



How To Do Business With The Naval Air Systems Command

Presented by:

Derrick Hu

Deputy Director

NAWCWD Office of Small
Business Programs



NAVAIR Office of Small Business Programs

Mission:

Enabling the war fighter with creative solutions brought to them through small business.

Vision:

NAVAIR's Office of Small Business Programs is a valuable resource that enables the best solutions for the war fighter. We are advocates for NAVAIR's strategic priorities: current readiness, future capability and people. Achieving these priorities requires the entrepreneurial skills of small and large businesses. We strive to ensure that the creative talents of small businesses are nurtured and sustained in defense of freedom.

www.navair.navy.mil/osbp

Ms. Emily Harman, Associate Director, OSBP



Small Business 101

NAVAIR's policy is to provide "maximum practicable opportunities in its acquisitions to small business...concerns. Such concerns shall also have the maximum practicable opportunity to participate as subcontractors..."

FAR 19.201(a)

- Procurements < \$150K automatically set-aside for SB
- All actions > \$150K are examined and rationale for not setting aside procurement for SB must be justified
- Tools include set-asides & sole source to a small business



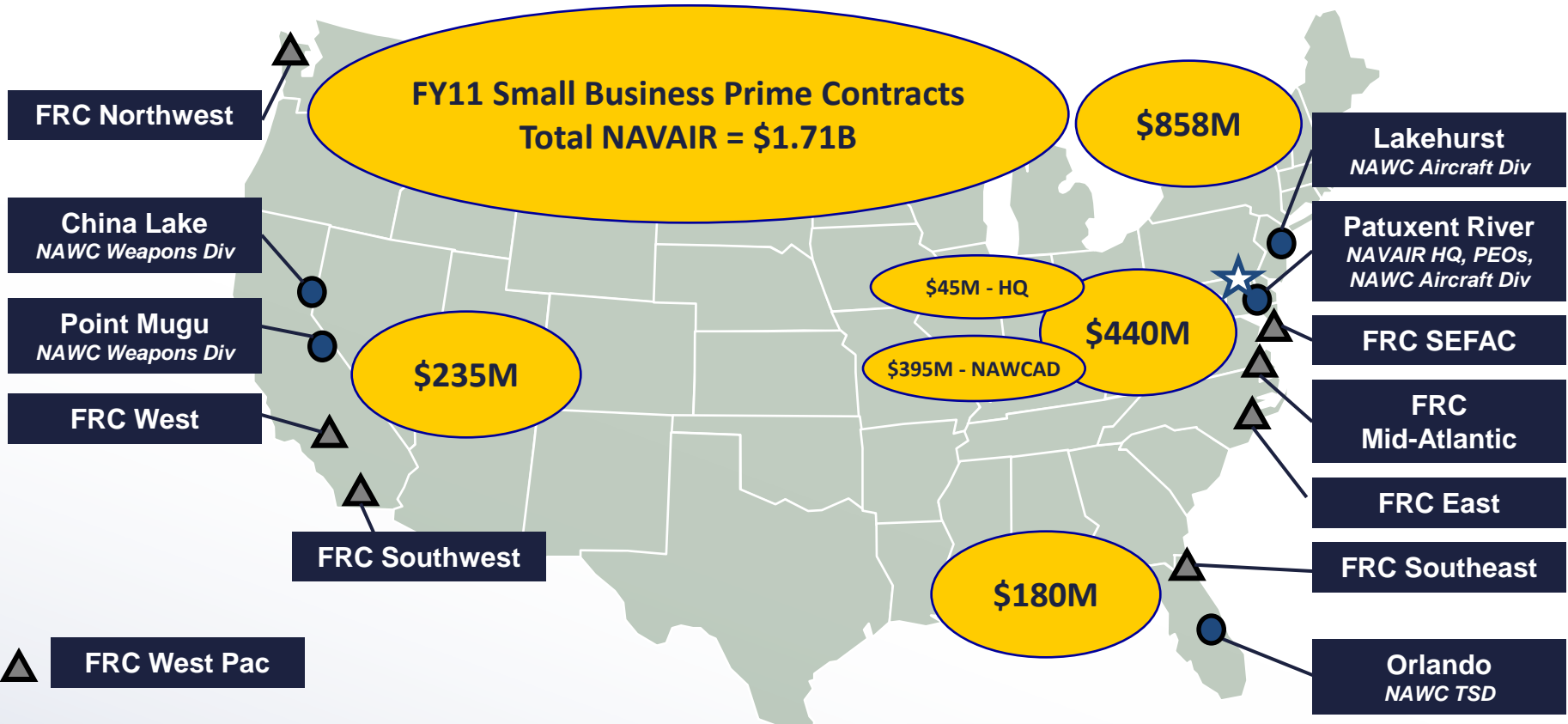
Executive Small Business Council Objectives

- Improve workforce awareness and initiate manager, supervisor and team lead accountability for NAVAIR small business contract participation.
- Improve opportunities for small business participation as prime and subcontractors in NAVAIR contracts.
- Institutionalize a culture that leverages and values small business participation in NAVAIR contract awards.
- Provide guidance, resourcing and barrier removal for established teams (Performance Analysis, Process and Communications).

Maximum Practicable Opportunity for Small Businesses



FY11 Small Business Obligations



Weapons West Coast Hub

- Missiles / Freefall weapons
- Weapon System Integration
- Electronic Warfare Systems
- Land Range / Sea Range
- Non Lethal Weapons

Aircraft East Coast Hub

- Air vehicles
- Propulsion & Power
- Avionics & Sensors
- Ship Interface & Support Systems
- Launch & Recovery
- UAVS
- Atlantic Test Range & Ground Systems Test Facilities
- Human Performance / Simulator Systems

Source: FPDS-NG 8 Nov 11



Do Your Homework

- Review NAVAIR website – www.navair.navy.mil
- Review NAVAIR OSBP website–
www.navair.navy.mil/osbp
 - Strategic plans
 - Long Range Acquisition Forecast
 - Links to other NAVAIR websites
 - Links to recent briefings
- Review FPDS-NG website – www.fpds.gov
 - Find out what NAVAIR procured in the past



Find Opportunities

Browser address bar: <http://www.navair.navy.mil/osbp/> Live Search

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NAVAIR Office of Small Business Programs



NAVAL AIR SYSTEMS COMMAND

NAVAIR Home

OFFICE OF SMALL BUSINESS PROGRAMS



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Connect with Us



NAVAIR's Long Range Acquisition Forecast Covering FYs 12-14 (NEW) January 30, 2012

NAVAIR's Long Range Acquisition Forecast (LRAF), covering FY12 through FY14, is now available under the Procurement Forecast section of the "Presentations" link (or click on the heading title above to access). NAVAIR's LRAF creates a demand signal visible to a wider range of industry and should contribute to better support of our requirements including the distinct prospect of fostering increased competition. (Note: The LRAF has been updated with upcoming requirements for IT (Line 335-336)).

Sources Sought: P-8A (Boeing 737) Commercial Spare Parts February 13, 2012

The P-8A Program Office (PMA-290), is conducting a market survey to identify potential business sources who have the resources, capabilities and experience to procure and deliver Boeing 737 commercial common initial spare parts for P-8A Aircraft. The NAICS Code for this procurement is 336412 -- Aircraft Engine and Engine Parts Manufacturing; and the classification code is 15 -- Aircraft & airframe structural components. Please refer to solicitation number N00019-R-12-3001 on FedBizOpps.

<https://www.fbo.gov/spg/DON/NAVAIR/N00019/N00019-R-12-3001/listing.html>.

SAVE THE DATE NAWCWD Industry Day 2012 February 9, 2012

23 May 2012 - The Naval Air Warfare Center Weapons Division (NAWCWD) anticipates hosting "NAWCWD Industry Day 2012." The objective of this event is to enhance NAWCWD-Industry collaboration in support of the Naval Aviation Warfighter. Details on the event will be provided on the following website in the near future: <http://www.navair.navy.mil/nawcwd/index.html>

SAVE THE DATE NAWCWD Multi-Use Technology Symposium February 9, 2012

24 May 2012 - The Naval Air Warfare Center Weapons Division (NAWCWD) anticipates hosting a Multi-Use Technology Symposium focused on Unmanned Systems. More details will be provided in the near future.

Source Sought for the Mechanical Facilities Team (4.5.12) February 7, 2012

The Naval Air Warfare Center Aircraft Division Contracts Department (AIR 2.5.1.2), Patuxent River, MD announces its intention to procure on a competitive basis the services necessary to provide support to the Ship & Shore Based Electronic Systems (S&SBES) Team (Code 4.5), St. Inigoes, MD. The Ship & Shore Based Electronic Systems (S&SBES) Team (Code 4.5), St. Inigoes, of the Naval Air Warfare Center Aircraft Division performs development, testing, installation, and maintenance of shipboard and shore based electronic equipment. In support of this mission, the Mechanical Facilities Team (4.5.12) provides research and



Guidance To Industry

- **Company Data Sheet**

- No more than three pages (MS Office document) about your company and products or services
- Tailored for NAVAIR
- Keep it simple, but make your company stand out

- **Answer the following**

- Company point of contact information
- Describe what your company does (products or services)
- How your mission relates to Naval Aviation
- Product commercially available?
- Intellectual property rights?
- Product utilized with or on any other DoD, government, or commercial platform?
- Quantitative data on product performance
- Small business certifications, current contract vehicles and NAICS

Posted on NAVAIR OSBP website under the Guidance to Industry.
www.navair.navy.mil/osbp



Let Us Know!

When NAVAIR issues a sole source synopsis and you believe you can provide the supplies/services, **LET US KNOW!**

If you know a full and open competition is pending or you see a full and open competition synopsis and you think there are 2 or more SDVOSBs, 8(a)s, HUBZones, WOSBs, or small businesses that can do the work, **LET US KNOW!**

Work closely with the contracts specialist and the small business deputy.

NAVAIR OSBP Website
www.navair.navy.mil/osbp



Tips for Responding to a Sources Sought Announcement

- **Tips**

- **Show holistic capability – technical, but also management practices, financial stability, quality processes, able to manage subcontractors, discriminators, etc.**
- **Provide more detail on number of employees and company locations**
- **Show how you will minimize transition risk**
- **Request clarification, if needed**
- **Meet the response timeline**



Sources Sought Responses

- **Areas where industry can improve**
 - Answer all questions
 - Be sure you are addressing a NAVAIR requirement and not one from another agency or service
 - Discuss all the items that will be evaluated
 - Address only experience applicable to the requirement
 - Validate your claims of capability
 - If you combine past performance contracts, be sure to provide a break out of scope and complexity of each
 - If you propose teaming, show value-added
 - Address how you will manage subcontractors and prior experience in this area
 - If admitting lack of capability or experience; offer solution, mitigation, alternative, etc.



After Contract Award

Key message: You must now PERFORM!

LET NAVAIR KNOW if you're experiencing difficulties... ASAP

- Technical/Performance**
- Schedule**
- Financial**

...And these communications should be DOCUMENTED

Know your CONTRACT...scope, terms, conditions, schedules, deliverables – it's what we're holding you accountable for

Be aware the government rates your performance yearly in the Contractor Performance Assessment Reporting System (CPARS) – Used in future source selections (Contracts over \$1M for services and over \$5M for products)



Questions



Back Up



NAWCWD TARGETS VS. ACTUALS

	NAWCWD FY09	NAWCWD FY10	NAWCWD FY11	NAWCWD FY12 ACTUALS as of 29 FEB 12
Prime Contracting				
Total Dollars	\$ 601,965,912	\$ 685,639,659	\$ 659,547,997	\$ 295,695,940
Small Business	32.684%	27.094%	35.733%	38.156%
Target	37.151%	30.000%	31.000%	31.000%
Dollars	\$ 196,746,379	\$ 185,770,055	\$ 235,675,966	\$ 112,826,310
SMALL DISADVANTAGED BUSINESS	7.414%	6.903%	12.893%	18.371%
Target	13.391%	6.216%	8.500%	10.000%
Dollars	\$ 44,632,126	\$ 47,328,920	\$ 85,037,599	\$ 54,322,813
VETERAN-OWNED SB**	5.104%	4.825%	4.772%	10.529%
Dollars	\$ 30,724,783	\$ 33,084,316	\$ 30,621,817	\$ 31,134,848
SERVICE-DISABLED VETERAN-OWNED SB	0.793%	1.204%	2.462%	8.653%
Target	3.000%	3.000%	1.200%	2.100%
Dollars	\$ 4,774,302	\$ 8,255,231	\$ 16,235,254	\$ 25,585,713
WOMAN-OWNED SB	2.756%	2.559%	1.885%	1.689%
Target	2.991%	2.679%	2.900%	2.550%
Dollars	\$ 16,588,380	\$ 17,544,497	\$ 12,431,962	\$ 4,995,700
HIST. UNDERUTILIZED BUSINESS ZONE SB	3.463%	1.009%	0.898%	0.069%
Target	1.671%	0.859%	0.800%	1.000%
Dollars	\$ 20,846,145	\$ 6,919,035	\$ 5,922,025	\$ 204,577



SDVOSBs

	FY09	FY10	FY11	FY12 as of 29 FEB 12
NAWCWD				
Goal	3.000%	3.000%	1.200%	2.100%
Actual Percentage	0.793%	1.204%	2.462%	8.653%
Dollars Obligated to SDVOSBs	\$ 4,774,302	\$ 8,255,231	\$ 16,235,254	\$ 25,585,713
Total Dollar Amount	\$ 601,965,912	\$ 685,639,659	\$ 659,547,997	\$ 295,695,940
NAWCAD PAX RIVER				
Goal	3.000%	3.000%	3.000%	3.500%
Actual Percentage	2.789%	2.370%	3.726%	4.077%
Dollars Obligated to SDVOSBs	\$ 52,745,866	\$ 43,904,631	\$ 70,373,963	\$ 35,306,686
Total Dollar Amount	\$ 1,891,173,838	\$ 1,852,715,322	\$ 1,888,693,306	\$ 866,010,560
NAWC TSD ORLANDO				
Goal	3.000%	3.000%	1.000%	2.180%
Actual Percentage	0.347%	0.921%	2.854%	1.699%
Dollars Obligated to SDVOSBs	\$ 2,505,622	\$ 6,081,098	\$ 21,723,505	\$ 4,455,564
Total Dollar Amount	\$ 721,385,643	\$ 660,568,266	\$ 761,247,298	\$ 262,263,505
NAWCAD LAKEHURST				
Goal	3.000%	3.000%	3.000%	4.960%
Actual Percentage	2.406%	16.475%	18.001%	2.703%
Dollars Obligated to SDVOSBs	\$ 26,783,264	\$ 225,035,940	\$ 251,634,903	\$ 10,740,810
Total Dollar Amount	\$ 1,113,313,012	\$ 1,365,884,784	\$ 1,397,875,948	\$ 397,376,645
TOTAL				
Total Dollars Obligated to SDVOSBs	\$86,809,054	\$283,276,900	\$359,967,626	\$76,088,773
Total Dollars Obligated	\$4,327,838,405	\$4,564,808,032	\$4,707,364,549	\$1,821,346,649
Total NAWC Percentage	2.01%	6.21%	7.65%	4.18%



WOSBs

	FY09	FY10	FY11	FY12 as of 29 FEB 12
NAWCWD				
Goal	2.991%	2.679%	2.900%	2.550%
Actual Percentage	2.756%	2.602%	1.885%	1.689%
Dollars Obligated to WOSBs	\$ 16,588,380	\$ 17,436,814	\$ 12,431,962	\$ 4,995,700
Total Dollar Amount	\$ 601,965,912	\$ 670,256,189	\$ 659,547,997	\$ 295,695,940
NAWCAD PAX RIVER				
Goal	5.481%	5.270%	6.000%	4.890%
Actual Percentage	5.226%	6.939%	4.094%	4.155%
Dollars Obligated to WOSBs	\$ 98,837,611	\$ 128,557,104	\$ 77,316,784	\$ 35,982,541
Total Dollar Amount	\$ 1,891,173,838	\$ 1,852,715,322	\$ 1,888,693,306	\$ 866,010,560
NAWC TSD ORLANDO				
Goal	7.000%	6.000%	5.500%	5.100%
Actual Percentage	8.140%	5.926%	5.292%	6.516%
Dollars Obligated to WOSBs	\$ 58,718,633	\$ 39,146,607	\$ 40,287,914	\$ 17,089,999
Total Dollar Amount	\$ 721,385,643	\$ 660,568,266	\$ 761,247,298	\$ 262,263,505
NAWCAD LAKEHURST				
Goal	8.101%	4.970%	5.600%	4.890%
Actual Percentage	6.690%	4.605%	3.668%	6.485%
Dollars Obligated to WOSBs	\$ 74,481,810	\$ 62,892,625	\$ 51,270,944	\$ 25,769,665
Total Dollar Amount	\$ 1,113,313,012	\$ 1,365,884,784	\$ 1,397,875,948	\$ 397,376,645
TOTAL				
Total Dollars Obligated to WOSBs	\$248,626,434	\$248,033,149	\$181,307,604	\$83,837,905
Total Dollars Obligated	\$4,327,838,405	\$4,549,424,561	\$4,707,364,549	\$1,821,346,649
Total NAWC Percentage	5.74%	5.45%	3.85%	4.60%