



# Deputy Competition Advocate/Director, Office Of Small Business Programs (OSBP)



CODE 70 INDUSTRIAL SERVICES ENTERPRISE (ISE)  
PRE-SOLICITATION CONFERENCE  
AUGUST 17, 2017

DCA/Director, OSBP, Code 00K  
Naval Undersea Warfare Center, Division Newport

# CONTRACTING W/DIVNPT

- **Two (2) Primary Government Point's of Entry (GPE)**
  - **SeaPort Enhanced (SeaPort-e)**
    - **Internal:**
      - <https://auction.seaport.navy.mil/Bid/Login.aspx>
    - **External:**
      - [https://buy.seaport.navy.mil/SeaPort/rpt\\_CR\\_ViewScheduledReports.asp?ReportName=SeaPortETOAward](https://buy.seaport.navy.mil/SeaPort/rpt_CR_ViewScheduledReports.asp?ReportName=SeaPortETOAward)
  - **> 90% of all services**
  - **NAICS Code: 541330, Small Business Size Standard: \$38.5M/year**
- **Federal Business Opportunities (FBO)**
  - <http://www.fedbizopps.gov/>
  - **Products and “other services”**
  - **Various NAICS Codes**

# INDUSTRY OUTREACH

- **10+ Industry Outreach Events per year, including:**
  - **Pre-Solicitation Conferences and Facility Tours**
  - **Industry Days:**
    - **Every 2 years in June (even years) to discuss overall DIVNPT procurements and technical requirements**
    - **As required to discuss Department-wide contracts portfolios**
    - **Each October: Small Business Product Vendor Showcase**
    - **Each May: Small Business Services Provider Matchmaker**
  - **SeaPort-e Government/Industry Council Meetings**
    - **Each May and December**
  - **Training:**
    - **Ad-hoc Training Events**
    - **Every 2 years in June (odd years) to provide training on Contracts-related issues**

***NUWCDIVNPT Consistently Educates,  
and Engages with, Industry***

## SALES STATISTICS

48% OF SALES PEOPLE NEVER FOLLOW UP WITH A PROSPECT

25% OF SALES PEOPLE MAKE A SECOND CONTACT AND STOP

12% OF SALES PEOPLE ONLY MAKE THREE CONTACTS AND STOP

**ONLY 10% OF SALES PEOPLE MAKE MORE THAN THREE CONTACTS**

2% OF SALES ARE MADE ON THE FIRST CONTACT

3% OF SALES ARE MADE ON THE SECOND CONTACT

5% OF SALES ARE MADE ON THE THIRD CONTACT

10% OF SALES ARE MADE ON THE FORTH CONTACT

**80% OF SALES ARE MADE ON THE FIFTH TO TWELFTH CONTACT**

Source: National Sales Executive Association

***Value of the DIVNPT Outreach Events: 10+ events every year***

# DIVNPT “BUSINESS PARTNERSHIPS” WEBSITE

- <http://www.navsea.navy.mil/Home/WarfareCenters/NUWCNe wport/Partnerships/BusinessPartnerships.aspx>
  - 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”
      - 2-year Long Range Acquisition Forecast (LRAF) (updated quarterly), Industry Day Presentations, Pre-Solicitation Conference Slides, Small Business Showcase and Matchmaker briefings, etc.
    - “SeaPort-e Council”
      - Biannual Meeting Minutes/Q&A

***NUWC DIVNPT Provides Significant Market Research Information to Industry***

# TRADE GROUPS AND AGENCIES

- **RI Chapter of the National Contract Management Association (NCMA)**
  - <http://ncma-ri.org/contact-us/>
  - <http://ncma-ri.org/list-companies/>
    - “On-Line Matchmaker”
- **Southeastern New England Defense Industry Alliance (SENEDIA)**
  - <http://www.senedia.org/contact-us.html/>
- **Armed Forces Communication and Electronics Association (AFCEA)**
  - (781) 862-2465
- **RI Procurement Technical Assistance Center (PTAC)**
  - <http://www.riptac.org/>
- **URI Business Engagement Center (BEC)**
  - <http://web.uri.edu/bec/>

# METRICS OF SUCCESS

- **Since FY 13:**
  - (13) new small businesses have been awarded a Prime contract
  - (23) small business have been awarded additional Prime contracts
  - (11) large businesses have been awarded additional Prime contracts
  - (2) new large businesses have been awarded a Prime contract
- **SeaPort-e RFP/Major contract responses by (1) vendor**
  - FY 13: Received multiple offers on 83% of solicitations
  - FY 14: Received multiple offers on 81% of solicitations
  - FY 15: Received multiple offers on 89% of solicitations
  - FY 16: Received multiple offers on 94% of solicitations
  - FY 17 (to date): Received multiple offers on 100% of solicitations

***NUWCDIVNPT Competition Initiatives Facilitate Entry into the Market, and Increase Small Business Participation***

# UPCOMING EVENTS

- **August 28 – 30, 2017: SENEDIA Defense Industry Days**
- **October TBD, 2017: 5<sup>th</sup> Annual Small Business Product Vendor Showcase**
- **December TBD, 2017: SeaPort-e Government/Industry Council Meeting**
- **May TBD, 2018: SeaPort-e Government/Industry Council Meeting**
- **May TBD, 2018: 4<sup>th</sup> Annual Small Business Services Provider Matchmaker**
- **June TBD, 2018: 15<sup>th</sup> Biennial NCMA/NUWCDIVNPT Industry Day**

***DIVNPT events are advertised via: NCMA, LinkedIn, SENEDIA, AFCEA, SeaPort-e, FBO, RI PTAC***



# FUTURE OPPORTUNITIES

- **FY 17/FY 18: Potential for (20) contracts to be awarded – at least (15) will be awarded to Small Business**
- **FY 18/FY 19: DIVNPT obligations will increase by >50%, becoming one of the largest Warfare Centers**
  - **NUWC DIVNPT has a strategy, and a clear path forward, for these new requirements**
  - **Maximized Small Business Opportunities**
- **The DIVNPT DCA/Director, OSBP is the ideal entry point for any business (large or small) that wants to do business with DIVNPT**
  - **NUWC\_NPT\_OSBP@navy.mil**
  - **(401) 832-7372**
  - **<https://www.linkedin.com/in/nuwcdivnptosbp/>**



**INDUSTRIAL SERVICES ENTERPRISE  
(ISE)  
FACILITY TOUR**