Small Business Industry Day
06 October 2021

Statement A: Approved for Release. Distribution is unlimited.
Administrative Remarks
Ms. Anne Bannister,
Director, NAVSEA Small Business Programs

Statement A: Approved for Release. Distribution is unlimited.
Ms. Giao Phan
Executive Director
NAVSEA
Mr. Jimmy Smith
Director, DON Office of Small Business Programs
Ms. E. Anne Sandel,
Acting Principal Civilian Deputy ASN (RD&A)
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SEA 04

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

### 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

### 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

### 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

<table>
<thead>
<tr>
<th>Description</th>
<th>FY21 Actual</th>
<th></th>
<th>FY22 Plan</th>
<th></th>
</tr>
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<tbody>
<tr>
<td></td>
<td>Total #</td>
<td>Total $s</td>
<td>Total #</td>
<td>Total $s</td>
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<td>Contracts awarded/planned for award to Small Business Concerns</td>
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<td>$58.4M</td>
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<td>Contracts awarded/plan to be awarded to Large Businesses</td>
<td>4</td>
<td>$36.5M</td>
<td>4</td>
<td>$30.1M</td>
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<td>Contracts where business size is TBD</td>
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<td>0</td>
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<td>% Small Business Contracts</td>
<td>63.6%</td>
<td>61.5%</td>
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- We continue to be strong advocates of small business.
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<thead>
<tr>
<th>SEA 04 Code</th>
<th>Title of Service Requirement</th>
<th>Prime Contractor</th>
<th>Contract or Solicitation Number</th>
<th>$(k) To Be Funded In FY21</th>
<th>$(k) To Be Funded In FY22</th>
<th>Small Business</th>
<th>ODC to Labor %</th>
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<td>TBD</td>
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<td>Imagine One</td>
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<td>Follow on contract (Est award 07/2022)</td>
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<td>GOCO Support and IT Services and Support</td>
<td>Dextera</td>
<td>N00024-17-C-4307</td>
<td>$1,000,000</td>
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<td>Independent Verification &amp; Validation (IV&amp;V) Testing (NSWC IH)</td>
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<td>7 04ND</td>
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<td>Orbis Sibro, Inc.</td>
<td>N00178-04-D-4100/N00174-17-F-3007</td>
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<td>TBD</td>
<td>$0</td>
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<td>Antech Systems</td>
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<td>Industrial Operations Transformation Office</td>
<td>Boston Consulting Group</td>
<td>N00024-20-D-2431/ N00024-20-F-24B2</td>
<td>$14,800,000</td>
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<td>13 04X2</td>
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<td>CACI Technologies</td>
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<td>TBD</td>
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<td>Est. award January 2022</td>
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<td>16 04Z</td>
<td>TSM Support (NSWC IH)</td>
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<td>N00178-19-F-3001</td>
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<td>17 04Z</td>
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<tr>
<td>18 PMS 555</td>
<td>Shipyard Infrastructure Optimization Program (SIOP) (NSWC IH)</td>
<td>TBD</td>
<td>TBD</td>
<td>$0</td>
<td>$7,000,000</td>
<td>TBD</td>
<td>TBD</td>
<td>Est. award 05/2022</td>
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</tbody>
</table>
Upcoming Opportunities

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

We anticipate all of these will be small business contracts.
Questions?
Small Business Industry Day

October 6, 2021

Sharon Linsenmeyer
Director, PEO Ships Acquisition

Evan Littig
Director, SEA 21 / CNRMC Acquisition & Contracts
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
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.
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.
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 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

- **Workboat Docking**
  - Fraser Shipyards
  - Superior, WI

- **Workboat Large**
  - Snow
  - Seattle, WA

- **FP Medium**
  - Lake Assault
  - Superior, WI

- **Workboat Medium**
  - 65’ & 60’ Dive Boat
  - YTL Tug Boats

- **Marine Mammal Boat**
  - North River
  - Roseburg, OR

- **38ft PB**
  - ReconCraft
  - Estacada, OR

- **Professional Support Contract**
  - Herron & Associates, LLC
  - Washington, DC

- **28m CPC Kits**
  - Swiftships, Inc
  - Morgan City, LA

- **40PB**
  - Metal Shark
  - Jeanerette, LA

- **Metal Shark**
  - Franklin, LA

- **SOUTHCOM NCPV**
  - Rescue Boat
  - Swiftships, Inc
  - Morgan City, LA

- **37m Patrol Boat**
  - Marine Group
  - Chula Vista, CA

- **60’ Dive Boat**
  - Modutech Marine
  - Tacoma, WA

- **7m RIB**
  - RIBCRAFT
  - Marblehead, MA

- **OSR BP & OSR UB**
  - Metal Craft
  - Cape Vincent, NY

- **OSR Skimmer**
  - Silver Ships
  - Theodore, AL

- **NSW 11m SSC**
  - Silver Ships
  - Theodore, AL

- **Riverine Patrol Boats**
  - Coastal Fast
  - Response Boats

- **EOD MERC**
  - USMI
  - Gulfport, MS

- **11m NSW RIB**
  - Swiftships, Inc
  - Morgan City, LA

*FY17-FY21
# PMS 325 Notional Boat & Craft Contract Opportunities

## FY21 Recently Released Procurements

<table>
<thead>
<tr>
<th>Procurement</th>
<th>Notional RFP Release</th>
<th>Quantity</th>
<th>Projected Period of Performance</th>
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</thead>
<tbody>
<tr>
<td>Force Protection Boats Small &amp; Large (FP-S/FP-L)</td>
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<td>65</td>
<td>5 years</td>
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## FY22 Future Planned Procurement

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

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<th>Notional RFP Release</th>
<th>Quantity</th>
<th>Projected Period of Performance</th>
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</thead>
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<tr>
<td>APL Berthing Barges</td>
<td>Q2FY23</td>
<td>7</td>
<td>6 years</td>
</tr>
<tr>
<td>Workboat Large</td>
<td>Q3 FY23</td>
<td>10</td>
<td>5 years</td>
</tr>
<tr>
<td>OSR Boom Platform (BP) / Utility Boat (UB)</td>
<td>Q3 FY23</td>
<td>164</td>
<td>6 years</td>
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*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 BAs, 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
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

Statement A: Approved for Release. Distribution is unlimited.
PEO Integrated Warfare Systems (PEO IWS)
Small Business Industry Day
October 6, 2021
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.
150+ Programs – PEO IWS is one of largest contract generators within NAVSEA HQ Enterprise
PEO IWS Organization

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

DISTRIBUTION STATEMENT A: Approved for public release. Distribution is unlimited.
# PEO IWS Organization

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

<table>
<thead>
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<th>PEO IWS</th>
<th>Program Manager</th>
<th>Contact Information</th>
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<tr>
<td>PEO IWS X</td>
<td>Integrated Combat Systems DMPM</td>
<td>(202) 781-2011</td>
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<td>PEO IWS 1.0</td>
<td>AEGIS DMPM</td>
<td>(202) 781-4221</td>
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<td>PEO IWS 2.0</td>
<td>Above Water Sensors and Lasers DMPM</td>
<td>Vacant</td>
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<td>PEO IWS 3.0</td>
<td>Surface Ship Weapons DMPM</td>
<td>(703) 872-3581</td>
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<td>PEO IWS 4.0</td>
<td>International and Foreign Military Sales DMPM</td>
<td>(202) 781-5060</td>
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<td>PEO IWS 5.0</td>
<td>Undersea System DMPM</td>
<td>(202) 781-0650</td>
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<td>PEO IWS 6.0</td>
<td>Command and Control DMPM</td>
<td>(202) 781-5218</td>
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<td>PEO IWS 8.0</td>
<td>Small Surface Combatant Integrated Combat Systems DMPM</td>
<td>(202) 781-2529</td>
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<td>PEO IWS 9.0</td>
<td>Zumwalt Integrated Combat Systems DMPM</td>
<td>(202) 781-3329</td>
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<td>PEO IWS 10.0</td>
<td>Ship Self Defense System DMPM</td>
<td>(202) 781-1148</td>
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<td>PEO IWS 11.0</td>
<td>Terminal Defense System DMPM</td>
<td>(703) 872-1067</td>
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<td>PEO IWS 12.0</td>
<td>NATO SeaSparrow Program Office DMPM</td>
<td>(703) 607-6989</td>
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## SBIR

<table>
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<th>Role</th>
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<tr>
<td>PEO IWS Technology Manager</td>
<td>(540) 653-3117</td>
</tr>
<tr>
<td>PEO IWS Chief Technology Officer</td>
<td>(202) 781-1895</td>
</tr>
</tbody>
</table>
The best entrance into PEO IWS is to know PEO IWS
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
Small Business Investment Areas

- IWS 4.0: International Programs and Foreign Military Sales

- IWS 5.0: Undersea Systems
  - Communications, Signal Processing, Sensors, Affordable Production

- IWS 6.0: Command and Control
  - 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
Upcoming Opportunities

Small Business Prime Contracting Opportunities

- The Forge (PEO IWS Software Strategy)
  - [https://www.linkedin.com/company/peo-iws-forge](https://www.linkedin.com/company/peo-iws-forge)
- SBIR/Small Business Technology Transfer (STTR)
  - [https://www.navysbir.com/](https://www.navysbir.com/)
- Broad Agency Announcements
  - [www.sam.gov](http://www.sam.gov)
- Other Transactions (OTAs) – via consortiums
- SeaPort
  - [https://www.seaport.navy.mil/](https://www.seaport.navy.mil/)
- Professional Support Services (PSS)
- Engineering Support Services (ESS)
- Component Breakouts
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 Business

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

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

LRAF – A planning tool for future requirements
https://www.navsea.navy.mil/Business-Partnerships/LRAF/

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

DISTRIBUTION STATEMENT A: Approved for public release. Distribution is unlimited.
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
Upcoming Opportunities

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

- Submission of new SBIR topics each year
- Promote Commercialization Readiness Program projects and Reachback efforts.
- Participation in NAVSEA SBIR outreach events

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

Phase II to Phase III Transition Rate 46%

DISTRIBUTION STATEMENT A: Approved for public release. Distribution is unlimited.
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
Forge Eco System

The Forge Ecosystem

Means

- Platform One / Black Pearl (PaaS)
- IL5/IL6
- Processes
- Contracts
- Metrics
- Organizational Culture
- Virtual Twin At-Sea Testing
- IaaS Store
- MBSE
- Automated Test and Analysis
- LBTS (HWIL Testing)

Ways

- Training
- Safety
- Continuous Cert
- Continuous ATO
- CI/CD Pipeline of 1 year or less

Ends

Deployed Capabilities

Small Business opportunities within the Forge Eco System

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PEO Carriers
1420-1455

Statement A: Approved for Release. Distribution is unlimited.
Organization

Program Executive Officer
RADM James Downey

Executive Director
Ms. Karen M. Davis

Director of Carrier Engineering

In-service Aircraft Carriers (PMS 312)

Carrier Planning Activity (CPA)

CVN 78-Class (PMS 378)

Chief Financial Officer

Chief of Staff

Director of Corporate Ops

Director of Strategic Communication

NAVSEA: Statement A: Approved for Release. Distribution Unlimited
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

Carrier Planning Activity

PEO Aircraft Carriers TOA (PB22) $23.7B across the FYDP
Large deck aircraft carriers provide capability and flexibility across the entire range of military options.

Strategic Importance of Aircraft Carriers

“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
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
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*
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
Questions
PEO Unmanned and Small Surface Combatants (USC) 1455-1530
PEO USC
NAVSEA Small Business Industry Day

7 October 2021

Tim Gaffney
Acquisition Director
PEO USC
PEO USC Portfolio

Littoral Combat Ship (LCS)
- LCS 2 Variant
- LCS 1 Variant
- LCS Training
- MCM USV
- MH-60
- AN/AQS-20
- UISS
- ASW Mission Pkg
- MCM Mission Pkg

Frigate
- FFG 62
- MCM USV
- MH-60
- AQS-24
- CDM

Foreign Military Sales
- MMSC

Unmanned Maritime Systems
- LUSV
- Sea Hunter
- LDUUV
- RAZORBACK
- XLUUV/AUP
- GHOST FLEET
- VAS and Small Arms
- CREW & CUAS
- Joint EOD
- Anti-Terrorism Afloat
- Underwater EOD
- MMUBA

Littoral Combat Ship (LCS) Crew & CUAS
- Joint EOD
- Anti-Terrorism Afloat
- Underwater EOD
- MMUBA

Mine Warfare
- MH-53 AMCM
- AMNS
- Barracuda
- MIW C2
- COBRA

Expeditionary Missions
- C2
- MCM 1 SMCM
- COBRA
- Barracuda
- MIW C2
- COBRA
- Alliance Maritime Mission
- Maritime Mine Countermeasures
- Joint EOD
PEO USC Small Business Champions

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

PMS 340 DPM
Claude Lim

PMS 406 DPM
Joel MacRitchie

PMS 408 DPM
Mike Alperi

PMS 420 DPM
George Saroch

PMS 495 DPM
Gary Jones

PMS 525 DPM
Ghadeer Halim

PMS 515 DPM
Andrew Bosak

PMS 501 DPM
Howard Berkof
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
• 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

<table>
<thead>
<tr>
<th>What?</th>
<th>When?</th>
<th>How do I get involved?</th>
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</table>
| **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
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

Statement A: Approved for Release. Distribution is unlimited.
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

Program Executive Office, Undersea Warfare Systems (PEO UWS) (SEA 07)
★ RADM Ed Anderson

Executive Director (UWS-B)
Michael McClatchey

PMS 401 - Acoustic Systems
PMS 404 - Undersea Weapons
PMS 415 - Undersea Defensive Warfare Systems
PMS 485 - Maritime Surveillance Systems
07TR Submarine Training Division
07Q - SUBSAFE, FBW & DSS
07L Logistics - In-Service PSM

Program Executive Office, Attack Submarines (PEO SSN)
★ RADM David Goggins

Executive Director In-Service Subs (SSN-C)
Michael Breslin

PMS 392 - In-Service SSN Submarines
PMS 390 - Undersea Special Mission Systems
PMS 394 - Advanced Undersea Systems
SUBMEPP

Program Executive Office, Strategic Submarines (PEO SSBN)
★ RADM Scott Pappano

Executive Director (SSN-B)
Lisa Radocha

PMS 450 - VIRGINIA Class New Construction
SSN(X) SSN Next
SUB 073 - Undersea Technology

PMS 397 - COLUMBIA Class
PMS 396 - In-Service SSBN, SSGN, SSBN Support & Infrastructure
Submarine Industrial Base (SIB)

LEGEND:
Support to all PEOs
Realignment Move
PEO UWS

NAVSEA Small Business Industry Day

TSUB Submarine Distro Statement A
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

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<td>LOS ANGELES (SSN688) Class</td>
<td>$18.25 M</td>
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<tr>
<td>SEAWOLF (SSN21) Class</td>
<td>$7.66 M</td>
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<tr>
<td>OHIO (SSB(G)N726) Class</td>
<td>$21.09 M</td>
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<tr>
<td>VIRGINIA (SSN774 - SSN786) Class</td>
<td>$53.47 M</td>
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<tr>
<td><strong>Total In-Service Submarine Fleet Savings</strong></td>
<td><strong>$100.47 M</strong></td>
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Team SUB SBIR Transitions

Team SUB > $1.5B in Phase III Investment

Cardinal Engineering / Weidlinger Associates
Shock Analysis

www technologies
Ship Control Architecture

TowCam / 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

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

HULL
Compudrive
Electromechanical Actuators

Seeman Composites
Non-Autoclave Composite Systems and fairings

AAC
Acoustic sensors

Sedna
HF Sim/Stim

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

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

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

TRI
Composite Torpedo Room Temp
Berthing and weapon handling cradles
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

<table>
<thead>
<tr>
<th>Code</th>
<th>Program</th>
<th>Phone</th>
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<tbody>
<tr>
<td>SUBCO</td>
<td>Program Support</td>
<td>202-781-5239</td>
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<td>SUB I</td>
<td>International Programs</td>
<td>202-781-1348</td>
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<td>SUB073</td>
<td>Undersea Technology</td>
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<td>SEA07R</td>
<td>Submarine Training Systems</td>
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<td>PMS390</td>
<td>Undersea Special Mission Systems</td>
<td>202-781-1216</td>
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<tr>
<td>PMS392</td>
<td>Attack Submarines In Service</td>
<td>202-781-1190</td>
</tr>
<tr>
<td>PMS394</td>
<td>Advanced Undersea Systems</td>
<td>202-781-7456</td>
</tr>
<tr>
<td>PMS396</td>
<td>In-Service SSBN, SSGN SSBN Support and Infrastructure</td>
<td>703-470-5726</td>
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<td>PMS397</td>
<td>COLUMBIA Class</td>
<td>202-781-5141</td>
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<tr>
<td>PMS401</td>
<td>Submarine Acoustics</td>
<td>202-781-1192</td>
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<tr>
<td>PMS404</td>
<td>Undersea Weapons</td>
<td>202-781-1662</td>
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<tr>
<td>PMS415</td>
<td>Undersea Defensive Systems</td>
<td>202-781-5147</td>
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<tr>
<td>PMS425</td>
<td>Submarine Combat Control</td>
<td>202-781-0928</td>
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<tr>
<td>PMS435</td>
<td>Submarine EW and Imaging</td>
<td>202-781-2821</td>
</tr>
<tr>
<td>PMS450</td>
<td>VIRGINIA Class</td>
<td>202-781-1318</td>
</tr>
<tr>
<td>PMS485</td>
<td>Maritime Surveillance Systems</td>
<td>619-524-7653</td>
</tr>
</tbody>
</table>

Contact the TSUB DAC office if you have trouble contacting individual PMOs.
DAC POC: Andrew F. Jaffke; andrew.jaffke@navy.mil
• **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  

• **DoN Rapid Innovation Program**  
  – Team SUB Coordinator, Brian Quarles 202-374-5190
QUESTIONS?
SEAPORT NexGen
1605-1625
SeaPort NxG
NAVSEA
Small Business Industry Day
06 October 2021
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
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
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
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
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

Who Are We?

Naval Sea Systems Command

Navy Wide Governance Council

SeaPort PMO

• NAVSEA 021 E-Business (Overarching Ombudsman)
• NAVSEA 025 SeaPort PM
• IT/Program Analyst (SPS/SeaPort)
• Contract Helpdesk Support Portal Maintenance Octo Consulting
• Code 022 SeaPort Division Head Deputy Program Manager
• SeaPort MAC POC
• SeaPort Program Analyst
• Services SME

NSWC/NWC HQ

NSWC DD CCO

LEGEND

Direct Support

Matrix Support

10/06/21

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
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.
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
• 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
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
  – Study Long Range Acquisition Forecasts
    – Some ordering activities publish near term efforts in the portal as an “Advanced Planning Matrix” under the opportunities tab
• 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
Ordering Activities Nationwide

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**FLC Everett Washington**
SUPSHIP NWRMC
NUWC Keyport

**SUPSHIP SWRMC**
Pearl Harbor Naval Shipyard
Port Hueneme
NAVAIR Weapons Division, China Lake
NAVAIR Weapons Division, Point Magu
Southwest Division, NAVFAC
FLC San Diego
NAVWAR HQ
NAVWAR NIWC PACIFIC
USMC Camp Pendleton
USMC Yuma
USMC Miramar
USMC 29 Palms
USMC Kaneohe Bay

**SUPSHIP Gulf Coast**
SUPSHIP SCRM
SUPSHIP SERMC
NSWC Panama City
Navy Expert Diving Unit
NAVAIR Training Systems Division
FLC Jacksonville
USMC Albany
USMC New Orleans
USMC Blount Island

**SUPSHIP Newport News**
SUPSHIP MARMC
USMC Parris Island
USMC Norfolk
USMC Camp Lejune
USMC Cherry Point
NAVWAR NIWC
ATLANTIC
FLC Norfolk

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**NSWC Crane**

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**SUPSHIP Bath**
SUPSHIP Groton
NSWC Philadelphia
NUWC Newport
NAVAIR Lakehurst
FLC Norfolk Contracting Dept., Phil
NAVSUP Contracting Management Dir

**NSWC Carderock**
NSWC Dahlgren
NSWC Indian Head
EOD Tech Div
NAVAIR HQ, Pax River
NAVFAC Washington
NAVSEA HQ
Naval Medical Logistics Command
SPN
HQMC, Installation and Logistics
RCO Quantico
MARCORSYSCOM

10/06/21

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Images for Release. Distribution is unlimited.
# NAVSEA NxG Award Stats

## Ordering Office

<table>
<thead>
<tr>
<th>Ordering Office</th>
<th># of TO Awards</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARMC (N50054)</td>
<td>10</td>
</tr>
<tr>
<td>Naval Sea Logistics Center Mechanicsburg (N65726)</td>
<td>6</td>
</tr>
<tr>
<td>NSWC, INDIAN HEAD DIVISION (N00174)</td>
<td>8</td>
</tr>
<tr>
<td>NSWC, PHILADELPHIA DIVISION (N64498)</td>
<td>27</td>
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<tr>
<td>Norfolk Naval Shipyard (N42158)</td>
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</tr>
<tr>
<td>NSWC, CARDEROCK DIVISION (N00167)</td>
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<tr>
<td>NSWC, CORONA DIVISION (N64267)</td>
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<tr>
<td>NSWC, CRANE DIVISION (N00164)</td>
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<tr>
<td>NSWC, DAHLGREN DIVISION (N00178)</td>
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<tr>
<td>NSWC, PANAMA CITY DIVISION (N61331)</td>
<td>18</td>
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<tr>
<td>NSWC, PORT HUENEME DIVISION (N63394)</td>
<td>11</td>
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<tr>
<td>NUWC, KEYPORT DIVISION (N00253)</td>
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<tr>
<td>NUWC, NEWPORT DIVISION (N66604)</td>
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<tr>
<td>PORTSMOUTH NAVAL SHIPYARD (N39040)</td>
<td>1</td>
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<tr>
<td>SERMC (N40027)</td>
<td>5</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>206</strong></td>
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</table>

## Overall Proposal Stats

<table>
<thead>
<tr>
<th></th>
<th>Numbers</th>
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<tbody>
<tr>
<td>Different Vendors Winning an Award</td>
<td>110</td>
</tr>
<tr>
<td>Average # of Proposals Received</td>
<td>9</td>
</tr>
<tr>
<td>Mode # of Proposals Received</td>
<td>2</td>
</tr>
<tr>
<td>One bids</td>
<td>55</td>
</tr>
<tr>
<td>Most Proposals Received</td>
<td>20</td>
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</table>

## One-Bid Stats

<table>
<thead>
<tr>
<th>Reserved for 8(a)</th>
<th># of TOs</th>
<th>SB Set-Aside</th>
<th># of TOs</th>
<th>Unrestricted</th>
<th># of TOs</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2</td>
<td>17</td>
<td></td>
<td>36</td>
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<tr>
<td><strong>Total One Bids</strong></td>
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## Lowest Priced Winner # of TOs

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<tbody>
<tr>
<td>No</td>
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<tr>
<td>One-Bid</td>
<td>55</td>
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<tr>
<td>Yes</td>
<td>81</td>
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<tr>
<td><strong>Total</strong></td>
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</table>

## Winner incumbent # of TOs

<table>
<thead>
<tr>
<th></th>
<th>Numbers</th>
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<tbody>
<tr>
<td>No</td>
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</tr>
<tr>
<td>Yes</td>
<td>100</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>206</strong></td>
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_Data as of 01/01/19 – 09/13/21_
# NAVSEA NxG SB Award Stats

**Distro Statement A:** Approved for Release. Distribution is unlimited.

<table>
<thead>
<tr>
<th>Set Aside and Socio-Economics of Winners</th>
<th># TO Awards</th>
<th>Sum of Total Obligations</th>
<th>Total Award Value</th>
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</thead>
<tbody>
<tr>
<td>Reserved for 8(a) SB Total</td>
<td>14</td>
<td>$34,675,966.71</td>
<td>$344,466,304.09</td>
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<tr>
<td>8(a)</td>
<td>10</td>
<td>$27,273,282.97</td>
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<tr>
<td>8(a)/HUBZone</td>
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<td>$1,906,168.00</td>
<td>$20,864,230.00</td>
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<tr>
<td>8(a)/SDVOSB</td>
<td>2</td>
<td>$4,738,045.74</td>
<td>$27,694,860.25</td>
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<tr>
<td>8(a)/WOSB</td>
<td>1</td>
<td>$758,470.00</td>
<td>$39,048,114.37</td>
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<tr>
<td>Reserved for HUBZONE Total</td>
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<td>$7,414,291.32</td>
<td>$18,780,406.00</td>
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<tr>
<td>8(a)/WOSB/HUBZone</td>
<td>1</td>
<td>$7,414,291.32</td>
<td>$18,780,406.00</td>
</tr>
<tr>
<td>Reserved for SDVOSB Total</td>
<td>5</td>
<td>$15,653,769.34</td>
<td>$216,105,300.50</td>
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<tr>
<td>SDVOSB</td>
<td>4</td>
<td>$13,057,923.91</td>
<td>$167,132,691.07</td>
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<td>SDVOSB/HUBZone</td>
<td>1</td>
<td>$2,595,845.43</td>
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<td>Reserved for WOSB Total</td>
<td>2</td>
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<td>$33,418,002.18</td>
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<tr>
<td>WOSB</td>
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<tr>
<td>SB Set-Aside Total</td>
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<td>$510,028,009.74</td>
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<tr>
<td>8(a)</td>
<td>3</td>
<td>$18,727,954.54</td>
<td>$137,822,763.00</td>
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<tr>
<td>8(a)/WOSB/SDVOSB</td>
<td>1</td>
<td>$1,546,291.58</td>
<td>$5,298,781.76</td>
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<tr>
<td>SDVOSB</td>
<td>20</td>
<td>$108,388,472.69</td>
<td>$794,636,543.59</td>
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<tr>
<td>Small Business</td>
<td>59</td>
<td>$326,218,100.16</td>
<td>$1,987,484,517.01</td>
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<tr>
<td>WOSB</td>
<td>15</td>
<td>$55,147,190.77</td>
<td>$520,799,939.66</td>
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<tr>
<td>Unrestricted Total</td>
<td>86</td>
<td>$745,054,712.00</td>
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<td>Large Business</td>
<td>70</td>
<td>$676,501,352.71</td>
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<td>SDVOSB</td>
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<td>$14,694,621.15</td>
<td>$78,285,970.22</td>
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<tr>
<td>Small Business</td>
<td>13</td>
<td>$44,882,531.14</td>
<td>$457,889,021.78</td>
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<tr>
<td>WOSB</td>
<td>1</td>
<td>$8,976,207.00</td>
<td>$8,976,207.00</td>
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<tr>
<td>Grand Total</td>
<td>206</td>
<td>$1,319,201,135.15</td>
<td>$9,131,191,116.01</td>
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</tbody>
</table>

Data as of 01/01/19 – 09/13/21

Many Socio-economic vendors are winning unrestricted or set-asides for small business!
<table>
<thead>
<tr>
<th>NxG Vendors</th>
<th># Awards</th>
<th>Sum of Potential Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Science Applications International Corporation</td>
<td>10</td>
<td>$694,890,751.33</td>
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<tr>
<td>Amentum Services, Inc.</td>
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<td>$170,603,819.36</td>
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<tr>
<td>Booz Allen Hamilton, Inc.</td>
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<td>$745,662,378.26</td>
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<tr>
<td>Systems Engineering Associates Corporation</td>
<td>5</td>
<td>$222,051,834.00</td>
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<tr>
<td>General Dynamics Information Technology, Inc.</td>
<td>5</td>
<td>$191,695,287.10</td>
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<tr>
<td>McLaughlin Research Corporation</td>
<td>5</td>
<td>$143,450,532.88</td>
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<tr>
<td>McKean Defense Group, LLC</td>
<td>5</td>
<td>$83,750,873.97</td>
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<tr>
<td>CACI,INC-FEDERAL</td>
<td>4</td>
<td>$277,004,315.59</td>
</tr>
<tr>
<td>Southeastern Computer Consultants, Inc.</td>
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<td>$242,408,601.00</td>
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<tr>
<td>Tatitlek Technologies Inc</td>
<td>4</td>
<td>$169,667,051.00</td>
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<tr>
<td>Precise Systems</td>
<td>4</td>
<td>$97,460,063.07</td>
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<tr>
<td>Green Expert Technology Inc</td>
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<td>$87,046,124.70</td>
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<tr>
<td>ND Systems TECHNOLOGY SOLUTIONS &amp; SERV</td>
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<td>$81,492,420.37</td>
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<tr>
<td>Science Applications International Corporation</td>
<td>3</td>
<td>$255,820,764.35</td>
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<tr>
<td>KMS Solutions LLC</td>
<td>3</td>
<td>$230,528,689.00</td>
</tr>
<tr>
<td>Cydecor, Inc.</td>
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<td>$158,331,570.13</td>
</tr>
<tr>
<td>Bowhead Program Management &amp; Operations</td>
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<td>$137,046,103.53</td>
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<tr>
<td>Rite-Solutions, Inc.</td>
<td>3</td>
<td>$123,857,769.00</td>
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<tr>
<td>Tri Star Engineering</td>
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<td>$115,372,670.00</td>
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<tr>
<td>Innovative Professional Solutions, Incorporated</td>
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<td>$113,741,331.00</td>
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<tr>
<td>EHS Technologies Corporation</td>
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<td>$108,310,008.82</td>
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<td>Life Cycle Engineering, Inc.</td>
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<td>$70,355,904.84</td>
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<tr>
<td>Alion Science and Technology Corporation</td>
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<td>$158,468,963.01</td>
</tr>
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</table>

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

### Navy Wide Totals

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Total Spend</th>
<th>SB Spend</th>
<th>SB Spend%</th>
<th>Total Vendors</th>
<th>SB Vendors</th>
<th>SB Vendor Participation%</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>$4,879,237,148.03</td>
<td>$2,144,131,479.31</td>
<td>43.94%</td>
<td>529</td>
<td>412</td>
<td>77.88%</td>
</tr>
<tr>
<td>FY18</td>
<td>$5,478,291,100.16</td>
<td>$2,514,287,190.35</td>
<td>45.89%</td>
<td>522</td>
<td>409</td>
<td>78.35%</td>
</tr>
<tr>
<td>FY19</td>
<td>$5,972,088,584.02</td>
<td>$2,904,633,080.75</td>
<td>48.63%</td>
<td>541</td>
<td>426</td>
<td>78.74%</td>
</tr>
<tr>
<td>FY20</td>
<td>$6,276,233,921.06</td>
<td>$2,925,914,498.92</td>
<td>46.61%</td>
<td>641</td>
<td>501</td>
<td>78.16%</td>
</tr>
</tbody>
</table>

### NAVSEA Totals

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

Data includes both SeaPort e and NxG administered Task Orders.
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.
Questions
Statement A: Approved for Release. Distribution is unlimited.
Naval Sea Systems Command
Small Business Innovation Research (SBIR)
Small Business Technology Transfer (STTR)

2021 NAVSEA
Small Business Industry Day

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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

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

• 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 & DEVELOPMENT, Not Parts and Services

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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
**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.

**Traditional Solicitation Schedule**

**FY 21.3/.C**
- Pre-Release: 8/25/21
- Open: 9/21/21
- Close: 10/21/21

**FY 22.1/.A**
- Pre-Release: 12/01/22
- Open: 01/12/22
- Close: 02/10/22

**FY 22.2/.B**
- Pre-Release: 04/20/22
- Open: 05/18/22
- Close: 06/15/22

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
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 Functional Organization

NAVSEA Executive Committee

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

NAVSEA SBIR/STTR Working Group

HQ, DIR, & PEO - SBIR/STTR TMs

PEO CV
Technology Manager
Richard Park

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

PEO IWS
Technology Manager
Douglas Marker

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

PEO USC
Technology Manager
Jennifer Greenwood

Responsible for the design, development, build, maintenance, and modernization of unmanned maritime systems, mine warfare systems, and small surface combatants.

PEO SHIPS
Technology Manager
Robert Mitchell

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

PEO SUBS
Technology Manager
Roberto Sanchez

Focuses on the design, construction, delivery, and conversion of submarines and advanced undersea and anti-submarine systems.

HQ & DIR
Technology Manager
Ryan Blondino

Focuses on the engineering, design, construction, and delivery requirements for NAVSEA HQ & Directorates, including Diving & Salvage Operations.

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Questions?
Closing Remarks

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

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Thank you for coming!
Thank You For Attending Day 1
Small Business Industry Day
Reminder Day 2 is by appointment only