Small Business Industry Day
06 October 2021

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Administrative Remarks

Ms. Anne Bannister, Director, NAVSEA Small Business Programs

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VADM William Galinis
Commander
NAVSEA

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Ms. Giao Phan
Executive Director
NAVSEA

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Mr. Jimmy Smith
Director, DON Office of Small Business Programs

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Ms. E. Anne Sandel, Acting Principal Civilian Deputy ASN (RD&A)

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CAPT Wade Rindy
Director of Contracts
NAVSEA

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SEA 04
1235-1310

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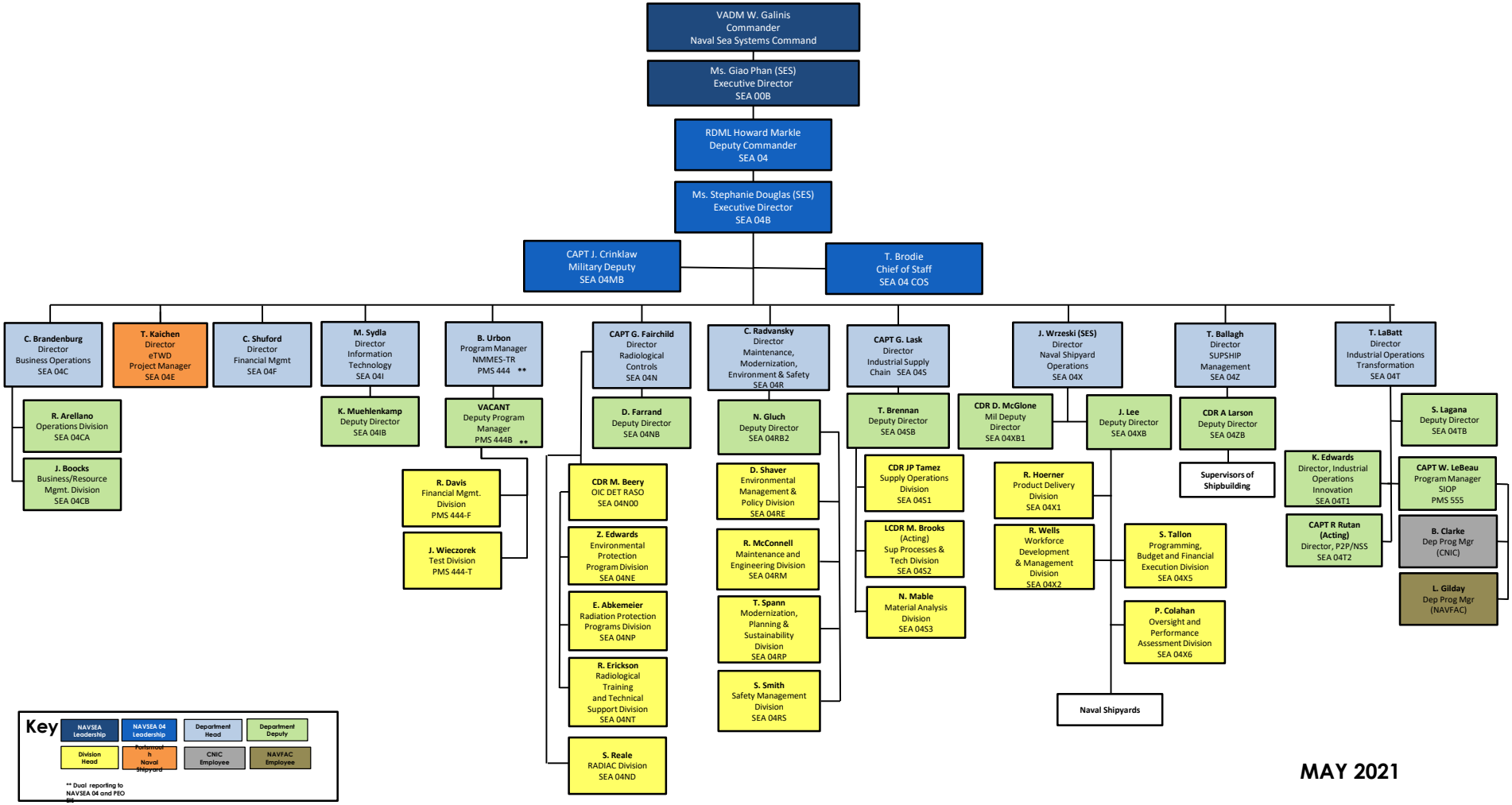
SEA 04 Industrial Operations Small Business Industry Day October 6, 2021 1235-1310

SEA 04 Organization



MAY 2021

SEA 04 Portfolio

NAVSEA 04 Vision: **"We are a high performing team recognized as the Navy's leading authority through our innovative products and services."**

NAVSEA 04 DEMAND SIGNALS

Shipbuilding Plan
- SUPSHIP Management
- Over 1800* personnel (1734 CIVPERS Direct and Reimbursable, 124 MILPERS)
- Accredited resourcing model (SWFT)
- Over $17.3B per year ship construction progress payments

Ship Maintenance and Modernization Plans
- Operate NSYs (34,552 FTE; 1,952 MILPERS)*
- Certified resourcing model
- $4.75B/yr Fleet maintenance*
- SY Infrastructure (CIP)
- Navy Modernization Process
- PMS 555

Information Technology
- Navy Maritime Maintenance Enterprise Solution (NMMES)
- Electronic Technical Work Document (eTWD)
- Data Center Consolidation Initiatives
- Cybersecurity
- NMMES-TR

Regulatory Requirements (Safety, Env, SEA 04N/RASO)
- Radiation Safety >150 DoN Shore/Ship Commands
- Safety, Env, for all NAVSEA Commands
- Radiological Restoration (BRAC/IR) & Rad Waste
- Allegany Ballistics Lab (GOCO) Oversight

Fleet Support (PMS, Calibration, RADIAC)
- PMS, METCAL, 2M, CAL STDS
- RADIAC Acquisition, Cal, & Repair
- FLEETMERS/TFRs
- Lab Cert
- Dry Dock Cert

Small Business Investment Areas

Description	FY21 Actual		FY22 Plan	
	Total #	Total $s	Total #	Total $s
Contracts awarded/planned for award to Small Business Concerns	7	$58.4M	7	$37.6M
Contracts awarded/plan to be awarded to Large Businesses	4	$36.5M	4	$30.1M
Contracts where business size is TBD	0	0	4	$34.9M
% Small Business Contracts	63.6%	61.5%	63.6%	55.5%

- We continue to be strong advocates of small business.

Upcoming Opportunities

	SEA 04 Code	Title of Service Requirement	Prime Contractor	Contract or Solicitation Number	$(k) To Be Funded In FY21	$(k) To Be Funded In FY22	Small Business	ODC to Labor %	Comment
1	04C	Admin Spt/Mgmt Support Analysis (NSWC IH)	TBD	TBD	$0	$5,000,000	Yes	TBD	Est. award 06/2022
2	04I	IT Services & Support (NMMES)	Imagine One	N00178-14-D-7755/EH03	$ 38,000,000	$ 21,000,000	Yes	3.8%	
3	04I	IT Services & Support (NMMES)	TBD	TBD	$0	$17,000,000	TBD	TBD	Follow on contract (Est award 07/2022)
4	04I	GOCO Support and IT Services and Support	Dextera	N00024-17-C-4307	$1,000,000	$0	Yes	0.86%	
5	04I	GOCO Support and IT Services and Support (NSWC IH)	Dextera	N00024-17-C-4307	$0	$1,392,000	Yes	TBD	Follow on contract (Est award 02/01/2022)
6	04I	Independent Verification & Validation (IV&V) Testing (NSWC IH)	TQI Solutions	N00178-10-D-6362/ N00174-19-F-3006	$2,500,000	$2,600,000	Yes	0.62%	
7	04ND	Engineering & Logistics (NSWC IH)	Orbis Sibro, Inc.	N00178-04-D-4100/N00174-17-F-3007	$ 2,935,000	$ 3,639,000	Yes	2.9%	
8	04ND	Engineering & Logistics (NSWC IH)	TBD	TBD	$0	$3,639,000	Yes	TBD	Follow on contract (Est award 03/16/2022)
9	04RM	Ship Maintenance Improvement Program (SMIP) (NSWC IH)	Antech Systems	N00178-14-D-7611/N00174-17-F-3008	$ 7,689,000	$ 5,689,000	Yes	3.9%	
10	04RM	Ship Maintenance Improvement Program (SMIP) (NSWC IH)	TBD	TBD	$0	$5,911,349	TBD	TBD	Follow on contract (Est award 05/25/2022)
11	04RP	Navy Modernization Program (NMP) (NSWC IH)	Greystone Group	N00174-19-D-7736/ N00174-20-F-3004	$ 2,320,000	$ 2,780,000	Yes	0.9%	
12	04T1	Industrial Operations Transformation Office	Boston Consulting Group	N00024-20-D-2431/ N00024-20-F-24B2	$14,800,000	$7,200,000	No		
13	04X2	NSY Project Execution and Deck Plate Effectiveness (PEDE) (NSWC IH)	CACI Technologies	N00178-04-D-4026/ N00174-18-F-3006	$17,580,000	$18,540,000	No	11.95%	
14	04X2	NSY Workforce Management and Organizational Effectiveness (WMOE) (NSWC IH)	Orbis Inc	N00178-04-D-4100/ N00174-17-F-3004	$ 4,900,000	$1,200,000	Yes	12.30%	
15	04X2	Shipyard Headquarters Organizational Effectiveness (SHOE) (NSWC IH)	TBD	TBD	$0	$5,000,000	TBD	TBD	Est. award January 2022
16	04Z	TSM Support (NSWC IH)	Engility	N00174-19-F-3001	$2,420,000	$2,710,000	No	2.1%	
17	04Z	SUPSHIP Management Support (NSWC IH)	Booz Allen Hamilton	N00174-19-F-3005	$1,400,000	$1,450,000	No	3.0%	
18	PMS 555	Shipyard Infrastructure Optimization Program (SIOP) (NSWC IH)	TBD	TBD	$0	$7,000,000	TBD	TBD	Est. award 05/2022

Not Yet Awarded

Upcoming Opportunities

In FY22 we anticipate awarding 7 contracts totaling $44.9M.

We anticipate all of these will be small business contracts

Questions?

Team Ships
1310-1345

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Small Business Industry Day

October 6, 2021

Sharon Linsenmeyer

Director, PEO Ships Acquisition

Evan Littig

Director, SEA 21 / CNRMC Acquisition & Contracts

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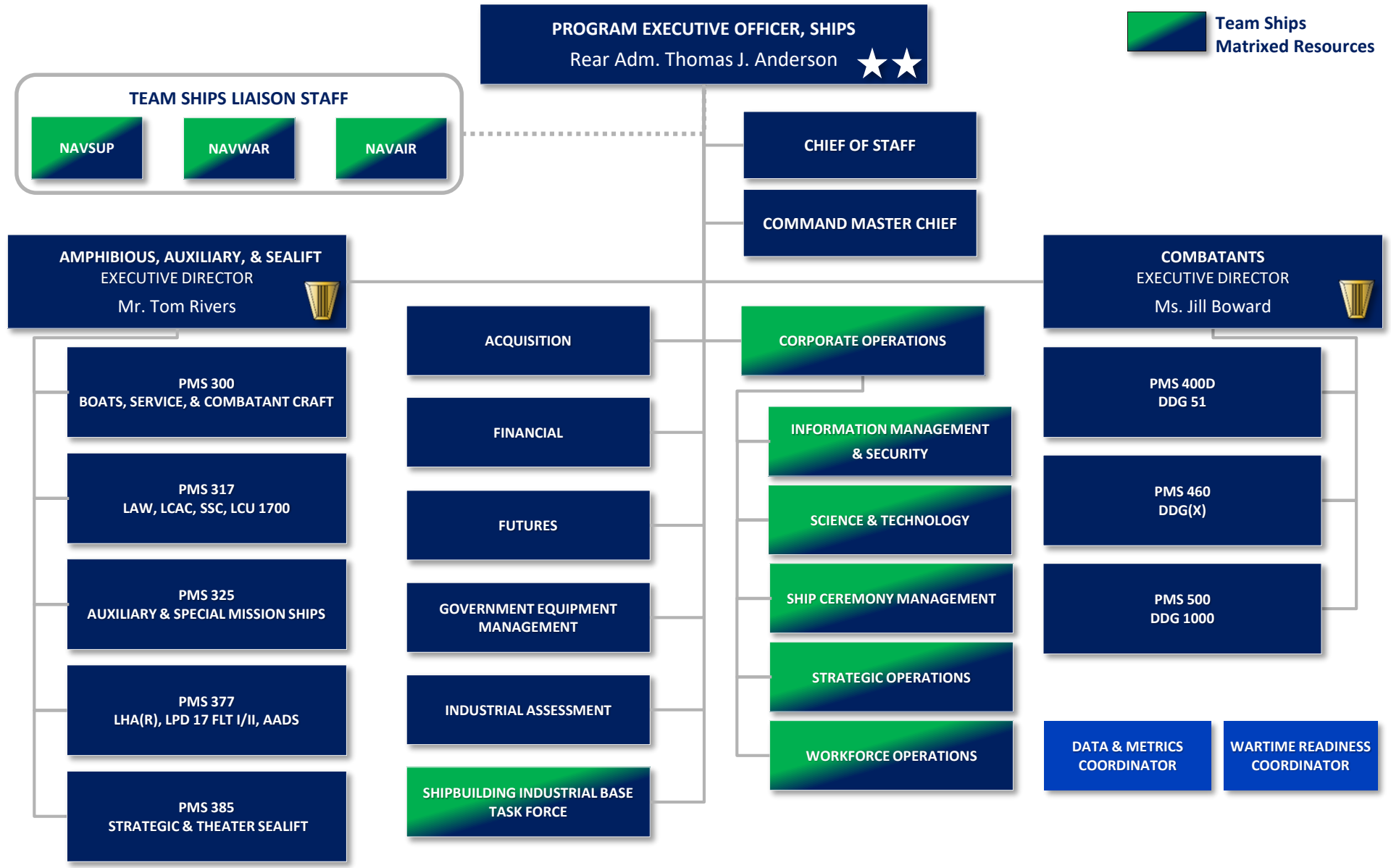
PEO Ships Organization

October 2021



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PEO Ships Portfolio

- Eight major program offices supporting the execution of:
  - (8) ACAT I
  - (3) ACAT III
  - (3) pre-ACATs
  - (30+) non-ACAT
- Cross program efforts focused on energy / power, Cyber, Procurement of Government Furnished Equipment, Training, and Acquisition Workforce Development
- 43 Battle Force Ships currently under construction or contract
- $94.5B total program value
- 384 Civilians and 23 Military Personnel

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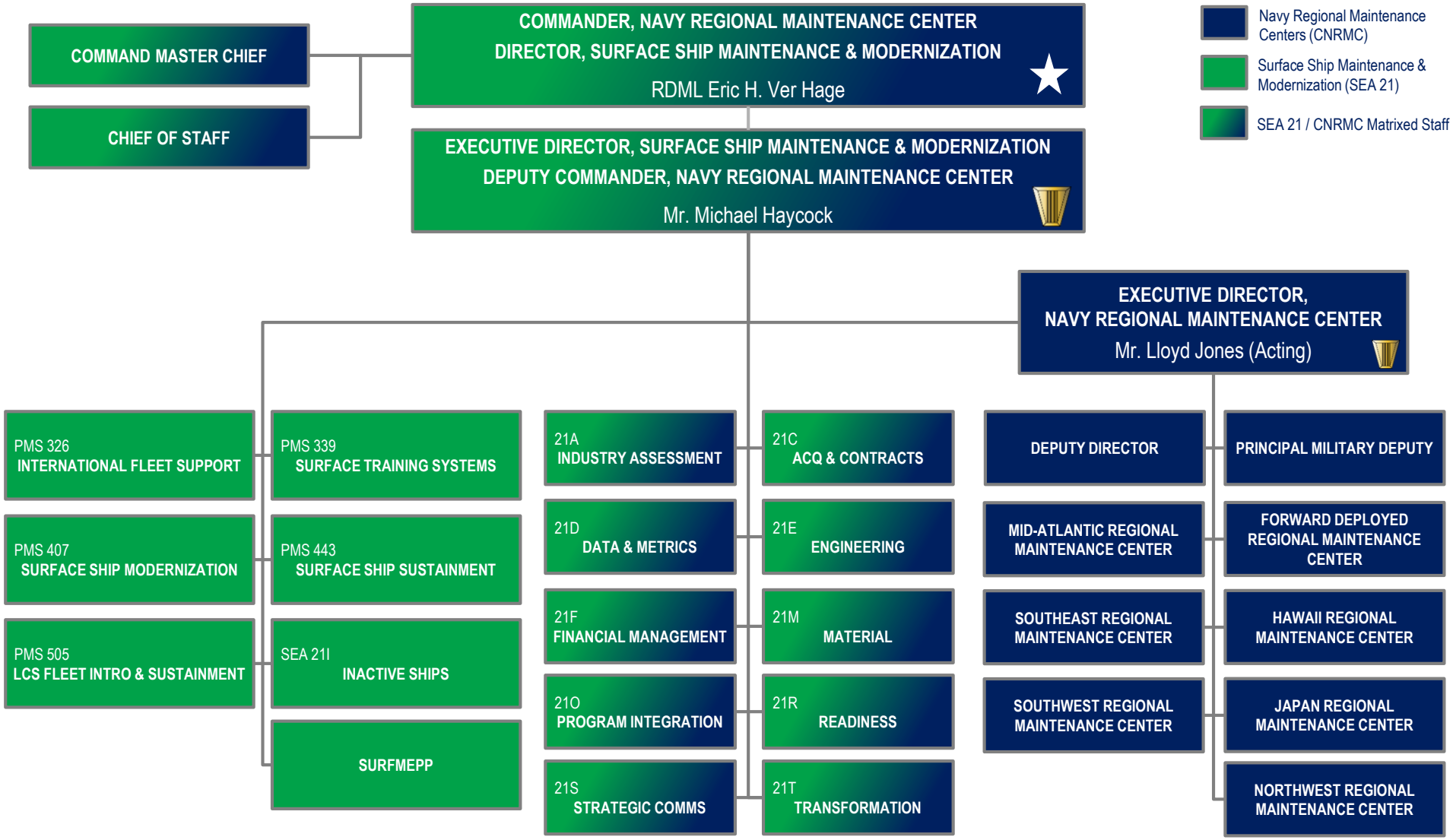
SEA 21 / CNRMC Organization

October 2021



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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 21I)
Manages the inactivation, storage, and disposal of conventionally powered U.S. Navy ships and craft that have reached the end of their service life.

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.

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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.

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Investment Areas and Capability Needs

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

- **Shipbuilding Design/Construction Contracts**
  - All contracts contain small business goals for their subcontractors
  - Aggressive outreach for opportunities for smaller craft
  - In future acquisition programs, PEO Ships is considering the use of financial capital expenditure (CAPEX) incentives to encourage investment in the facilities operated by small vendors/suppliers
  - Opportunities:
    - PMS 377: PSA for Ship to Shore Connector (Award through NSWC PCD in FY22)
    - PMS 385 anticipates DD&C award in FY24 for Sub - Tender
    - PMS 325: (see slides 8-9)
      - Both new construction and repair capability for boats and craft
    - PMS 460: HII/BIW ship design contracts (FY22); RFI to Power Industry (Integrated Power System (IPS)) for DDG(X)

- **Small Business Technology Transfer (STTR) Program**
  - Requirement for small business to collaborate with a research institution in Phase I and Phase II

- **Ship Modernization Contracts**
  - Contracts contain small business goals for their subcontractors

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

- **Professional Service Support Contracts**
  - Program office emphasis on SBSA contracts for professional support services
  - FY22 Planned : PEO Ships - 62% to small business primes;

    SEA 21 – 50% to small business primes

- **Additional Capability Needs**
  - PMS 325
    - Shock mitigating seat technology
    - Propulsion systems technology
  - PMS 385
    - Cost estimating/cost analysis expertise related to ship acquisition costs and strategies
    - Support Services expertise in Program Management and submarine tender requirements and operations
  - Ships GEM
    - Cyber situational awareness tools for Operational Technology (OT) systems/networks
    - OT network equipment/capabilities (e.g., switches, routers, network management capabilities) for handling digital and analog signals
    - Ship Machinery Control System technologies/equipment
  - PMS 460
    - Implementing an Integrated Power System (IPS) on a new ship, DDG(X)
    - DDG(X) IPS control systems options for HM&E and Warfare Systems capabilities

PMS 325 Small Business Portfolio

PMS325 has awarded approximately $1.02B of small business contracts in the past 5 years*

OSR Skimmer

Kvichak Marine Seattle, WA

YTL Tug Boats

Dakota Creek Anacortes, WA

Marine Mammal Boat

North River Roseburg, OR

38ft PB

ReconCraft Estacada, OR

Workboat Docking

Fraser Shipyard, Superior, WI

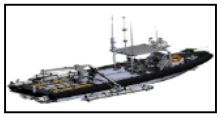
OSR BP & OSR UB

Metal Craft, Cape Vincent, NY

FP Medium

Lake Assault, Superior, WI

11m EXP RIB



7m RIB

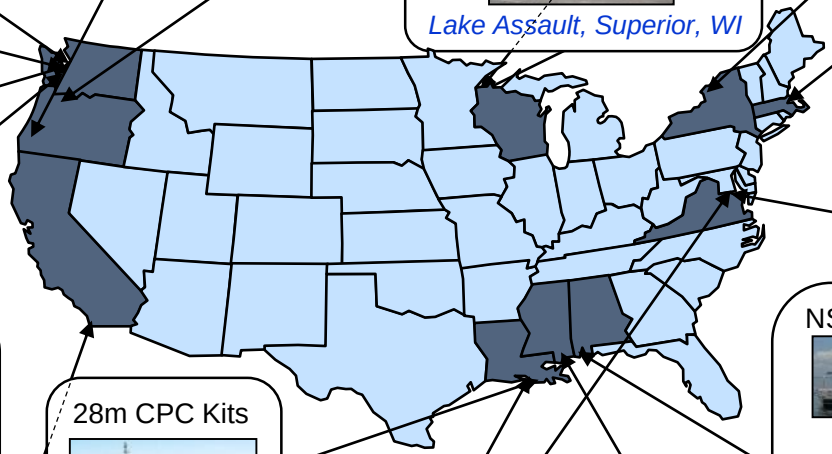
RIBCRAFT, Marblehead, MA

Workboat Large

Snow, Seattle, WA

FMS Material

Bowhead, LLC, Alexandria, VA



Workboat Medium

65' & 60' Dive Boat

YTL Tug Boats

Modutech Marine, Tacoma, WA

28m CPC Kits

Swiftships, Inc Morgan City, LA

Professional Support Contract

Herron and Associates, LLC, Washington DC

NSW 11m SSC

Riverine Patrol Boats

HSMST

Coastal Fast Response Boats

Silver Ships, Theodore, AL

37m Patrol Boat

60' Dive Boat

Marine Group, Chula Vista, CA

40PB

Metal Shark Jeanerette, LA

SOUTHCOM NCPV

Metal Shark Franklin, LA

EOD MERC

11m NSW RIB

USMI, Gulfport, MS

*FY17-FY21

PMS 325 Notional Boat & Craft Contract Opportunities

Procurement	Notional RFP Release	Quantity	Projected Period of Performance
FY21 Recently Released Procurements			
Force Protection Boats Small & Large (FP-S/FP-L)		65	5 years
FY22 Future Planned Procurement			
DLA Landing Craft	Q1 FY22	2	2 years
U.S. Naval Academy Trash Skimmer	Q1 FY22	1	1 year
Oil Spill Response (OSR) Skimmer	Q2 FY22	30	5 years
11m Shipboard Rigid Inflatable Boat (RIB)	Q2 FY22	30	5 years
Foreign Military Sale (FMS) Fiberglass 7m RIB	Q2FY22	50-75	5 years
60’ Dive Boat	Q3FY22	6	5 years
YTL Tug Boats	Q3FY22	2	3 years
NAWCWD Tug	Q3FY22	1	2 years
YON/YWO Fuel Oil Barges	Q4FY22	TBD	5 years
40 ft Patrol Boat (40PB) follow-on contract	Q4 FY22	50	5 years
FY23 Future Planned Procurement			
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

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 Fleet Maintenance & Modernization Symposium (FMMS)** [Oct 17-19 2021 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
- **International WorkBoat Show (IWBS)** [Dec 1-3 2021, New Orleans, LA]: A trade-only conference and expo for commercial vessel owners, operators and builders as well as the vendors and suppliers that serve them
- **Surface Navy Association** [Jan 11-13 2022 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
- **ASNE Technology, Systems and Ships (TSS)** [Jan 31-1 Feb 2022 Arlington, VA]: Focuses on the latest efforts of the Navy, Coast Guard, Marine Corps, and Army to design and procure the next generation of weapons, systems, and ships
- **Navy League Sea, Air & Space Expo** [April 4-6 2022 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
- **Interservice/Industry Training, Simulation and Education Conference (I/ITSEC)** [29 Nov-3 Dec 2021 Orlando, Florida]: World's largest modeling, simulation and tainting event. Consists of peer-reviewed paper presentations, tutorials, special events, professional workshops, commercial exhibit hall, a serious game competition, and STEM events for teachers. Organized by National Training and Simulation Association (NTSA)
- **Mega Rust** [Summer/Fall 2022]: Provides an impartial forum for dialogue between government and commercial organizations, and providers of coatings and corrosion control products, processes, technologies and solutions
- **SBIR/STTR Fall Innovation Conference** [Oct 2021]: Opportunity to connect with program managers, Learn how to compete for funding, and create successful commercialization strategies and partnerships. Network with global industry scouts, early-stage investors, and key federal agency buyers and funders.
- **FY 22 SBIR/STTR Broad Agency Announcement** [Dec 2021]: *formerly known as Solicitations*, are released as part of the DoD SBIR/STTR Announcement process. The Navy participates in all 3 SBIR BAAs, and generally 2 of 3 STTR BAA per year, normally the largest is STTR "A" released in December.
- **SBIR/STTR Topics Workshop and Innovation Summit** [Dec 2021]: East and West Coast Events bring together small businesses, Federal program managers, defense representatives, experts, and local organizations who have a vested interest in driving innovation through the SBIR and STTR program. Events include an overview of newly released SBIR topics, PEO Presentations and Panels, and 1-1 meeting opportunities for small businesses.
- **Navy Forum for SBIR/STTR Transition Technology Event** [Feb 2022]: 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 FST Day 2022** [March 2-3, 2022]: The Navy SBIR/STTR Transition Program (Navy STP) program event to be held at Washington Navy Yard, DC.
- **40' Patrol Boat (40PB) Industry Day** [Dec 2021]: Virtual event to learn more about the structure and requirements of the 40PB follow-on contract and get insight into upcoming opportunities for prospective boatbuilders
- **Multi-Agency Craft Conference (MACC)** [Summer 2022]: Open forum for the exchange of operational and technical information on small boats and craft between Government agencies and the maritime community
- **Ship Repair Association** is also a source for identifying upcoming SB opportunities

Questions

PMS 325 Proposed Projects and Future Investment Opportunities

Science & Technology Objectives:

- Tactical-Level Autonomous Unmanned Surface Vehicle Autonomous Capability
- Maritime Precision Positioning, Navigation and Timing in a Command & Control Denied or Degraded Environment (C2D2E)
- Maritime Advanced Tactical Sensors

PEO Integrated Warfare Systems (IWS) 1345-1420

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PEO Integrated Warfare Systems (PEO IWS) Small Business Industry Day October 6, 2021

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Who we are: PEO IWS

- **Program Executive Office (PEO) Integrated Warfare Systems (IWS) manages the development, acquisition, and sustainment of surface ship and submarine combat technologies and systems.**
- **PEO IWS reports to the Assistant Secretary of the Navy for Research, Development and Acquisition (ASN RD&A) for acquisition related matters.**
- **PEO IWS reports to the NAVSEA commander for planning and execution of in-service support as one of NAVSEA's seven affiliated PEOs.**

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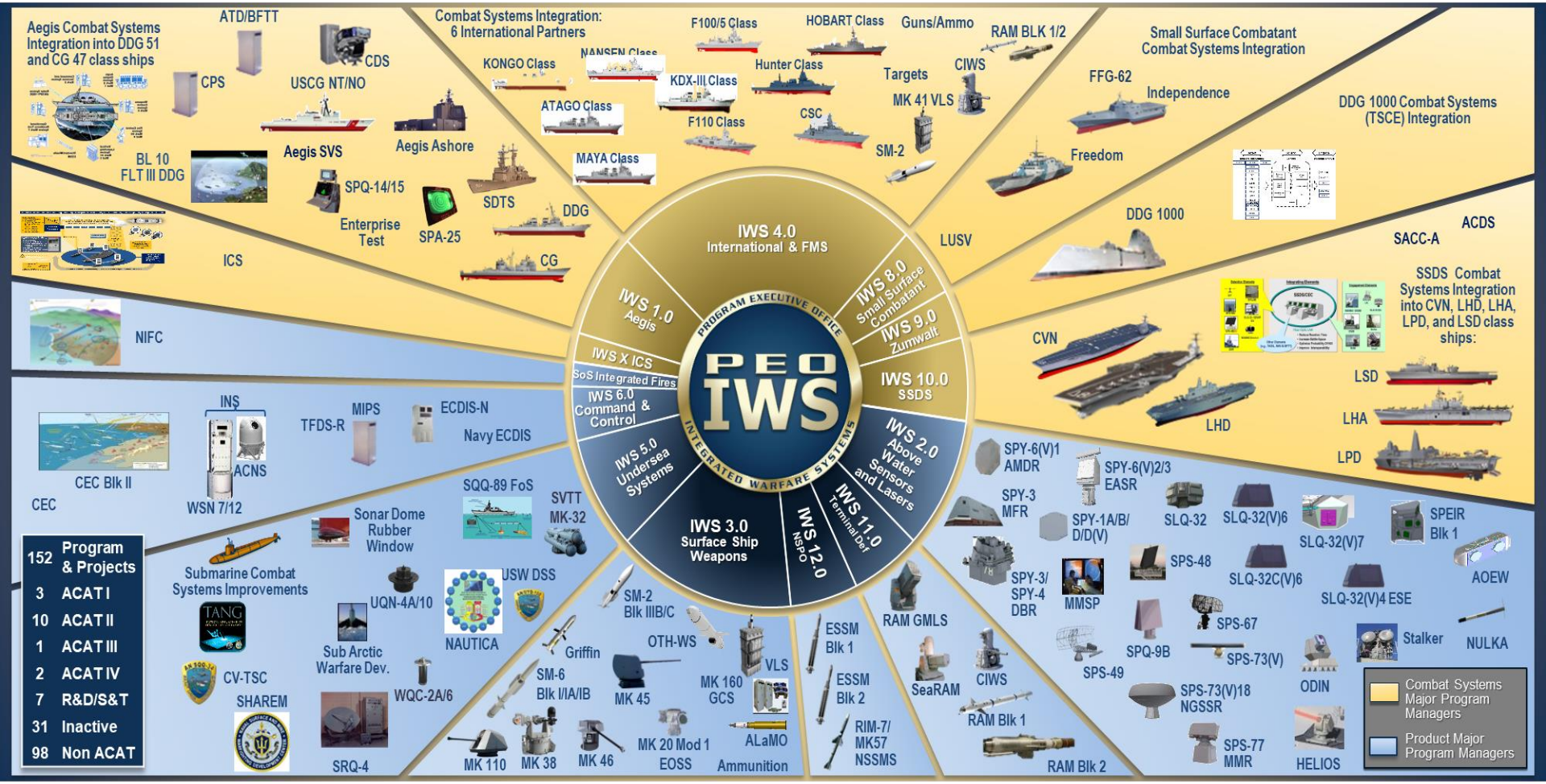
PEO IWS Portfolio



150+ Programs – PEO IWS is one of largest contract generators within NAVSEA HQ Enterprise

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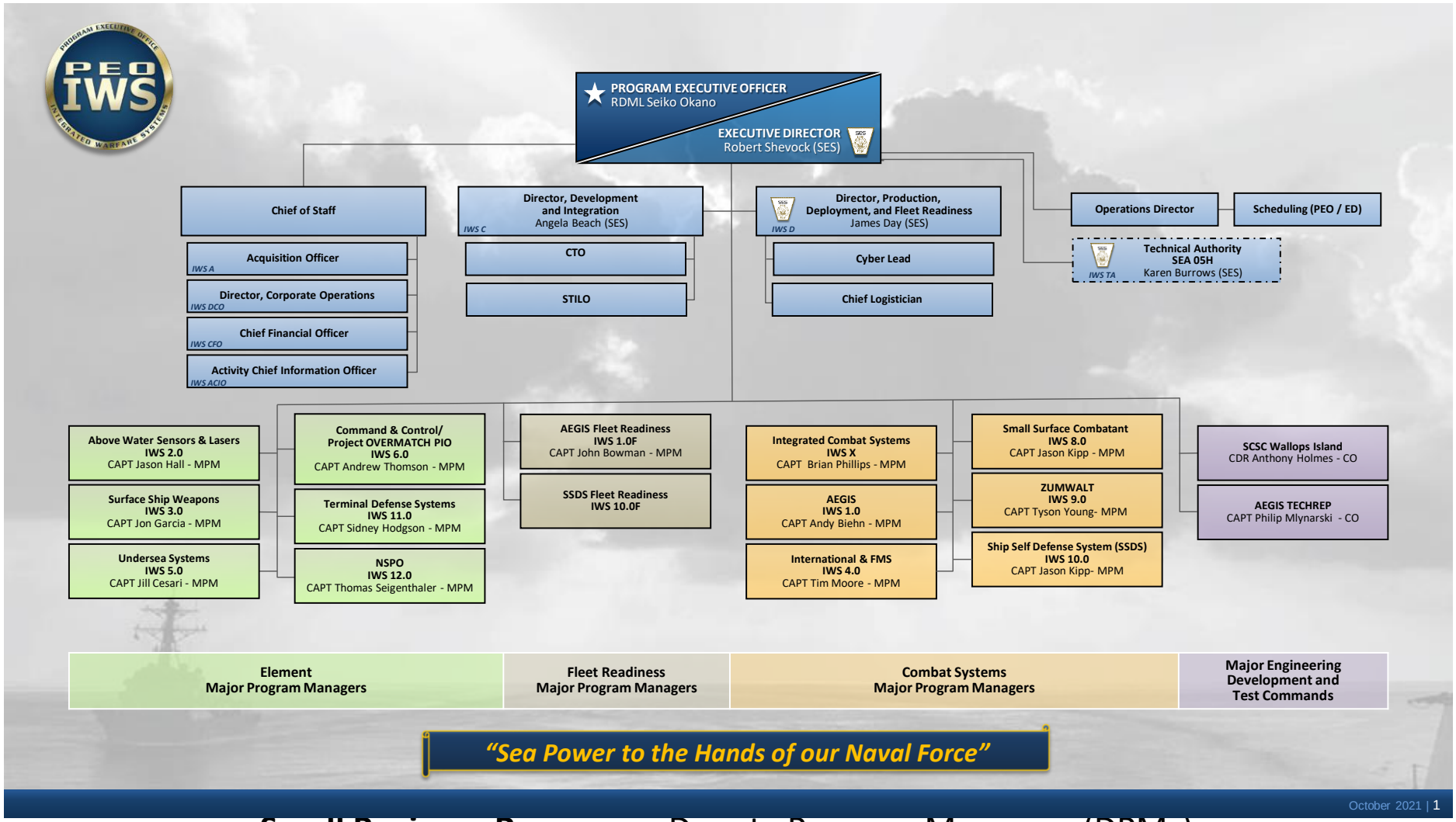
PEO IWS Organization



Small Business Resources: Deputy Program Managers (DPMs)
Chief Technology Officer (CTO)

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PEO IWS Organization

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) 781-4221
PEO IWS 2.0	Above Water Sensors and Lasers DMPM	Vacant
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 8.0	Small Surface Combatant Integrated Combat Systems DMPM	(202) 781-2529
PEO IWS 9.0	Zumwalt Integrated Combat Systems DMPM	(202) 781-3329
PEO IWS 10.0	Ship Self Defense System DMPM	(202) 781-1148
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 Technology Manager	(540) 653-3117
PEO IWS Chief Technology Officer	(202) 781-1895

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PEO IWS Organization

The best entrance into PEO IWS is to know PEO IWS

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Small Business Investment Areas

- **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

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Small Business 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

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Upcoming Opportunities

Small Business Prime Contracting Opportunities

- The Forge (PEO IWS Software Strategy)
  - https://www.linkedin.com/company/peo-iws-forge
- 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

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Upcoming Opportunities

Broad Agency Announcements (BAAs)

- 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 Busin

Other Transactions (OTAs)

- All OTAs currently through consortiums
- Both large and small suppliers
- PEO IWS 1.0, 3.0 and 5.0 are primary users
- Primarily focused on Research & Development
- Smaller dollar values – under simplified acquisition threshold to date

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

Contracts/Subcontracts

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

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Other Transaction Authorities (OTAs)

- **Non FAR-based contracts**
- **PEO IWS – 43 OTAs**
- **Current Consortiums Used for OTAs:**
  - Consortium Management Group (CMG) C5
    - Mission - Identify, acquire and transition critical technology innovations to the Warfighter
  - Naval Surface Technology & Innovation Consortium
    - Mission - Advance naval surface technology innovation
  - Defense Ordnance Technology Consortium
    - Mission - Enhance warfighter's lethality, survivability and combat effectiveness
  - Underwater Technology Innovation Consortium (UTIC)
    - Mission - Accelerate undersea and maritime technology innovation
  - Information Warfare Research Project Consortium
    - Mission - Advance Naval and Marine Corps information warfare capabilities
  - Cornerstone Consortium
    - Mission - Assess, sustain, and expand the industrial base

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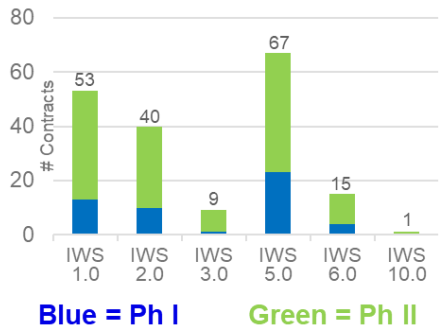
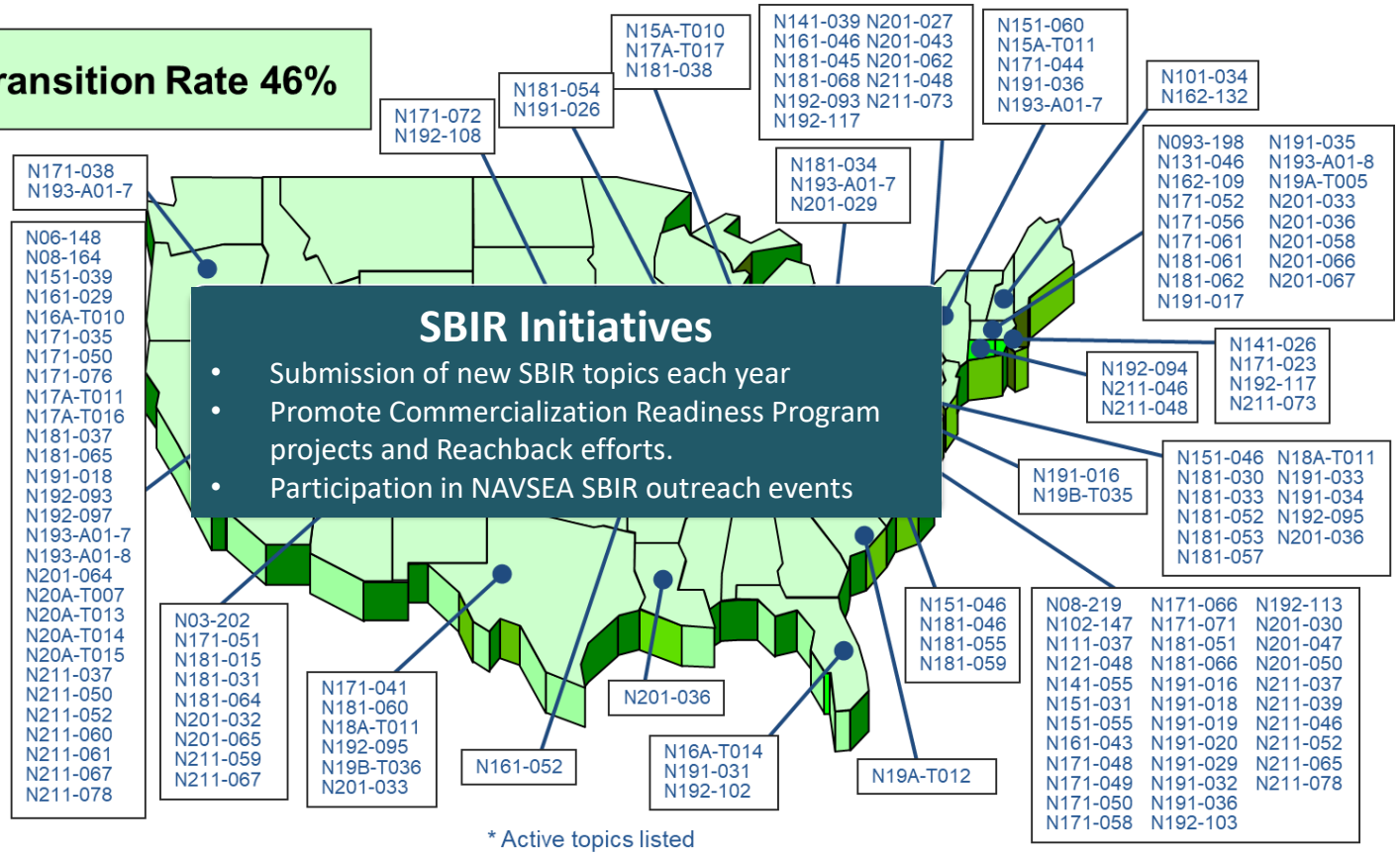
Upcoming Opportunities

PEO IWS SBIR Topics FY00.1 – FY21.1/A Solicitations

Phase II to Phase III Transition Rate 46%



185 Contracts
$45.12M
(FY21 funds)
$226.64M
(Total Contracts Value)



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Upcoming Opportunities – The Forge

What is the Forge?

- **An enterprise PEO IWS software factory supporting surface force combat system development**
- **A key enabler in driving to a force-wide Integrated Combat System**
- **Where the U.S. Navy accomplishes software development alongside Industry, with frequent user engagement**
- **Government furnished virtual/physical ecosystem for Agile software development**
  - Infrastructure as a Service (IaaS)
  - Platform as a Service (PaaS)
  - Continuous Integration/Continuous Delivery (CI/CD) Pipeline
  - Team with Government Product Owners enabling Agile development of mission apps

Contact Us:

https://www.linkedin.com/company/peo-iws-forge

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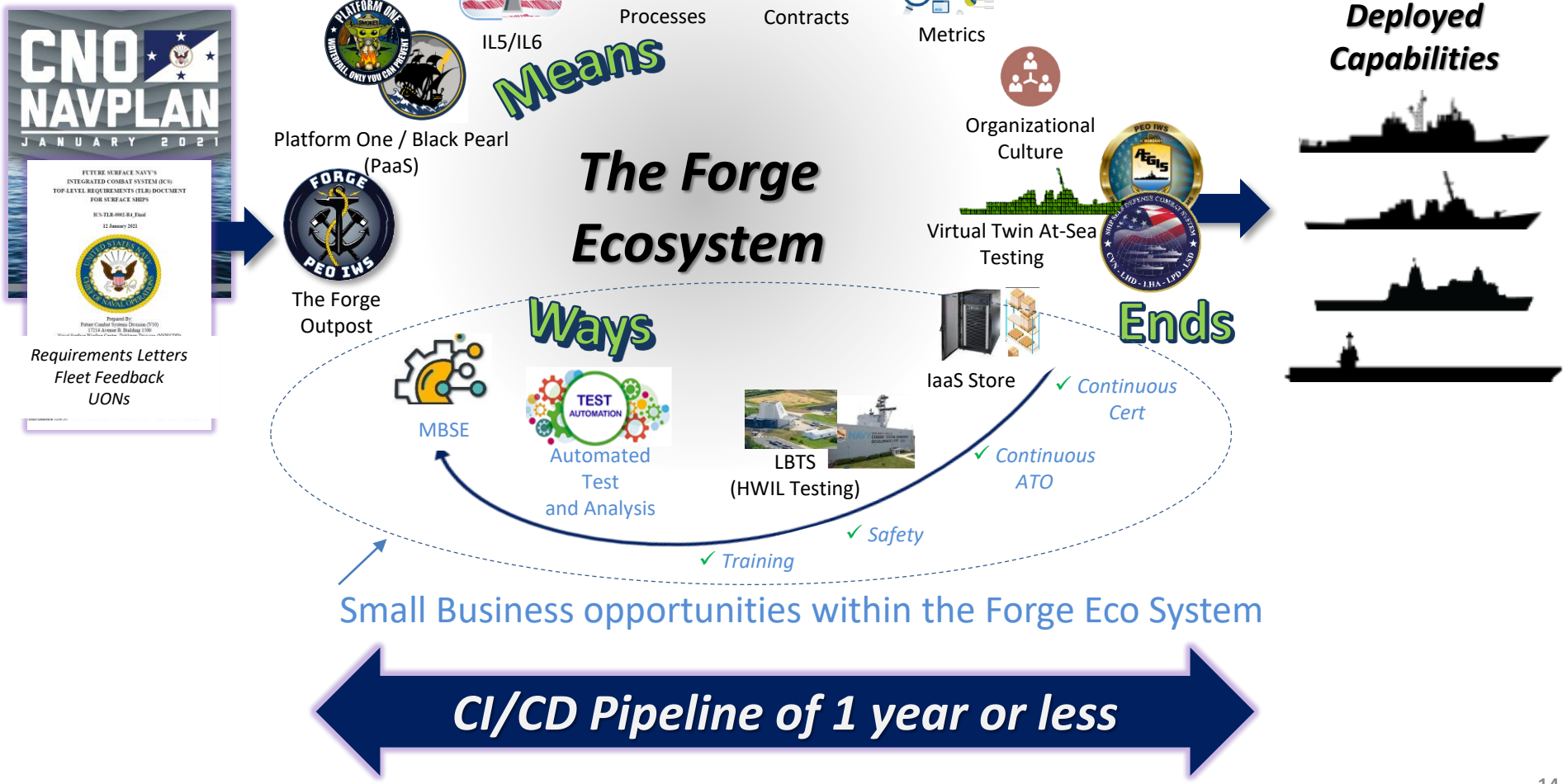
Forge Eco System



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Questions

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PEO Carriers
1420-1455

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PEO Aircraft Carriers Overview

NAVSEA Small Business Industry Day

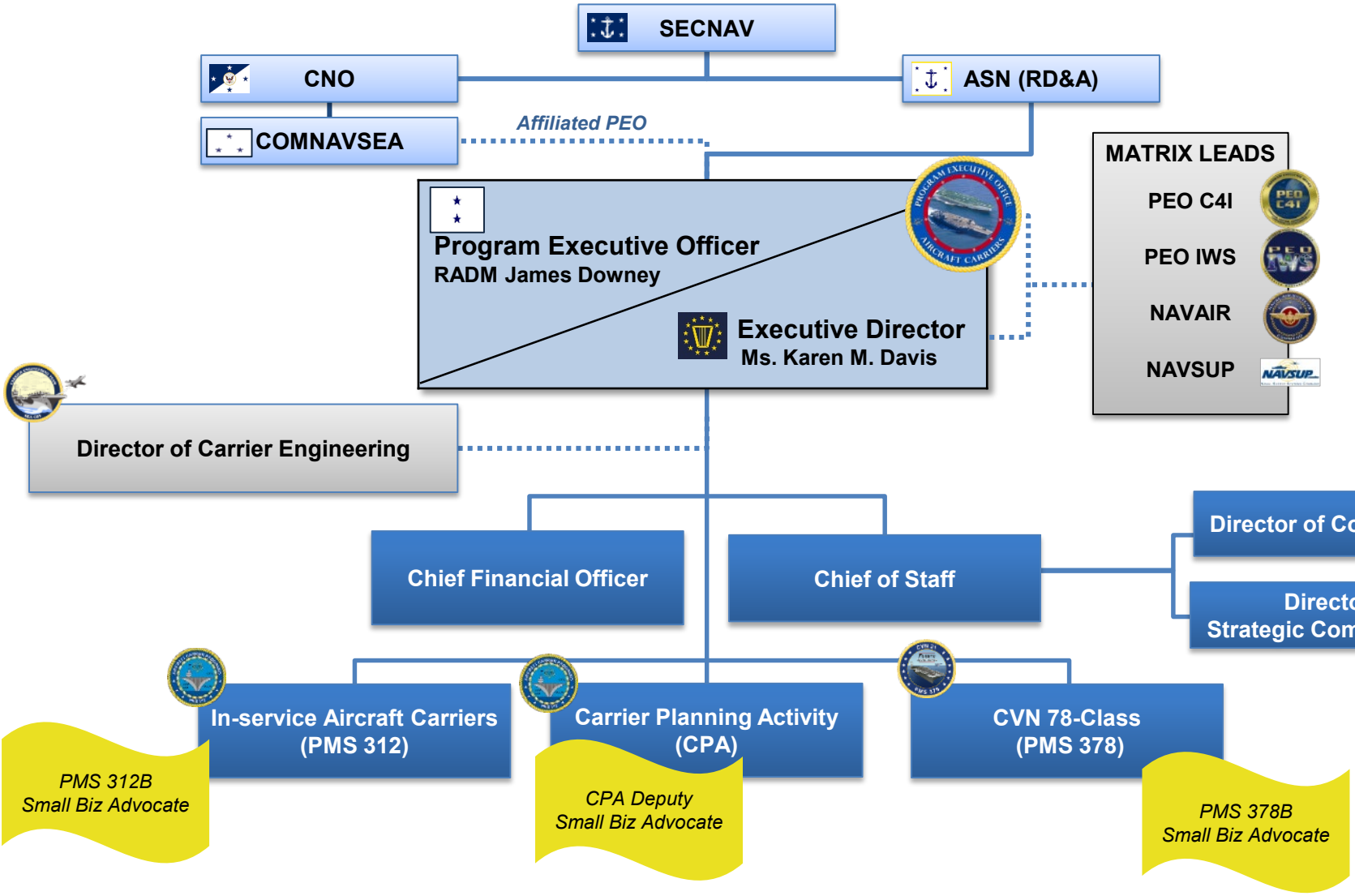
6 October 2021

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

Ms. Karen M. Davis
Executive Director, PEO Aircraft Carriers

NAVSEA: Statement A: Approved for Release. Distribution Unlimited

Organization



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Portfolio

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

In-service Carriers Program Office

In-service TOA (PB22)
$10.5B across the FYDP

CVN 78-Class Program Office

New Construction TOA (PB22)
$13.2B across the FYDP

PMS 312

PMS 378

CPA

Carrier Planning Activity

*PEO Aircraft Carriers TOA (*PB22*)*
***$23.7B** across the FYDP*

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Strategic Importance of Aircraft Carriers

SECNAV 4 "Cs"

- CHINA
- Culture
- Climate
- COVID

"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	Crisis	Conflict
Presence Humanitarian Assistance	Deterrence	Power Projection

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

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Looking Ahead

- **In Execution**
  - Complete CVN 68 PIA at PSNS
  - Complete CVN 78 PIA at NNS
  - Execute CVN 69 PIA at NNSY
  - Complete CVN 73 RCOH at NNS
  - Deliver CVN 79
  - Continue CVN 74 RCOH at NNS
  - Continue construction of CVN 80 and 81 at NNS

- **Coming Up**
  - Execute CVN 71 DPIA at PSNS
  - Support planning and execution of CVN 76 FY22 SRA at SRF Japan
  - Pre-AP RCOH contract for CVN 75 award Q1FY22
  - CVN 80 Keel Laying - 2022

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Small Business Investment Areas

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

- Develop a business base for circuit card repairs
- Develop AI or predictive analytics for failures on items such as EDG, shaft bearings and steam catapults
- Develop a means to automatically scan and update ship space digital models following possible approved modifications which may be required following extended deployments
- Cyber security support staff with security clearances and requisite certifications

*Over **$39.1M** in Small Business Set-Asides Since 2019*

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Current & Upcoming Opportunities

- **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 1 of TO
  - Awarded 12/11/2019
- **PMS 312 Carrier Planning Activity (CPA) SBSA (Recompete)**
  - Professional Support Services to CPA in support of In-Service Aircraft Carrier life-cycle management, maintenance, and modernization planning
  - Status: Currently in Base Year of TO
  - Awarded 12/18/2020
- **PMS 312 RCOH SBSA (Recompete)**
  - Professional Support Services to PMS 312 for Integrated Logistics Support (ILS), Refueling Complex Overhaul (RCOH), and Inactivation (INACT)
  - Status: Currently in Base Year of TO
  - Awarded 04/13/2021
- **PEOCV 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 20% small business participation subcontracting goal
  - Status: Currently in Base Year of TO
  - Awarded 07/15/2021
- **PEOCV Professional Support Services (Recompete / PEO-Wide)**
  - Competitive- HQ Prime support for Program Management, Life Cycle Logistics, PEO Operations, Business and Financial Management
  - Large Business Prime with 20% small business participation subcontracting goal
  - Status: Source Selection in progress
  - Award ECD Q1 FY22
- **Mid-Atlantic Private Sector Maintenance (PSM) (Recompete)**
  - Competitive
  - Will include SBIF
  - Award ECD Q2 FY23
- **San Diego PSM (Recompete)**
  - Competitive
  - Will include SBIF
  - Award ECD Q2 FY24

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Questions

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PEO Unmanned and Small Surface Combatants (USC) 1455-1530

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PEO USC

NAVSEA Small Business Industry Day

7 October 2021

Tim Gaffney
Acquisition Director
PEO USC

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PEO USC Portfolio

Littoral Combat Ship (LCS)

LCS 2 Variant

LCS 1 Variant

LCS Training

MCM USV

MH-60

SUW Mission Pkg

MHUs

UISS

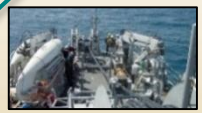
MQ-8 Fire Scout

MCM Mission Pkg

Knifefish

ASW Mission Pkg

AN/AQS-20


MCM 1 SMCM

Frigate

FFG 62

Foreign Military Sales

MMSC

Unmanned Maritime Systems

LUSV

MUSV

Sea Hunter

GHOST FLEET

LDUUV

XLUUV/AUP

RAZORBACK

High Speed Assault Craft

MK11 SDV

VAS and Small Arms

Expeditionary Missions

CREW & CUAS

Joint EOD

Underwater EOD

Anti-Terrorism Afloat

MMUBA

Mine Warfare

CDM

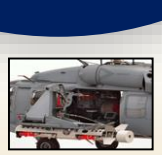
Hammerhead

Quickstrike

MH-53 AMCM

AQS-24

Barracuda


AMNS

ALMDS

MIW C2

COBRA

PMS 501 PMS 515 PMS 525 PMS 406 PMS 340 PMS 408 PMS 495 PMS 420

PROGRAM EXECUTIVE OFFICE UNMANNED AND SMALL COMBATANTS

ACCELERATE · INNOVATE · DELIVER

PEO USC

As of September 2020 - DISTRIBUTION A – Approved for public release

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PEO USC Small Business Champions

PMS 340 DPM
Claude Lim

PMS 525 DPM
Ghadeer Halim

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

PMS 406 DPM
Joel MacRitchie

PMS 515 DPM
Andrew Bosak

PMS 408 DPM
Mike Alperi

PMS 501 DPM
Howard Berkof

PMS 420 DPM
George Saroch

PMS 495 DPM
Gary Jones

PEO USC
SB Service Opportunities FY22

Knowledge-based Services

- Program Management Support Services, Unrestricted
  - Unmanned Systems, LCS MM, LCS Sustainment, Mine Warfare
  - Supports, PMS 406, PMS 420, PMS 495, and PMS 505

PEO USC
SB Equipment Opportunities FY22

- Sea Hunter/ Sea Hawk O&S D.O. on USV FoS MAC
- CTEM Elevated Mast on USV FoS MAC
- Autonomy architecture (FY23)

- UUV and ROV Autonomy
- AI for unmanned and CREW systems
- Advanced acoustic sensors for MCM
- C-UAS technologies

- Minesweeping PDS and MK 104 payload for MCM USV (USV FoS MAC)
- Minehunting PDS for MCM USV (USV FoS MAC)

- COBRA Blk II small business set-aside acquisition
  - Integrated into Firescout UAV
  - Adds night detection capabilities

PEO USC SBIR/STTR Business Model

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

National Defense Strategy

PEO USC Project Topic

Company A Feasibility Study

Company B Feasibility Study

Company B Prototype Demo

Company B Product

Acquisition Program

Phase I
$225K SBIR Funds
Competitive Award
12 Months

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

Phase III
Directed Award
Non-SBIR Funds

5 – 7 Years

Upcoming PEO USC SBIR/STTR and RIF Opportunities

What?	When?	How do I get involved?
21.1 SBIR/STTR BAA (10 PEO USC Topics)	• SBIR Pre-Release Begins 1 Dec 2021 •BAA Opens 12 Jan 2022 •BAA Closes 10 Feb, 2022	BAA will be posted to FedBizOpps on the pre-release dates. Guidance and resources for small businesses are available at: www.sbir.gov https://sbir.defensebusiness.org and www.navysbir.com
SBIR/STTR Reachback (only previous SBIR/STTR awardees are eligible)	Ongoing	We are always interested in new technologies and ideas. If you have a SBIR/STTR project that aligns with the PEO USC portfolio, please let us know.

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

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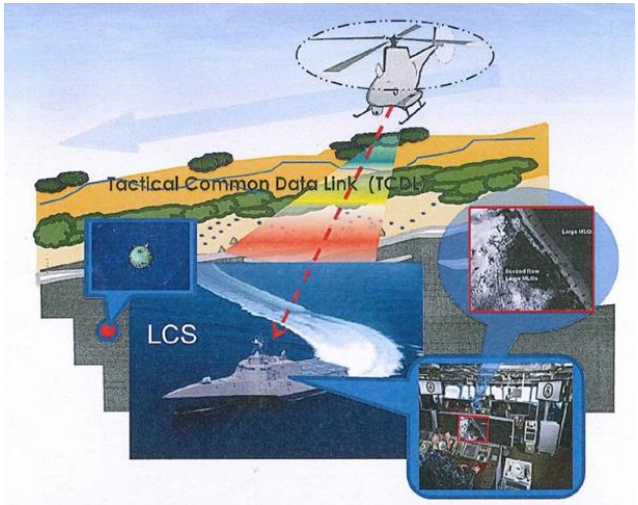
Good News Stories

Areté Associates

Effort: Coastal Battlefield Reconnaissance and Analysis (COBRA) system is a mission payload on the MQ-8B Fire Scout unmanned air system, which can be embarked on Littoral Combat Ship or other air-capable ships. Areté's Airborne Remote Optical Spotlight System (AROSS) provides environmental monitoring of the near-shore ocean, utilizing digital electro-optical (EO) sensors and mission-specific algorithms. AROSS enhances littoral intelligence, surveillance, and reconnaissance capabilities, including near-surface sea mine detection and precision localization of land targets and obstacles.

SB Award: NAVSEA Small Business Innovation Research Contract Award, Rapid Innovation Fund Award

Benefit: Land mine detection is critical for expeditionary forces to beach safely. The AN/DVS-1 COBRA system is designed to detect and localize mine fields and obstacles in the surf and beach zone prior to an amphibious assault; the incorporation of AROSS algorithms and software enhances the safety of assault breaching missions by providing bathymetry and currents in littorals, estuaries, and rivers of denied areas.



Accelerate

Innovate

Deliver

PEO USC Questions

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Team Submarines
1530-1605

Statement A: Approved for Release. Distribution is unlimited.

TEAM SUB

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

NAVSEA Small Business Industry Day

06 October 2021

TEAM SUB Mission & Priorities

Team Submarine Mission:

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

Team Submarine Vision:

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

PRIORITIES

Maintain continuous strategic deterrence

- Deliver the COLUMBIA Class on time at an affordable budget
- Sustain the OHIO class through end of life

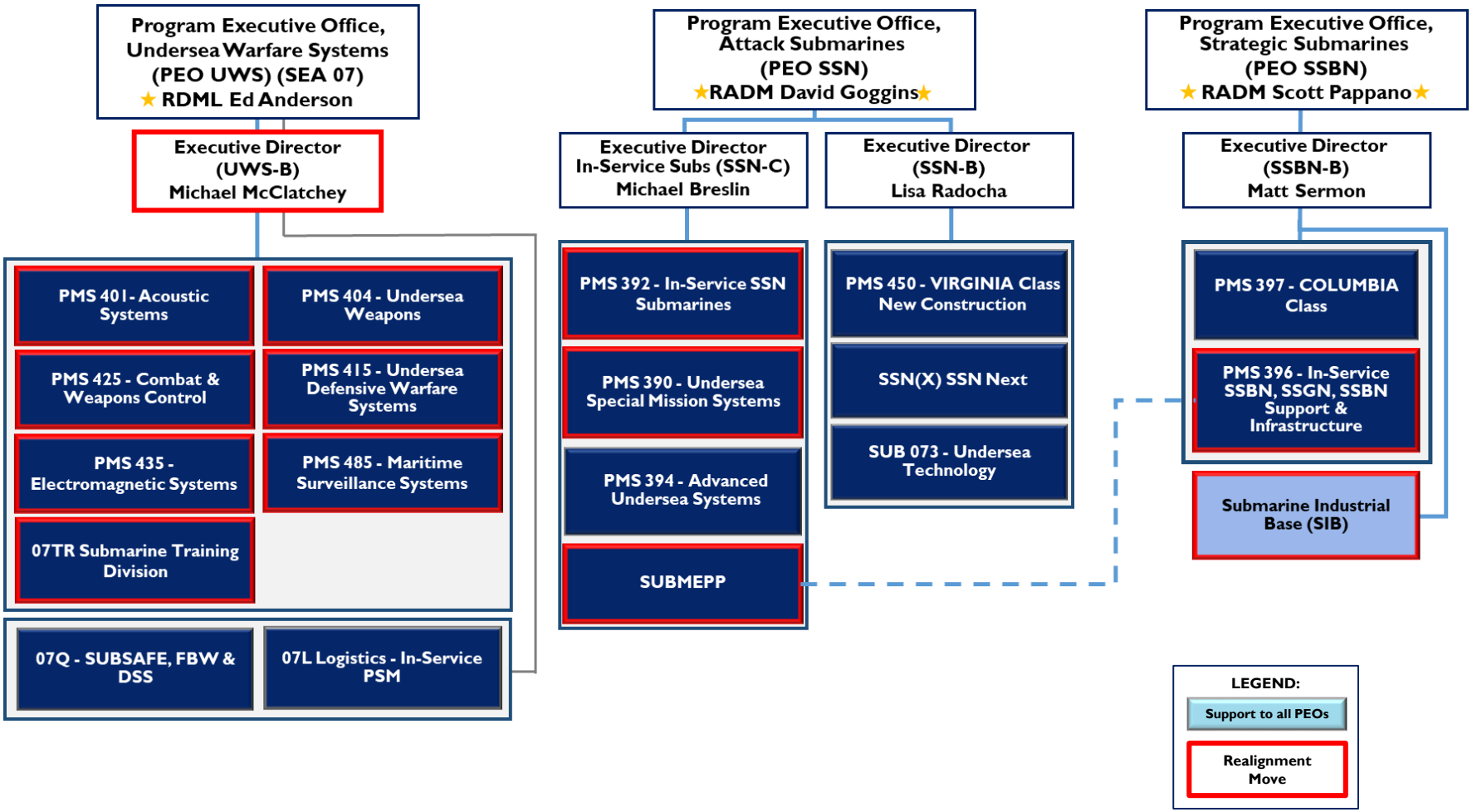
Maximize warfighting availability and lethality of undersea forces

- Execute VIRGINIA class recovery plan to sustain 2/year
- Increase undersea force Ao; drive affordability into all submarine classes' life cycle sustainment plan
- Expand investments to maximize the rapid fielding of transforming sensors, weapons and payloads through full spectrum of warfare

Deliver integrated warfare in a secure, cyber resilient, common architecture

- Execute SWFTS Transformation
- Accelerate closure of Undersea Cyber Security Advisory Board (UCAB) actions

TEAM SUB Organization



PEO UWS

PMS 401
ACOUSTIC SYSTEMS
PMS 425 - COMBAT
& WEAPONS CONTROL
PMS 435 - ELECTROMAGNETIC
SYSTEMS
07TR TRAINING (TRAINERS
AND FACILITY SUPPORT)
PMS 404
UNDERSEA WEAPONS
PMS 415 - UNDERSEA
DEFENSIVE WARFARE SYSTEMS
PMS 485 - MARITIME
SURVEILLANCE SYSTEMS
07L LOGISTICS
(IN-SERVICE PSMJ)
07Q
SUBSAFE, FBW & DSS
TEAM SUBMARINE
ASST SECNAV (RD&A) • NAVAL SEA SYSTEMS COMMAND

PEO SSN

SSN(X) SSN NEXT
FAST ATTACK SUBMARINE
SSN(X)
PMS 392 - IN-SERVICE SUBMARINES 688, 21, 22, VCS
PMS 390 - UNDERSEA SPECIAL MISSION SYSTEMS
PMS 394 - ADVANCED UNDERSEA SYSTEMS
SUBMEPP
PMS 450 - VIRGINIA CLASS NEW CONSTRUCTION
SUB 073 UNDERSEA TECHNOLOGY
TEAM SUBMARINE
ASST SECNAV (RD&A) • NAVAL SEA SYSTEMS COMMAND

PEO SSBN

PMS 397 - COLUMBIA CLASS
PMS 396 - IN-SERVICE SSBN, SSGN, SSBN SUPPORT AND INFRASTRUCTURE
SUBMARINE INDUSTRIAL BASE (SIB)
TEAM SUBMARINE
ASST SECNAV (RD&A) • NAVAL SEA SYSTEMS COMMAND

Team SUB SBIR Program

PURPOSE

Diversify industrial base by enabling small business participation in technology development

PROCESS

Program Offices generate topics that develop a technology product, process, or service that improves the "state-of-the-art" through greater capabilities

- Small business compete solutions through Phase I
- Phase III contract without need to recompete

RESULT

Team SUB investment includes 164 active contracts, obligating $679M on contract, with 41 companies

Team SUB Small Business Investment

- **$2.4B in total active small business contract value from FY16-FY25**
- **Approximately 13% of our system level contract dollars are invested in small business**
- **More Other Transaction Authority (OTA) is being utilized in TSUB**
  - Consortia based focus: 7 Program Offices with $379M (FY20-FY24) in efforts to various vendors to include some small businesses
  - Expecting our SB numbers to go up in future years due to more use of OTs and new requirements
- **Commercial Technologies for Maintenance Activities (CTMA) Program is also another tool (cooperative agreement) we use to reach small business (electronics obsolescence in undersea weapons)**
  - Solving sustainment challenges in TSUB as many program offices are cradle to grave with acquisition
- **More discussion and briefings with the program offices on various programs and consortiums that promote National Development Council (NDC)/SBs**
  - Engaged senior leadership on options and benefit of utilizing small business/non-traditional vendors

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

Team SUB Small Business Investment Areas

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

TSUB: $14.5B organization: unmanned capabilities, payloads, design for supportability, information automation, and cyber have recently had increase in focus from innovation standpoint

Team SUB SBIR Success: Synthetic Lube Oil

BACKGROUND:

METSS Developed a synthetic oil to replace the Navy's existing petroleum-based oil. This technology enables Fleet commands to operate in colder environments, run their engines at higher temperatures, and react faster to threats because synthetic oil improves overall motion control, propulsion, weapons, and acoustic systems

RESULTS

1.
Elimination of hot oil flushes

2.
Periodicity extensions for hydraulic system fluid drain and replace maintenance

3.
Reduced hydraulic control valve and associated service restorations at depot level availabilities

SAVINGS

Class-by-Class Estimated Lifecycle Savings	
LOS ANGELES (SSN688) Class	$18.25 M
SEAWOLF (SSN21) Class	$7.66 M
OHIO (SSB(G)N726) Class	$21.09 M
VIRGINIA (SSN774 - SSN786) Class	$53.47 M
Total In-Service Submarine Fleet Savings	$100.47 M

Team SUB SBIR Transitions

Team SUB > $1.5B in Phase III Investment

Cardinal Engineering / Weidlinger Associates
Shock Analysis

www technologies
Ship Control Architecture

CCSM
Planning Systems Inc
GCCS Development & COTS Applications

DSR
Advanced Information Systems
Software Migration Legacy Trainer
Photonics Mast Workstation

Rite Solutions
Mission/engagement planning s/w

Progeny
Audio Signals
Active Emissions Information Assurance
AN/WLR-1 AI&R
Manning Reduction

Trident Systems
Mobile Computing for Submarine Applications

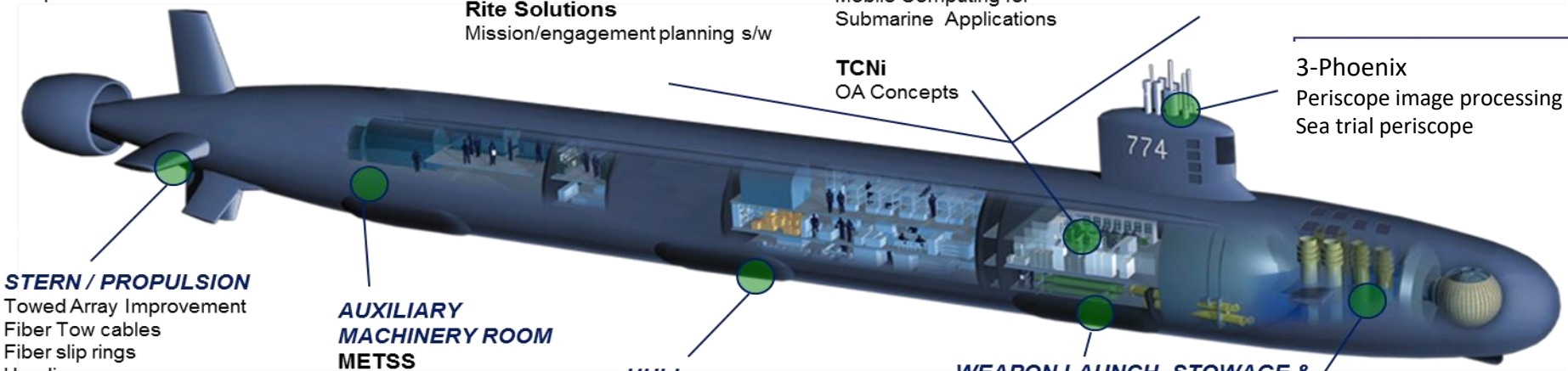
TCNi
OA Concepts

Rite Solutions
Future Combat System Planning
On Board Team Trainer

Chesapeake Science Corp.
TSMS Telemetry

Jackpine Technologies
Common Submarine Radio Room Software

3-Phoenix
Periscope image processing
Sea trial periscope



STERN / PROPULSION
Towed Array Improvement
Fiber Tow cables
Fiber slip rings
Heading sensors
telemetry
Chesapeake Sciences Corp

AUXILIARY MACHINERY ROOM
METSS
Synthetic Lubricating & Hydraulic Oil

TRI
HCDR Coating

HULL
Compudrive
Electromechanical Actuators

Seeman Composites
Non-Autoclave Composite Systems and fairings

AAC
Acoustic sensors

Sedna
HF Sim/Stim

WEAPON LAUNCH, STOWAGE & HANDLING
Progeny
Tools for VME Interactive Acoustic Analysis Process
Multi Tube Weapon Simulator
Common Weapon Launcher

MK54 Mod 1 Array

Pacific Engineering Inc. (PEI)
Ready Stow Group (RSG) Launch Cradle

TRI
Composite Torpedo Room Temp Berthing and weapon handling cradles

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

Small Business Investment Opportunities

- **There is opportunity for innovative solutions in the sustainment lane in our system offices which often sustain their own products**
- **SBIR Program has funding available to buy down technology risk**
- **Diversify industrial base by enabling small businesses to participate in technology development**
- **Program Offices generate topics that develop a technology product, process, or service that improves the "state-of-the-art" through greater capabilities such as small business compete solutions through Phase I, and Phase III contract without need to recompete**

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: Andrew F. Jaffke; andrew.jaffke@navy.mil

Additional Points of Contact

- **Long Range Acquisition Forecast (LRAF)**
  - POC Rich Goff, SEA02C1 (202) 781-2872
  - www. sam.gov
- **Undersea Technology Other Transaction 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?

SEAPORT NexGen 1605-1625

Statement A: Approved for Release. Distribution is unlimited.

SeaPort NxG

NAVSEA

Small Business Industry Day

06 October 2021

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What Is SeaPort?

- 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

- SeaPort is the Department of the Navy's (DON's) **mandatory for consideration** vehicle for the procurement of professional support services

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NxG Philosophy

- Not a schedule program or GWAC – Navy Only
- Decentralized ordering – 121 Ordering Offices
- Fair Opportunity to Compete in accordance with FAR 16 - nationwide
- Electronic Portal for all Task Orders (TOs)
- No Fee to Contractors to utilize SeaPort
- Rolling Admissions to add new vendors
- Maximize Small Business participation

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Small Business Strategy

- 85% of MAC Awardees are Small Businesses
- Each TO reviewed by Deputy for Small Business for potential set asides and subcontracting goals
- Promote Small Business as a Prime through set asides
  - Must be noted in the TO Solicitation
- 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
- SBIRs cannot be awarded through SeaPort

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NxG Contract Characteristics

- Up to five-year Base ordering period w/Five-Year Option
- Single NAICS (541330) with military exception ($41.5M)
- MAC SOW
  - Broadly worded as work is defined and competed at the TO level
  - SOW grouped into 2 Functional Areas with 23 subcategories
- Cost and Fixed priced task orders permitted
  - Only can bid on cost orders if adequate accounting system
  - Audit process can be started by emailing seaport_epco@navy.mil
- Only one MAC award per Company
- No Time and Material or Undefinitized orders

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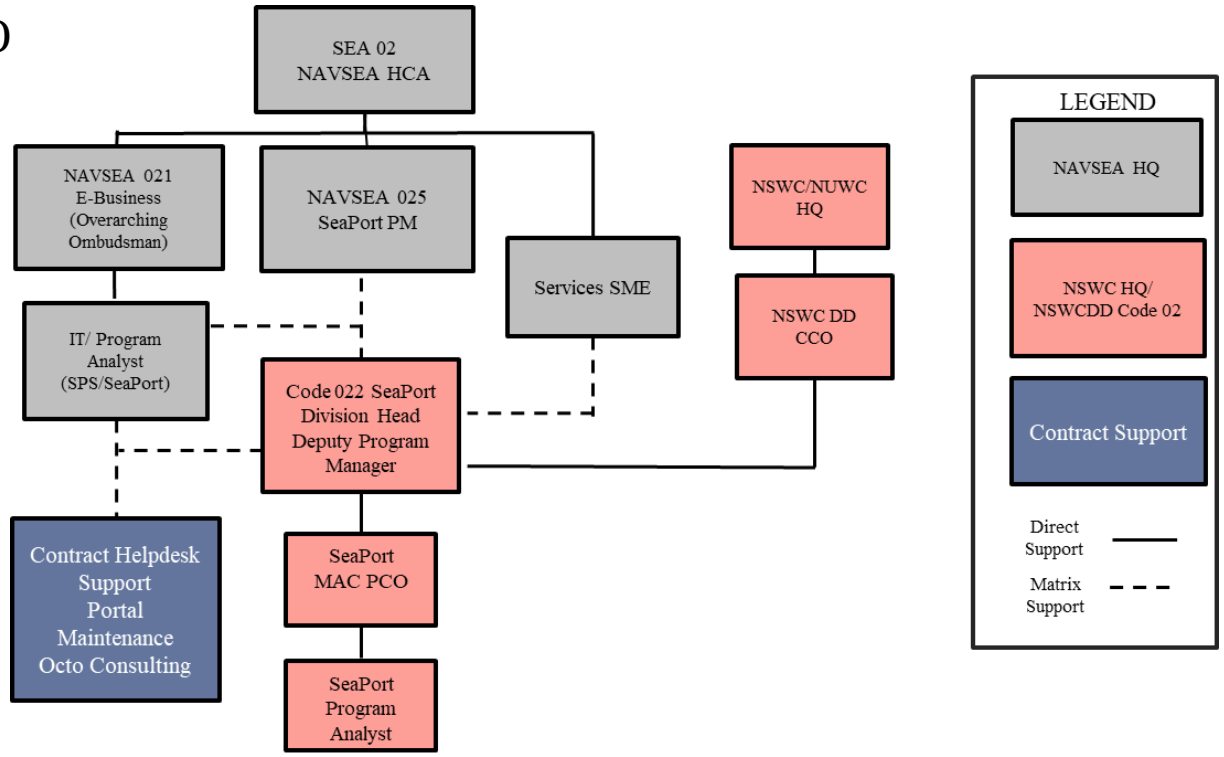
Who Are We?

SeaPort PMO



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

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Authorized Ordering Office Responsibilities

- Acquisition Forecasting
- Requirements development
  - To include Statements of Work, personnel and security requirements and L&M requirements
- Industry Days
- Maximize Small Business participation
- Ensure fair competition
- Solicit, award and administer TOs

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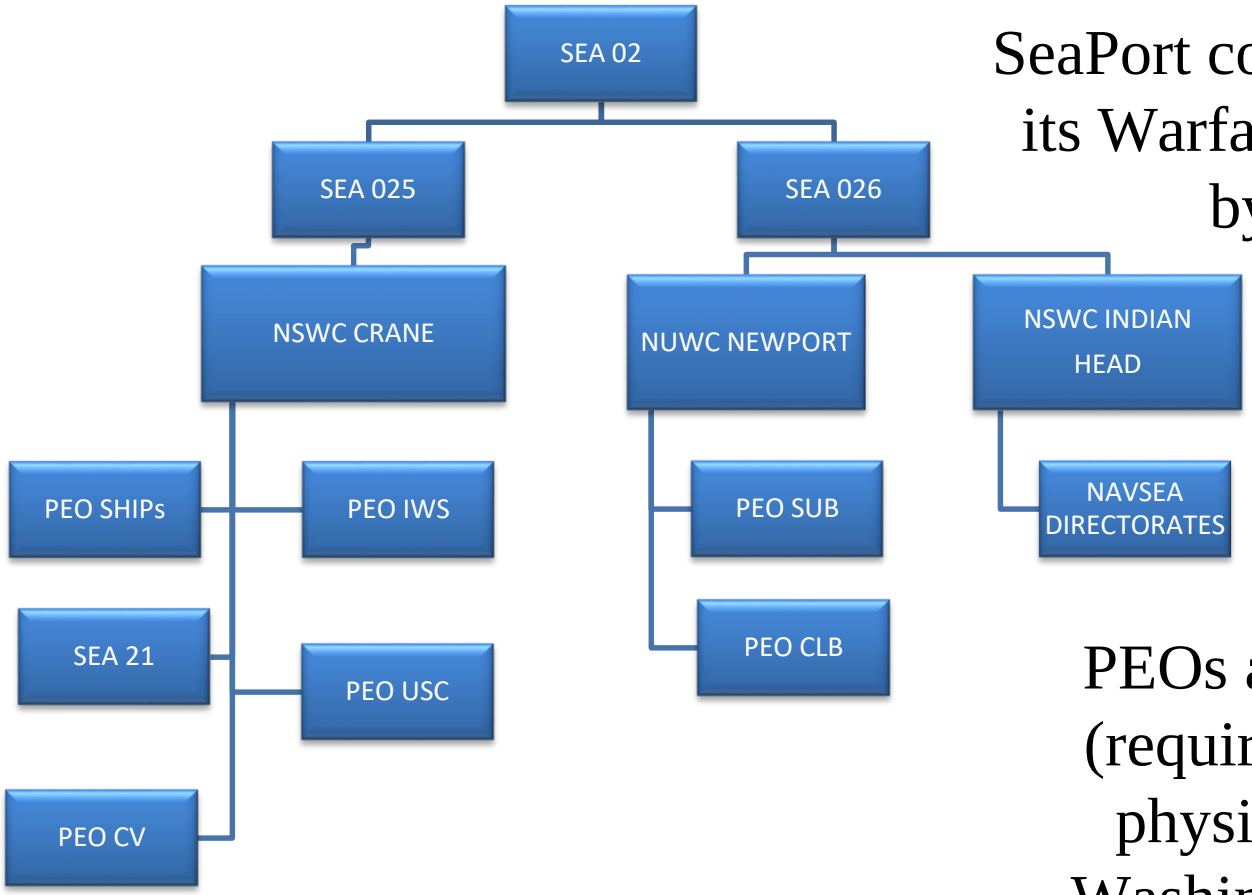
Doing Business with NAVSEA SeaPort



NAVSEA 02 delegated its SeaPort contracting actions to its Warfare Centers in 2016 by customer.

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

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NAVSEA SeaPort Industry Feedback

- NAVSEA has considered industry feedback in developing Sections L and M for use in all SeaPort procurements supporting NAVSEA HQ PEOs/Directorates
  - Define minor subcontractors are those cost type subcontractors proposing less than 10% of the total LOE
    - Minor subs will not be included in cost realism evaluation unless the aggregate of all minor subs exceeds 25% of the total LOE
  - Stipulate escalation to be used for proposal purposes unless FPRA evidence of lower incurred rates
  - Labor mix is mandatory, defined in terms of MHs not %
  - Small business participation approach will be evaluated as pass/fail

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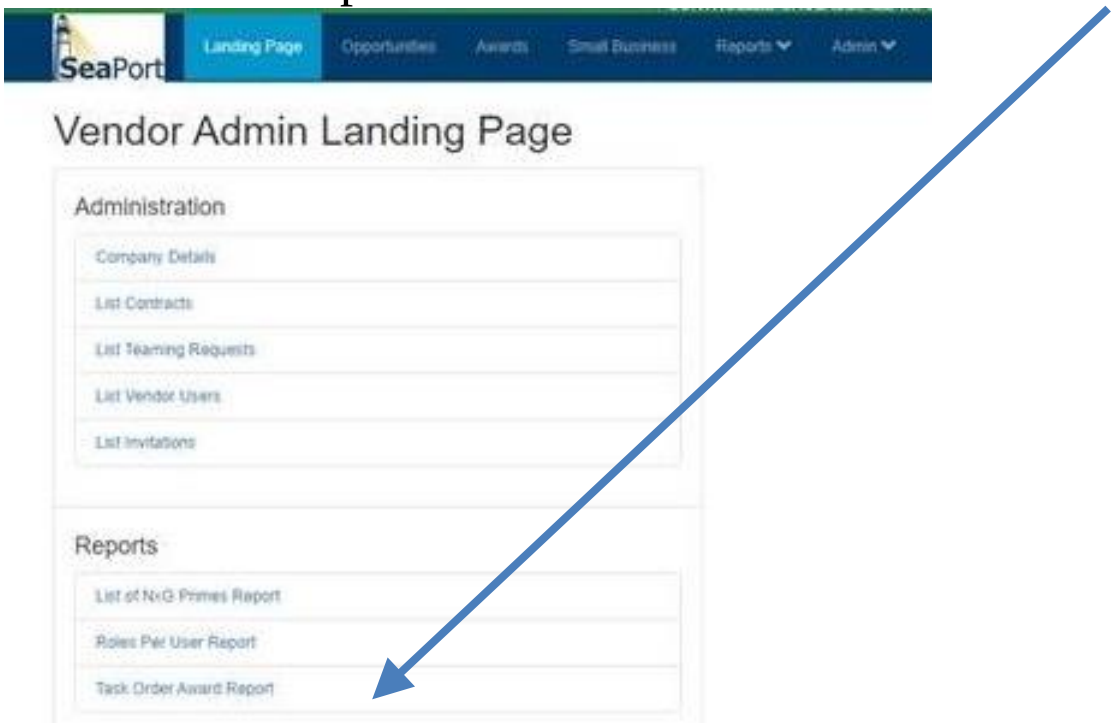
Doing Business with SeaPort Ordering Activities

- 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



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Doing Business with SeaPort Ordering Activities

- Learn the program and local ordering office's needs
  - Look at past RFPs on the opportunities tab in SeaPort
    - Offer alternative language or approaches to the Contracting Offices prior to solicitations released
  - Contact the DSB of the local ordering office
    - https://www.navsea.navy.mil/Portals/103/Documents/Small_Business_Forum/NAVSEA%20SBP%20OrgChart%20Final_050421.pdf
  - Study Long Range Acquisition Forecasts
    - https://www.navsea.navy.mil/Business-Partnerships/LRAF/
    - Some ordering activities publish near term efforts in the portal as an "Advanced Planning Matrix" under the opportunities tab

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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 who is 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

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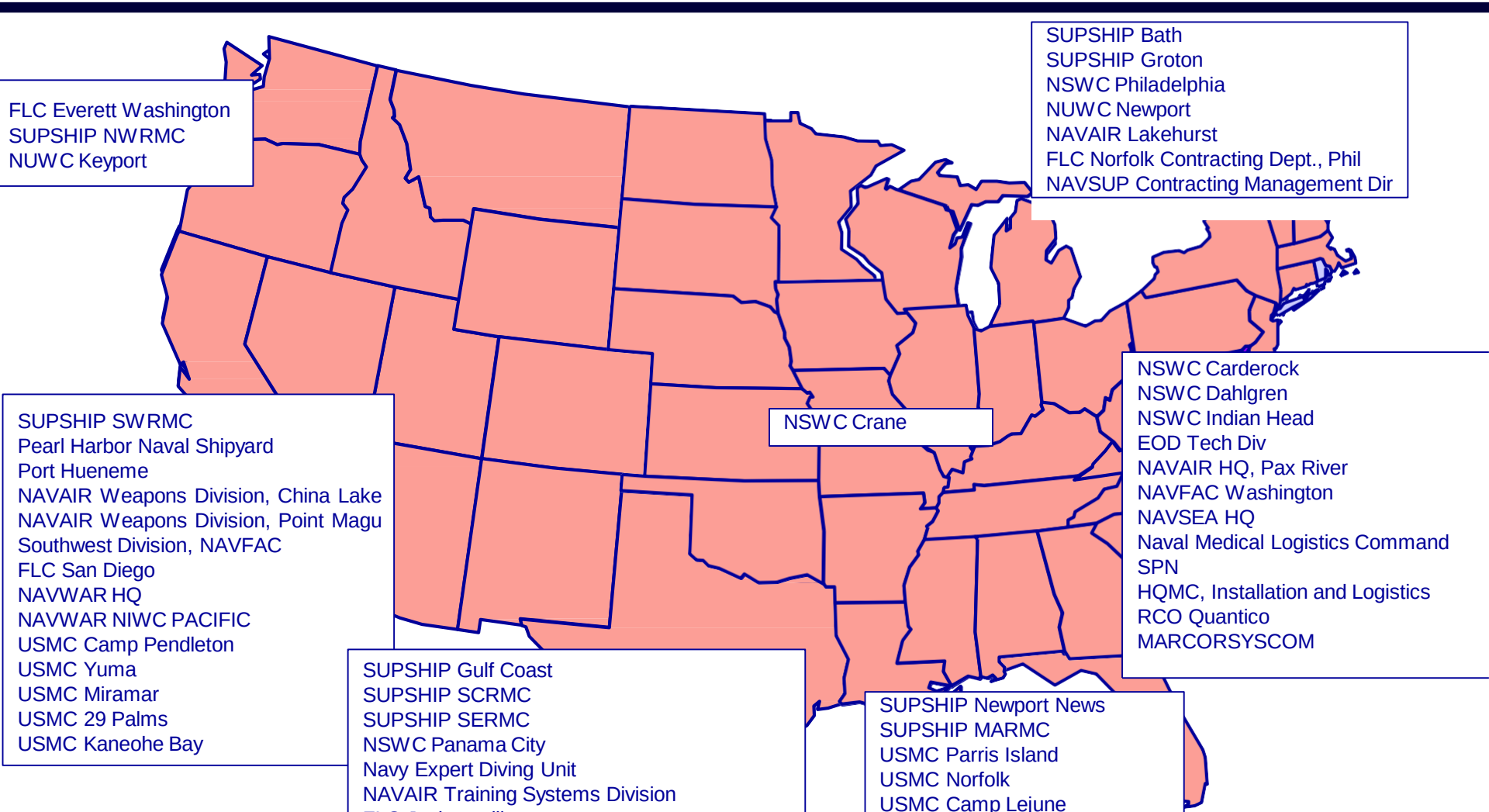
Ordering Activities Nationwide



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NAVSEA NxG Award Stats

Ordering Office	# of TO Awards
MARMC (N50054)	10
Naval Sea Logistics Center Mechanicsburg (N65726)	6
NSWC, INDIAN HEAD DIVISION (N00174)	8
NSWC, PHILADELPHIA DIVISION (N64498)	27
Norfolk Naval Shipyard (N42158)	3
NSWC, CARDEROCK DIVISION (N00167)	14
NSWC, CORONA DIVISION (N64267)	3
NSWC, CRANE DIVISION (N00164)	41
NSWC, DAHLGREN DIVISION (N00178)	30
NSWC, PANAMA CITY DIVISION (N61331)	18
NSWC, PORT HUENEME DIVISION (N63394)	11
NUWC, KEYPORT DIVISION (N00253)	6
NUWC, NEWPORT DIVISION (N66604)	23
PORTSMOUTH NAVAL SHIPYARD (N39040)	1
SERMC (N40027)	5
Total	**206**

Overall Proposal Stats	Numbers
Different Vendors Winning an Award	110
Average # of Proposals Received	9
Mode # of Proposals Received	2
One bids	55
Most Proposals Received	20

One-Bid Stats	# of TOs
Reserved for 8(a)	2
SB Set-Aside	17
Unrestricted	36
Total One Bids	**55**

Lowest Priced Winner	# of TOs
No	70
One-Bid	55
Yes	81
Total	**206**

Winner incumbent	# of TOs
No	106
Yes	100
Total	**206**

Data as of 01/01/19 – 09/13/21

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NAVSEA NxG 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	**14**	**$**	**34,675,966.71**	**$**	**344,466,304.09**
8(a)	*10*	*$*	*27,273,282.97*	*$*	*256,859,099.47*
8(a)/HUBZone	*1*	*$*	*1,906,168.00*	*$*	*20,864,230.00*
8(a)/SDVOSB	*2*	*$*	*4,738,045.74*	*$*	*27,694,860.25*
8(a)/WOSB	*1*	*$*	*758,470.00*	*$*	*39,048,114.37*
Reserved for HUBZONE Total	**1**	**$**	**7,414,291.32**	**$**	**18,780,406.00**
8(a)/WOSB/HUBZone	*1*	*$*	*7,414,291.32*	*$*	*18,780,406.00*
Reserved for SDVOSB Total	**5**	**$**	**15,653,769.34**	**$**	**216,105,300.50**
SDVOSB	*4*	*$*	*13,057,923.91*	*$*	*167,132,691.07*
SDVOSB/HUBZone	*1*	*$*	*2,595,845.43*	*$*	*48,972,609.43*
Reserved for WOSB Total	**2**	**$**	**6,374,386.04**	**$**	**33,418,002.18**
WOSB	*2*	*$*	*6,374,386.04*	*$*	*33,418,002.18*
SB Set-Aside Total	**98**	**$**	**510,028,009.74**	**$**	**3,446,042,545.02**
8(a)	*3*	*$*	*18,727,954.54*	*$*	*137,822,763.00*
8(a)/WOSB/SDVOSB	*1*	*$*	*1,546,291.58*	*$*	*5,298,781.76*
SDVOSB	*20*	*$*	*108,388,472.69*	*$*	*794,636,543.59*
Small Business	*59*	*$*	*326,218,100.16*	*$*	*1,987,484,517.01*
WOSB	*15*	*$*	*55,147,190.77*	*$*	*520,799,939.66*
Unrestricted Total	**86**	**$**	**745,054,712.00**	**$**	**5,072,378,558.22**
Large Business	*70*	*$*	*676,501,352.71*	*$*	*4,527,227,359.22*
SDVOSB	*2*	*$*	*14,694,621.15*	*$*	*78,285,970.22*
Small Business	*13*	*$*	*44,882,531.14*	*$*	*457,889,021.78*
WOSB	*1*	*$*	*8,976,207.00*	*$*	*8,976,207.00*
Grand Total	**206**	**$**	**1,319,201,135.15**	**$**	**9,131,191,116.01**

66% of Solicitations have been set aside

 # Different SB Vendors
136 awards to
84 SB companies

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

Data as of 01/01/19 – 09/13/21

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Major NAVSEA SeaPort NxG Providers

NxG Vendors * INDICATES SB	# Awards	Sum of Potential Value
Science Applications International Corporation	10	$ 694,890,751.33
Amentum Services, Inc.	6	$ 170,603,819.36
Booz Allen Hamilton, Inc.	5	$ 745,662,378.26
Systems Engineering Associates Corporation	5	$ 222,051,834.00
General Dynamics Information Technology, Inc.	5	$ 191,695,287.10
McLaughlin Research Corporation	5	$ 143,450,532.88
McKean Defense Group, LLC	5	$ 83,750,873.97
CACI,INC-FEDERAL	4	$ 277,004,315.59
Southeastern Computer Consultants, Inc.	4	$ 242,408,601.00
Tatitlek Technologies Inc	4	$ 169,667,051.00
Precise Systems	4	$ 97,460,063.07
Green Expert Technology Inc	4	$ 87,046,124.70
NDI ENGINEERING COMPANY	4	$ 81,492,420.37
BAE SYSTEMS TECHNOLOGY SOLUTIONS & SERV	3	$ 255,820,764.35
Tech Marine Business	3	$ 230,528,689.00
KMS Solutions LLC.	3	$ 158,331,570.13
Cydecor, Inc.	3	$ 137,046,103.53
Bowhead Program Management & Operations	3	$ 123,857,769.00
Rite-Solutions, Inc.	3	$ 115,372,670.00
Tri Star Engineering	3	$ 113,741,331.00
Innovative Professional Solutions, Incorporated	3	$ 108,310,008.82
EHS Technologies Corporation	3	$ 70,355,904.84
Life Cycle Engineering, Inc.	3	$ 46,224,619.70
Alion Science and Technology Corporation	2	$ 964,116,010.00
INDUS Technology Inc	2	$ 158,468,963.01

Data as of 01/01/19 – 09/13/21 sorted by number of awards and potential $$ value . Size representative at time of MAC award.

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Total SeaPort Spend w/ SB

Navy Wide Totals

Fiscal Year	Total Spend	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%

NAVSEA Totals

Fiscal Year	Total Spend	SB Spend	SB Spend%	Total Vendors	SB Vendors	SB Vendor Participation%
FY17	$2,702,829,513	$944,758,305	34.95%	234	158	67.52%
FY18	$2,901,182,300	$1,092,445,614	37.66%	229	155	67.69%
FY19	$3,125,037,939	$1,260,616,815	40.34%	224	158	70.54%
FY20	$3,270,719,132	$1,319,202,540	40.33%	294	204	69.39%

Data includes both SeaPort e and NxG administered Task Orders

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Points of Contact

SeaPort MAC Procuring Contracting Officer (PCO)

Seaport_EPCO@navy.mil

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

SeaPort Functional Helpdesk Support

seaportsupport.fct@navy.mil

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

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Questions

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SBIR/STTR Programs 1625-1640

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NAVSEA
NAVAL SEA SYSTEMS COMMAND

Naval Sea Systems Command

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

2021 NAVSEA
Small Business Industry Day

Ryan Blondino
Acting NAVSEA SBIR/STTR Program Manager
SEA 05T2
ryan.blondino1@navy.mil

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What Is SBIR/STTR?

Small Business Innovation Research (SBIR)

- Established by Congress 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 Actively Participate
  - NAVSEA, NAVAIR, ONR, SSP, NAVWAR, MARCOR, NAVFAC, NAVSUP
- NAVSEA has 6 SBIR/STTR Teams
  - PEO IWS, PEO SHIPS, PEO USC, PEO CV, PEO SUBS, HQ & DIR
- Better, faster, cheaper products and processes for Navy use
- Address Department of Navy needs by commercializing innovative R&D

DoDINST 5000.85

- DoDINST 5000.85 (3C.3.a(1)(c)) requires that Acquisition Strategies must reflect the PMs understanding of the small business strategy
- DoDINST 5000.85 (3C.3.a(4)(b)) requires Acquisition Strategies provide opportunities for small businesses

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

- **$1.7M Contract (SBIR/STTR Funds)**
  - $700K base - 12 months
  - $500K option – 12 months
  - $500K 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

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

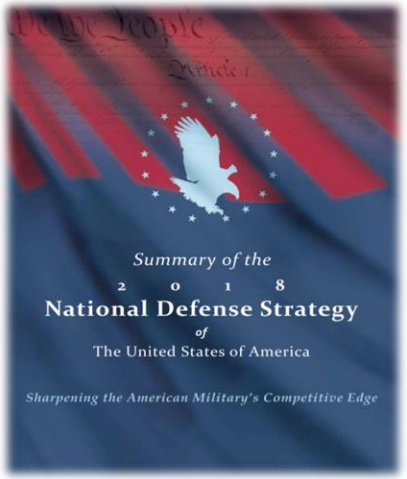
- **Selected, Funded, and Awarded by Navy PMOs & Contracting Orgs**

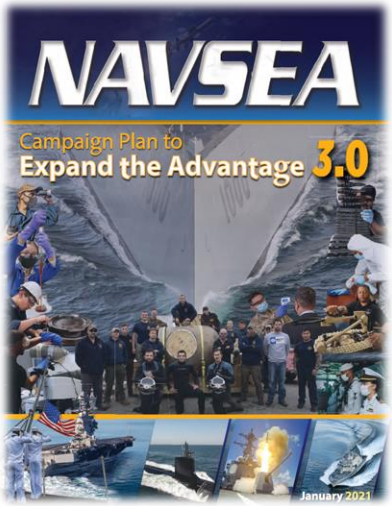
SBIR/STTR Buys RESEARCH & DEVELOPMENT, Not Parts and Services

Strategic Focus Areas

National Defense Strategy

- **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



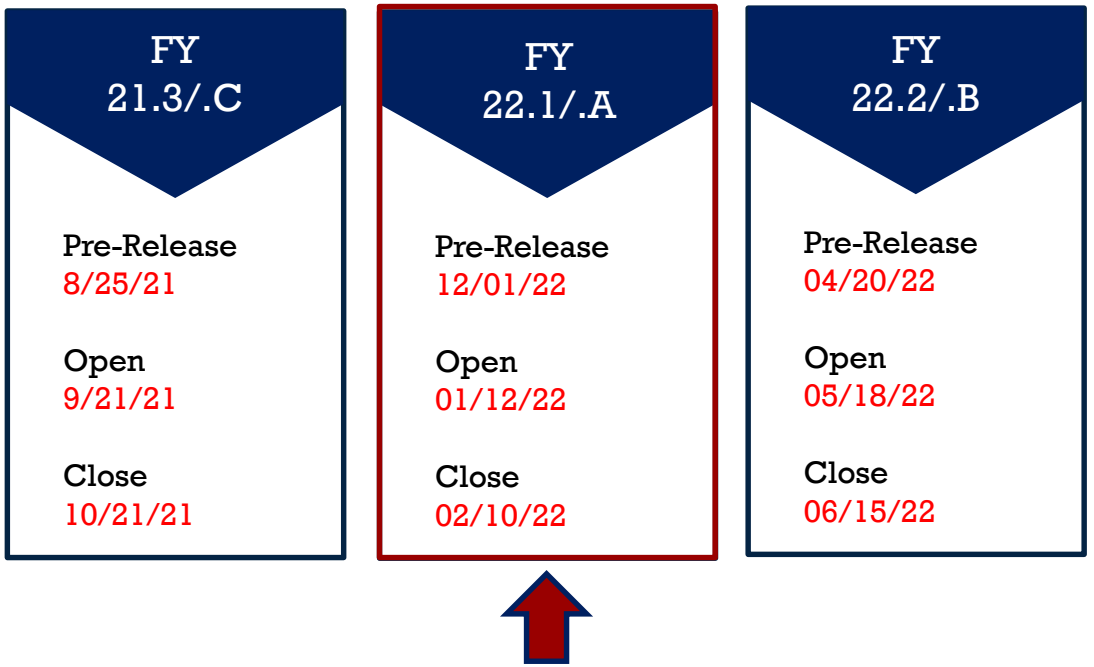


NAVSEA Campaign Plan 3.0

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

Traditional Solicitation 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

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

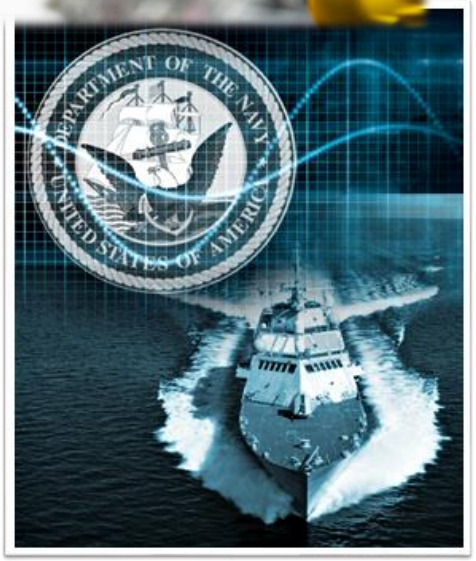
READ AND FOLLOW ANNOUNCEMENT INSTRUCTIONS!!

Reachback

- **After 2013, Phase II awards were limited to two per topic per company**

- **SBIR/STTR Policy directive states there is no time limit between SBIR contract awards**

- **"Reaches back" to an older topic that has not yet accrued up to $1.7M in SBIR funding in Phase II**
  - If this has accrued $1.7M in SBIR funding, the request must be submitted as a CRP project
  - Topic must be seeking innovation and R&D; cannot be used as a means of procurement
  - Reachback requires a strategy to transition technology to the warfighter



- **As long as work is within the scope of topic, we can award a Phase II. *For example:***
  - Company won a Phase I in 2015 for $150k
  - Phase 1 completed but no funding was available for Phase II in 2016
  - In 2018 a need arose where the work done in Phase I was applicable
  - A Phase II was requested; for $1.7M
  - In parallel, paperwork for a Phase III contract was started for $25M

Commercialization Readiness Program (CRP)

- **CRP (also known as Phase II.5), requires that the program office have one to one matching Non-SBIR funds available after the project has reached the $1.7M SBIR funding threshold**
  - CRP requires a strategy to transition technology to the warfighter
  - Topic must be seeking innovation and R&D; cannot be used as a means of procurement

- **The purpose of a CRP project is to:**
  - Provide additional funding for SBIR/STTR technologies, products, and services that have potential for rapid transition to Phase III and into the acquisition process
  - Accelerate the transition of technologies, products, and services developed under the SBIR/STTR Programs

- **With the matching funds requirement, a company can receive up to a possible $3.4M ($1.7M SBIR and $1.7M Non-SBIR) to assist projects with strong transition paths. Contract value can be higher but SBIR/STTR $ stops here.**

- **Matching funds must be placed on the associated Phase II contract**

Data Rights

- **SBIR/STTR Data Rights are Unique**
  - Applies to all SBIR/STTR awards that fall within the statutory definition of Phase I, II, or III, as described in § 4 of the SBA Policy Directive.
  - **Restricts the Federal Government's use and release of properly marked SBIR/STTR Data only during the SBIR/STTR Protection Period; after the protection period, the Federal Government has a royalty-free license to use for Government Purposes.**
  - Gov. must protect data for 20 years from beginning of award/Funding Agreement on contracts after 2 May 2019. Contracts prior include 5 year renewable protection.
  - **SBIR/STTR Data Rights are defined in FAR and DFAR 252.227-7018**
  - An SBC retains title and ownership of all SBIR/STTR Data it develops in the performance of an SBIR/STTR award and retains all rights not granted to the Government. These rights of the SBC do not expire.
  - **Data that is delivered must be marked with the appropriate SBIR/STTR Data Rights legend or notice, in accordance with agency procedures.**

- **SBIR/STTR companies cannot be pressured or coerced to relinquish, transfer, modify, or make data rights a condition for Phase III awards**

- **Future company value is based on the Intellectual Property and Data rights – so protect them!**

SBIR/STTR Data Rights Belong to the Small Business!

Phase III – It's Not Just Data Rights

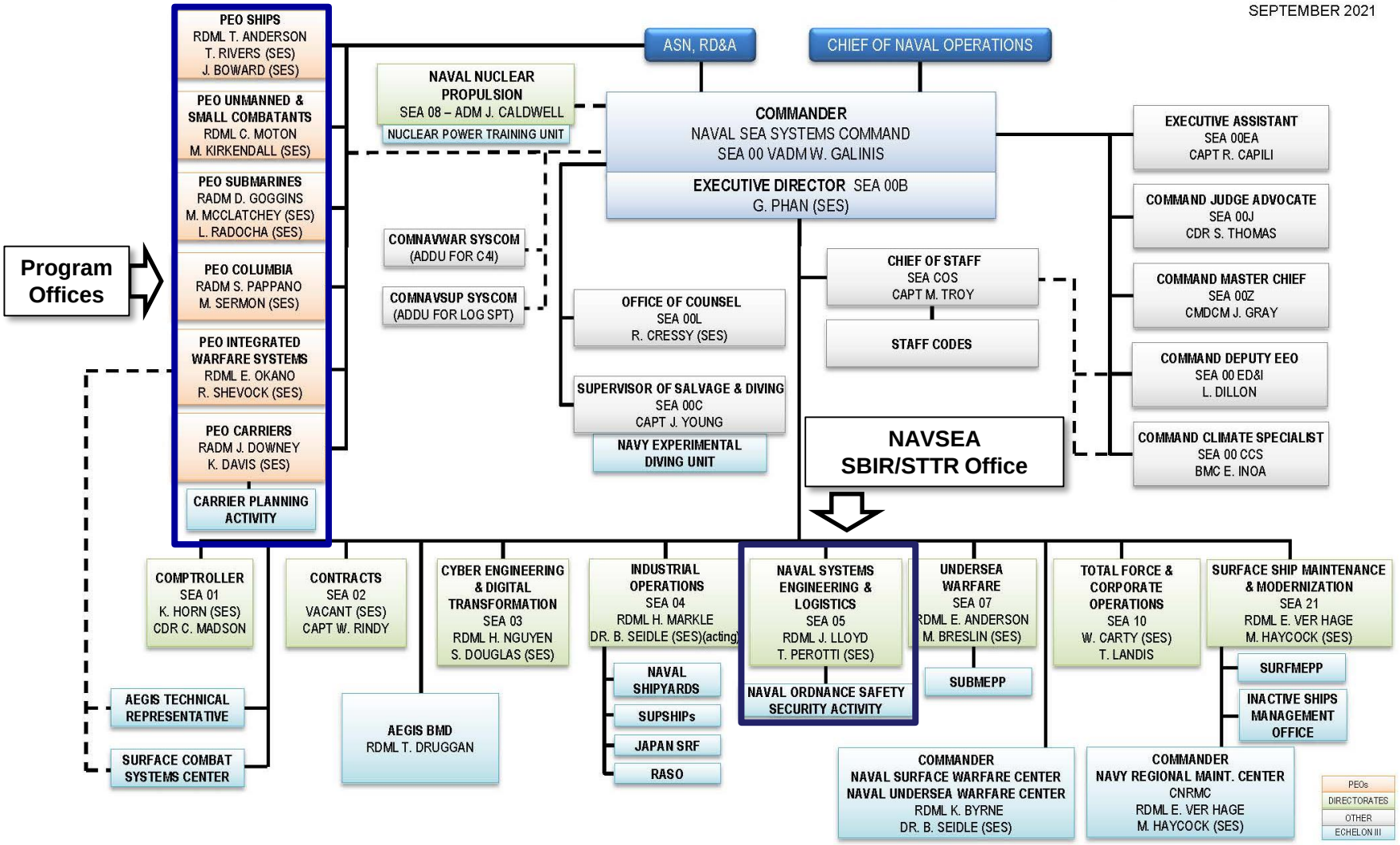
Phase III Requirements:

- **The Government must award Phase III contracts to SBIR/STTR firms that developed the technology to the greatest extent practicable**
  - This statute justifies sole source follow-on contracts
  - The requirement for competition has been satisfied in Phases I and II
  - The Federal Government may terminate the Funding Agreement under certain conditions.
- **The Government must notify the SBA if it intends to pursue R/R&D, production, services, or any combination thereof of a technology developed under an SBIR/STTR award, with an entity other than that SBIR/STTR awardee**
  - The SBA can compel Government (DoD) to terminate a contract if that contract should have gone to the SBIR/STTR company
- **For Phase III SBIR/STTR awards, it is sufficient to state for purposes of a Justification and Approval, if one is deemed required by the agency, that the project is an SBIR/STTR Phase III award that is derived from, extends, or completes efforts made under prior SBIR/STTR Funding Agreements and is authorized pursuant to 15 U.S.C. 638(r)(4). Further justification is not needed**
  - There is no limit on the value or number of Phase III contracts.
  - Phase III funds come from a Program Office (NOT SBIR/STTR "seed" funding)

NAVSEA SBIR/STTR Functional Organization

Command Leadership

SEPTEMBER 2021



NAVSEA SBIR Functional Organization

NAVSEA

NAVSEA Executive Committee ⇐ **SEA 00B, PEO Executive Directors**

NAVSEA SBIR/STTR Program Office
Acting Leadership
Ryan Blondino / Jason Schroepfer

HQ, DIR, & PEO - SBIR/STTR TMs ⇐ **NAVSEA SBIR/STTR Working Group**

PEO CV	PEO IWS	PEO USC	PEO SHIPS	PEO SUBS	HQ & DIR
Technology Manager	Technology Manager	Technology Manager	Technology Manager	Technology Manager	Technology Manager
Richard Park	Douglas Marker	Jennifer Greenwood	Robert Mitchell	Roberto Sanchez	Ryan Blondino
Focuses on the design, construction and delivery, and life-cycle support of all aircraft carriers and the integration of systems into aircraft carriers.	Manages surface ship and submarine combat technologies and systems, and coordinates Navy Open Architecture across ship platforms.	Responsible for the design, development, build, maintenance, and modernization of unmanned maritime systems, mine warfare systems, and small surface combatants.	Manages acquisition and complete life-cycle support for all U.S. Navy non-nuclear surface ships.	Focuses on the design, construction, delivery, and conversion of submarines and advanced undersea and anti-submarine systems.	Focuses on the engineering, design, construction, and delivery requirements for NAVSEA HQ & Directorates, including Diving & Salvage Operations

Questions?

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Closing Remarks

Ms. Kameke Mitchell, NMCA Tysons
Mr. Stephen Nadeau, NMCA Rhode Island

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Thank you for coming!

NCMA TYSONS

NCMA
NATIONAL CONTRACT MANAGEMENT ASSOCIATION
RHODE ISLAND

Thank You For Attending Day 1 Small Business Industry Day

Reminder Day 2 is by appointment only

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Day	Briefer	Content	Response
6-Oct-21	SBO	How do you educate and encourage the Deputy Program Managers across the NAVSEA enterprise to engage with small businesses early in the requirements process?	The NAVSEA Small Business Office conducts regular training with the DPMs to highlight the benefit of engagements with small businesses early in the requirements process. In addition, our PEOs hold procurement specific industry days to educate and to receive feedback from industry and partners on their anticipated procurements. The PEOs announce all of their procurement specific industry days on SAM.Gov.
6-Oct-21	PEO USC	Will the opportunities mentioned be released in SEAPORT NxG? Does PEO USC use other vehicles such as VETS 2 or GSA MAS?	The professional support service opportunities are all solicited through SEAPORT. Deviation from SEAPORT, such as GSA vehicle, requires a waiver from DASN (P).
6-Oct-21	PEO Ships	Reports in the press indicate that PEO Ships has significantly realigned it's portfolio and program alignment. Can this new alignment structure be shared with industry?	Realignment was briefed to industry during NAVSEA Small Business Industry Day 2021. Slide 21, entitled PEO Ships Portfolio, contains the details of what programs aligned to which PMS codes. PMS Codes are in the center and programs are listed on outside of wheel.
6-Oct-21	SEAPORT	Will Joint Ventures (JVs) be allowed to bid on SEAPORT in the near future?	Joint Ventures are allowed to bid on Seaport NxG opportunities. Please read paragraph 2.1.11 "affiliation roles" under the Seaport NxG CONOPS and Vendor Functional User Guide and also Provisions C.10 under the IDIQ MAC for information pertaining to Joint Ventures.
6-Oct-21	SEAPORT	When is the next rolling admissions for SEAPORT NxG?	In July 2021, the Navy awarded 600 indefinite-delivery/indefinite-quantity multiple award contracts as part of the SeaPort-NxG rolling admissions. The next Seaport NxG rolling admissions event hasn't been scheduled yet.
6-Oct-21	SEAPORT	Can JVs propose on and receive MAC awards on SEAPORT NxG? If yes, can a partner of a JV also hold its own prime for the SEAPORT NxG MAC?	A Joint Venture and individual partners in the Joint Venture can only hold one SeaPort NxG MAC. If one partner of the Joint Venture holds a Prime MAC contract, then the Joint Venture entity cannot also hold a subsequent Prime MAC contract. Members of the Joint Venture must decide which – the Joint Venture or the individual partner - would be the Prime MAC holder. Please read paragraph 2.1.11 "affiliate rules" under the SeaPort NxG CONOPS and Vendor Functional User Guide and also provision C.10 under the IDIQ MAC for information pertaining to Joint Ventures.
6-Oct-21	SEAPORT	Are there plans to have SEAPORT contract holders to recertify their small business or socio-economic categories at the task order level?	Under SeaPort-e, a MAC holder held their size and socio-economic status at the MAC level for the entirety of the order period, up to five years. Under SeaPort-NxG, the small or other than small size status is held at the MAC level and eligibility to compete on socio-economic set asides is at the task order competition level.
6-Oct-21	SEAPORT	Regarding DCAA Audit for teammates, when requesting, do you need to provide a specific task order that you are going after with your prime teammate, or can this be a general request in order to prepare for future proposals on cost type task orders?	It can be a general request. Email SeaPort_EPCO@navy.mil to request a DCAA Audit Questionnaire.
6-Oct-21	SEAPORT	Are there any special requirements to be granted access to the SEAPORT portal?	Access to the portal is only granted to MAC awardees and authorized account holders. Account access shall be granted after successful completion of the registration process after award of the MAC contract.
6-Oct-21	SEAPORT	To qualify to bid within SEAPORT NxG, the vendor needs to be a prime or subcontract with the Navy. Is this correct?	The vendor needs to be a SeaPort-NxG IDIQ MAC holder in order to qualify to bid as a prime contractor. Subcontractors are not required to hold a SeaPort-NxG IDIQ MAC.
6-Oct-21	SEAPORT	Is 100% of JVs under SEAPORT focused on engineering and/or other professional services? In other words, i you are a manufacturer, is there any work that would be of interest?	SeaPort-NxG contracts are for Engineering Services and Program Management Services, which includes 23 functional area subcategories. SeaPort-NxG does not allow for the direct procurement of supplies or hardware. Any material or products ordered shall be incidental and in direct support of performed services (for example, small scale testing equipment, prototypes, or spares.)
6-Oct-21	SEAPORT	Is there a way to tag an opportunity in SEAPORT NxG that we are interested to receive update alerts?	This capability doesn't currently exist.
6-Oct-21	SEAPORT	Is there a plan to fix the accessibility issue with the portal? Specifically, two-factor codes are arriving hours after requests, and the page can take forever to load.	The security requirements mandate the use of two-factor codes. SeaPort has no control over the NMCI network conditions or vendor firewalls for the receipt of passwords. During high traffic times the NMCI network may slow.
6-Oct-21	SEAPORT	Is there a reason there are so few HUB Zone contracts? Any metrics on HUBZone set-asides for SEAPORT?	All set aside determinations are handled by the local ordering office for task order solicitations. All solicitations are routed and approved by the task order office Deputy for Small Business (DSB) who determines what type of set aside the solicitation will be.

6-Oct-21	SEAPORT	NAVAIR provides RFI feedback letters to all respondents to RFIs-maybe NAVSEA can obtain a copy of that letter/template as an example of what programs can provide to us when responding to SEAPORT NxG RFIs?	NAVSEA appreciates this feedback and will take action to ask NAVAIR about their RFI feedback letters.
6-Oct-21	SEAPORT	How long, on average, does it take to receive sources sought and RFI feedback? Can companies reach out directly to the POCs for a brief of the information submitted?	There is currently no standard policy governing RFI feedback and is up to the respective contracting activities if and how to provide RFI feedback to companies for individual task order requirements. Responders should follow the instructions contained in specific RFI/Source Sought announcement which should typically indicate whether feedback will be provided and/or if industry questions will be considered.
6-Oct-21	SEAPORT	Does the number of average responses (2) concern NAVSEA at all? Is the aim to receive more competition?	Competition is always encouraged, but there will also always be requirements that may impact the pool of potential offerors on a given task order competition. There are many factors that may impact the potential number of capable offerors including place of performance, unique or cutting edge requirements, whether the solicitation is a small business set aside, etc.
6-Oct-21	SEAPORT	Will POCs alert all sources sought or RFI submissions when, or approximately when an opportunity may be announced on the information of the capability received? Additionally, will they state if no company qualifies and an opportunity will likely not be announced?	It is certainly a recommended best practice to provide industry with advanced notice and estimated solicitation release dates. Contracting activities, at a minimum, should be releasing this type of information via advance planning notices for all procurements that are conducted under SeaPort-NxG. Regarding the latter question, SeaPort-NxG is used by a large numbers of users from many different contracting activities and whether or not to share capability determinations resulting from RFI submittals is a decision that falls under those cognizance activities.
6-Oct-21	SEAPORT	Any thoughts on increasing the fee limit higher than the current 8% cap?	The maximum fee rate of 8% is applicable to Cost Plus Fixed Fee (CPFF) CLINs only. The maximum fee rate was adopted, at least in part, because the contractor assumes the least risk on a CPFF contract, under which it is reimbursed all costs determined to be allocable and allowable, plus the fixed fee. No adjustment to the maximum fee rate of 8% is contemplated at this time.
6-Oct-21	SEA 02	Can you give any guidance to what types of cyber requirements (i.e. CMMC) will be in your contracts going forward?	For the Cybersecurity Maturity Model Certification (CMMC) framework, DoD is implementing a phased rollout. Thus, if the requirement document or statement of work requires a contractor to have a specific CMMC level, inclusion of a CMMC requirement via DFARS clause 252.204-7021, Cybersecurity Maturity Model Certification (CMMC) Requirements, will only be in solicitations per the approval of the Office of the Under Secretary of Defense for Acquisition and Sustainment. Other cyber requirements that are currently in our contracts include DFARS clause 252.204-7012, Safeguarding Covered Defense Information and Cyber Incident Reporting, and DFARS clause 252.204-7020, National Institute of Standards and Technology (NIST) Special Publication (SP) 800-171 DoD Assessment Requirements.
6-Oct-21	SEA 02	What recourse do contractors have when the customer has insourced the contractor's employees and the work they are doing? Essentially, this is significantly diminishing contractor capabilities first and foremost, and revenues second. What is NAVSEA's position on this and what can contractors do to resolve this? We have lost 40% of work on one contract-just to provide some context.	Determining whether to obtain services through insourcing with current or new federal employees, outsourcing with private sector contractors, or cosourcing with a combination of the two is an important economic and strategic decision critical to the government's effective and efficient use of taxpayer dollars. At NAVSEA, the program/requirement offices have overall cognizance of sourcing decisions as part of their acquisition planning processes. The program/requirement offices have broad discretion in determining their own requirements and how they will meet these requirements through sourcing decisions. Sourcing decisions can be complicated and may take into account a wide array of decision criteria including, but not limited to, whether the position is inherently governmental, whether a position is a core competency that is a critical skill to keep in-house, whether the position will exist for long periods, costs, etc. These decisions are not made lightly and are periodically re-evaluated as requirements or other factors change. Notably, the small business office is required to review and advise on any decisions to convert an activity performed by a small business concern to an activity performed by a federal employee. Given small business is critical to the success of the NAVSEA enterprise, it is strongly encouraged that you contact your activity's small business office if you believe your company is being impacted by insourcing decisions.

6-Oct-21	SEA 02	Is there any preferred contract vehicle for procuring commodity hardware and software?	Preferred methods for fulfilling requirements for commodity (i.e., relatively inexpensive, widely available, and interchangeable) hardware and software include, but are not limited to: use of mandatory sources listed in FAR 8.002 and 8.003 and use of the Federal Supply Schedule program, which is also known as the GSA Schedules Program or the Multiple Award Schedule Program per FAR subpart 8.4. Requirements for commercial software and related services, such as software maintenance, are fulfilled in accordance with the DoD Enterprise Software Initiative (ESI) (see website at http://www.esi.mil/) per DFARS 208.7402. ESI includes software and service agreements as well as hardware agreements with several Government-wide Acquisition Contracts (GWACs) such as GSA and NASA's SEWP.
6-Oct-21	SEA 02	Can the NAVSEA Long Range Acquisition Forecast (LRAF) be provided as an Excel file for easier searching and sorting? The pdf makes it challenging to search and process the opportunities.	The NAVSEA Public Affairs policy is to release pdf files (vice Excel) so the original released data is not changed, intentionally or unintentionally.
6-Oct-21	SEA 02	Are there any statistics on how accurate your LRAF is? There are opportunities that have just been revolving for several cycles seeming to never be awarded or processed.	The Long Range Acquisition Forecast (LRAF) is normally updated quarterly and includes planned RFPs over the upcoming 2 years (8 quarters). Therefore, it is very likely that a specific procurement will show up on the LRAF for numerous quarterly updates,until the RFP is issued. Accordingly, a procurement with a planned RFP eight quarters out could show up seven more times. It is possible that a planned RFP release date may slip to the right but please note that 93% of procurements listed on the NAVSEA HQ LRAF are awarded in the original planned fiscal year of award or the following fisca year.