Agenda

- NSWCD Overview
- Acquisition Breakout
- SeaPort Statistics
- LRAF
- OTA
- Small Business Performance
- Summary
We are a DoN RDT&E institution founded in Naval Warfare using effective force to disrupt and destroy enemy capabilities:

– Focused to meet the needs of DON, and
– Also supporting joint and national initiatives that have naval implications.

Our Enduring Capabilities, based in our people and supporting our products, have sustained for a long time and define our technical character; some have existed since our founding >100 years ago.

Our broad mission areas of Naval Force Application and Naval Force Protection are driven by sustained sponsor demand and by naval warfighter need, especially in naval fire power and in integrated air and missile defense. Our focused mission areas of Irregular Warfare and Maritime Expeditionary respond to emerging needs. Our mission areas are what we do.
We are invested in and supportive of the community.

- We employ over 4,541 employees in Maryland and Virginia.
- We are supported by 4,185 contractors, with over $700M in obligations. We are active in our outreach to small businesses.
- We have expanded our education collaboration for Science, Technology, Engineering and Math (STEM) initiatives at middle school, secondary and university levels. We are also supporting the new University of Mary Washington technology and research campus at Dahlgren.
- We team with local and state emergency response organizations to provide unique equipment and specialized technical advice.
- Our employees are community members and leaders.

We value a diverse workforce and strive to ensure that every employee is able to connect their responsibilities to our mission.

We are founded on technical excellence that respects the environment and supports the warfighter.

Our goal is to be responsive and provide affordable and effective capabilities to our warfighters.
NSWCDD Overview Services vs Supply

Service v/s Supply Obligations

<table>
<thead>
<tr>
<th>Year</th>
<th>Service Obligations</th>
<th>Supply Obligations</th>
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</thead>
<tbody>
<tr>
<td>FY15</td>
<td>85%</td>
<td>15%</td>
</tr>
<tr>
<td>FY16</td>
<td>85%</td>
<td>15%</td>
</tr>
<tr>
<td>FY17</td>
<td>85%</td>
<td>15%</td>
</tr>
<tr>
<td>FY18</td>
<td>85%</td>
<td>15%</td>
</tr>
<tr>
<td>FY19 (2/22/19)</td>
<td>85%</td>
<td>15%</td>
</tr>
</tbody>
</table>

Distribution A: Approved for Public Release; Distribution is Unlimited
Contract Vehicles

- **SeaPort-e/SeaPort NxG NSWCDD’s primary acquisition concentration is services**
- **NSWCDD relies heavily on the SeaPort-e/SeaPort NxG MACs Vehicle for service acquisitions**
- **SeaPort-e/SeaPort NxG has allowed for great advances in SB Participation & Competition**
- **Overall, NSWCDD currently has 85 contractors supporting our body of work.**
  - No one company has more than 7% of the market share based upon total potential contract value.
NSWCDD SeaPort-e Task Order Awards

NSWCDD SeaPort-e Task Order Awards

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Long Range Acquisition Forecast

- Linked off the NSWCDD Homepage
- Updated Quarterly
- Most are SeaPort efforts
  - Accompanied by an Industry Day
  - Notices Released via the SeaPort vehicle

http://www.navsea.navy.mil/Home/Warfare-Centers/NSWC-Dahlgren/NSWCDD_Small_Business_Office/
# Navy Surface Technology & Innovation OTA

## 21 Technology Areas


- Current RFP is for Consortium Management
- RFP closes 12 April
- Call for white papers anticipated from consortium members in June 2019 timeframe

*Distribution A: Approved for Public Release; Distribution is Unlimited*
NSWCDD Small Business Goal/Achievement

Small Business Achievement

Distribution A: Approved for Public Release; Distribution is Unlimited
<table>
<thead>
<tr>
<th>Category</th>
<th>NAVSEA Small Business Goals</th>
<th>NSWCDD Actuals</th>
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<tr>
<td>Small Business</td>
<td>42.96%</td>
<td>47.81%</td>
</tr>
<tr>
<td>Small Disadvantaged Bus.</td>
<td>12.74%</td>
<td>14.46%</td>
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<tr>
<td>Service Disabled Vet. Owned</td>
<td>3.17%</td>
<td>2.75%</td>
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<tr>
<td>Women Owned</td>
<td>4.50%</td>
<td>5.85%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>0.21%</td>
<td>0.38%</td>
</tr>
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</table>
**NSWCDD instituted initial Acquisition Processes in early FY13**

**Using FY12 as a base year for DD SB Performance, overall participation has increased tremendously**
- From 26.15% (FY12) to 47.78% (FY18)
- Approximately $393M Obligated to Small Business in FY18
- Highest total obligations to Small Business of all NAVSEA Warfare Centers

**Increase due mostly to integrated process that is fully deployed, consistent, and repeatable**
- Stakeholder involvement at earliest stages of the acquisition process ensure Small Business is considered as the “First Option”
Regular outreach with Industry
   – Effort specific Industry Days held for EACH effort exceeding the SAP threshold

Close working relationship with Command/Contracts/Tech Depts
   – Increased DSB participation in all levels of the acquisition process
   – Facilitate open exchanges
   – Enhanced level of trust and cooperation

‘Open Door’ Policy for Small Business
   – DSB, CCO, CO
   – Timely remediation of issues, identification of opportunities

NSWCDD has won many awards over the years for exceptional Small Business performance
Summary

- Pre-Determination meetings have facilitated early, effective use of Small Business
- Practice of Advance Notifications, regular updates to the LRAF, and accompanying Industry Days have increased both small business participation and competition
- Ongoing collaborative processes and strategies with all stakeholders have made a profound difference in the overall acquisition portfolio at NSWCDD, with notable increases in small business participation and competition
- Dahlgren is open for business
Questions/Discussion

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