NAVAIR’s Role in Naval Aviation

- Develop, acquire, and support aircraft, weapons and related systems which can be operated and sustained at sea
- Provide analysis and decision support for cost/schedule/performance trades and investment decisions
- Increase Navy and Marine Corps capability, readiness and affordability in a joint/coalition environment

Our capabilities support the unique mission of Naval Aviation.
NAVAIR Snapshot

Full Life-cycle Management

- Req’ts / Risks from Fleet / OPNAV
- Materiel Solution Analysis
- Technology Maturation & Risk Reduction
- Engineering And Manufacturing Development
- Production & Deployment
- Operations & Support

Products

- Tactical Aircraft
- Air ASW, Assault & Special Mission
- Unmanned Aircraft & Strike Weapons
- Common Systems / Mission Systems / Training / ALRE

NAVAIR HQ
- Depot / Industrial Site (Fleet Readiness Centers)
- Naval Air Warfare Center
- Logistic Support Activity

NAWCWD WEST COAST HUB
- China Lake, NAWC Weapons Div
- Point Mugu, NAWC Weapons Div
- North Island, Fleet Readiness Center Southwest

NAWCAD EAST COAST HUB
- Patuxent River, NAVAIR HQ, PEOs, NAWC Aircraft Div
- Cherry Point, Fleet Readiness Center East
- Jacksonville, Fleet Readiness Center Southeast
- Orlando, NAWC Aircraft Div

COMFRC
- Fleet Readiness Centers

Atsugi, Japan, Fleet Readiness Center

NAVAIR HQ

Fleet Readiness Centers

- Lakehurst, NAWC Aircraft Div
- Lakehurst, NAWC Aircraft Div

- Fleet Readiness Center Southwest
- Fleet Readiness Center East
- Fleet Readiness Center Southeast
- Fleet Readiness Center

FY15 UPDATED: SEPT 2016

Distribution Statement A – “Approved for public release; distribution is unlimited.”
NAWCWD Strategic Plan

Our Vision
To be the leader providing innovative, integrated, and dominant warfighting effects for our Naval, joint, and coalition forces

Our Mission
To execute full-spectrum weapons and warfare systems Research, Development, Acquisition, Test, and Evaluation (RDAT&E)

Providing our Warfighters the decisive advantage . . .

Distribution A: Approved for public release, distribution is unlimited. NAWCWD #17-0143.
Opportunities for Services and Materials

- Services and Materials
  - Engineering and Research and Information Management
  - Lab Supplies and Equipment
  - Electronics
  - Communication Equipment
  - Aircraft Components
  - Tools and Industrial Equipment
  - Office Furniture and Supplies

- Business Participation
  - Prime Contracts
  - Simplified Acquisition
  - Government Credit Card
It’s the policy of the government to provide “maximum practicable opportunities in its acquisitions to small business…concerns. Such concerns shall also have the maximum practicable opportunity to participate as subcontractors…” FAR 19.201(a)

- **Small Business Programs**
  - Small Businesses (SB)
  - Women-Owned Small Businesses (WOSB)
    - Economically Disadvantaged Women-Owned Small Business (EDWOSB)
  - Small Disadvantaged Businesses (SDB)
  - Service-Disabled Veteran-Owned Small Businesses (SDVOSB)
  - Historically Underutilized Business Zone (HUBZone) Small Businesses

In accordance with FAR Part 19, there are set-aside and sole source opportunities.
FY18 Small Business Prime Contracts
Total NAVAIR = $2.099B

- MISSILES / FREEFALL WEAPONS
- WEAPON SYSTEM INTEGRATION
- ELECTRONIC WARFARE SYSTEMS
- LAND RANGE / SEA RANGE
- NON LETHAL WEAPONS

- AIR VEHICLES
- PROPULSION & POWER
- AVIONICS & SENSORS
- SHIP INTERFACE & SUPPORT SYSTEMS
- LAUNCH & RECOVERY
- UAVS

- ATLANTIC TEST RANGE AND GROUND SYSTEMS TEST FACILITIES
- HUMAN PERFORMANCE / SIMULATOR SYSTEMS

Source: FPDS-NG 30 Sept 2018
Tips to Ensure Success

- Obtain a basic understanding of Government Contracting.
  - Understand the applicable regulations FAR, DFARS etc. and State regulations.
- Know your NAICS codes (and what the government can buy).
- Set up your SAM profile appropriately (affects the DSBS profile).
- Ensure your SAM is correct and accurate.
- Contact PTAC/SCORE/SBA for free to low cost assistance.
Tips to Ensure Success

• Know the organization you are marketing (e.g., NAVAIR does NOT buy Construction).
• Learn and Understand how to use the Federal Business Opportunities website (fbo.gov)
• Make an appointment versus "drive through" meetings.
• Responding to Sources Sought or market research. Answer the questions appropriately.
Tips to Ensure Success

• **IMPORTANT:** Read the solicitation or contract.
• Ask questions during the solicitation phase.
• If changing Section B, provide explanation.
• It takes time to prime a contract. May have to subcontract to earn past performance.
Do Your Homework

- Review NAVAIR website – www.navair.navy.mil
  - NAVAIR FY19-21 Long Range Acquisition Forecast
  - Principal Deputy Program Managers Telephone Directory
  - Links to other NAVAIR websites
  - Links to recent briefings
  - Find out what NAVAIR procured in the past
After Contract Award

• Key message: You must now **PERFORM**!
• **LET NAVAIR KNOW** if you’re experiencing difficulties… ASAP
  – Technical/Performance
  – Schedule
  – Financial

  ...And these communications should be **DOCUMENTED**

• Know your **CONTRACT**...scope, terms, conditions, schedules, deliverables – it’s what we’re holding you accountable for

• Be aware the government rates your performance yearly in the Contractor Performance Assessment Reporting System (CPARS) – Used in future source selections (Contracts over $1M for services and over $5M for products)
Resources Available to Assist

First line of communication after contract award

- Contracting Officer
- Administrative Contracting Officer
- Technical Customer
- NAVAIR Small Business Professional
- Also:
  - SBA website (http://www.sba.gov)
    - Counseling – in person, email
    - Financial Assistance Training
    - Training
    - PTAC (http://www.sellingtothegovernment.net)
Upcoming Events

• Lakehurst Small Business Roundtable Industry Day
  – TBD
  – Toms River, NJ
  – Sponsored by Lakehurst Small Business Roundtable
  – For more information visit http://www.sbroundtable.com/events.html

• NAWCAD Industry Day
  – 7 November 2019
  – Southern Maryland Higher Education Center
  – Sponsored by Patuxent Partnership
  – For more information visit http://www.paxpartnership.org/

• NAWCWD Industry Day Event
  – 6-8 November 2019
  – Ridgecrest, CA
  – Sponsored by the Ridgecrest Area Convention and Visitors Bureau (RACVB)
  – The California Contracting/Acquisition/Procurement (C-CAP) Expo registration website is www.ccapexpo.com
Links and Contact Info.

- NAWCWD Homepage:  www.navair.navy.mil/nawc wd
- NAVAIR OSBP: http://www.navair.navy.mil/osbp
- Service Corps Of Retired Executives (SCORE): www.score.org
- Procurement Technical Assistance Centers (PTAC): www.dla.mil/db/procurem.htm
- System for Awards Management (SAM): www.sam.gov
- Federal Business Opportunities:  www.fbo.gov
- North American Industry Classification System (NAICS) Codes: www.census.gov/epcd/naics07
- Small Business Administration: www.sba.gov/
- Navy Gold Coast Small Business Conference: www.navygoldcoast.org/