



U.S. Navy Small Boats

Partnering with Industry in Delivering Product Excellence for the Fleet

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Agenda

- PMS325G – Who Are We?
- Goals and Direction – Partnering with Industry
- How to do Business with PMS325G
- Summary



What Do We Do?

PMS325G provides Cradle to Grave Program Management for nearly 3000 U.S. Navy Boats

WE:

- **Buy boats** using mostly GSA Federal Supply Schedules
- Assist Navy Resource Sponsors in defining boat requirements
- Assist the Fleet and other customers in choosing the right solutions
- **Foster Industry involvement**
- Work with other government agencies to provide boat expertise
- Manage boat In service engineering and life cycle support



Our Mission and Goals

- Buy and deliver best value boats and related services for the Fleet
- Support the Anti-Terrorism/Force Protection (AT/FP) initiative
- Partner with industry in solidifying a broad vendor base
- Champion industry ideas and innovations



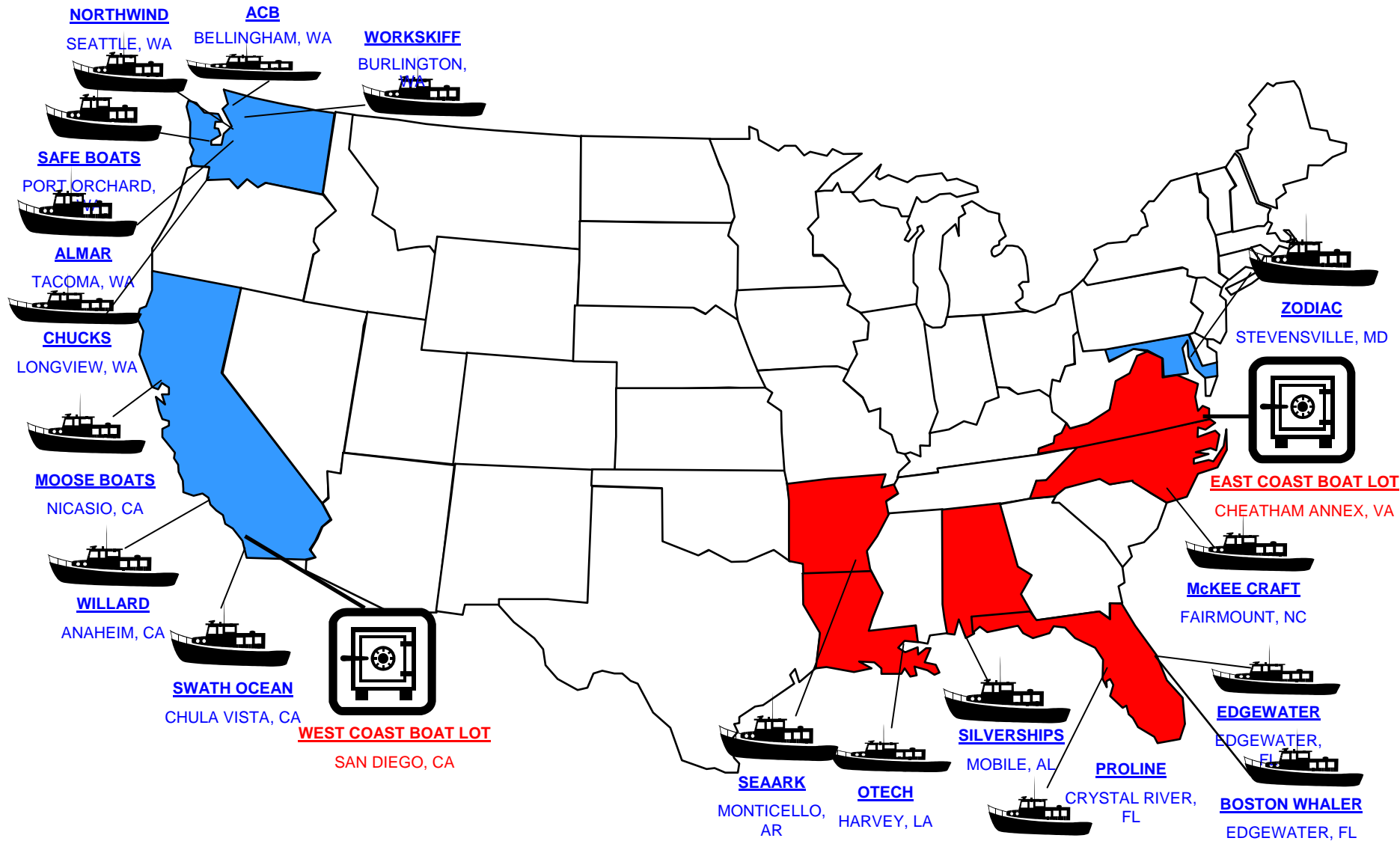
What Are We Buying?

BOAT TYPE	2004	2005	2006	2007	2008	2009	TOTALS
5.4 M RIB	0	0	22	0	0	0	22
24' (7M) RIB	19	7	17	17	16	12	88
11M RIB	44	13	2	2	2	3	66
Barrier Tenders	1	0	0	0	0	0	1
EOD Support Craft	20	13	11	8	6	10	68
Utility Boat (Small)	9	13	16	14	16	15	83
Anti-Terrorism (Small)	4	0	5	7	2	0	18
Anti-Terrorism (Medium)	8	0	0	0	0	0	8
Anti-Terrorism (Large)	33	15	6	0	1	1	56
NSW Short Range SC	0	0	18	19	12	9	58
NSW Long Range SC			1	2	2	2	7
Misc/Special Purpose	2	0	0	0	0	0	2
TOTALS	140	61	98	69	57	52	477

Requirements fluctuate due to emerging priorities and Congressional plus-ups



Where We Do Business





How To Do Business With Us

- Be an Outstanding GSA Federal Supply Schedule Partner
- Demonstrate your products
- Share/present your ideas and innovations
- Keep the Sailor in mind



Be an Outstanding GSA Schedule Partner

- Place your products on GSA Federal Supply Schedules
 - www.gsa.gov (Key Topics “How to Get on Schedules”)
 - Marine Craft and Equipment Schedule 084
Marine Craft and Equipment – Boats, Inboard and Outboard engines , floating marine barriers, alarm and signal systems, etc.
- Boats have to be built and commercially available
- Provide comprehensive product and price information (Clause I-FSS-600)



GSA Schedule Tips

- Keep your contracts up-to-date
 - Make sure all pertinent items are listed
 - Purge obsolete items
- PMS325G will use GSA Advantage/EBuy
 - Solicitations will go only to vendors with posted pricing data
 - Carefully review solicitation requirements
- Equipment vendor tips:
 - Place your products on FSSs
 - Market boat vendors at www.gsaadvantage.gov - e-library tab, select SIN 260-01



Demonstrate Your Products and Capabilities

- Multi Agency Craft Conference (MACC)
 - MACC 2005: Technical Innovations and Tactical Applications, 17-20 May Norfolk VA
 - www.boats.dt.navy.mil/macc
 - Not mandatory for doing business with PMS325G
- Arrange individual demonstrations with PMS325G and CCD
- Coordinate Fleet customer demonstrations with us!



Share Your Ideas and Innovations

- Attend MACC and other well-attended boat shows
- Send us information
- Schedule appointments to see us directly
- Participate in Navy's Small Business Innovative Research (SBIR) program

<http://www.navysbir.mil>

<http://www.acq.osd.mil/sadbu/sbir/solicitations/index.htm>



Keep the Sailor in Mind



- Our Fleet operators deserve the best!
- Your boats will be used in a severe environment
- Boat documentation content is critical
- Innovations should focus on operability and supportability as well as performance





Summary

- PMS325G endorses a broad, forward thinking boat vendor business base
- Place comprehensive products and prices on your GSA schedules
- Demonstrate your products and share your ideas
- Keep the Sailor in mind!
- We want to proactively work with you in supporting tomorrow's Navy



WHAT WE BUY



Standard 11m RIB



Naval Coastal Warfare (NCW)



Standard 7m RIB



Barrier Tenders



HVA Escort



Mobile Security Group MSG)



Utility Boats



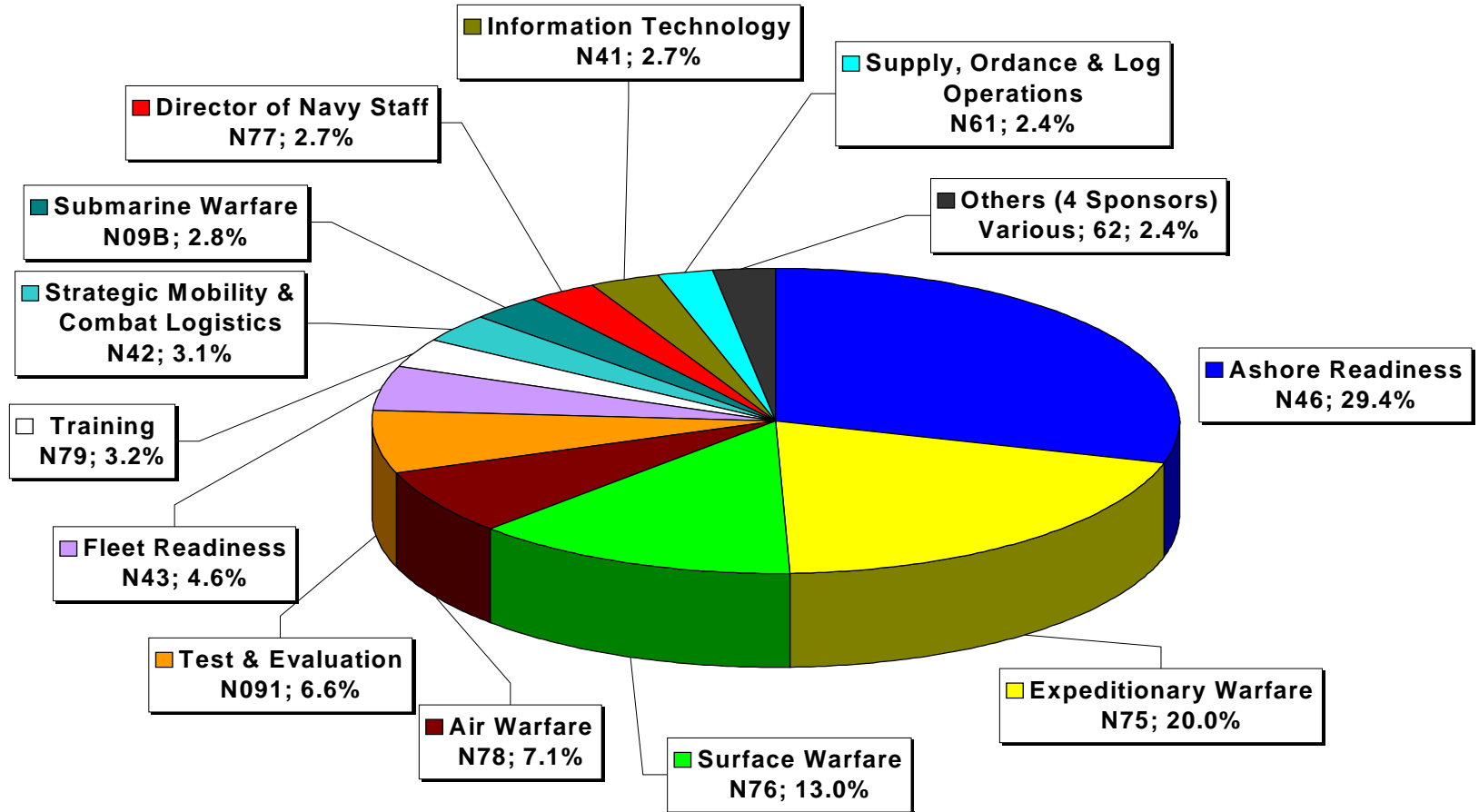
Harbor Security



Utility Boats



OUR CUSTOMERS - THE FLEET



Working closely with Fleet Sponsors and Customers in delivering timely, best value boats for the warfighter!