

Naval Undersea Warfare Center

Division Newport



Office of Small Business Programs



Maria Gregory
Director, Office of Small Business
NUWC Division Newport

Small Business Director Role



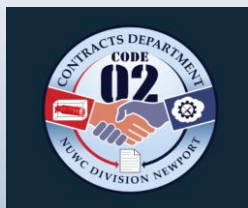
NAVSEA, NAVY
and DoD OSBP



Industry



Acquisition
Professionals



PIA Partners, Non-
Profit and
State/Economic
Promoters



Technical
Requirement
Generators



Competition Initiatives



- Advocate for Set-Asides during Acquisition Strategy
- Host and Attend Industry Outreach Events
- Release of Advanced Notices (i.e. fair warning)
- Utilization of Sources Sought

***NUWC DIVNPT Consistently Educates,
and Engages with Industry***

Top NAICSs for NUWCDIVNPT



NAICS Code	NAICS Description
541330	ENGINEERING SERVICES
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING
336999	ALL OTHER TRANSPORTATION EQUIPMENT MANUFACTURING
334112	COMPUTER STORAGE DEVICE MANUFACTURING
541519	OTHER COMPUTER RELATED SERVICES
333314	OPTICAL INSTRUMENT AND LENS MANUFACTURING
334515	INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS
332994	SMALL ARMS, ORDNANCE, AND ORDNANCE ACCESSORIES MANUFACTURING
334111	ELECTRONIC COMPUTER MANUFACTURING
333923	OVERHEAD TRAVELING CRANE, HOIST, AND MONORAIL SYSTEM MANUFACTURING

Non-Traditional Buying Methods



Cooperative Research and Development Agreement (CRADA)

- Agreement to a non-Federal entity to perform collaborative research and development in any area that is consistent with a Federal laboratory's mission.

Other Transactional Authority (OTA)

- Authority of the Department of Defense (DoD) to carry out certain prototypes, research, and production projects

Small Business Innovation Research (SBIR)

- Uses federally funded research dollars to stimulate innovative small businesses
- Facilitates the transition of the research to the commercial sector

Small Business Technology Transfer (STTR)

- University, a Federally Funded Research and Development Center (FFRDC), or a qualified non-profit research institution

Traditional Buying Methods



Items Under \$10,000

- Purchase Card

Supplies over \$10,000

- Contracts over \$25,000 are posted on sam.gov
- IT Hardware/Software NASA SEWP Contract
- GSA

Services

- Indefinite Delivery Indefinite Quantity (IDIQ) large dollar value contracts
- SeaPort- NAVSEA's Multiple Award Contracting Vehicle
(Must be a SeaPort contract holder in order to bid as a prime on task orders)

The SeaPort NxG Program Management Office (PMO) conducted the next competitive SeaPort NxG Rolling Admissions in April 2024 to award Multiple Award Indefinite-Delivery/Indefinite Quantity (IDIQ) contracts. Rolling Admissions Solicitation Number N00178-24-R-7000 was released on SAM.gov on 9 April 2024. Interested offerors should monitor SAM.gov for any applicable amendments.

[SeaPort NxG \(navy.mil\)](https://navy.mil/SeaPort/NxG)

Contact the SeaPort NxG Program Management Office team at SEAPORT_EPCO@navy.mil



Gold Coast
Seaport



Long Range Acquisition Estimate



WARFARE CENTERS
NUWC Newport Division

Home | Who We Are | Media | Resources | Careers | Business Partnerships | Contact

NUWC Division Newport | Who We Are | What We Do | Business | Resources | Career Opportunities | Contact Us

Division Newport Small Business Office

The Division Newport Office of Small Business Programs' **mission** is to maximize prime and subcontracting opportunities for small businesses through policy, advocacy, counseling and training. Its **vision** is to be a trailblazer in creating a sustainable culture of small business inclusiveness that helps to expand our industrial base.

Additional information on upcoming solicitations, OSBP outreach events and industry resources are found by accessing the Resource Links menu.

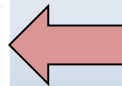
Resource Links

- Activity Performance
- Outreach Events
- Long Range Acquisition Estimate
- SeaPort Council
- Competition Advocate
- Navy Office of Small Business
- DoD Office of Small Business

Contracts Department

The Contracts Department's goal is to guide customers through the contracting process, starting with the simplest and most common requirements and ending with the more complex, less frequent ones. The Contracts Department's **mission** is to acquire quality goods, services and technology for customers in a timely and cost effective manner while maintaining compliance and policy. Its **vision** is to be an empowered professional workforce that fosters and maintains a culture of excellence, collaboration, continuous improvement, compliance and trust while obtaining best value goods, services, and technology for our customers.

To find out about potential contracting opportunities that are being handled by NUWC Division Newport, go to:



WARFARE CENTERS
NUWC Newport Division

Home | Who We Are | Media | Resources | Careers | Business Partnerships | Contact

NUWC Division Newport | Who We Are | What We Do | Business | Resources | Career Opportunities | Contact Us

Long Range Acquisition Estimate

NUWC Division Newport provides unrestricted access to unclassified publicly releasable documents in an open forum. Examples include, but are not limited to, the Long Range Acquisition Estimate (LRAE). Forecast data is for planning purposes only and is not a commitment by the government to purchase the described products and/or services. All projected procurements are subject to revision. Final decisions on the extent of competition, small business participation or any aspect of the procurement action will not be made until we deem sufficient market research has been conducted.

Establishing a comprehensive LRAE fosters communication between NUWC and industry, and also increases competition.

NUWC Division Newport's LRAE (as of June 15, 2024) is posted here.



LRAE June 2024

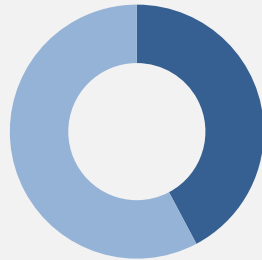
Anticipate Solicitation # or Quarter	Anticipate Award Date or Quarter	Anticipate Period of Performance (in Months)	Follow-on or New	Existing Contract Number	Incumbent Contractor	Anticipated Place of Performance	Anticipate # of SOWs or NAIC Code	Anticipate Product or Service Code	Contracting POC Name	Contracting POC E-mail or Phone	Anticipate # of Facilities or Clearance Required	Anticipate # of Personnel or Clearance Required
Q1	2024 Q2	40	Follow-on	N0660421P3087	Parvis		TBD	TBD	Mary Ann Gaudin	maryann.gaudin@navy.mil	TBD	TBD
Q1	2024 Q2	40	Follow-on	N0660422P3088	BDHI		TBD	TBD	Mary Ann Gaudin	maryann.gaudin@navy.mil	TBD	TBD
Q1	2023 Q4	120	Follow-on	N0660423P3089	Stevco	Work to be performed at the contractor facilities	334811	9990	Mary Ann Gaudin	maryann.gaudin@navy.mil	TBD	TBD
Q1	2023 Q3	40	Follow-on	N00178-04-0119/N06604-20-P-0001	MBC	40% Government SOW, 10% Government SOW	541130	5342	Juli Chytha	juli.chytha2.cna@navy.mil	Secret	Secret
Q1	2023 Q3	40	Follow-on	N00178-19-D-0161-N06604-20-F-3089	Parvis	On-site	TBD	TBD	Karlitos Huorban	karlitos.huorban@navy.mil	TBD	TBD
Q1	2023 Q4	40	Follow-on			On-site	541130	9799	Karlitos Huorban	karlitos.huorban@navy.mil	TBD	Secret
Q1	2023 Q3	40	Follow-on	N06604-20-D-0001 / N00178-01-0001	Marine Marine Services, Inc., General Services Inc., Oceanic, Inc.	Remote Site	TBD	TBD	Karlitos Huorban	karlitos.huorban@navy.mil	TBD	TBD
Q1	2024 Q4	40	New			100% KTR site	332991	1317	Juli Chytha	juli.chytha2.cna@navy.mil	TBD	TBD
Q1	2023 Q4	40	Follow-on	N00178-04-0119/N06604-18-F-3013	SAIC	100% on-site government, 10% KTR site	TBD	TBD	Juli Chytha	juli.chytha2.cna@navy.mil	TBD	TBD
Q1	2023 Q3	40	Follow-on	N00178-04-D-0119/N06604-20-F-0003	SAIC	100% on-site government, 10% KTR site	TBD	TBD	Juli Chytha	juli.chytha2.cna@navy.mil	TBD	TBD
Q3	2024 Q4	24	New			100% on-site government, 10% KTR site	TBD	TBD	Juli Chytha	juli.chytha2.cna@navy.mil	TBD	TBD
Q3	2024 Q4	36	Follow-on	N06604-20-D-0201/N06604-23-F-0243	Stenlysts	100% on-site government, 10% KTR site	TBD	TBD	Juli Chytha	juli.chytha2.cna@navy.mil	TBD	TBD
Q3	2024 Q4	36	Follow-on	N06604-20-D-0201/N06604-23-F-0244	Raytheon	100% on-site government, 10% KTR site	TBD	TBD	Juli Chytha	juli.chytha2.cna@navy.mil	TBD	TBD
Q3	2024 Q4	36	Follow-on	N06604-20-D-0201/N06604-23-F-0245	Stenlysts	100% on-site government, 10% KTR site	TBD	TBD	Juli Chytha	juli.chytha2.cna@navy.mil	TBD	TBD
Q4	2025 Q1	36	New			100% on-site government, 10% KTR site	TBD	TBD	Juli Chytha	juli.chytha2.cna@navy.mil	TBD	TBD

NUWC Small Business Performance



FISCAL YTD 2024 | *NUWC Division Newport*

As of 09/30/24



\$356M total

small business

\$83,499,789
*Small
Disadvantaged*

\$17,867,217
*Service-Disabled
Veteran Owned*

\$110,054,302
Women Owned

\$2,913,775
HUBZone

Tips for Success



- Review the Federal Acquisition Regulations, FAR Part 19 for Small Business socio-economic status
- Ensure System for Award Management (SAM) is accurate.
 - If you are self-certifying in SAM, ensure it reflects your business and socio-economic categories
- Clear Capability Statement
- Profile in SBA Dynamic Small Business Search

Tips for Success



- Reach out to your Apex Accelerator
 - [Rhode Island Apex | Business Assistance & Support \(riapex.org\)](#)
 - [Massachusetts APEX Accelerator | UMass Amherst \(massapex.org\)](#)
 - [CT PTAC | Marketing & Procurement Assistance for CT Businesses](#)

Tips for Success



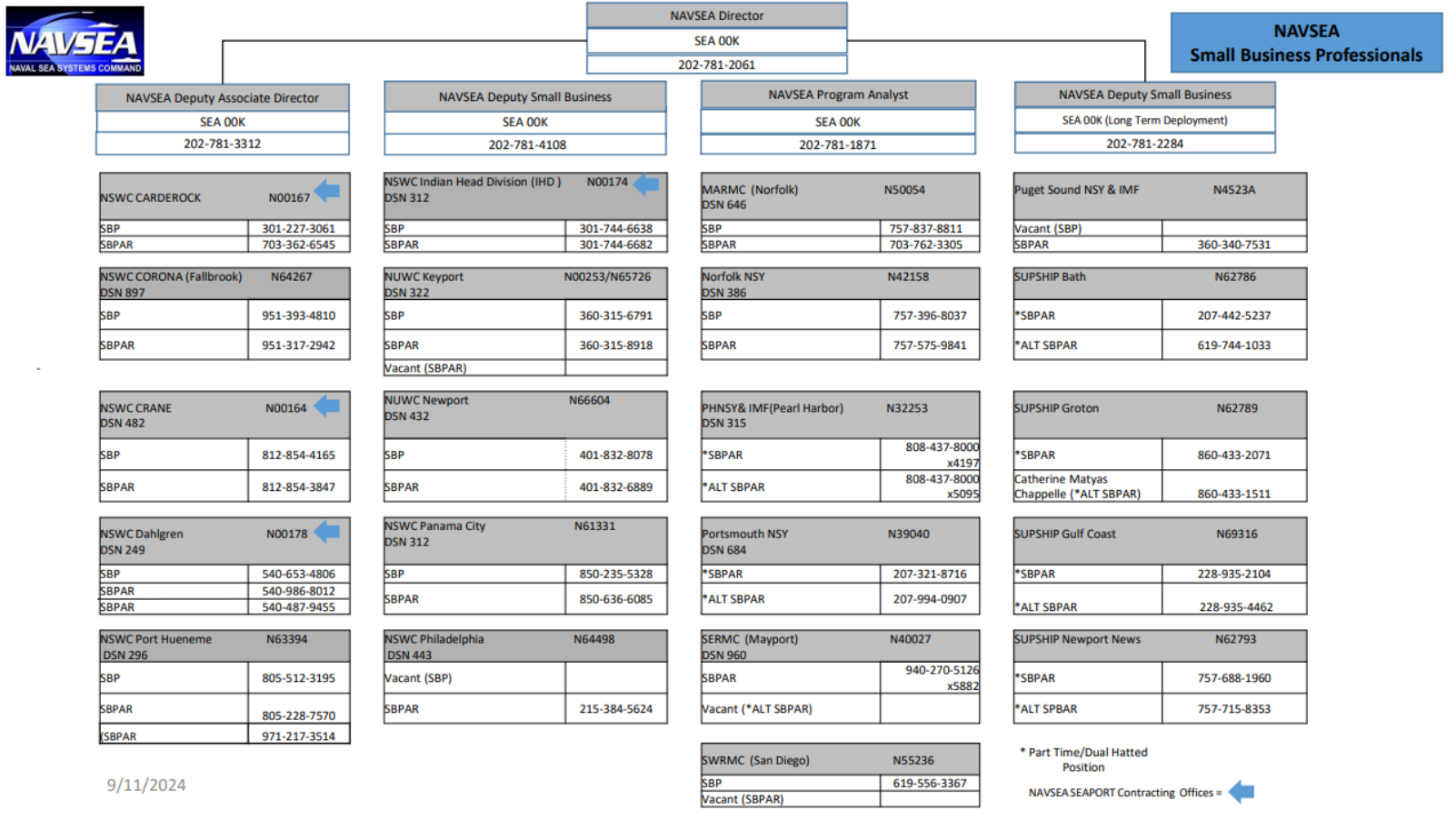
- Know your customer
- Follow the instruction in the proposal completely
- JCP certification is needed to access drawings in the solicitation
- Participate in Sources Sought and Requests for Information
- If you see something in a solicitation that looks overly restrictive, say something
- Don't underbid just to win (could have resulting cost overruns and negative CPARs)
- Ask for a debrief

If you have questions, don't hesitate to ask

Small Business Professionals at NAVSEA



Small Business Professionals at NAVSEA



NAVSEA Office of Small Business



NAVSEA_SMALL_BIZ.fct@navy.mil or 202-781-2061

NAVSEA_SMALL_BUSINESS_FIELD_OFFICES@us.navy.mil



For more information about doing business with NAVSEA

Major Navy Buying Commands



- Office of Naval Research (ONR)

<https://www.nre.navy.mil/work-with-us/small-business>

- Naval Supply Systems Command (NAVSUP)

<https://www.navsup.navy.mil/Business-Opportunities/Home/>

- Naval Air Systems Command (NAVAIR)

<https://www.navair.navy.mil/osbp/>

- Naval Information Warfare Systems Command (NAVWAR)

<https://www.navwar.navy.mil/About/Small-Business-Programs/>

Resources



- Department of the Navy Resources
<https://www.secnav.navy.mil/smallbusiness/Pages/DBWD.aspx>
- Procurement Technical Assistance Centers
<https://www.aptac-us.org/>
- Project Spectrum
<https://projectspectrum.io/>
- Manufacturing Extension Program (Polaris in RI)
<https://polarismep.org/>
- Rhode Island Small Business Development Center
<https://web.uri.edu/risbdc/>

Questions?



Maria Gregory

NUWCDIVNPT, Office of
Small Business

Email:

maria.f.gregory.civ@us.navy.mil

Tel: (401)832-8078/
(401) 578-3023

