

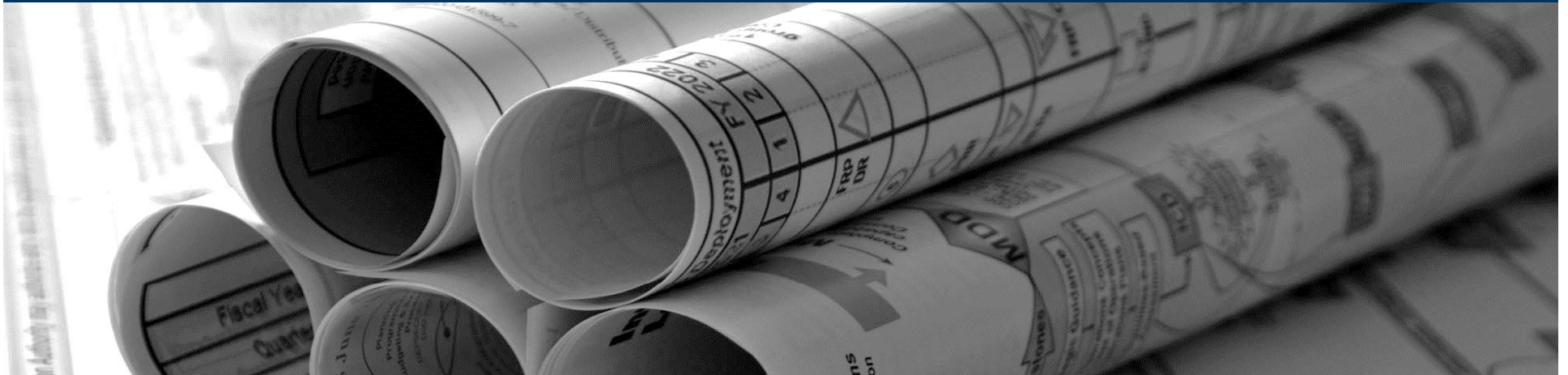


Welcome to
NAVSEA
Small Business Industry Day
October 11, 2022



Small Business Industry Day

Small Business Office



NAVSEA Small Business Program Overview

Ms. Anne Bannister
Naval Sea Systems Command
Director, Small Business Program

Statement A: Approved for Release. Distribution is unlimited.

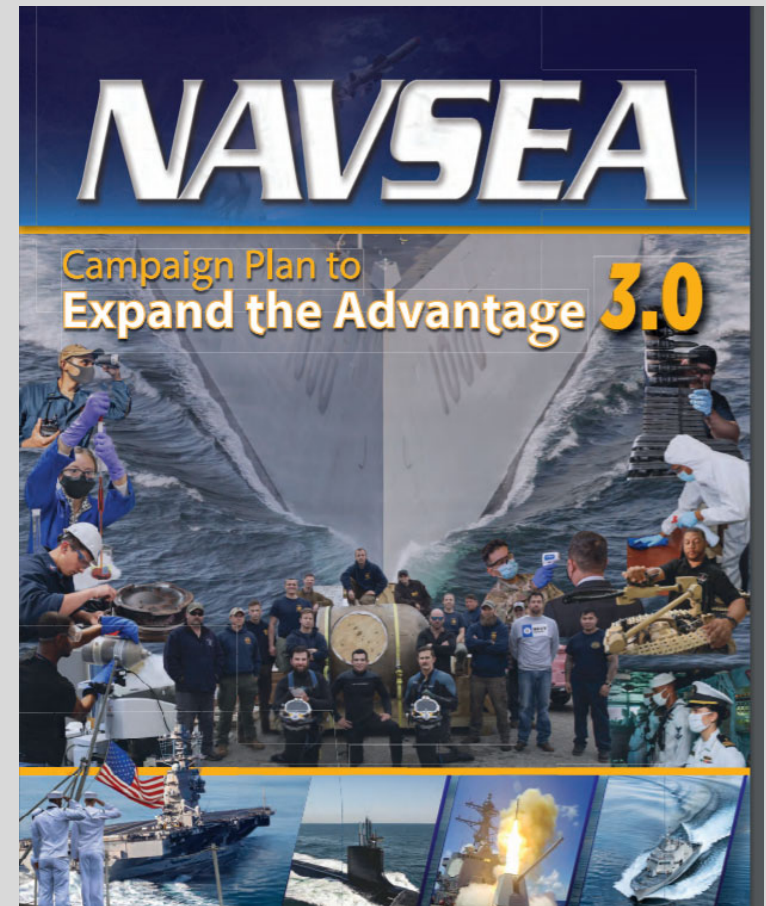


Naval Sea Systems Command

NAVSEA Mission: We design, build, deliver and maintain ships, submarines and systems reliably, on time and on-cost for the United States Navy

NAVSEA Campaign Plan:

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



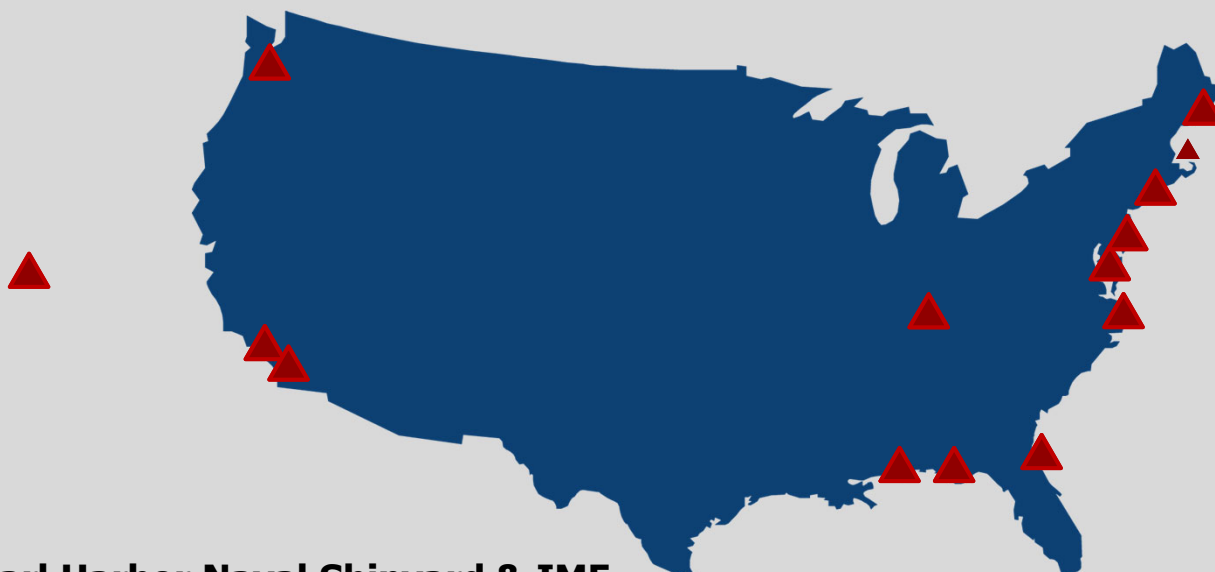


SMALL BUSINESS FIELD OFFICES

Puget Sound Naval Shipyard & IMF
NUWC, Keyport Division/
Naval Sea Logistics Center

NSWC Crane Division

SUPSHIP, Bath
NUWC Newport
SUPSHIP, Groton
NSWC Philadelphia Division
NAVSEA HEADQUARTERS*
NSWC Carderock
NSWC Indian Head Division
NSWC Dahlgren Division
SUPSHIP, Newport News
Norfolk NSY
MARMC Norfolk

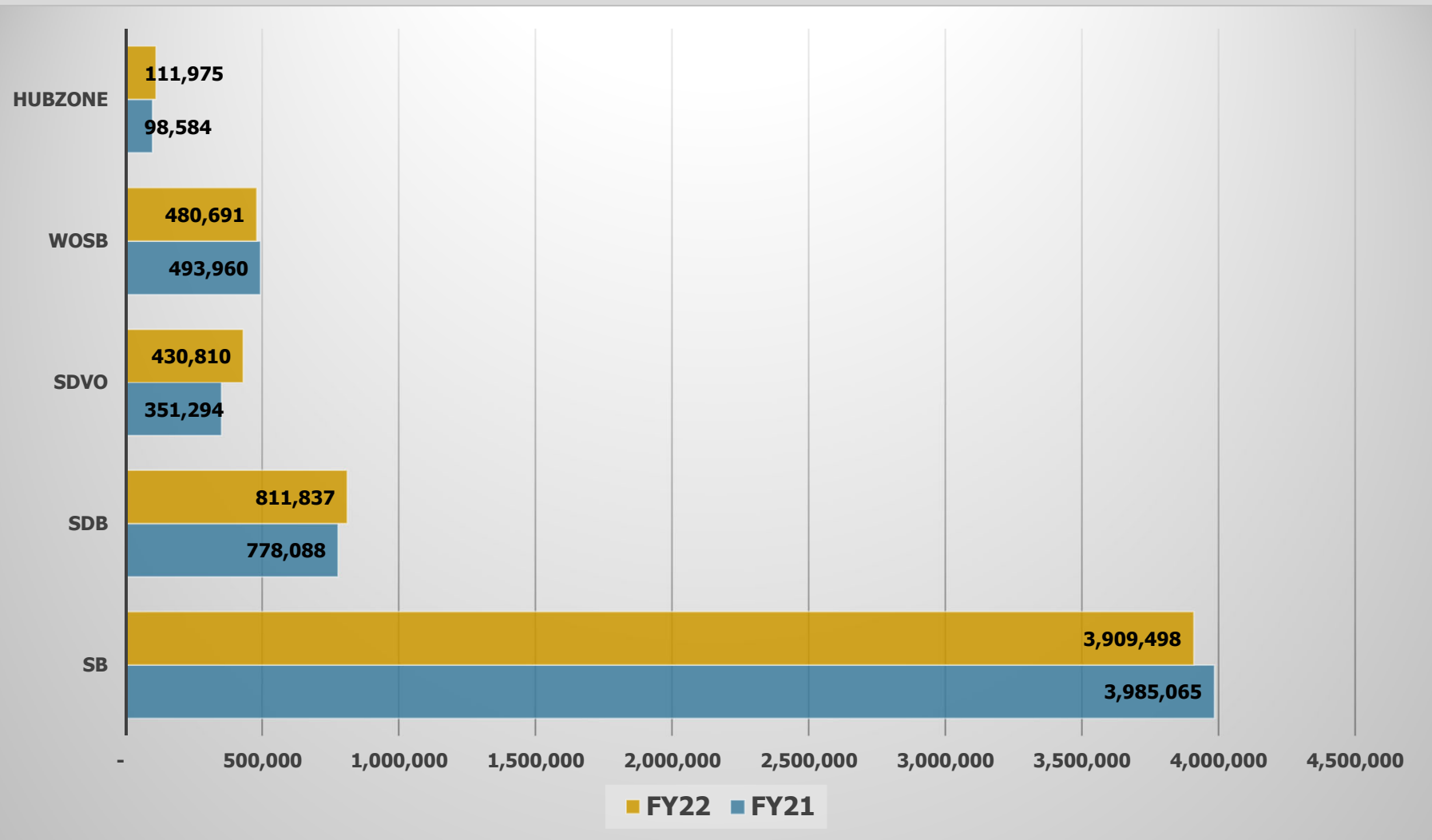


Pearl Harbor Naval Shipyard & IMF
NSWC, Corona Division
NSWC, Port Hueneme Division
SWRMC, San Diego

NSWC Panama City Division
SUPSHIP, Gulf Coast
SERMC, Jacksonville

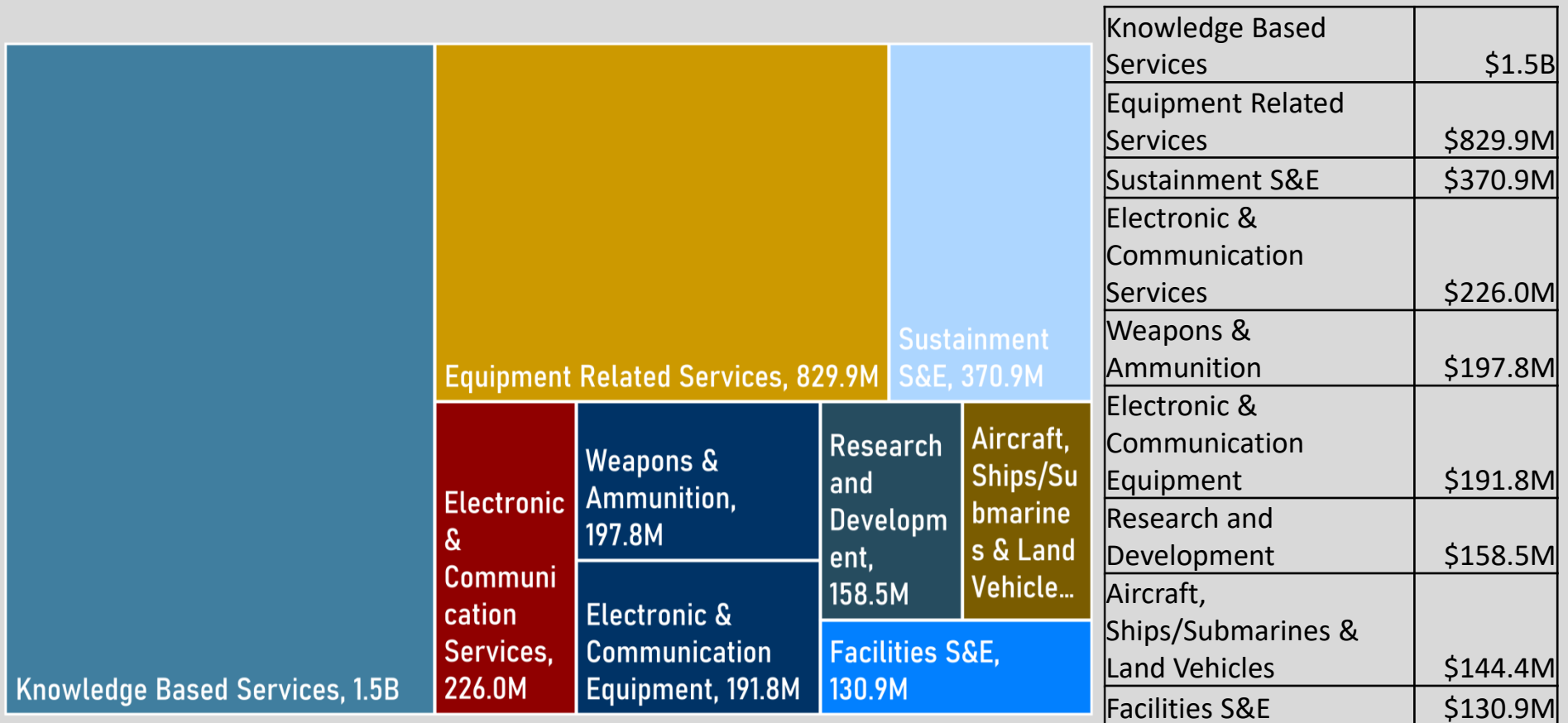


NAVSEA SB Obligations (\$M)





Enterprise SB Portfolio Group Spend FY2021





Small Business Participation Entry Points

Direct Award

- Opportunities announced on SAM.Gov
- NAVSEA Long Range Acquisition Forecast (LRAF)

SBIR/STTR

- Phase I: Feasibility Study
- Phase II: Full Research, R&D to Prototype
- Phase III: Commercialization

SEAPORT NexGen

- DON's mandatory contract vehicle for the procurement of professional support services

Subcontracting

- Review SBA Subnet to Locate Prime Contractors.
- Speak to SBPs at Agencies
- Connect with SBLOs at Prime Contractors
- Review LRAF's to target upcoming opportunities for potential subcontracting opportunities
- Monitor USA Spending.Gov to determine Primes
- Attend Industry Days



Long Range Acquisition Forecast

NAVSEA HQ FY21
Long Range Acquisition Forecast (5/2021)

**For HQ POCs, see Deputy Program Manager List on the LRAF page of the NAVSEA website, located under the Business Partnerships tab.

Requiring Office UIC	Contracting Office UIC	Anticipated NAICS	Anticipated PSC	Requirement Description	PEO	Program Office	Anticipated Total Value	Anticipated RFP FY Year	Anticipated RFP FY QTR	Anticipated Award FY Year	Anticipated Award FY QTR
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 336611	PSC 1905	FY22 CVN 75 RCOH Advance Planning;	PEO Carriers	PMS 312	> \$500M	2022	Q1	2023	Q1
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 336611	PSC 1905	CVN 68 Inactivation Advance Planning	PEO Carriers	PMS 312	> \$93M - < \$250M	2021	Q4	2022	Q3
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS: 336611	PSC: 1905	FY23, Mid-Atlantic Private Sector Maintenance (MA PSM)	PEO Carriers	PMS 312	> \$500M	2022	Q3	2023	Q2
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 336611	PSC 1905	FY24-27 ACES	PEO Carriers	PMS 312	> \$7M - < \$93M	2023	Q1	2023	Q4
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 336611	PSC 1905	FY23, San Diego Private Sector Maintenance (SD PSM) . NAICS 336611, PSC 1905.	PEO Carriers	PMS 312	> \$250M - < \$500M	2022	Q4	2023	Q4
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 336611	PSC 1905	COLUMBIA CLASS MISSILE TUBE CONTINUOUS PRODUCTION BUILD II LLTM FY23,	PEO Columbia	PMS 397	> \$500M	2021	Q4	2023	Q1
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 336611	PSC 1905	COLUMBIA CLASS MISSILE TUBE CONTINUOUS PRODUCTION BUILD II CONSTRUCTION (FY24)	PEO Columbia	PMS 397	> \$250M - < \$500M	2022	Q4	2024	Q1
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 336611	PSC 1905	COLUMBIA CLASS LLTM & AP/AC SSBN 829 (FY24)	PEO Columbia	PMS 397	> \$500M	2022	Q4	2024	Q1
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS: 541330	PSC: 1905	Class Lead Yard Services; FY21 Supplier Development; FY21-FY23 Additional PBUs, Shipyard Mfg Items, MT Outfitting, and 828 AP/AC LLTM	PEO Columbia	PMS 397	> \$250M - < \$500M	2021	Q3	2021	Q4
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS: 334511	PSC: 1265	FY 23-27 CEC Build-to-Print Production;	PEO Integrated Warfare Systems (IWS)	IWS 6.0	> \$250M - < \$500M	2021	Q3	2022	Q4
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS: 332994	PSC: 1095	FY22-27 SURFACE NAVY LASER WEAPON SYSTEM (SNLWS) INCREMENT 2 (HELIAD) DEVELOPMENT AND PRODUCTION	PEO Integrated Warfare Systems (IWS)	IWS 2.0	> \$500M	2023	Q1	2024	Q2
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	TBD	TBD	FY21 * WSN-12 Navigation System Engineering Agent (NSEA) - Navigation Processing Module (NPM) Production and Integration	PEO Integrated Warfare Systems (IWS)	IWS 6.0	> \$93M - < \$250M	2022	Q2	2023	Q1
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS:541330	PSC: AC24	FY22-FY26 STANDARD Missile Engineering Technical Services (ETS)	PEO Integrated Warfare Systems (IWS)	IWS 3.0	> \$250M - < \$500M	2021	Q4	2022	Q3
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 334511	PSC 3590	FY23-28; SQQ-89 Sonar Specific Production Hardware	PEO Integrated Warfare Systems (IWS)	IWS 5.0	> \$93M - < \$250M	2022	Q3	2023	Q3
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 334511	PSC N010	SQQ-89; FY21; Installation, ILS, Core Waterfront, Training, Spares, and Depot;	PEO Integrated Warfare Systems (IWS)	IWS 5.0	> \$250M - < \$500M	2021	Q4	2022	Q4
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	NAICS 334511	PSC 1260	FY23-FY27 Solid State MMK99/FCS Production	PEO Integrated Warfare Systems (IWS)	IWS 1.0	> \$93M - < \$250M	2022	Q2	2023	Q2
N00024 - NAVSEA HQ	N00024 - NAVSEA HQ	TBD	TBD	PH/SBIR Phase III * FY23 *	PEO Integrated Warfare Systems (IWS)	IWS 5.0	> \$7M - < \$93M	2022	Q3	2023	Q2
				FY22; DDG-1000 TSCE Modernization (OPN)PIO Lab	PEO Integrated Warfare Systems						



Be Prepared to Do Your Homework!

- NAVSEA Vision and Mission
- PEO/Directorate Small Business Strategy
- Review past NAVSEA Small Business Industry Day Presentations
- Find Specific Opportunities
 - Long Range Acquisition Forecast
 - Attend NAVSEA Industry Day events
- Provide a capability brief to the NAVSEA Small Business Office
 - Navsea_small_biz.fct@navy.mil
- Learn your competition in a given market
 - Determine who's performing similar efforts with complimentary capabilities
- Respond to Sources Sought announcements
 - Quality responses get lots of attention
- Pursue partnering/teaming/subcontracting arrangements
- Last but not least, when you get a contract.... Deliver!

For information on the NAVSEA SB Office, to include SBP contact info and the latest Long Range Acquisition Forecast & SB Strategic documents

www.navsea.navy.mil/Business-Partnerships/Small-Business-Office/



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)



How to Connect with NAVSEA

- NAVSEA Small Business Team
 - Navsea_small_biz.fct@navy.mil
- NAVSEA Website
 - <https://www.navsea.navy.mil>
- NAVSEA Facebook
 - <https://www.facebook.com/NAVSEA/>
- NAVSEA LinkedIn
 - <https://www.linkedin.com/company/navsea/mycompany/>
- NAVSEA Twitter
 - <https://twitter.com/navsea?lang=en>

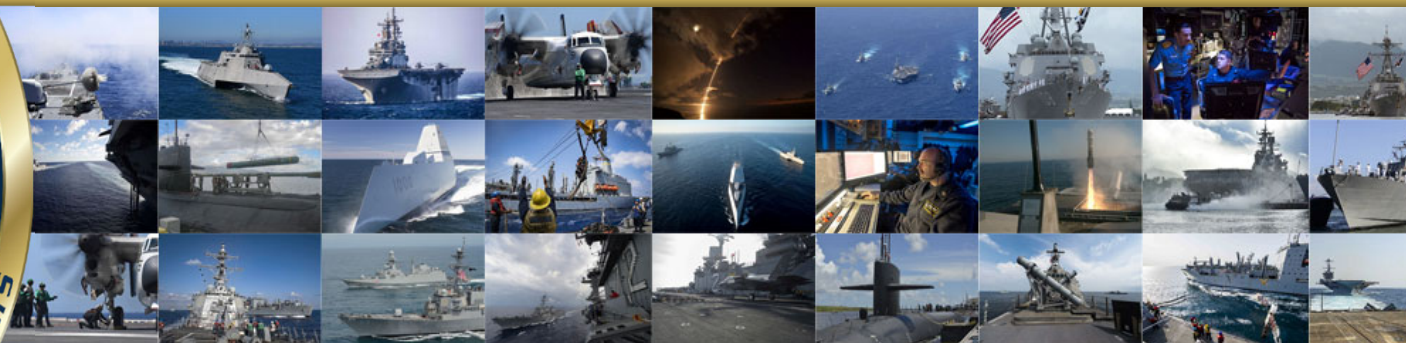


Thank You!



Small Business Industry Day

PEO IWS



“Sea Power to the Hands of Our Naval Force”

***Department of the Navy –Office of Small Business Programs
NAVSEA Small Business Industry Day
Program Executive Office – Integrated Warfare Systems (PEO IWS)
October 11, 2022***

***Mr. Robert Shevock
Executive Director, PEO IWS***



Who Are We?

Program Executive Office (PEO) Integrated Warfare Systems (IWS)
manages the development, acquisition, and sustainment
of surface ship and submarine combat technologies and systems.

Mission

‘To develop, deliver, and sustain operationally dominant combat systems to Our Naval Force.*’
*with technical excellence, adaptability, and rapid solutions that are intelligently integrated.

Vision

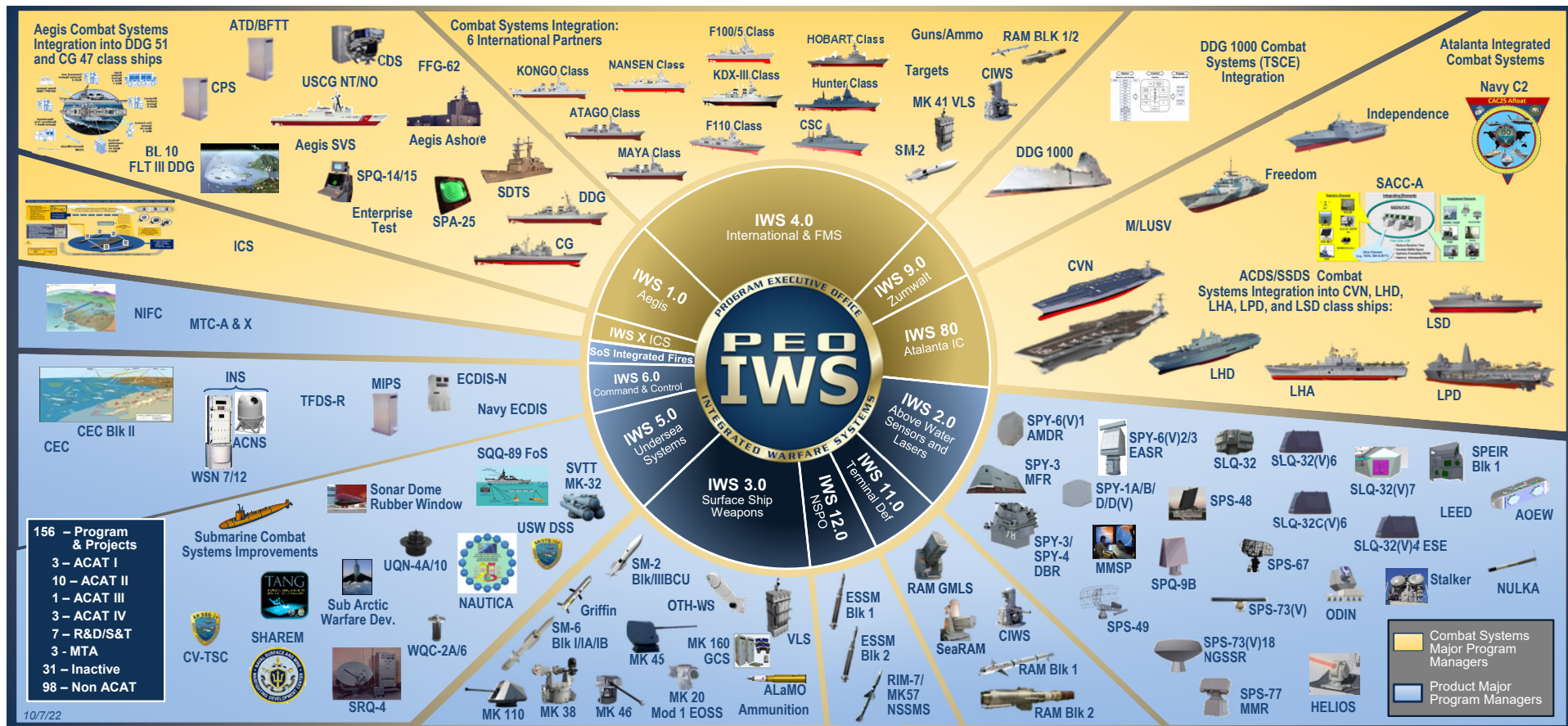
Sea Power in the Hands of Our Naval Force

Sea Power to accomplish the mission; To the Hands of our Naval Force who must execute the Mission.
NOW through affordable, adaptable, and sustainable programs and integration





PEO IWS Programs and Projects





PEO IWS Small Business Advocates

PEO IWS Small Business Advocates - Deputy Major Program Managers (DMPMs)

PEO IWS X	Integrated Combat Systems DMPM	(202) 781-2011
PEO IWS 1.0	AEGIS DMPM	(202) 781-5108
PEO IWS 2.0	Above Water Sensors and Lasers DMPM	(202) 781-2529
PEO IWS 3.0	Surface Ship Weapons DMPM	(703) 872-3581
PEO IWS 4.0	International and Foreign Military Sales DMPM	(202) 781-5060
PEO IWS 5.0	Undersea System DMPM	(202) 781-0650
PEO IWS 6.0	Command and Control DMPM	(202) 781-5218
PEO IWS 80.0	Atalanta DMPM	(202) 781-1148
PEO IWS 9.0	Zumwalt Integrated Combat Systems DMPM	(202) 781-3329
PEO IWS 11.0	Terminal Defense System DMPM	(703) 872-1067
PEO IWS 12.0	NATO SeaSparrow Program Office DMPM	(703) 607-6989

SBIR

PEO IWS Chief Technology Officer	(202) 781-1895
PEO IWS Technology Manager	(540) 653-3117



PEO IWS Avenues of Entry

• Broad Agency Announcements

- PEO IWS 5.0 is primary user
- Both large and small suppliers
- Topics provided in BAAs on System for Award Management (SAM)
- Submit white papers to be considered for an evaluation for award
- 91% of current 5.0 BAA awards are to Small Business

• SBIR/STTR

- PEO IWS SBIR BAA FY22.4 FY23.1. Next round begins November 22, 2022. <https://www.navysbir.com/>.
- PEO IWS Transition Rate from Phase II to Phase III is 46%.
SBIR contractors do excellent job of ensuring work completed meets SBIR requirements to move on.
- 185 contracts (\$45.12M in FY21 funds); \$226M total value for active SBIR contracts

Long Range Acquisition Forecast (LRAF) – A planning tool for future requirements
<https://www.navsea.navy.mil/Business-Partnerships/LRAF/>

• Seaport-NxG

- DON's mandatory vehicle for professional and engineering support services
- Electronic Portal for all Task Orders
- Promotes Small Business Set-Asides
- 85% of Awardees are Small Business
- Single NAICs - 541330
- PEO IWS competitive contracts flow through SeaPort – NxG <https://vendornxg.seaport.navy.mil>

• Contracts/Subcontracts

- SAM is official Government site for Contract opportunities www.sam.gov
- RFIs, Sources Sought, Full and Open, Set-Asides, Sole Source, BAAs, Draft Solicitations, Contract Awards and Industry Day Announcements
- SAM search function for market research is much improved
- Subcontracts
 - Gov't RFPs can include contain subcontracting SB targets



Other Transactions (OTAs)

- OTAs currently procured through consortiums
- OTAs issued to both large and small businesses
- PEO IWS X, 3.0, 5.0 and 80.0 are primary OTA users
- PEO IWS use of OTAs is focused in Research and Development categories including:
 - Prototype
 - Prototype, Research
 - Prototype, LRIP
 - Research

Contracting Activities Used To Date

- NSWC – Dahlgren
- Army Combat Command (ACC) – Rock Island
- ACC – New Jersey
- NAWC WD China Lake
- NUWC Newport
- NIWC
- NAVSEA



Consortia Used To Date*

- Naval Surface Technology & Innovation Consortium
- Aviation & Missile Technology Consortium
- Defense Ordnance Technology Consortium
- Underwater Technology Innovation Consortium
- Information Warfare Research Project Consortium
- Consortium Management Group C5

*Use of the consortium does not indicate a Government endorsement of the organization.



PEO IWS Industry Day: January 2023



Naval Sea Systems Command (NAVSEA) Program Executive Office Integrated Warfare Systems (PEO IWS) is pleased to announce its 2023 Industry Day. The theme for the PEO IWS Industry Day is “Finding the Best Industry Talent to Solve the Most Complex Problems.” Follow us on LinkedIn and the NAVSEA events page to stay informed.

LinkedIn Page:



NAVSEA Events:





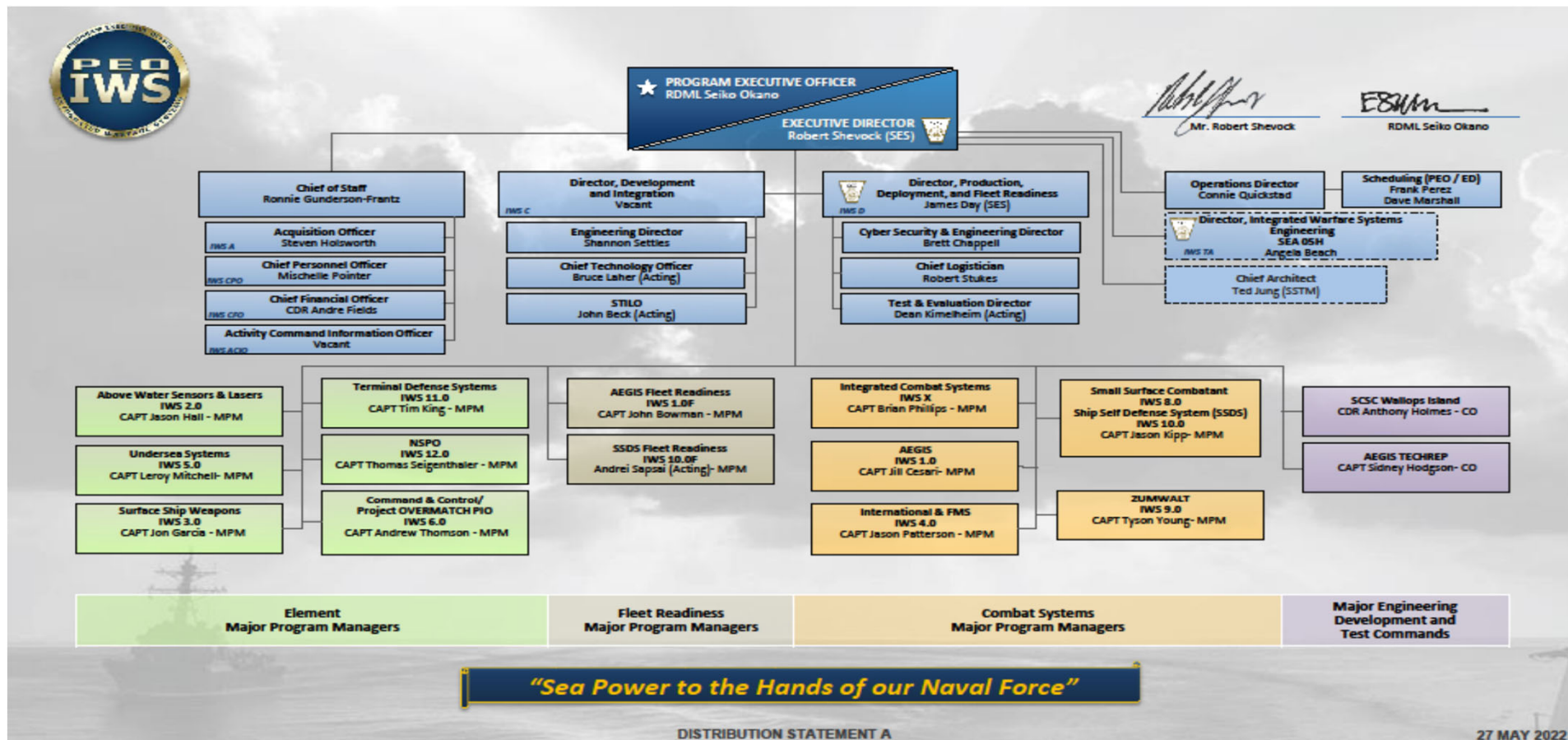
A Diverse Industry Partnership



“Sea Power to the Hands of Our Naval Force”



PEO IWS Organization





PEO IWS Investment Areas

- **IWS Engineering and Professional Support Services via Seaport NxG**
- **IWS X: Integrated Combat Systems**
 - Enhanced Kill Capability, Reduced Detect to Engage, Agile Software, Infrastructure as a Service, Common Operational Picture, Cybersecurity, Operational Readiness, Automated Test, Battle Force Training, Reduced Certification Timelines, Continuous Delivery Pipelines
- **IWS 1.0: Aegis**
 - Enhanced Kill Capability, Common Operational Picture, Cybersecurity, Operational Readiness, Automated Test, Battle Force Training
- **IWS 2.0: Above Water Sensors and Lasers**
 - 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



PEO IWS Investment Areas

- **IWS 4.0: International Programs and Foreign Military Sales**
 - System Security/Anti-Tampering, Cybersecurity, Information Exchange Agreement/Data Exchange Agreement (IEA/DEA)
- **IWS 5.0: Undersea Systems**
 - Communications, Signal Processing, Sensors, Affordable Production
- **IWS 6.0: Command and Control**
 - Positioning, Navigation and Timing (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



Small Business Industry Day

PEO Carriers



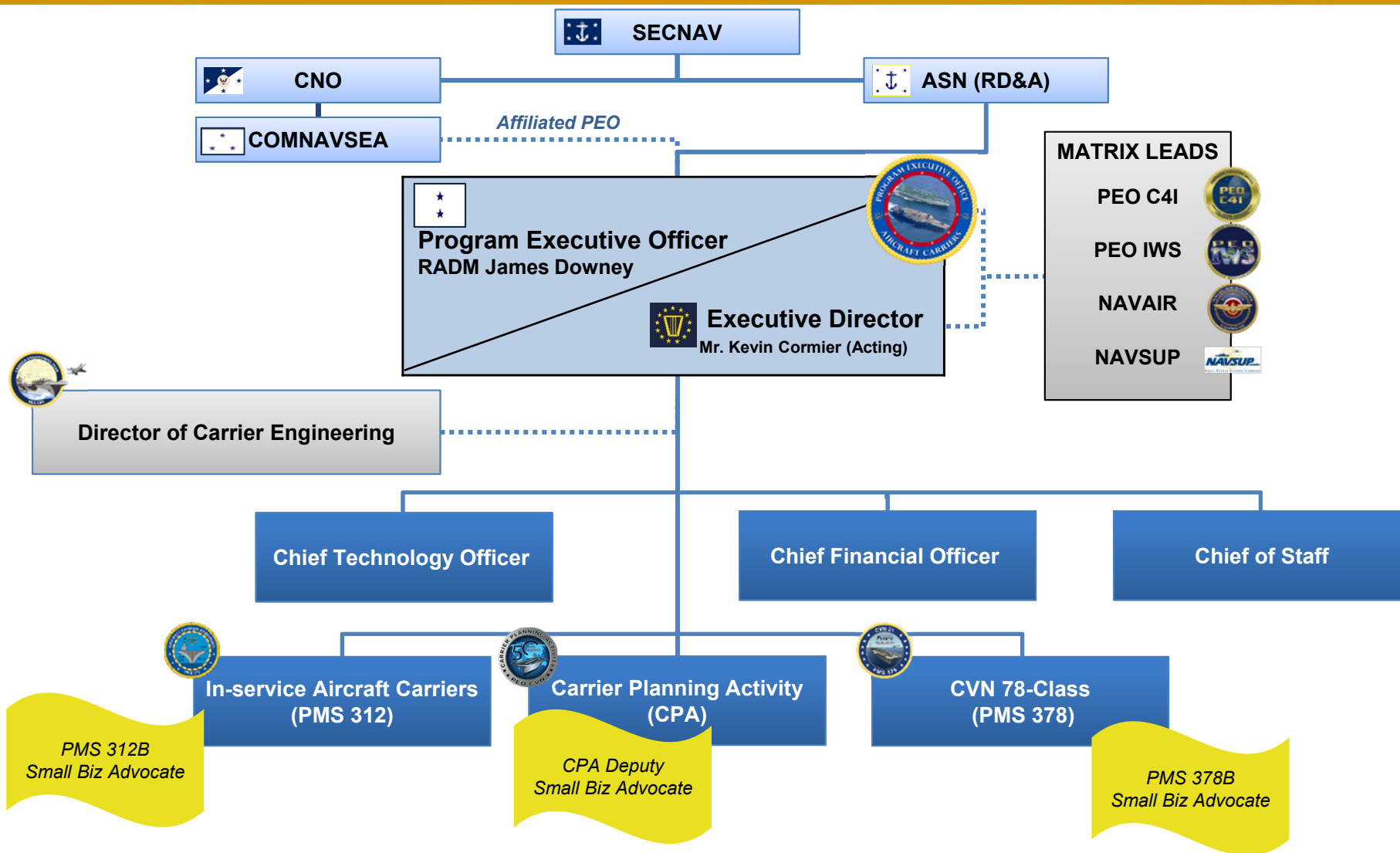
PEO Aircraft Carriers Overview

NAVSEA Small Business Industry Day

11 October 2022

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

Mr. Kevin Cormier
Acting Executive Director





Portfolio

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

In-service Carriers Program Office

CVN 78-Class Program Office

New Construction TOA (PB23)
\$16.4B across the FYDP



In-service TOA (PB23)
\$9.5B across the FYDP



CPA

Carrier Planning Activity



PEO Aircraft Carriers TOA (PB23)
\$25.9B across the FYDP



Strategic Importance of Aircraft Carriers

SECNAV Guiding Principles

Strengthen our maritime dominance

**Foster a culture of
warfighting excellence**

**Strengthen our partnerships
and alliances**

**"Aircraft carriers remain the most
survivable and versatile airfields in the
world. They provide our national leaders
valuable options, which is why we're
extending their reach through the airwing
of the future strategy."**

--CNO Gilday, 11 January 2021



Peacetime

**Presence
Humanitarian Assistance**

Crisis

Deterrence

Conflict

Power Projection

"History shows the Navy which adapts, learns, and improves the fastest gains an enduring warfighting advantage. The essential element is fostering an ecosystem—a culture— that assesses, corrects, and innovates better than the opposition." CNO Gilday, 11 Jan 2022



Looking Ahead

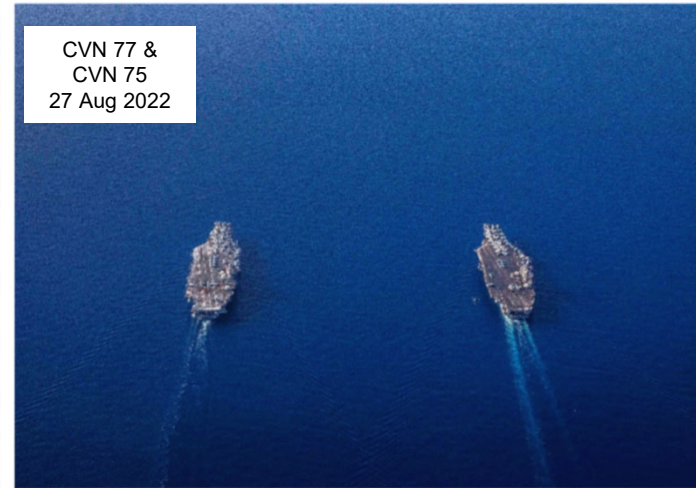
■ In Execution

- Complete CVN 73 RCOH at NNS
- Continue CVN 74 RCOH at NNS
- Support CVN 78 deployment preps
- Support execution of CVN 70 FY22 PIA at PSNS
- Continue construction of CVN 79
- NSS-SY Planning Pillar
- Foreign Military Sales (FMS)

■ Coming Up

- Support planning and execution of CVN 75 FY23 PIA at NNSY
- CVN 65 to CVN 68 opportunities
- Pursue Fixed Price opportunities where applicable on CVN 75 RCOH
- Opportunities for schedule and cost improvements across programs (RCOH bundling, CVN 82/83, infrastructure)

CVN 77 &
CVN 75
27 Aug 2022



CVN 76
16 Aug 2022



CVN 72
11 Aug 2022





Small Business Investment Areas

- Painting
- Pump repair
- Material buys
- Obsolescence issues for shipboard equipment
- Outfitting
- Firewatch Support
 - Hot work, welding, flame heating, torch cutting, brazing
- Preservation
- Calibration
- Machine / Valve / Motor Repair
- Gas free certification
- Hoses / Slings / Safety nets / Pendants
- Galley / AC Repairs
- Decking Repairs
- Boat Davit Repair
- Professional Support Services (PSS) Contracts



CVN 76 – 25 Sep 2020

Over \$48.12M in Small Business Set-Asides Since 2019



Current Vehicles

- **PMS 312 Carrier Team One (CT1) SBSA**
 - Non-personal advisory and expert technical services in support of maintenance on all aircraft carrier availabilities, including Refueling Complex Overhaul (RCOH), Planned Incremental Availability (PIA), Selected Restrictive Availability (SRA) and Docking Planned Incremental Availability (DPIA), in support of Carrier Team One (CT1) Initiatives
 - Status: Currently in Option Year 2 of TO
 - Awarded 12/11/2019
- **PMS 312 CVN 73/74 RCOH Firewatch Support**
 - Direct award/sole-source 8(a)
 - Fire Watch efforts support the Refueling Complex Overhaul (RCOH) on U.S.S. George Washington (CVN 73) and the U.S.S. John Stennis (CVN 74).
 - Awarded 12/8/2020
 - PoP valid thru 6/30/2023
- **Carrier Planning Activity (CPA) SBSA**
 - Professional Support Services in support of In-Service Aircraft Carrier life-cycle management, maintenance, and modernization planning
 - Status: Currently in Option Year 1 of TO
 - Awarded 12/18/2020
- **PMS 312 RCOH SBSA (Recompete)**
 - Professional Support Services in support of Integrated Logistics Support (ILS), Refueling Complex Overhaul (RCOH), and Inactivation (INACT)
 - Status: Currently in Option Year 1 of TO
 - Awarded 04/13/2021
- **PEO CVN Engineering Support Services (PEO-Wide)**
 - Competitive - Engineering Support Services (ESS) in support of Aircraft Carriers programs for NIMITZ and FORD Class as well as disposal of USS ENTERPRISE and USS NIMITZ
 - Large Business Prime with **24.5%** small business participation subcontracting goal
 - Status: Currently in Option Year 1 of TO
 - Awarded 07/15/2021
- **PEO CVN Professional Support Services (PSS) (Recompete / PEO-Wide)**
 - Competitive - HQ Prime support for Program Management, Life Cycle Logistics, PEO Operations, Business and Financial Management
 - Large Business Prime with **25.45%** small business participation subcontracting goal
 - Status: Currently in Base Year of TO
 - Awarded 12/01/2021
- **PMS 312 Carrier/Surface Engineering Maintenance Assist Team (CEMAT/SEMAT)**
 - Competitive
 - Award 7/15/2021
 - Status: Currently in OY2 of IDIQ/DO
 - Large Business Prime with 2% SBIF contingency based upon 30% SB subcontracting goal
 - Contract to support U.S. Navy aircraft carrier (CVN), Carrier Engineering Maintenance Assist Team and surface engineering maintenance assist team in support of maintenance and planning for the overhaul and repair of equipment and systems associated with Navy aircraft carriers and West Coast Navy surface ships.
- **PMS 312 Elevator Support Unit (ESU)**
 - Competitive
 - Awarded 1/15/2021
 - Status: Currently in OY2 of IDIQ/DO
 - Large Business Prime with 2% SBIF contingency based upon 30% SB subcontracting goal
 - Provides engineering services, maintenance and operator training, technical and repair support to accomplish specific requirements described herein in support of maintenance and planning for the overhaul, modernization and repair of shipboard elevators, cargo handling equipment and associated systems installed within U.S. Navy Aircraft Carriers (CVN).



- **PMS 312 CVN 74/75 Refueling Complex Overhaul (RCOH) Firewatch**

- Competitive
- Planned SBSA, possible 8(a) set-aside
- Award ECD Q3 FY23

- **PMS 312 Mid-Atlantic Private Sector Maintenance (PSM) Recompete**

- Competitive
- Will include SBIF based upon meeting designated SB subcontracting goal
- Award ECD Q3 FY23

- **PMS 312 Aircraft Carrier Engineering Support (ACES) Recompete**

- Sole Source
- Will include SBIF
- Award ECD Q4 FY23

- **PMS 312 San Diego PSM Recompete**

- Competitive
- Will include SBIF based upon meeting designated SB subcontracting goal
- Award ECD Q4 FY23

- **PMS 312 Carrier Team One (CT1) Recompete**

- Competitive
- Planned Small Business Set-aside (SBSA)
- Award ECD Q3 FY24

- **PMS 312 PACNORWEST PSM Recompete**

- Competitive
- Will include SBIF based upon meeting designated SB subcontracting goal
- Award ECD Q1 FY25

- **SBIR Aircraft Carrier Flight Deck Tie Down Fitting**

- Phase I Kick off in September 2021 – Option Awarded May 2022 – Full phase II contract to be awarded after reauthorization (FY22 funds)
- Improved flight deck tie down fitting for enhanced corrosion resistance and longevity
- Supports form, fit, function replacement of the legacy steel tie down fittings (i.e., Type VIII tie down fittings)
- FY21 award with three performs kicked off Phase I in September 2021

- **SBIR N151-045 Shock IQ**

- Joint Topic with HQ funded by PEO CV FY 22.
- Submarine Component Design Tool to Assess Relative Resistance to High Intensity Loading;
- Objective: Develop an innovative and cost-effective automated software design and qualification tool to comparatively assess submarine components ability to withstand high intensity loadings.

- **SBIR N231-901 Improved Electromechanical Actuators for Aircraft Carrier Flight Deck Applications**

- New (FY23) topic under review – pre-solicitation released Nov 2022 –
- Objective: Improve the existing configuration of Electromechanical Actuators (EMAs) to lower in a safe, controlled manner in the event of a system or component failure for Aircraft Carrier flight deck applications.



PEO USC

Small Business Industry Day

October 11, 2022



PEO USC Organization



As of October 2021 - DISTRIBUTION A - Approved for public release



PEO USC Investment Areas

- Unmanned Systems Technologies (UUVs and USVs)
 - Vehicles, payload integration, propulsion, autonomy, storage and handling, sustainment
- Next Generation of MCM Systems
 - Single sortie detect-to-engage
 - Operating in contested environments
- Advanced Mining Systems
- Expeditionary Combat
 - Diver thermal protection, power and energy, communications, remote weapon systems



PEO USC SB Contacts



PMS 340 DPM
Claude Lim



PEO USC

Acquisition Director: Tim Gaffney
S&T Director: Beth Madden

PMS 525 DPM
Charles Holman



PMS 406 DPM
Joel MacRitchie



PMS 515 DPM
Andy Bosak



PMS 408 DPM
Mike Alperi



PMS 420 DPM
George Saroch



PMS 495 DPM
Gary Jones



PMS 501 DPM
Howard Berkof



PEO USC Small Business Opportunities FY23



- Sea Hunter/ Sea Hawk O&S D.O. on USV FoS MAC
- Platform Autonomy Architecture
- UUV Service Vendor



- Minesweeping PDS for MCM USV (USV FoS MAC)
- Minehunting PDS for MCM USV (USV FoS MAC)



- Silver-zinc batteries for SDV



Upcoming Opportunities

- Low cost energy solutions for UUVs
- Advanced Autonomy
- At-sea refueling for USVs
- Low cost EO/ID sensors
- Data Fusion
- Unmanned payload handling
- Acceleration of artificial intelligence / machine learning capabilities
- Advanced automatic target recognition algorithms



Upcoming SBIR Opportunities

What?	When?	How do I get involved?
23.1 SBIR/STTR BAA (7 PEO USC Topics)	<ul style="list-style-type: none">• SBIR Pre-Release Begins 29 Nov, 2022• BAA Opens 11 Jan, 2023• BAA Closes 16 Feb, 2023	BAA will be posted to NavySBIR.com on the pre-release dates. Guidance and resources for small businesses are available at: www.sam.gov 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**

Questions





TEAM SUB

Small Business Industry Day

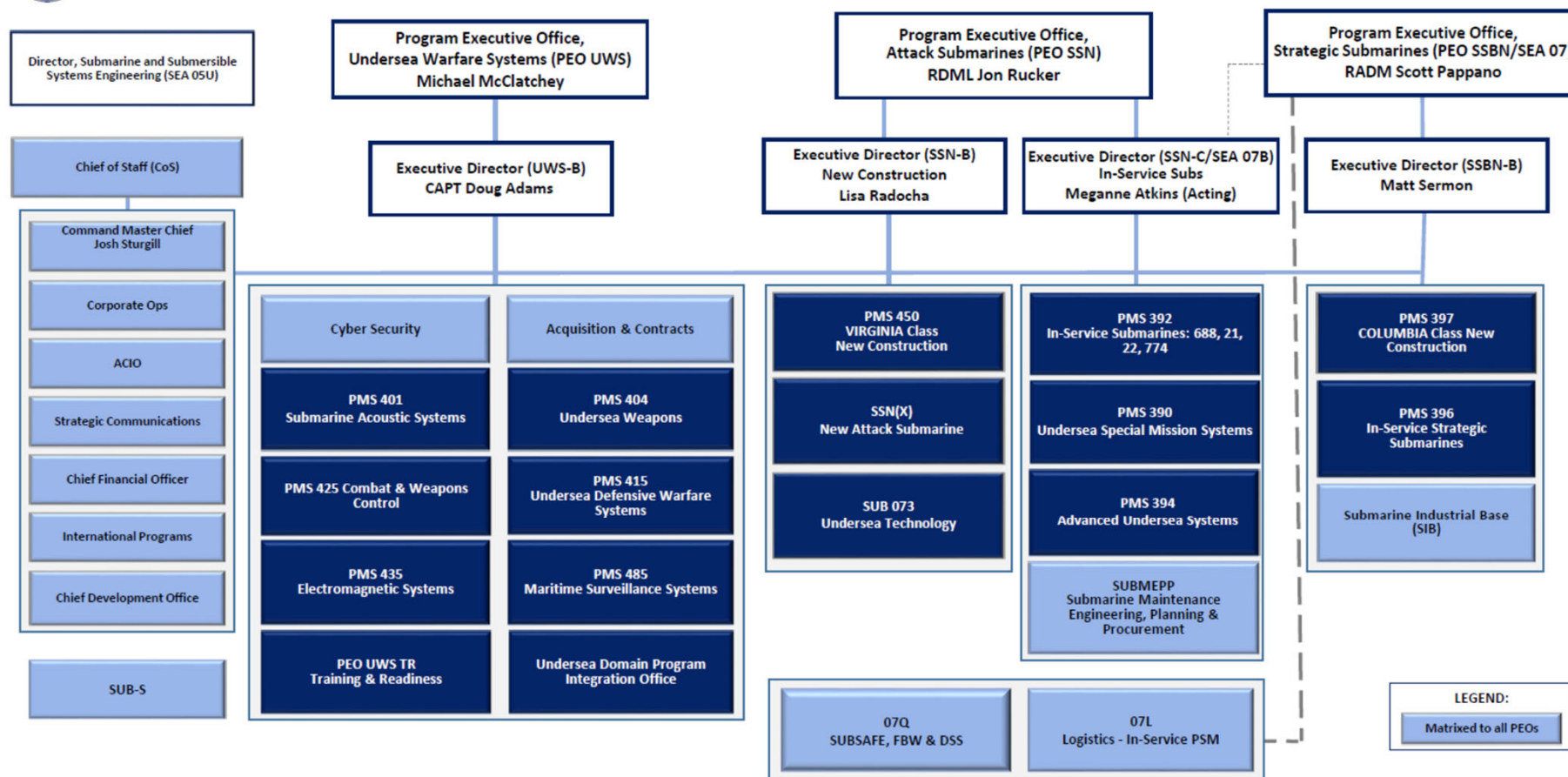
October 11, 2022



TEAM SUB Organization



Distro A // Team Submarine: PEO UWS, PEO SSN & PEO SSBN

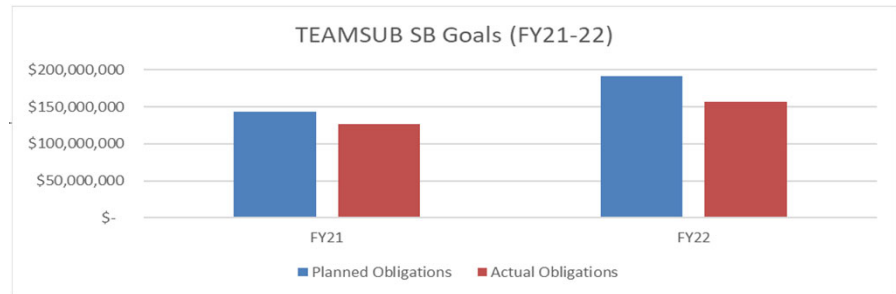


1 OCTOBER 2022



Team SUB Small Business Investment Areas

- \$1.9B in total active small business contract value
 - approximately \$2.1B planned across the FYDP
- Greater than 33% growth in SB planned obligations from FY21 to FY22
- Tailoring requirements to leverage Other Transaction Authority (OTA) and Non-FAR Based agreements to solve sustainment and obsolescence challenges
 - Collaboration with Consortia partners: 6 Program Offices with \$160M (FY21-FY25) in efforts to various vendors to include some small businesses
 - Expecting SB numbers to increase in future years due to planned Consortium based outreach events
 - Promote National Development Council (NDC)/SBs
 - Engaging senior leaders on options and benefit of utilizing small business/non-traditional vendors
- Conducting quarterly TSUB SB Capability Demo's for small businesses to present technology capabilities and discuss potential partnership with larger primes
- Attending industry forums where small businesses are represented to increase awareness of LRAF requirements and on-going efforts



Team SUB fosters an environment which values utilization of small businesses by increasing awareness of these alternatives and leveraging innovation-focused consortiums



Opportunities for SB to Compete as Primes and Subcontractors

- 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



TSUB: unmanned capabilities, payloads, design for supportability, information automation, and cyber have recently had increase in focus from innovation standpoint

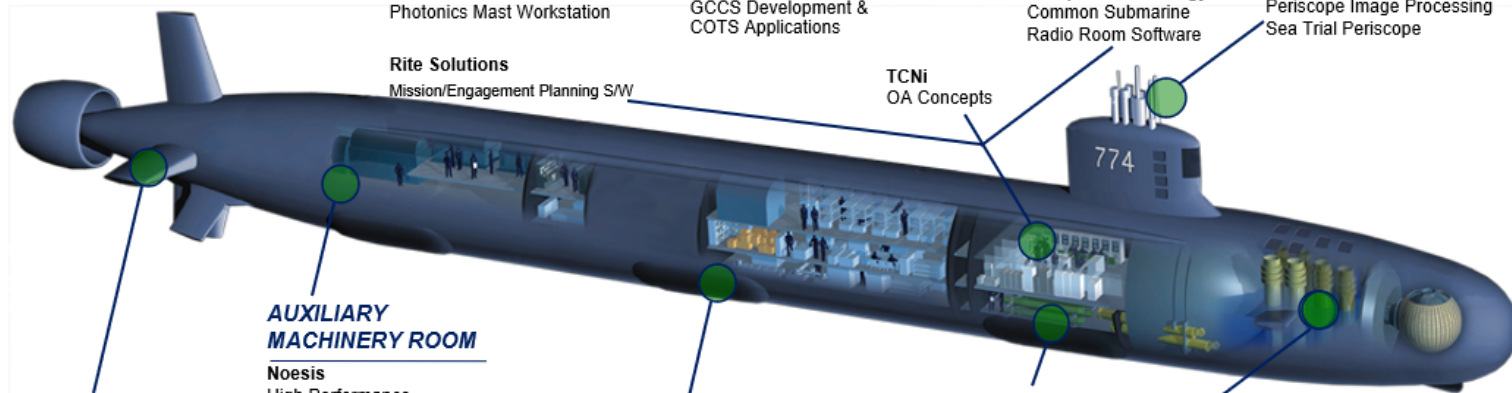


Team SUB SBIR Transitions

Team SUB > \$1.8B in Phase III Investment

Cardinal Engineering/Weidlinger Associates
Shock Analysis

WW Technology Group
Ship Control Architecture



COMBAT SYSTEMS

Asset

Software Architecture

Darlington

SCS C4I & IM&M Technology
Combined Operations Wide Area Network

DSR/GDAIS

Advanced Information Systems
Software Migration Legacy Trainer
Photonics Mast Workstation

Rite Solutions

Mission/Engagement Planning SW

In Depth Engineering

Software

Metron

Software

Mikel

Software

Planning Systems

GCCS Development & COTS Applications

Progeny

Audio Signals
Active Emissions
Information Assurance
AN/WLR-1 AI&R Manning Reduction
Mk48 Torpedo C&G

SEDNA

Signal Processing

TCN

OA Concepts

Trident Systems

Mobile Computing for Submarine Applications

3Pi/Ultra

Image processing

Jackpine Technology

Common Submarine
Radio Room Software

3-Phoenix

Periscope Image Processing
Sea Trial Periscope

TCNi
OA Concepts

STERN / PROPULSION

MSI

Array Improvement

Chesapeake Sciences Corp

Towed Array Improvement
Fiber Tow Cables
Fiber Slip Rings
Heading Sensors
TSMS Telemetry

AUXILIARY MACHINERY ROOM

Noesis

High Performance
Brushes Technology

METSS

Synthetic Lubricating & Hydraulic Oil

TRI

HCDR Coating

PRESSURE HULL

TKC

Innovative Modelling

Compudrive

Electromechanical
Actuator and COMT

Seeman Composites

Non-Autoclave
Composite Systems
& 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
MK48 Torpedo

Pacific Engineering (PEI)

Ready Stow Group (RSG) Launch
Cradle

TRI

Composite Torpedo Room Temp
Berthing and Weapon Handling
Cradles

MISCELLANEOUS

Beacon Interactive

Action Item Tracking System

ORBIS

Re-engineering Towed Array Handling Gear

METSS

Synthetic Oil

Propel

Steam Suits

Texas Research Institute

Connectors and Accelerated
Life Testing

Rite Solutions

Future Combat Sys
Planning on Board
Team Trainer

SBIR Reasons

1. Risk reduction
2. Technology insertion
3. Obsolete component replacements
4. Establish competition where there is none



Team SUB SBIR Investment Successes

- **PMS 401:** Worked with GSA to contract with a small business to quickly & economically award, in <7 months, a Phase III SBIR for up to \$29M; will address component obsolescence, include better outboard sensors, and new S/W
- **PMS 404:** continues to use multiple small businesses, including small business primes, for development and production of torpedoes and related support equipment and test sets, which are significant elements to the torpedo enterprise upgrade strategy
- **PMS 415 & PMS 425:** Worked with a small business to create a Payload Planning & Control software development guide that improves the integration and warfighter-user interface between the combat system and weapons payload.
 - The CRAW program leveraged this software development effort to support a successful prototype demonstration, improving the capability of the VIRGINIA class submarine
- **PMS 450:** Sponsored a non-conductive coating SBIR topic resulting in a new Highly Cathodic Delamination Resistant coating; addressed capacity issues while increasing competition
- **PMS 394:** A small business supported UxS battery design architecture & battery cell testing for Li-Ion cells efforts. Those efforts include the development of a portable detection test system for depot-level scanning for internal shortages.
 - In the coming months, high sensitivity measurements of battery self-discharge rates to identify cells with uniform properties intended for assembling high performing batteries will also be provided. This effort will support the selection of highly reliable cells, which in turn support the extended endurance to meet fleet needs



TEAM SUB Small Business Advocates

Code	Program	Phone
SUBCO	Program Support	202-781-5239
SUB I	International Programs	202-781-1348
SUB073	Undersea Technology	202-781-1216
SEA07R	Submarine Training Systems	202-781-5184
PMS390	Undersea Special Mission Systems	202-781-1216
PMS392	Attack Submarines In Service	202-781-1190
PMS394	Advanced Undersea Systems	202-781-7456
PMS396	In-Service SSBN, SSGN SSBN Support and Infrastructure	703-470-5726
PMS397	COLUMBIA Class	202-781-5141
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: Juan Berrocal, juan.b.berrocal.civ@us.navy.mil



Team SUB Upcoming Opportunities

- **Long Range Acquisition Forecast (LRAF)**
 - POC Rich Goff, SEA02C1 (202) 781-2872
 - www.sam.gov
- **Undersea Technology Other Transactional Authority (OTA)**
 - POC Tom Carroll (401) 832-369
 - www.underseatech.org
- **Small Business Innovative Research (SBIR)**
 - Team SUB Technology Manager, Roberto Sanchez, 202-781-3416
 - <https://www.navysbir.com/index.html>
- **DoN Rapid Innovation Program**
 - Team SUB Coordinator, Brian Quarles 202-374-5190



Questions





Lunch
1125 – 1230



Small Business Industry Day

Team Ships

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Small Business Industry Day

October 11, 2022

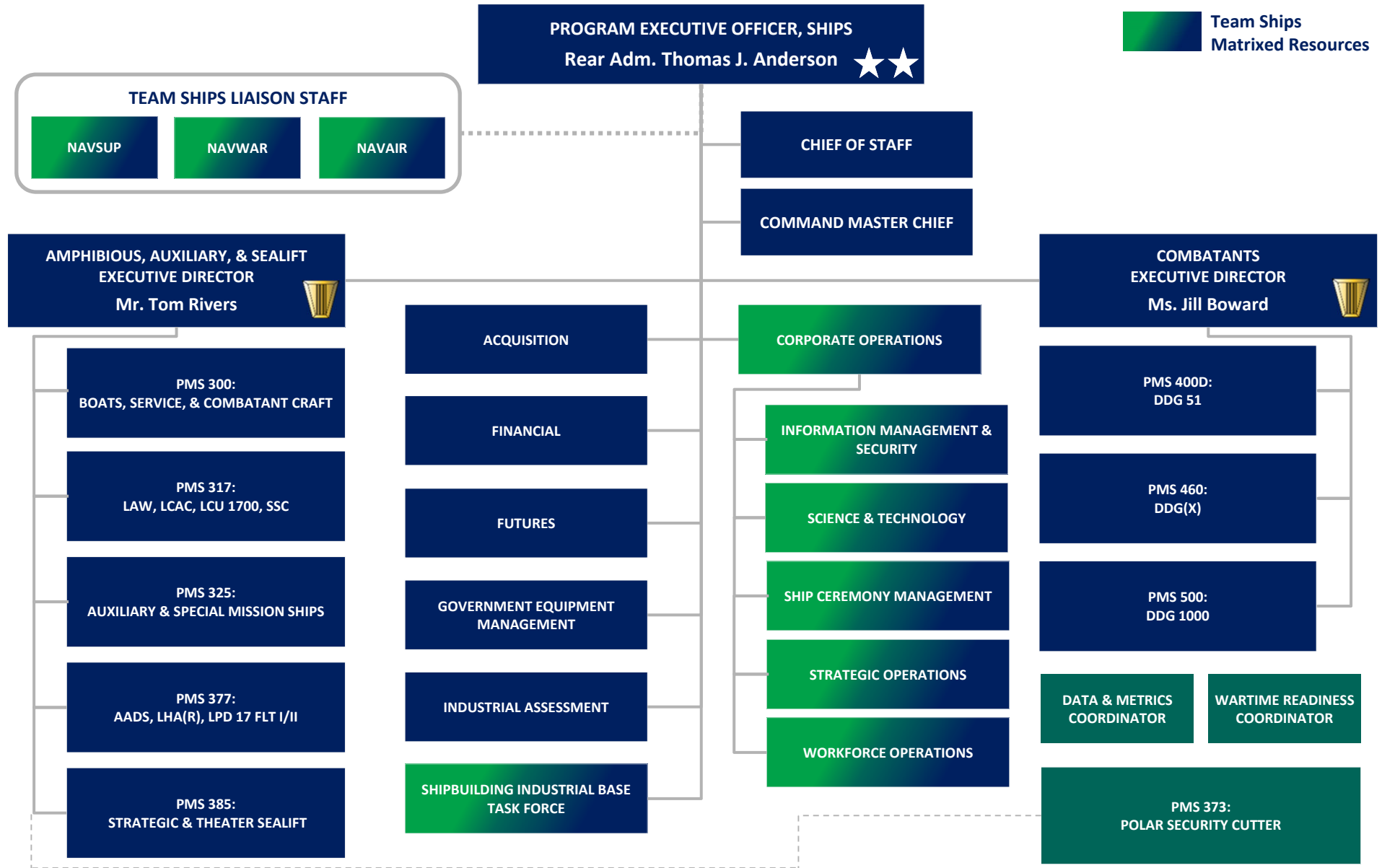
Tom Rivers

Executive Director, Amphibious, Auxiliary and Sealift
Ships

Michael Haycock

Executive Director, Surface Ship Maintenance and
Modernization

PEO Ships Organization



PEO Ships – DPM Contact Information



- PMS 300 (BOATS, SERVICE, & COMBATANT CRAFT): 703-967-1742
- PMS 317 (LAW, LCAC, LCU 1700, SSC): 202-781- 3114
- PMS 325 (AUXILIARY & SPECIAL MISSION SHIPS): 202-781- 4110
- PMS 377 (AADS, LHA(R), LPD 17 FLT I/II): 202-781- 3961
- PMS 385 (STRATEGIC & THEATER SEALIFT): 202-781- 5241
- PMS 400D (DDG 51): 202-781- 3557
- PMS 460 (DDG(X)): 202-781- 3459
- PMS 500 (DDG 1000): 202-781- 0931
- SHIPS GEM : 202-781-3098

PEO Ships Portfolio



01 September 2022

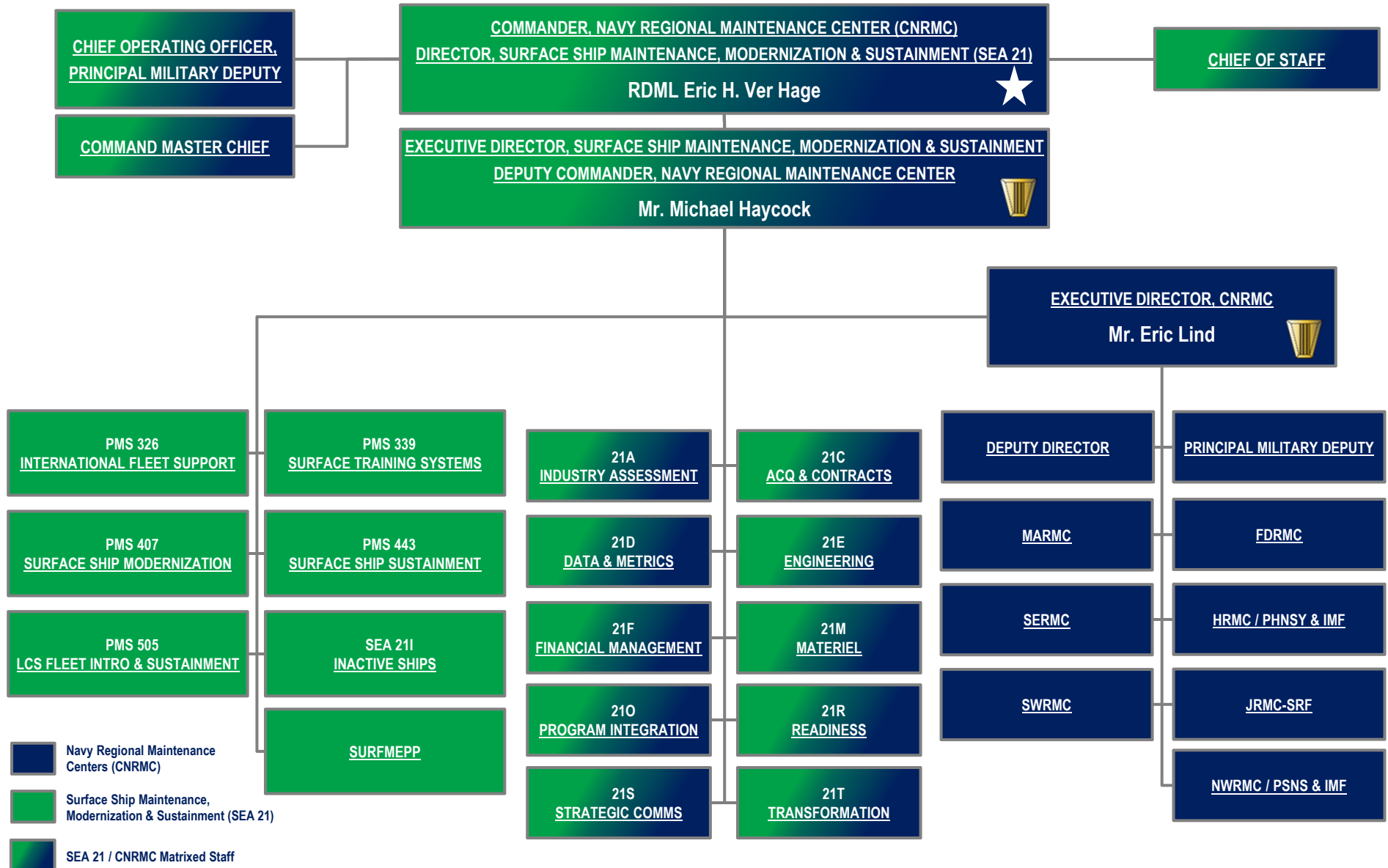


- Eight major program offices supporting the execution of:
 - (8) ACAT I
 - (2) ACAT II
 - (6) ACAT III
 - (3) ACAT IV
 - (4) pre-ACATs
 - (30+) non-ACAT
- Cross program efforts focused on energy / power, Cyber, Procurement of Government Furnished Equipment, Training, and Acquisition Workforce Development
- 48 Battle Force Ships currently under construction or contract
- \$100.3B total program value
- 389 Civilians and 24 Military Personnel

SEA 21 / CNRMC Organization



September 2022



SEA 21 Portfolio



SEA 21 integrates sustainment and 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.



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 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.

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.

LCS Fleet Introduction & Sustainment (PMS 505)

Integrates ship and mission package fleet introduction, logistics, training, modernization and maintenance strategies to deliver and sustain LCS combat capability to the fleet

Inactive Ships Directorate (SEA 211)

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

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 Portfolio



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

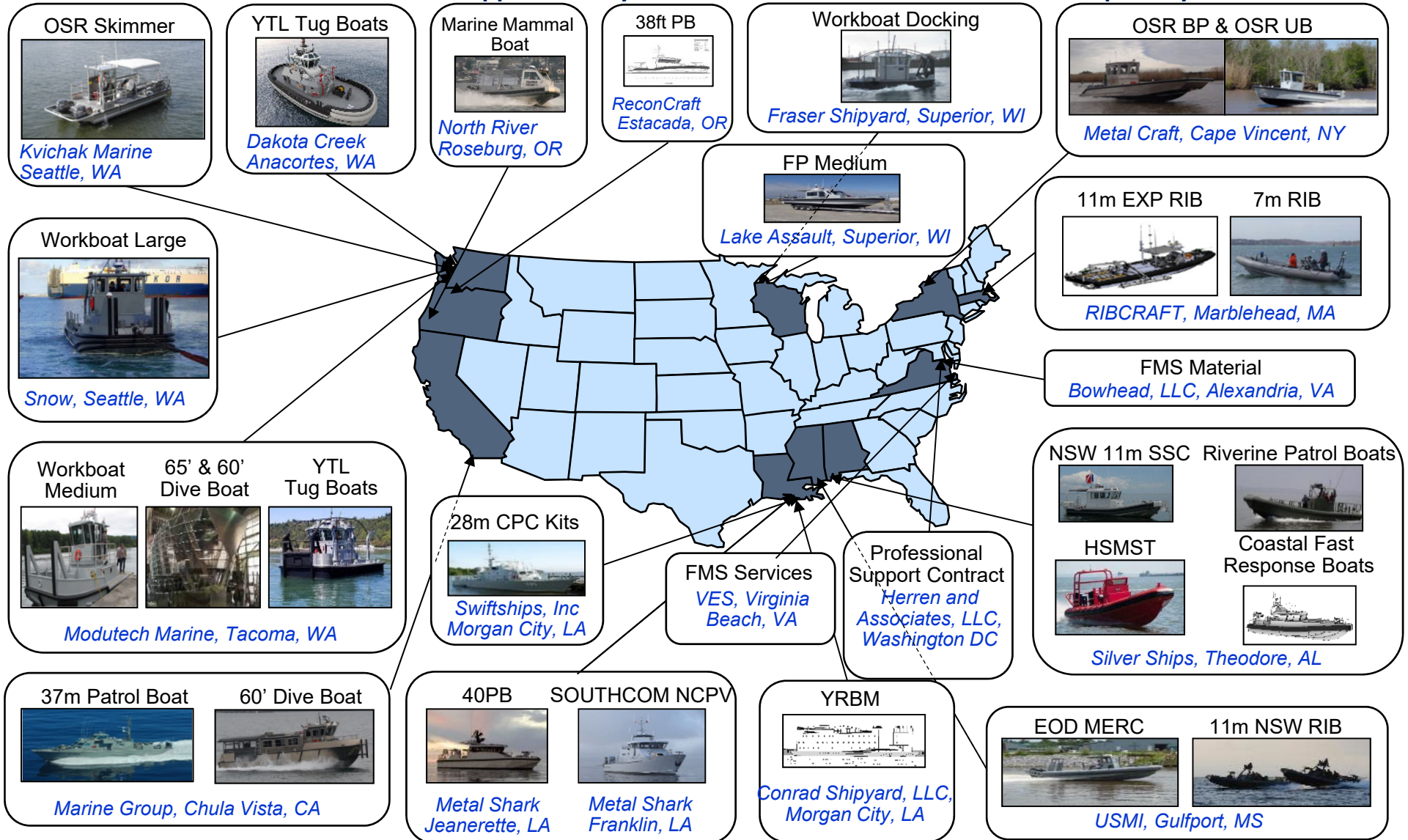


- **Small Business Innovation Research (SBIR) Program**
 - Address Team Ships' high priority Science & Technology (S&T) needs through stimulation of technological innovation across small business community
 - SBIR opportunities are identified Team Ships' program offices
- **Small Business Technology Transfer Program (STTR)**
 - Similar to SBIR but requires small businesses to collaborate with a research institution
- **Shipbuilding Construction Contracts**
 - All contracts contain small business goals for their subcontractors
 - Aggressive outreach for opportunities for smaller craft
- **Ship Modernization Contracts**
 - Contracts contain small business goals for their subcontractors
 - Some IDIQ contracts are SBSA
- **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. All Program Offices have at least one small business set aside contract.
 - FY23 planning: PEO Ships – 64% to small business primes
 - FY23 planning: SEA 21 – 56% to small business primes
- **Requests for Information (RFIs)**

PMS 300 Small Business Portfolio



PMS300 has awarded approximately \$1.02B of small business contracts in the past 5 years*



*FY18-FY22

PMS 300 Notional Boat & Craft Contract Opportunities



	PRODUCT CONTRACTS	Awardee / Notional RFP Release	Quantity	Period of Performance
FY22 Contract Awards	11m Shipboard Rigid Inflatable Boat (RIB)	SS	30	5 years
	60' Dive Boat	Modutech	6	5 years
	YTL Tug Boats	Modutech	2	3 years
	YRBM	Conrad	4	3 years
	YON Fuel Oil Barges	SS	6	5 years
	Force Protection Boats Small & Large (FP-S/FP-L)	Metal Craft	82	5 years
	Oil Spill Response (OSR) Skimmer	Metal Craft	30	5 years
	USMC Assault Amphibian (AA) Safety Boat	Silverships	28	3 years
	Egypt 28M Fast Patrol Craft Kits	Swiftships	6	1 year
	Ukraine MK VI GWS	SAFEBoats	4	3 years
	Latvia FP Small	Metal Craft	1	2 years
	Estonia 11m EOD	Metal Craft	1	3 years
	Turkmenistan 9m MERC	USMI	4	3 years
FY23-FY25 Future Planned Procurement	HSMST	Q2FY23	246	3 years
	APL Berthing Barges	Q2FY23	7	6 years
	Workboat Large	Q3 FY23	10	5 years
	OSR Boom Platform (BP) / Utility Boat (UB)	Q3 FY23	164	6 years
	40-foot Patrol Boat (40PB)	Q1 FY23	70	7 years
	NAWC RSV	Q1 FY23	1	1 year
	OSR Boom Platform (BP) / Utility Boat (UB)	Q2 FY23	154	6 year
	USNA Trash Skimmer	Q2 FY23	1	1 year
	60-ft Dive Support (60DS) Boat	Q2 FY23	2	1 year
	11m RIB Cabin	Q4 FY23	1	1 year
	DLA Landing Craft	Q4 FY23	2	2 years
	Multi-Use EOD Response Craft (MERC)	Q2 FY24	80	5 years
	9m Assault RIBs	FY24	24	6 years
	11m Scout RIBs	FY24	24	4 years
	60' Light Support Vessel	FY25	6	TBD

Note: Quantities are strictly budgetary and subject to change.

Upcoming Opportunities / Outreach Events



- **Team Ships planned contract awards [Long Range Acquisition Forecast]**
 - Shipbuilding awards
 - Modernization awards
 - Training systems awards
 - Professional Service Support Contracts
- **ASNE Design Sciences Series [7-8 November 2022, Linthicum Heights, MD]:** The ASNE Design Sciences Series of workshops and conferences explore the emerging science of design methods, processes and tools for the successful design of naval engineering projects.
- **International WorkBoat Show (IWBS) [Nov 30-Dec 02 2022, New Orleans, LA]:** Largest commercial marine trade show in North America, serving people and businesses from around the world to network, spot new industry trends, and learn about evolving issues affecting the industry
- **Multi-Agency Craft Conference (MACC) [Summer 2023]:** Open forum for the exchange of operational and technical information on small boats and craft between Government agencies and the maritime community
- **Surface Navy Association [Jan 10-12 2023 Hyatt Crystal City, VA]:** 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
- **Navy League Sea, Air & Space Expo [April 3-5 2023 Nat'l Harbor, MD]:** 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
- **ASNE Fleet Maintenance & Modernization Symposium (FMMS) [Fall 2023 San Diego, CA]:** 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
- **Navy Forum for SBIR/STTR Transition Technology Event [Feb 14-16 2023]:** The Navy SBIR/STTR Transition Program (Navy STP) program Event at West 2022, the premier Naval conference and exposition on the West Coast. Navy FST focused technology events promote companies participating in the Navy STP, connecting these small businesses with government and industry personnel through Tech Talk presentations and Meet the Experts one-on-one meetings.
- **Navy Innovation Technology Showcase 2022 [March 14-16, 2023]:** The Navy SBIR/STTR Transition Program (Navy STP) program will be held in Washington, DC at VTG. At this event, the Naval Sea Systems Command (NAVSEA) and Naval Air Systems Command (NAVAIR), in collaboration with the Department of Navy's SBIR/STTR Transition Program (Navy STP), are presenting the NAVAIR & NAVSEA Innovative Technologies.
- **U.S. Navy Boat and Combatant Craft Summit [28 Feb- 2 Mar 2023 Mayport, FL]:** To engage Boat and Combatant Craft Type Commanders, Custodians, Sponsors, Industry and other stakeholders in continuing dialogue related to latest boat and craft policy, initiatives, lessons learned, and sustainment challenges.
- **Response Boat EXPO [23-24 May 2023, Virginia Beach, VA]** presents the latest technologies and solutions from coastal patrol boats to fire boats to special warfare crafts and provides critical education and insight in the acquisition, maintenance and future of small crafts in marine law enforcement, federal agencies and the Department of Defense.
- **Diesel RDT&E Project** PMS 300G is assessing and testing Diesel Outboard Engine capability for USN boats under Rapid Innovation Fund and other RDT&E initiatives. Plan to retrofit OB diesel engines for gasoline engines on Explosive Ordnance Disposal Craft
- **Mega Rust [TBD 2023] :** Provides an impartial forum for dialogue between government and commercial organizations, and providers of coatings and corrosion control products, processes, technologies and solutions
- **Ship Repair Association** is also a source for identifying upcoming SB opportunities

Questions





Small Business Industry Day

SEA 03



Small Business Industry Day

THE FORCE BEHIND THE FLEET

October 11, 2022

Cyber Engineering & Digital Transformation Directorate

Rear Admiral Michael Richman
Deputy Commander, SEA03

Mr. Stephen Lee
Technical Director



CUI

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NAVSEA
NAVAL SEA SYSTEMS COMMAND
EXPAND THE ADVANTAGE

NAVSEA 03 - Who We Are

NAVSEA Mission Priority

Secure and enhance warfighting capabilities and improve decision-making and response driven by data and analytics

Our Mission

- Deliver combat power to the fleet through enterprise digital capabilities, infrastructure for cyber-secure digital work and innovation, and enhanced enterprise user's experience.

Our Vision

- Rapidly deliver Cyber Security and Digital Transformation afloat and ashore that outpaces our adversaries.

Our Focus

- Strengthen our cybersecurity efforts
- Build on our digital engineering capability
- Advance our business processes

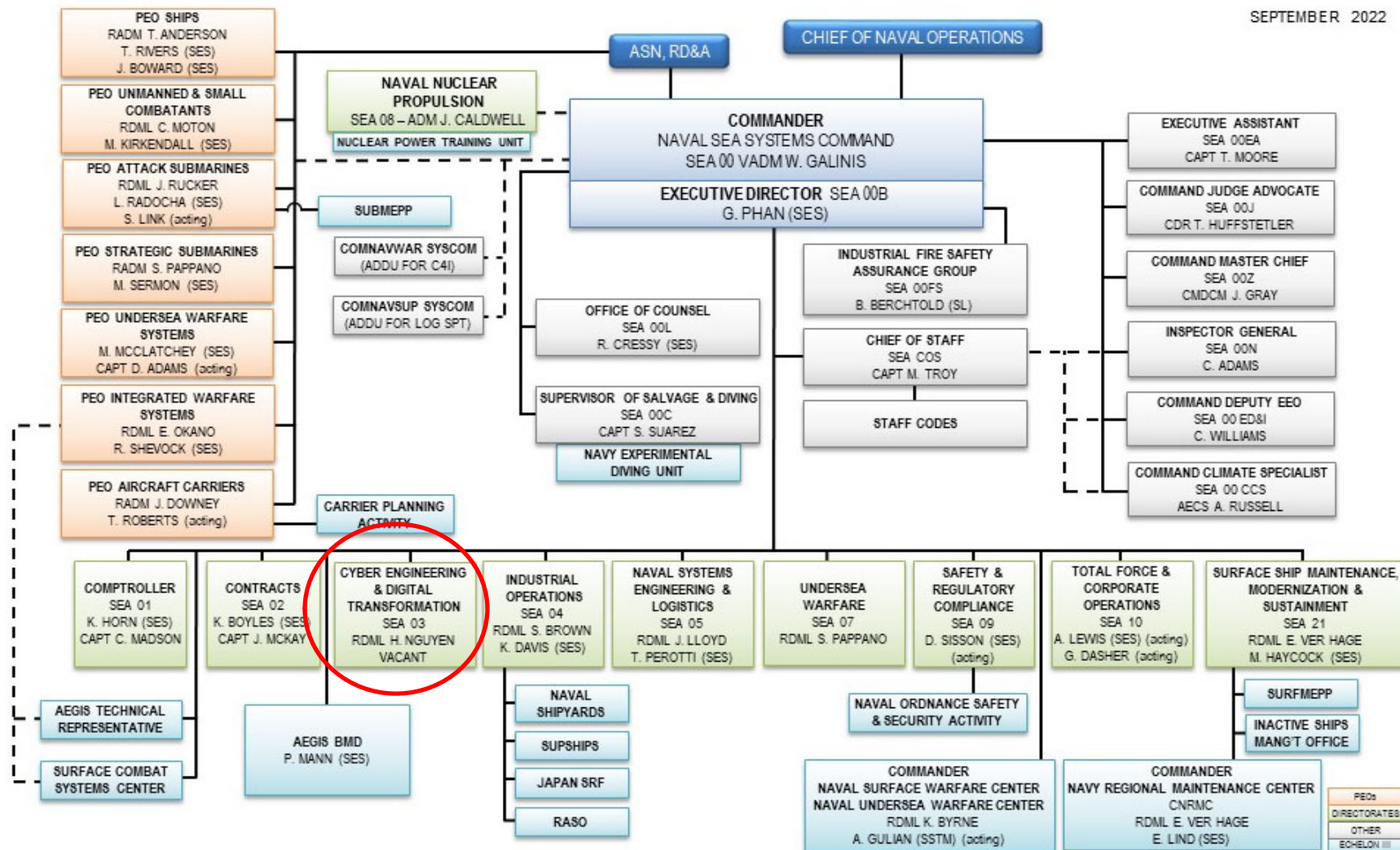




NAVSEA Organization

Command Leadership

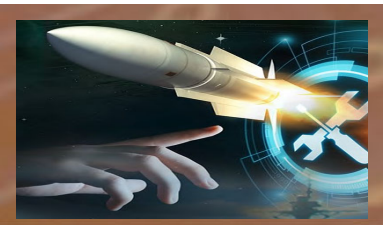
SEPTEMBER 2022



SEA 03 Current Contracting Landscape



- Align with the NAVSEA Small Business to ensure that all future solicitations perform diligence in considering small business where practical.
- Of a total of 6 service contracts supporting SEA 03, 50% are small business, with a combined value of \$55M annually in FY22.



Cybersecurity

NAVSEA Chief Information Security Office (CISO)

- Leads the execution of a unified effort to ensure afloat and ashore Key Cyber Terrain (KTC) are cyber resilient

Cyber Engineering

CYBERSAFE

- Leads implementation of the CYBERSAFE Program for NAVSEA's Navy Control Systems (NCS) to ensure maximum resiliency and survivability in cyber-contested environments.

Technology & Standards

- Leads development of cybersecurity technologies and oversight of Navy cybersecurity policies and standards for NAVSEA's NCS.

Capability Integration

- Leads the integration and fielding of cyber defense shipboard networks
- Management and coordination of design reviews, Program risks identification and mitigation, future planning, procurement issues, and installation status tracking.

Cyber Test & Evaluation

- Provide technical leadership, capabilities, and execution of cyber test and evaluation, risk assessments, and modeling to foster digital / systems engineering transformation and enable delivery of cyber resilient combat power

Systems Engineering

- Executes technical authority of cybersecurity implementation and leads the development and implementation of RMF processes for NAVSEA's NCS.

Cyber Operations

Cyber Readiness

- Ensures cyber readiness for all of NAVSEA providing guidance and oversight to ensure cybersecurity compliance for all NAVSEA afloat and ashore IT systems
- Execute field activity inspections, conduct workforce cyber training, and maintain relationships with defense industrial base partners, red teams, blue teams, and program office cyber stakeholders.

Enterprise and HQ ISSMs

- NAVSEA Enterprise Information Systems Security Manager (ISSM)
- Oversight of cybersecurity compliance for NAVSEA HQ Defense Business Systems
- Oversight of NAVSEA HQ CSWF personnel.

NAVSEA Cybersecurity Planning and Response Center (CPRC)

- Unifies the Afloat and Ashore communities to provide NAVSEA and the Navy with a consolidated view of NAVSEA's cyber mission readiness and resilience in support of global defensive cyber operations (DCO).

Risk Management

RMF Oversight & Process Execution

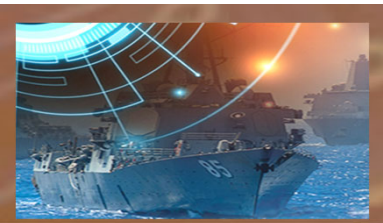
- Oversight of NAVSEA's RMF execution, providing ECH II review of RMF artifacts for all NAVSEA IT systems.
- Acts as the NAVSEA Functional Authorization Official (FAO) designated representative.

RMF Guidance & Training

- Provides NAVSEA RMF practitioners with the necessary guidance and training to execute DoD, DoN, and NAVSEA RMF requirements with an emphasis on process standardization and commonality.

RMF Efficiencies

- Development and implementation of process improvements and automation tools with the objective of providing NAVSEA RMF practitioners the ability to effectively and affordably execute RMF assessment and authorization process requirements.



Enterprise Information Technology

NAVSEA Command Information Office (CIO)

- Leads the execution of digital transformation and Information Technology services

Enterprise IT Services

NMCI

- Ordering and transition support for NAVSEA HQ, NAVSEA affiliated Program Executive Offices, Warfare Centers, and Shipyards

Systems and Applications

- Naval messaging, SharePoint, records management, NMCI and DISA circuit direction

IT Portfolio and Compliance

- ITPRs, Enterprise Licensing, IT Portfolio management, IT Budget

Programs

- Office 365 Transition, Network Rationalization, DREN at WNY, IPv6 conversion

Network Operations

- Voice over IP services, IP Television, Virtual Teleconferencing, Joint Regional Security Stack, Network Infrastructure

HQ Service Desk & ACIO

- Customer support for WNY NAVSEA HQ customers for phone, computer, and network

Mobility

- Telecommunication services for Domestic, Long distance switched voice services at WNY and Crystal City. Mobile devices to include iPhones, iPads, and mobile Hotspots

Multimedia

- Provide audio visual and VTC facilitation, event support, and support for 90 conference rooms, special rooms, and the HQ auditorium

Maritime

Program Executive Office Manpower, Logistics Business Solutions (PEO MLB) and LOG IT Navy Maintenance, Repair, and Overhaul (NMRO)

- LOG IT Lead and Data Steward for DASN(S)
- NMRO Systems Engineering and Project Management
- NMRO Product Support Lead & Training
- Human Factor Engineering support to PEO MLB Innovation Support Services (ISS)

Digital Readiness

Program Management

- Program Manager responsible for the acquisition, development, implementation, and sustainment of the Model Based Product Support (MBPS), Business Category II acquisition program and 11 in-service logistics IT systems

In-Service IT

- In-service IT systems managed configuration management, provisioning, spares planning, and technical data management capabilities to the Navy maritime enterprise

IT Modernization

- MBPS modernizes in-services IT systems with commercial off the shelf Product Lifecycle Management (PLM) capabilities, enables advanced readiness modeling

Navy Product Life-cycle Management (N-PLM)

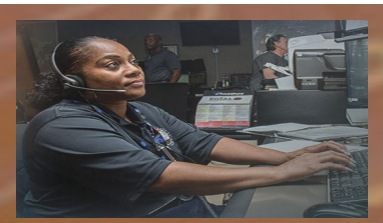
- N-PLM solution and the larger Logistics IT Digital Transformation managed by PEO MLB

Digital Industrial Operations

Supporting US Navy Shipyards, Regional Maintenance Centers, and Ship Repair Facility, Japan

Capability Area(s):

- Secure & Defend the Digital Ecosystem
- Deliver Digital Data Effectively
- Execute the Business of Digital
- Develop the Digital Architecture
- Design, Deliver & Sustain Digital Ecosystem
- Promote and Enable Digital Innovation
- Digitize Work and Decision Making
- Manage Digital Skills



Command Technology

NAVSEA Command Technology Office (CTO)

- Leads the execution of Digital Transformation and Information Technology services

Command Data Office

Data Governance

- Including curation and configuration management

Data Architecture

- Structure and definition for NAVSEA data collection, storage, transformation, distribution and consumption

Data Standards

- Standardization of data across NAVSEA HQ, PEO, and field activities

Authoritative Sources

- Identification, storage, availability, and maintenance of trustworthy data

Cloud

AWS & Azure Environments

- Hosting available in both Amazon and Microsoft cloud environments, with inheritable security controls for expedited Authorizations to Operate.

IL5 Security & uNNPI

- Approved for IL5 applications and information). Approved for uNNPI storage

Digital Transformation

Vanguard Series

- Series of digital waypoints, transforming pieces of the NAVSEA development process across Program Executive Offices and Directorates – build for one, scale for many!

Digital Executive Council and IPT

- Digital leadership and guidance by senior NAVSEA executives for alignment and acceleration of digital transformation

Digital Inventory

- Discovery, tracking, and sharing of information across NAVSEA in order to leverage work across the enterprise

Workforce Training

- Formal, informal, both computer based and classroom opportunities to expand workforce knowledge of digital capabilities

Digital Communication

- Championing digital work and processes across the organization to highlight success and replicate to others



Anticipated Skill Sets

The list below includes, but is not limited to, the following:

1. Systems Engineers
2. Network engineers
3. Cloud Engineers
4. Cybersecurity Experts (all levels)
5. Systems Integrators
6. Help Desk Support
7. Field Services on-site support
8. Mobility Solutions (Ex: 5G)
9. Business Analysts/Business Process Re-engineering
10. Robotic Process Automation (RPA) Experts
11. Data Analytics practitioners
12. Program Management Support
13. Enterprise Architects
14. Training support



Upcoming Opportunities

Small Business Prime Contracting Opportunities

- SBIR/Small Business Technology Transfer (STTR)
 - <https://www.navysbir.com/>
- Broad Agency Announcements
 - www.sam.gov
- Other Transactions (OTAs) – via consortiums
- SeaPort
 - <https://www.seaport.navy.mil/>
- Professional Support Services (PSS)
- Engineering Support Services (ESS)
- Component Breakouts

Questions





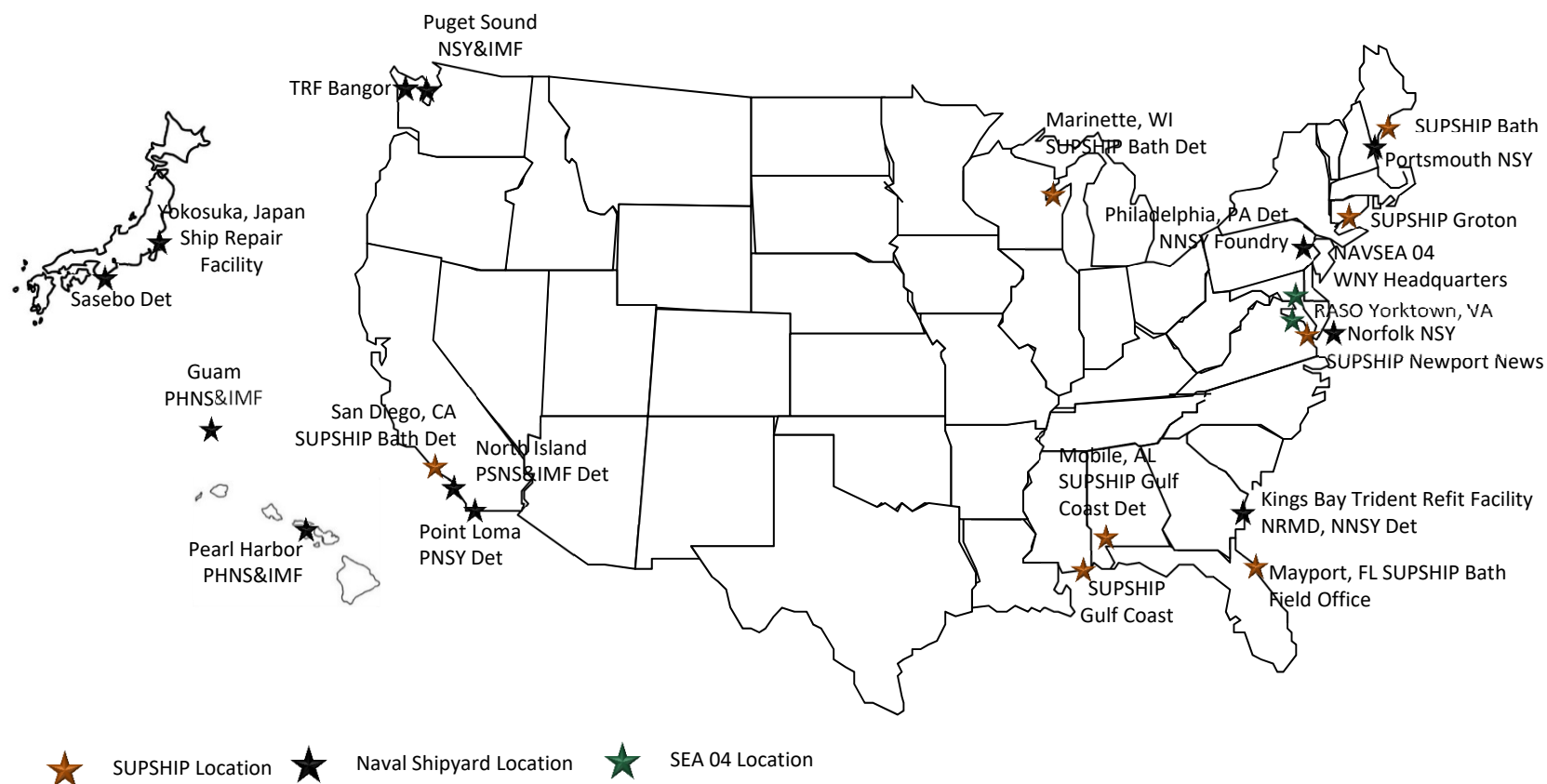
Shipyard and Supervisor of Shipbuilding Industrial Operations (NAVSEA 04)

**Small Business Industry Day
October 11, 2022**



Naval Shipyards and SUPSHIPS

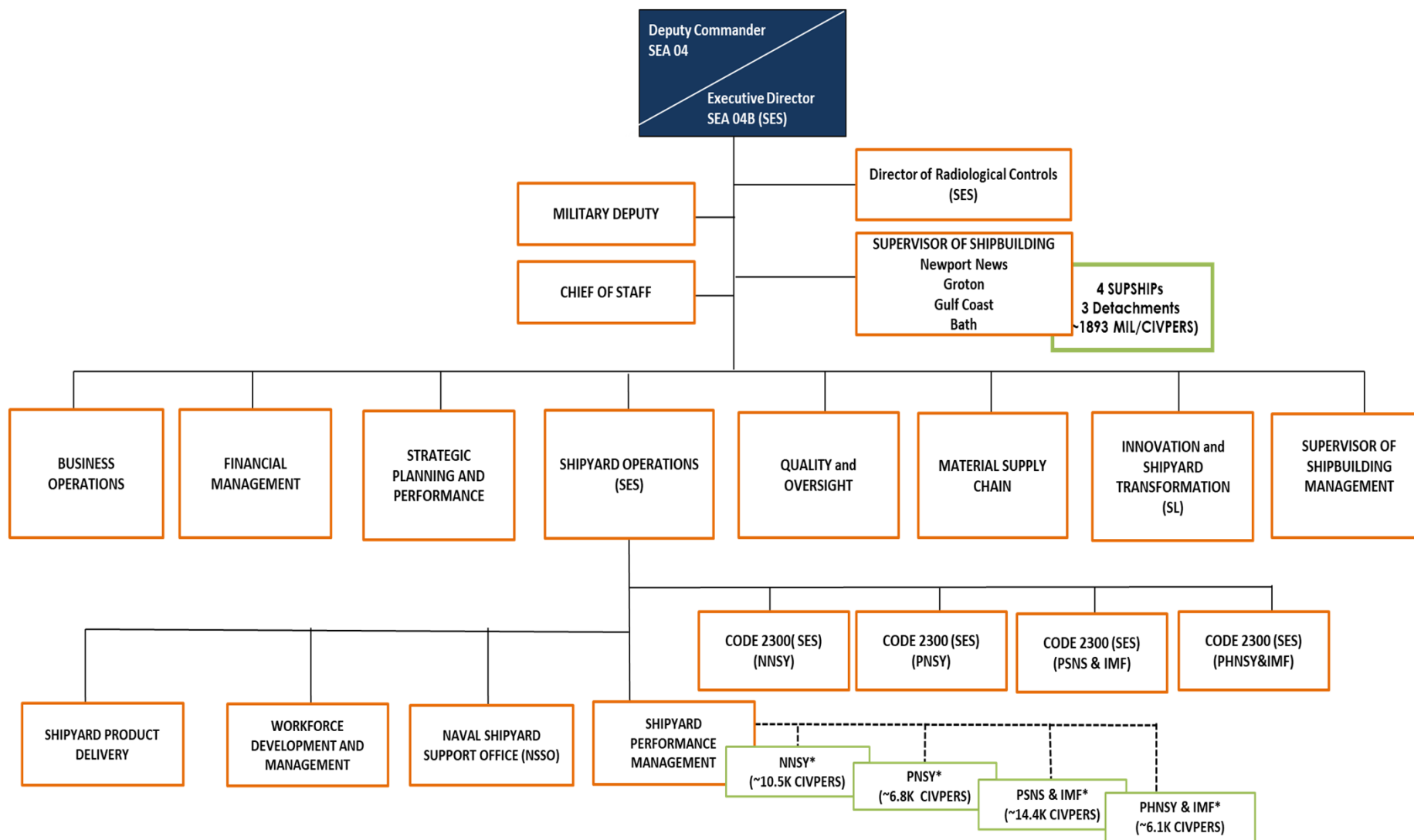
At NAVSEA 04, together with the four naval shipyards and the Supervisors of Shipbuilding, we provide the foundation for the U.S. Navy's maritime superiority by building, maintaining, modernizing, and repairing fleet warships that ultimately go into harm's way to protect our way of life.



NAVSEA 04 Delivers, Maintains, and Supports the Nation's Fleet



NAVSEA 04





NAVSEA 04

SEA 04C Business Operations

Responsible for NAVSEA 04 Continuous Program Improvement (CPI) in the Strategic Initiative Areas of Customer, People and Process; through planning, execution, facilitation and monitoring of Directorate level Operational and Strategic functions.

Areas of opportunity for small business support:

- **Administrative Support**
- **Analytical Support**



NAVSEA 04

SEA 04F Financial Management
Leads the financial processes associated with programming, budgeting, and execution within SEA 04.

Manages the PPBE financial processes (e.g., POM/PR reviews, FMB/OSD/PresBud formulation, budget execution, and program management and analysis).

Areas of opportunity for small business support:

- **Data Analytics**
- **Administrative Support**



NAVSEA 04

SEA 04N Radiological Controls

The Radiological Controls Program Office provides DON-wide policy, management, and oversight of operations involving radioactive material and other sources of radiation used in industrial, operational, environmental and nuclear weapons applications.

Areas of opportunity for small business support:

- **Administrative Services**
- **Engineering & Logistics Support**



NAVSEA 04

SEA 04P Strategic Planning/Workload Mgmt

Lead in joint efforts with the Fleet maintenance Officers, Type Commanders, Naval Reactors and OPNAV (N83, N97, N98) in programming and budgeting the appropriate capacity to meet assigned workload for the Naval Shipyards.

Areas of opportunity for small business support:

- **Program Management Support**
- **Strategic Workload Analysis**
- **Data Analytics**



NAVSEA 04

SEA 04Q Quality and Oversight

Leadership, policy guidance, and requirements to the naval shipyards to improve oversight capability, managing the shipyards' quality programs, managing the Non-Destructive Testing (NDT) Level III certification programs, administering the Naval Shipyard Laboratory Accreditation Program and implementing robust and structured program reviews to identify and address systemic issues to improve naval shipyard performance.

Areas of opportunity for small business support:

- **Engineering**
- **T&E**
- **Program Management Support**



NAVSEA 04

SEA 04 R Maintenance, Modernization, Environmental & Occupational Safety & Health

Provides policy, processes, application management and management compliance and assessment oversight for the assigned programs for enterprise wide Navy wide programs.

Areas of opportunity for small business support:

- **Audit and assessment program management**
- **Health & Safety training**
- **Environmental Assessments**
- **Navy Maintenance (3M, PMS, 2M, CBM) management**
- **Navy Modernization Program management and installation support**
- **Asset management**



NAVSEA 04

SEA 04S Industrial Supply Chain

The Industrial Supply Chain Department provides a focused and properly resourced HQ industrial supply chain management capability to improve engagement and collaboration with internal and external supply chain stakeholders, and improves material/ property accountability across the enterprise.

Areas of opportunity for small business support:

- **Professional Support Services**
- **Program/Project Management Support**



NAVSEA 04

SEA 04T Innovation and Transformation

Develop a holistic Operational Excellence approach to drive end to end business transformation. Combining Lean methodologies with design thinking, robotics, and analytics for maximized business impact.

Areas of opportunity for small business support:

- **Program Management**
- **Public Relations**
- **Technology Innovation**
- **Sharepoint Administration**
- **Environmental Science**
- **Scheduling**
- **Operations Management**
- **Acquisition Analysis**
- **Executive Assistance**
- **Financial Analysis**



NAVSEA 04

SEA 04X Naval Shipyard Operations

The Naval Shipyard Operations Office provides management direction to the Naval Shipyards and the Regional Maintenance Centers, and serves as the SEA Headquarters focal point for Depot Level Maintenance.

Areas of opportunity for small business support:

- **Training & Education Program**
- **Support for Corporate Resource Team**
- **Logistics, Maintenance**
- **Professional Support Services**



NAVSEA 04

SEA 04Z SUPSHIP Management

Management direction and advocacy for the Supervisors of Shipbuilding, Conversion and Repair

Areas of opportunity for small business support:

SEA 04Z has two service contracts performed by large companies.

During the solicitation period, market surveys are conducted to determine technical capabilities. These capabilities are also confirmed during the source selection evaluation.

Currently, follow-on solicitations are in progress (current contracts end in FY24) and SEA 04 is conducting new market surveys to evaluate changes in the marketplace. Small businesses have been challenged to meet contractual technical requirements, but are evaluated for consideration, if qualified.



Small Business Investment Areas

- **SEA 04 is actively pursuing small business set-asides that will support our mission of delivering and maintaining the United States Navy's ships and submarines on time and on cost.**
- **CNO's GRGB call to action has and will identify areas across the SEA 04 portfolio that will need improvements. Those needs will be an excellent opportunity for SEA 04 to partner with small businesses to move the department forward.**
- **In addition to partnering with small businesses SEA 04 would like partner with the others within the DOD enterprise to leverage innovation and realize efficiencies.**



Upcoming Opportunities

Small business entry opportunities

04X- Shipyard & Headquarters Organizational Effectiveness (SHOE)

**Naval Shipyards workforce management support, Executive level Coaching, NAVSEA Senior Leader Workshop, and Civilian Leadership Development Program (Command Universities) supervisory/management development
Anticipate Contract Award – 2nd Quarter 2023**

Proposed projects seeking innovation or solutions to existing problems –

04T - Future capability for Asset Visibility and Management, Extended Reality and Unmanned Systems.

Advanced Manufacturing continues to expand with NAVSEA05T.

Robotics and Process Automation, Inspection and Testing, and Corrosion Control and Repair all have efforts but do not have a dedicated focus team at this time to help realize the full potential of these technologies.

Questions



SeaPort Program

Naval Sea Systems Command
Small Business Industry Day
October 11, 2022

Stacy McQuage
SeaPort Deputy Program Manager



What is SeaPort?

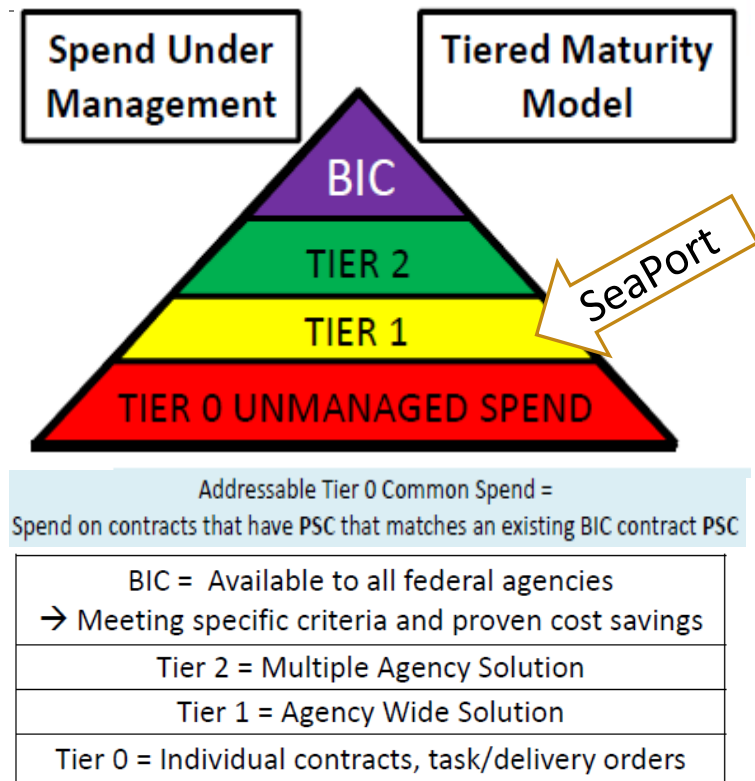
- SeaPort is the Department of the Navy's (DON's) *mandatory for consideration* vehicle for the procurement of professional support services
- SeaPort refers to both a set of Indefinite Delivery Indefinite Quantity (IDIQ) Multiple Award Contracts (MACs) and also an electronic platform to solicit, award and administer task orders
 - Currently 2,416 Prime Contractors
 - 85% Small Business Prime MAC holders
 - Authorized ordering activities within the Navy compete service requirements amongst SeaPort IDIQ MAC awardees.
 - NAVSEA, NAVAIR, NAVWAR, NAVFAC, NAVSUP, USMC - MARCOR and I&L, ONR, NRL, MSC, and SSP

SeaPort and Category Management

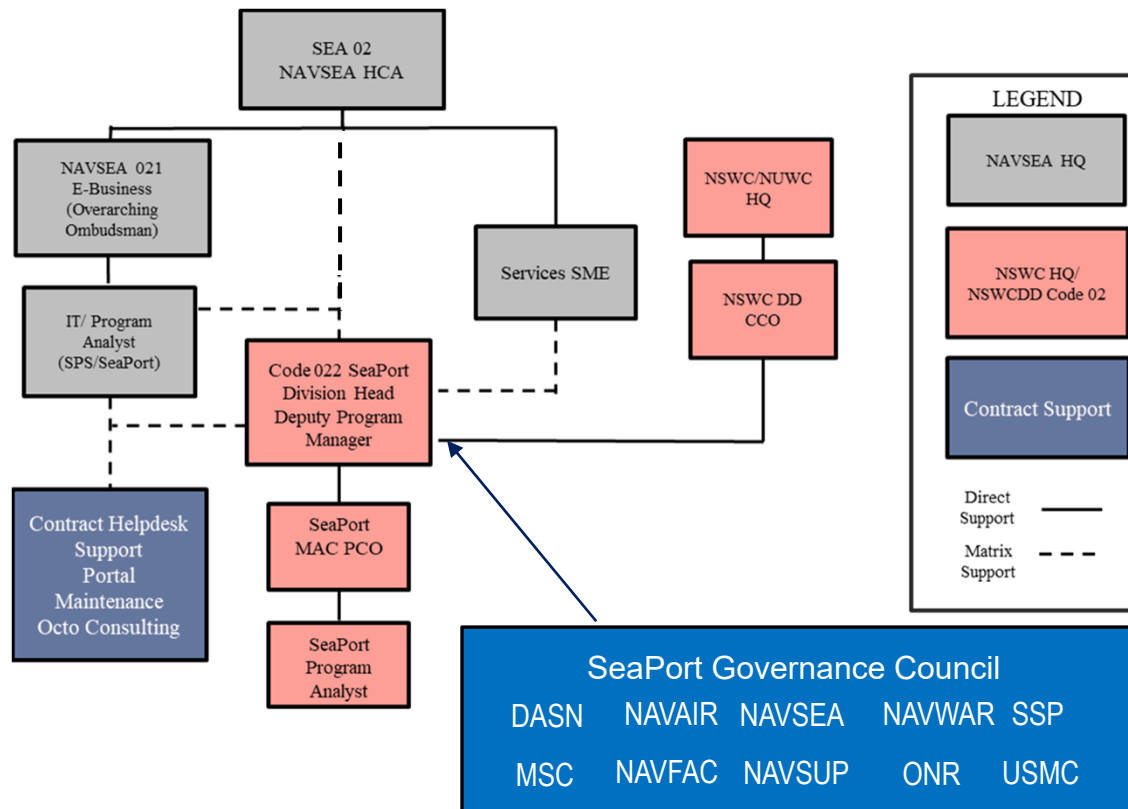
How does SeaPort fit into the Category Management initiative?

Agency-wide Mandatory for Consideration

- NMCARS 5237.102 makes the consideration of using SeaPort mandatory
- Exceptions to SeaPort Usage
 - Actions approved pursuant to authorities at FAR 6.302-1 through -7.
 - Actions with values below the Simplified Acquisition Threshold.
 - Actions set aside for 8(a) participants.
 - Actions for Commercial Items under Part 12.
 - Actions using Simplified Acquisition Procedures under Part 13.
- A Determinations and Findings (D&F) is submitted to DASN if scope fits within SeaPort but ordering activity has rationale to not utilize the vehicle and does not meet one of the above exceptions.



SeaPort Program Office



PMO Responsibilities

- Oversee the development, maintenance and operations of SeaPort Portal
- Award and administer overarching SeaPort IDIQ MAC and implement Navy service policies
- Communicate policy or technical changes w/ Navy Wide Governance Council



Philosophy

- Fair Opportunity to Compete in accordance with FAR 16
 - Nationwide competitions
 - No Direct Ordering – 100% competition
- Decentralized ordering – 106 Ordering Offices
- Use of the SeaPort Portal for all Task Orders (TOs)
- Not a schedule program or GWAC – Navy Only



Contract Characteristics

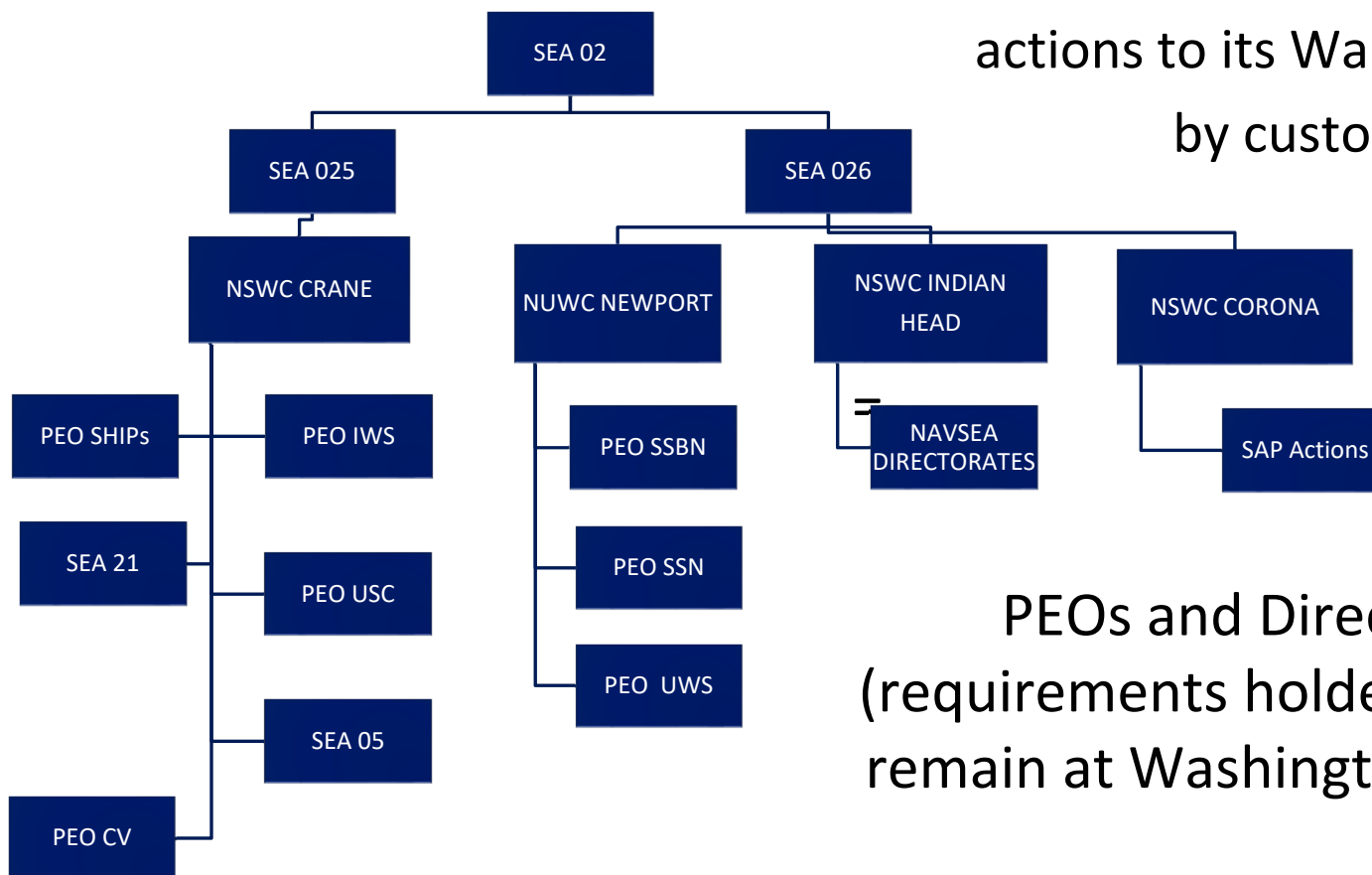
- Up to five-year Base ordering period w/Five-Year Option
 - Option Period Exercise Date – 1 January 2024
 - Final Ordering date – 1 January 2029
- Cost, Fixed or Hybrid CLIN type priced task orders permitted
 - No Time and Material or Undefined orders
- Profit and pass-through are contractually capped at 8.0%
 - There is no cap on escalation at the MAC level.
 - There are no pre-negotiated rates (including tripwire limits)
- Only one MAC award per Company
- Single NAICS (541330) with military exception (\$41.5M) for all TO solicitations

Small Business Strategy

- Maximize Small Business participation through SB Prime awards and socioeconomic set asides
 - Must be noted in the TO Solicitation
- Each TO solicitation is reviewed by the Deputy for Small Business (DSB) for potential set asides and TO subcontracting goals
- MAC Small Business subcontracting goals:
 - 20% of obligated dollars to large businesses will be subcontracted to small business
 - Subcontracting actuals tracked in the portal twice a year
April 1 – May 15 and October 1 – November 15 for previous 6 month period

Doing Business with NAVSEA SEAPORT OFFICES

NAVSEA 02 transferred its
SeaPort services and small purchase
actions to its Warfare Centers
by customer.



PEOs and Directorates
(requirements holders) physically
remain at Washington Navy Yard

Doing Business with SeaPort Ordering Activities

- Get Involved
 - Pursue partnering/teaming/subcontracting arrangements
 - Attend local ordering office's Industry Days
 - Run Awards report to see who has current work, the type of work and contract expiration dates



Vendor Admin Landing Page



Vendor Admins have access to run the report once logged in

Doing Business with SeaPort Ordering Activities

- Learn the program and local ordering office's needs
 - Look at past RFPs/RFIs on the opportunities tab in SeaPort
 - Offer alternative language or approaches to the Contracting Offices to enhance competition prior to and after new solicitations released
 - Contact the DSB of the local ordering office
 - SeaPort Vendor User guide located under the help icon after logging in has listing of ordering office DSBs
 - Contact DoN OSBP for most recent DSB personnel listing
 - <https://www.secnav.navy.mil/smallbusiness/Pages/Contact-us.aspx>
 - Study Long Range Acquisition Forecasts
 - <https://www.secnav.navy.mil/smallbusiness/Pages/lrae.aspx>
 - <https://www.navsea.navy.mil/Business-Partnerships/LRAF/>
 - LRAFs contain SeaPort and non-SeaPort actions

Doing Business with SeaPort Ordering Activities

- Learn the Market Place
 - Determine who's performing similar efforts with complimentary capabilities
 - What can you bring as a new entrant to the market – what can you offer that's different than those already performing the work?
- Respond to Sources Sought announcements
 - Quality responses can facilitate set-asides or split awards and serve as a great marketing tool
 - SeaPort Government SOP advises RFI feedback to be provided
- Ask questions during Q&A on RFIs and solicitations if requirements are not clear or not encouraging new entrants

SeaPort NxG Spend

Fiscal Year	Total Spend	Total SB Spend	SB Spend %	Total Vendors	SB Vendors	SB Vendor Participation
FY17	\$4,879,237,148.03	\$2,144,131,479.31	43.94%	529	412	77.88%
FY18	\$5,478,291,100.16	\$2,514,287,190.35	45.89%	522	409	78.35%
FY19	\$5,972,088,584.02	\$2,904,633,080.75	48.63%	541	426	78.74%
FY20	\$6,276,233,921.06	\$2,925,914,498.92	46.61%	641	501	78.16%
FY21	\$6,425,800,218.00	\$2,984,720,092.00	46.45%	713	539	75.60%
FY22*	\$6,046,311,138.00	\$2,902,207,594.00	48.00%	684	514	75.15%
Average	\$5,846,327,018.21	\$2,729,315,655.89	47%			77.31%

*SeaPort spend includes funding legacy SeaPort e and new SeaPort NxG task orders up to 9-13-22

FY 22 SeaPort Spend							
SYSKOM	Sum of Total Incremental Funded Amount in FY 22 (LB+SB SPEND)*	Sum of Total Incremental Funded Amount in FY 22 (SB SPEND)*	SDVOSB**	WOSB**	8(a)**	HUBZone**	SB Only, no other Socioeconomics
NAVSEA	\$3,124,684,632	\$1,374,506,909	\$264,889,753	\$141,863,044	\$111,946,533	\$12,882,590	\$867,385,630
Grand Total***	\$6,046,311,138	\$2,902,207,594	\$849,840,833	\$481,013,372	\$371,882,264	\$22,152,831	\$1,370,616,875
<p>* Includes SeaPort e legacy task orders and NxG Task Orders with Incremental funding up to 9-13-22 for FY22.</p> <p>** Socio-economic and size status in the portal was used - may not match FPDSNG depending on day of recertification and self certification.</p> <p>***Some vendors hold 2 or more Socioeconomic categories so spend under Socio-economic categories may be represented in more than one category.</p>							



SeaPort NxG NAVSEA Award Stats

Row Labels	# TO Awards	SUM of Potential Value at Award	AVG of Potential Value at Award
NAVAL SEA SYSTEMS COMMAND (HQ) (N00024)	2	\$ 47,867,379	\$ 23,933,689
NSWC, CARDEROCK (N00167)	18	\$ 654,299,987	\$ 36,349,999
NSWC, CORONA (N64267)	11	\$ 1,180,781,896	\$107,343,809
NSWC, CRANE (N00164)	54	\$ 3,970,765,089	\$ 73,532,687
NSWC, DAHLGREN (N00178)	54	\$ 2,903,480,981	\$ 53,768,166
NSWC INDIAN HEAD (N00174)	12	\$ 369,730,035	\$ 30,810,836
NSWC, PANAMA CITY (N61331)	28	\$ 887,685,913	\$ 31,703,068
NSWC, PHILADELPHIA (N64498)	33	\$ 545,892,651	\$ 16,542,202
NSWC, PORT HUENEME DIVISION (N63394)	13	\$ 633,175,502	\$ 48,705,808
NUWC, KEYPORT DIVISION (N00253)	9	\$ 420,304,176	\$ 46,700,464
NUWC, NEWPORT DIVISION (N66604)	43	\$ 1,666,995,415	\$ 38,767,335
Mid-Atlantic Regional Maintenance Center (N50054)	11	\$ 17,454,369	\$ 10,677,670
Southeast Regional Maintenance Center (N40027)	7	\$ 25,095,918	\$ 3,585,131
Southwest Regional Maintenance Center (N55236)	1	\$ 79,975,428	\$ 79,975,428
Pearl Harbor Naval Shipyard & Intermediate Maintenance Facility (N32253)	1	\$ 20,800,020	\$ 20,800,020
PORTSMOUTH NAVAL SHIPYARD (N39040)	1	\$ 83,189,359	\$ 83,189,359
Norfolk Naval Shipyard (N42158)	3	\$ 139,584,982	\$ 46,528,327
Naval Sea Logistics Center Mechanicsburg (N65726)	8	\$ 120,270,323	\$ 15,033,790
Grand Total	309	\$ 13,867,349,423	\$ 44,878,153

Overall Proposal Stats	Numbers
Different Vendors	
Winning an Award	140
Average # of	
Proposals Received	4
# of Set Asides	186

Lowest Priced Winner	# of TOs
No	118
Yes	119
One-Bid	72

Only 23% of competitive orders end in a one bid

One-Bid Stats	# of TOs
8(a)	3
SB Set-Aside	22
Unrestricted	47
Total One Bids	72

50% of competitive orders are NOT the lowest bidders

Winner Incumbent	# of TOs
No	139
Yes	98
One-bid	72

59% of competitive orders do NOT go to the incumbent

Data as of 01/01/19 – 09/20/22. Size representative at time of MAC award.



SeaPort NxG NAVSEA SB Award Stats

Set Aside and Socio-Economics of Winners	# TO Awards	Sum of Total \$\$ Obligations	Total Award Value
Reserved for 8(a) SB Total	19	102,051,833	557,865,837
8(a)	13	81,825,565	424,992,484
8(a)/HUBZone	1	396,000	42,074,125
8(a)/SDVOSB	3	10,459,858	41,336,418
8(a)/WOSB	1	7,330,833	39,048,114
8(a) / WOSB / SDVOSB	1	2,039,578	10,414,695
Reserved for HUBZone Total	1	10,682,917	18,780,406
WOSB / HUBZone	1	10,682,917	18,780,406
Reserved for SDVOSB Total	10	45,974,430	400,566,646
SDVOSB	10	45,974,430	400,566,646
Reserved for WOSB Total	2	14,198,037	33,418,002
WOSB	2	14,198,037	33,418,002
SB Set-Aside Total	154	1,027,684,223	5,171,229,567
8(a)	6	42,412,296	261,255,753
8(a)/WOSB/SDVOSB	1	2,186,551	5,298,782
SDVOSB	33	212,390,725	1,276,468,212
WOSB	20	111,762,483	737,768,201
WOSB / HUBZone	1	161,053	886,763
Small Business Only	93	658,771,116	2,889,551,856
Unrestricted Total	123	1,568,890,210	7,685,488,965
8(a)	1	15,000	66,719,057
SDVOSB	3	9,288,887	71,388,707
WOSB	2	15,513,012	60,864,750
Small Business Only	16	104,140,458	581,628,359
Large Business	101	1,439,932,853	6,904,888,092
Grand Total	309	2,769,481,649	13,867,349,423

60% of NAVSEA Solicitations have been set aside

67% of NAVSEA SeaPort orders are going to SB

Different SB Vendors
206 SB awards to
108 SB companies

Many Socio-economic vendors are winning unrestricted competitions or set-asides for small business!

Data as of 01/01/19 – 09/20/22. Size representative at time of MAC award.



NAVSEA Current Major SeaPort NxG Providers

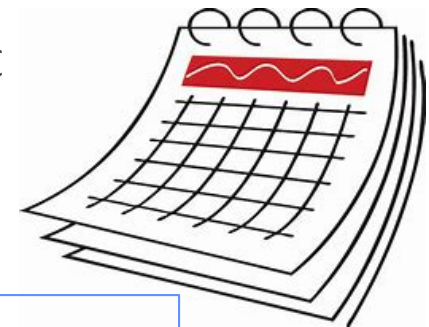
NAVSEA NxG Vendors > 5 Task Orders	
RED INDICATES SB	# Awards
Science Applications International Corporation	15
Amentum Services, Inc.	11
Bowhead Program Management & Operations, LLC	9
CACI, INC-FEDERAL	7
McLaughlin Research Corporation	7
Booz Allen Hamilton, Inc.	6
KMS Solutions LLC.	6
Noblis MSD, LLC	6
Systems Engineering Associates Corporation	6
General Dynamics Information Technology, Inc.	5
INDUS Technology Inc	5
Innovative Professional Solutions, Incorporated	5
NDI ENGINEERING COMPANY	5
ORBIS SIBRO, INC.	5
Precise Systems	5
Purvis Systems	5
Rite-Solutions, Inc.	5
Serco Inc.	5
Tri Star Engineering	5

NAVSEA NxG Vendors > Task Orders valued over \$170M RED INDICATES SB	
	Potential \$\$ Value
Serco Inc.	\$1,051,111,112
Alion Science and Technology Corporation	\$964,116,010
Booz Allen Hamilton, Inc.	\$885,687,708
Science Applications International Corporation	\$868,673,579
Bowhead Program Management & Operations, LLC	\$461,278,971
CACI, INC-FEDERAL	\$447,552,468
Amentum Services, Inc.	\$353,480,746
Gryphon Technologies, L.C.	\$316,553,712
Systems Engineering Associates Corporation	\$263,012,927
BAE SYSTEMS TECHNOLOGY SOLUTIONS & SERV	\$255,820,764
INDUS Technology Inc	\$254,553,016
Southeastern Computer Consultants, Inc.	\$242,408,601
SimVentions	\$232,417,201
Tech Marine Business	\$230,528,689
Rite-Solutions, Inc.	\$222,703,264
Tri Star Engineering	\$216,666,091
KMS Solutions LLC.	\$214,830,944
McLaughlin Research Corporation	\$203,044,205
General Dynamics Information Technology, Inc.	\$191,720,287
ManTech Advanced Systems International, Inc.	\$170,327,758

Data as of 01/01/19 – 09/20/22 sorted by number of awards.
Size representative at time of MAC award.

Upcoming Events

- Upcoming Ordering Period Option Exercise Date
 - 01 January 2024
 - Applies to all MAC holders - Must have active SAM.GOV account and still be considered responsible prior to option exercise date
 - Emails will be sent out via the portal with detailed information beginning in January 2023 so make sure your account is active to receive them.
- No Rolling Admissions is anticipated prior to Option Exercise Modification issuance
 - Subcontracting remains an avenue to gain necessary Navy
 - experience for any later Rolling Admission RFP
 - Subcontracted vendors do not have to hold a SeaPort MAC
 - to be a team member or subcontractor under an existing
 - MAC holder



Questions? Contact the SeaPort PMO at Seaport_epco@navy.mil

Questions



The slide features a decorative header with a solid blue line, followed by four horizontal blue bars of varying lengths that create a sense of motion or depth. Below this is a thin grey line. The main title is centered in a large, bold, black font. At the bottom of the slide is a solid gold-colored horizontal bar.

BACKUP INFORMATION

Hot Topics

- Cybersecurity Maturity Model Certification (CMMC) 2.0
 - Once CMMC is fully implemented, DoD contractors that handle sensitive unclassified DoD information will be required to achieve a particular CMMC level as a condition of contract award.
 - May have differing CMMC levels for contractors and sub-contractors specified in the TO solicitation depending on task order requirements
<https://www.acq.osd.mil/cmmc/index.html>
- Size Status Under MACs
 - FAR 52.219-28(c) - Size status of SeaPort MACs held at MAC level
 - SBA Ruling will require size status verification at award of task order
 - The SBA's rule has not yet been implemented through the DFARs (FAR case 2020-016)
 - <https://www.acq.osd.mil/dpap/dars/opencases/dfarscasenum/dfars.pdf>

Hot Topics

- Navy Electronic Procurement System (ePS)
 - SeaPort NxG IT platform is slated to be subsumed into the new ePS Navy IT solution – official date unknown, but no sooner than FY 24.
 - SeaPort NxG IDIQ will continue in the new system.
- COVID–19, Telework and Return to Office Arrangements
 - Telework terms set by local base and program requirements
 - Must work with Task Order PCOs to determine what is an acceptable level on onsite vs offsite personnel
 - Original “covid clause” on hold and not enforced.
- Escalation and Inflation
 - There is no cap on escalation at the MAC level.
 - Any inflationary cost claims must be handled with the task order contracting officer.

Hot Topics

- Ombudsman vs Protest process
 - Protest Threshold for Orders is \$25M, under \$25M should be handled directly with PCO of the Task Order.
 - Ordering Activities have local Points Of Contact assisting in the ombudsman disputes process at the Task Order level if cannot be resolved with PCO.
 - A list can be found in the Vendor guide under the Help Icon once logged in.
 - Vendors may contact the Agency or SeaPort Ombudsman if disputes cannot be reconciled with the Ordering Office.
 - Keep in mind that the ombudsman process is not the same as a GAO protest, although the ombudsman uses protest methodology in gathering and assessing procurement data/processes.
 - The Ombudsman is there to be a impartial third party to review whether or not **fair opportunity to compete** was provided.
 - Ombudsman do not have authority to overturn a contracting officer's decision or re-evaluate technical/cost development or tradeoffs.

Evolution of SeaPort

Category	SeaPort (2001 – 2004)	SeaPort-E (2004-2005)	VS SeaPort-E (2005-2019)	SeaPort-NxG (2019-2029)
Portal Components	“Buy” site for Gov’t, “Sell” site for Industry	Same	Same	Same
Program Website	www.seaport.navy.mil	Same	Same	Same
Navy Users	NAVSEA HQ	All NAVSEA	Navy Virtual SYSCOM	Navy Virtual SYSCOM
# of Ordering Offices	1	24	121	106
# of Primes	21	151	3,195	2,414
# of Functional Areas	4	21	22	23
SB Consideration?	No	Yes	Yes	Yes
TO’s Competed Nationally?	Yes	No	No	Yes

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/SAMMI-UEI/CAGE Code changes and Rolling Admissions.

SeaPort Functional Helpdesk Support

usn.ncr.comnavseasyscomdc.mbx.SeaPort-Support@us.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.



FAQs

- **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 Option exercised?**

- No. Contract holders must still want to actively continue in the SeaPort Task Order procurement process, be considered responsible in accordance with FAR 9.1 and have an active SAM.GOV registration to continue doing business with the Government at time of Option exercise. The SeaPort PMO has determined it will remove the requirement to submit a proposal for task order opportunities as a Prime over the base five-year ordering period.

FAQs

- **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.

FAQs

- **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.**

FAQs

- **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 if the Task Order contracting officer concurs with submission prior to the closing date and time in the solicitation. 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 or that the network is experiencing latency in that hour.

FAQs

- **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

SeaPort NxG

<https://vendornxg.seaport.navy.mil/>

Must accept Terms of Use every time

Must use two-factor authentication code EVERYTIME you try to access the portal....even if you get logged out. It is a single use code. If you time out....get a new one.

SeaPort

SeaPort Login

Login

DoD Terms of Use

YOU ARE ACCESSING A U.S. GOVERNMENT (USG) INFORMATION SYSTEM (IS) THAT IS PROVIDED FOR USG-AUTHORIZED USE ONLY.

By using this IS (which includes any device attached to this IS), you consent to the following conditions:

- The USG routinely intercepts and monitors communications on this IS for purposes including, but not limited to, penetration testing, COMSEC monitoring, network operations and defense, personnel misconduct (PM), law enforcement (LE), and counterintelligence (CI) investigations.
- At any time, the USG may inspect and seize data stored on this IS.
- Communications using, or data stored on, this IS are not private, are subject to routine monitoring, interception, and search, and may be disclosed or used for any USG-authorized purpose.
- This IS includes security measures (e.g., authentication and access controls) to protect USG interests—not for your personal benefit or privacy.
- Notwithstanding the above, using this IS does not constitute consent to PM, LE or CI investigative searching or monitoring of the content of privileged communications, or work product, related to personal representation or services by attorneys, psychotherapists, or clergy, and their assistants. Such communications and work product are private and confidential. See User Agreement for details.

☐ By checking this box you acknowledge your understanding and compliance with the login notice.

Username

Password

Request Code [Forgot your password?](#)

☐ I have a code.

Authentication Code

Login

Notices

Date Posted	Subject	Body
02/27/2019	Test	Test

1 - 1 of 1 items

Accounts deactivate every 30 days for security reasons.

Every company has 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.

SeaPort

Reset Password

To reset the password, please provide the information requested below. A temporary password will be sent to your email.


Username *

Email *

Reset Password Cancel

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 Vendor passwords.

- **Helpdesk**

- Submit an official ticket request by clicking on the Helpdesk link  to access the Helpdesk module or via email at usn.ncr.comnavseasyscomdc.mbx.SeaPort-Support@us.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.



Small Business Subcontract Reporting in the Portal

Total subcontract reporting at the MAC level (Large Businesses only) is reported in ESRS, however, individual Task Order reporting is completed in the SeaPort portal by all vendors. This is where you report what was subcontracted at the Task Order level to ensure vendors are meeting any task order and discreet spend analysis.

Small Business Subcontracting Data

Important: All amounts are cumulative and should reflect obligated dollars subcontracted-to-date, through the end of the current reporting period. For example, if the total subcontract is \$100,000 and \$40,000 has been obligated as of the date that information is being entered, the contractor should enter the \$40,000 amount.

Task Order Number: N0002419F3973

Reporting Period		SB	VOSB	SDVOSB	HUBZSB	SDB	WOSB	Total Small Business	Total Amount Subcontracted (All business types)
Original Goals	Percent Value (%)	10.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.00%	10.00%
	Dollar Amount (\$)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
04/01/2020 - 09/30/2020	Percent Value (%)	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %
	Dollar Amount (\$)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Comments

1000 of 1000 character(s) remaining.

Submit

Cancel

Vendor Administrator can click on the Small Business tab from the Landing Page in order to see Small Business Subcontracting Summary page. The subcontracting reporting period opens between April 1 – May 15 and October 1 – November 15, the actuals are required only for 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).



Task Order Award Report

The screenshot shows the SeaPort Vendor Admin Landing Page. The top navigation bar includes links for Landing Page, Opportunities, Awards, Small Business, Reports, Helpdesk, Admin, and a user profile. The Reports link is circled in orange. A callout box points to it with the text: "The Task Order Award Report displays TO award information for Large and Small businesses for a specified effort type and can be accessed from the Vendor Admin Landing Page." Below the navigation bar, the page is divided into two main sections: Administration and Reports. The Administration section contains links for Company Details, List Contracts, List Teaming Requests, List Vendor Users, and List Invitations. The Reports section contains links for Roles Per User Report and Task Order Award Report. The Task Order Award Report link is circled in orange. A callout box points to it with the text: "The Task Order Award Report displays TO award information for Large and Small businesses for a specified effort type and can be accessed from the Vendor Admin Landing Page." Below the Reports section, a detailed view of the Task Order Award Report form is shown. The form includes fields for Effort Type (SeaPort-NxG), Contract Vehicle (Select one or more Contract Vehicles...), Command, Issuing Office, Awardee, Is Awardee a Small Business, POP End Date of Order Between, and And. There are buttons for Generate Report and Clear Filters.

Vendor Admin Landing Page

Administration

- Company Details
- List Contracts
- List Teaming Requests
- List Vendor Users
- List Invitations

Reports

- Roles Per User Report
- Task Order Award Report

Task Order Award Report

Effort Type: SeaPort-NxG

Contract Vehicle: Select one or more Contract Vehicles...

Command: [Dropdown]

Issuing Office: [Dropdown]

Awardee: [Dropdown]

Is Awardee a Small Business: [Dropdown]

POP End Date of Order Between: [Date Picker]

And: [Date Picker]

Generate Report Clear Filters

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.



Break
1410 – 1420



NAVSEA Warfare Centers Small Business Industry Day October 11, 2022



Warfare Centers Organization

Naval Surface Warfare Center

Mission:

The Naval Surface Warfare Center (NSWC) cohesively and seamlessly operates the Navy's full spectrum research, development, test and evaluation, engineering, and fleet support centers for offensive and defensive systems associated with surface warfare and related areas of joint, homeland and national defense systems from the sea.

Vision:

Our vision is to be the Navy's trusted partner for identifying and providing innovative cost effective technical solutions to the warfighter. We will be responsive to the Navy Enterprises, the Joint Force and national requirements, while partnering with industry, other DoD laboratories, and academia.

Naval Undersea Warfare Center

Mission:

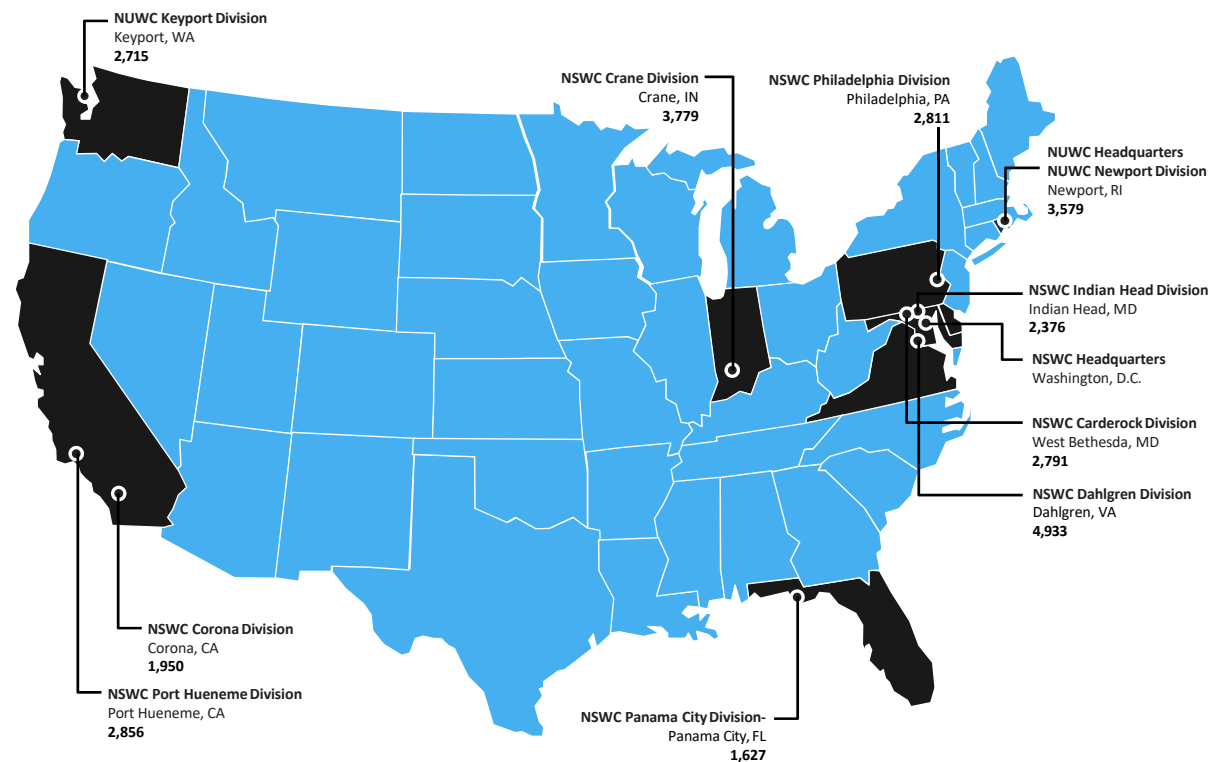
To operate the Navy's full-spectrum research, development, test and evaluation, engineering, and Fleet support center for submarines, autonomous underwater systems, and offensive and defensive weapon systems associated with USW and related areas of homeland security and national defense.

Vision:

Expand the Undersea Advantage



Warfare Centers Organization



10 Divisions – One Team

29,417 government civilians - 286 military members

Roles of the Warfare Centers

- Make naval technical programs successful
- Provide a bridge between the technical community and the warfighter
- Determine and develop capabilities for the fleet
- Verify the quality, safety, and effectiveness of platforms and systems
- Design, develop, and field solutions for urgent operational fleet needs

Warfare Centers Leadership



Mr. Ashley Johnson, SES
Executive Director (acting)



Rear Adm. Kevin P. Byrne, USN
Commander

Quick Facts

PROGRAMS

6,985

Ship/Submarine
Modernizations/
Tech Insertions

63,971

Technical/Logistic
Hotline Call
Responses

145

Technical
Capabilities

435

Customers

3,235

Fleet Fly-Away
Teams
Dispatched

PERSONNEL

19,018

Scientists & engineers
Representing

52% of the
Navy's scientific
& engineering
expertise

147

Patents filed

854

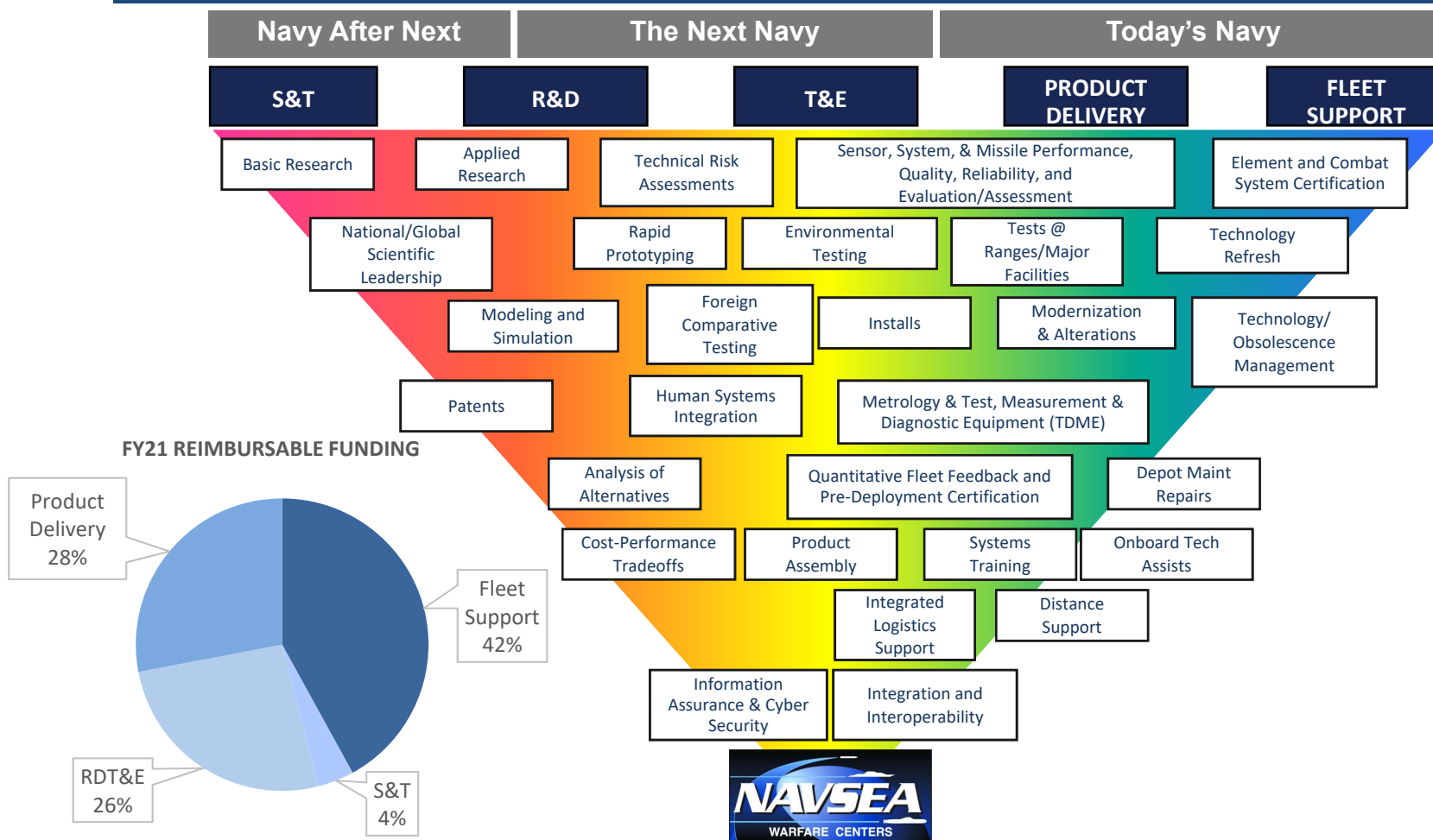
PhDs

6,769

Masters degrees



What We Do for the Program Offices/Fleet



Providing technical expertise across multiple portfolios in multiple warfare areas



Small Business Investment Areas

Knowledge Points

- ANTX
- AI /Machine Learning
- Autonomy / Unmanned Systems
- Cybersecurity
- Cycle of Assessment
- Digital Science
- Directed Energy
- Electromagnetic Spectrum Operations
- Hypersonics
- Integrated Power and Energy Sciences
- Lethality and Effectiveness
- LVC
- MBSE/SBD
- Ocean Sciences and Sensing
- Platform Design Science
- Quantum Sciences
- Sustainment and Repair
- Trusted Electronics

Knowledge Points Represent Investments



Upcoming Opportunities

Small business entry opportunities can be found on the Long Range Acquisition Forecast (LRAF):

<https://www.navsea.navy.mil/Business-Partnerships/LRAF/>

Industry Days:

- NUWC Newport: 2022 Newport Industry Days – 25-26 October. Register at:
<https://www.eventbrite.com/e/2022-newport-rhode-island-industry-days-tickets-408655257877>
- NSWC Carderock: Industry Day - 2 November. Register at:
https://www.zoomgov.com/webinar/register/7616599891129/WN_LLbZhEyHSa2yZ2tnCUvBAw

Small Business Professionals at each Divisions can help with questions

https://www.navsea.navy.mil/Portals/103/Documents/Small_Business_Forum/NAVSEA_SBP_OrgChart-042722.pdf



Questions





Small Business Industry Day

SBIR / STTR



Small Business Innovation Research / Small Business Technology Transfer



Jason Schroepfer
NAVSEA SBIR/STTR Program Manager
SEA 05T2
jason.b.schroepfer.civ@us.navy.mil



What is SBIR/STTR?



Small Business Innovation Research (SBIR) – Established in 1982

- Funds Research & Development (R&D) at small businesses (≤ 500 employees)
- Increases small business participation in federally funded research and development
- Stimulates technological innovation and increase private sector commercialization of federal R&D

Small Business Technology Transfer (STTR) – Established in 1992

- Funds cooperative R&D between small businesses and research institutions
- Creates vehicles for moving ideas from research institutions to market
- Enable researchers to pursue commercial application of technologies



Navy SBIR/STTR

- 8 Organizations (NAVSEA, NAVAIR, ONR, SSP, NAVWAR, MARCOR, NAVFAC, and NAVSUP) Actively Participate
- NAVSEA has 6 SBIR/STTR Teams with extramural R&D budgets that require participation
 - PEO IWS, Team SHIPS, PEO USC, PEO CV, Team SUBS, NAVSEA HQ & DIRECTORATES
- Better, faster, cheaper products and processes for Navy use
- Address Department of Navy needs by commercializing innovative R&D

DoDINST 5000.85

- Section (3C.3.a(1)(c)) requires that Acquisition Strategies reflect the PMs understanding of the small business strategy
- Section (3C.3.a(4)(b)) requires Acquisition Strategies provide opportunities for small businesses



SBIR/STTR Program Goals



SBIR Program goals:

- Stimulate technological innovation
- Foster participation by socially and economically disadvantaged firms in technological innovation
- Increase small business participation in federally funded Research and Development
- Increase private sector commercialization of federal R&D

STTR Program goals:

- Create vehicles for moving ideas from research institutions to market
- Enable researchers to pursue commercial application of technologies
- Bridge funding gap between basic research and commercial product



SBIR/STTR – Three Phase Program



Year 1

Year 2

Year 3-5

Year 6-8

Year 8+

Topic Development*/
BAA Process

Concept Dev. &
Feasibility Demo

Technology Development/
Prototype Experimentation

Prototype Testing & Evaluation
Technology Demonstration & Validation



Phase I: Concept Development & Feasibility Study

- \$240k Contract (**SBIR/STTR Funds**)
 - \$140K base - 6 months
 - \$100K option - 6 months



Phase II: Full Research, R&D to Prototype

- \$1.8M Contract (**SBIR/STTR Funds**)
 - \$600K base – 12 months
 - \$600K option – 12 months
 - \$600K option – 12 months
- **Commercialization Readiness Prog.**
- **SBIR/STTR Transition Program (STP)**



Phase III: Commercialization

- **No Funding Caps (Non-SBIR/STTR \$)**
 - No limit on number of awards
 - Can be sole-sourced
- **Selected, Funded, and Awarded by**
Navy PMOs & Contracting Orgs

- **Managed & Funded by the NAVSEA SBIR/STTR Program Office**
 - SBA adjusts cost ceilings each year for inflation

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



Eligibility Requirements



A Small Business Concern (SBC) must satisfy the following conditions on the date of award for both Phase I and Phase II funding agreements:

1. Is organized for profit, with a place of business located in the United States, which operates primarily within the United States or which makes a significant contribution to the United States economy through payment of taxes or use of American products, materials or labor;
2. Is in the legal form of an individual proprietorship, partnership, limited liability company, corporation, joint venture, association, trust or cooperative, except that if the concern is a joint venture, each entity to the venture must meet the requirements set forth in paragraph (3) below;
3. Is more than 50 percent directly owned and controlled by one or more individuals (who are citizens or permanent resident aliens of the United States), other small business concerns (each of which is more than 50% directly owned and controlled by individuals who are citizens or permanent resident aliens of the United States), or any combination of these;
4. Has, including its affiliates, not more than 500 employees.



Other Rules



SBIR:

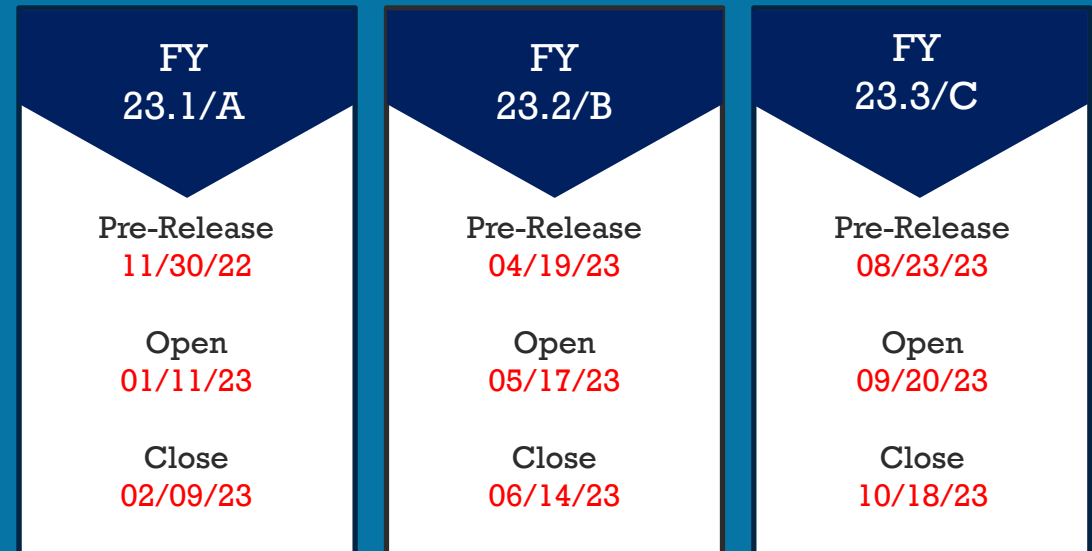
- A minimum of 2/3 of the research and/or analytical effort must be performed by the proposing firm for Phase I.
- A minimum of 1/2 of the research and/or analytical effort must be performed by the proposing firm for Phase II.

STTR:

- The proposing firm must subcontract a portion of the award to a research institution that is owned and operated exclusively for scientific or educational purposes, non-profit, and located in the US. Research institutions eligible to participate in the STTR Program include:
 - Nonprofit college or university
 - Domestic nonprofit scientific/research organization
 - Federally Funded R&D Centers (FFRDC)
- A minimum of 40% of the research and/or analytical effort must be performed by the Small Business.
- A minimum of 30% of the research and/or analytical effort must be performed by the Research Institution.

Traditional BAA Schedule

- **Broad Agency Announcements (BAAs)** are released 3 times a year
- A DoD Agency-wide announcement includes:
 - DoD Instructions
 - Service/Component Unique Instructions
 - SBIR/STTR Topics
- Not all Components participate in each solicitation
- Multiple solicitations provide opportunities to participate throughout the fiscal year

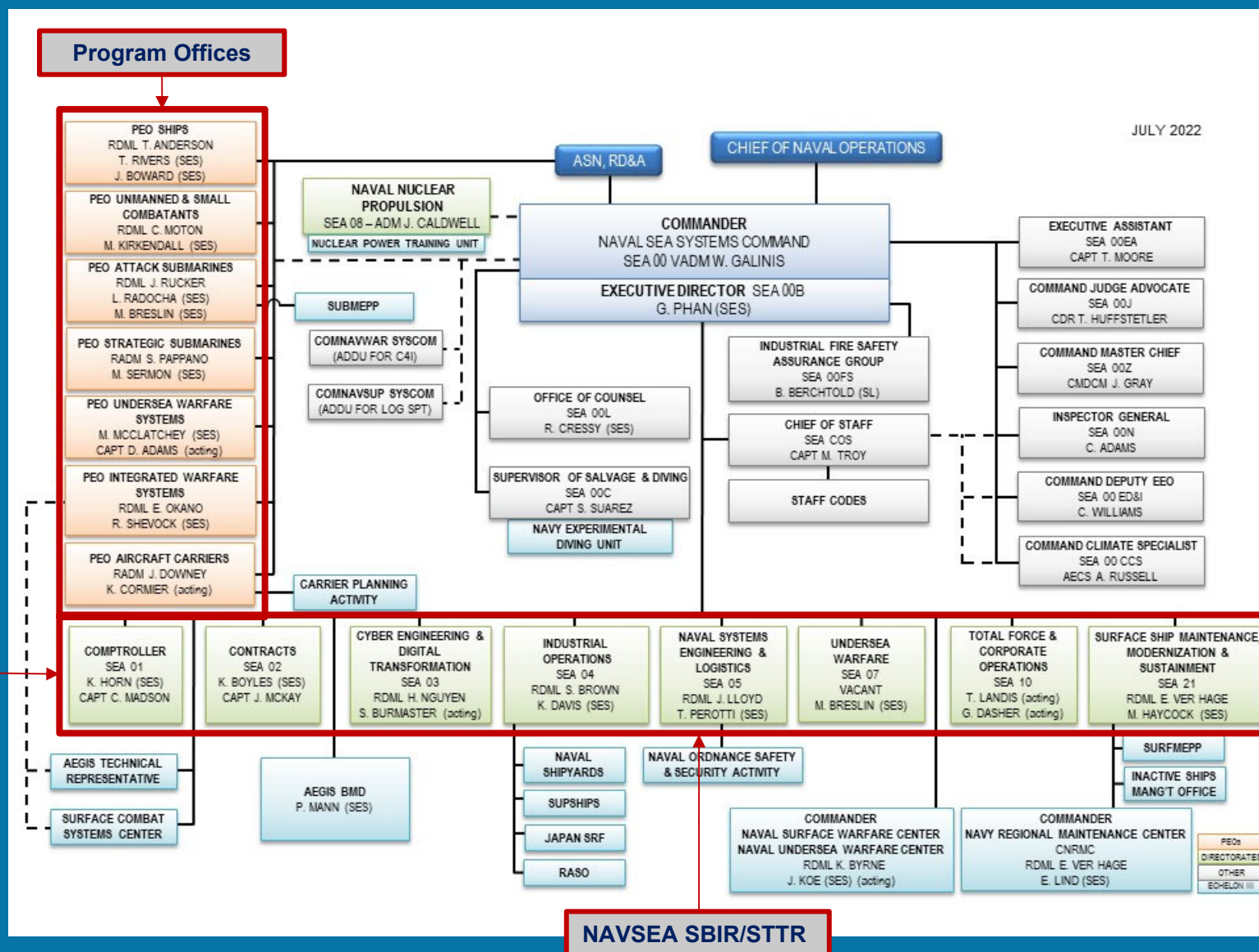


NAVSEA typically participates in FY XX.1/A
(Contains the largest number of topics)

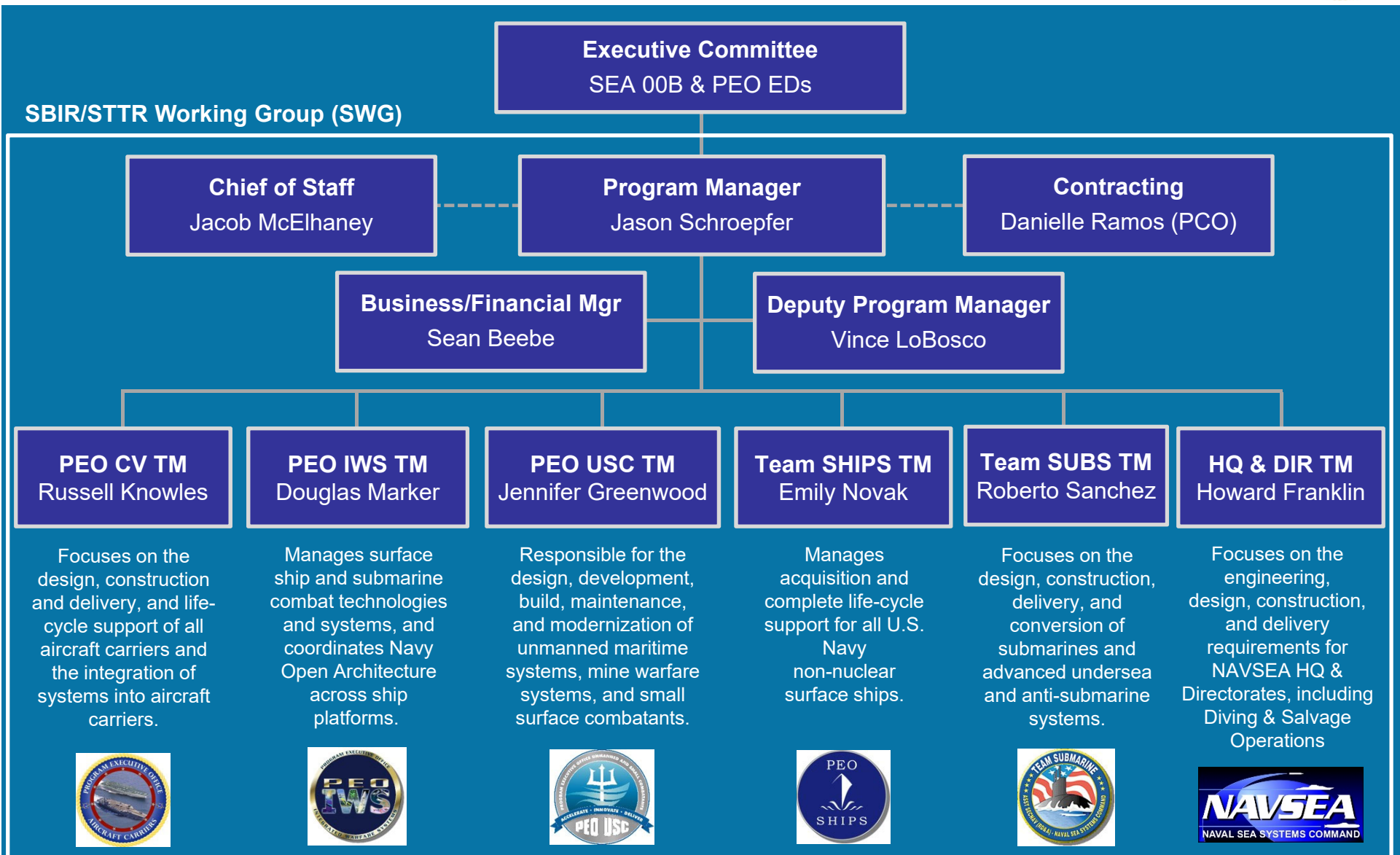
Occasional and limited participation in
FY XX.2/B and FY XX.3/C calls if funding permits

Dates subject to change

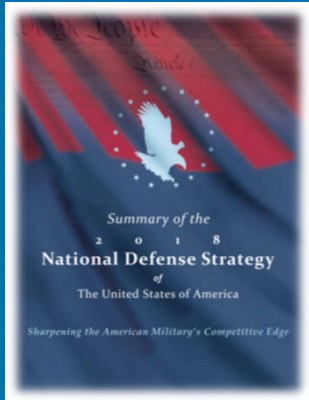
NAVSEA Command Structure



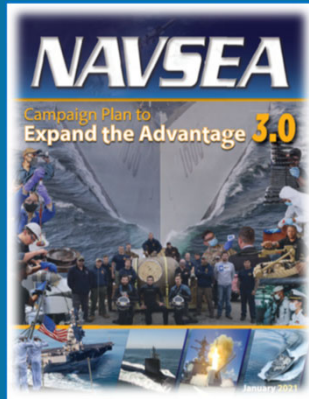
NAVSEA SBIR/STTR Leadership



Mission Priorities / Planning for Success



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



- **Deliver Combat Power: On-Time Delivery of Combat-Ready Ships, Submarines, and Systems**
 - Maintenance/Sustainment/Readiness, and Modernization
- **Transform Digital Capability**
 - Digital Engineering, AI/ML, Additive Manufacturing, and Cybersecurity
- **Build a Team to Compete and Win**
 - Partnerships with industry, academia, and other government organizations

Transition Target Participation:

Endorsed

- Participates in development of each topic



Planned

- Builds topic timeline into acquisition schedule
- Size, Weight, Power (SWaP) and Cost savings
- Form, Fit, and Function Requirements



Funded

- POMs for Phase III RDT&E or Procurement funds early in the process



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 Topic Author 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!!

Questions?





Small Business Industry Day

Closing Remarks
