

Naval Information
Warfare Center



ATLANTIC

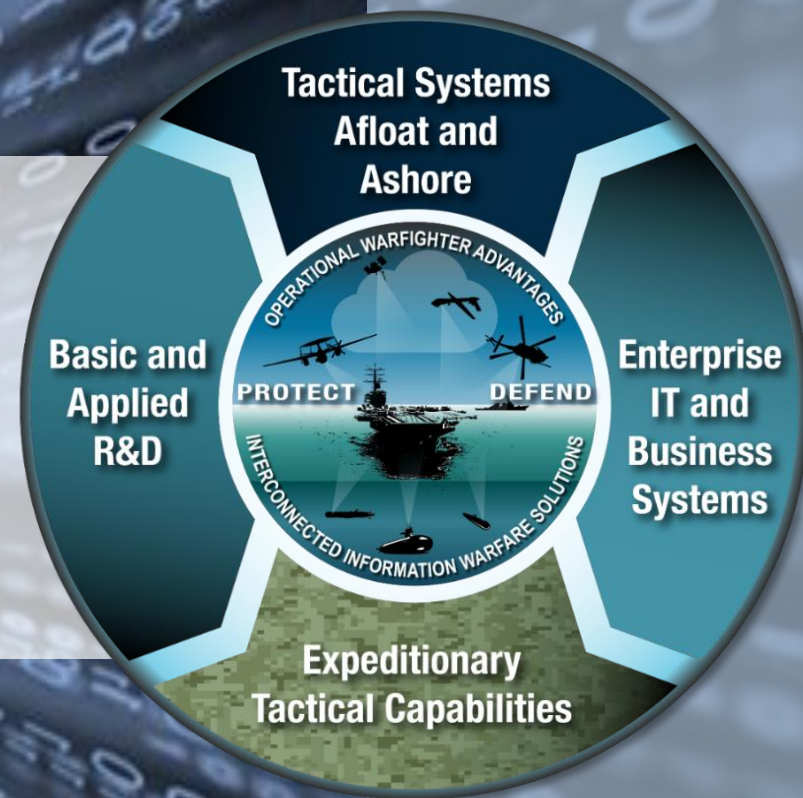
Naval Information Warfare Center Atlantic

Small Business Updates

69th Strategic Business and Industry Outreach
Initiative (SBIOT) Symposium
23-24 October 2024

Mr. John R. OConnor

Deputy Director – Office of Small Business Programs
NIWC Atlantic



NAVWAR

FY24 Final Small Business Achievements



Total: \$7.076B

\$4.839B

Other Than SB

\$2.245B

Small Business

*Per NDAA 2019 Small Business Local Area Set Aside Awards were "double credited" and accounted for **\$7.19M** in additional FY24 SB awards.*

NAVWAR has \$73M Overall/\$74M SB in SBIR/STTR transactions through 30 September 2024 with \$8M by NAVAIR (all SB) and \$6.6M (all SB) by NAVSEA put under contract.

NAVWAR NIWCs had \$18.1M Overall/\$4.9M in NAVSEA funded SBIR/STTR awards credited to NAVSEA.

Fiscal Year 2021, 2022, 2023 and 2024 Year-to-Date Prime Contract Awards through 30 September 2024



\$2,244,555,712

Small Business

\$738,453,943

Small Disadvantaged

\$434,839,845

Service-Disabled

\$493,764,446

Women Owned

\$117,631,560

HUBZone

FY23 Small Business Achievements

By the Numbers (FY23)

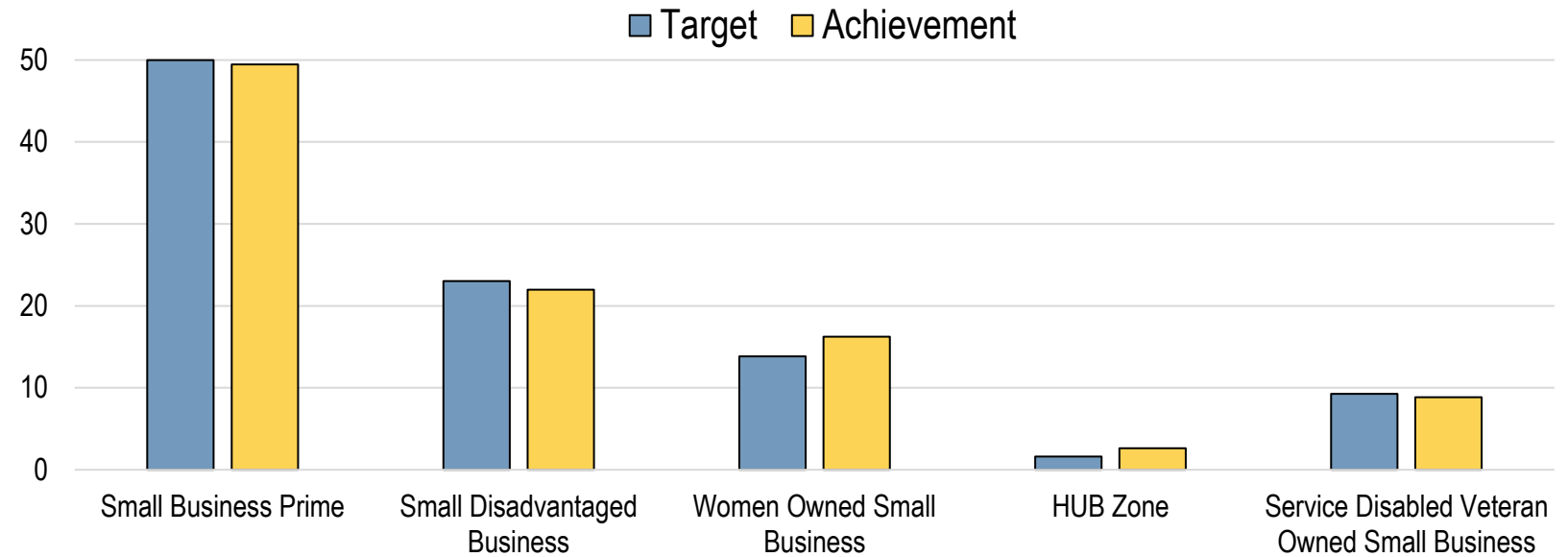
- 50.57% Total Small Business
- 265 Small Businesses
- 89.2 % Competition
- \$3.85B Total Obligation Authority
- \$2.3B Total Obligations
 - 8(a) – 199 Actions / Valued at >\$71M / 6.2%

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%

FY24 Small Business Achievements

By the Numbers (FY24)

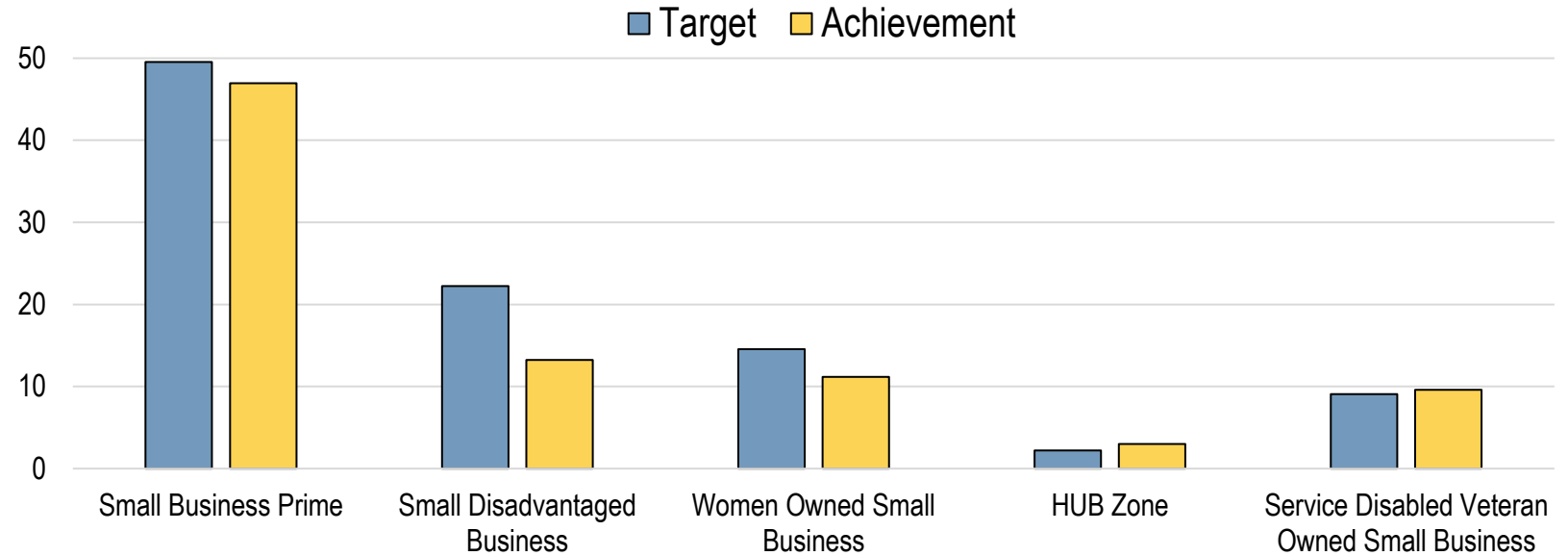
- 46.96% Total Small Business
- 266 Small Businesses
- Competition - 84.3% Actions / 83.9% Dollars
- \$4.83B Total Obligation Authority
- \$2.5B Total Obligations
 - 8(a) – 246 Actions / Valued at >\$107M / 9.1%

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

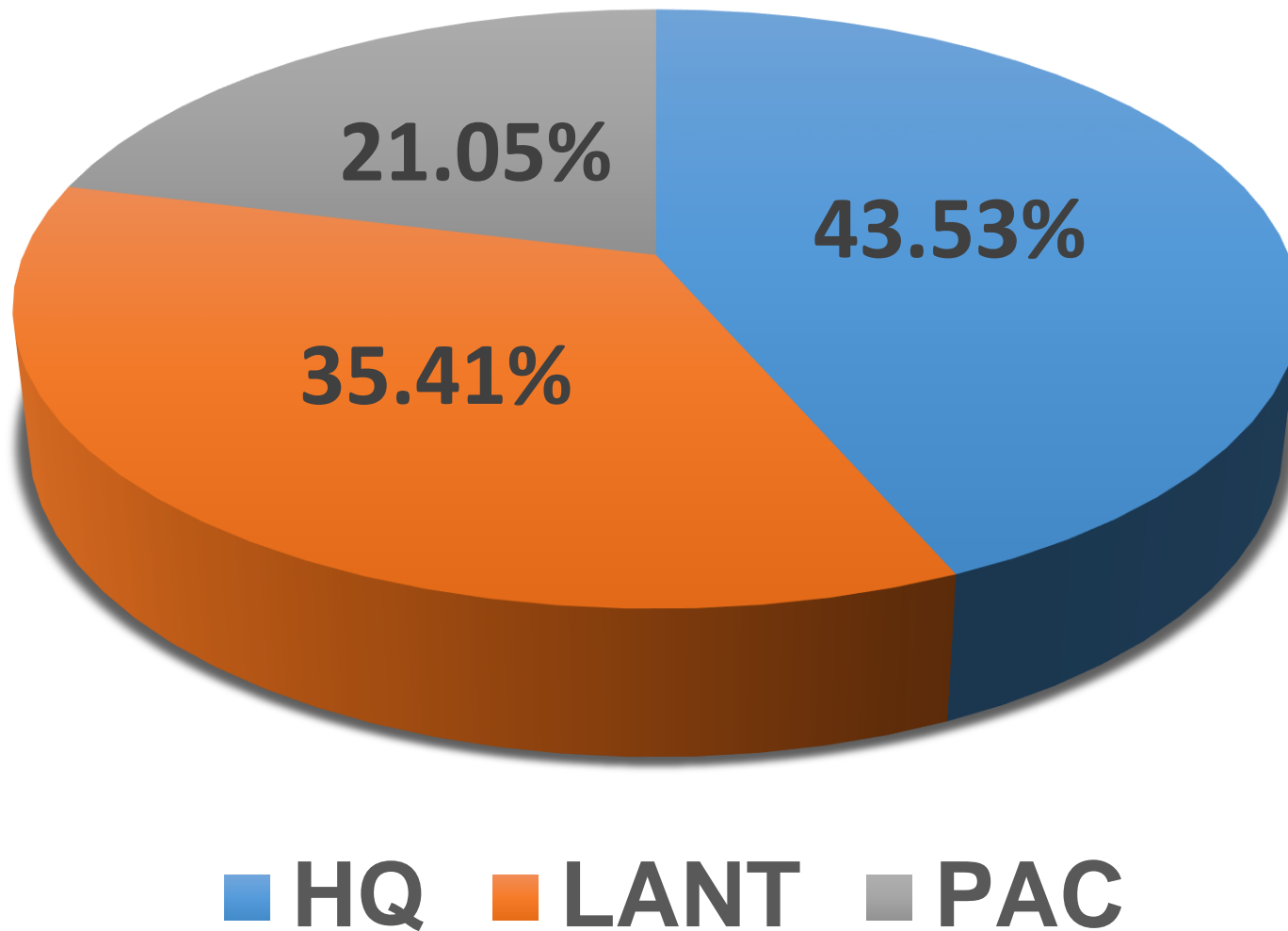
Opportunities

- Reduction in NIWC Atlantic SB DIB. Number of SB awardees declined from ~400 to ~265 (FY19 - FY23)

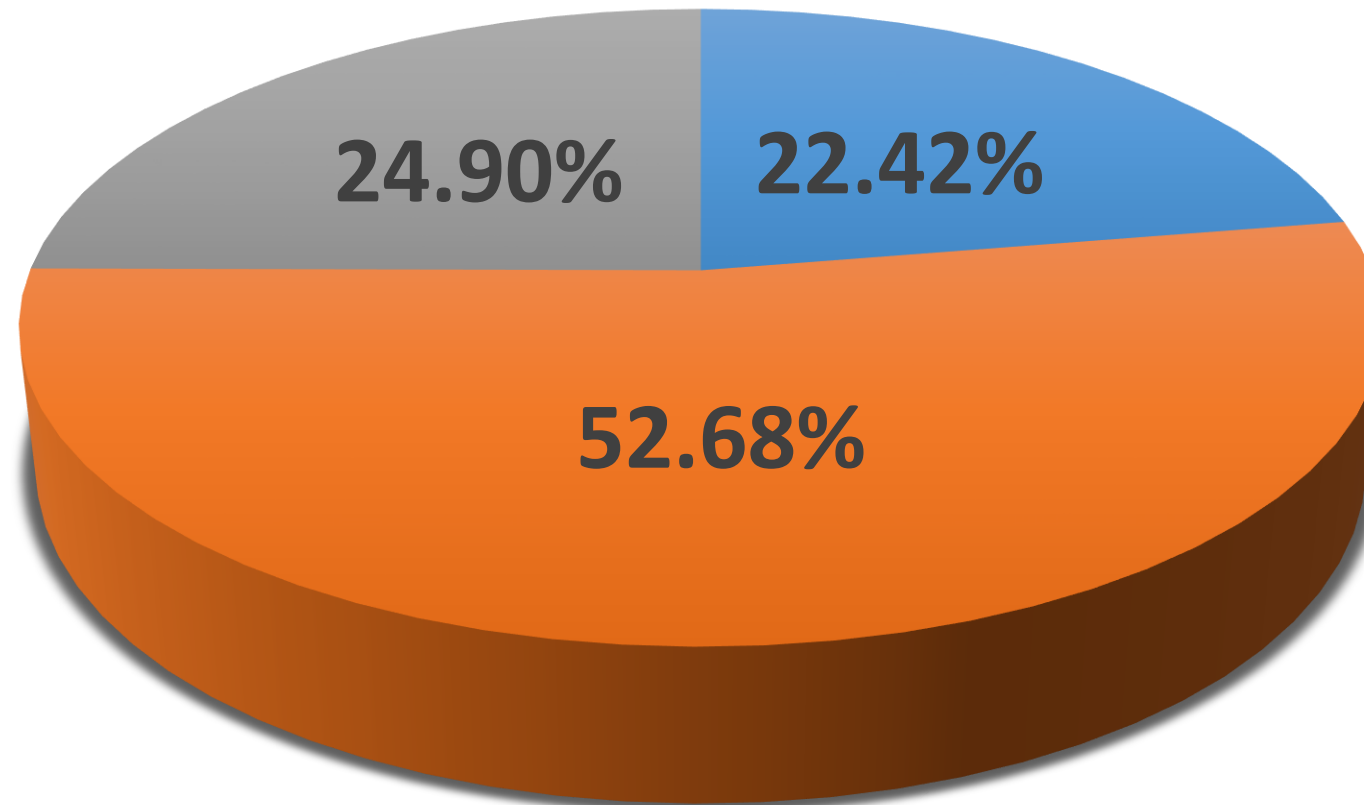


	SB	SDB	WOSB	HUB Zone	SDVOSB
30 September 2024 Obligated	\$1,177,301,441	\$331,879,282	\$280,558,543	\$75,194,742	\$240,530,441
Achievement	46.96%	13.24%	11.19%	3.00%	9.59%
Target	49.56%	22.25%	14.56%	2.22%	9.09%

% of NAVWAR Funding – FY24












% of NAVWAR Small Business Obligations – FY24





















■ HQ ■ LANT ■ PAC

FY24 What We Buy — Top 3 NAICS Awarded by Actions/Dollars

NAICS – Description	Total Actions	% Total Actions	Total Dollars
54 (Professional, Scientific and Technical Services)	3343 	85.98% 	\$2,227,661,340.13 
33 (Manufacturing (Metals, Machinery, Computer, Electronics, Electrical Transportation Equipment, Furniture, Miscellaneous))	292 	7.51% 	\$154,975,706.86 
51 (Information)	189 	4.86% 	\$105,353,454.14 

FY24 What We Buy — Top 5 PSC Awarded by Dollars/Actions

PSC – Description	Total Actions	% Total Actions	Total Dollars
R425 - Support - Professional: Engineering/Technical	1007 	30.82% 	\$772,773,417.93 
AC13 - National Defense R&D Services 	226 	9.82% 	\$246,147,957.35 
J058 - Maintenance/Repair/Rebuild of Equipment 	220 	5.11% 	\$128,036,621.06 
DE01 - IT and Telecom - End User: Help Desk (Labor)	75 	4.61% 	\$115,656,629.12 
K058 –Modification of Equipment- Comms, Detection, Radiation 	115 	4.57% 	\$114,464,825.42 

FY24 – Top 10 Small Business / Dollars

- ▼ Advanced Computer Concepts Inc.
- ▼ CORE4CE, LLC ***
- ▼ Atlas Technologies, Inc.
- ▼ Chugach Technical Solutions, LLC
- ▼ Atlas Executive Consulting, LLC
- ▼ Adapt Forward, LLC ***
- ▼ Nexgen Data Systems, Inc.
- ▼ New Tech Solutions, Inc. ***
- ▼ Predicate Logic, Inc.
- ▼ Geodesicx, Inc. ***

*** New For FY24

Refresher Topics

▼ Market Surveys / Market Research – Help Us Help You

- PLEASE Respond – Tailor Responses – Answer the Question – Similarly Situated Entity

▼ Disaggregation Basics

- Breaking Large Acquisitions into Smaller Acquisitions – Decision Documentation $\geq \$50M$
- Exception: 8(a) / FMS / SBIR / Bridge / SBSA $\leq \$75M$ – ED Concurrence if Not Possible

▼ Not Exercising Option Periods

- Has NOT Occurred at NIWC Atlantic – No Simple Answer as each Acquisition is Unique
- Minimal Probability with Organic Growth – Greater Focus on Acquisition/Merger

Naval Information
Warfare Center



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.

Follow us on Social Media
Search "NAVWAR"



Listen to NIWC Atlantic's award winning Technically Speaking
podcast on your favorite podcast apps!

<https://www.niwcatlantic.navy.mil>

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



[CHIPS Magazine \(navy.mil\)](https://www.navy.mil/CHIPS)

