

# Office of Small Business Programs

Providing the resources and connections needed for small businesses to support the NIWC Atlantic mission to deliver information warfare solutions that protect national security.

## NIWC 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

Naval Information Warfare Center (NIWC) Atlantic is a Navy engineering and Information Technology (IT) command and part of the Naval Research and Development Establishment.

We develop and deliver capabilities that expand our information warfare advantage. Includes: communication systems (radios), networking systems (routers/switches), cyber operations (red team/forensics/ network defense), intelligence, surveillance, reconnaissance (sensors/decision support applications), business systems (benefits/personnel) and information security

We are strategically positioned around the globe with locations in San Diego, California, South Carolina, Virginia, Louisiana, Florida and Washington, D.C., as well as overseas posts in Europe, the Middle East and Antarctica -- embedded where our Nation needs us most.

## Unique Labs and Capabilities

- National Cyber Range Complex (NCRC), Charleston
- Surface Ship C4I Systems Integration Facility (C-SIF)
- Common Submarine Radio Room (CSRR) production and testing
- CANES Network Integration Engineering Facility (NIEF) Atlantic
- Link-22 Tactical Data Links (TDL) Lab
- NIWC Atlantic National Security Operations Center/ NAVWAR Red Team (NSA, USCYBERCOM and DOD Cyber Red Team Accredited)
- USMC Installations Command Electronic Security Systems
- 5G Communications Capability
- Outdoor Optical Range
- Cyber Computer Network Defense Lab
- Special Purpose Processing Node (SPPN)
- Software Defined Radio & RF Testing
- Commercial and DOD Satellite Comms production and installation
- Small Autonomous Unmanned Systems Range
- Position, Navigation, Timing (PNT) Lab
- Strategic Artificial Intelligence Lab (SAIL)
- Vehicle C4I systems integration, testing and production facility
- Electromagnetic and Interference (EMI) and Environmental test labs, Poseidon Park EMI testing
- Global Distance Support Help Desk
- Air Traffic Control Systems Development and Installation



## By the Numbers (FY24)

- 47% Total Small Business
- 266 Small Businesses
- 84% Competition
- \$4.83B Total Obligation Authority
- \$2.5B Total Obligations

## NAVWAR Opportunities

- NAVWAR, NIWC Pacific and NIWC Atlantic opportunities can be found on our e-commerce website:
  - <https://e-commerce.dc3n.navy.mil/> Under NIWC Atlantic you will find our solicitations, market surveys, special notices and other information.
  - Task Order Forecast and Long Range Acquisition Forecast are located under the "News tab".
- Seaport- NxG Multiple Award Contract (MAC)
  - SeaPort-NxG is the Navy's electronic platform for acquiring support services in 23 functional areas including Engineering, Financial Management, and Program Management.

## Strategic Business Outreach Activities

- Strategic Business and Industry Outreach events provide NIWC Atlantic leadership engagement and networking opportunities.
  - In the Charleston and New Orleans area the event is hosted by the Charleston Defense Contractor's Association (CDCA) <http://www.charlestondca.org>
  - In the Tidewater area, the event is hosted by the Tidewater Association of Service Contractors (TASC) <http://tasc-tgic.org>

## Information Warfare Research Project (IWRP)

- Advances Naval and Marine Corps information warfare capabilities through a consortium that supports research, development and prototyping. <https://www.theiwrp.org>

## Palmetto and Mid-Atlantic Tech Bridge

- Draws on talents from across industry and academia while focusing and facilitating innovative force in developing dual-use solutions to meet national defense needs.
- Enhances the region's economic strength with innovative commercial products.
- <https://www.niwcatlantic.navy.mil/palmetto-tech-bridge/>

## NavalX

- Establishes connections between government and industry by leveraging our suite of digital products to share knowledge and accelerate innovation.
- Digital Engagement Platform built by NavalX <https://www.secnv.navy.mil/agility/Pages/default.aspx>

## NIWC Atlantic OSBP Contact Information

- General mailbox [niwc\\_lant\\_osbp.fct@us.navy.mil](mailto:niwc_lant_osbp.fct@us.navy.mil)
- Elizabeth Cecchetti, Small Business Professional, OSBP [elizabeth.m.cecchetti.civ@us.navy.mil](mailto:elizabeth.m.cecchetti.civ@us.navy.mil)

# NIWC Atlantic Departments and Resources

## Warfighting Departments

- **Fleet C4I and Readiness Department:** Ensuring information warfare superiority through collaboration, alignment and engineering excellence.
- **Expeditionary Warfare Department:** Rapidly delivering C4ISR, Cyber and IT systems and engineering services to meet the information warfare needs of the Marine Corps and Special Operations Command.
- **Enterprise Systems Department:** Rapidly identify and implement affordable Enterprise IT solutions by promoting innovation, developing our personnel, and forming strategic partnerships across NIWC Atlantic and with our customers.
- **Shore C2ISR and Integration Department:** Engineering and fielding systems supporting operational forces overseas and readiness missions stateside.
- **Science and Technology Department:** Researching, prototyping and managing development of advanced technology ensuring technical superiority.
- **Rapid Capabilities Office:** Attack operator problems in the Navy and Marine Corps with a sense of urgency to deliver warfighter capabilities in maritime and littoral environments.

Check out the NIWC Atlantic command overview on our public webpage <https://www.niwcatlantic.navy.mil/about/command-overview/>

## NIWC Atlantic's Technical Focus Areas to Achieve Technology Goals <https://www.niwcatlantic.navy.mil/technology/>



**Artificial Intelligence:** Provide warfighters with analytics-driven, data-informed, and technology-empowered capabilities to drive decision advantages and optimal mission outcomes.



**Assured Communications:** Addresses the demand for resilient, and sometimes covert, wired and wireless communications in degraded and/or denied environments.



**Cloud Computing:** IT modernization and digital transformation for resilient infrastructure, platform and software services.



**Cybersecurity:** Provides protection from unauthorized use of and/or defends electronic data, hardware, software from disruption or of the services they provide.



**DevSecOps:** Refers to replacing siloed Development, Security and Operations to create multidisciplinary teams that collaborate with shared and efficient practices and tools.



**Mobility:** Provide Wireless Technology and enterprise access for the warfighter to engage with a mobile environment and applications, anytime, anyplace.

## Subcontracting for Small Businesses

### FY24 DoD Goals

- Prime Contracting 22.43%
- Subcontracting 28%
- Subcontracting goals and performance FAQs <https://business.defense.gov/Acquisition/Subcontracting/>

## Resources Available to Industry

**NIWC Small Business Office Team – We operate as the NIWC Atlantic advocate for small business, and we offer one-on-one counseling.**

- NAVWAR OSBP <https://www.navwar.navy.mil>
- NIWC Pacific <https://www.niwcPacific.navy.mil/>
- Small Business Administration <http://www.sba.gov>
- APEX Accelerators <https://www.apexaccelerators.us/#/> (formerly Procurement Technical Assistance Centers)
- Small Business Development Center – search for each states SBDC at <https://www.scsbdc.com/locations>
- Charleston <https://www.scsbdc.com/>
- Louisiana <https://www.louisianasbdc.org>
- Virginia <https://www.virginiasbdc.org/>
- Navy Small Business Innovative Research (SBIR) Program
- SBIR/STTR Home page <https://www.navysbir.com>
- Doing Business with DOD <https://www.acq.osd.mil/doing-business.html>



## Department of Navy OSBP

YouTube Channel view "How to conduct business with the Navy and Marine Corps" [https://www.youtube.com/watch?v=0y4\\_pMA3\\_YM](https://www.youtube.com/watch?v=0y4_pMA3_YM)

Department of Navy OSBP website and webinar series <https://www.secnaw.navy.mil/smallbusiness/Pages/default.aspx>

## NIWC Atlantic Active Contract List

- NIWC Atlantic Public Page "For Industry" tab <https://www.niwcatlantic.navy.mil/Industry/>



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