

Naval Undersea Warfare Center

Division Newport

Office of Small Business Programs

2022 Industry Day Brief

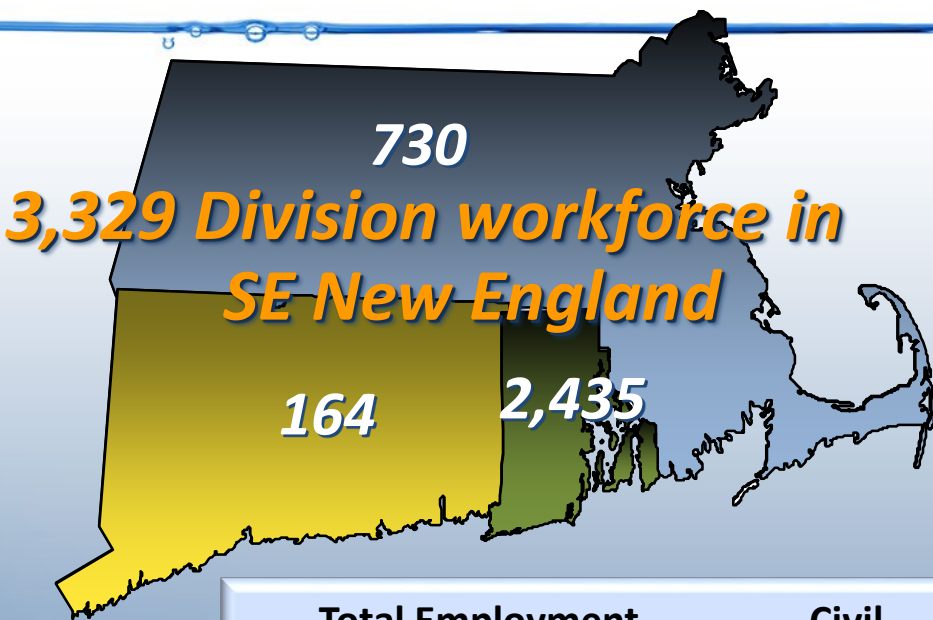


Director, Office of Small Business
NUWC Division Newport

- Overview of OSBP
- Local Impact
- By the Numbers
- Tips for Success
- Resources & Announcements

- Identify and Advocate for use of small business as both a Prime and Subcontractor
- 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
- Review all NUWCDIVNPT procurements exceeding \$10K
- Promulgation of Long Range Acquisition Forecast
- Communicate with Industry
 - Formal
 - Informal
- Collaborate with Industry partners

NUWC Impact on Southern New England



- 6,509 Total Work Years, (Gov't and Contracted)
- \$1,423M Total Funding
- \$796M to local economy for payroll, contracts, construction, and services purchased

Total Employment by Classification	Civil Service	Contract WYs	Est Overall Employment
Engineering/Science	2,589	1,055	3,644
Technician	289	634	923
Information Technology	176	159	335
Professional Administrative	481	864	1,346
Administrative Support	24	134	158
Clerical	15	38	53
Wage Grade/Other	1	46	47
Students	4	0	4
Total	3,579	2,930	6,509

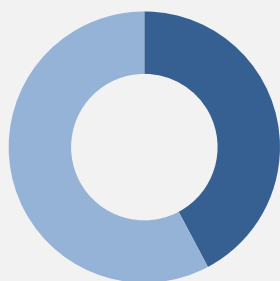
Data as of 9/30/2021

NUWC Small Business Performance



FISCAL YTD 2022 | *NUWC Division Newport*

As of 09/30/22



\$708M total

\$299M
small business

\$409M
other than SB



\$298,977,675
Small Business



\$66,641,425
Small Disadvantaged



\$23,411,050
*Service-Disabled
Veteran Owned*

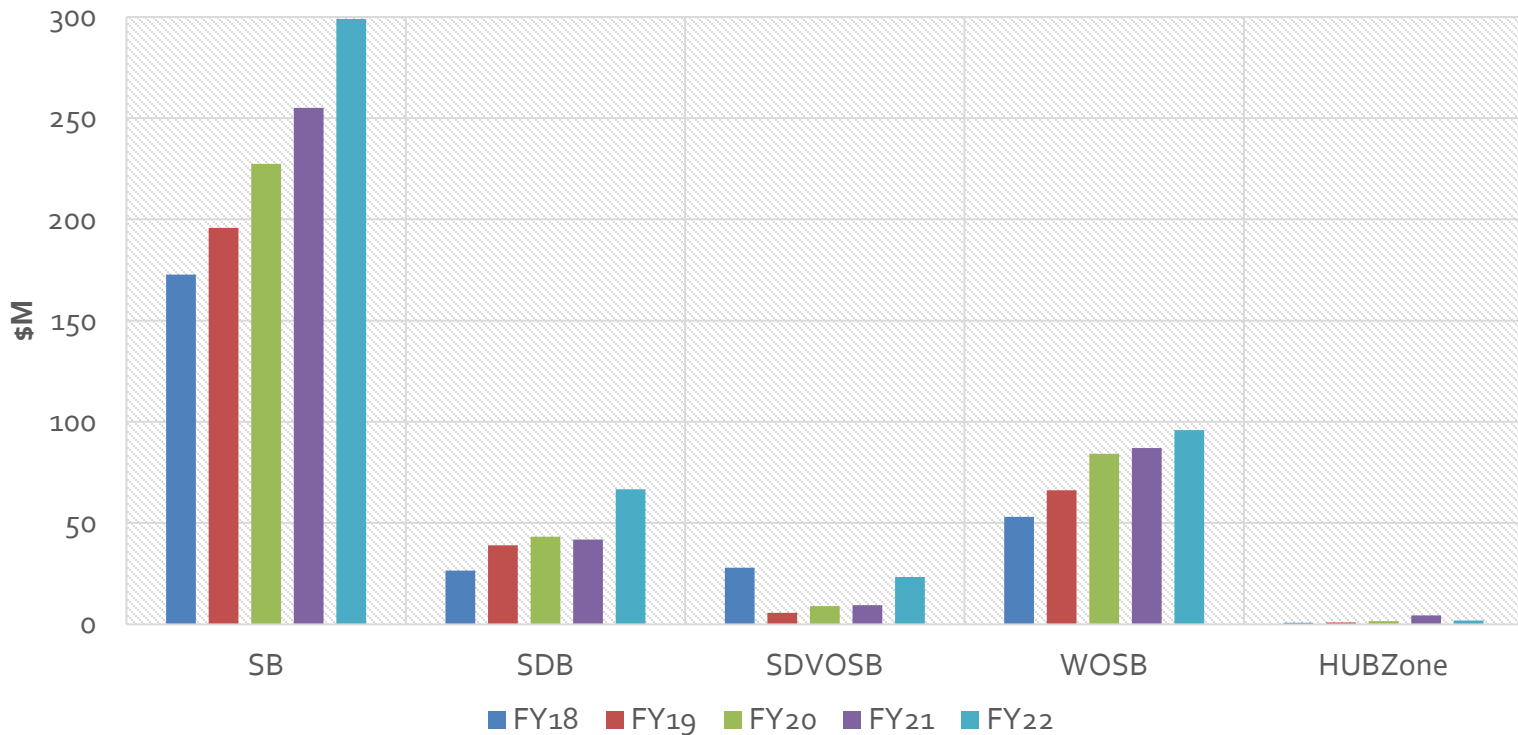


\$95,931,384
Women Owned



\$1,808,929
HUBZone

SB Performance FY18-FY22



- Check the Long Range Acquisition Forecast- Know what we buy
- Align yourself with other contractors – explore subcontracting opportunities
- Ensure you have a clear capability statement
- Respond to Sources Sought Notices
- If you see something in a solicitation that looks overly restrictive, say something
- If you have questions, ask!
- Ask for a debrief

- Postings to the following locations:
 - Facebook & LinkedIn
 - Naval Undersea Warfare Center Division Newport
 - NAVSEA/DON Office of Small Business Programs
 - DON Small Business web page
<https://www.secnav.navy.mil/smallbusiness/Pages/DBWD.aspx>
 - DIVNPT's Contracting & Small Business Page
<https://www.navsea.navy.mil/Home/Warfare-Centers/NUWC-Newport/Partnerships/Contracting-and-Small-Business/>
- PTAC realignment
- Tech Bridge- SBIR

Any follow-on questions can be sent to NUWCDIVNPT, Office of Small Business

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