



# Doing Business With The Navy



**VADM David Architzel, USN**

**Principal Deputy Assistant Secretary of the Navy**

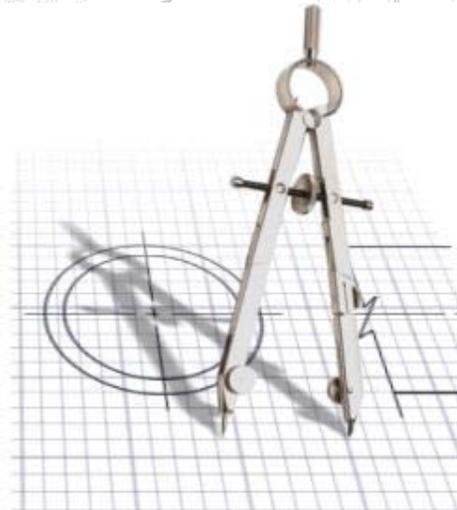
**December 3, 2007**





# Pre-Flight Check

- Scanning the Environment ... Seeing the Big Picture
- Charting the Course and Speed
- Role Call
- Supporting the Journey





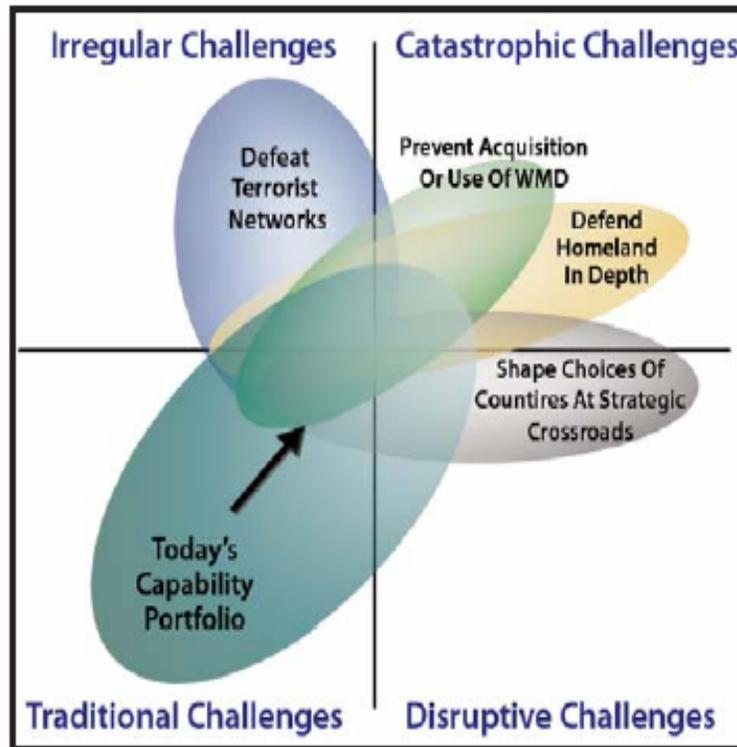
# National Strategy & Environment



**Irregular Warfare**



**Near Peer Competitors**



**Terrorist Threats**



**Global Maritime Security**





# Navy Strategic Plan

## Achieving maritime security through:

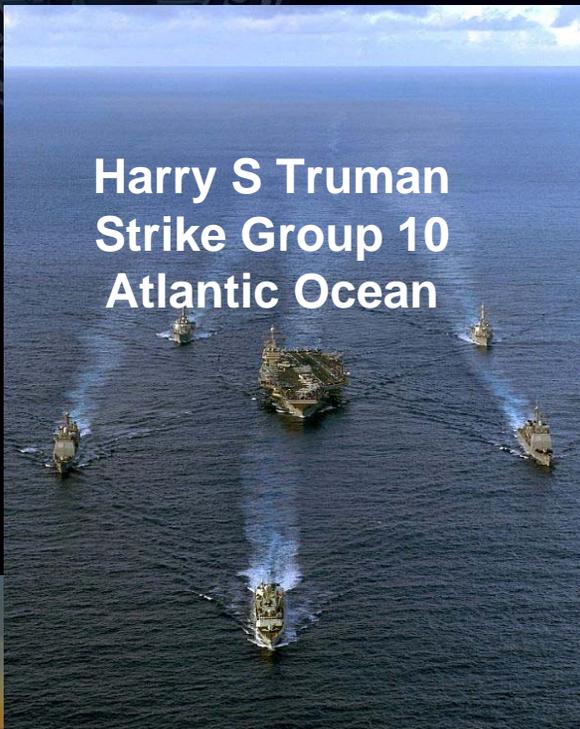
- Expanded expeditionary presence, sustainment and cooperation
- Improved, prompt access and combat power to deter or defeat adversaries
- Enhanced alignment of people, processes, and resources to provide the right capabilities to joint commander at the right time



*Efficiently adapting to the new security environment*



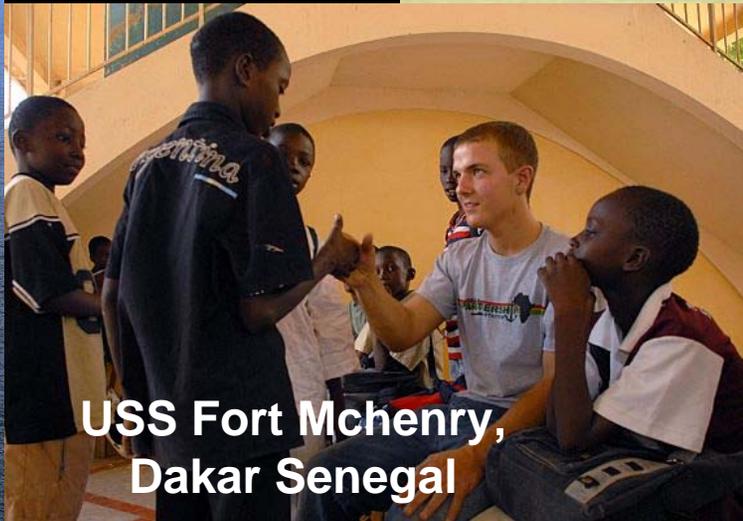
# The Navy Today



Harry S Truman  
Strike Group 10  
Atlantic Ocean



Regimental Combat  
Team 2  
Northwest Iraq



USS Fort Mchenry,  
Dakar Senegal



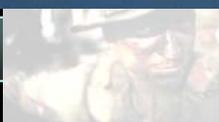
NMCB-15  
Al Anbar  
Province



USS Tarawa  
Western  
Pacific



Knighthawks in  
Afghanistan





# Navy Program..How it all fits together...

## Sustain Combat Readiness

- Sea Power 21
- Fleet Response Plan

## Build a Fleet for the Future

- Shipbuilding Plan
- Ashore Vision
- Aviation Roadmap

## Develop 21st Century Leaders

- Strategy for Our People
- Sea Warrior
- Diversity

QDR 2006

Transformation

Strategic Guidance

Global War on Terror

Future Force Structure

Readiness    Manpower

Fiscal Realities



**Requirements outpace funds....  
MUST Identify the right requirements**



# Getting There Key Tenets



**Recruiting/  
Retention**

*Understand and Control Ship /  
Aircraft Costs*



**GWOT  
Readiness**



**Training and  
Health**

*Stay on Course & Speed  
(Stability, Predictability, Affordability)*

*Sustain Readiness*



**Conventional  
Readiness**

*Develop and Support our military  
and civilian force and their Families*



**Control Costs**



**Promote Stability**





# ***Navy Policy for Small Business***

- **Promote Maximum Utilization of Small Business Concerns in Navy & Marine Corps Contracts**
- **Provide Small Business Concerns Maximum Practicable Opportunity to Participate as Subcontractors in Prime Contracts Awarded to Major Prime Contractors**





# ***Small Business Emphasis Programs***

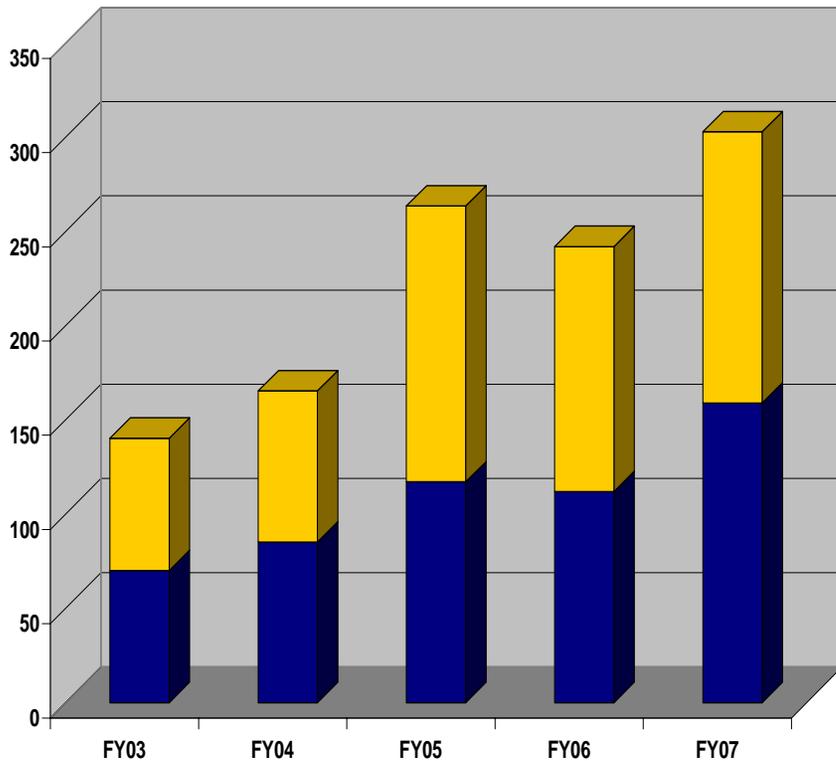
- ✓ **Small Disadvantaged Business**
- ✓ **Women-owned Small Business**
- ✓ **HubZones**
- ✓ **Veteran Owned Small Business**
- ✓ **Service Disabled Veteran Owned Small Business**
- ✓ **HBCU and other Minority Institutions**
- ✓ **Small Business Innovation Research**
- ✓ **Mentor-Protégé**
- ✓ **Native American Incentives**



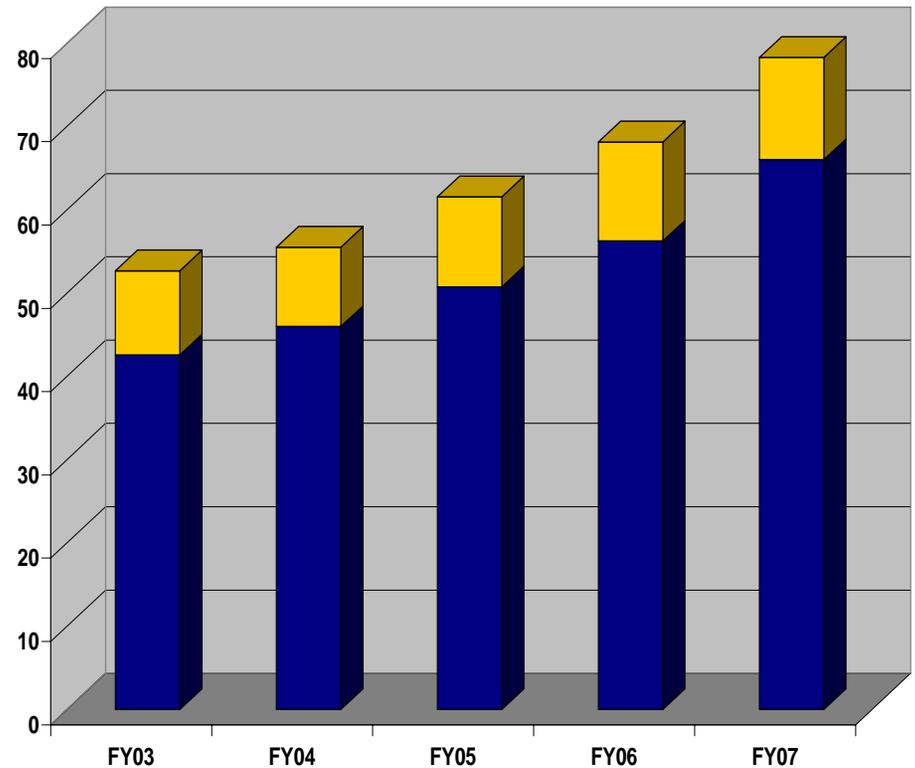


# DoN Expenditures in the U.S. Trend of Goods and Services

## Number of Actions



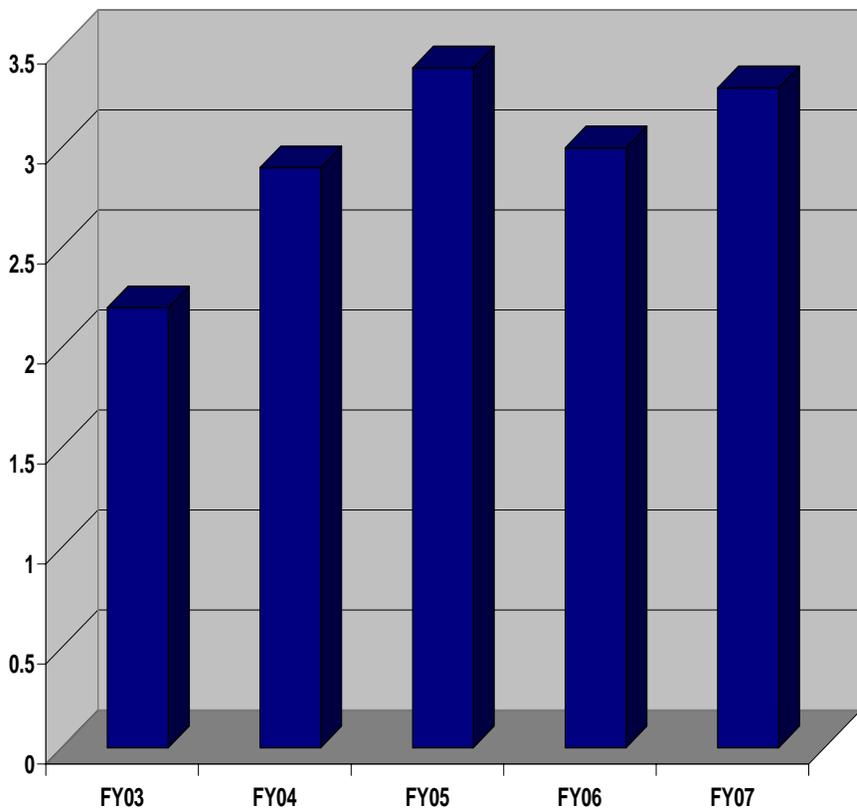
## \$ Value in Billions



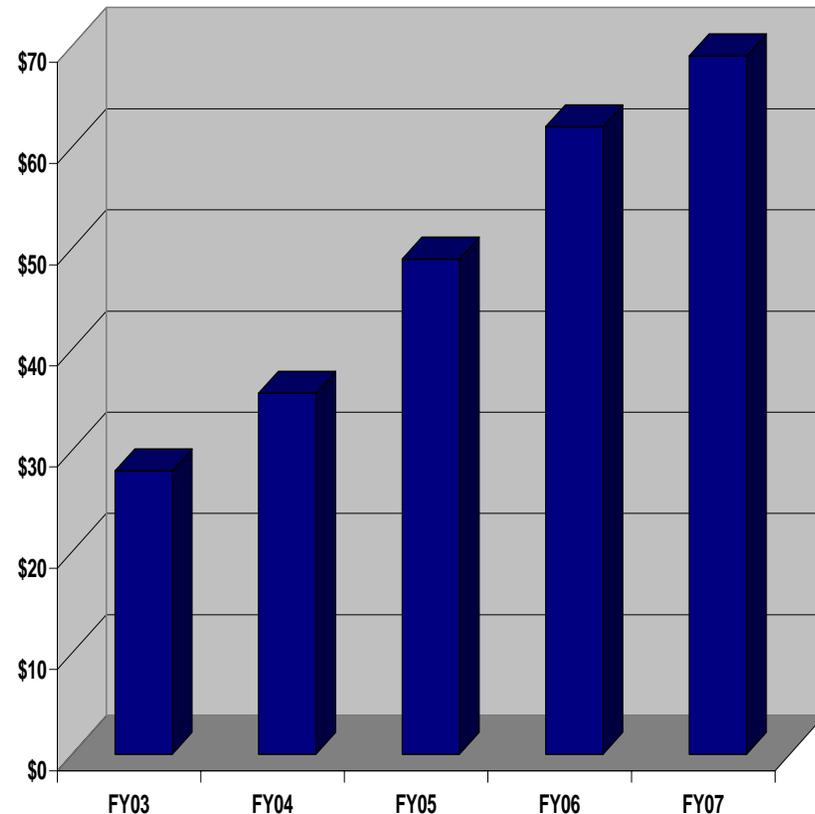


# DoN Large Business Contracts in Pennsylvania, District 7

No. Awarded in Hundreds



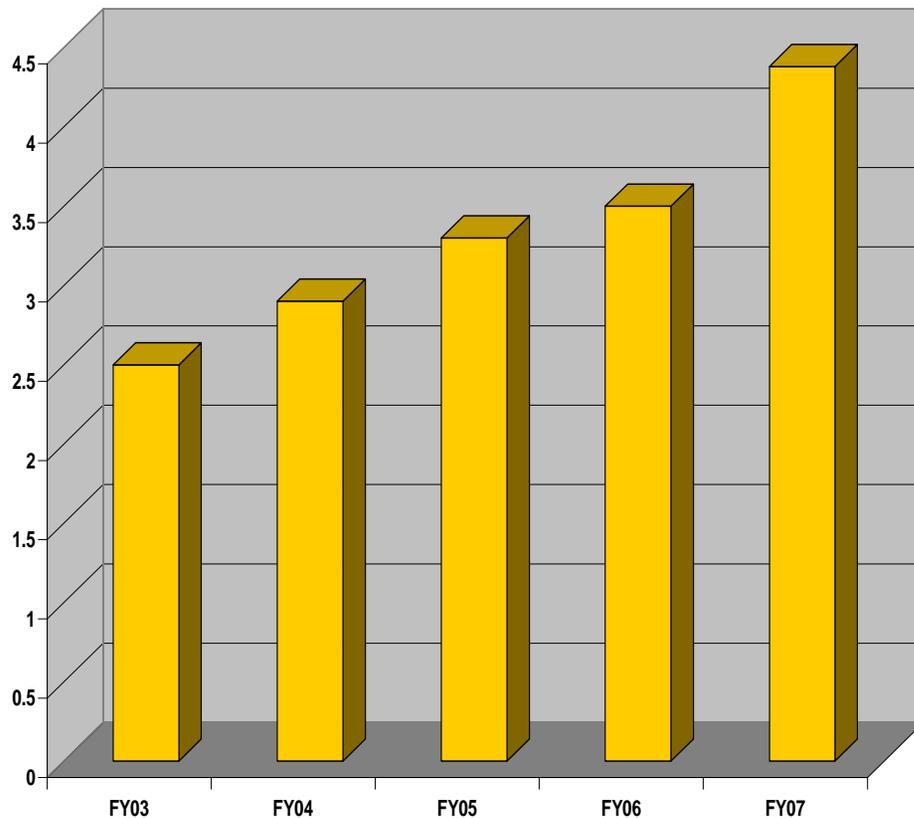
\$ Value in Millions



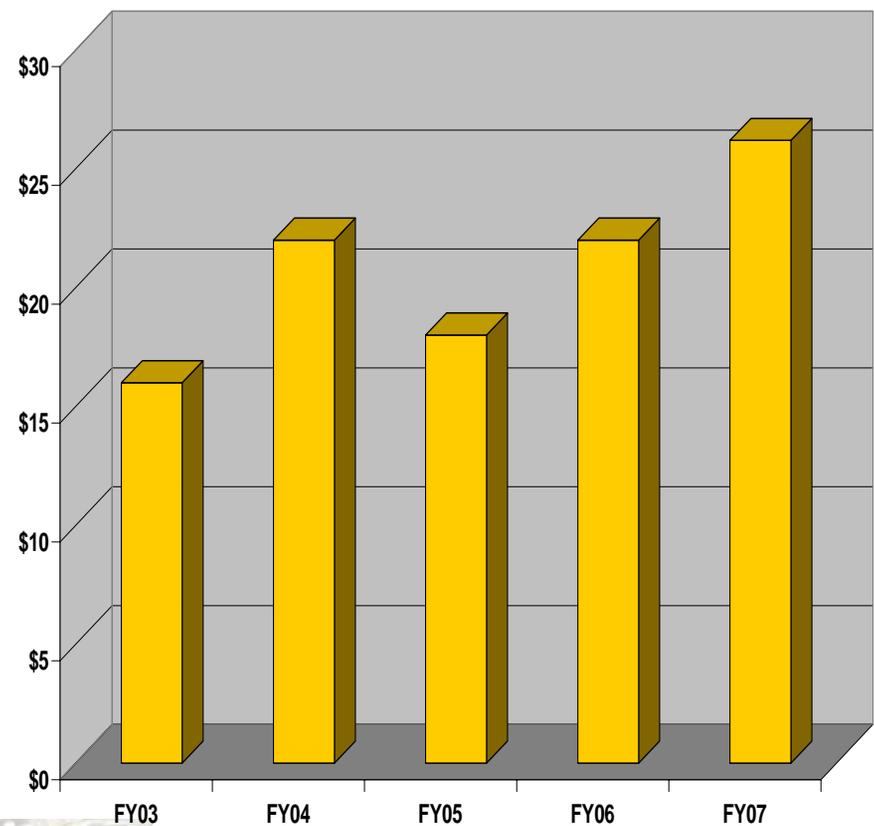


# DoN Small Business Contracts in Pennsylvania, District 7

No. Awarded in Hundreds



\$ Value in Millions





# DoN Top Ten Businesses in Pennsylvania, District 7

## LARGE BUSINESS

BELL BOEING JOINT PROJECT OFFICE	\$48M
LOCKHEED MARTIN CORPORATION	9.1M
LOCKHEED MARTIN CORPORATION	2.3M
SYNTHES	1.8M
ENGINEERED ARRESTING SYSTEMS	1.5M
VILLANOVA UNIVERSITY IN PA	1.3M
PHILADELPHIA GEAR CORPORATION	1.1M
W & O SUPPLY INC.	900K
FORT DODGE ANIMAL HEALTH	501K
SYNTHES SPINE COMPANY	332K



GESTALT LLC	\$6M
D E TECHNOLOGIES, INC	4.3M
DELPHINUS ENGINEERING INC.	3.3M
LAMBDA SCIENCE INC.	1.9M
CONTAINER RESEARCH CORP	1.8M
DANIEL H. WAGNER ASSOCIATES INC.	1.7M
FAIRMOUNT AUTOMATION INC.	1.2M
PIASECKI AIRCRAFT CORP	820K
MILITARY SYS TECHNOLOGIES LIMITED CO.	700K
TOTAL SCOPE INC.	418K





# DoN Top 25 NAICS Procured in FY 2007

6 Digit NAICS Description	Total Dollars
541330 (ENGINEERING SERVICES) (2)	\$13,775,476,904.21
336411 (AIRCRAFT MANUFACTURING) (1)	\$12,331,235,814.49
336611 (SHIP BUILDING AND REPAIRING) (9)	\$9,956,170,956.68
541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)	\$6,509,444,477.82
336992 (MILITARY ARMORED VEHICLE, TANK, AND TANK COMPONENT MANUFACTURING)	\$3,899,597,321.55
336413 (OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)	\$2,675,995,226.01
541519 (OTHER COMPUTER RELATED SERVICES) (21)	\$2,538,522,450.19
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	\$1,937,701,127.85
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	\$1,929,094,888.41
334220 (RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING)	\$1,761,016,066.08
336412 (AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING)	\$1,583,465,933.81
336414 (GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING)	\$1,242,411,574.48
561210 (FACILITIES SUPPORT SERVICES)	\$1,039,540,165.61
483111 (DEEP SEA FREIGHT TRANSPORTATION)	\$996,899,348.11
541990 (ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	\$859,057,913.26
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$795,381,734.99
541512 (COMPUTER SYSTEMS DESIGN SERVICES) (6)	\$775,094,275.31
334290 (OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING)	\$723,603,468.51
236210 (INDUSTRIAL BUILDING CONSTRUCTION)	\$627,571,815.48
334418 (PRINTED CIRCUIT ASSEMBLY (ELECTRONIC ASSEMBLY) MANUFACTURING)	\$621,961,802.69
334419 (OTHER ELECTRONIC COMPONENT MANUFACTURING)	\$541,334,774.77
332993 (AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING)	\$469,193,204.93
333319 (OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING)	\$452,356,038.50
333611 (TURBINE AND TURBINE GENERATOR SET UNITS MANUFACTURING)	\$429,250,714.95
237990 (OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION)	\$422,300,203.62





# **DoN Top 25 NAICS in Pennsylvania, District 7**

<b>336411 -- AIRCRAFT MANUFACTURING</b>	<b>\$48,503,332</b>
<b>541330 -- ENGINEERING SERVICES</b>	<b>13,099,220</b>
<b>541710 -- RESEARCH &amp; DEVELOPMENT OF THE PHY, ENGINEERING AND LIFE SCIENCES</b>	<b>9,169,568</b>
<b>541720 -- RESEARCH &amp; DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES</b>	<b>3,684,508</b>
<b>336413 -- AIRCRAFT AND AUXILIARY EQUIP MANUFACTURING</b>	<b>3,585,592</b>
<b>541512 -- COMPUTER SYSTEMS DESIGN SERVICES</b>	<b>2,679,256</b>
<b>541511 -- CUSTOM COMPUTER PROGRAM SERVICES</b>	<b>2,213,160</b>
<b>339112 -- SURGICAL AND MEDICAL INSTRUMENT MANUFACT.</b>	<b>1,845,989</b>
<b>336611 -- SHIP BUILDING AND REPAIRING</b>	<b>1,138,192</b>
<b>339113 -- SURGICAL APPLIANCE &amp; SUPPLIES MANUFACTURING</b>	<b>980,994</b>
<b>332431 -- METAL CAN MANUFACTURING</b>	<b>966,936</b>
<b>332439 -- OTHER METAL CONTAINER MANUFACTURING</b>	<b>826,426</b>
<b>325412 -- PHARMACEUTICAL PREPARATION MANUFACTURING</b>	<b>561,876</b>
<b>333612 -- SPEED CHANGER, INDUSTRIAL HIGH SPEED DRIVE &amp; GEAR MANUFACTURING</b>	<b>537,974</b>
<b>332911 -- INDUSTRIAL VALVE MANUFACTURING</b>	<b>485,930</b>
<b>315999 -- OTHER APPAREL ACCESSORIES &amp; MANUFACTURING</b>	<b>366,525</b>
<b>321999 -- ALL OTHER MISC. WOOD PRODUCT MANUFACTURING</b>	<b>340,524</b>
<b>333298 -- ALL OTHER INDUSTRIAL MACHINERY MANUFACTURING</b>	<b>231,832</b>
<b>454312 -- LIQUIFIED PETROLIUM GAS (BOTTLED) DEALERS</b>	<b>230,708</b>
<b>333911 -- PUMP &amp; PUMPING EQUIPMENT MANUFACTURING</b>	<b>228,473</b>
<b>541519 -- OTHER COMPUTER RELATED SERVICES</b>	<b>213,313</b>
<b>541618 -- OTHER MANAGEMENT CONSULTING SERVICES</b>	<b>189,000</b>
<b>332722 -- BOLT, NUT, SCREW, RIVAL &amp; WASHER MANUFACTURING</b>	<b>187,157</b>
<b>337127 -- INSTITUTIONAL FURNITURE MANUFACTURING</b>	<b>175,931</b>
<b>334513 -- INSTRUMENT &amp; RELATED PRODUCTS MANUFACTURING FOR MEASURING, DISPLAYING AND CONTROLLING INDUSTRIAL PRODUCTS</b>	<b>166,459</b>





# How To Market Your Business

- Register Your Firm And Products
- Get Acquainted With The Procedures
- Learn About the Marketplace
- Find Specific Opportunities
- Make It Easy For Customers
- Learn About  
Special Programs
- Seek Assistance





# Contracting Opportunities

- **Prime Contracting**

- Contracts: [www.fedbizopps.gov](http://www.fedbizopps.gov)
- Grants: [www.grants.gov](http://www.grants.gov)
- Federal Supply Schedules: [www.fss.gsa.gov](http://www.fss.gsa.gov)

- **Subcontracting**

- A list of all major DOD prime contractors by state with a point of contact for each firm:
  - [www.acq.osd.mil/osbp/doing\\_business/index.htm](http://www.acq.osd.mil/osbp/doing_business/index.htm)
- SBA's Subcontracting Network:
  - <http://web.sba.gov/subnet>





# ***Area Procurement Technical Assistance Centers***

**Trustees University of Pennsylvania**

**<http://www.pasbdc.org/govtmarketing>**

The Wharton School, Rm. 435, Vance Hall

3733 Spruce Street

Philadelphia, PA 19104-6374

Phone: 215-898-1219

Program Headquarters - Program Director

Phone: 717-233-3326





# Area DoD Small Business Representatives

## Navy

**Small Business Specialist**  
**Phone: 717-605-7525**

## Air Force

**Small Business Specialist**  
**Phone: 215-443-1058**

## Army

**Small Business Specialist**  
**Phone: 215-656-6867**



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**Our Mission:** *To provide weapons, systems and platforms for the men and women of the Navy/Marine Corps that support their missions and give them a technological edge over our adversaries.*

*Office of the Assistant Secretary of the Navy (Research, Development and Acquisition)  
1000 Navy Pentagon, Washington, DC 20350-1000*

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