Space and Naval Warfare Systems
Center Atlantic
Opportunities 2018

NC Small Business and Technology Development Center
Asheville, NC
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Presented by:
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SSC Atlantic At-a-Glance

Strategically located to support the deployed Navy

FY17 Total Obligation Authority $2.92B
- 41% supports 407 Small Business firms (FY17)
- 91% competition
- Primarily a Navy Working Capital Fund (NWCF) Organization. Relying on sales revenue rather than direct Congressional appropriations to finance its operations

Technical Leadership
- 4,179 Gov’t, 124 Mil; ~9,000 Industry
  - 73% in Engineering and Logistics and Fleet Support competencies
  - 32 Technical Warrant Holders
  - 59 PhD; 1,112 Masters; 1,815 Bachelors

*Forward Deployed

EOM Dec 2017

We deliver Information Warfare capabilities, including communication systems (radios), networking systems (internet/routers/switches), cyber operations (red team/forensics/network defense), intelligence, surveillance, reconnaissance (sensors/decision support applications), business systems (benefits/personnel) and information security.
Connecting the Warfighter

Communications

Information Management

Integrated Platforms

Delivering and sustaining Information Warfare tools for all Naval forces
Opportunities for Small Businesses

Set Asides – The purpose of the Small Business Program is to set aside certain acquisitions exclusively for small business to permit them a fair opportunity to compete for Government contract dollars.

- Set asides are available to any acquisition over $150K for small business participation if there is a reasonable expectation that offers will be obtained from at least TWO responsible small businesses and award will be made at fair market prices.

Subcontracting – Contracts exceeding $750K with subcontracting opportunities shall submit Subcontracting Plans if the business is a large business.
Industry Engagement and Collaboration

▼ Industry Days
- 23 Industry Days for FY17 have been completed, 17 orders & 6 contracts
- **Upcoming Industry Days**
  - FY18 2nd QTR: 5 task orders
  - FY18 3rd QTR: 2 contracts
- In conjunction with a draft RFP to maximize input from industry to shape final RFP requirements
- Any competitive contract action over $100M
- Any competitive task order $50M+

▼ Technology Exchanges
- **Next Technology Exchange will be Autonomy and Embedded Systems.**
  - May 23, 2018, CHS Trident Technical College
- Used to investigate and identify efficiencies and innovative solutions in technology growth areas
- Phased approach (Review ideas/Exchange/Follow up)
- Market research, not a BD Meeting
- Includes “One-on-One” sessions between Gov’t TGA SMEs and Industry Technical SMEs

▼ Information Warfare Research Project (IWRP) Other Transactional Authority (OTA)
- To advance the Navy’s Information Warfare research

Committed to engaging with industry and continuing to hold events

Engagements with Industry and Academia

▼ Formal Initiatives with Industry
- Contracts Industry Council: CHAS (bimonthly)
- Industry Days CHS/HR (As Required)
- Technology Exchanges CHS/HR (Qtr)
- Small Business Industry Outreach Initiatives (SBIOI): CHAS (Qtr)
- Women in Defense Speed Networking: CHAS (Qtr)
- NOLA SBIOI: NOLA (Annually)
- Tidewater Assoc. of Service Contractors SBIOI: HR (Annually)
- AFCEA WEST: SD (Annually)
- DoN Gold Coast: SD (Annually)
- Sea Air Space: DC (Annually)
- Salute to Small Business (SBA): Columbia, SC (Annually)
- ONR S&T: DC (Annually)
- C5ISR: CHAS (Annually)
- Society of Military Engineers (SAME) SB Conference CHAS (Annually)
- SC Research Authority (SCRA) SB Outreach: CHAS (As Requested)
- Small Business Dev. Center Training: CHS/NOLA (Qtr)
- Monthly Industry Luncheons (As Requested)

▼ Informal Initiatives with Industry
- Weekly one-on-one meetings (as requested) in conjunction with the Small Business Development Center: CHS/NOLA

▼ Industry Resources
For the innovators
http://www.defenseinnovationmarketplace.mil/navy.html
Doing Business with SPAWAR
SPAWAR e-Commerce Central (E-CC)
https://e-commerce.sscno.nmci.navy.mil
SSC Atlantic Public Page http://www.public.navy.mil/spawar/Atlantic/Pages/ForIndustry.aspx

▼ Formal Initiatives with Academia
- Cooperative Research and Development Agreements (CRADA)
- Partnership Intermediary Agreements (PIA)
- Educational Partnership Agreements

Engagements for innovative solutions and improvements in delivery and performance
SPAWAR Long Range Forecast and SSC Atlantic Task Order Forecast in the “News” section

Read Me First
- Central Contractor Registry
- D-U-N-S Number ……

Vendors Users Guide
- Your resource for Doing business with SPAWAR

SSC Atlantic Active Contract List
http://www.public.navy.mil/spawar/Atlantic/Pages/ForIndustry.aspx

Active Contracts
Consider contacting the successful contractor to seek subcontracting opportunities.

How can I identify current procurement opportunities?
SPAWAR E-Commerce Central

- E-CC Home
- Read Me First!
- Section 508
- Submitting A Proposal?
- Vendors Users Guide
- CMPG
- Small Business Office
- e-Commerce News
- Links
- Submit Unsolicited Proposal
- HEADQUARTERS
- SSC ATLANTIC
- SSC PACIFIC
- i-Services
OSBP Outreach Initiatives

▼ Small Business and Industry Outreach Initiative (SBIOI)
  ▪ Charleston Defense Contractors Association (CDCA)
    – www.charleston-dca.org in Charleston SC
  ▪ Tidewater Association of Service Contractors (TASC)
    – https://www.tasc-tgic.org in Hampton Roads, VA

▼ Technology Exchange: https://e-commerce.sscno.nmci.navy.mil

▼ Women In Defense: http://widpalmettochapter.org/

▼ AFCEA: http://charleston.afceachapter.org/

▼ One-on-One Meetings
Robin Rourk, Deputy Director, OSBP
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We deliver Information Warfare capabilities
Enabling Warfighters to secure America
and promote global freedom

SSC Atlantic is part of the Naval Research & Development Establishment (NR&DE)

Twitter: http://twitter.com/SPAWARHQ  Employment opportunities: www.USAJOBS.gov
SPAWAR Contract Directorate Office: https://e-commerce.sscno.nmci.navy.mil