



Director, Office of Small Business Programs (OSBP)

INDUSTRY DAY BRIEF

OCTOBER 23, 2018

Dawn A. Griffin, Code 00K

Naval Undersea Warfare Center, Division Newport



- **Identify and Advocate for use of small business as both a Prime and Subcontractor**
- **Review all NUWCDIVNPT procurements exceeding \$10K**
- **Small Business Rule of Two**
- **Work closely with contracting and requirements personnel to make sure small business has maximum opportunity to participate in all NUWCDIVNPT procurements**



- **SeaPort Enhanced (SeaPort-e)**
 - <https://auction.seaport.navy.mil/Bid/Login.aspx>
- **Federal Business Opportunities (FBO)**
 - <http://www.fedbizopps.gov/>
- **GSA E-Buy**
 - https://www.ebuy.gsa.gov/advantage/ebuy/start_page.d
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- **Extensive Strategy Sessions, and buy-in (all Stakeholders) at the very earliest stages of the procurement process**
 - **Competition**
 - **Small Business Participation**
 - **Sub-Contracting Plan**
- **Release of Advanced Notices**
- **Release of Draft SOW's**
- **Utilization of Sources Sought**
- **Promulgation of a 2-year Long Range Acquisition Forecast (LRAF)**
 - **updated and released quarterly**
- **Utilization of Social Media: DIVNPT LinkedIn**



- **Development and Maintenance of the DIVNPT “Business Partnerships” website:**

<http://www.navsea.navy.mil/Home/WarfareCenters/NUWCNewport/Partnerships/BusinessPartnerships.aspx>

- **Link to: OSBP website**
 - **Metrics, other WFC Small Business POC’s, Visit Request info**
- **Link to: Electronic Reading Room (ERR)**
 - **“DIVNPT Resource Sheet”**
 - **“Competition Information”**
 - » **LRAF (with contact info), Industry Day Presentations, Pre-Solicitation Conference Slides, etc.**
 - **“SeaPort-e Council”**
 - » **Biannual Meeting Minutes/Q&A**



- **Host 10+ Industry Outreach Events per year, including:**
 - Pre-Solicitation Conferences and Facility Tours**
 - Industry Days:**
 - **Every 2 years (even years) to discuss overall DIVNPT procurements and technical requirements**
 - **As required to discuss Department-wide contracts portfolio**
 - **Yearly to allow SB vendors to demonstrate their products**
 - Semi-annual SeaPort-e Council Meetings**
 - NUWCDIVNPT is always looking for more opportunities to interact with Industry**
 - Training:**
 - **Every 2 years (odd years) to provide training on Contracts-related issues**



- **SAP Threshold has been increased from \$150K to \$250K.**
- **SeaPort NxG Solicitation has been issued and is in the proposal evaluation stage.**
- **All current Seaport-e MACs will expire in December 2019. Task order competitions will continue to occur up until MAC expiration and those task orders awarded by December 2019 may have a period of performance for up to five years after MAC expiration (up to December 2024).**



	<u>Total Obligated</u>	<u>Small Business</u>
FY13	\$336,850,466	\$126,243,794
FY14	\$383,751,577	\$134,342,143
FY15	\$384,926,617	\$149,700,096
FY16	\$446,289,633	\$141,593,231
FY17	\$491,608,422	\$172,236,185
FY18	\$653,280,542	\$172,165,406

SB% average 33%

Upcoming Events



- **4 December 2018-Seaport-e Council**
- **TBD December-Code 25 Industry Day**
- **TBD December-Code 34 Industry Day**
- **TBD June-NCMA Ocean State Workshop**



- 1. Identify Your Product or Service**
- 2. Register with System For Award Management (SAM).**
- 3. Identify Your Target Market within DoD**
- 4. Explore Sub-contracting Opportunities**
- 5. Provide effective responses to source sought notices**
- 6. Request Feedback and ask for a debrief**
- 7. Maintain awareness of current regulations and emerging changes with the Federal Acquisition Regulations (FAR)**

MARKET YOUR FIRM WELL!!



Additional Resources:

- **System for Award Management** www.sam.gov
- **DoD Office Small Business Program** www.acq.osd.mil/osbd
- **Small Business Administration** www.sba.gov
- **Federal Business Opportunities** www.fbo.gov
- **DON Small Business Programs** www.donhq.navy.mil/osbp

- **Procurement Technical Assistance Center (PTAC's) can assist with FBO and GSA Searches** <http://www.riptac.org/>
- **Department of Labor VETS-4212** <https://www.dol.gov/vets/vets4212.htm>



Deputy for Small Business, NUWC DIVNPT

(401)832-4005

NUWC_NPT_OSBP@navy.mil



QUESTIONS?