



Department of the Navy Office of Small Business Programs

How to Conduct Business with the Navy & Marine Corps - Being Procurement Ready

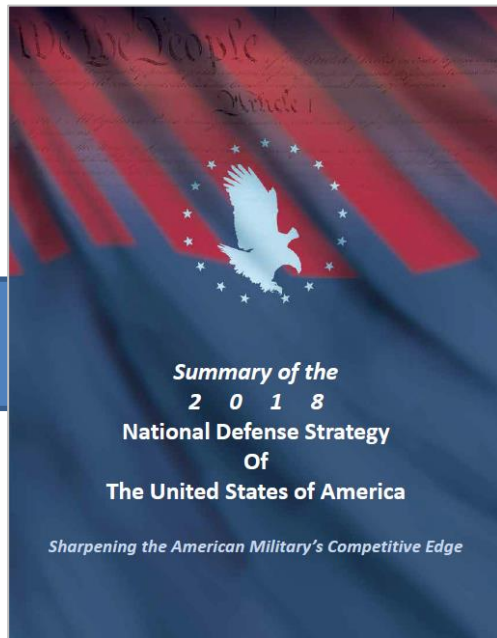


Mr. Jimmy Smith
Director, Office of Small Business Programs
Department of the Navy

*“Small Business...
The First Option”*

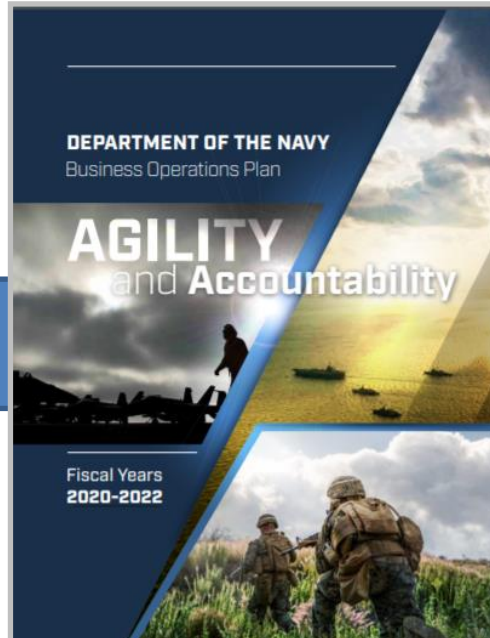
Strategic Alignment

Department of the Navy Office of Small Business Programs



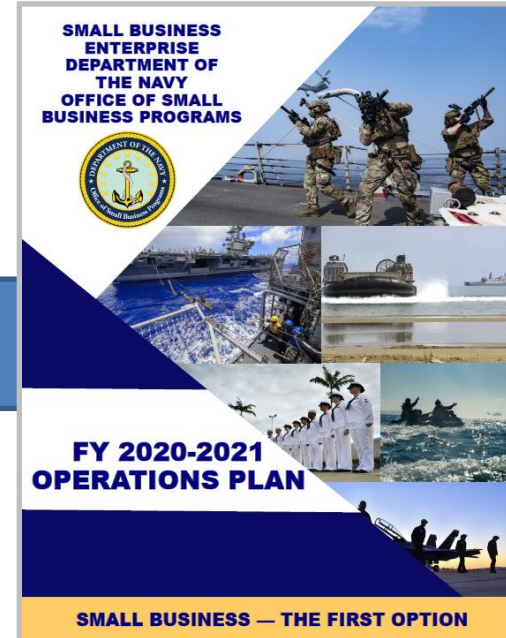
Three Lines of Effort

1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability



Three Priorities

1. People
2. Capabilities
3. Processes



Three Focus Areas

1. People
2. Capabilities
3. Processes

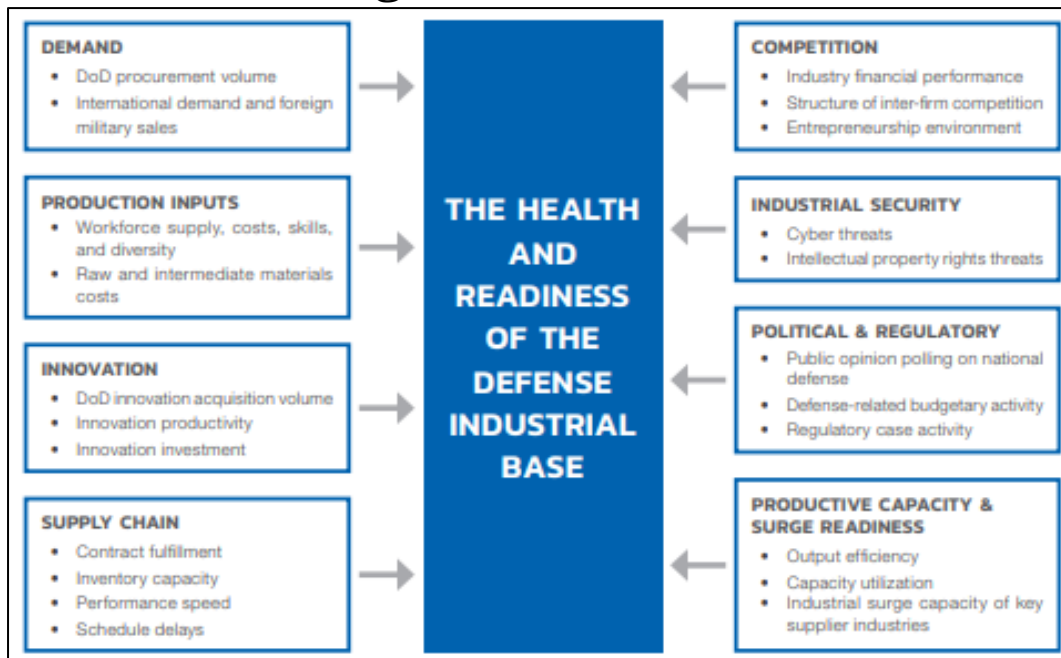


Defense Industrial Base Challenges

Department of the Navy Office of Small Business Programs



- NDIA Report Vital Signs 2021 – The Health and Readiness of the Defense Industrial Base (DIB)
 - Like 2020, the DIB graded a “C”.
- To understand the current business environment, NDIA focused on a set of eight conditions to assess the vital signs of the DIB.



- Vital Signs Survey Results:
 - Due to pandemic, 70% of 1,100 respondents experienced moderate or large impact while 12% thought they would not return to 2019 levels;
 - Need to reform the acquisition process and budget stability; and,
 - Uncertainty about the future was a deterrent to devote productive capacity to military production.

Top Industrial Base Challenges - Industrial Security & Cyber Risks



Importance of Small Business to the DON

Department of the Navy Office of Small Business Programs

- Small businesses deliver performance with agility and affordability. It is imperative that the DON identify small businesses, startups, and non-traditional suppliers to contribute to the DON's efforts to modernize key capabilities.



Buying Commands

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U.S. Marine Corps Installations and Logistics
www.iandl.marines.mil
(HQMCI&L) 703-604-3656



Ground Equipment



Marine Corps Systems Command
www.marcorsyscom.marines.mil
(MARCORSYSCOM) 703-432-3946



Ground Weapons and IT
systems



Naval Facilities Engineering Command
www.navfac.navy.mil
(NAVFAC) 202-685-9129



Construction and Facilities



Strategic Systems Programs (SSP)
www.ssp.navy.mil
202-433-7857



Strategic Weapons Systems
(missile Systems)



Naval Supply Systems Command
www.navsup.navy.mil
(NAVSUP) 717-605-1663



Majority of Navy Buys, Services,
material, logistics, maritime,
aviation spares, etc.



Buying Commands cont'd

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Military Sealift Command (MSC)

www.msc.usff.navy.mil

757-443-1209



Ocean transportation



Naval Air Systems Command

www.navair.navy.mil/osbp

(NAVAIR) 301-757-9044



Aviation



Naval Information Warfare Systems
Command (NAVWAR)

www.public.navy.mil/navwar

858-537-0305



Information Technology/
Communications



Office of Naval Research(ONR)

www.onr.navy.mil

703-696-2607



Research and
Development (SBIR)



Naval Sea Systems
Command (NAVSEA)

www.navsea.navy.mil

202-781-2061



Shipbuilding



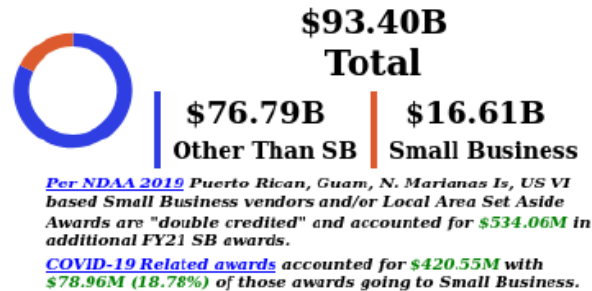
FY21 Dashboard



Department of the Navy

Fiscal Year 2021 FPDS-NG Data as of 30 September 2021

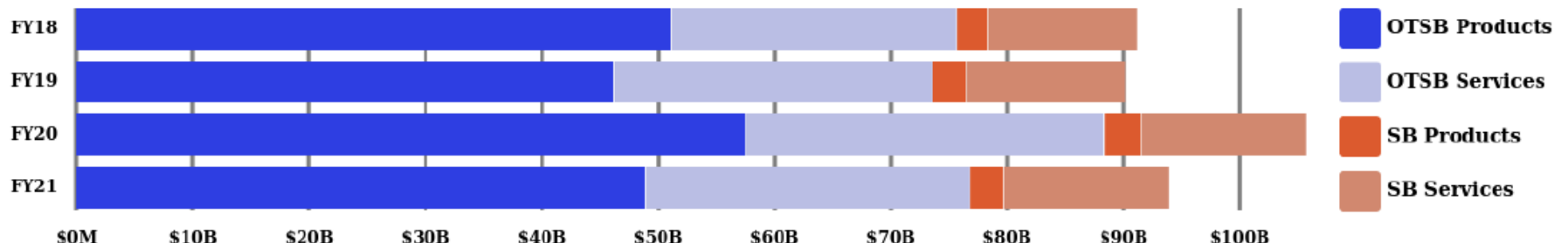
Top Fiscal Year 2021 Year-to-Date Small Business Portfolio Group Spends



Note: FY2020 data is based on non-validated FPDS-NG data for the period of 01 Oct 2019 to 30 September 2020



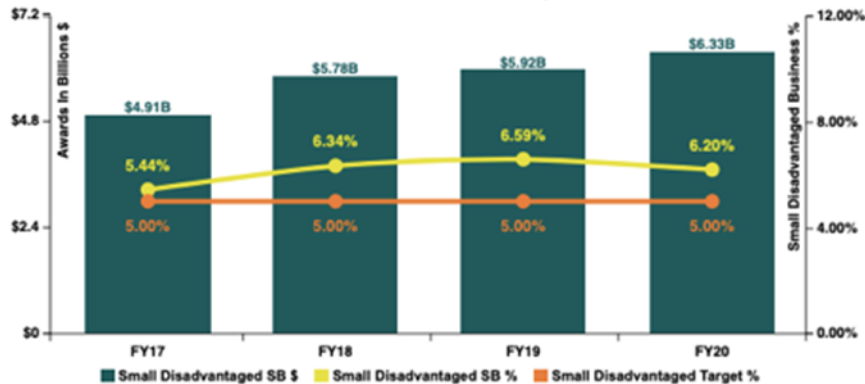
Fiscal Year 2018, 2019, 2020, and FY21 Year-to-Date Prime Contract Awards through 30 September 2021



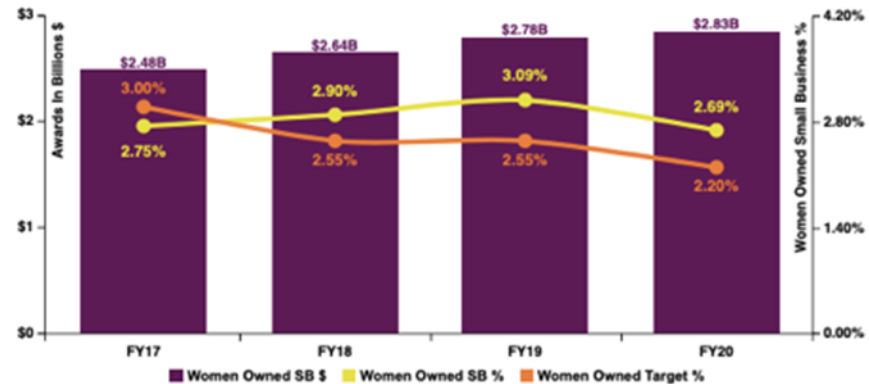
FY17-FY20 Socioeconomic Trends

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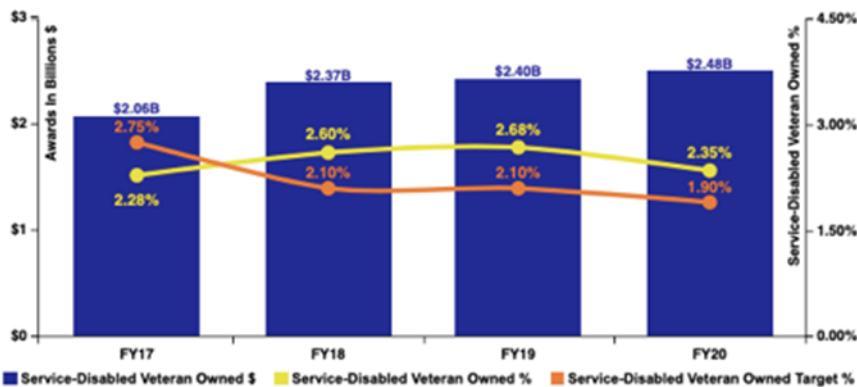
Small Disadvantaged



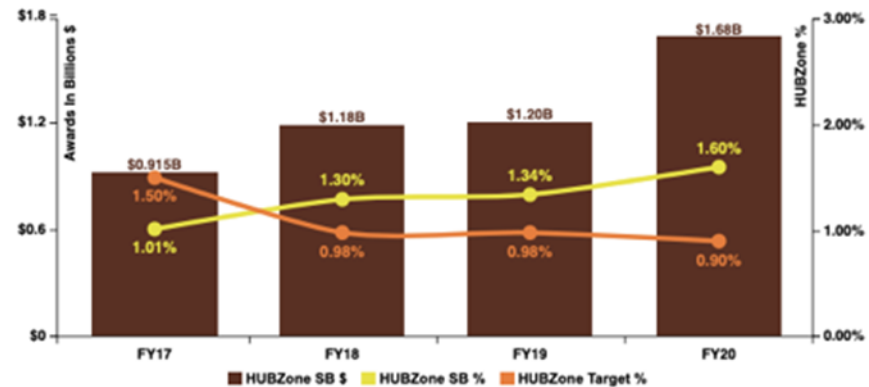
Women Owned Small Business



Service-Disabled Veteran Owned



HUBZone

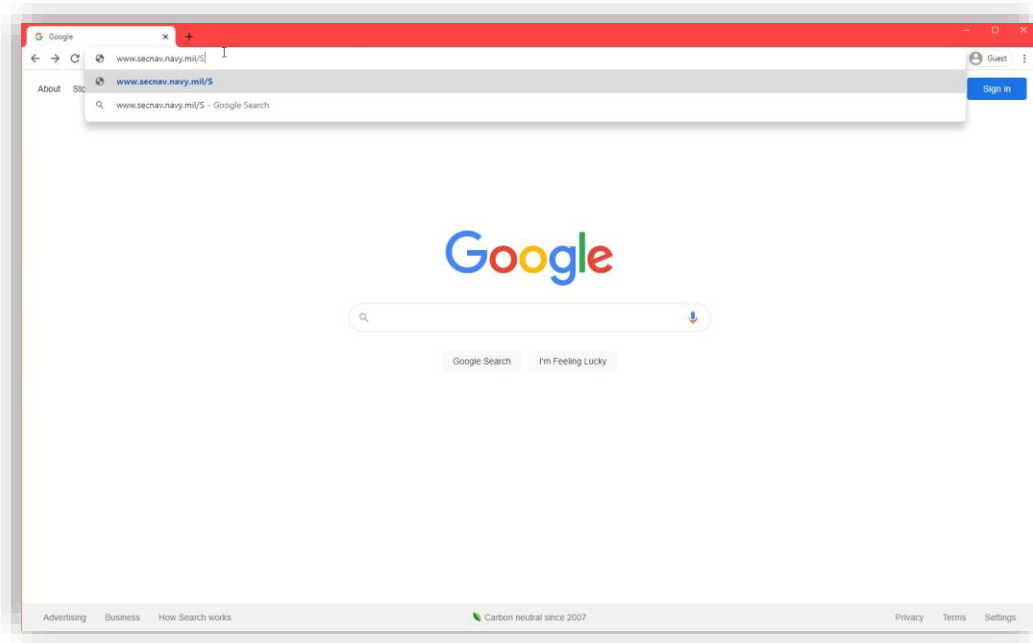


Data for FY17, FY18, and FY19 are all from SBA validated datasets, FY20 data is non-validated as of 01 OCT 2020; all data has the SBA Small Business Goaling Exclusions applied



DON LRAFs

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1. Visit the DON OSBP Website:
www.secnav.navy.mil/SmallBusiness
2. At the home page, hover on “Doing Business with the DON”
3. The 4th Option - Long Range Acquisition Forecasts (LRAF) will bring you to the Buying Command
4. Click on the command logo of the LRAF you would like to view.

* Some commands will display their LRAF on their site while others will bring you to an external website with the download option. Another may automatically begin the download of the LRAF.



DON Upcoming Procurements

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		Requirement Description				
Requiring MAJCOM	Contracting Office	Requirement Title	Requirements Description	Anticipated NAICS Code	Anticipated Solicitation / RFP Date	
					Fiscal Year	Quarter
NAVWAR	N00039 - Naval Information Warfare Systems Command	Integrated International Support Services (IISS) / PEO C4I PMW 740	Provide Integrated Program Management and Systems Engineering in support of Foreign Military Sales customer requirements for releasable Security Cooperation products and services.	541330_c_Except_Marine Engineering and Naval Architecture_\$38.5M	FY 2022	QTR 4
NAVWAR	N00039 - Naval Information Warfare Systems Command	Design, Engineering, Testing, Installation, and Integration Services / PEO C4I PMW 760	Logistics, integration, engineering, procurement, fabrication, assembly, test, inspection, and installation of integrated C4I and related capabilities aboard new construction ships.	541330_b_Except_Contracts and Subcontracts for Engineering Services Awarded Under the National Energy Policy Act of 1992_\$38.5M	FY 2022	QTR 1
NAVWAR	N66001 - NAVAL INFORMATION WARFARE CENTER PACIFIC	Computer Network Defense - Authorization and Assessment	Research, development, test and evaluation; the liberal application of science and technology practices and techniques to develop solutions; and development, implementation and execution of all aspects of life-cycle support (LCS) and lifecycle management (LCM) for the fielded systems, networks and security products of our customers/sponsors	541330_c_Except_Marine Engineering and Naval Architecture_\$38.5M	FY 2022	QTR 2
NAVWAR	N66001 - NAVAL INFORMATION WARFARE CENTER PACIFIC	Software Applications & Databases	The scope of work shall include Command, Control, Communications, Computers, and Intelligence (C4I) software engineering support. These efforts will include engineering products related to C4I software applications, web service development, and database or database management systems for current and future C4I systems and related business systems applications. System engineering efforts may include support for the web-enablement of applications and services to support Service Oriented Architectures (SOA) and Net-Centric Warfare efforts. The technical support shall entail the full range of software development including system requirements, product analyses/evaluations, design, prototyping, software engineering/development, implementation, integration, documentation, and training. Work will require an in-depth understanding of the Software Engineering Institute (SEI) Capability Maturity Model Integration (CMMI) for the entire software life-cycle process, SEI Secure Coding Standards, and processes defined in IEEE 12207. This work provides support to perform software development, integration, test, and maintenance, and shall monitor progress using reporting procedures and measures of performance in accordance with best practices indicated by the SEI CMMI, or as defined by the applicable Program Offices.	541330_Engineering Services_\$15M	FY 2022	QTR 2

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<https://www.secnav.navy.mil/smallbusiness>

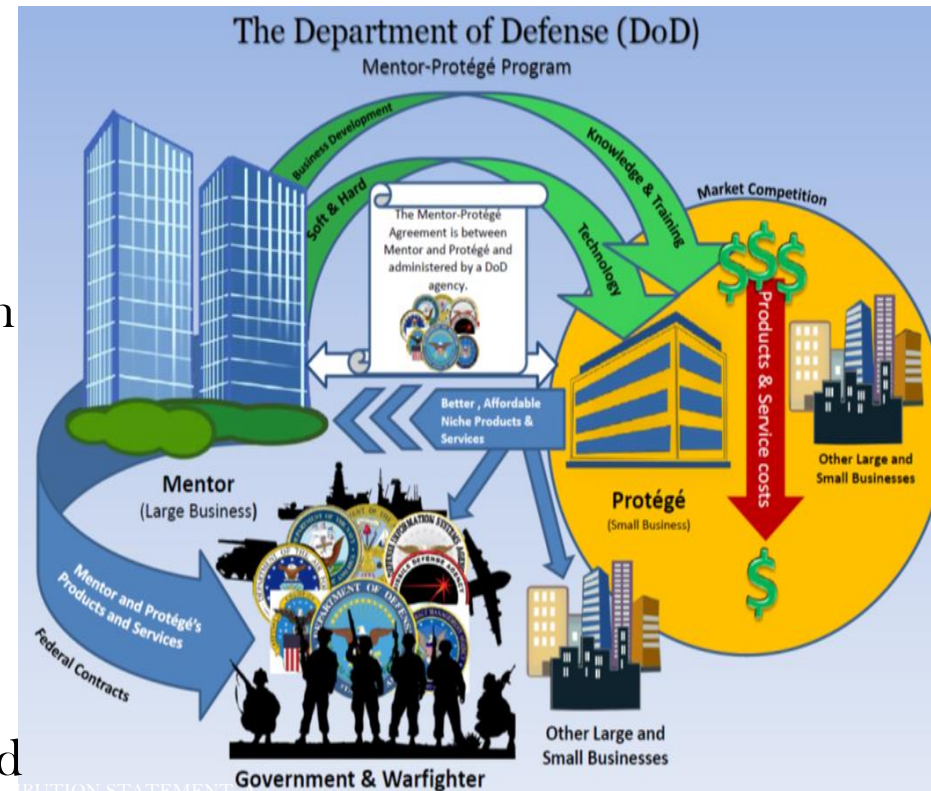


Mentor-Protégé Program

Department of the Navy Office of Small Business Programs

<https://www.secnave.navy.mil/smallbusiness/Pages/mentor-protege.aspx>

- **Purpose:** Provide incentives for DoD contractors to assist small businesses in:
- Enhancing business development and technology capabilities;
 - Increasing subcontracting participation in government & commercial contracts;
 - Positioning small businesses for prime contracting opportunities;
 - Increasing protégé firm's technical and business infrastructure capabilities; and,
 - Increasing the Small Business Industrial Base, Increasing competitive markets and Increasing utilization of Nontraditional & commercial companies.



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DON OSBP Website Overview

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<https://www.secnav.navy.mil/smallbusiness>

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Procurement Readiness

Department of the Navy Office of Small Business Programs



<https://www.secnav.navy.mil/smallbusiness>

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Search What the DON Buys

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The screenshot shows the website [secnav.navy.mil/smallbusiness/Pages/default.aspx/](https://www.secnav.navy.mil/smallbusiness/Pages/default.aspx/). The page features a dark blue header with the title "OFFICE OF SMALL BUSINESS PROGRAMS" and a navigation menu including "Home", "About", "Commands", "Doing Business with DON", "Outreach", "Performance", and "Search What DON Buys". Social media icons for LinkedIn, YouTube, Twitter, Facebook, and a search icon are also present. Below the header, a "Home" link is visible on the left, and a "Coronavirus Details" link is on the right. The main content area includes a large banner for "COVID-19 Updates & What Small Businesses need to know" with a red and white virus graphic. Below this is a green button that says "SUBSCRIBE TO OUR MAILING LIST". At the bottom, there is a promotional banner for the "2021 Navy Gold Coast Premier Procurement Event" with the website www.navygoldcoast.org and the hashtag #NavyGC2021. The banner also features the "Virtual! 2021 NAVY GOLD COAST" logo and the "NDIA" logo. The page is flanked by vertical images: a sailor on the left and a ship on the right.

<https://www.secnav.navy.mil/smallbusiness>

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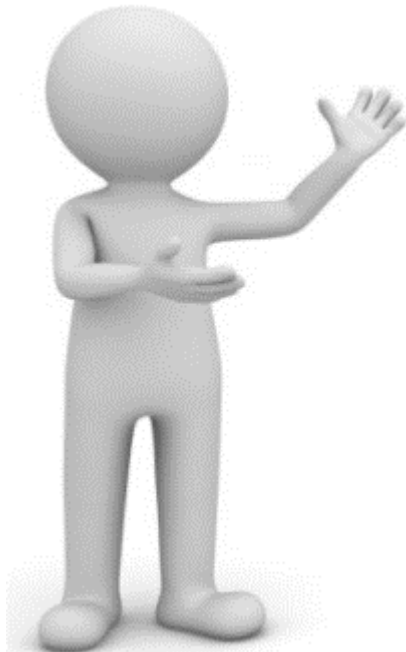


DON OSBP Mailing List

Department of the Navy Office of Small Business Programs



SUBSCRIBE TO OUR MAILING LIST



Keep In Touch!

From Webinars to Industry days;
Learning how to do business with the DON to
In-Person Events and Engagements!
Stay up to date with DON OSBP! Subscribe Below!

We'll be sure you don't miss anything!

Email Address

First Name

Last Name

Are you a...

- ☐ Small Business Professional
- ☐ Small Business
- ☐ Large Business
- ☐ Other

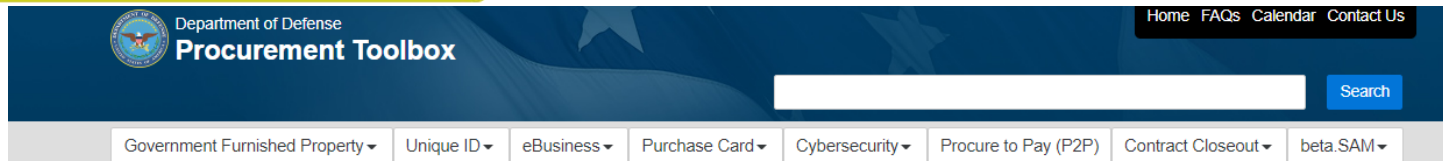
Does your business fall under any of the below
cat



DoD Procurement Toolbox

Department of the Navy Office of Small Business Programs

<https://dodprocurementtoolbox.com>



Department of Defense Procurement Toolbox

A collection of tools and services to help you and your organization manage, enable, and share procurement information across the Department of Defense.

Latest News

Calendar for 2021 Virtual Training Opportunities

Apr 12, 2021

Memo Issued on Implementation of the Government Furnished Property Module

Apr 9, 2021

ALERT: The Section 889 Bot has resumed regular business operations.

Apr 5, 2021

ALERT: The Section 889 Bot is Temporarily Down for Maintenance.

Mar 16, 2021

The GFP Position Report is now available for Vendor/Contractor users.

Jan 19, 2021

[View all news](#)

Training

GFP Property Transfer for Contractors

Apr 15, 10 - 11:30 AM EDT

GFP Property Transfer for Government

Apr 15, 1 - 2:30 PM EDT

GFP Property Transfer Excel

Apr 20, 10 - 11:30 AM EDT

Property Loss Training For Contractors

Apr 22, 10 - 11:30 AM EDT

Property Loss Training For Government users

Apr 22, 1 - 2:30 PM EDT

[View all training events](#)

Upcoming Events

APRIL						
S	M	T	W	T	F	S
27	28	29	30	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	1
2	3	4	5	6	7	8

[View all events](#)

A collection of tools and services to help you and your organization manage, enable, and share procurement information across the Department of Defense.

<https://www.secnv.navy.mil/smallbusiness>

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Procurement Technical Assistance Center (PTAC)

Department of the Navy Office of Small Business Programs

www.aptac-us.org

➤ Overview:

- 94 PTACs – with over 300 local offices – help local businesses compete successfully in the government marketplace through:
 - Government Contracting Assistance
 - Providing Contracting Resources and Tips
 - Training

The screenshot shows the APTAC website with a dark blue header containing navigation links: HOME, ABOUT US, GOVERNMENT CONTRACTING ASSISTANCE, APTAC PARTNERS, PTAC LOGIN, and CONTACT US. Below the header, there's a section titled 'Find a PTAC' with a dropdown menu to 'Select a State' and text explaining the purpose of PTACs. To the right, a red banner reads 'HELP FOR GOVERNMENT CONTRACTING', followed by a section titled 'Procurement Technical Assistance Centers (PTACs)' which highlights 'Free Help with SAM Registration' and lists services like workshops and one-on-one counseling. On the far right, a box titled 'Contracting Success' displays statistics: 'In 2019, PTAC clients were awarded \$24 BILLION IN CONTRACTS with over 57,000 businesses receiving assistance.' and a 'Learn More' link.

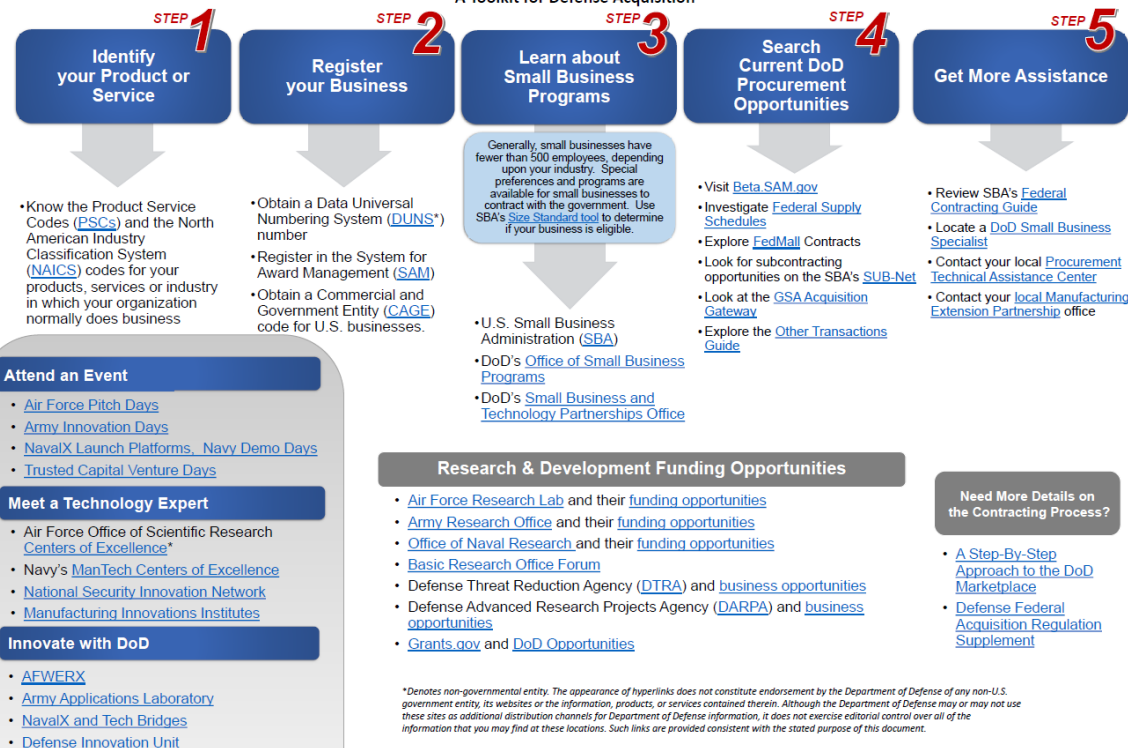
DON OSBP
Partners with the
PTACs on Industry
Engagement



<https://www.dau.edu>

➤ Classes and Training for Contractors

Doing Business with the Department of Defense A Toolkit for Defense Acquisition



Our online course enrollment system for defense industry personnel is now operational. We thank everyone for their patience. Also just a reminder, contractors are eligible to take our classes for FREE.



Get Connected

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Facebook.com/NAVYOSBP



<https://www.youtube.com/c/DONOSBP>
DON Office of Small Business Programs Channel



[/deptofnavysmallbusiness](https://www.linkedin.com/company/deptofnavysmallbusiness)

<https://www.secnav.navy.mil/smallbusiness>

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Questions

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