Space and Naval Warfare Systems
Center Atlantic
SAME 2017 Charleston Post Industry Day

Provided to:
Society of American Military Engineers (SAME)
Charleston, SC
11 August 2017

Presented by:
Robin Rourk
Office of Small Business Programs (OSBP)
SSC Atlantic Agenda

- Mission
- Warfighter Impact
- Opportunities
- Small Business Achievements
- Outreach Initiatives
We deliver Information Warfare capabilities, including communication systems (radios), networking systems (internet/routers/switches), intelligence, surveillance, reconnaissance (sensors/decision support applications), business systems (benefits/personnel) and information security.
Connecting the Warfighter

Communications
- Networks
- Wireless Networks
- Secure voice
- MUOS Mobile User Objective System

Information Management
- Data Integration & Display
- On-the-Move capability
- Support more than 70 Air Traffic Control Facilities
- Data Architecture
- Navy Enterprise Data Centers
- 24/7 Service Desk and Remedy Support
- 24/7 DoD Travel Assistance Center

Integrated Platforms
- Maritime-Surface
- Maritime-Submarine

Logistics Management
- Military Fuel Automation Equipment and Critical Fuel Infrastructure Systems

Business Information Systems
- Intelligence Collection and Processing
  - Biometrics, SIGINT tagging, tracking and locating systems...

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.
SSC Atlantic E-Commerce Page
SPAWAR e-Commerce Central (E-CC) https://e-commerce.sscno.nmci.navy.mil

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

Vendors Users Guide
• Your resource for Doing business with SPAWAR

SPAWAR Long Range Forecast and SSC Atlantic Task Order Forecast in the “News” section

Future Contracts Portfolio

**Internal System Supply**

- **Cyber Mission Systems, Kitting, and Supplies (CMS) SBSA MAC**
  - Mobile C4I Systems
  - Shipboard and Shore Communications Systems
    - ISR Systems
  - Stand-Alone Kitting
  - (est. 4th QTR FY18 Award)

- **Production & Delivery of Integrated C5ISR Systems, Networks, & Support Equipment SAC**
  - Corporate Production (est. 3rd QTR FY18 Award)

- **Tagging Tracking and Locating Equipment MAC**
  - (est. 1st QTR FY18 Award)

**Internal Services**

- **Cyber Mission Engineering (CME) MAC**
  - ISR System Support
  - Cyber Ops
  - Intel Data Analytics
  - (est. 4th QTR FY18 Award)

- **Mgmt & Business Analytics SAC**
  - PM/FM
  - SAnDS (BI)
  - ERP Access
  - (est. 3rd QTR 18 Award)

**External Services**

- **Navy Enterprise Services Contract SeaPort-e**

- **Army Services Contract Army - ITES 2/3**

- **External Supplies**
  - External Supply GWACs
  - NASA – SEWP V
  - GSA – Sched 70...

**Niche Service Contracts**
Cyber Mission Engineering  
(Solicitation No. N65236-16-R-0026)

https://e-commerce.sscno.nmci.navy.mil

▼ Navy Projects
- Tactical Cloud Reference Implementation (TORI)
- Navy Tactical Exploitation of National Capabilities (TENCAP)
- Distributed Common Ground System-Navy (DCGS-N)

▼ Marine Corps Projects
- Expeditionary (EX) Intelligence Technology Improvement, Innovation and Quick Reaction Capability (ITIIQRC)
- Distributed Common Ground System-Marine Corps (DCGS-MC)
- Project Inquisitor

▼ Joint Projects
- Media Monitoring Rapid Response (M2R2)
- Distributed Common Ground System-SOF
Cyber Mission Systems, Kitting and Supplies
(Solicitation No. N65236-16-R-0036)

https://e-commerce.sscno.nmci.navy.mil

◆ Scope

- The scope of this contract covers the entire spectrum of outcomes associated with the full lifecycle of delivery and support

◆ Major Capability

- Command and Control (C2)
- Communications
- Cybersecurity
- Networking
- ISR Equipment

Deliverables may include services to sustain and/or upgrade existing C4I systems, develop a new C4I system, or perform training, support, emergency repair to deployed systems.
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
# Small Business Achievements:
## As of June 2017

<table>
<thead>
<tr>
<th>SSC Pacific</th>
<th>FY17 Goals</th>
<th>Achieved</th>
<th>Obligated</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>26.00%</td>
<td>48.30%</td>
<td>$293,874,623.56</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>6.30%</td>
<td>22.70%</td>
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<td>8(a) Procedure</td>
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<td>$14,199,034.25</td>
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<tr>
<td>Veteran Owned Small Business</td>
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<td>6.17%</td>
<td>$37,558,042.75</td>
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<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>1.90%</td>
<td>3.26%</td>
<td>$19,820,211.65</td>
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<tr>
<td>Women Owned Small Business</td>
<td>3.80%</td>
<td>18.62%</td>
<td>$113,277,400.75</td>
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<tr>
<td>Certified HUBZone Small Business</td>
<td>.90%</td>
<td>9.60%</td>
<td>$58,442,634.35</td>
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<tr>
<td>Small Business</td>
<td>13.89%</td>
<td>16.89%</td>
<td>$183,246,273.11</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>6.45%</td>
<td>8.86%</td>
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<td>8(a) Procedure</td>
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<td>Veteran Owned Small Business</td>
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<td>7.08%</td>
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<tr>
<td>Women Owned Small Business</td>
<td>3.93%</td>
<td>4.06%</td>
<td>$44,063,314.11</td>
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<tr>
<td>Certified HUBZone Small Business</td>
<td>.18%</td>
<td>0.30%</td>
<td>$3,261,304.62</td>
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<td>Small Business</td>
<td>32.00%</td>
<td>36.07%</td>
<td>$293,324,651.95</td>
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<td>Small Disadvantaged Business</td>
<td>14.48%</td>
<td>18.57%</td>
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<td>8(a) Procedure</td>
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<td>5.57%</td>
<td>$45,279,748.40</td>
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<tr>
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<td>8.45%</td>
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<td>Service Disabled Veteran Owned Small Business</td>
<td>2.81%</td>
<td>5.63%</td>
<td>$45,928,491.02</td>
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<tr>
<td>Women Owned Small Business</td>
<td>9.07%</td>
<td>13.24%</td>
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<tr>
<td>Certified HUBZone Small Business</td>
<td>2.80%</td>
<td>3.89%</td>
<td>$31,663,621.35</td>
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OSBP Outreach Initiatives

▼ Small Business and Industry Outreach Initiative (SBIOI)
  ▪ Charleston Defense Contractors Association (CDCA)
    – www.charlestondca.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
### Purpose
- Increase collaboration and communication between government and industry on Technical Growth Areas

### Industry Role
- Listen
- Contribute
- Learn

### Ground Rules
- There are no procurements in play
- We are not contracting officers and cannot commit the government
- This is not a business development event
- These are stand-alone events
Technology Growth Areas

- Cloud Computing
- Data Science & Analytics
- Cyber Warfare
- Assured Communications
- Collaboration
- Autonomy
- Embedded Systems
- Mobility
- Enterprise Resource Tools

http://www.public.navy.mil/spawar/Atlantic/Pages/ForIndustry.aspx

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