

Naval Information
Warfare Center



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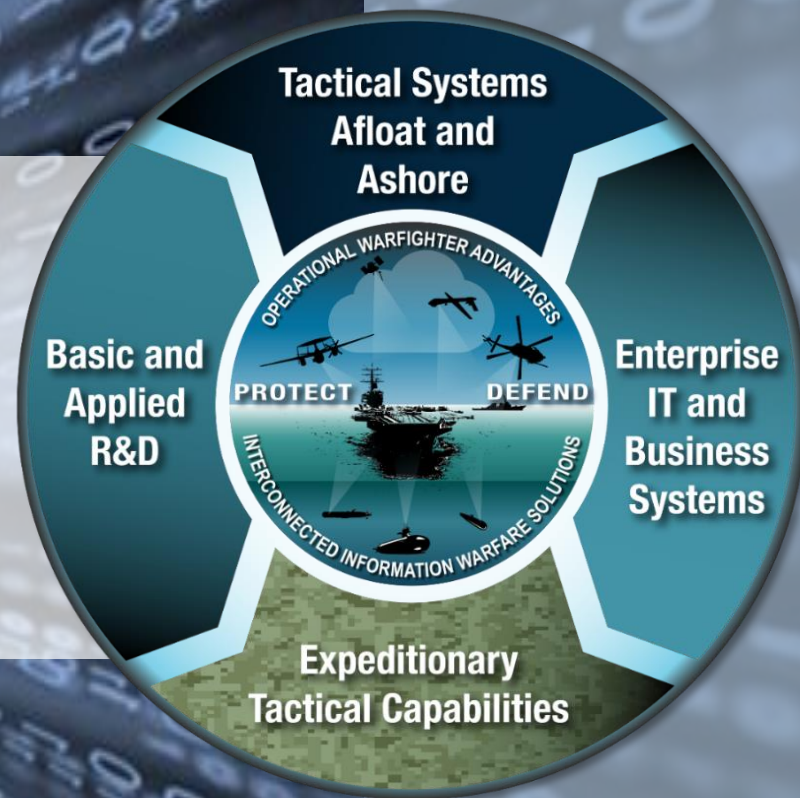
Naval Information Warfare Center Atlantic

Small Business Updates

CDCA Strategic Business and
Industry Outreach Initiative (SBIOI) Symposium
16 July 2024

Mr. John R. OConnor

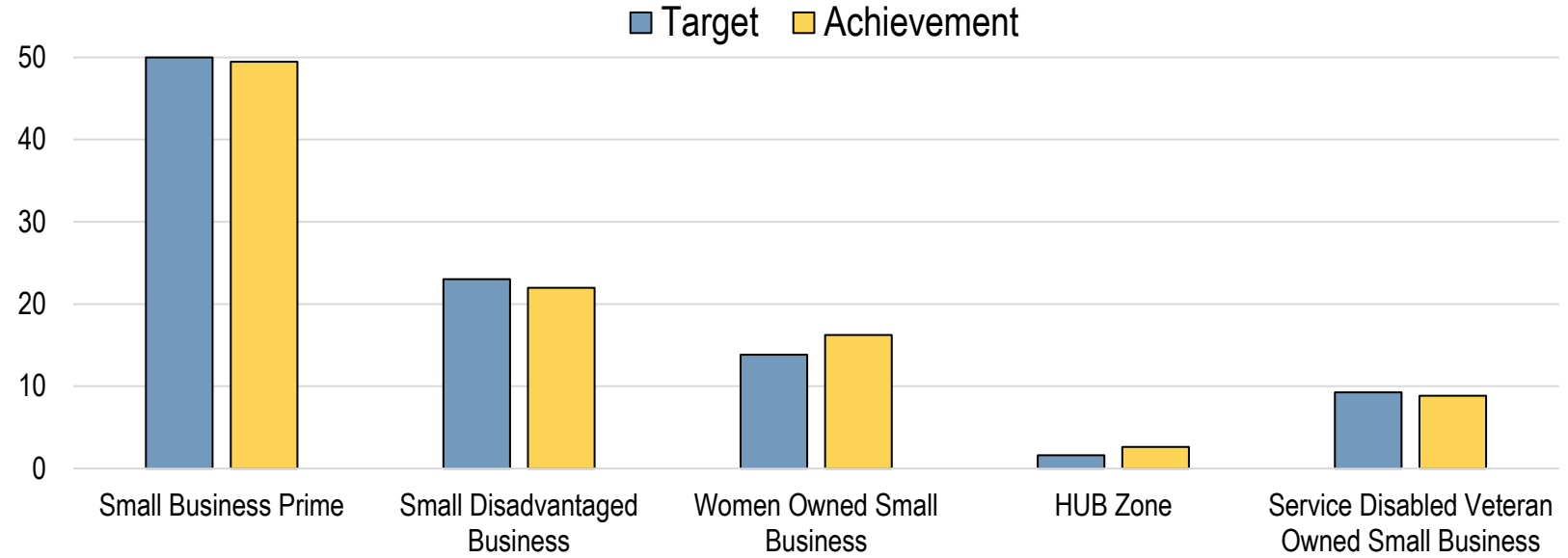
Deputy Director – Office of Small Business Programs
NIWC Atlantic



FY23 Small Business Achievements

By the Numbers (FY23)

- 50.57% Total Small Business
- 265 Small Businesses
- 89.2 % Competition
- \$3.85B Total Obligation Authority
- \$2.3B Total Obligations
 - 8(a) – 199 Actions / Valued at >\$71M / 6.2%



Strengths in SB Strategy

- 8(a) Incubator
- IDIQ (sole source orders)
- ANC Strategy
- \$100M Sole Source Awards
- Rigor in market research to identify SB capability
- Monthly Forecasts
- Leadership Engagement

Opportunities

- Reduction in NIWC Atlantic SB DIB. Number of SB awardees declined from ~400 to ~300 (FY19 - FY22)

	SB	SDB	WOSB	HUB Zone	SDVOSB
31 October 2023 Obligated	\$1,161,060,414	\$490,236,671	\$369,265,568	\$60,374,821	\$219,793,208
Achievement	50.57%	21.35%	16.08%	2.63%	9.57%
Target	49.99%	23.03%	13.84%	1.62%	9.25%

NAVWAR FY24 Interim Small Business Achievements



Total: \$4.484B

\$3.201B

Other Than SB

\$1.284B

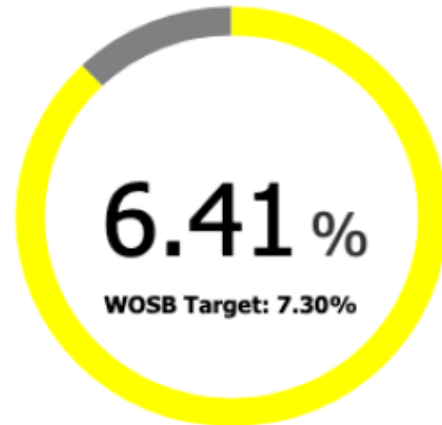
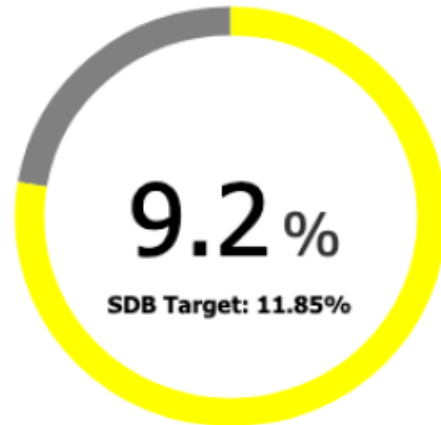
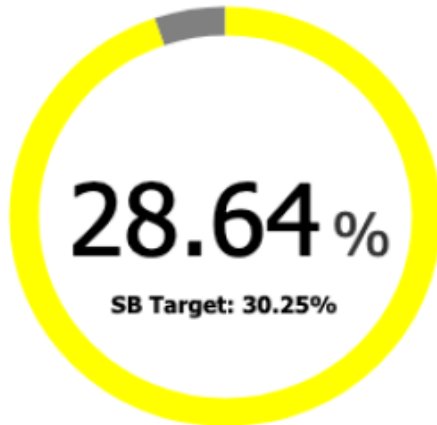
Small Business

Per NDAA 2019 Small Business Local Area Set Aside Awards were "double credited" and accounted for \$677.00K in additional FY24 SB awards.

NAVWAR has \$56M Overall/\$56M SB in SBIR/STTR transactions through 01 July 2024 with \$4.3M put under contract by NAVAIR (all SB).

NAVWAR NIWCs had \$10.4M Overall/\$1.0M in NAVSEA funded SBIR/STTR awards credited to NAVSEA.

Fiscal Year 2021, 2022, 2023 and 2024 Year-to-Date Prime Contract Awards through 01 July 2024



\$1,284,163,876
Small Business

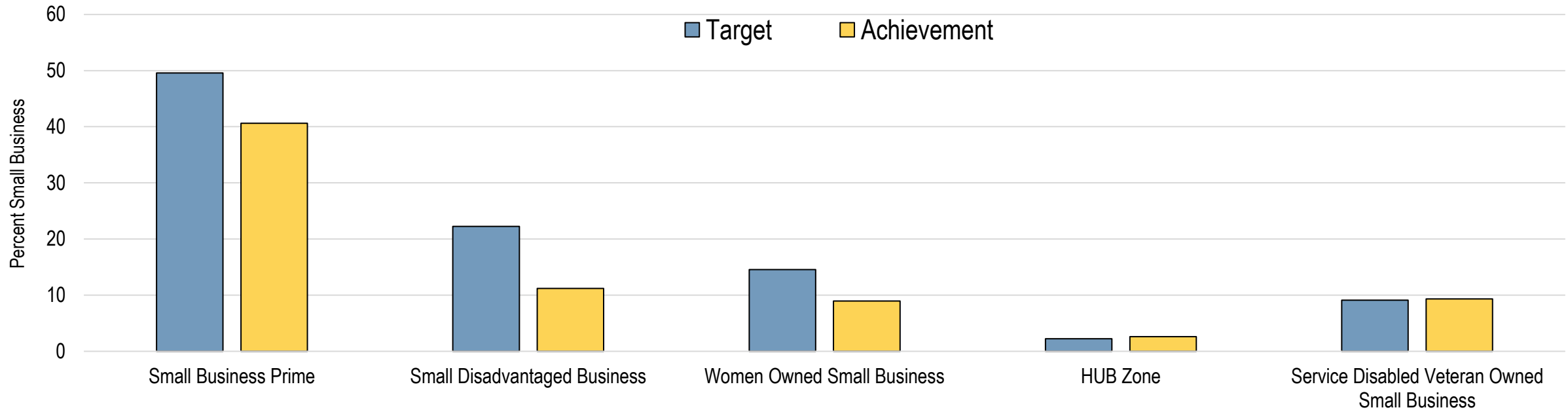
\$412,427,567
Small Disadvantaged

\$270,191,034
Service-Disabled

\$287,384,195
Women Owned

\$59,636,301
HUBZone

NIWC Atlantic FY24 Interim Small Business Achievements



	SB	SDB	WOSB	HUB Zone	SDVOSB
1 July 2024 Obligated	\$608,688,151	\$167,543,144	\$133,960,196	\$38,747,569	\$139,532,092
Achievement	40.61%	11.18%	8.94%	2.59%	9.31%
Target	49.56%	22.25%	14.56%	2.22%	9.09%

Market Surveys / Market Research – Help Us Help You

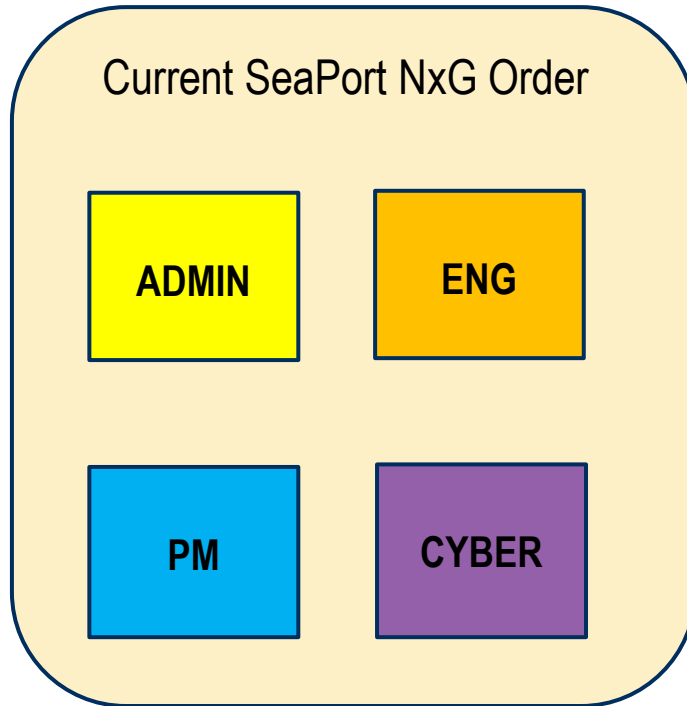
- ▼ PLEASE respond
- ▼ Responses MUST be TAILORED to the specifics of each acquisition
- ▼ ATQ – Answer The Question – focus response to exactly what is requested
- ▼ Maximize use of Similarly Situated Entities (SSE)
- ▼ Participate at industry engagements and request virtual introductions
- ▼ Working towards future response/feedback documentation

Disaggregation Basics – Dispelling Myths & Rumors

- ▼ SECNAV Memo – Ensuring Maximum Opportunity for Inclusion of Small Businesses in the Department of the Navy Procurement (April 2023)
- ▼ Disaggregation = breaking larger acquisitions into smaller acquisitions
- ▼ Contract Requirements Disaggregation Analysis Form – Required \geq \$50M
- ▼ Disaggregation Exceptions
 - 8(a) Acquisitions
 - FMS Acquisitions
 - SBIR Acquisitions
 - SBSA \leq \$75M Acquisitions
 - Bridge Contracts
- ▼ Executive Director concurrence required when no disaggregation options identified

Disaggregation Basics – Dispelling Myths & Rumors

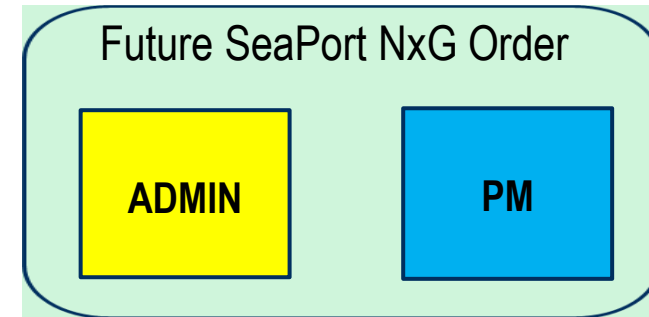
AS IS



NAICS Code – 541330
\$100M
Unrestricted



TO BE



NAICS Code – 541330
\$40M
Small Business Set Aside

Future SeaPort NxG Order



NAICS Code – 541330
\$60M
Small Business Set Aside

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ATLANTIC

Mission:

Conduct research, development, prototyping, engineering, test and evaluation, installation, and sustainment of integrated information warfare capabilities and services across all warfighting domains with an emphasis on Expeditionary Tactical Capabilities & Enterprise IT and Business Systems in order to drive innovation and warfighter information advantage.

Vision:

WIN THE INFORMATION WAR.

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