
  Small Business Administration  www.sba.gov
- Federal Business Opportunities  www.fbo.gov
- DON Small Business Programs  www.donhq.navy.mil/osbp

- Procurement Technical Assistance Center (PTAC’s) can assist with FBO and GSA Searches  http://www.riptac.org/
- Department of Labor VETS-4212  https://www.dol.gov/vets/vets4212.htm
Deputy for Small Business, NUWCDIVNPT
(401)832-4005
NUWC_NPT_OSBP@navy.mil
QUESTIONS?