

Small Business Industry Day 6 October 2020

View a recording of Day 1 at the link below - The event starts at approximately minute 54 Link: https://teams.microsoft.com/l/meetup-

join/19%3ameeting_YjFjYjdiMWQtZWRjNC00ZjBhLTgxYTEtYTg4ZGNjYzQ1NTQ2%40thread.v2/0?contex

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1e2f015cbbe9%22%2c%22Oid%22%3a%228b08c56f-8fc8-4b19-a47c-

2c9e30733a8c%22%2c%22IsBroadcastMeeting%22%3atrue%7d

Statement A: Approved for Release, Distribution is unlimited.



CAPT Derrick Blackston Chief of Staff NAVSEA



VADM William Galinis Commander NAVSEA



Mr. James Smerchansky Executive Director NAVSEA



CAPT Frank Futcher Director, NavalX Deptartment of the Navy



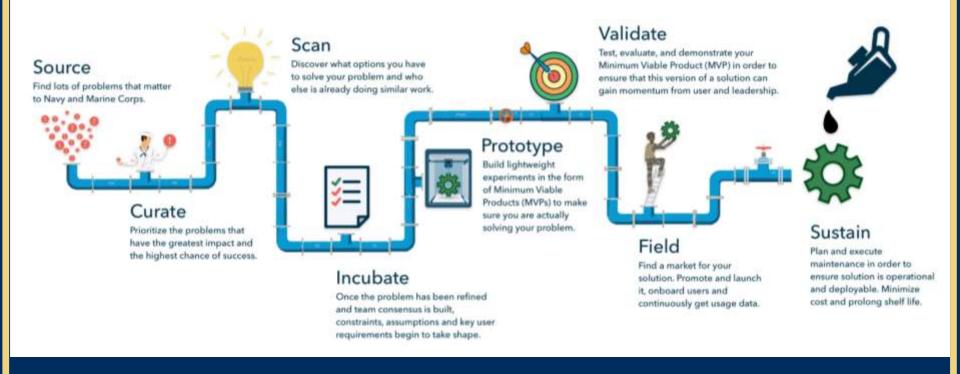


- **Build networks**
- **Connect people**
- **Increase partnerships**
- **Enable collaboration**
- **Accelerate discovery and experimentation**
- Foster innovation capacity and agility

Empowering Innovators Accelerating Change



INNOVATION PIPELINE





NavalX ? Questions ?



Mr. James Lofgren Director of Contracts NAVSEA



Contracts Overview ? Questions ?



Ms. Kris Boyles SEAPORT Program Mgr NAVSEA



SeaPort NxG

Naval Sea Systems Command Small Business Industry Day October 2020







- SeaPort is the Department of the Navy's (DON's) mandatory for consideration vehicle for the procurement of professional support services
- SeaPort refers to both a set of Indefinite Delivery
 Indefinite Quantity (IDIQ) Multiple Award Contracts
 (MACs) and also an electronic platform to solicit, award and administer task orders



NxG Philosophy

- Decentralized ordering
- Not a schedule program or GWAC
- Fair Opportunity to Compete in accordance with FAR 16
- Electronic Portal for all Task Orders
- Promote Small Business set-asides as prime contractors
- No Fee to Contractors to utilize SeaPort
- Rolling Admissions to add new vendors



NxG Contract Characteristics

- Up to five-year Base ordering period w/Five-Year Option
- Single NAICS (541330) with military exception (\$41.5M)
- Fair Opportunity IAW FAR 16 provided to all Vendors Nationwide
 - Removal of Zone Presence Requirements
- Grouping of functional areas into 2 functional areas with 23 subcategories
- Leverages Vendor experience providing direct support to the DON, as either prime or sub
- Cost and Fixed priced task orders permitted
 - Only can bid on cost orders if adequate accounting system



NxG Contract Characteristics

- Only one MAC award per Company
 - "Company" includes affiliates and business units as defined in FAR 2.101, this also includes Joint Ventures.
- No Time and Material orders
- No Undefinitized Orders



NxG Rolling Admissions

Notional Schedule

RFP Release

• RFP Closes

Evaluations Begin

Award Document Development

Award of MACs

Access to NxG Portal

Notional schedule has been posted on beta.sam.gov

Solicitation N0017821R7000

01 Jan 2021

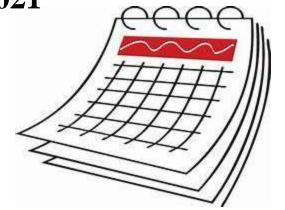
02 Feb 2021

Feb – Apr 2021

Apr – May 2021

Jun 2021

Jul 2021





Small Business Strategy

- 85% of MAC Awardees are Small Businesses
- MAC Small Business goals:
 - 20% of obligated dollars to large businesses will be subcontracted to small business
- Government will reserve the right to set aside any requirement
 - Must be noted in the TO Solicitation
 - Each Task Order reviewed by each Deputy for Small
 Business for potential set asides and subcontracting goals
 - Subcontracting actuals tracked in the portal twice a year
- SBIRs cannot be awarded through SeaPort



Doing Business with SeaPort Ordering Activities

- Become a MAC holder or Team Member
 - Pursue partnering/teaming/subcontracting arrangements
 - Submit a proposal in response to the SeaPort NxG RollingAdmissions
 Solicitation
- Learn the local ordering office's market
 - Contact the DSB of the local ordering office
 - Study Long Range Acquisition Forecasts of Ordering Offices
- Learn your competition
 - Determine who's performing similar efforts with complimentary capabilities
- Respond to Sources Sought announcements
 - Quality responses get lots of attention
 - Can facilitate set-asides and serve as a great marketing tool



NAVSEA NxG Award Stats

Set Aside	# of TO Awards
Unrestricted	41
Reserved for 8(a) SB	5
Reserved for HUBZONESB	1
Reserved for SDVOSBSB	3
Reserved for WOSB	1
SB Set-Aside	49
Total Awards	100

59% of Solicitations to date have been setaside

Average number of proposals per SeaPort Competition 3.3

# of Different Vendors	# of Task Order
Receiving an Award	Awards
70	100

70% of awards have gone to different vendors

Incumbent Won	# of Task Orders
No	51
Yes	49
Total Awards	100

51% of awards have gone to other than the incumbent



Points of Contact

SeaPort MAC Procuring Contracting Officer (PCO)

Seaport_EPCO@navy.mil

Questions for the SeaPort MAC PCO regarding specific SeaPort MAC contracts such as size status, ordering period information, vendor name/address/DUNs/CAGE Code changes and Rolling Admissions.

SeaPort Functional Helpdesk Support

seaportsupport.fct@navy.mil.

Contact the Seaport Helpdesk via email when access to the portal is not available – Please input formal Helpdesk tickets when portal access is available for questions concerning technical issues with the Seaport system and functionality.

SeaPort Ombudsman (Overarching)

Seaport_Ombudsman@navy.mil

Requests for the Overarching Ombudsman, located at NAVSEA, to provide additional reviews of solicitation or task order issues after they have been reviewed by the activity's local Ombudsman. See Section 2.1.1 of Vendor guide located under the Help icon on the Vendor Portal for a listing of all local ombudsmen.



SEAPORT NexGen ? Questions?



BACKUP INFORMATION



What Happened to SeaPort e?

- Perfect Storm MACs and ATO Expiring in Dec 2019
- Compliance with DoD/DoN security and IT standards
 - "Upgraded" technology does not always equate to "More user friendly"
- Had to move quickly to meet critical path
 - New SeaPort-NxG MACs awarded by Dec 2019
 - Develop plan to migrate existing SeaPort-e TO's to NxG software/portal
- Only SeaPort-e MACs with Active Task Orders (TO)
 Migrated completed Mar 2020



SeaPort e MACs and TOs

- SeaPort-e MACs with no TOs are being closed out.
- No new TOs can be awarded under MACs that migrated
 - SeaPort e existing TOs have approval to finish out period of performances regardless of MAC end dates
- No automatic "rollover" of "e" contract to "NxG" contract
 - Holding a SeaPort e MAC did not guarantee award of SeaPort NxG MAC
 - Must propose under upcoming Rolling Admissions to receive an NxG MAC
- Access to SeaPort portal
 - Holding an NxG MAC
 - Being part of an NxG Teaming Relationships
 - Holding a SeaPort-e MAC with open Task Orders
- Same MAC PCO for both SeaPort e and SeaPort NxG

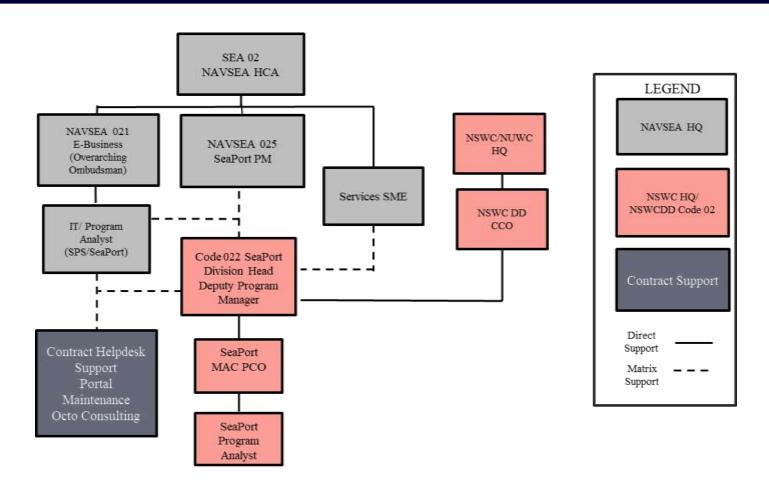


Task Order Administration

- Local Task Order Ordering Office responsibility includes:
 - Requirements development
 - Acquisition Forecasting
 - Industry Days
 - Ensuring Small business participation is sufficient
 - Ensuring competition is healthy
 - Award and administration of Task Orders
 - Sponsorship of DD254 requests
- Activity Ombudsman (Competition Advocate/Deputy for Small Business) responsibility includes:
 - Protest/Dispute Resolution



SeaPort PMO





• I am interested in joining SeaPort or reviewing posted opportunities, can I register for portal access?

- Account access is only for those companies that have received a MAC award during a Rolling Admissions as a Prime Vendor.
- The vendor administrator of that Prime company can then add additional accounts for employees of that Prime company.
- Or accounts are created by invitation to be a teaming partner from a registered prime contract holder.
- Are Contractors limited to only propose on certain functional areas or the functional area they received their award under?
 - No. Vendors may propose on any of the 23 functional areas at the task order level. This is so you can organically grow your business into other scope areas without having to reapply for a MAC.
- Does SeaPort NxG have a cap on profit, pass-through and/or escalation caps?
 - Profit and pass-through are capped at 8.0% on CPFF orders only. There is no cap on escalation.



• What is the difference between a Subcontractor and a Team Member?

- Prime The prime contractor that holds a SeaPort NxG contract
- Subcontractor Formal subcontractor to a Prime on a specific effort/task order. Legally binding between the parties.
- Team Member Potential or current subcontractors to the Prime. Team Members are established electronically so they may see opportunities in the portal through their Prime relationship if they do not hold a Prime contract themselves and can upload proposal information as part of a Prime's proposal submission.

• If I have an NxG MAC, will I automatically get my Award Term Option exercised?

No. Contract holders who do not submit a proposal for any task order competition opportunities as a Prime over the base five-year ordering period will not be eligible to earn the award term as there has been no performance at the Prime Contract level to determine satisfactory performance to continue the contract.



What roles do my employees need to access SeaPort?

- SeaPort is a role-based system where transactions may only be executed by those account holders assigned the appropriate roles based upon authority to execute those specific transactions within the system. Only Government employees and Military personnel associated with authorized ordering activities with an account may have access to the Government Portal.
 - Vendor (Non-Bidder): can view opportunities and download opportunity attachments.
 - Vendor: can view opportunities and place proposals.
 - Vendor Administrator: can view opportunities, place proposals, manage vendor users, invite teaming partners, view reports, and accept/reject modifications.



• How do I get a Facility Clearance

- A Facility Clearance (FCL) is an administrative determination that a company is eligible for access to classified information (company clearance), Personnel Clearances (PCL) are for individuals
 - National Industrial Security Program Operating Manual (NISPOM), DoD 5220.22-M governs the FCL process and procedures.
 - Sponsorship can begin as soon as Government has determined the contract awardees.
- Contractors must be sponsored by Government Contracting Agency or cleared contractor AND have legitimate need to have access to classified materials.
- The SeaPort MAC does not contain actual performance requirements.
 Requirements are all held at the Task Order level so sponsorship does not occur at the MAC level.
 - Sponsorship can only come from the Task Order Contracting Office or already cleared SeaPort Prime if you are a subcontractor.
 - Not every solicitation under the entire SeaPort umbrella requests clearances, but many do.
- Work with the task order office or Local DSB on solicitation requirements that allow for clearances of Primes or subcontractors to be sponsored post award or to provide transition periods for clearances.



• Who do I contact if the Portal is unavailable and I have a proposal due?

- In the event that the SeaPort Portal is unavailable during a proposal submission, proposals may be submitted in accordance with provision C.5 of the SeaPort NxG contract. Only the Task Order/Solicitation contracting officer is authorized to accept a late proposal or accept a proposal prior to the closing time if the portal is unavailable. The SeaPort PMO, nor the Helpdesk can make the determination.
- The cognizant solicitation Contracting Officer may contact the Helpdesk to validate vendor statements of performance issues to aid in making their determination of accepting a proposal.
- Regular web browser timeouts, password resets and not leaving enough time in general to submit the proposal do not constitute the portal being unavailable. Leave yourself plenty of time and do not wait until the last hour to log in to the system to find out your password does not work.

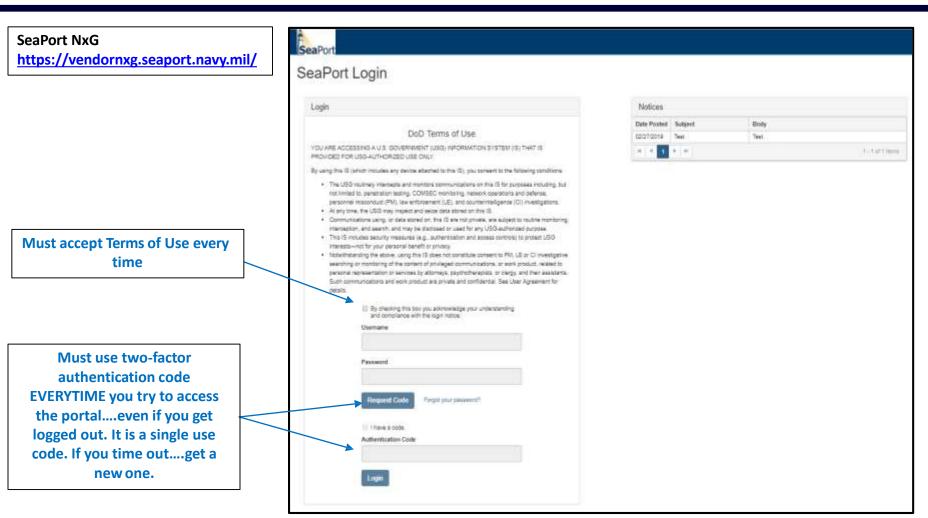


• My Government contract offices states they have sent me a mod but I cannot find it.

- Click on the Awards tab to display a list of all awards (Task Orders, Bilateral and Unilateral Task Order and Contract Modifications) in the system which users can access based on their account and role.
- The Awards listing page consists of two sections, In-Process Awards and Executed Awards.
 The In-Process Awards require action to be taken. These include awards with the status of "Response Required", "Accepted", or "Overdue".
- The Executed Awards section displays only the executed awards. No further action is required for awards listed in this section.
- I have a requirements office or program office that wants to use a vendors SeaPort MAC, how do they place an order?
 - All requirements are competed so there is no direct ordering to any vendor in SeaPort. All
 requirements must be released in a competitive solicitation by an authorized ordering office
 associated with the requirements office. The SeaPort MAC PCO does not place orders for
 specific requirements.



SeaPort Login



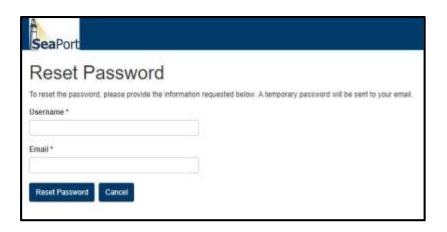
Accounts deactivate every 30 days for security reasons.

Every company has a someone that was designated as their administrator to provide account access or to reactivate accounts.



Password Reset and Helpdesk

The user can then use the *Forgot your password*? link to reset their password or contact their vendor administrator to reset the password.



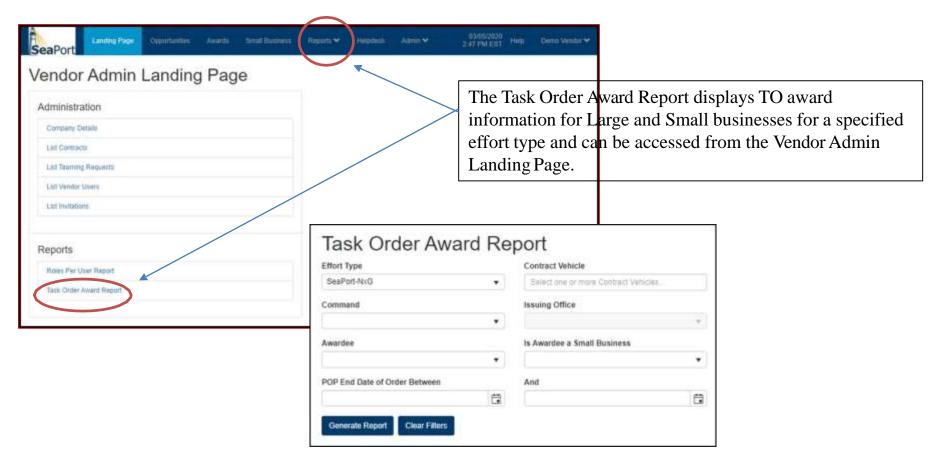
Password resets and/or SeaPort access issues should be sent to the specific company's SeaPort Vendor Administrator before contacting the helpdesk. The SeaPort PMO office cannot reset Vendorpasswords.

Helpdesk

- Submit an official ticket request by clicking on the Helpdesk link to access the Helpdesk module or via email at SeaPortSupport.fct@navy.mil. Helpdesk tickets within the system should be the first option for user support, then email. The helpdesk is for portal functionality help, not contractual or policy help.
- For identifying the urgency of the Ticket and for tracking purposes, use the following Description convention:
 Include the word "URGENT" in the ticket subject line (e.g. Request for Pricing Structure Support URGENT).
- Questions regarding awarded task orders or the development of solicitations, local operating procedures or general contract policy, should first be posed to the AOO and its contracting officers.



Task Order Award Report

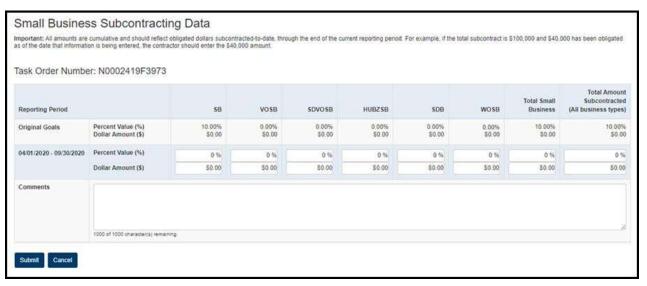


The report outputs are solicitation number, TO number, description, set-aside, awardee, award date, potential value at award, small business, issuing office and end date.



Small Business Subcontracting Reporting in the Portal

Total subcontracting reporting at the MAC level is reported in ESRS, however, individual Task Order reporting is completed in the SeaPort portal. Here is where you report what you subcontracted at the Task Order level to ensure you are meeting your task order and overarching goals.



Vendor Administrator can click on the Small Business tab from the Landing Page in order to see Small Business Subcontracting Summary page. When the small business subcontracting reporting period opens between April 1 – May 15 and October 1 – November 15, the actuals are required only for the active Task Orders that have "Due" response status, which have priced line items with a Period of Performance falling within 6 months of the reporting period (April 1 - September 30 and October 1 - March 30). There is no need to submit actuals for options.



Task Order Disputes

Disputes

- Protest Threshold for Orders is \$25M
- Under \$25M should be handled by Ombudsman.
- Ordering Activities have local Ombudsman to assist in disputes with contractors at the Task Order level. A list can be found in the Vendor guide under the Help Icon once logged in.
- SeaPort has an overarching Ombudsman if disputes cannot be reconciled with the Ordering Office Ombudsman.



Total SeaPort NxG Award Stats

Set Aside	# of TO Awards
Unrestricted	91
Reserved for 8(a) SB	15
Reserved for HUBZONESB	2
Reserved for SDVOSBSB	16
Reserved for WOSB	5
SB Set-Aside	128
Total Awards	257

# of Different Vendors	# of Task Order
Receiving an Award	Awards
158	257

61% of awards have gone to different vendors

65% of Solicitations to date have been setaside

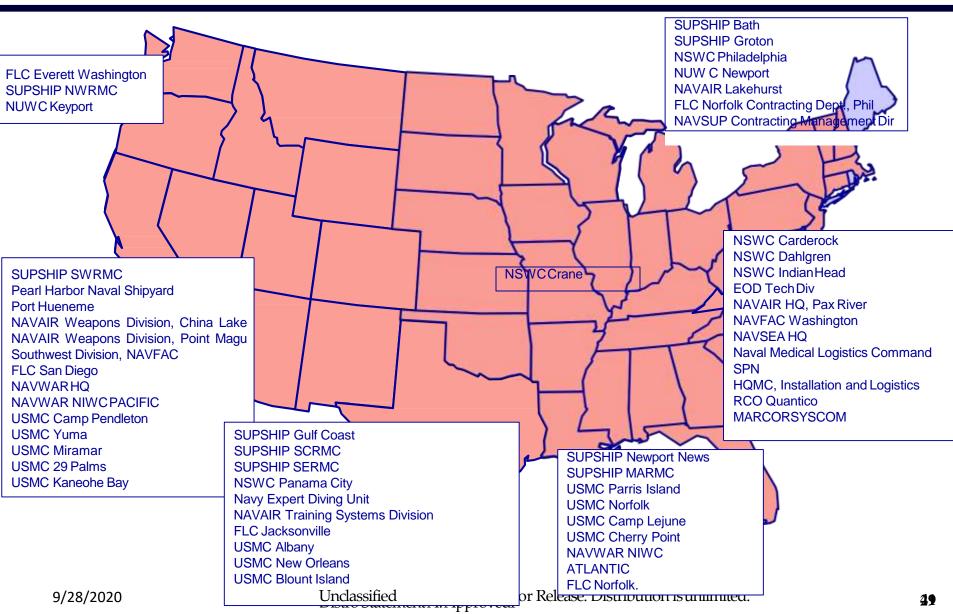
Average number of proposals per SeaPort Competition

Incumbent Won	# of Task Orders	
No	146	
Yes	111	
Total Awards	257	

57% of awards have gone to other than the incumbent



Ordering Activities Nationwide





Break 1300 – 1315



Ms. Anne Bannister Small Business Program NAVSEA



NAVSEA HQ Small Business Program Office



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Mr. Sarkis Tatigian began his government career in 1942, where his first assignment was as a radio inspector at the Philadelphia Naval Shipyard. He left his position as an inspector in March 1943 and entered the uniformed Navy as an active-duty Sailor.

In 1946, he left active duty and returned to civil service, assigned to the Bureau of Ordnance in Washington, D.C., working on the Navy's first generation of guided-missile systems. From there, he moved to the position of small business analyst for the Bureau. While in the position, Tatigian developed a small business mobile exhibit that traveled coast-to-coast, visiting all state capitals and cities with populations exceeding 400,000. For his organizational efforts on the exhibit, Tatigian received Congressional recognition.

Later, in June 1979, Tatigian was appointed NAVSEA's Associate Director of the Small and Disadvantaged Business Utilization Office. He continued to work as an advocate for small business at NAVSEA's Small Business Program Office until his passing.

The Department of the Navy Office of Small Business Programs estimates during Mr. Tatigian's tenure as a Small Business Advocate, that more than \$100 billion in contracts have been awarded to small businesses.

During Mr. Tatigian's 77 years of service, he was vital in expanding the Small Business industrial base for the Navy and creating a foundation of support from industry, which is essential to our economy.

Of notable mention, Mr. Tatigian is the longest serving Civil Servant in Department of Defense. He was an integral member of Department of the Navy's Small Business Family. He will be dearly missed.



NAVSEA Mission

Design, build, deliver and maintain ships and systems on time and on cost for the United States Navy.

NAVSEA Vision: Expand the Advantage

FY19 Top 5 Small Business Execution - NAVSEA		
NAICS	FY19 SB Awards (\$M)	
541330: ENGINEERING SERVICES	\$1.3B	
336611: SHIP BUILDING AND REPAIRING	\$918.2	
334511: SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$170.9	
336612: BOAT BUILDING	\$109.2	
334111: ELECTRONIC COMPUTER MANUFACTURING	\$90	





The Small Business Industrial Base

- 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

"Our continued mission is to provide our Sailors and Marines with solutions that provide a technical edge over any and all adversaries. An empowered team with close connections to the operational customers can accomplish amazing things. Small Businesses are a critical team member and a key catalyst to accelerate innovation. Therefore, utilizing small business capabilities should be a primary choice."

Mr. James F. Geurts, ASN(RDA)

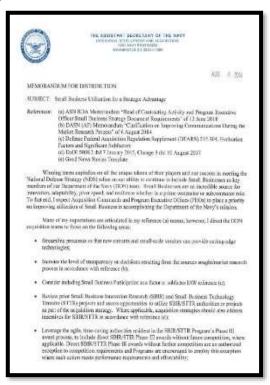
Small businesses can be perfectly positioned to foster the development of new technological advancements



Small Business Utilization

ASN(RDA) Memorandum, August 6, 2018 Small Business Utilization for a Strategic Advantage

- Small Businesses are an incredible source for innovation, adaptability, pivot speed, and resilience
- Place priority on improving utilization of Small Business
- Leverage Small Business Innovation Research and Small Business Technology Transfer Programs
- Involve Small Business Professionals early on in the acquisition process







The Role of the Small Business Professional

Do SBPs award contracts???

- Small business professionals search and evaluate opportunities for small businesses to participate in government contracts.
- These individuals engage in active dialogue with the small business community on a regular basis through industry days, outreach events, and virtual / office visits by small businesses







Do's & Don'ts for Partnering with NAVSEA



- Always be ready to give an "elevator speech".
- Be familiar with the agencies mission and vision. How does your company fit?
- Know what the agency or prime contractor procures and market accordingly. Ask engaging questions. Show how you can bring value to the customer.
- Lead with your capabilities and not with your small business status. How can you meet the customer's need? Core capabilities are much more important than your small business status.
- Be honest about your capabilities.
- Locate and connect with your local Procurement Technical Assistance Center (PTAC) for SB counseling and training services.
- Be registered in the System for Awards Management (SAM). Update your beta.SAM.gov profile each year. Keep small business certifications up-to-date.
- Know your primary North American Industry Classification System (NAICS) code as well as all the NAICS codes that you can support.
- Know your past performance related to your primary industry areas.



Do's & Don'ts for Partnering with NAVSEA



- Spend time marketing to agencies or firms who do not procure what you can provide.
- Say, "I can do anything you want me to do".
- Forget to conduct due diligence research on an agency or company before contacting them.
- Forget to identify your NAICS code, capabilities statement, and beta.SAM.gov information when contacting an agency or prime.
- Send emails that lack information on what your company does.
- Expect immediate replies for emails or phone calls. Everyone is busy; be respectful of another's workload and priorities.
- Assume that your small business status alone will get you a contract.



What's Your Competitive Advantage?

- Competitive Advantage is your deal closer
 - It answers the questions
 - Why should I do business with you?
 - What are you offering that the others don't?
- How do you get there?
 - Hyper-focus, narrow niche: the "One Thing"
 - Existing customers proof of concept
 - Share success stories that you're low risk & innovative
 - Take into account customer's mission and environments
 - · What are the costs of switching and re-training
 - Be available & visible touch base, respond, assist



"IF YOU DON'T HAVE A COMPETITIVE ADVANTAGE, DON'T COMPETE"

JACK WALSH (Past CEO General Electric)



Next Steps



Past

- www.usaspending.gov (federal government obligations)
- www.fpds.gov/beta.Sam.gov (contract data standard reports)
- www.sba.gov (Small Business Administration)
- calc.gsa.gov (GSA rates)
- http://www.naics.com, http://www.census.gov/eos/www/naics/ (NAICS Code)
- http://www.sba.gov/sites/default/files/files/Size_Standards_Table.pdf
 Matched to North American Industry Classification System Codes)
- http://smallbusiness.navy.mil/ DON OSBP (Search What DON Buys)
- https://www.aptac-us.org (Procurement Technical Assistance Centers (PTACs))

Present

- www.sam.gov (System for Award Management)
- https://web.sba.gov/pro-net/search/dsp_dsbs.cfm (SBA Dynamic Small Business Search)
- www.acquisition.gov (Federal Acquisition Regulation
- www.beta.SAM.gov (Federal Opportunities)
- www.gsaelibrary.gsa.gov (GSA schedules)
- <u>Itdashboard.gov (Major Federal IT investments</u>

Future

- https://www.acquisition.gov/?q=procurement-forecasts
- http://www.navsea.navy.mil/Business-Partnerships (NAVSEA LRAF/PEO Small Business Strategies)
- Agency strategic plans
- Other decision documents, white papers, publications, Congressional reports...

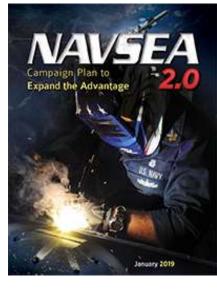


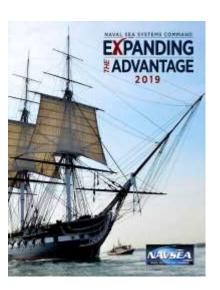


Goals are important but...

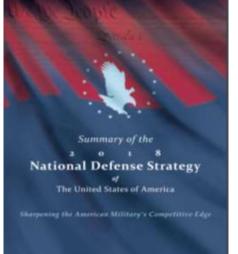
Supporting the Warfighter will always be our Number #1 priority.

The innovation and agility of Small Business can help us meet our mission and Expand the Advantage!













Small Business Office ? Questions ?



Mr. Dean Putnam SBIR/STTR Program Manager, NAVSEA





Naval Sea Systems Command

Small Business Innovation Research (SBIR) Small Business Technology Transfer (STTR)

2020 NAVSEA Small Business Industry Day

Dean Putnam
NAVSEA SBIR/STTR Program Manager
SEA 05T2R
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What Is SBIR?





 Established by Congress in 1982 to incorporate small business technological innovation into Government supported Research and Development programs.

Small

 Small Business Administration manages the SBIR Program through 11 participating agencies.

Business

 Navy has 5 major players - NAVSEA, NAVAIR, NAVWAR, MCSC, ONR

Innovation

• SBIR \$\$ + Small Business Innovation = Better, faster, cheaper products and processes for the Navy

Research

 Small Business Technology Transfer (STTR) is a sister program that utilizes Federally Funded Research and Development Centers (FFRDCs)



SBIR / STTR Three Phase Program





Phase I: Feasibility Study Concept Development / Feasibility Study

- \$140K base contract, six months
- \$100K option for six months
- Options depends on transition interest
- Average of 1 win per 7
 proposals and 14 proposals (2
 awards) per topic

Phase II: Full Research, R&D to Prototype Technology Development for Prototype

- \$1.7M base contract (\$600K for twelve months, \$600K option for twelve months, \$500K option for twelve months)
- Commercialization Readiness Program depends on potential for transition
- · 50% chance of winning Phase II contract
- Can participate in SBIR/STTR Transition Program (STP)

Phase III: Commercialization Demonstration / Implementation Commercialization

No Limit (Non-SBIR funds)

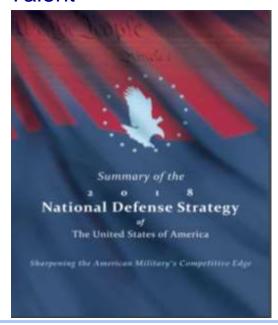
SBIR / STTR Buys Research and Development, Not Parts and Services



National Defense Strategy Alignment Focus Areas



- Reform the Department for Greater Performance and Affordability
- Preparedness for War Sustainment and Readiness
- Build a More Lethal Force
 - Operational Concepts
 - Lethal, Agile, and Resilient Force
 - Modernize Key Capabilities
 - Cultivate Workforce Talent





Traditional Solicitation Schedule



As the SBIR program implements changes for acceleration and agility, pilot programs provide opportunities that do not follow this traditional schedule

- DoD BAAs are released 3x/year
- The X.1/X.A BAA typically has the most NAVSEA participation and the largest number of topics
- FY20.1 BAA had Standard,
 ADAPT 2.0, and DP2 topics







Dates subject to change

^{**}Not all Components participate in each solicitation.

^{**}Multiple solicitations provide opportunities to participate throughout the fiscal year.



Keys to Writing Winning Proposals



- 1 Each Service and agency is different. Read and follow announcement instructions
- 2 Know your customer. Make sure your approach is relevant
- 3 Take advantage of the pre-release. Contact the TPOC to ask questions
- 4 Emphasize your innovative approach. Articulate how it compares to the state of the art
- 5 Clearly and concisely answer who, what, when, where, how, and importantly, why
- 6 If there are technical barriers...address them!
- 7 Don't underestimate commercialization. State your plan NOW!
- 8 Provide a work plan and schedule with tasks that flow smoothly
- 9 Ensure that the proposed solution is reasonable, realistic, and feasible
- 10 Check spelling and grammar. Proposals can be difficult to read due to poor grammar

READ AND FOLLOW ANNOUNCEMENT INSTRUCTIONS!!



What's New with Navy SBIR/STTR



Accelerated SBIR/STTR Acquisition Program (ASAP)

- NAVSEA SBIR/STTR pilot to determine if Phase II timeline can be cut to three years
- Award a Phase II contract and a CRP with the same funding to be completed in <3 years
- NAVSEA provides overall SBIR/STTR Program Management

Navy Technology Accelerator Pilot

- Requires rapid proposal evaluation (typically within 10 days)
- Requires rapid contract award (typically within 14 days)
- Virtual same day awards for Phase II
- Features broad Navy topics
- Topics originate from NAVSEA, NAVAIR, NAVWAR and ONR
- Address National Defense priorities
- SYSCOMs provide input and collaborate in order to develop topics

Accelerated Delivery and Acquisition of Prototype Technologies (ADAPT)

- Quickly address high priority challenges in high impact areas for the naval community
- Increased participation of non-traditional businesses to leverage existing commercial technologies to accelerate the time to deliver prototypes
- ONR provides overall ADAPT Program Management



Reachback



- Refers to "reaching back" to an older topic that has not yet accrued up to \$1.7M in SBIR funding in Phase II
 - If this has accrued \$1.7M in SBIR funding, the request must be submitted as a CRP project
 - Topic must be seeking innovation and R&D; cannot be used as a means of procurement
 - Reachback requires a strategy to transition technology to the warfighter
- SBIR/STTR Policy directive states there is no time limit between SBIR contract awards
- After 2013, Phase II awards were limited to two per topic per company
- As long as work is within the scope of topic, we can award a Phase II
 - Example:
 - Company won a Phase I in 2015 for \$150k
 - Phase 1 completed but no funding was available for Phase II in 2016
 - In 2018 a need arose where the work done in Phase I was applicable
 - A Phase II was requested; for \$1.7M
 - In parallel, paperwork for a Phase III contract was started for \$25M



Commercialization Readiness Program (CRP)



- CRP (also known as Phase II.5), requires that the program office have one to one matching Non-SBIR funds available after the project has reached the \$1.7M SBIR funding threshold
 - CRP requires a strategy to transition technology to the warfighter
 - Topic must be seeking innovation and R&D; cannot be used as a means of procurement
- The purpose of a CRP project is to:
 - Provide additional funding for SBIR/STTR technologies, products, and services that have potential for rapid transition to Phase III and into the acquisition process
 - Accelerate the transition of technologies, products, and services developed under the SBIR/STTR Programs
- With the matching funds requirement, a company can receive up to a possible \$3.4M (\$1.7M SBIR and \$1.7M Non-SBIR) to assist projects with strong transition paths
- Matching funds must be placed on the associated Phase II contract



Data Rights



SBIR/STTR Data Rights are Unique

- Applies to all SBIR/STTR awards that fall within the statutory definition of Phase I, II, or III, as described in § 4 of the SBA Policy Directive.
- Restricts the Federal Government's use and release of properly marked SBIR/STTR Data only during the SBIR/STTR Protection Period; after the protection period, the Federal Government has a royalty-free license to use for Government Purposes.
- The Government must protect those right for 20 years at the beginning of award of Funding Agreement
- SBIR data right are defined in FAR and DFAR 252.227-7018
- An SBC retains title and ownership of all SBIR/STTR Data it develops in the performance of an SBIR/STTR award and retains all rights not granted to the Government. These rights of the SBC do not expire.
- Data that is delivered must be marked with the appropriate SBIR/STTR Data Rights legend or notice, in accordance with agency procedures.
- The law says the Government to the greatest extent practicable should award follow on work to the SBIR firm
 - This statute justifies sole source follow-on contracts
 - The requirement for competition has been satisfied in Phases I and II
 - The Federal Government may terminate the Funding Agreement under certain conditions.
- Future company value is based on the Intellectual Property and Data rights so protect them!
 - There is no limit on the value or number of Phase III contracts.
 - Phase III funds come from a Program Office (NOT SBIR "seed" funding)

Data Rights Belong to the Small Business!



Phase III – It's Not Just Data Rights



Phase III Requirements:

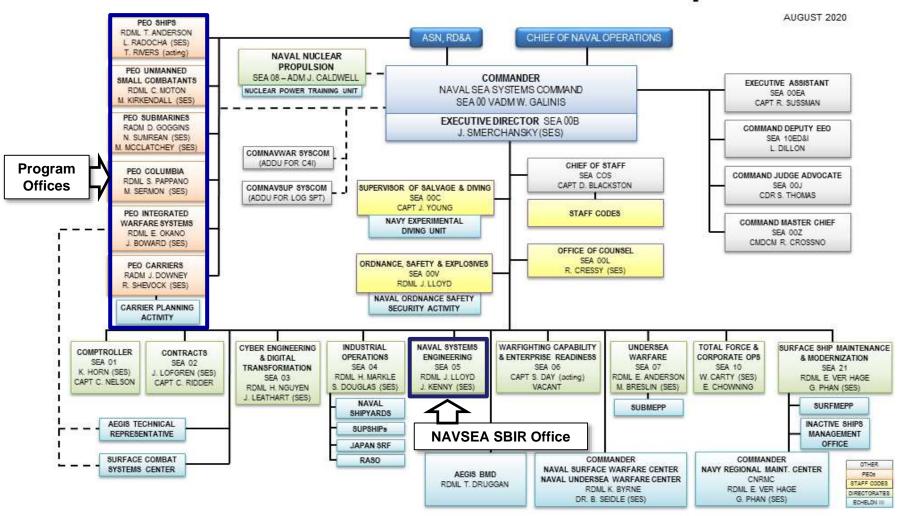
- The Government must award Phase III contracts to SBIR/STTR firms that developed the technology to the greatest extent practicable
- SBIR/STTR companies cannot be compelled to relinquish, negotiate, or make data rights a condition for Phase III awards
- The Government must notify the SBA if it intends to pursue R/R&D, production, services, or any combination thereof of a technology developed under an SBIR/STTR award, with an entity other than that SBIR/STTR awardee
 - The SBA can compel Government (DoD) to terminate a contract if that contract should have gone to the SBIR/STTR company
- For Phase III SBIR/STTR awards, it is sufficient to state for purposes of a Justification and Approval, if one is deemed required by the agency, that the project is an SBIR/STTR Phase III award that is derived from, extends, or completes efforts made under prior SBIR/STTR Funding Agreements and is authorized pursuant to 15 U.S.C. 638(r)(4). Further justification is not needed



NAVSEA Organization Chart



Command Leadership





NAVSEA SBIR Functional Organization



NAVSEA

NAVSEA Board of Directors

NAVSEA SBIR/STTR Program
Office
PM Dean Putnam

HQ/DIR & PEO SBIR/STTR TMs

NAVSEA SBIR/STTR Working Group

PEO CV TM Richard Park

Focuses on the design, construction and delivery, and lifecycle support of all aircraft carriers and the integration of systems into aircraft carriers.



PEO IWS TM Douglas Marker

Manages surface ship and submarine combat technologies and systems, and coordinates Navy Open Architecture across ship platforms.



PEO USC TM Jenn Greenwood

Responsible for acquiring and maintaining the littoral mission capabilities of unmanned and small combatants, such as the LCS class ship.



PEO SHIPS TM Robert Mitchell

Manages acquisition and complete life-cycle support for all U.S. Navy non-nuclear surface ships.



PEO SUBS TM Roberto Sanchez

Focuses on technologies for submarines and submarine systems.



HQ/DIR TM Ryan Blondino

Focuses on the design, construction, delivery, and engineering requirements for SEA05, Naval Special Warfare, Explosive Ordnance Disposal, and Divers.





SBIR/STTR ? Questions ?



Mr. Matt Evans Director, Shipbuilding Industrial Base Task Force, NAVSEA



Small Business Industry Day

Presented by: Matt Evans October 2020

Director, Shipbuilding Industrial Base Task Force (SIB-TF)





SIB-TF Genesis → **Presidential Executive Order 13806**

- Directed a DOD led inter-agency task force to assess and Strengthen the Manufacturing and Defense Industrial Base and Supply Chain Resiliency of the United States
 - Recommend legislative, regulatory and policy changes and other actions that:
 - Mitigate risks of contingencies that may disrupt the supply chain
 - Ameliorate any aspect of the supply chain assessed as deficient
 - Strengthen manufacturing capacity and increase resiliency

Macro Forces		
Sequestration		
Decline in US Manufacturing and Capacity		
US Government Business Practices		
Industrial policies of competitor nations		
Diminishing US STEM and trade skills		



Risk Archetypes		
Sole source		
Single source		
Fragile supplier		
Fragile market		
Capacity constrained market supply		
Foreign dependency		
Diminishing manufacturing		
Gap in US based human capital		
Erosion of US based infrastructure		
Product Security		

Seeking Small Business Viewpoints



SIB-TF Objectives

- Serve as a unifying mechanism for comprehensive, holistic, and actionable Industrial Base efforts that align U.S. Navy ship and submarine construction, maintenance, and modernization requirements with resources, capability, and capacity.
- Develop clearer communication between suppliers and NAVSEA
 - Establish forums to exchange information
 - Break down misunderstandings driving behavior
- Take a proactive approach to:
 - Develop understanding of vendors and roles in shipbuilding markets
 - Identify cross-cutting industrial base challenges and opportunities
 - Translate existing supply chain assessments and data into courses of action
 - Generate trade workforce strategies through pilots, coordinating with federal, state, and regional stakeholders
- Utilize various funding mechanisms to implement changes
 - DPA Title III Involved in > \$250M Shipbuilding projects through CARES Act; developing prospective projects to support any addition Congressional action
 - IBAS Cornerstone FY20 ~\$80M Congressional Plus-Ups for workforce initiatives across US
 - Shipbuilding Supplier Development FY18-20 ~\$750M across PEOs



Explore with Small Business Community

- "What are the challenges/opportunities with"
 - Maintaining a role within industry? Expanding to additional roles/market space?
 - Relationships with NAVSEA/Primes/PMOs/NAVSUP/DLA
 - > Serving as a supplier under a NAVSEA contract and prime under DLA contracts?
 - Understanding and managing Navy Cyber requirements?
 - Clause/T&Cs flow down levied on primes and driving costs to small businesses
 - Mitigating COVID-19 impacts to:
 - > Existing contracts? Future bids?
 - > Commercial business sector?
- -"How can we help with"
 - Improving relationships with industry and NAVSEA stakeholders?
 - Roles with your existing market spaces or expanding into new ones?
 - Anything you want to discuss?

Essential to understand Small Business Perspectiveswithin NAVSEA Enterprise



Next Steps – Small Business Feedback

- Looking for strategic opportunities to shore up and innovate Navy's industrial base with small business
 - What does my team need to know about your company and your perspectives?
 - Seeking themes to hold virtual round tables (~20 participants)
 - Provide information on your company to assist with understanding role(s) in market spaces (excel embedded)

—Our contact information

- Matt Evans, <u>matthew.d.evans@navy.mil</u>
- Whitney Jones, <u>whitney.b.jones1.ctr@navy.mil</u>
- Thais Canedo, thais.canedo@navy.mil
- Mahwish Husain, <u>Mahwish.Husain@VTGDefense.com</u>





Shipbuilding Industrial Base Task Force ? Questions ?



Closing Remarks Day One



Thank You For Attending Day 1 Small Business Industry Day



Small Business Industry Day 7 October 2020

Day 2 - The event starts at approximately minute 33. Note we ran into audio issues during some sessions and experienced a separate issue which prevented the PMS 555 presentation from being recorded.

Link: https://teams.microsoft.com/l/meetup-

join/19%3ameeting_OWM2MDBjNjktNWIwMS00MTlhLThjMDMtMzMyYjIwMzM4ZWNk%40thread.v2/0?context=9 7b%22Tid%22%3a%2221acfbb3-32be-4715-9025-1e2f015cbbe9%22%2c%22Oid%22%3a%228b08c56f-8fc8-4b19a47c-2c9e30733a8c%22%2c%22IsBroadcastMeeting%22%3atrue%7d



Ms. Anne Bannister Director, Small Business Office – Admin Remarks 1100 - 1105



Mr. Evan Littig Mr. Horace Butler Team Ships 1105 - 1130

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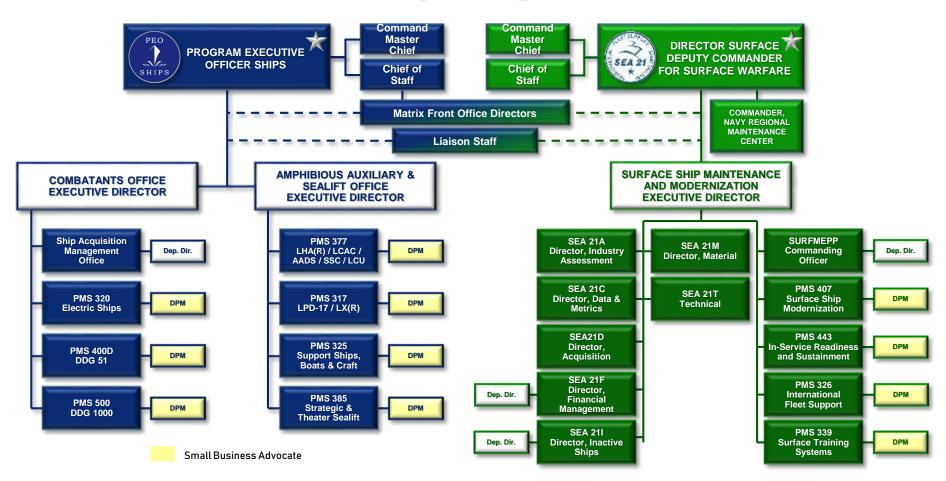


Team Ships Small Business Industry Day

October 7, 2020

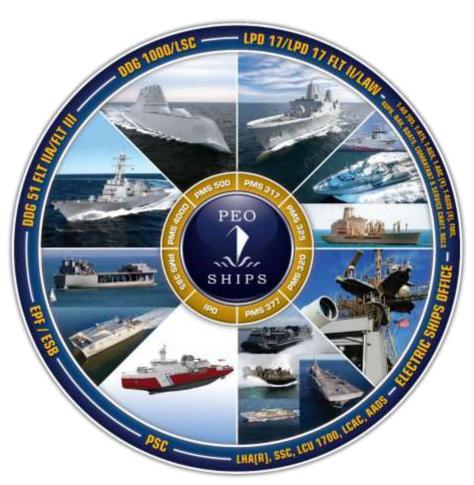


Team Ships Organization





PEO Ships Portfolio



- Six major program offices supporting the execution of seven ACAT I, one ACAT II, three ACAT III, two pre-ACATs, and 30+ non-ACAT programs
- Cross program efforts focused on energy / power, Cyber, Procurement of Government Furnished Equipment, Training, and Acquisition Workforce Development
- 44 Battle Force Ships currently under construction or contract
- ▶ \$94.5B total program value for FY13-25
- > 377 Civilians and 19 Military Personnel

As of 09/08/2020



SEA 21 Mission Overview

SEA 21 integrates maintenance strategies, modernization plans, training needs, and technical, logistics, and programmatic efforts to best manage the lifecycle of U.S. and partner Navy surface ships and systems from fleet introduction through transfer or



disposal. Surface Ship Modernization Program Office (PMS 407)

Leads and integrates policy, planning and execution of surface ship modernization through oversight of advanced planning of availabilities, integration of new technologies, and planning yard functions.

Surface Ship Readiness and Sustainment Program Office (PMS 443)

Provides lifecycle management, enabling surface ships to maintain operational readiness and sustain warfighting capability throughout their service life through development of programmatic, logistical, technical and engineering services and products.

Surface Training Systems Program Office (PMS 339)

Leads and integrates planning, policy, acquisition, lifecycle management, research and development and technical insertion of existing and future surface training systems.

Inactive Ships Directorate (SEA 21I)

Manages the inactivation, storage, and disposal of conventionally powered U.S. Navy ships and craft that have reached the end of their service life.

International Fleet Support (PMS 326)

Provides support and follow-on technical assistance to foreign navies and coast guards, including management of the ship transfer process, ensuring effective and efficient execution of surface ship foreign military sales.

Surface Ship Maintenance Engineering Planning Program (SURFMEPP)

Provides centralized lifecycle maintenance engineering, class maintenance and modernization planning, and manages maintenance strategies, ensuring all surface ships have an articulated, technically rigorous and engineered maintenance oversight process to achieve expected service life.



CNRMC Mission Overview

CNRMC ensures material readiness and warfighting capability of the U.S. Navy Surface Fleet through coordination and execution oversight of depot- and intermediate-level maintenance and modernization.



Contract Management and Oversight (CMO)

RMCs are the Naval Supervisory Authority (NSA) for depot level maintenance accomplished by private shipyards. RMC efforts include advanced planning, work item development, contracting, project management, work oversight and work certification.

Fleet Technical Assistance (FTA)

RMCs provides FTAs upon request when ships are unable to resolve equipment or software deficiencies. FTA provides over the shoulder technical assistance and guidance to ship's force personnel to identify and resolve issues and to provide training in an effort to increase the self-sufficiency of ship's force technicians.

Total Ship Readiness Assessments (TSRA)

RMCs execute the TSRA program as part of the broader material assessment program to manage all mandatory periodic life cycle assessments and inspections, embracing the motto, "Find, Fix, Train".

Intermediate Level Maintenance (I-Level)

I-Level maintenance consists of work package planning, parts procurement, execution and work package closeout. Maintenance Assist Teams assist ship's force in accomplishing PMS and assessing material readiness. Sailors achieve qualifications that range from basic 3M and Quality Assurance Craftsman through more extensive Journeyman qualifications. The Navy Afloat Maintenance Training Strategy program is designed to train Sailors on advanced skills and obtain Navy Enlistment Codes that will enable them to return to the fleet as a subject matter expert.



Small Business Investment Areas

Small Business Innovation Research (SBIR) Program

- SBIR opportunities are identified by representatives within each program office
- The Office of Naval Research provides funding for projects that are then managed by the Team Ships Science and Technology Directorate

Small Business Technology Transfer (STTR) Program

Requirement for small business to collaborate with a research institution in Phase I and Phase II

Shipbuilding Construction Contracts

- All contracts contain small business goals for their subcontractors
- Aggressive outreach for opportunities for smaller craft
- In future acquisition programs, PEO Ships is considering the use of financial capital expenditure (CAPEX) incentives to encourage investment in the facilities operated by small vendors/suppliers

> Ship Modernization Contracts

 Contracts contain small business goals for their subcontractors

Ship Training Systems Contracts

Each primary contract has a small business requirement to demonstrate how the prime contractor will utilize small business as part of their team in developing trainers

Professional Service Support Contracts

- Program office emphasis on SBSA contracts for professional support services
- ❖ FY21 planning: PEO Ships 37% to small business primes; SEA 21 – 19% to small business primes

Rapid Innovation Fund (RIF) Program

- Accelerates the fielding of small business innovative technologies into military systems
- Requests for Information (RFIs)



Upcoming Opportunities / Outreach Events

- Team Ships planned contract awards [Long Range Acquisition Forecast]
 - Shipbuilding awards
 - Modernization awards
 - Training systems awards
 - Professional Service Support Contracts
- International WorkBoat Show (IWBS) [Sep 2020]: A trade-only conference and expo for commercial vessel owners, operators and builders as well as the vendors and suppliers that serve them
- Yard, Repair, Berthing and Messing (YRBM) Berthing Barge Industry Day [13 Oct 2020]: Virtual event to learn more about the structure and requirements of the YRBM Berthing Barge Program and get insight into upcoming opportunities for prospective shipbuilders.
- Technology, Systems and Ships (TSS) [Nov 2020]: Formerly ASNE Day Focuses on the latest efforts of the Navy, Coast Guard, Marine Corps, and Army to design and procure the next generation of weapons, systems, and ships
- SBIR Broad Agency Announcement [Dec 2020]: Announcement of research projects for small business participation
- Surface Navy Association [Jan 2021]: Annual National Symposium, bringing together US Navy Fleet Forces experience and guidance with industry to provide for a superior US Naval Force of the future
- NSRP All-Panel Meeting [Mar 2021]: A gathering of all nine NSRP Panels and their participants for a three day event in Charleston, SC. The first two days of the meeting are general sessions and presentations, while the third day is individual panel meetings.

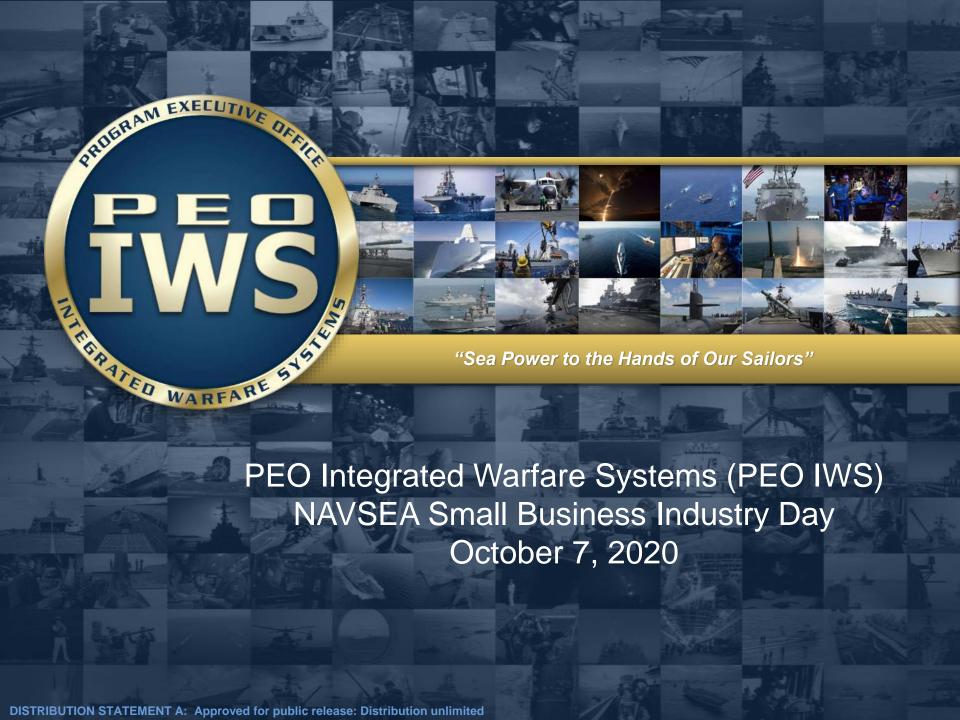
- Shipbuilding Technology (ShipTech) Forum [Mar 2021]: Sponsored by the Office of Naval Research's (ONR's) Manufacturing Technology (ManTech) Program, the event provides a forum to exchange information on the developments generated by Navy ManTech through its Centers of Excellence, as well as the related initiatives conducted by the National Shipbuilding Research Program, industry, and academia.
- Navy League Sea, Air & Space Expo [April 2021]: An invaluable extension of the Navy League's mission of maritime policy education and sea service support providing the most current information and technology relevant to maritime policy
- Mega Rust [May 2021]: Provides an impartial forum for dialogue between government and commercial organizations, and providers of coatings and corrosion control products, processes, technologies and solutions
- Multi-Agency Craft Conference (MACC) [Summer 2021]: Open forum for the exchange of operational and technical information on small boats and craft between Government agencies and the maritime community
- Naval Future Force Science and Technology (S&T) Expo [Jul 2021]: ONR's biennial expo to showcase some of the Navy's and Marine Corp's latest technologies and bring together the brightest minds from around the world to share information; discuss research opportunities; and build partnerships between the Navy, Marine Corps, industry and academia
- Fleet Maintenance & Modernization Symposium (FMSS) [Sep 2021]:
 Opportunity to interact with senior military and civil service decision makers, ship and craft operators and maintainers, repair and maintenance personnel, designers, builders, planners, engineers, program managers, life cycle engineers, equipment suppliers and other technical experts



Team Ships ? Questions ? 1130 - 1140

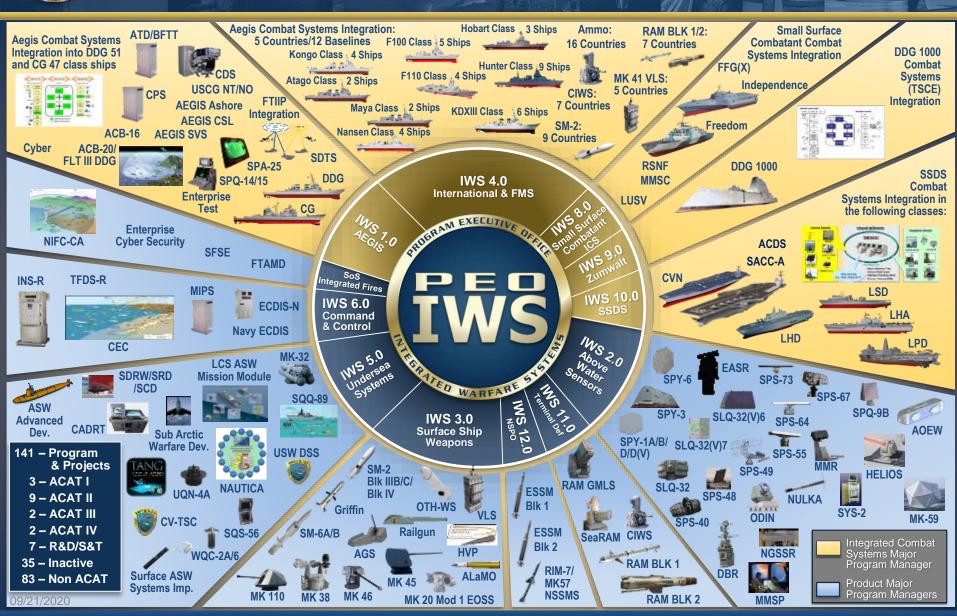


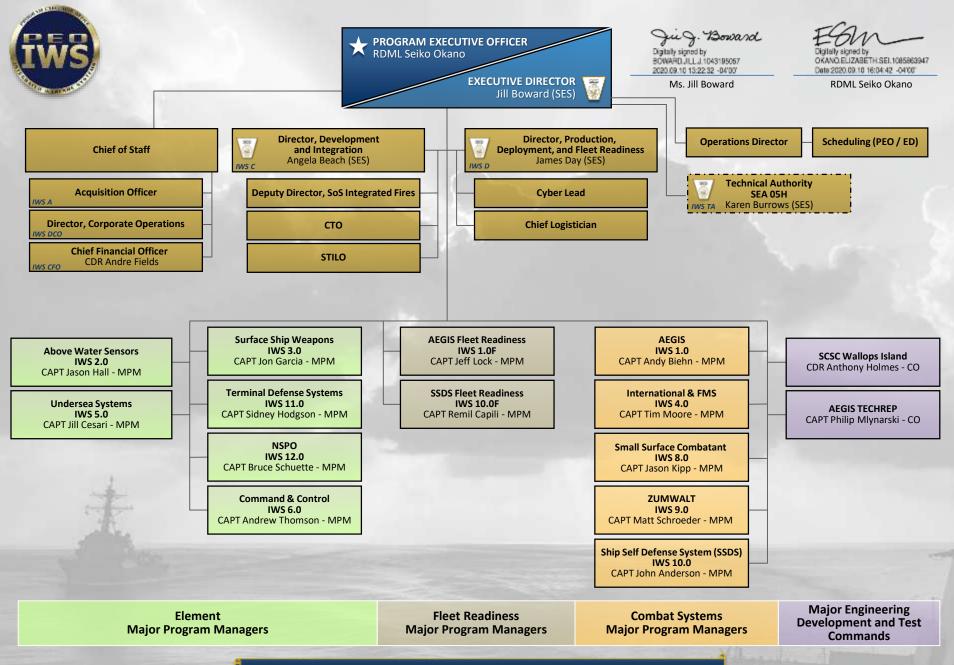
Mr. Steven Holsworth PEO Integrated Warfare Systems (IWS) 1140 - 1205



FWS

PEO IWS Programs and Projects





"Sea Power to the Hands of our Sailors"



PEO IWS Small Business Entry Points

- PEO IWS Small Business Advocates Deputy Major Program Managers (DMPMs)
 - PEO IWS 1 AEGIS DMPM: (202) 781-4221
 - PEO IWS 2: Above Water Sensors DMPM: (202) 781-3914
 - PEO IWS 3: Surface Ship Weapons DMPM: (703) 872-3581
 - PEO IWS 4: Int'l and Foreign Military Sales DMPM: (202) 781-5060
 - PEO IWS 5: Undersea System DMPM: (202) 781-0610
 - PEO IWS 6: Command and Control DMPM: (202) 781-5218
 - PEO IWS 8: Small Surface Combatant Integrated Combat Systems DMPM: (202) 781-2529
 - PEO IWS 9: Zumwalt Integrated Combat Systems DMPM: (202) 781-3329
 - PEO IWS 10: Ship Self Defense System DMPM: (202) 781-3080
 - PEO IWS 11: Terminal Defense System DMPM: (703) 872-1067
 - ➤ PEO IWS 12: NATO SeaSparrow Program Office DMPM: (703) 607-6989



PEO IWS Small Business Entry Points

- Small Business Innovative Research (SBIR)
 - > PEO IWS Technology Manager: (540) 653-3117
 - PEO IWS Chief Technology Officer: (202) 781-2762
- Long Range Acquisition Forecast (LRAF)
 - RFPs Planned for FY21 and beyond
 - LRAF web location:

https://www.navsea.navy.mil/Portals/103/Documents/
Small Business Forum/NAVSEA HQ LRAF06182020 updated.pdf



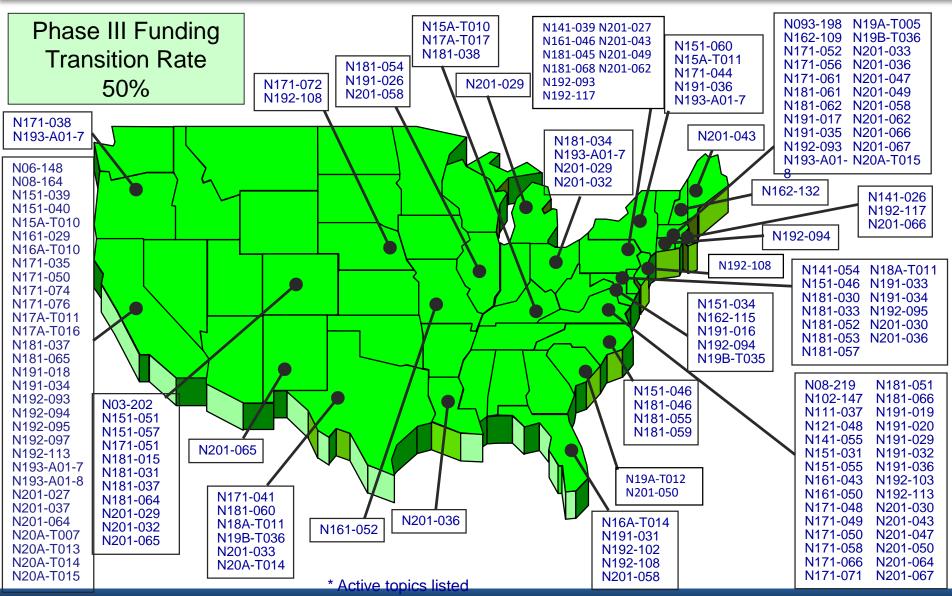
PEO IWS Contracts Overview

Examples of Current Small Business Contracts

PEO IWS Directorate	Description	Small Business Vendor
IWS 1.0	Shipboard Automated Test and Retest	Innovative Defense Technologies
IWS 1.0	Data Management	Venesco
IWS 1.0	CPS Production	Management Services Group
IWS 1.0	R&D Engineering	SimVentions, Inc.
IWS 1.0	TechRep Support	T Solutions
IWS 1.0	Training Systems (BEWTT,SEWT, CIAT)	EWA GSI
IWS 1.0	Training Systems (BFTT Production)	Global Technical Systems
IWS 2.0	Engineering Support Services (ESS)	Decision Technologies
IWS 3.0	Engineering Support Services (ESS)	Technology Service Corp.
IWS 4.0	Engineering Support Services (ESS)	Tech Marine Business
IWS 4.0	Engineering Support Services (ESS)	International Systems Management (Australia Support)
IWS 4.0	Security Services	Forge Group
IWS 5.0	Broad Agency Announcements	Multiple
IWS 5.0	Multi Sensor Data Fusion Capabilities (BAA)	Systems Technology and Research LLC
IWS 5.0	Other Transaction Authority (OTA)	InDepth Engineering Corp.
IWS 6.0	ECDIS-N Software Development	The Consulting Network
IWS 10.0	SSDS Systems Engineering, Integration & Test	Gryphon
IWS 12.0	Professional Support Services	Herren and Associates
IWS FO	Admin/PAO/IT Support	Strategic Insight
IWS FO	Financial Management	Tech Marine Business
IWS CTO	SBIR/STTR/RIF	Multiple



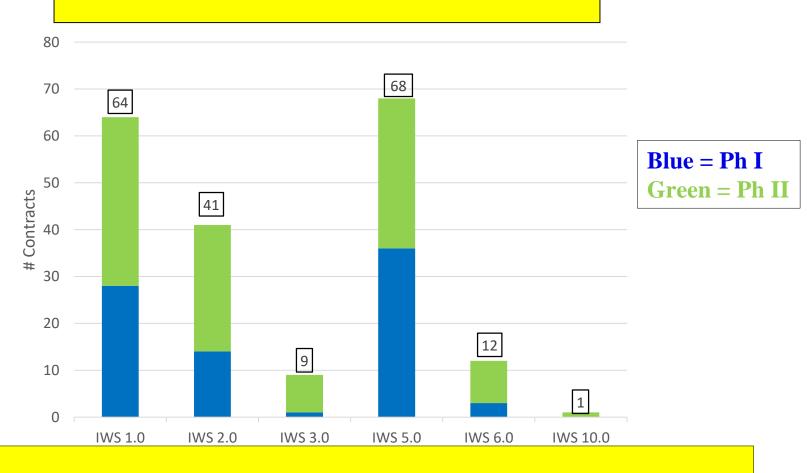
PEO IWS SBIR TOPICS* (FY00.1 – FY20.1/A Solicitations)





Current IWS Active Phase I, II SBIR/STTR Contracts

Phase II to Phase III Transition Rate 50%



195 Contracts \$43.25M (FY20 funds)/\$196.4M (Total Contract Value)



FY21 Topics Based on National Defense Strategy (NDS) and NAVSEA Campaign Plan

NAVSEA Focus Areas

- Deliver Combat Power: On-Time Delivery of Ships, Submarines, and Systems
- Transform Digital Capability
- Build a Team to Compete and Win



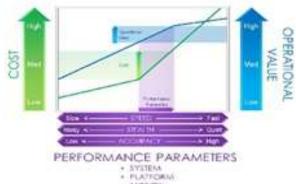
















PEO IWS Top Level Focus Areas

- Kill Chains
- Distributed Maritime Operations
- Sensor Fusion
- Digital Transformation
- Cybersecurity
- Infrastructure as a Service (laaS)



PEO IWS Directorate Focus Areas

IWS 1.0: Aegis

Common Operational Picture, Enhanced Kill Capability,
 Cybersecurity, Operational Readiness, Automated Test

IWS 2.0: Above Water Sensors

RF Power and Bandwidth, Phased Array and IF, Sensor Netting,
 Waveforms and Signal Processing, EO/IR Weapons and Sensors

IWS 3.0: Weapons

- Munitions: Motors, Propellants, Guidance and Control
- Guns: Loading and Handling Systems, Cybersecurity
- Launchers: Loading and Handling Systems, Canisters, Cybersecurity

IWS 4.0 International Programs and Foreign Military Sales

 System Security/Anti-Tampering, Cybersecurity, Information Exchange Agreement/Data Exchange Agreement (IEA/DEA)



PEO IWS Directorate Focus Areas

- IWS 5.0: Undersea Systems
 - Communications, Signal Processing, Sensors, Affordable Production
- IWS 6.0: Command and Control
 - PNT: Sensors, Modeling and Simulation, Cybersecurity
 - CEC: Communications, Networks, Sensor Netting, Enhanced Kill Chain
- IWS 8.0: Small Surface Combatant Integrated Combat Systems
 - Detect/Track, Radar Signal Analysis, Engage, Cybersecurity
- IWS 10.0: Ship Self Defense System
 - Detect/Track, Identify, Engage, Cybersecurity
- IWS 11.0: Terminal Defense System
 - Detect/Track, Radar Signal Analysis, Engage, Cybersecurity
- IWS 12.0: NATO SeaSparrow Program Office
 - Detect/Track, Engage, Cybersecurity, Cost, Weight



PEO IWS Opportunities

- Small Business Innovative Research/Small Business Technology Transfer (SBIR/STTR)
 - Transition rate from Phase II to Phase III is currently 50%.
- Broad Agency Announcements (BAAs)
 - Primarily Undersea Warfare (IWS 5.0)
 - BetaSAM (formerly FedBizOpps), submit white papers to be considered for an evaluation
- Professional and Engineering Support Services
 - Prime and Subcontract Opportunities via SeaPort
- Other Transactional Authority (OTA)
 - Some use in PEO IWS for all business sizes including small
 - Open to greater use for appropriate opportunities



"Sea Power to the Hands of Our Sailors"



PEO IWS ? Questions ? 1205 - 1215



RADM James Downey PEO Carriers 1215 - 1240

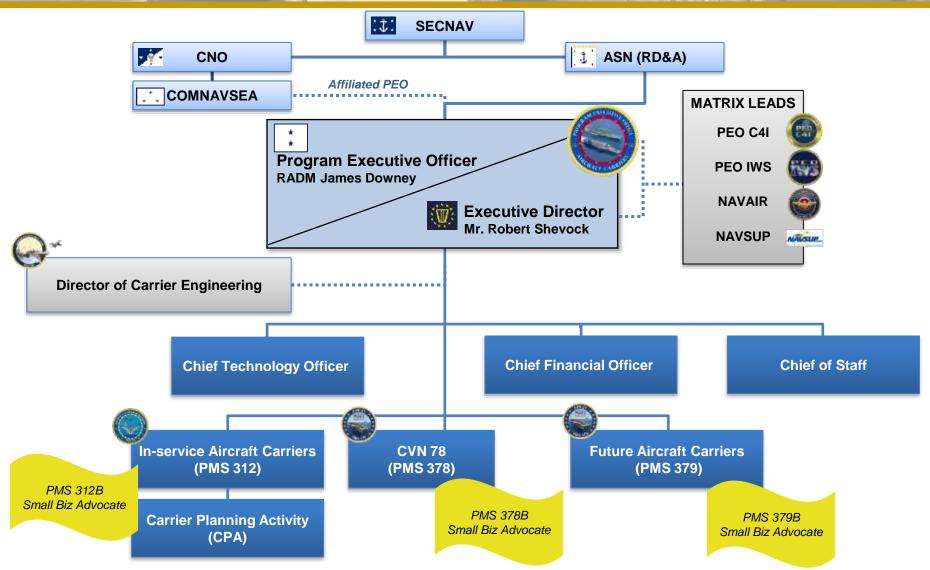


PEO Aircraft Carriers Overview

NAVSEA Small Business Industry Day

Rear Admiral James P. Downey
Program Executive Officer, Aircraft Carriers
October 2020

Organization





Mission: Deliver Aircraft Carriers on time, ready for tasking, at an affordable cost

In-service Carriers Program Office



In-service TOA (PB 21) \$9.4B across the FYDP



CVN 78 Program Office













New Construction TOA (PB 21) \$12.6B across the FYDP





RCRAFT CARE











PEO Aircraft Carriers TOA (PB 21) \$22.0B across the FYDP



The most important security development in the Indo-Pacific has been the <u>rapid modernization</u> of the PLA...

...Deterrence is necessary to prevent conflict, but deterrence alone cannot ensure a Free and Open Indo-Pacific. Our adversaries are pursuing their objectives in the space between peace and war, using fear and coercive actions across the instruments of national power to revise the rules-based international order and without resorting to armed conflict. Alongside like-minded allies and partners, USINDOPACOM must compete in the "gray zone" between peace and war.



--ADM Davidson, INDOPACOM, 12 Feb 2019



Peacetime

Presence Humanitarian Assistance Crisis

Deterrence

Conflict

Power Projection

Large deck aircraft carriers provide capability and flexibility across the entire range of military options.



In Execution

- Continue CVN 73 RCOH at NNS
- Continue CVN 75 ECIA and CVN 77 DPIA at NNSY
- Continue CVN 78 PDT&T
- Continue construction of CVN 79, 80, 81 at NNS
- Continue CVN 72 PIA at North Island

Coming Up

- CVN 74 RCOH induction at NNS
- Support planning and execution of CVN 76 FY21 SRA at SRF Japan
- Support planning for CVN 78 PIA



Small Business Investment Areas

- Tank/preservation
- Painting
- Small valve repair
- Pump repair
- Material buys
- Obsolescence issues for shipboard equipment
- Outfitting
- Private sector maintenance



Over **\$45.1M** in Small Business Set-Asides Since 2016



Upcoming Opportunities

- PSS Re-Compete (PEO-Wide)
 - SBSA Competitive- Carrier Planning Activity Support
 - Source Selection in progress
- SBIR Aircraft Carrier Flight Deck Tie Down Fitting (PEO-Wide)
 - Improved flight deck tie down fitting
 - Supports form, fit, function replacement of the legacy steel tie down fittings
 - FY21 Award
- SBA 8a CVN 73 RCOH Fire watch (PMS 312)
 - Award ECD Q1 FY20
- RCOH Engineering and Technical Support Follow On (PMS 312)
 - SBSA Competitive- Supports RCOH
 - Source Selection in progress



Questions



PEO Carriers ? Questions ? 1240 - 1250



Break 1250 – 1305



Mr. Howard Berkof **PEO Unmanned and Small Surface** Combatants (USC) 1305 - 1330

Statement A: Approved for Release. Distribution is unlimited.





PEO USC NAVSEA Small Business Industry Day

7 October 2020

Howard Berkof
Deputy Program Manager
Unmanned Maritime Systems, PMS 406

DISTRIBUTION STATEMENT A: Approved for Public Release, Distribution is unlimited



PEO USC Portfolio

PEO USC SUMMARY (ACAT or Equivalent)

- 3 ACATI
- 4 ACAT II
- 3 ACAT III
- 0 ACAT IV
- 7 Pre-ACAT





PEO USC Small Business Champions





PMS 340 DPM Claude Lim



PMS 406 DPM Howard Berkof

> PMS 408 DPM Mike Alperi

> > PMS 420 DPM George Saroch



PEO USC

Acquisition Director: Tim Gaffney

S&T Director: Beth Madden



PMS 525 DPM

Ghadeer Halim

PMS 515 DPM
Andrew Bosak

PMS 505 DPM Robin Coady

PMS 501 DPM
Neal White

PMS 495 DPM Gary Jones







PEO USC SB Service Opportunities FY21



Knowledge-based Services

- Program Management Support Services, Unrestricted
 - Unmanned Systems, LCS MM, LCS Sustainment, Mine Warfare
- PEO Front Office Professional Support, Small Business
 - Acquisition, Cybersecurity, T&E, Logistics, Corporate Operations
- Program Management Support, Small Business
 - LCS production, test and trials

Equipment-Related Services

- Ship Sustainment
- Mine Warfare
- Autonomous Systems
- Ship Modernization



Shipbuilding and Sustainment SB Multi-Mission Opportunities



COMBAT SYSTEM



RADAR



ELECTRONIC WARFARE



AUTOMATION

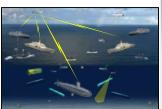
HUMAN FACTORS





COMMS









WEIGHT REDUCTION



Navy LED light bulbs Waterjets

LOGISTICS





Unmanned Maritime Systems







PEO USC SBIR/STTR Business Model



- Maximize cross-program application to provide strong return on investment
- Deliver affordable, innovative solutions to the sailors through program office identified needs
- Explore collaborative investment opportunities with others
- Balance risk and technology maturity in seeking high-impact innovations

National Defense
Strategy

PEO USC
Project Topic



Company B Feasibility Study

Company B
Prototype Demo

Company B
Product

Phase I \$225K SBIR Funds Competitive Award 12 Months

Phase II \$1.6M SBIR Funds Directed Award 12-36 Months

Phase III
Directed Award
Non-SBIR Funds



Good News Story!

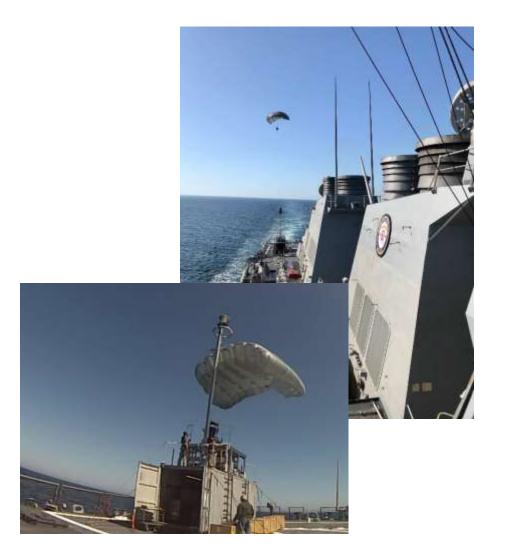


Maritime Applied Physics Corp.

Effort: TALONS (Towed Aerial Lift of Naval Systems) is a type of tethered elevated mast, a platform to provide elevation to a variety of payloads in order to increase line-of-sight and area of regard.

SB Award: NAVSEA Small Business Innovation Research Contract Award

Benefit: The TALONS team successfully supported the 2019 NATO REP(MUS) exercise, representing the USN and US industry, and achieving all technical objectives. TALONS conducted multiple flights off of two ships (USS Porter and Portuguese OPV). Contacts were tracked with an inexpensive commercial marine radar, and verified using AIS. A tactical picture data display was relayed from shore to TALONS.





Upcoming PEO USC SBIR/STTR and RIF Opportunities



What?	When?	How do I get involved?
21.1 SBIR/STTR BAA (10 PEO USC Topics)	 SBIR Pre-Release Begins 24 Nov, 2020 BAA Opens 6 Jan, 2021 BAA Closes 10 Feb, 2021 	BAA will be posted to FedBizOpps on the pre-release dates. Guidance and resources for small businesses are available at: www.sbir.gov https://sbir.defensebusiness.org and www.navysbir.com
SBIR/STTR Reachback (only previous SBIR/STTR awardees are eligible)	Ongoing	We are always interested in new technologies and ideas. If you have a SBIR/STTR project that aligns with the PEO USC portfolio, please let us know.

For more info, please contact the PEO USC SBIR Technology Manager, Jennifer Greenwood, jennifer.m.greenwood@navy.mil



Accelerate



Innovate



Deliver



PEO USC ? Questions? 1330 - 1340



Mr. Michael McClatchey Team Submarines 1340 - 1405



TEAMSUB
Mr. Michael McClatchey
Executive Director
Undersea Integration & USW CTO

NAVSEA Small Business Industry Day 07 October 2020



TEAMSUB Mission & Priorities

Team Submarine Mission:

Keep America's Navy #1: Deliver and sustain reliable and affordable undersea warfare capabilities and readiness

Team Submarine Vision:

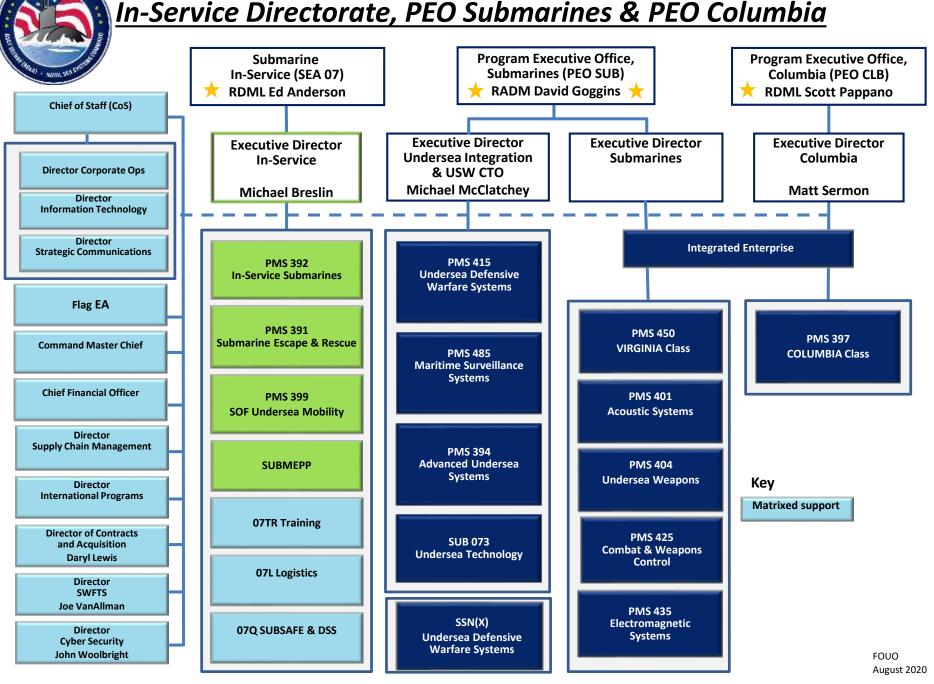
Team Submarine will exercise rigor, innovation and sustainment to maintain readiness and the U.S. Navy's undersea superiority

Priorities:

- Maintain continuous strategic deterrence
 - Deliver the COLUMBIA Class on time at an affordable budget
 - Sustain the OHIO class through end of life
- Maximize warfighting availability and lethality of undersea forces
 - Execute VIRGINIA class Block IV recovery plan to sustain 2/year
 - Increase undersea force A; drive affordability into all submarine classes' life cycle sustainment plan
 - Expand investments to maximize the rapid fielding of transforming sensors, weapons and payloads through full spectrum of warfare
- Deliver integrated warfare in a secure, cyber resilient, common architecture

Team Submarine

In-Service Directorate, PEO Submarines & PEO Columbia





PEO Submarines Portfolio

17 ACAT Programs

- 1 ACAT I
- 3 ACAT II
- 11 ACAT III
- 2 ACAT IV



PMS XXX SSN(X)

PMS 394 **Advanced Undersea** Systems



PMS 450 VIRGINIA Class Submarine





PMS 485 Maritime Surveillance **Systems**

POSA) - NAVAL SEA STS

PMS 404 Undersea Weapons



SWFTS

PMS 415 Undersea Defensive Weapons





PMS 401 **Submarine Acoustic Systems**

PMS 425 Submarine Combat and Weapons System

> **PMS 435 Submarine** Electromagnetic **Systems**



SUB 073

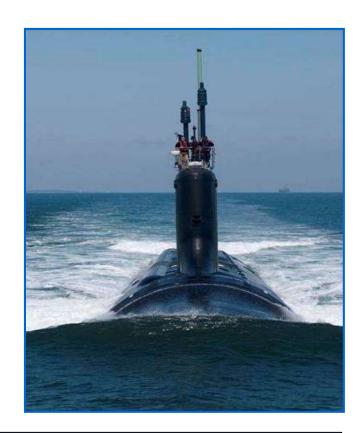






Small Business Investment Areas

- Sonar, Combat and Torpedo Capability
- Weapon Payload Control
- HF Stimulation
- Common Acoustic Cabinet
- Acoustic Intercept and Ranging
- Combat Systems of the Future
- On-Board Team Trainer
- Information Automation
- Technology Infusion
- Information Assurance
- Weapon Launchers and Simulators
- Program Management Support
- Unmanned Capabilities
- Payload Technologies
- Sensor Technologies



PEO SUBS: \$13.6B organization
-Unmanned capabilities, information automation, cyber, and payloads have recently had increase in focus from innovation standpoint.



PEO SUB SBIR Transitions

PEO SUB > \$1.5B in Phase III Investment

Cardinal Engineering / Weidlinger Associates

Shock Analysis

www technologies

Ship Control Architecture

CCSM

Planning Systems Inc

GCCS Development & COTS Applications

DSR

Advanced Information Systems Software Migration Legacy Trainer Photonics Mast Workstation

Rite Solutions

Mission/engagement planning s/w

Progeny

Audio Signals Active Emissions Information Assurance

AN/WLR-1 AI&R Manning Reduction

Trident Systems

Mobile Computing for Submarine Applications

Jackpine Technologies

On Board Team Trainer

Rite Solutions

TSMS Telemetry

Common Submarine Radio Room Software

MK54 Mod 1 Array

Future Combat System Planning

Chesapeake Science Corp.

TCNi

OA Concepts

3-Phoenix

Periscope image processing Sea trial periscope

STERN / PROPULSION

Towed Array Improvement

Fiber Tow cables Fiber slip rings

Heading sensors telemetry

SBIR Reasons:

1. Risk reduction

2. Technology insertion

Chesapeake Sciences Corp

AUXILIARY MACHINERY ROOM

METSS

Synthetic Lubricating & Hydraulic Oil

HULL

Compudrive

Electromechanical Actuators

Seeman Composites

Non-Autoclave Composite Systems and fairings

AAC

Acoustic sensors

Sedna

HF Sim/Stim

WEAPON LAUNCH, STOWAGE & HANDLING

Progeny

Tools for VME Interactive Acoustic Analysis Process

Multi Tube Weapon Simulator

Common Weapon Launcher

Pacific Engineering Inc. (PEI)

Ready Stow Group (RSG) Launch Cradle

TRI

Composite Torpedo Room Temp Berthing and weapon handling cradles

4. Establish competition where there is none

3. Obsolete component replacements



PEO COLUMBIA SBIR Investments Historical and Active SBIRs

Stern/Propulsion

X-DOT Engineering and Analysis Modeling Lubrication Bearings Tucker Innovations CNC Tool-path Programming

Shock

Cardinal Engineering Weidlinger Associates Dominca Inc. Ascendent Engineering

ATA Engineering Inc. Shock Analysis & Qualification

Hull

ASSETT

Scalable SONAR Array
Signal Processing Improvements

Progeny

Expendable CTD Sensor

SA Photonics

Hoop Strain Measurement System

Climate Control

Neodynatics Corporation

Nikira Labs Inc.

Vista Photonics Inc.

Advanced Analyzers for Monitoring

Submarine Atmosphere

Triton Systems Inc. TDA Research Inc.

Advance Material for CO2 Capture



D-Tech LLC

G2 Ops Inc.

Qualtech Systems Inc.

Metron Inc.

Scalable Network Technologies

Inc.

Risk Reduction and Resiliency of Industrial Control Systems

SBIR Reasons:

- Risk Reduction
- 2. Technology Insertion
- 3. Obsolete Component Replacements
- 4. Establish Competition

Multiple Applications

Triton Systems Inc.

Oil Less Cooking Deep Fat Fryer

Luna Innovations

Coating Monitoring System

Mainstream Engineering

Electronics Enclosure Thermal Management

Softronics

Solid State Emergency Transmitter

WW Technology Group

Ship Control Architecture

Composites

Luna Innovations

Damage Visualization of Submersible Navy Composites

Metis Design Corporation

Hi-Test Laboratories Inc.

Structural Health Monitoring



Team SUB Small Business Advocates

Code	Program	Phone
SUBCO	Program Support	202 781 5239
SUB I	International Programs	202 781 1348
SEA073	Undersea Technology	202 781 1216
SEA07TR	Submarine Training Systems	202 781 5184
PMS391	Submarine Escape & Rescue	202 781 3148
PMS392	Strategic/Attack Submarines In Service	202 781 1190
PMS394	Advanced Undersea Systems	202 781 7456
PMS397	COLUMBIA Class	202 781 5141
PMS399	SOF Undersea Mobility	202 781 4125
PMS401	Submarine Acoustics	202 781 1192
PMS404	Undersea Weapons	202 781 1662
PMS415	Undersea Defensive Systems	202 781 5147
PMS425	Submarine Combat Control	202 781 0928
PMS435	Submarine EW and Imaging	202 781 2821
PMS450	VIRGINIA CLASS	202 781 1318
PMS485	Maritime Surveillance Systems	619 524 7653

Contact the TSUB DAC office if you have trouble contacting individual PMOs. DAC POC: Angelle Dent-King; angelle.l.dent-king3@navy.mil



Small Business Entry Opportunities

- Long Range Acquisition Forecast (LRAF)
 - POC Rich Goff, SEA02CI (202) 781-2872
 - www.fedbizops.com
- Undersea Technology Other Transaction Authority (OTA)
 - POC Tom Carroll (401) 832-3690
 - www.underseatech.org
- Small Business Innovative Research (SBIR)
 - Team SUB Coordinator, Brian Quarles, 202-374-5190
 - https://www.navysbir.com/index.html
- DoN Rapid Innovation Program
 - Team SUB Coordinator, Brian Quarles 202-374-5190
 - www.fedbizops.com



Small Business Investment

- Significant success stories with SB taking on major system work
 - PMS 425 (Combat Systems and IA)
 - PMS 404 (Torpedoes)
- There is opportunity for innovative solutions in the sustainment lane in our system offices which often sustain their own products.
- \$2B in contract value over the FYDP
- Around 13% of our system level contract dollars are invested in small business
- Significant effort over the years in the PEO to utilize SB set aside and major systems work has gone to vendors
- There will be continued Small Business awareness events with TSUB in the future such as this showcase
 - FY21 Goal Small Business meetings throughout the year to discuss company capability and our system challenges in smaller forums



Small Business Investment (cont.)

- More Other Transaction Authority (OTA) is being utilized in the PEO
 - Compliance requirement (2371b) has two of the four that encourages small business (any one of the four can satisfy the requirement with two focused around SB below)
 - Significant role for Non-Traditional Defense Contractors (NDC)/Non-Profit
 - All participants are small business to include SBIRs
 - Consortia based focus: 7 Program Offices with \$350M in efforts to various vendors to include some small businesses
 - Expecting our SB numbers to go up in future years due to more use of OTs and new requirements
- Commercial Technologies for Maintenance Activities (CTMA) Program is also another tool (cooperative agreement) that we have used in the past to reach small business (electronics obsolescence in undersea weapons)
 - Solving sustainment challenges in the PEO as a lot of system program offices are cradle to grave with acquisition
- More discussion and briefings with the program offices on various programs and consortiums that promote National Development Council (NDC)/SBs
 - Engaged all senior leadership on the options and benefit of utilizing small business/non-traditional vendors

We are creating more awareness of the alternatives to our offices and leveraging consortiums that are innovation focused and foster an environment that utilizes small businesses.



Advanced Sub System Developments (ASSD, SUB 073)

- SUB 073 is responsible for bridging the gap between the acquisition and the application of a design by the U.S. Navy through testing, demonstration and validation of promising technologies to provide undersea emergent capabilities that are safer, stealthier, and lower cost.
- These designs can come from internal Navy sources, external business partners, or the Advanced Research Lab Partner Universities; Johns Hopkins University, University of Texas – Austin, and Pennsylvania State University.
- The major focus is on transitioning technologies to help the Fleet maintain Undersea Superiority.



ASSD Small Business Investment Areas

- Corrosion Control
 - Innovative design and coatings
- Maintenance vs Repair
 - Predictive monitoring capability
 - Advanced nondestructive testing
- Physics base modeling / design tools
- Advanced materials (Composites)
- Energy storage
 - Increased energy density
 - Safety monitoring
- Platform acoustic monitoring
- Artificial Intelligence/Machine Learning









Team Submarines ? Questions? 1405 - 1415



Mr. Steve Lagana PMS 555 Shipyard Infrastructure Optimization Program (SIOP) 1415 - 1440



Program Overview

Steven Lagana
Program Manager, PMS 555, Shipyard Infrastructure
Optimization Program (SIOP)



Insert Video Link Here



SIOP - Background



GAO Report

- Report (17-548, September 2017) noted that the facilities maintenance backlog for naval public shipyards had grown to nearly \$5 billion
- GAO indicated Navy did not have a comprehensive plan to address and monitor its infrastructure investments.

Navy Initiative

 NAVSEA, CNIC and NAVFAC partner in FY17 to analyze the approach to modernizing the naval shipyard infrastructure, and the way shipyard work is accomplished.

Resulting Product

- NAVSEA stands up PMS 555, a centrally managed infrastructure program office, to manage the necessary investments to optimize the naval shipyards.
- PMS 555 is an integrated program office with NAVSEA as the supported command and CNIC/NAVFAC as supporting commands.



Proposed SIOP Investment Areas

PMS 555

Prioritized investment areas

Dry docks - \$4B

- Needed to recover 67 of the projected 68 moved, deferred and/or rescheduled submarine and aircraft carrier maintenance availabilities.
- Critical to supporting new Class introduction, maintaining dry dock certifications, and seismic and flood protection improvements.
- Essential for improving Fleet readiness by ensuring on time aircraft carrier and submarine availabilities.

Facilities layout and optimization – \$14B

- Essential to recovery of 328K man days per year of productive work solely by reducing worker and material movement.
- Necessary to fully realize capital equipment return on investment.

Capital equipment - \$3B

- Necessary to modernize the naval shipyard industrial plant and improve efficiency.
- The maximum capital equipment return on investment beyond modernization, though, will not be fully realized without optimizing facilities layout.



SIOP - Phases



Phase I:

Shipyard Infrastructure Optimization Plan (SIOP) report to congress delivered- **Date 2018**

Phase II:

Enhanced industrial engineering analysis, modeling and simulation of industrial processes, **facility locations** used to develop Area Development Plans (ADPs) digital twins of the four public shipyards.

Concurrently executing dry dock, facility restoration and modernization, and capital equipment investments during the development of the ADPs that **support short term dry dock availabilities** and long term optimization program.

Phase III:

Prioritize, develop, and execute projects identified during Phase II



NAVSEA HQ and Public Shipyards



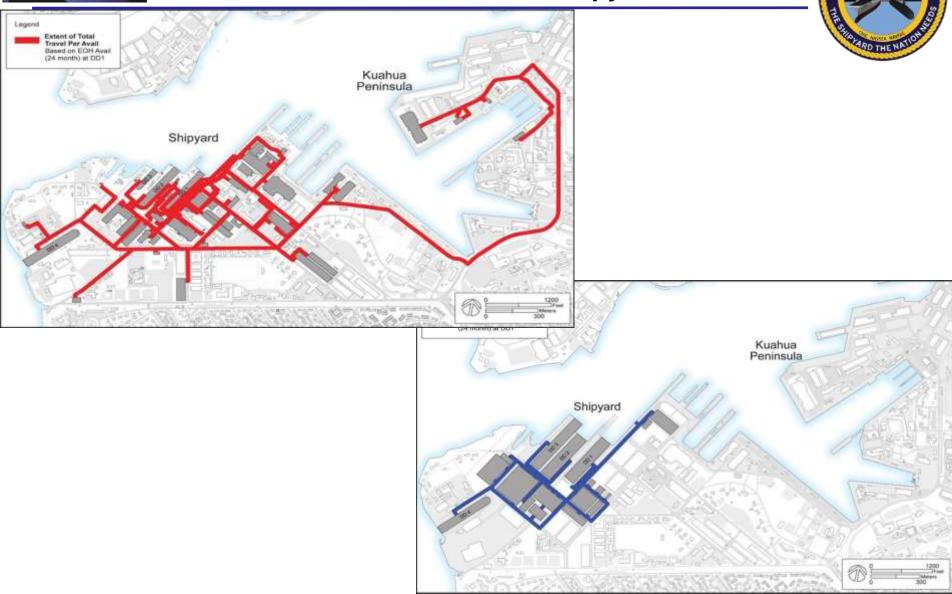


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Phase I Results: Pearl Harbor Naval Shipyard



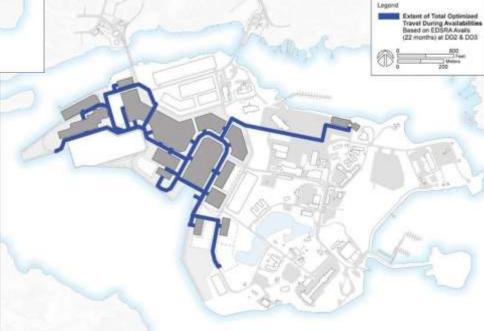




Phase I Results: Portsmouth Naval Shipyard



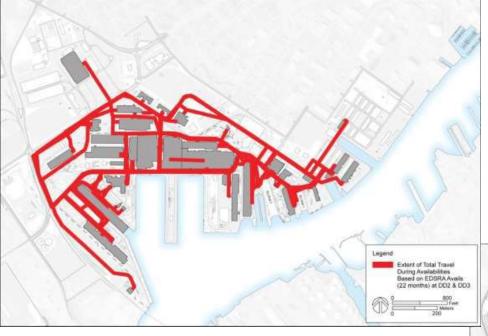


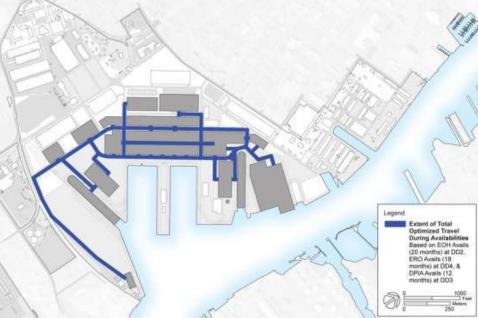




Phase I Results: Norfolk Naval Shipyard



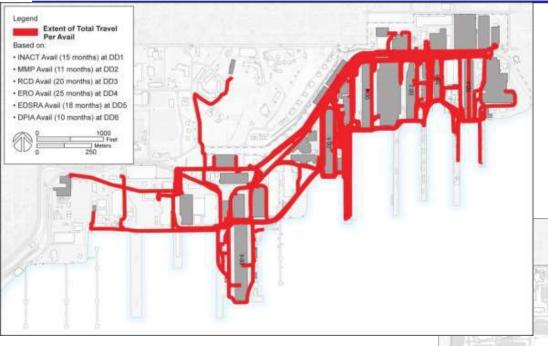


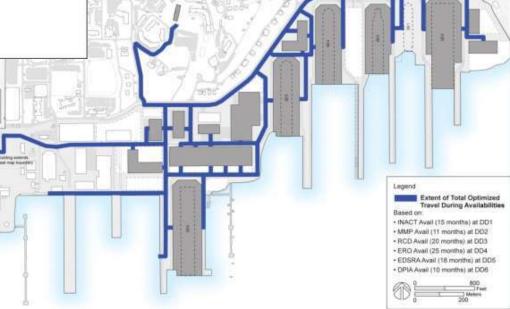




Phase I Results: Puget Sound Naval Shipyard









Program Direction

Steven Lagana
Program Manager, PMS 555, Shipyard Infrastructure
Optimization Program (SIOP)



SIOP Phase II



Industrial Engineering

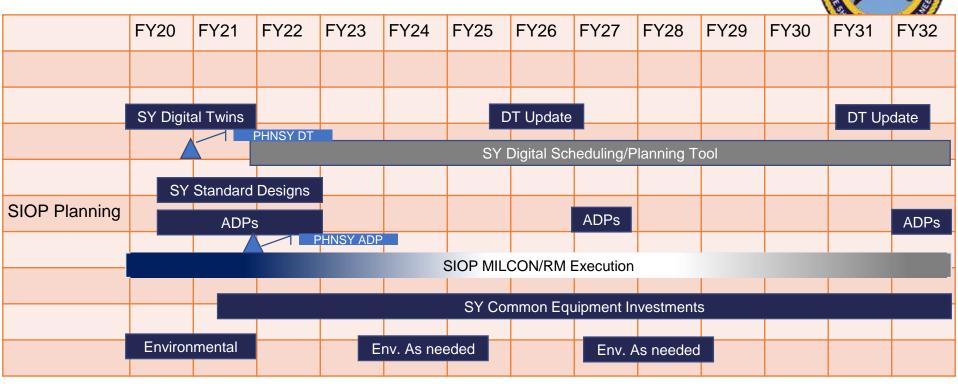
- Modeling and Simulation
 - Currently ongoing Taking advantage of OSD Commercial Technologies for Maintenance Activities (CTMA) Program through a cooperative agreement with the National Center for Manufacturing Sciences (NCMS)
 - Contractors conducting the work Siemens Government Technologies, EngUSA, Bechtel National Inc., Life Cycle Engineering, Orbis Inc.
 - o Goal: Build a digital twin of each shipyard that optimizes all industrial processes

Facility Engineering

- Shipyard Physical Layout
 - Gap analysis of all traditional civil engineering problems
 - Identification of future facility planning studies



Notional Schedule



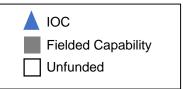
Major Milestones:

Digital Twins

PHNSY Q3FY20 PSNS&IMF Q2FY21 PNSY Q4FY21 NNSY Q4FY21

Area Development Plans

PHNSY Q1FY22 PSNS&IMF Q1FY23 NNSY Q1FY24 PNSY Q1FY25



Standard designs and full-requirement understanding allow for continuous execution without the starts/stops of the current process.



Engineering Principles



The Optimized Shipyard of the Future must be:

- A Standardized Industrial Plant
- Flexible
- Smart
- Sustainable
- Adaptable to mission

Must execute during normal operations



SIOP Small Business Strategy



Purpose: To facilitate an enhanced understanding of the SIOP programs and strategic direction and address opportunities for small businesses



Small Business Investment Areas



Potential SB Investment Areas:

- Additional modeling and simulation of shipyard layout FY22-23
- Other Transaction Authority (OTA) for innovation prototypes
 FY22-26
- New Equipment Technology/Process Optimization
 - Dry Dock Lifting and Handling
 - Connected Plant Equipment
 - Material Handling/Warehouse Automation
 - Automated/Robotic/Drone Delivery
- SB Mentoring/Protégé with large facility planning and design firms for upcoming MILCONs (through NAVFAC FECs) FY22-27
- Professional Support Services
- Environmental and Cultural Consultations
- Smart Shipyard Communications and Network Architecture



PMS 555 (SIOP) ? Questions? 1440 - 1450



Closing Remarks Day 2



Thank You For Attending Small Business Day

NAVAL SEA SYSTEMS COMMAND VIRTUAL SMALL BUSINESS INDUSTRY DAY 2020

Day	Briefer	Participant Question	Briefer Response
Day 1	NavalX	Are Tech Bridges only focused on SBIRs?	No. Tech Bridges spans many programs. SBIR is owned and managed by ONR.
Day 1	NavalX	Can we have all the websites, email info here	NavalX Website: www.secnav.navy.mil/agility, Follow us: @navalagility #navalx, email us at agility@navy.mil
Day 1	NavalX	When does the Navy expect to issue their "Open Topic" SBIR? Round 21.1?	The Navy does not issue Open topics. The Navy solicits innovative solutions against stated requirements, where transition paths are identified in a specific topic, ensures commercialization success. To this end, the Navy will publicize topics against stated requirements in all three of DoD's BAA cycles in FY21. The schedule is on our Home page here https://www.navysbir.com/.
Day 1	NavalX	What is the website for company registration with Naval X?	The connector tool site is located at: navalx.navy.mil/industry. Click OK through the warnings. The next release for this tool is anticipated before the end of the calendar year.
Day 1	NavalX	How does Naval X sponsor/assist companies with emerging technologies to receive ATOs to support demonstrations of technologies on Naval Networks (Tactical and Garrison)?	NavalX does not sponsor companies. If a company is under a contract or OTA with the DON NavalX can assist with connecting the company with the right entities.
Day 1	NavalX	Does importing foreign technology by US firms fit into this NAVAL X model?	NavalX has not done that to date.
Day 1	NavalX	How to we get our funded Phase III solution expanded to other Warfare Centers that can meet their solutions?	NavalX can connect you and make the introduction to other warfare centers and IPT leads depending on the particular capability.
Day 1	NavalX	Is there a priority order on transitioning active SBIR/STTR Phase I & IIs to Phase III and into Program of Records vs. starting a brand new OTA that may address the same problem?	There is no priority. It depends on the desires of the sponsoring command with the need.
Day 1	NavalX	Is the OASIS Software Factory a NavalX effort? How does NavalX interface with OASIS.	OASIS software factory Is not a NavalX effort. NavalX is supporting a variety of digital agility, readiness, and engineering efforts. The connection between OASIS and NavalX so far has been centered on the Palmetto Tech Bridge located in South Carolina.
		Is NavalX supported by military/govt. personnel only or are there opportunities for CSS	NavalX is a team of govt personnel supported by a partnership intermediary (non-profit 501(c)3.
Day 1 Day 1	NavalX NavalX	involvment? Will you be educating the workforce on these various programs that NAVALX offers (example: OTA/SBIR) through DAU on-line or DAWIA certification	NavalX has published an OTA playbook and held various OTA workshops. For SBIR, ONR owns and oversees that programs. When requested, navalX supports SBIR program execution and works to help elevate and advertise the program.
Day 1	NavalX	Are there plans to streamline the SBIR process - specifically reducing the time for evaluation and contracting?	The DON SBIR/STTR Programs have piloted streamlined processes since early FY19. In FY21 the programs will be scaling best practices recognized from the pilot efforts. Efficiencies already scaled to the entire program include a 50% reduction in proposal requirements, Phase I payments received 75% faster, and streamlined evaluation processes enabling faster Phase I awards.
Day 1	NavalX	Are the technology areas of interest limited to those now listed on the NavalX website? Thanks. Becky Vincent	NavalX is new hence the initial smaller set but there is interest across all emerging technology areas.
Day 1	NavalX	Karen Milligan - Attila Security (You) 11:52 AM Private How does Naval X sponsor/assist companies with emerging technologies to receive ATOs to support demonstrations of technologies on Naval Networks (Tactical and Garrison)?	NavalX does not sponsor companies. If a company is under a contract or OTA with the DON NavalX can assist with connecting the company with the right entities.
Day 1	NavalX	Is NAVAL X strictly invovled with R&D or is NAVAL X also involved with more traditional components? Does NAVAL X procure services? If yes, can you please provide a listing of upcomig requirements?	NavalX's mission spans the entire department and not just R&D. NavalX is not a procurement agency. NavalX was created to increase the levels of collaboration, agility and transformation across the entire department.
Day 1	NavalX	Is NavalX for the entire Navy, or just NAVSEA?	Naval's mission spans the entire Department of the Navy. NavalX's products and services are available for use by all SYSCOMs, warfare centers, and more.
Day 1	NavalX	Can you please provide a listing of upcoming NAVAL X requirements for industry to review?	NavalX has various events that industry is invited to join. Our next event is focused on Data Science. That seaside chat is planned for 19 November. NavalX website and social media are good sources of information.
Day 1	NavalX	Will this program be tied to the Mentor Protege program?	At this time, NavalX is not tied to the Mentor-Protégé program but might be something NavalX will learn more about and engage on.
Day 1	NavalX	During the Keynote, an Open Solicitation for new technologies was mentioned, will this be included in the FY21.1A Release?	The Navy does not issue Open topics. The Navy solicits innovative solutions against stated requirements, where transition paths are identified in a specific topic, ensures commercialization success. To this end, the Navy will publicize topics against stated requirements in all three of DoD's BAA cycles in FY21. The schedule is on our Home page here https://www.navysbir.com/.
Day 1	SBIR/STTR	Can you provide ideas on what NAVSEA topics will be in the December timeframe release?	The current open DoD BAA does not include any NAVSEA topics. BAAs are available at https://www.dodsbirsttr.mil/submissions/baa-schedule/active-baa-announcements. The next BAA with NAVSEA topics will be prereleased on 24 November, proposal will open on 6 January 2021, and the BAA will close on 10 February 2021. Regulations prohibit the release of topic information ahead of the prerelease.
Day 1	SBIR/STTR	what is the internal process for choosing topics	Program Executive Officers (PEOs) make a call for topics within their programs to develop a slate of topics for discussion. The PEOs then choose how many and which topics can be supported by their expected budgets. The "rack and stack" is then sent to the NAVSEA SBIR/STTR Program Office for consolidation and review.
Day 1	SBIR/STTR	I undesatnd there are funding issues with SBIR funding this year. I have a Phasell basic that was accelerated but Option funding seems to be unavailable	SBIR/STTR funding is always subject to the National Defense Authorization Act, which is signed by Congress and the President every fiscal year. SBIR/STTR funding limits are set in regard to (percentage of) the entire Department of Defense budget. In recent years, uncertainty with new budgets and administrations has added risk to all contracting actions. SBIR/STTR option year funding is subject to a variety of factors both internal to the Navy and external to the governing requirements. Though there have been efforts to change the process, the SBIR/STTR Program has not received funding while the Government is under a Continuing Resolution, and without funding, SBIR/STTR contracts cannot be funded.
Day 1	SBIR/STTR	If you have a TRL 9 product that would benefit the ship maintainers but it would require to be fully certified by NSWC carderock before its allowed to be used on ship during maintenance availability, could an SBIR be used to support that qualification effort with public shipyards?	Generally, if a product is at TRL 9, it is ready for mission use and likely being used in the mission, and would not need further qualification. The SBIR/STTR Program supports development of technology below a TRL of 6 and is not used for system qualification. Qualification requires procurement and evaluation of operational prototypes that are beyond the innovation sought by the SBIR/STTR Programs.
		We recently had an RFI on Seaport that had a size standard of 16M instead of 41M on	All task order solicitations should follow the MAC size standard of 41.5M.
Day 1	SEAPORT	seaport? Is that allowed?	

NAVAL SEA SYSTEMS COMMAND VIRTUAL SMALL BUSINESS INDUSTRY DAY 2020

Day	Briefer	Participant Question	Briefer Response
Day 1	SEAPORT	In August 2020 there was a RFI released by DISA Tracking # 832016767 for services currently being provided by incumbents on NXG. Can you provide the rationale why this particular opportunity was released outside of NXG?	If the contemplated task order requirements fit within the SeaPort scope then SeaPort is a mandatory Navy vehicle. If Seaport is not the proposed vehicle, there is a D&F Process where DASN P would have to approve going outside the SeaPort vehicle. The SeaPort Program Office is not part of the waiver review process. You would need to inquire with the contracting activity to inquire as to why the decision was made to go outside SeaPort.
Day 1	SEAPORT	If we can't bid on the SeaPort NxG this winter, what's the next timeframe to on ramp to SeaPort NxG?	The only planned Rolling Admissions at this time is set for the RFP to be released in January 2021. A determination for following Rolling Admissions will not be determined until after the exercise of the next option in 2024.
Day 1	SEAPORT	What are the typical requirements of the Seaport rolling admission RFP? Technical, Management, Key Personnel, Corporate Experience, Past Performance, etc?	The requirements for Rolling Admissions can be found at the last solicitation release on beta.sam.gov under N0017818R7000. The next Rolling Admissions solicitation will be N0017821R7000
Day 1	SEAPORT	I have seen some RFIs/SSN go outside of the SeaportNXG contracting vehicle for products/services that are certainly available on SeaportNXG. What is the rationale for utilizing external NAVSEA contract vehicles for IT Services?	If the contemplated task order requirements fit within the SeaPort scope then SeaPort is a mandatory Navy vehicle. If Seaport is not the proposed vehicle, there is a D&F Process where DASN P would have to approve going outside the SeaPort vehicle. The SeaPort Program Office is not part of the waiver review process. You would need to inquire with the contracting activity to inquire as to why the decision was made to go outside SeaPort.
Day 1	SEAPORT	There has been a recent trend in NxG RFPS to ask for additional qualifications of non-key personnel in the staffing plans. What is the intent of that requirement since non key personnel are not required to work the contract.	There is no overarching SeaPort policy concerning how key-personnel are determined or evaluated at the task order level. Individual ordering offices and requirements offices are responsible for setting those specific requirements. SeaPort PMO does encourage users to limit the number of key personnel and qualifications required for non-key personnel. I believe the intent of the additional qualifications on non-key personnel may be to set a "minimum required personnel mix" and make sure pricing reflects the higher qualifications needed on the contract since those non-key personnel are not held to the same one-for-one substitution equivalencies that key personnel are held to.
Day 1	SEAPORT	Is there somewhere where companies can access SEAPORT NXG capabilities and available task orders?	Only SeaPort Prime MAC holders and their authorized team members have access to the SeaPort portal to view opportunities. Only SeaPort Prime MAC holders have the ability to run a report on what task orders have been awarded. Because SeaPort MAC holders are allowed to organically grow their capabilities and propose on other task areas other than what they were awarded upon, there is no capabilities report available on each vendor.
Day 1	SEAPORT	Regarding the Commercial Services discussion - Who do we take that issue to? Do we take it to you as the Seaport PM, or DASN-AP? Who at DASN-AP would we talk to about it?	The NMCARS excludes commercial services from having to use SeaPort. We are looking at oversight responsibilities with regard to commerciality determinations in order to ensure consistent, correct commercial determinations are made across the DON when services are truly commercial.
Day 1	SEAPORT	When do we expect next on-ramp?	The only planned Rolling Admissions at this time is set for the RFP to be released in January 2021.
Day 1	SEAPORT	If a company needs to novate their seaport MAC to another company, would they do that through the EPCO contact?	A copy of the novation package should go to your cognizant DCMA as well as info copy to the SeaPort contracting officer. The SeaPort PCO that can be reached at seaport_epco@navy.mil
Day 1	SEAPORT	What are the facility security requirements for a Seaport MAC award?	A facility clearance is not required to receive an NxG MAC. Facility clearances may be required at the Task Order level and the local ordering activity is responsible for setting and sponsoring those requirements.
Day 1	SEAPORT	If a small business company already has a SeaPort NxG award, and is a contract holder, is it required to respond to the upcoming Rolling Admissions RFP, to maintain their award?	No. Rolling Admissions is for new entrants only.
Day 1	SEAPORT	Ms. Bannister - To follow-up on Mr. Smerchansky's talk, can you share any ideas on how you would modify NexGen to accommodate additional NAICS codes? Would that happen at the award term period or the like?	The SeaPort Team is currently looking at how and if multiple NAICS can be utilized. The current MACs were awarded under a single NAICS code. One option is to award a separate set of MACs utlizing other NAICS. Work that does not fall under the current single NAICS utlized in SeaPort can still be solicited as small business set aside, just using a different contraccting method. If it is determined that there is a need for a separate set of MAC IDIQs utilizing a different NAICS, additional acquisition documentation would need to be developed/approved prior to the award of those contracts.
Day 1	SEAPORT	Are other contracting vehicles considered outside of NXG such as DTIC IAC MAC SB pool 2 & OASIS SB?	If the contemplated task order requirements fit within the SeaPort scope than SeaPort is a mandatory Navy vehicle. If there is a request to not use Seaport there is a D&F Process where DASN P would have to approve going outside the SeaPort vehicle.
Day 1	SEAPORT	NAVSEA recently awarded the Navy High Performance Computing Catalog as an Agency Catalog on NASA SEWP; does NAVSEA have specific goals regarding implementation of AI/ML functionality and is the Navy, as a whole, aware of this contracting method as a rapid acquisition path for including AI/ML into their operations?	Not a SeaPort Question. It is a program requirements and overarching acquisition strategy question.
Day 1	SEAPORT	My company provides analytic services to NAVSEA program offices as a subcontractor to a large prime. How can we transition to direct contracts to save NAVSEA the pass-through costs but not risk losing the work to competition?	If you do not already have a SeaPort MAC, consider using your subcontracting experience to receive a Prime MAC award during upcoming Rolling Admission.
Day 1	SEAPORT	Our company specialize in engineering recruiting. Can we be apply during the rolling admission? where can we get help to ensure application is done correctly & meet all requirements	Staffing and Recruiting services is not one of the 23 scope areas of the SeaPort MAC.
Day 1	SEAPORT	Kris - NMCARS states that Seaport is the vehicle of choice for the Navy, however we've noticed that certain commands are getting around that by calling regular service procurements "commercial services". How do we put a stop to that?	The NMCARS excludes commercial services from having to use SeaPort. We are looking at oversight responsibilities with regard to commerciality determinations in order to ensure consistent, correct commercial determinations are made across the DON when services are truly commercial.
Day 1	SEAPORT	Is it possible to receive direct awards on seaport?	No, all orders are competed. Vendors are afforded fair opportunity to SeaPort requirements, unless a specific set-aside is determined.
Day 1	SEAPORT	Is seaport essentially for services?	Yes, SeaPort is for services, not hardware or product acquisitions. Certification of 8(a) Program status is done at the Task Order proposal submission as well as prior to
Day 1	SEAPORT	What are the recertification requirements for 8a IDIQs? What happens if the Prime contractor is not meeting the 20% sb subcontracting goal and when is this evaluated?	the award of any task order. The 20% subcontracting goal is held at the MAC level across all task orders a firm has won. It is evaluated annually in eSRS. At the option year determination is when a possible negative action
Day 1	SEAPORT		would be taken (no exercise of the option), a good faith effort is taken in to consideration however.

NAVAL SEA SYSTEMS COMMAND VIRTUAL SMALL BUSINESS INDUSTRY DAY 2020

Day	Briefer	Participant Question	Briefer Response
Day 1	SEAPORT	Does one MAC award per Company rule mean that a non-Hubzone company holding a MAC cannot have a Hubzone affiliate bid on a Hubzone-set aside under the non-Hubzone company's prime MAC?	The 20% subcontracting goal is held at the MAC level across all task orders a firm has won. It is evaluated annually in eSRS. At the option year determination is when a possible negative action would be taken (no exercise of the option), a good faith effort is taken into consideration however.
Day 1	SEAPORT	Could you please confirm that, on Seaport-NxG, overall size is a Basic Contract level re-cert and only socioeconomic status at the order level. In other words, excluding any socioeconomic category, graduation doesn't affect a SB firms ability to compete as a SB if they graduated after re-certifying as a SB sometime with the following 5 years.	Correct. The set-aside eligibility is held by the Prime MAC holder, not the affiliate.
Day 1	SEAPORT	With the rolling admission process; will current SB Prime holders have to recertify their SB status on NXGEN?	No. MAC SB Size Status will be recertified at the option exercise in 2024 (as long as the change in size status is not resulting from a Merger/Acquisition).
Day 1	SEAPORT	Can a task order on Seaport use a different NAICS code or size standard even though the main NAICS code is 541330 with a size standard of 41.5M?	All task order solicitations currently must follow the MAC NAICS and size standard of 41.5M.
Day 1	SEAPORT	When will current Seaport NxG Prime be required to recertify their business size?	MAC Size Status will be recertified at the option exercise in 2024 (as long as the change in size status is not resulting from a Merger/Acquisition).
Day 1 Day 1	SEAPORT SEAPORT	Are there Mentor Protégé contracts set asides under NxG? thanks, Mark Would a JV need a Top Secret Facility Clearance in order to get on the Seaport NXG vehicle?	No. No specific set-asides targeting Mentor-Protégé. A facility clearance is not required to receive an NxG MAC. Facility clearances may be required at the Task Order level and the local ordering activity is responsible for setting and sponsoring those requirements.
Day 1	SEAPORT	Is there any plan to provide feedback on Sources Sought or Market Research? SBs have no way of knowing if they are considered qualified or not.	Individual Task Order Ordering Offices are responsible for providing RFI feedback. SeaPort encourages offices to provide feedback and is looking into providing Ordering Offices a guideline in how to provide the RFI feedback.
Day 1	SEAPORT	SeaPort NxG Subk limit impacts SB ability to build a competitive team - will that change anytime soon?	51% is regulatory not SeaPort policy. Suggest consulting local DSB to discuss similarly situated and subcontracting opportunities
Day 1	SEAPORT	Is there a plan to provide NexGen forecasts opportunities in a manner that provides industry time to organize a pursuit. Also, what is the percentage of opportunities that are approved to be bid outside of NexGen?	Long range forecasting can be found on the OSBP website for each command. SeaPort relies on the ordering activities to post their own forecasting if they choose to do so.
Day 1	SEAPORT	Kris - I understand that NexGen is a 10 year contract (two five year award terms). What do you see happening when the 10 year period is over? GSA staff seem to think that the Navy will move to various GSA GWACs to better meet OPM requirements for BIC contracting.	The future past 2029 for SeaPort has not been determined at this time. Discussions with DASN P will occur on the direction of category management for the Navy and the how SeaPort fits into that plan after 2024. At this time we are aware of no plans on the part of the Navy to move to GSA.
Day 1	Shipbuilding Industrial Base - Task Force	How do we get on the list of the virtual round table discussion ?	If your company is interested in partiicapting, please let me know. We are trying a few a few pilots with small business volunteers.
Day 1	Shipbuilding Industrial Base - Task Force	Matt Evans - What are some of the communication challenges that impact safety of operations within the public shipyards that exist today?	I'm probably not the right person to answer on behalf of SEA 04. If you have a specific question, I'm happy to coordinate with the right personnel.
Day 2	SBIR/STTR	Who is the best contact for SBIRs? PLI is currently executing millions of dollars of SBIRs for the DLA and would like to help NAVSEA in this area.	If there is a Phase I award and no more than one Phase II award, the Navy could consider a Phase II reach-back contract so long as a Program Office is willing to consider transitioning the technologies to the Fleet, and DLA is willing to let the Navy award a Phase II contract. Deputy Program managers (DPMs) at NAVSEA have been designated as the Small Business Advocates for their programs. You can reach out to them via the POC list for them found at https://www.navsea.navy.mil/Business-Partnerships/SBIR-STTR/ to see if any Programs might be interested in the technologies.
Day 2	SBIR/STTR	What is the estimated turn around time once we submit a white paper to a BAA and hear back for an invitation for a full proposal?	Selections for Phase I are usually made within 90 days from submission of proposals. For FY20, Navy has been working a Technology Acceleration pilot program. Accelerated Evaluation and Selection has resulted in 347 evaluations completed ahead of schedule; 79proposals selected for award; and about \$12M in Phase I awards completed in 24 days; 5X faster than traditional processes.
Day 2	PEO USC	Can you explain the value of an OTA or the planned award value is not readily available as is the case for SBIRS/STTRs? It is difficult to plan a proposal with value to the Govt if a target funding value is not known.	Other Transaction Authority can be used for SBIR/STTR Phase III and usually fall under an OTA consortium. They are used to carry out certain prototype, research, and production projects. Other Transaction (OT) authorities were created to give DoD the flexibility necessary to adopt and incorporate business practices that reflect commercial industry standards and best practices into its award instruments. The consortiums usually establish the rules for participation, and while there are funding limits on OTs, the consortium may have additional limits on funding. It is probably best to work with the consortium and the requiring Program Office in establishing an OT.
Day 2	PEO USC	Is SEAPORT NxG the only vehicle you use for small businesses	Small businesses make up 85% of SeaPort MAC holders, and SeaPort is the mandatory for consideration vehicle for Navy Services (not products). Many of our direct service contracts are set aside for small businesses under SeaPort. There are some exclusions given in the NMCARS for scenarios when you do not have to use SeaPort for service acquisitions that may lend to other vehicles being used for small business set-asides.
		My company provides sensors used in Dynamic Position systems, but we find it hard to compete with large companies who provide the full suite of equipment which includes their own comparable sensors. Shipyards tend to want to issue a couple POs versus	A couple of thoughts come to mind - mostly about understanding the differences in the system your company provides against the larger company and what requirements are met through either case. Best to discuss on an individual basis.
Day 2	PEO USC	hundreds. How does a small business combat this? Unmanned* not Ummanned (With the rapid increase in Ummanned Maritime Systems	PMS 408 manages the DRAKE Counter Small UAS system which is fielded and in use by ships and
Day 2	PEO USC	(UMS) does PEO USC have any focus in Counter UMS?) Can you talk more about the use of additive manufacturing. As a startup who is working on a logisticis solution to share OEM technical data packages with the military, who would be	
Day 2 Day 2	PEO USC	the person to talk to? What is the projected life cycle of the early LCS ships #1-#4?	The projected lifecycle, if not deactivated sooner, is 25 years.
Day 2	PEO USC	Does PEO USC have a defined standardized HMI that is available for industry to design to?	HMI requirements are implemented on a contract by contract basis.
Day 2	PEO USC	Would PEO USC please provide estimate timing of release of the knowledge base contract requirements (i.e. target government FY quarters for timing of release)?	Plan is for second quarter FY2021.
Day 2	PEO USC	PEO U&W is currently looking to integrate greater Al/ML and broader multi-spectrum radio to enable collaboration/cooperation directly between their unmanned systems; is this an interest of PMS-406 as well? Is 406 looking at integrating ingest and analysis	Yes, data (to support Al/ML) is an important enabler to improving the autonomous capability of our platforms. PMS406 is always interested in collaboration in this area. We currently have several projects on-going in this space and would be happy to discuss.
Day 2	1 50 036	capabilities directly on unmanned systems?	

NAVAL SEA SYSTEMS COMMAND VIRTUAL SMALL BUSINESS INDUSTRY DAY 2020

Day	Briefer	Participant Question	Briefer Response
Day 2	PEO USC	How do you anticipate contracting for cyber security, RMF, ATO, etc. support for the weapons systems contracts?	Contracts supporting RMF require vendors have the proper security in place at their facility required for developing the RMF artifacts or supporting cybersecurity for weapon systems. A specialized contract is not required for RMF effort support. Each program would specify their security handling and personnel clearance requirements in the contract.
Day 2	PEO USC	In terms of providing forward operating and logistics support to UUV / USV assets, is PMS 406 looking to rely on the existing surface fleet assets or working with commercial business partners augment logistical support?	PMS406 is evaluating multiple options to augment logistical support including using existing surface fleet assets and working with industry partners. UUVs and USVs concepts of operations may require innovative approaches in terms of forward operating and logistics support that existing fleet assets may not be fully capable of providing. For USVs, we are looking to explore organic infrastructure/capabilities first. The overall goal is to utilize as much organic as possible. Any opportunities for industry to collaborate with PMS406 on augmenting logistical support will be posted on beta.SAM.gov.
Day 2	PEO USC	Are there any existing opportunities within PEO USC for new autonomous underwater platforms, or is the primary focus on enhancing existing platforms?	In order to meet the broad variety of mission needs and capability requirements, the UUV Family of Systems are characterized by size category. Current designs are derived from both government, industry and academia. Current prototype efforts are focused on risk reduction, demonstrating key capabilities, and informing future design and operational requirements. As these programs move towards becoming programs of record, there will be opportunities to propose varying conceptual designs that meet any future requirements that may be detailed as part of design specifications within a competitive solicitation.
Day 2	PEO USC	Is RAIL looking at the ONR Simulation SBIR for autonomy systems integration, testing and verification? If not, who would be a good contact?	The RAIL is currently a pilot inititiative intended to provide the digital infrastructure necessary to rapidly develop, integrate and test new autonomous capablity. As the RAIL matures, additional M&S tools to support test will need to be integrated into the RAIL pipeline. The goal of the RAIL is not to create new M&S tools, but rather leverage exsiting tools to the extent practical. PMS 406 recently surveyed exsiting government M&S tools and is in the process of surveying what is commercially available. If you would like to provide input to this survey, please reach out to Spike Dixon at: spike.dixon@jhuapl.edu
Day 2	PEO USC	What kind of photonic sensors are you seeking?	We have not specifically singled-out photonic sensors; however, we are very intersted in how advancements in photonic-sensing science and technology, including but not limited to: optical fiber sensors; laser-based sensors; biophotonic sensors and instruments; sensor multiplexing and networking could contribute to advancing capabaility. To set up a conversation on this topic with PEO USC, please contact the office of the S&T Director at 202-781-5320 or vai email at elizabeth.madden@navy.mil
Day 2	PEO USC	We specialize in overhauling, redesigning, and manufacturing legacy Avionics, and Electronics for the DoD, where would i go to learn more about the USC Portfolio so we know which POC to request information on in order to connect with them for a capabilities briefing?	While PEO USC Programs could be a consumer of avionics and electronics, the owners of these systems are potentially outside PEO USC. Expertise might also be resident at the NAVSEA Warfare Centers. To set-up a conversation on this topic and better understand the programs within the PEO USC portfolio, plesae contact the office othe S&T Director at 202-781-5320 or via email at elizabeth.madden@navy.mil.
Day 2	PEO IWS	Can you discuss the challenges and goals PEO IWS has in mind for the Future Integrated Combat System Infrastructure-as-a-Service & Computing Infrastructure Program?	Goal: Implement modern computing technologies and process to rapidly and continuously deliver capability to outpace the threat. Plans and requirements have not been finalized. NAVSEA, PEO IWS and other PEOs are working closely together to develop an effective approach to Future Integrated Combat System Infrastructure-as-a-Service & Computing Infrastructure Program. Where Industry interaction is expected, notices will be posted on Beta.SAM.
Day 2	PEO IWS	what OTAs does PEO IWS currently utilize?	PEO IWS has executed Other Transactions (OTs) across the PEO IWS Portfolio. Additionally, PEO IWS program offices are stakeholders in OTs executed by other organizations.
	720 1110	How does PEO IWS plan to use OTAs or work with NAVALX. For example, do you have a preferred "consortium" such as Consortium Management Group (CMG)?	At this time, PEO IWS engages with NavalX primarily through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. The DOD FY2021 BAA schedule for SBIRs and STTR, which will include PEO IWS inputs, opens November 24, 2020. The official DOD SBIR BAA site is https://www.dodsbirsttr.mil/submissions/login
Day 2	PEO IWS		PEO IWS does not have a preferred Other Transaction consortium. Each requirement is assessed to determine the contracting approach for the requirements. That assessment can result in a decision to use FAR based contracting methods or Other Transactions based on requiring activity needs and most efficient and effective contracting approach.
Day 2	PEO Carriers	In your opinion, is the Private Sector Maintenance (PSM) approach to contracting working in your view and do you see it continuing in the future with a re-compete. Also are the present Primes meeting their small business goals of 40%?	The PSM approach to contracting is an effective tool to execute work on aircraft carriers. All small business goals are being met or exceeded for our PSM contracts. We do anticipate continuing with this contract strategy. For reference, the CVN San Diego PSM contract includes a 45% small business subcontracting plan and is valid through 2023. The CVN PACNORWEST PSM contract includes a 45% small business subcontracting plan and is valid through 2024.
Day 2	PEO Carriers	Does PEO Aircraft Carriers plan to establish a contract to support training requirements? And would that be considered to be a small business set aside?	We have a contract in place that supports the C-ARTS effort and that effort may expand. It's possible that greater opportunities for Carrier training development, to include small business, will be available in the future.
-,-			PMS 312 - * For in-service availabilities, excluding RCOHs, contact the Type Commanders for those availabilities in planning and the Carrier Planning Activity (PMS 312C) for the long-range forecast.
		Who would we contact, being a small business, for the Tank/preservation? isn't that usually procured through the shipyard?	* For RCOHs, the POC would be the PMS 312 Deputy Program Manager.
Day 2	PEO Carriers		* Small business could contact the prime ktr either GD NASSCO for PNW and Mid-Atlantic (Mr. Kevin Terry, GD-NASSCO- 757-966-3526) or HII for San Diego, and the local RMC (Mr. Kelly Brown, HII-NNS- 757-688-5041).