NSWC Dahlgren Division
Command Overview

CAPT Casey Plew
Commanding Officer

Mr. John Fiore, SES
Technical Director

Aug 20, 2020

Small Business
Industry Outreach

The Leader in Warfare Systems Development and Integration
**Mission:** We deliver warfare systems to protect our nation and defeat our adversaries.

**Vision:** To design, develop, and integrate technologically superior warfare systems for the 21st century.
About Our History

**Systems Engineering**
- Combat Systems
- New Warfare Concepts
- Ballistic Missile Defense
- Integrated Warfare Systems

**Computational Sciences**
- Targeting
- Strategic Fire Control Computation
- Digital Fire Control

**Research & Development**
- Math, Physics, Chemistry, Engineering

**Test & Evaluation**
- Advanced Sensors

- Electric Weapons
  - Multi-use (Sense, ID, Engage)
  - Scalable effects
  - Lower cost

- Advanced materials
  - Topside Design
  - Control of RF environment

- Distributed Networked Systems
- Integration of Unmanned and Autonomous Systems
The Navy is the largest single employer in the state of Virginia. NSWCDD has

- Annual budget execution = $1.7B
- 100% Working Capital Fund
- NSWCDD is largest Federal R&D employer in the state
- Of our 4,786 government employees, 81%, or 3,884 are part of the technical workforce.

### OUR WORKFORCE

- 81% of the workforce hold a four year degree or higher
- 51% Bachelor's Degree – 2,451
- 27% Master's Degree – 1,291
- 3% Doctoral Degree – 142

### ECONOMIC IMPACT

**INCOMING FUNDS: $1.7B**

- **NAVY**
  - $1,414M
- **MARINE CORPS**
  - $6,070
- **ARMY**
  - $670M
- **AIR FORCE**
  - $897M
- **DOE**
  - $56,415
- **OTHER**
  - $15,461

**OUTGOING FUNDS: $1.7B**

- **CONTRACTS**
  - $897M
- **CIVILIAN PAYROLL & LABOR**
  - $56,415
- **OPERATIONAL EXPENDITURES**
  - $670M
- **PROPERTY MAINTENANCE**
  - $46M
- **MATERIALS**
  - $460M
- **MANUFACTURING**
  - $15,461
- **MILITARY PAYROLL**
  - $3M

### ACADEMIC & INTELLECTUAL IMPACTS

- 11,337 Outreach K-12 Students FTE
- $650K STEM Education Funding
- 469 Tech/Publications by Employees FY16 - FY18
- 578 Patents from FY16 - FY18
- 10 STEM Programs
- 54 Educational Partnerships
- 26 Cooperative Research & Development Agreements
- 16 University Grants & Contracts

Provided by the Chief Technology Office, NSWCDD.
NAVSEA Organization

Where do we fit in?
NSWC Dahlgren Division

Commanding Officer, NSWCDD | 00
Captain Stephen Plew

Chief of Staff | COS
Theresa Gray

Deputy Technical Director | TDB
Darren Barnes

Deputy Director for Warfare Integration
TD01
Chief Engineer
00E
Gilbert (Gil) Goddin

Directed Energy Scientist
TD02
Dr. Frank Peterkin

Combat Control Scientist
TD03
Dr. George Foster

Surface Engagement Scientist
TD04
D. Stephen Malyevac

SW, CS, & DE
Weapons Prototyping
TD05
Nelson Mills

Chief Technology Officer
00T
Jennifer Clift

Executive Assistant
TD
Gina Hoffman

Technical Advisor
TD
Greg White

Administrative Officer
TD
Katrina Harris

Office of Counsel
00L
Matthew Hawkins

Command Evaluation
00N
Robert Longworth

Executive Assistant
00
Ashley Mathis

Small Business
00K
Kris Parker

Comptroller
01
James Barnes

Contracts
02
Michael Busansky

Corporate Operations
10
Frank Dixon

Strategic & Computing Systems
A Department
Shellie Clift

Electromagnetic & Sensor Systems
B Department
J. Aaron Miller

Gun & Electric Weapon Systems
E Department
Stephanie Hornbaker

Weapons Control & Integration
H Department
Michael Till

Warfare Analysis & Digital Modeling
M Department
Jeffrey Thelen

NSWCDD, DNA/Readiness & Training Systems
R Department
David Richardson

Integrated Combat Systems
V Department
Robin Lacy

Updated May 2020
Providing capabilities and innovative solutions in the areas of weapons and sensor systems, and combat systems for over 100 years.
NAVAL SURFACE WARFARE CENTER – DAHLGREN DIVISION

DAHLGREN’S PRIORITIES

We’re an R&D Institution

Excellence in Technical Rigor

Focus on Collaboration

ALL TASKINGS SUPPORT THESE PRIORITIES

Distribution A: Approved for Public Release. Distribution Unlimited
Strategic Thrusts and Priorities

- Systems Engineering environment to deliver AI/ML to the warfighter
  - Integration, Safety, and Certification considerations of implementing AI/ML
  - Broader Autonomous Warfare applications

- Software Engineering Revolution
  - Migration to the ‘Cloud’
  - Software Factory & DEVSECOPs

- Digital Engineering environment
  - Includes dedicated focus on workforce development in MBSE and M&S
  - SME support to PEO IWS in stand-up of the SW Forge concept.

- Hypersonics Technologies

- Information Superiority
Take-Aways

- NSWCDD has a robust surface RDT&E mission
  - We are the premiere surface warfare R&D center
  - Largest of the warfare centers, largest RDT&E employer in state
- NSWCDD and Industry collaborate to support Navy’s mission
  - Solutions for surface warfare problem sets are needed
- Dahlgren Division continues to grow
  - The boom you hear is us; Potomac River Test Range is Active
  - Maintaining the Intellectual Strength for our surface fleet weapons system
  - Full support to the warfighter, warfighting and the future fleet!

NSWCDD: The Leader in Warfare Systems Development and Integration
Thank You
NSWC Dahlgren Division
Contracts Department (02)
Overview

Mr. Michael Busansky
Chief of the Contracting Office

Small Business
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Aug 20, 2020

The Leader in Warfare Systems Development and Integration
Agenda

- Organization
- Responsibilities
- OTA
- Metrics
- Summary
- SeaPort
NSWCDD Contracts

Deputy Contracts
Code 02B
Susan Wilson

Contracts
Code 02
Michael Busansky

Executive Assistant
Code 02B

Acquisition Oversight & Support
Code 021
Melisha (Missy) Proctor
- 0211 P-Card Program Management
- 0212 Policy & Self Assessment
- 0213 Technical Liaison Oversight
- 0214 COR Oversight

Contracting
Code 022
Stacy McQuage
SeaPort Contracting Officer
- Angela Pomeroy

Contracting
Code 023
Peter Taylor
- 0231 E Team Lead – Jim Doerr
- 0232 SCSC Team Lead – Dana Phillips
- 0233 V/M Team Lead – Dana Phillips (Acting)

Contracting
Code 024
Linda Wilkes
- 0241 00/10 Team Lead – D. Phillips
- 0242 A Team Lead – M. Briscoe
- 0243 H Team Lead – Amy Richards

Contracting
Code 025
Kevin Deal
- 0251 B Team Lead – C. Thompson
- 0252 R Team Lead – Reese Van Wyen
- 0253 CSCS Team Lead – R. Wallace-Taylor

Contracting
Code 026
Angela Bowling
- 0261 Team Lead – Mirenda Robertson

021 – OTA Team Lead – Nicole Black

0231 – OTA Team Lead – Nicole Black
0232 – SeaPort Contracting Officer – Angela Pomeroy
0233 – V/M Team Lead – Dana Phillips (Acting)
0234 – SeaPort Contracting Officer – Angela Pomeroy
0235 – V/M Team Lead – Dana Phillips (Acting)

Code 02 Approved for 107 Non-NADP Billets
Code 02 Responsibilities

- Code 02 maintains contracting authority up to $100M
  - Contingent upon favorable NAVSEA Procurement Surveillance Program (PSP) rating (next PSP July/August 2022)
- Code 02 provides direct contractual support to 7 technical departments and Command/Code 10
- Code 02 established NSWCDD Navy Surface Technology & Innovation Other Transaction Agreement (OTA) (June 2019)
- Code 02 provides contractual support beyond NSWCDD
  - Center for Surface Combat Systems (CSCS) – Dahlgren
  - Surface Combat Systems Center (SCSC) – Wallops Island
  - SeaPort-e Multiple Award Contracts (MACs), SeaPort NxG MACs, and Associated Software Contract(s)
  - PEO IWS Digital Warship Initiative Via MARCORSYSCOM OTA
  - NSWC Port Hueneme – Short & Medium Range Sub-Orbital Flight Vehicles
<table>
<thead>
<tr>
<th>22 Technology Areas</th>
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</table>
NSTIC-19
- 22 prototype projects anticipated; 5 awards made to date

NSTIC-20
- One-On-Ones (17 and 28 August)
- Virtual Industry Day - 01 September
- Solicitation issuance - 03 September

Moving to two solicitations (RPPs) per year (FY21)

Enhanced white paper process
- Communication/collaboration up to EWP submittal

New features/more integrated use of BIDS
- SON submission in BIDS
- Two-stage evaluation (versus 3)

Engagement with Industry
- Research ideas – submitted on 29 May 2020
NSWCDD Obligations & Actions

Obligations and Actions

<table>
<thead>
<tr>
<th></th>
<th>Obligations</th>
<th>Actions (Excluding SeaPort MAC Admin Mods)</th>
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<tbody>
<tr>
<td>FY16</td>
<td>$700</td>
<td>$700</td>
</tr>
<tr>
<td>FY17</td>
<td>$700</td>
<td>$700</td>
</tr>
<tr>
<td>FY18</td>
<td>$800</td>
<td>$800</td>
</tr>
<tr>
<td>FY19</td>
<td>$900</td>
<td>$900</td>
</tr>
<tr>
<td>FY20 (8/2020)</td>
<td>$600</td>
<td>$600</td>
</tr>
</tbody>
</table>
Contracts vs Total Obligational Authority (TOA)  
(Excludes Non-NSWCDD Customers)
The cost of Code 02 is covered by the contracts SCC

- Code 02 is NOT funded with overhead dollars – self-funded
- Government labor makes up the vast majority of the expense
- Contract SCC rate is applied against obligations

NSWCDD FY20 contract SCC rate = 2.33%

- Range for 9 other Warfare Center Divisions = 3.53% to 5.80%
- Same as FY19 SCC rate; lower than NSWCDD FY18 SCC rate of 2.52%
- Assumes $860M in FY20 obligations

No obligation – no revenue
Summary

- Code 02 support is critical to the NSWCDD mission
- Code 02 is organizationally healthy, efficient & effective
  - Well-staffed
  - Demographically balanced
  - Lowest SCC in the NAVSEA WFC community
  - Reputation for contracting excellence
NSWC Dahlgren Division
SeaPort Overview

Ms. Stacy McQuage

Small Business Industry Outreach

Aug 20, 2020

The Leader in Warfare Systems Development and Integration
SeaPort Program Office

Reach the SeaPort PMO at Seaport_epco@navy.mil
SeaPort PMO Responsibilities

- Three Code 022 full-time equivalents (FTEs)
  - Deputy program manager (DPM) / contracting officer / procurement tech
  - DPM reports directly to the SeaPort PM, an SES at NAVSEA HQ
  - Serves as primary POC to vendors and government SYSCOMS

- Code 022 SeaPort contracting responsibilities
  - Coordinating the closing of 5,106 SeaPort-e IDIQ Contracts that ended Dec 2019 administering 1,870 SeaPort-NxG IDIQ contracts (~$80B) including
    - Maintaining identical, compliant clauses at all times across all IDIQs
    - Coordinating mergers/acquisition novations with DCMA

- Code 022 responsible for SeaPort programmatic functions
  - Contracting officer representative (COR) on SeaPort IT contract
  - On behalf of the Navy, develops the budget, obtains ITPR approval, coordinates receipt of funding from the SYSCOMs/USMC
  - Maintain, update, and enforce SeaPort ConOps across the SYSCOMs/USMC
  - Lead of Governance Council - responsible for policy changes and DASN/OSD compliances for SeaPort operations
Notional Schedule:

- Solicitation Release: Jan 2021
- Proposals Due: Feb 2021
- Awards Made: Jun 2021

- Notional schedule has been posted on beta.sam.gov
  - Solicitation N0017821R4000

- Qualification requirements remain similar to initial NxG:
  - Direct experience supporting the Navy in the 23 functional areas covered by SeaPort
  - Functional areas still consist of engineering and program management support
What Happened to SeaPort e?

All Seaport e MACs ended December 31, 2019:

- No new Task Orders can be awarded under these MACs
- No automatic “rollover” of contract to SeaPort NxG – must propose
  - Having a SeaPort e MAC and no task orders awarded does not guarantee award of SeaPort NxG MAC
- SeaPort e existing Task Orders have approval to finish out period of performances regardless of MAC end dates
- Access to portal is based on having open task orders under SeaPort e MACs or teaming relationships
- All Active MACs with Task Orders have been migrated to SeaPort NxG Platform...not to SeaPort NxG MACs to bid on Task Order work.
NSWC Dahlgren Division
Small Business Program
Overview

Mr. Kristofer Parker
Deputy for Small Business

Small Business
Industry Outreach

The Leader in Warfare Systems Development and Integration

Aug 20, 2020
Agenda

- Program history/overview
- Statistical data
- Doing business with Dahlgren
- Moving forward
Program Overview

- Deputy for Small Business (DSB) Presence/Utilization
  - Statutory requirement for any activity that obligates >$100M/year
  - Designed to assist with small business opportunities
- Only four DSBs over the last 45 years
  - Consistency/stability has allowed for solid program growth and development
- Documented processes have been the predominant driving factor for positive SB participation
  - NSWCDD instituted initial acquisition processes in early FY13
  - Since inception, SB participation has almost doubled
  - Stakeholder involvement at earliest stages of the acquisition process ensure Small Business is considered as the “First Option”
- Between FY17 and FY20, negotiated for creation and/or award of 10 new small business set-aside awards are either new efforts or had previously been performed by a large business.
NSWCDD’s primary acquisition concentration is services
NSWCDD relies almost exclusively on the SeaPort-NxG MAC vehicle for service acquisitions
SeaPort-NxG has allowed for great advances in SB participation
FY 19 Obligations (Millions)

- 541330 - ENGINEERING SERVICES
- 334111 - ELECTRONIC COMPUTER MANUFACTURING
- 334511 - SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING
- 541519 - OTHER COMPUTER RELATED SERVICES
- 334220 - RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING
- 332721 - PRECISION TURNED PRODUCT MANUFACTURING
- 334290 - OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING
- 332510 HARDWARE MANUFACTURING
Historical Performance

Small Business Achievement

*Through 17 August 2020
## Overall FY20 Performance, through 17 August

<table>
<thead>
<tr>
<th>Category</th>
<th>NAVSEA Small Business Goals</th>
<th>NSWCDD Actuals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>37.00%</td>
<td>47.21%</td>
</tr>
<tr>
<td>Small Disadvantaged Bus.</td>
<td>13.00%</td>
<td>17.13%</td>
</tr>
<tr>
<td>Service Disabled Vet. Owned</td>
<td>2.50%</td>
<td>3.30%</td>
</tr>
<tr>
<td>Women Owned</td>
<td>4.50%</td>
<td>4.37%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>0.20%</td>
<td>1.70%</td>
</tr>
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Dahlgren Myths

“You can't break into Dahlgren”
- 4 new entrants to the market so far in FY20
- 15 Task Orders awarded to date
- 90+ companies in the Dahlgren market, none with >7.2% market share
- FY16 was high water mark – 6 new entrants into the market

“Dahlgren conducts oral presentations for every effort”
- Far more the exception now
- Never a requirement, but a preference at the discretion of the individual tech dept
- Restrictions have made orals less attractive

“We only award to the incumbent”
- In FY20, 8 of the 15 SeaPort awards have gone to OTHER than the incumbent

“Requirements are written so only the incumbent can bid”
- We actively work to identify and address actual/perceived impediments early on
- Industry feedback is encouraged via SeaPort questions and/or Ombudsman complaints

“We only do LPTA”
- We are not allowed to do LPTA
- All DD efforts in excess of the Simplified Acquisition Threshold are best value
Doing Business with Dahlgren, con’t.

Helpful tips

- Monitor SeaPort Rolling Admissions and consider submitting
  - Necessary for doing service contracting within NAVSEA/Navy

- Learn the market
  - Study the LRAF
  - Contact the DSB

- Learn your competition
  - Can glean from LRAF & SeaPort
  - Determine who’s performing similar efforts with complimentary capabilities

- Respond to Sources Sought announcements
  - Current environment makes it difficult to conduct face-to-face capabilities briefings
  - Quality responses get lots of attention
  - Can facilitate set-asides and serve as a great marketing tool

- Pursue partnering/teaming/subcontracting arrangements
Moving Forward

- Acquisition Thoughts
  - Current DD portfolio is Small Business heavy
  - Many current Small Business partners are on the cusp of graduating
  - Need to identify/attract new companies to the market

- Requires evolution on our part
  - Additional assistance coming
  - Increase social media presence

- Hoping to leverage the format of today’s meeting to facilitate upcoming effort-specific Industry Days