







SPAWAR Budget Outlook and Trends



30 July 2013

Presented to: NDIA San Diego C4I Industry Day

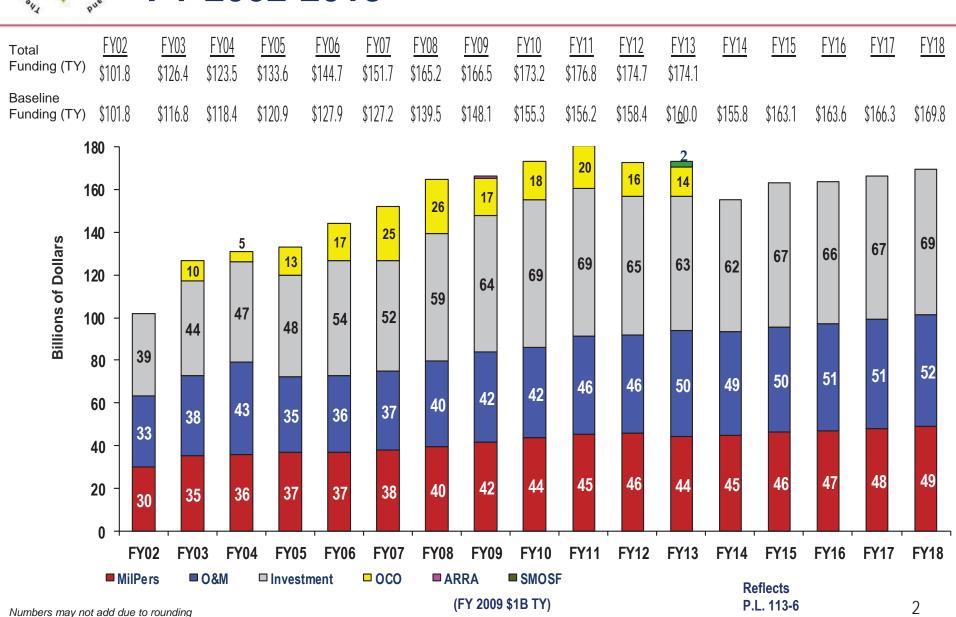
Steve Dunn

Comptroller

Space and Naval Warfare Systems Command

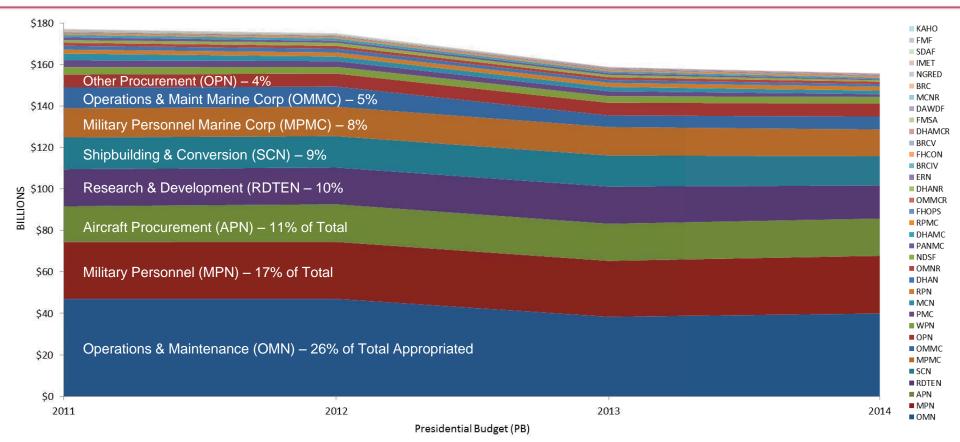


Department of the Navy Topline FY 2002-2018





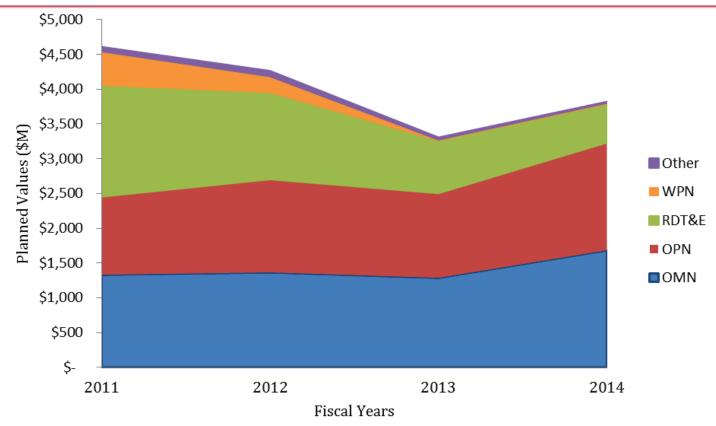
Trends in Appropriated Dollars President's Budget 11 – 14*



- ▼ Acquisition Commands drive \$65B (65%) of DoN FY14 TOA
 - Excludes Marine Corps and BUPERS



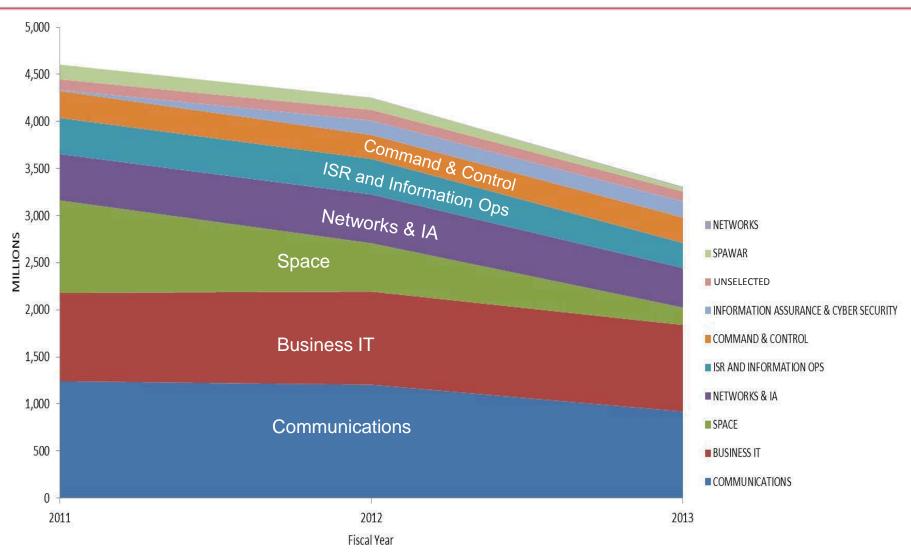
SPAWAR Appropriation Planned Values (2011-2013) & FY14 PB



- ▼ SPAWAR transitioning focused to Modernization and Sustainment (OPN and OMN)
- ▼ R&D is declining year over year
 - RDT&E has decreased a total of 53% from 2011-13

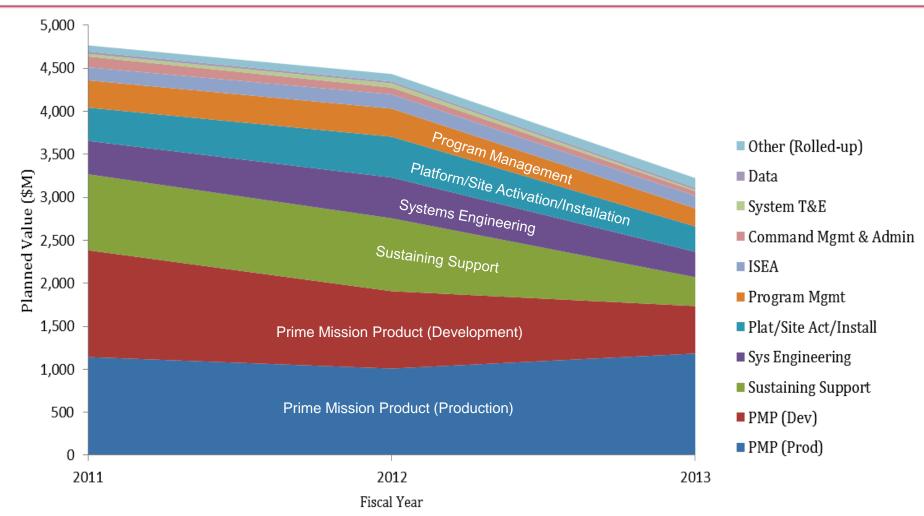


SPAWAR Portfolio Investment 2011-2013





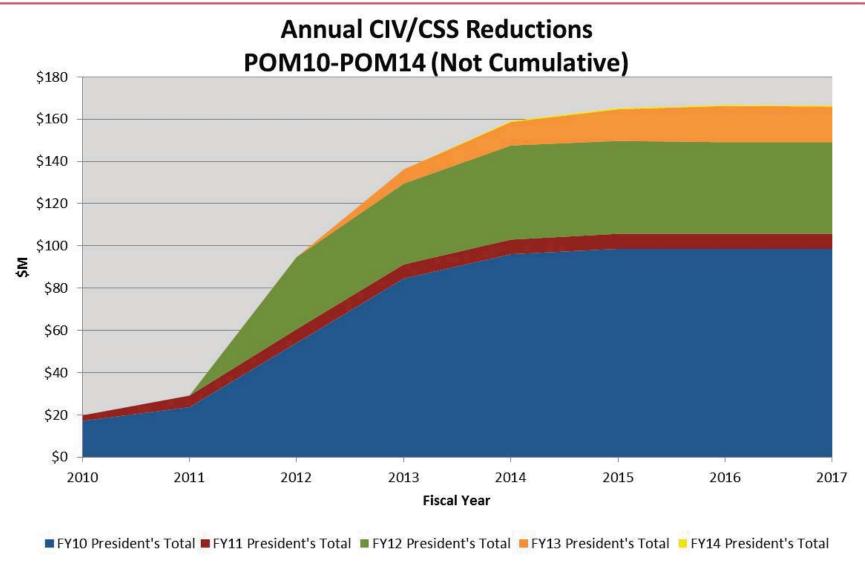
SPAWAR Historical Workload Drivers by Function 2011-2013 Top 10



▼ Prime Mission Product (PMP) Development is down 55% (FY11-13), which coincides with the downward trend in total RDT&E investment over the same period



CIVPERS/CSS Reductions POM 10 – POM 14





DON FY 2013 Sequestration

- ▼ Reduces DoN O&M accounts by \$4.4 Billion
 - Significant Training, Readiness, and Maintenance impacts continue
- Reduces investment accounts by \$6.3 Billion
 - Detailed review ongoing
 - Several programs will require immediate fixes
 - May result in quantity reductions

FY13 Sequestration

7.8% reduction to all accounts - except Military Personnel DON impact ~\$10.7 billion



FY14 - 18 DoN Sequestration Overview

- ▼ 10% reduction to DON: \$15.6B
 - \$14B Navy
 - \$1.3B USMC
 - \$0.3B MILCON/Family Housing

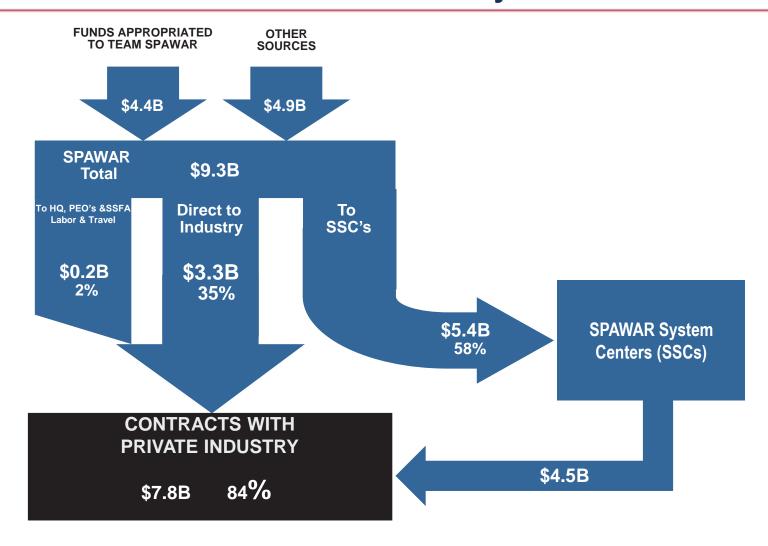
Appropriation	PB14	FY14 10% Cut	FY14 14% Cut
MILPERS	45	(5)	0
O&M	48	(5)	(7)
Procurement	44	(4)	(6)
R&D	16	(2)	(2)
Construction	2	(0.2)	(0.3)
DON Total	156	(15.6)	(15.6)

- ▼ All appropriations cut 14.1% (MILPERS fenced)
- ▼ FY14 starts with a +\$261M "bow wave" from FY13 sequestration

	FY14	FY15	FY16	FY17	FY18	Total
BCA	552	566	577	590	603	2,888
BCA w/SEQ						
(-\$53.9B/Yr)	498	512	523	536	549	2,618
PB14 (POTUS)	552	566	577	586	595	2,876
BCA Delta to POTUS	0	0	0	(4)	(8)	(12)



SPAWAR FY12 Dollars to Industry











SPAWAR Chief Engineer

30 July 2013

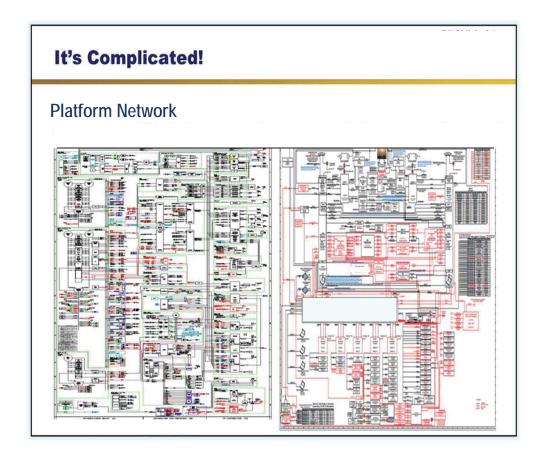


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RDML Jim Rodman Chief Engineer, Space and Naval Warfare Systems Command



What Does IT On Platforms Look Like Today?



- ▼ Complex IT architectures evolved over time; mostly adhoc system-by-system designs & configuration management
- ▼ Most IT interfaces mission specific & governed by nonstandard PM-PM agreements (with some documentation)
- ▼ Each system individually responsible for its own IA
- No overarching platform network architecture that minimizes Cyber attack surface & invokes Defense-in-Depth IA

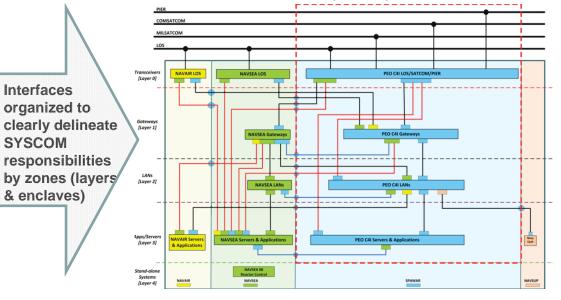


Implementing Information Technology Technical Authority (IT TA)

Platform Networks Today

Interfaces organized to clearly delineate SYSCOM responsibilities by zones (layers & enclaves)

Platform Networks Tomorrow (notional)



▼ IT TA applies to all the interfaces between clearly defined zones

- SPAWAR responsible for requirements and architectures, SYSCOMS responsible for implementation
- SPAWAR TA applies to all interfaces between SPAWAR systems & non-SPAWAR systems & all interfaces to the GIG
- Requires enterprise & platform target architectures with interface specifications, standards & profiles

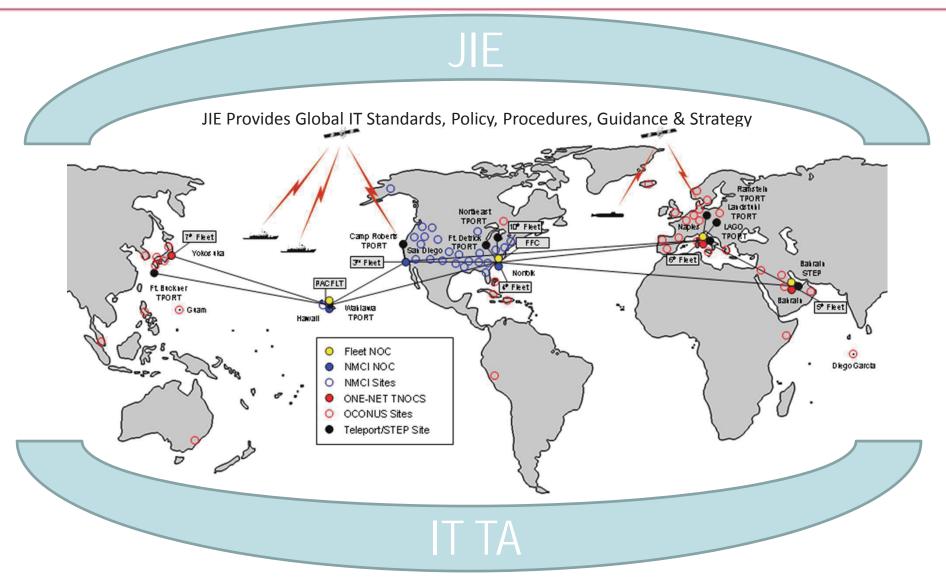
▼ IA TA applies across all zones

Requires IA Defense-in-Depth architectures & tailored IA requirements

▼ For IT TA & IA TA Governance

SPAWAR coordinates all products & processes through a Cross-SYSCOM Technical Authority Board (TAB)







Small Business

▼ 5.0 is committed to supporting small businesses

- 57% of 5.0 contracts are with small businesses (4 of 7)
- Existing 5.0 small business contracts:
 - Experimentation & Systems Engineering support
 - Modeling & Simulation, Analytical work
 - Human Systems Interface/Engineering support
 - Test & Evaluation support & Info Assurance Certification support

▼ Potential Future Opportunities

- System-of-Systems Engineering & Systems Engineering support
- Look for details in future SPAWAR Procurement Forecasts.













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NDIA San Diego C4I Industry Day

Mark McLain

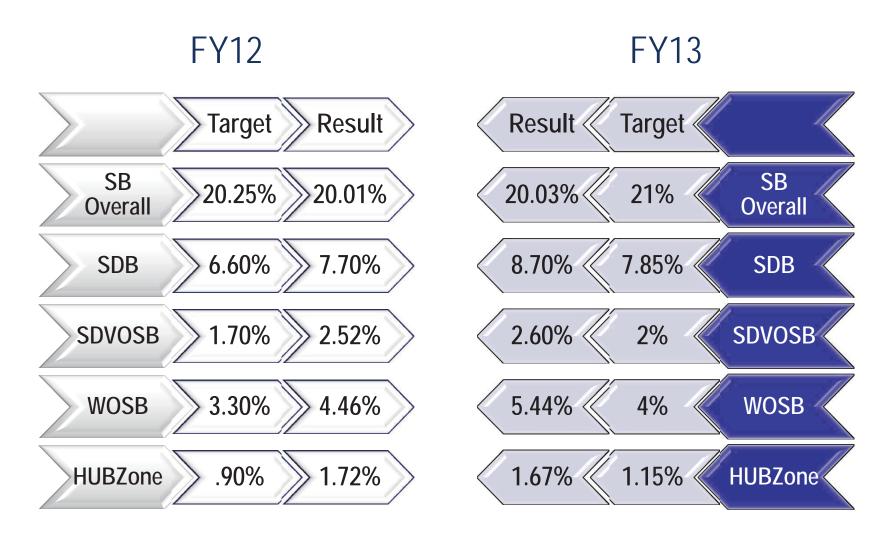
Deputy, Office of Small Business Programs
Space and Naval Warfare Systems Command



- **▼** Small Business Accomplishments
- ▼ Initiatives/Focus Areas
- ▼ Doing Business with SPAWAR
 - Federal Business Opportunities
 - e-Commerce Central website
 - SEAPORT
 - Things to remember
 - Future procurement opportunities
- ▼ Resources and POC's
- ▼ Questions?

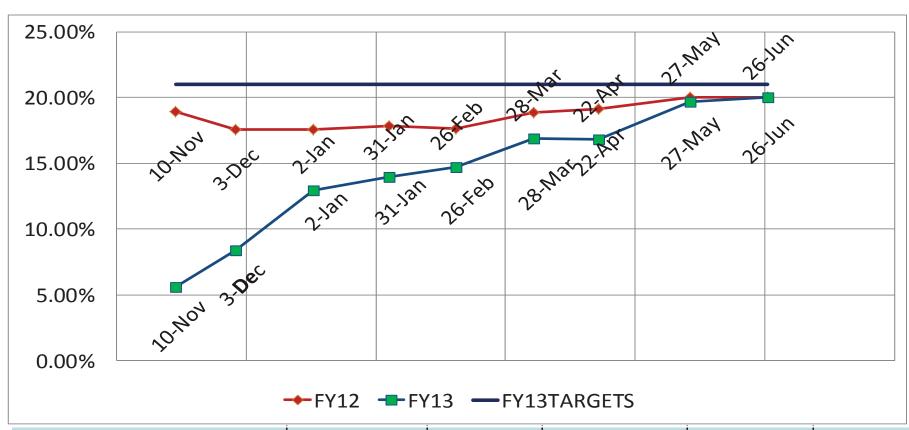


FY13 YTD as of June 26, 2013 Small Business Statistics - Side-Side Comparison





Trend Comparison for FY12 and FY13 Targets



Team SPAWAR	Small Business Overall	Small Disadvantaged	Service Disabled Veteran Owned	Women Owned	HUBZone
FY 12 Targets Achievements	20.25% 22.98%	6.60% 8.96%	1.70% 2.36%	3.30% 5.14%	.90% 1.76%
FY13 Targets	21.00%	7.85%	2.00%	4.00%	1.15%
FY13 Achievements	20.03%	8.70%	2.60%	5.44%	1.67%



Distribution of Prime Small Business Dollars FY13 as of June 26, 2013

HQ	Goal	Achieved	Obligated
Small Business	10.70%	9.05%	\$127,900,703.42
Small Disadvantaged Business	3.52%	4.36%	\$61,649,212.16
8(a) Procedure	n/a	0.65%	\$9,236,160.58
Veteran Owned Small Business	n/a	3.96%	\$55,886,276.37
Service Disabled Veteran Owned Small Business	1.37%	3.08%	\$43,514,577.46
Women Owned Small Business	2.44%	2.26%	\$31,860,428.41
Certified HUBZone Small Business	.81%	0.35%	\$4,993,064.00

SSC-PAC	Goal	Achieved	Obligated
Small Business	26.00%	26.06%	\$126,567,274.14
Small Disadvantaged Business	6.00%	7.25%	\$35,224,228.83
8(a) Procedure	n/a	4.59%	\$22,295,736.05
Veteran Owned Small Business	n/a	4.79%	\$23,252,598.53
Service Disabled Veteran Owned Small Business	1.50%	2.63%	\$12,789,096.05
Women Owned Small Business	3.50%	2.98%	\$14,468,539.82
Certified HUBZone Small Business	1.50%	2.71%	\$13,154,445.33

SSC-LANT	Goal	Achieved	Obligated
Small Business	29.81%	30.25%	\$371,933,126.68
Small Disadvantaged Business	12.18%	14.26%	\$175,345,385.42
8(a) Procedure	n/a	5.20%	\$63,987,462.54
Veteran Owned Small Business	n/a	5.80%	\$71,252,029.89
Service Disabled Veteran Owned Small Business	2.43%	2.02%	\$24,867,496.30
Women Owned Small Business	4.06%	10.07%	\$123,805,358.81
Certified HUBZone Small Business	1.48%	2.77%	\$34,044,950.66



Top 10 NAICS Awarded by Dollars - FY12

NAICS	SB Size Standards in \$M	SB Size Standards in # Employees	Description	Action Obligated
541330	\$35.5M	N/A	Engineering Services	\$3,320,517,767
334220	N/A	750	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$925,619,688
541519	\$25.5M	N/A	Other Computer Related Services	\$479,806,388
541712	N/A	500	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	\$261,388,113
517110	N/A	1,500	Wired Telecommunications Carriers	\$251,447,241
334290	N/A	750	Other Communications Equipment Manufacturing	\$232,311,299
517410	\$15M	N/A	Satellite Telecommunications	\$213,055,614
541512	\$25.5M	N/A	Computer Systems Design Services	\$208,793,057
541511	\$25.5M	N/A	Custom Computer Programming Services	\$160,451,610
334511	N/A	750	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$93,666,280



FY12/13 Successes and Challenges

- ▼ Successes steady improvement in SB accomplishments (attributed but not limited to):
 - SPAWAR working groups (market research, WOSB with members from Industry, Contracts, SBA, OSBP)
 - OSBP Industry engagement such as roundtable meetings (Leadership, Contracts, Program Executive Office's, Program Manager's, both small and large businesses)
 - Three year forecast of procurement opportunities
 - Ongoing outreach with industry and collaboration with other buying commands, SBA, PTAC, SDADT, etc.
 - Strengthening awareness and accountability for SB goal achievement
- ▼ Challenges Impact of sequestration and the continuing resolution





Current OSBP Initiatives/Focus areas

- ▼ ASN RD&A Memo of 13 December 2012 Subj: Meeting Small Business (SB) Goals in FY13 requires quarterly status reports on small business progress
- Ongoing communication/training on plan to meet SB goals and updated SPAWAR SB Instruction
- ▼ Subcontract monitoring/reporting requirements
 - Reporting requirements for both large business (subcontracting accomplishments) and small business concerns (limitations on subcontracting)



OSBP Initiatives

▼ Market research working group

- Members OSBP, contracting personnel from across SPAWAR and industry (small and large business) representatives.
- Outcome standardized process by utilizing best practices, developing templates and corresponding instructions for the types of procurements typically used at SPAWAR.
- Focus on posting timeframes, description of the requirement to promote competition, identify potential opportunities for small businesses and adequately define what vendors are required to provide in order to determine their qualifications & capability (including breadth and depth) in performing the work.
- The working group has completed a template for services that is required for all SPAWAR services efforts including SeaPort-e task orders.



OSBP Initiatives continued....

- ▼ Market research working group next steps
 - Currently working on market research process for task orders on MACs to be followed by commodities and actions under the simplified acquisition threshold.
 - Market research is required (the extent will vary depending on such factors as urgency, estimated dollar value, complexity, and past experience)
 - Task orders on SPAWAR awarded MACs that are not set-aside for SB's will require review by OSBP when there are two or more SB primes



How To Identify Opportunities Within DOD

- **▼** Posting of contract actions:
 - Federal Business Opportunities (FedBizOpps) is a web-based system for posting solicitations and other procurement-related documents to the Internet. FedBizOpps was designated by the Federal Acquisition Regulation as the mandatory "government wide point of entry for the posting government business opportunities greater than \$25,000."
- ▼ For more information visit:

www.fbo.gov



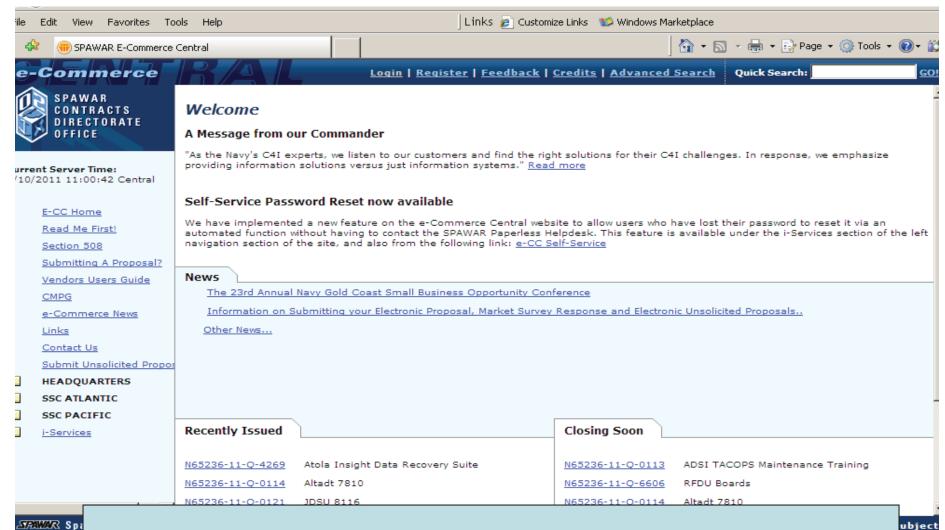


How To Locate Information on SPAWAR Opportunities

▼ On the SPAWAR website (<u>www.spawar.navy.mil</u>) click on "For Industry Partners" which will direct you to our ecommerce site. A list of our future opportunities, open solicitations, and contract awards is available for the SPAWAR Headquarters, as well as for SSC Atlantic and SSC Pacific.



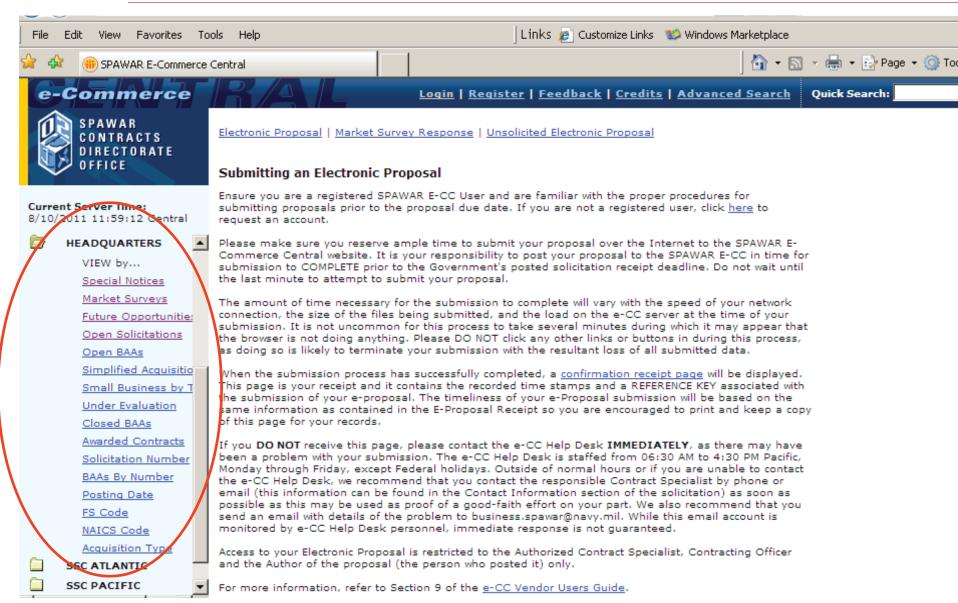
SPAWAR e-Commerce Website



https://e-commerce.sscno.nmci.navy.mil



How To Locate a Specific Contract Opportunity





SeaPort-e

- ▼ NAVSEA Multiple Award Contract (MAC) IDIQ vehicle with CPFF and FFP pricing
- ▼ SeaPort-e The Navy's electronic platform for acquiring support services in 22 functional areas
- ▼ Individual task orders competed in one of seven geographic zones
 - No sole source orders
- 2,844 prime contractors (rolling admissions currently closed)
 - nearly 88% of its contract-holders are small businesses
 - Competitive 8(a) Set-asides
- ▼ SPAWAR vehicle of choice for services
 - Caps on pass-through costs, labor escalation, and fee/profit
 - Streamlined evaluation process
 - Web portal for electronic commerce: www.seaport.navy.mil/

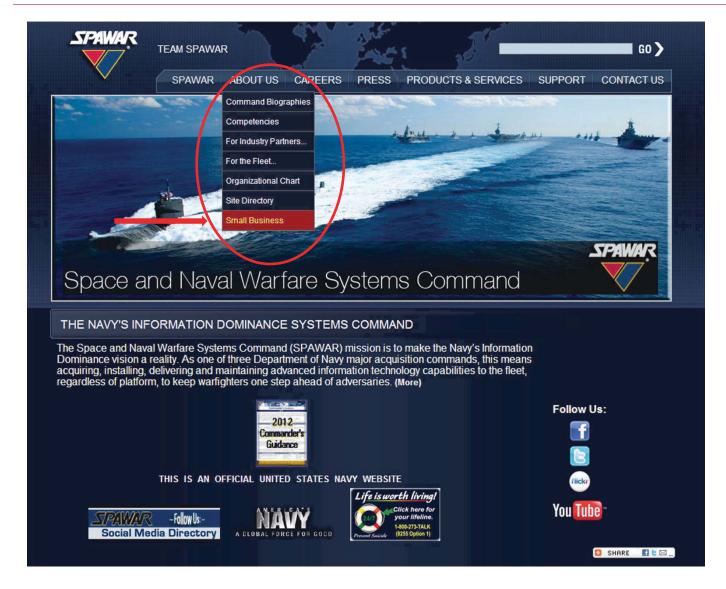


If You Remember Nothing Else...

- ▼ Read the Sources Sought, RFI or solicitation whichever is applicable all of it (even the boring parts)
- ▼ Reread the document all of it again
- ▼ If you have any questions ask the designated POC BEFORE the Sources Sought, RFI or solicitation closes
- ▼ When preparing your response Follow the instructions to ensure it is compliant with the information requested
- ▼ Have someone (not the preparer) check the response against the sources sought, RFI or solicitation requirements
- ▼ Submit your response ON TIME!



SPAWAR Website Homepage www.public.navy.mil/spawar





SPAWAR Office of Small Business Programs

SMALL BUSINESS

SPAWAR has posted an updated three-year acquisition forecast to its public web portal entitled "SPAWAR 3 Year Acquisition Forecast (11-2012)" below. This forecast includes opportunities for SPAWAR Headquarters, SPAWAR System Centers Atlantic and Pacific. The forecast is informational only and does not constitute an offer or commitment by the Navy to fund, in whole or part, the opportunities herein. Vendors shall not contact any contracting or technical personnel regarding this information and all inquires shall be submitted via email to SPAWARSBO@navy.mil

The Small Business program is a dynamic advocacy that provides training, advice and guidance to ensure quality solutions for Navy and Marine Corps acquisitions and maximizes contracting opportunities to small businesses.

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SPAWAR Systems Center Pacific

Dean Dickau

Click any of the items below for more details:

SSC PAC Industry Day Presentations (12.4.12)

SPAWAR_3_Year_Acquisition_Forecast[05-2013]

SPAWAR Social Media Directory

Visitor Information

🔼 RDA Small Business Memo

FY13 SPAWAR OSBP Targets

Information Booklet

Navy Gold Coast Information

Doing Business with SPAWAR

Basic Subcontracting Info

DoN Office of Small Business Programs

DoD Rapid Innovation Fund Pre-Solicitation Notice

May 2013 Three Year Acquisition Procurement Forecast

Distribution Statement A: Approved for public release, distribution is unlimited (22 May 2013)

The SPAWAR Office of Small Business Programs (OSBP) is the point of contact for all information contained herein and can be reached at SPAWARSBO@navy.mil.

DISCLAIMER United States Code Title 15, Section 637(A) (12) (C), requires the Department of the Navy (DoN) to prepare a three year forecast of expected contract opportunities and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) on the SPAWAR OSBP website and updating the information on an annual basis. The LRAF contains the known SPAWAR requirements (valued at \$150K or more, excluding MAC IDIQ TO Awards other than SEAPORT.). The forecast is informational only and does not constitute an offer or commitment by the Navy to fund, in whole or part, the opportunities referenced herein. This listing is not all inclusive and is subject to change. Vendors shall not contact any contracting or technical personnel regarding this information and all inquiries shall be submitted to SPAWARSBO@navy.mil.

Claimancy	Program Office /	Contracting Office	Short Name	Short Descriptive Title of Contracting	Requirement Description	Estimated	Anticipated	Anticipated	Anticipated Procurement	Incumbent	Previous Contract Number or	Solicitation Portal
	SPAWAR Code			Opportunity (to include Solicitation #'s) or TBD		Range	Solicitation /	Contract	Method	Contractor or New	N/A	
				if unknown			RFP (FY/QTR)	(FY/QTR)		Effort		
SPAWAR HQ	1.0	Headquarters		BUSINESS FINANCIAL MANAGEMENT SUPPORT/SOLICITATION # TBD	Business Financial Management Support	>\$10M - \$50M	FY16Q2	FY16Q4	Full and Open Competition	BAH	N00178-04-D-4024 NS37	SEAPORT-e
SPAWAR HQ	1.0	Headquarters		DEFENSE TRAVEL/SOLICITATION # TBD	Defense Travel Administration, Help Desk & Training	Below \$5M	FY15Q2	FY15Q4	Small Business Set Aside	G2	N00178-05-D-4334 NS03	SEAPORT-e
SPAWAR HQ	1.0	Headquarters		INTRANET RESOURCE ALLOCATION PLANNING/SOLICITATION # TBD	Intranet Resource Allocation Planning	>\$5M -\$10M	FY15Q3	FY16Q1	Small Business Set Aside	IPA	N00178-05-D-4371 NS02	SEAPORT-e
SPAWAR HQ	1.0	Headquarters		COMPTROLLER SUPPORT SERVICES/SOLICITATION # TBD	Comptroller Support Services	>\$5M-\$10M	FY16Q2	FY16Q3	8(a) Competitive	VPSI	N00178-05-D-4646 NS04	SEAPORT-e
SPAWAR HQ	2.0	Headquarters		CONTRACT ADMINISTRATION SUPPORT/SOLICITATION # TBD	Contract Administration Support	>\$5M -\$10M	FY15Q2	FY15Q4	Small Business Set Aside	Brace Management Group	N00178-05-D-4221 NS02	SEAPORT-e
SPAWAR HQ	2.0	Headquarters		SYSTEMS ENGINEERING/SOLICITATION #TBD	Systems Engineering, Integration, and Information Assurance Support for Code 2.0	>\$5M -\$10M	FY15Q3	FY16Q1	8(a) Competitive	VPSI	N00178-05-D-4646 NS05	SEAPORT-e
SPAWAR HQ	4.0	Headquarters		SPIDER/SOLICITATION # TBD	SPAWAR/PEO Integrated Data Environment Repository (SPIDER)	>\$5M-\$10M	FY15Q2	FY15Q4	Full and Open Competition	Accenture National Security Services LLC	N00178-05-D-4159 NS01	SEAPORT-e
SPAWAR HQ	5.0	Headquarters		NMCI LIFE CYCLE SUPPORT AND TRANSITION REQUIREMENTS/SOLICITATION # TBD	NMCI Life Cycle Support and Transition Requirements	>\$10M - \$50M	FY14Q2	FY14Q4	Full and Open Competition	Jacobs Technology	N00178-04-D-4072 NS02	SEAPORT-e
SPAWAR HQ	5.0	Headquarters		MODELING & SIMULATION/SOLICITATION # TBD	Modeling and Simulation and Analytically Based Warfare Analyses	>\$100M - \$250M	FY14Q2	FY15Q1	Full and Open Competition	SAIC	N00178-04-D-4119 NS17	SEAPORT-e
SPAWAR HQ	5.0	Headquarters		ARCHITECTURE AND HUMAN SYSTEMS GROUPS/SYSTEMS ENGINEERING SUPPORT/SOLICITATION # TBD	Architecture and Human Systems Groups/Systems Engineering Support	>\$10M - \$50M	FY15Q2	FY15Q4	Full and Open Competition	SAIC	N00178-04-D-4119 NS19	SEAPORT-e
SPAWAR HQ	5.0	Headquarters		TEST, EVALUATION AND CERTIFICATION SUPPORT/SOLICITATION # TBD	Test, Evaluation and Certification Support	>\$10M - \$50M	FY15Q2	FY15Q4	Service-Disabled Veteran- Owned Small Business Set Aside	Sentek Consulting	N00178-05-D-4556 NS04	SEAPORT-e
SPAWAR HQ	5.0	Headquarters		HUMAN SYSTEMS INTEGRATION/SOLICITATION # TBD	Human Systems Integration Support	>\$5M -\$10M	FY16Q2	FY16Q4	Small Business Set Aside	PSE	N00178-06-D-4837 NS02	SEAPORT-e
SPAWAR HQ	6.0	Headquarters		PROGRAM MANAGEMENT SUPPORT/SOLICITATION # TBD	Program/Project Management Office Support for Capability Maturity Model Integration Initiatives	Below \$5M	FY14Q2	FY14Q4	8(a) Non Competitive	Client Solution Architects, Inc.	N00039-09-C-0025	TBD
SPAWAR HQ	6.0	Headquarters		PROGRAM MANAGEMENT SUPPORT/SOLICITATION # TBD	Program Management Support	Unknown	Unknown	Unknown	Unknown	New Effort	NA NA	SEAPORT-e
SPAWAR HQ	8.0	Headquarters		INFORMATION ASSURANCE SUPPORT/SOLICITATION # TBD	Information Assurance Support	>\$5M -\$10M	FY15Q2	FY15Q4	Small Business Set Aside	Cameron Bell	N00178-05-D-4620 NS02	SEAPORT-e
SPAWAR HQ	8.0	Headquarters		PROGRAM MANAGEMENT SUPPORT/SOLICITATION # TBD	Program Management Support	>\$10M - \$50M	FY16Q2	FY16Q4	Small Business Set Aside	Marlin Alliance	N00178-05-D-4621 NS02	SEAPORT-e
SPAWAR HQ	8.0	Headquarters		COMMAND OPERATIONS SUPPORT/SOLICITATION # TBD	Command Operations Support	>\$5M-\$10M	FY16Q2	FY16Q4	8(a) Competitive	VPSI	N00178-05-D-4646 NS06	SEAPORT-e
SPAWAR HQ	8.0	Headquarters			Information Management/Information Technology (IM/IT) support services for SPAWAR Code 8.0	>\$10M - \$50M	FY16Q2	FY16Q4	8(a) Competitive	Kros-Wise	N00178-07-D-5128 NS01	SEAPORT-e
SPAWAR HQ	PEO C4I	Headquarters		PEO C4I / Solicitation # TBD	Front Management Office Support	>\$10M - \$50M	FY15Q2	FY15Q4	Full and Open Competition	BAH	N00178-04-D-4024-N532	SEAPORT-e
SPAWAR HQ	2.0	Headquarters		PD2 / Solicitation # TBD	Admin and Training Support	Below \$5M	FY14Q2	FY15Q1	Full and Open Competition	CACI	N00178-04-D-4026-NS02	SEAPORT-e



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