

Naval Information
Warfare Center



ATLANTIC

Naval Information Warfare Center Atlantic

Small Business Updates

Eastern Defense Summit

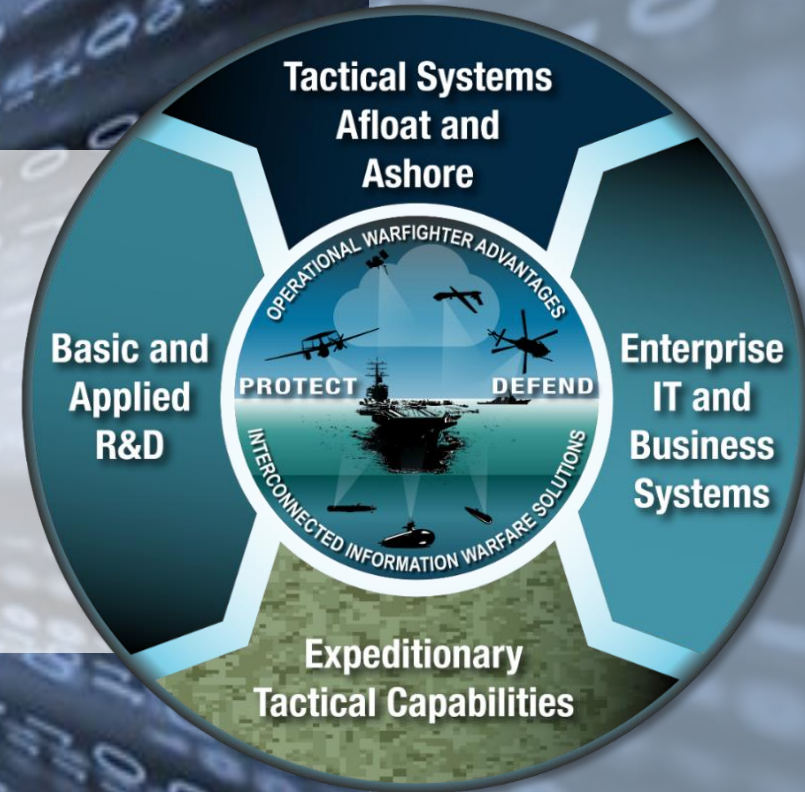
11 December 2024

Mr. John R. OConnor

Deputy Director

Office of Small Business Programs

NIWC Atlantic



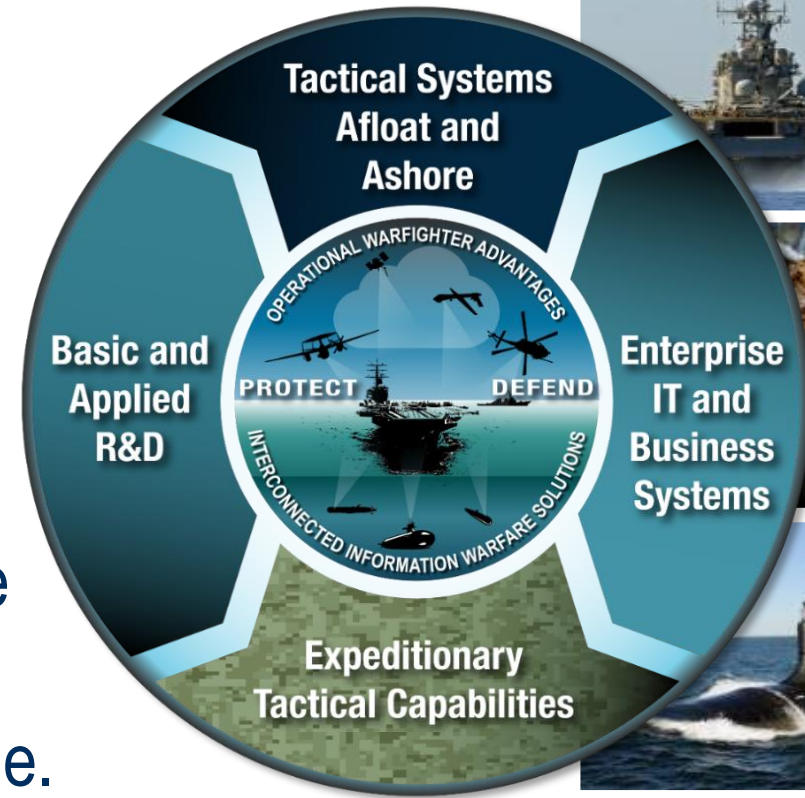
We Serve our Nation by Delivering a Competitive Advantage

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.



FY24 At-a-Glance

We exercise government expertise and oversight across industry partnerships and contractor workforce

We are where America's naval forces are. In the theater of operations... forward-based, forward-deployed and globally positioned with America's warfighters.



5,064 Global Workforce

4,919 Civilian
145 Military
~9,000 Contractors

U.S.

★ **Charleston, SC** (CO) 3,020 Civ, 22 Mil.

★ **Naval District Washington** 195 Civ.
Includes Quantico (USMC focus), Pax River, MD

★ **Hampton Roads, VA** (XO) 906 Civ, 115 Mil.

★ **New Orleans, LA** (OIC)
185 Civilian, 8 Military

Other sites

613 Civilian, 8 Military

Overseas

- Stuttgart, Germany
- Naples, Italy (OIC)
- Manama, Bahrain (OIC)
- Rota, Spain
- Okinawa, Japan

Other U.S.

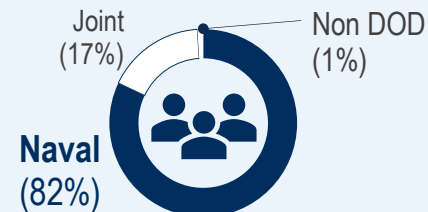
- Tampa, FL (SOCOM focus)
- Fayetteville, NC
- Kings Bay, GA
- Mayport, FL
- Groton, CT



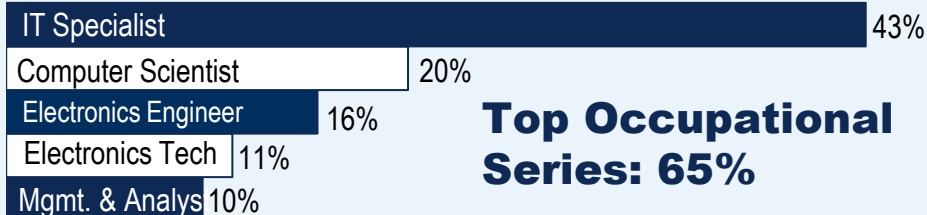
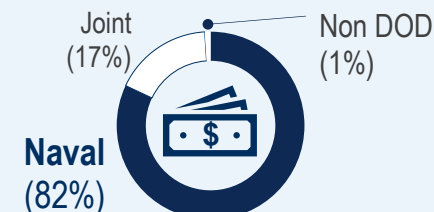
Navy Working Capital Fund (NWCF) Business

- No Congressional appropriations
- Provides the agility to wane or surge as required for ongoing and emergent needs

Workforce FTEs



\$ New Orders



Top Occupational Series: 65%



\$9.3B

U.S. Economic Impact

\$4.83B

Total Obligation Authority

47% (266)

Total Small Business

84% Competition



Major Sponsors: 71%

NAVWAR & PEOs
MARCORSYSCOM
NAVSEA & PEOs
Defense Health Agency
DARPA



22 SSTMs*

1% PhDs

27% Masters

45% Bachelors



41% Prior Military

15% Disabled Veterans

NIWC Atlantic Contract Strategy

SERVICES

General, Corporate Resources/Niche
Service Contracts, Specialized/Complex

General Services

External Contract Vehicles –
SEAPORT/ITES (S)

NIWC Atlantic Corporate
Resources and Niche

8a Incubator, DARA, ATC, GIC, AATS,
etc...

TS and Above Services &
Specialized/Complex Services

Cyber Mission Engineering, MBAS
and Corporate Ops

SUPPLIES

General, Corporate Resources/Niche
Supply Contracts, Specialized/Complex

General Supplies

SEWP/ITES (H)/GSA

NIWC Atlantic Corporate
Resources and Niche

IC/IVCS, etc...

Specialized/Complex End Item
Deliverables

Cyber Mission Systems, Corporate Production,
and TTL

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

FY24 Small Business Achievements

By the Numbers (FY24)

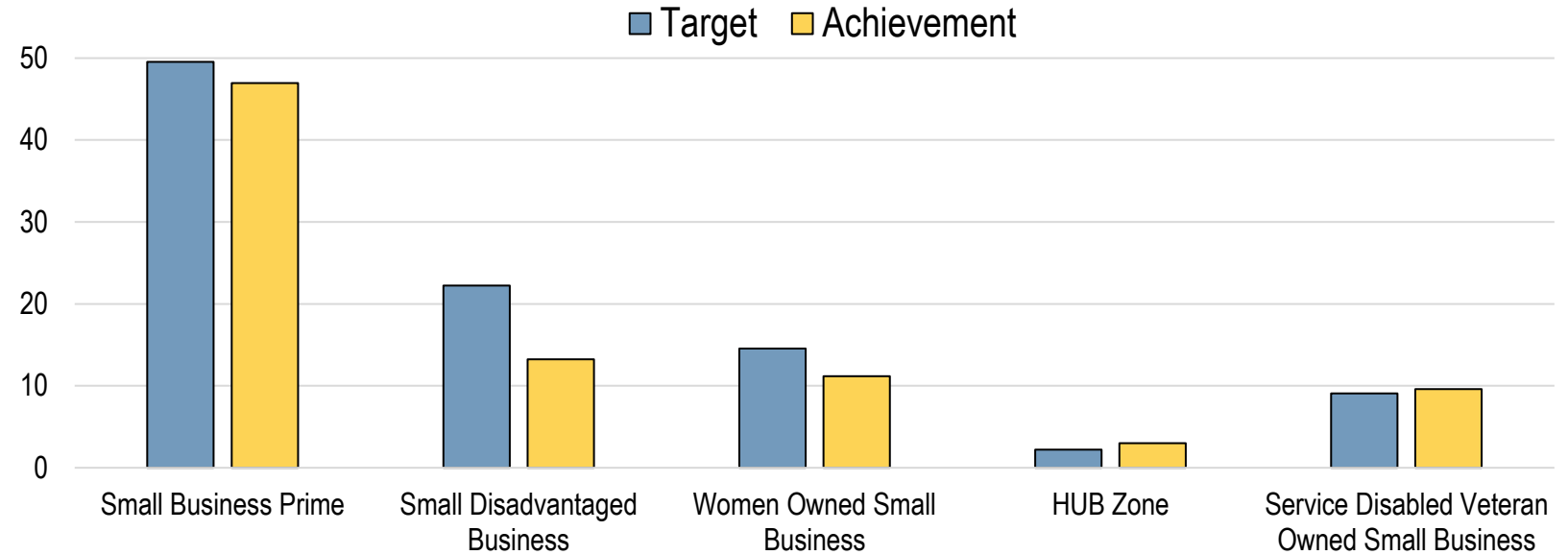
- 46.96% Total Small Business
- 266 Small Businesses
- Competition - 84.3% Actions / 83.9% Dollars
- \$4.83B Total Obligation Authority
- \$2.5B Total Obligations
 - 8(a) – 246 Actions / Valued at >\$107M / 9.1%

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

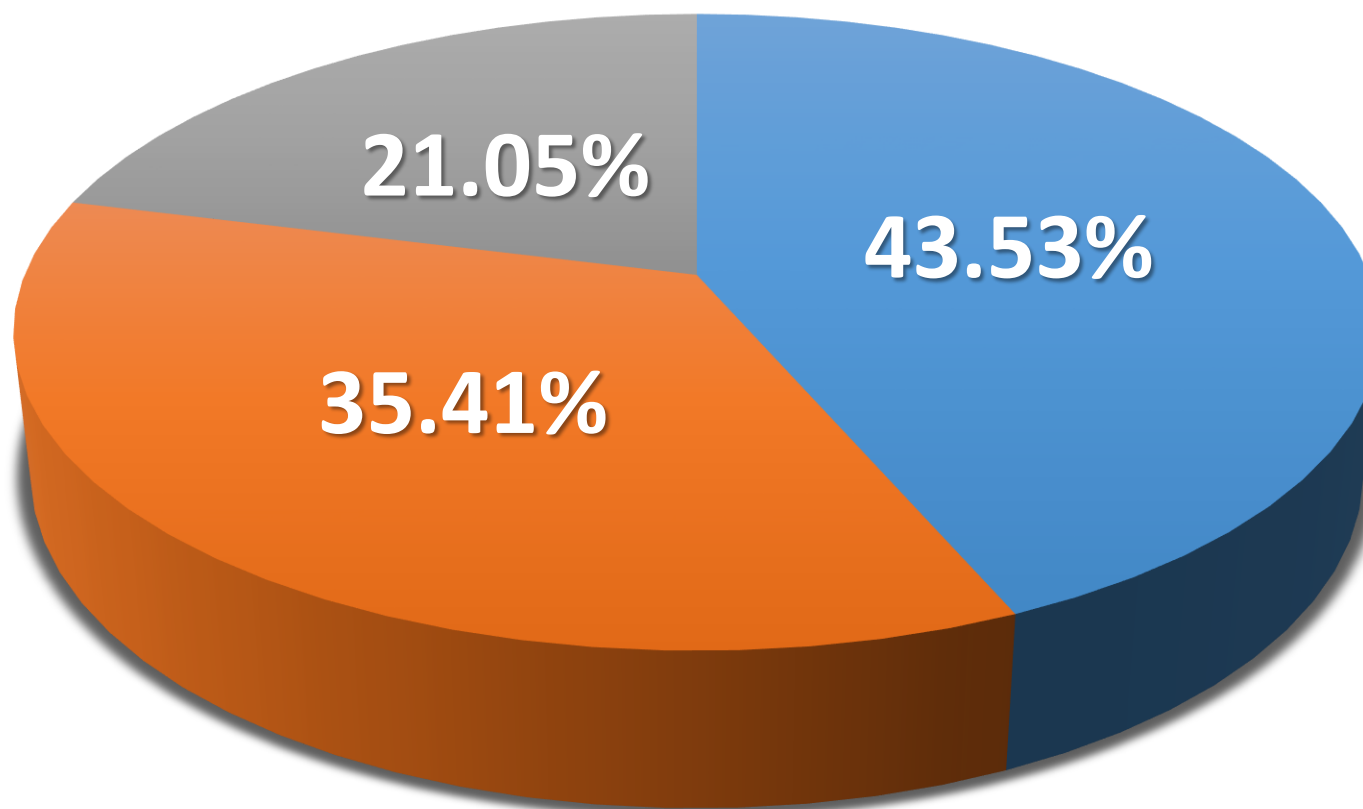
Opportunities

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



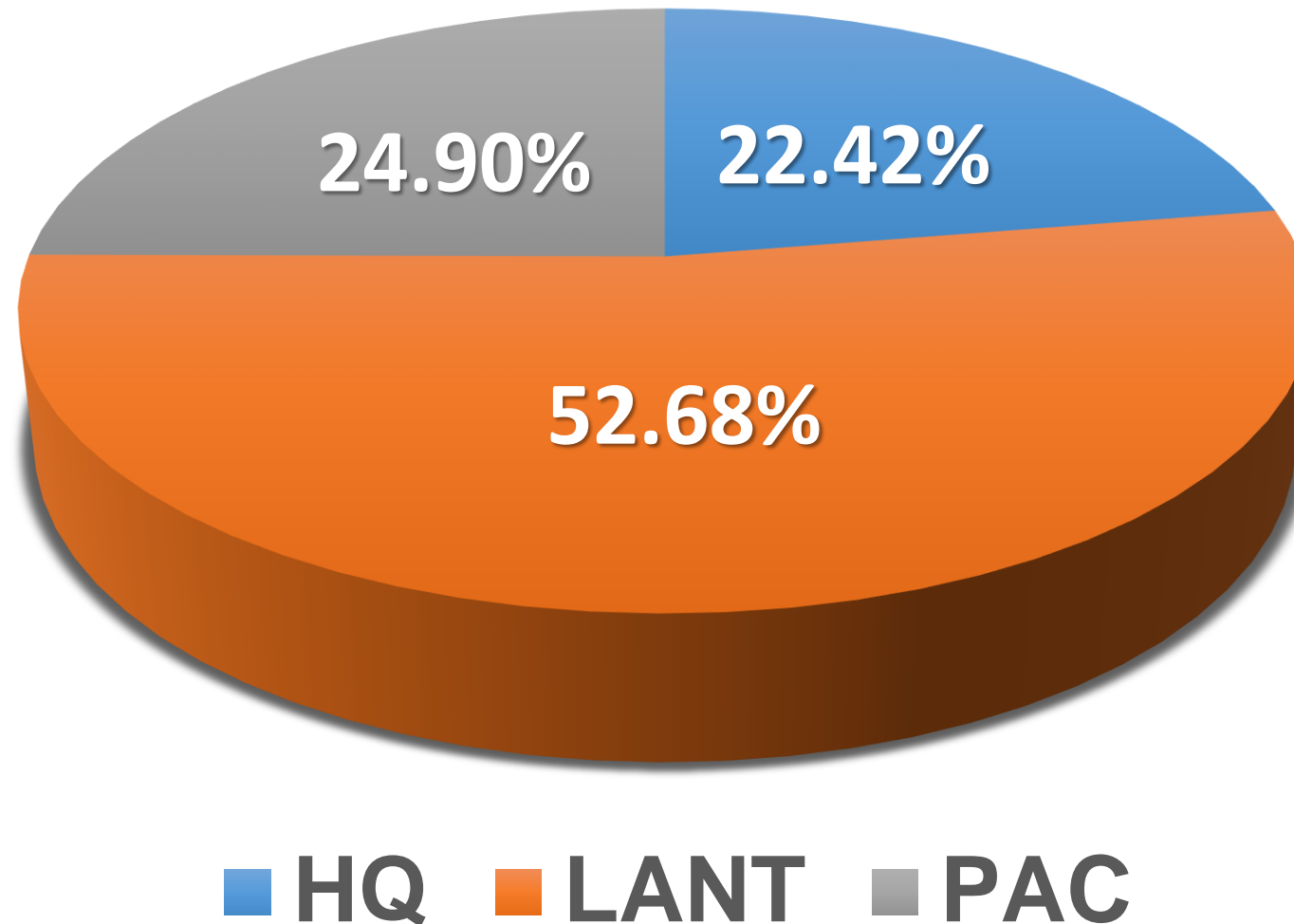
	SB	SDB	WOSB	HUB Zone	SDVOSB
30 September 2024 Obligated	\$1,177,301,441	\$331,879,282	\$280,558,543	\$75,194,742	\$240,530,441
Achievement	46.96%	13.24%	11.19%	3.00%	9.59%
Target	49.56%	22.25%	14.56%	2.22%	9.09%

% of NAVWAR Funding – FY24












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% of NAVWAR Small Business Obligations – FY24





















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 

Upcoming Opportunities

- ▼ SATCOM CB-ISEA Support - Afloat Transport Systems (ATS IPT)
 - SeaPort NxG – SBSA – RFP Release Dec 2024 – >=\$50M, <\$100M
- ▼ Cyber Security Service Provider Support II
 - SeaPort NxG – SBSA – RFP Release Dec 2024 – >=\$100M, <\$250M
- ▼ ISR/IO, Integrated Logistics Support (ILS) and Configuration Management (CM)
 - SeaPort NxG – SBSA – RFP Release Jan 2025 – >=\$50M, <\$100M
- ▼ Tactical Shore Systems Lifecycle Support (TSS)
 - SeaPort NxG – SBSA – RFP Release Jan 2025 – >=\$100M, <\$250M
- ▼ Maritime Position, Navigation and Timing (PNT) Systems In-Service Engineering and Technical Support Services
 - SeaPort NxG – SBSA – RFP Release Feb 2025 – >=\$10M, <\$50M

Frequently Asked Questions / Common Topics

▼ Where Do I Begin?

- Agency Office of Small Business Programs (OSBP) / Small Business Professionals
- NIWC Atlantic Website - <https://www.niwcatlantic.navy.mil>
- NAVWAR - <https://www.navwar.navy.mil/About/Small-Business-Programs/>

▼ Where Can I Find Your Opportunities?

- NAVWAR e-Commerce Central - <https://e-commerce.dc3n.navy.mil/>
 - Long Range Acquisition Estimate (LRAE) – Next Update 20 December 2024
 - Industry Forecast Report (IFR) – Updated every 4-6 Weeks – Updated 5 December 2024

▼ What is Your Small Business Set-Aside (SBSA) Decision Logic?

Frequently Asked Questions / Common Topics

▼ Market Survey / Sources Sought

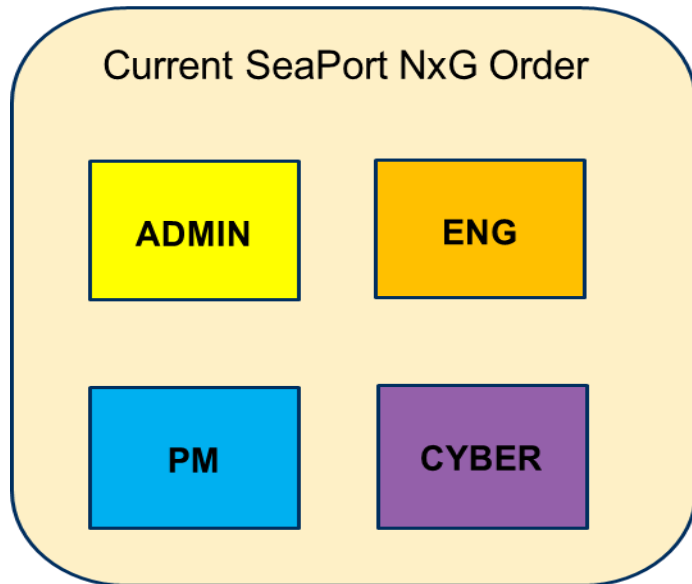
- PLEASE respond - Help Us Help You
- Responses MUST be TAILORED to the specifics of each acquisition
- ATQ – Answer The Question – focus response to exactly what is requested
- Maximize use of Similarly Situated Entities (SSE)
- Participate at industry engagements and request virtual introductions
-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

Frequently Asked Questions / Common Topics

▼ What is Disaggregation?

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

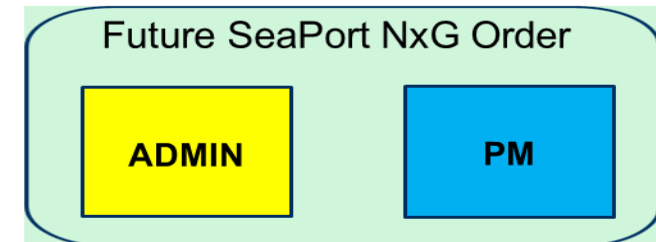
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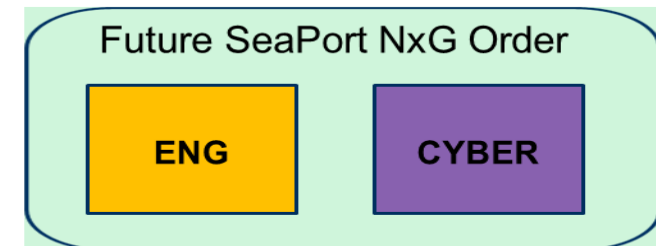
NAICS Code – 541330
\$100M
Unrestricted



TO BE



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



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

Frequently Asked Questions / Common Topics

- ▼ Not Exercising Option Periods Following Small Business Size Status Change
 - No Simple Answer as each Acquisition is Unique
 - Minimal Probability with Organic Growth – Greater Focus on Acquisition/Merger
- ▼ Use of Direct Award Authority – Perceived Reluctance to Utilize
 - Competition is a Priority
 - Authority Utilized When it Makes Sense
- ▼ Other Transaction Authority (OTA) Small Business Credit
 - Would NOT Benefit Small Business Numbers Regarding Annual Small Business Goals

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