



# 2015 Navy Gold Coast Small Business Procurement Event – Doing Business with the ONR

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**August 2015**

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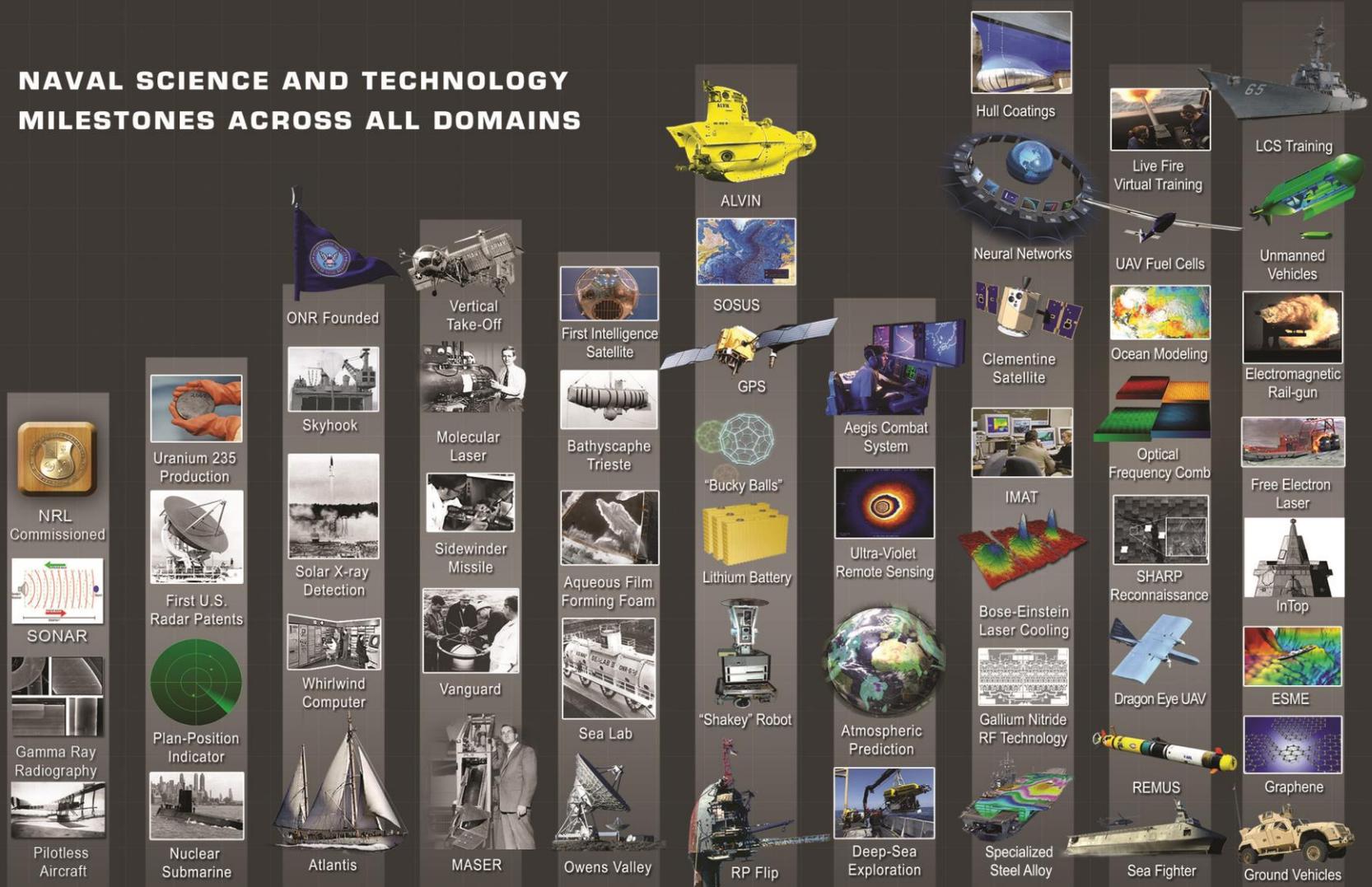
# Agenda

- ONR Overview
- Doing Business with ONR – Contracting
- Doing Business with the ONR – SBIR/STTR
- Proposal Tips
- ONR Small Business Performance
- Questions



# OFFICE OF NAVAL RESEARCH SCIENCE AND TECHNOLOGY MILESTONES TIME LINE

## NAVAL SCIENCE AND TECHNOLOGY MILESTONES ACROSS ALL DOMAINS



1920 1930 1940 1950 1960 1970 1980 1990 2000 2010

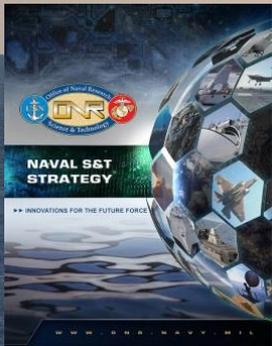


# The Office of Naval Research

The S&T Provider for the Navy and Marine Corps



- 4,000+ People
- 23 Locations
- \$2.1B / year
- >1,000 Partners



*Discover*



*Develop*



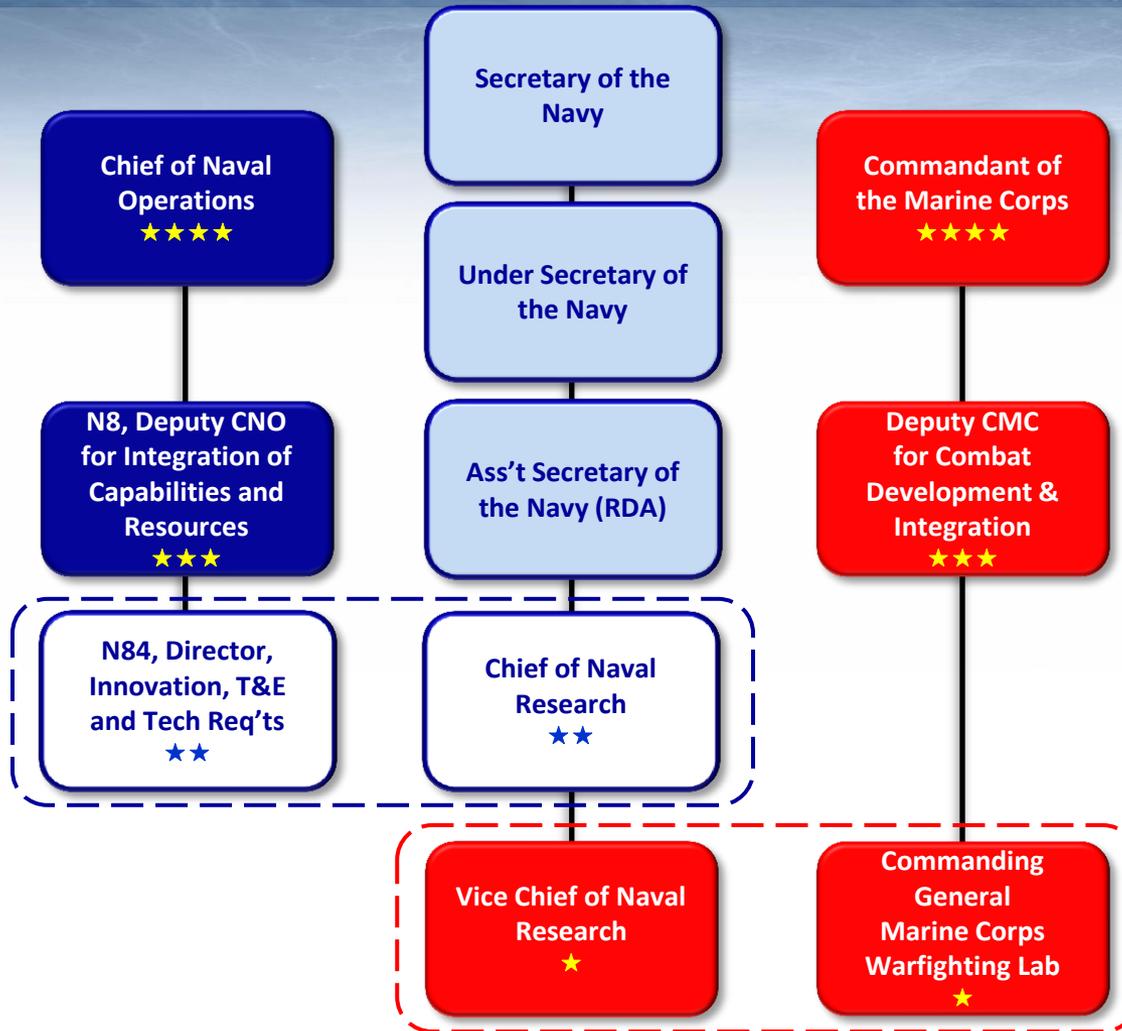
*Deliver*



*Technological  
Advantage*



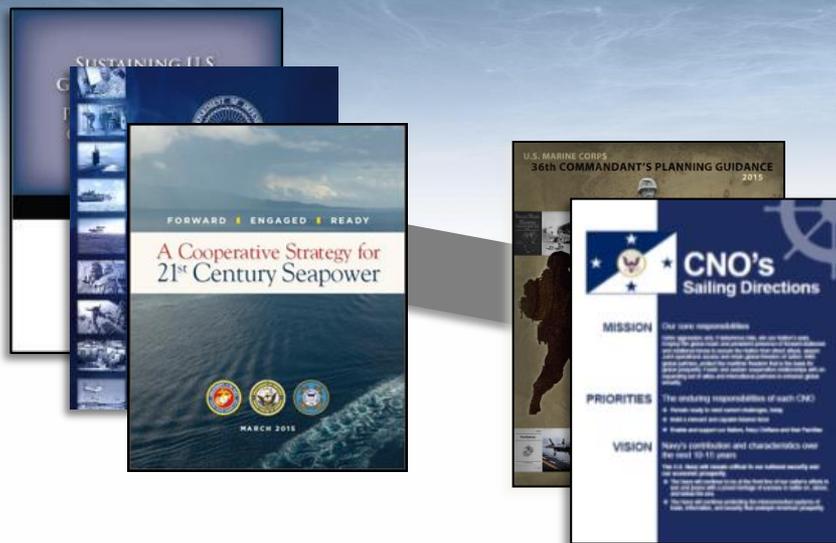
# CNR / VCNR Reporting Structure



**CNR & VCNR are both dual-hatted; CNR Reports to ASN(RD&A) & CNO**



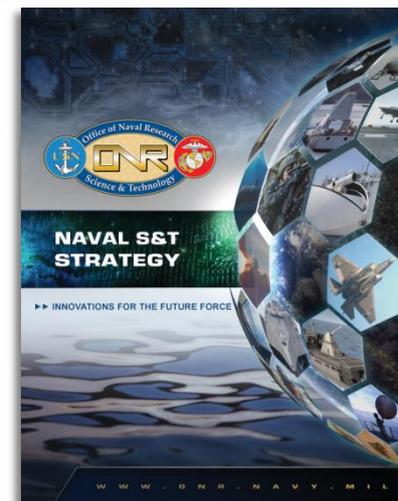
# Strategic Guidance is the Foundation for our Naval S&T



**National & Naval Strategy/Direction**

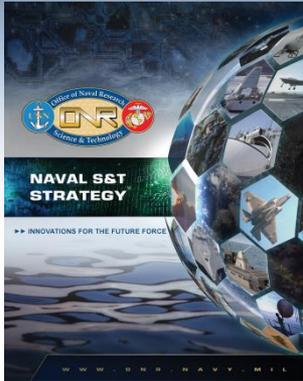


**Warfare Enterprise's S&T Objectives**





# Naval S&T Strategy Focus Areas

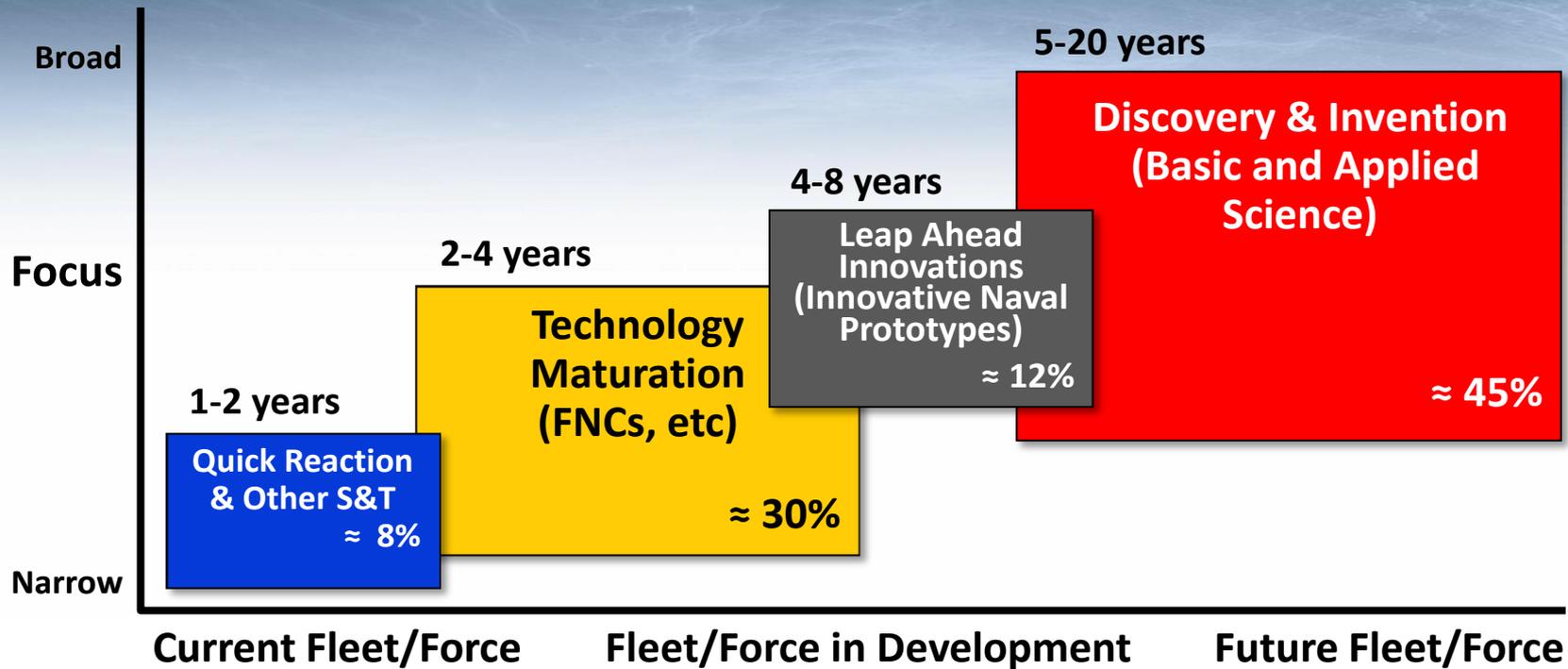


- **Assure Access to Maritime Battlespace**
- **Autonomy & Unmanned Systems**
- **Electromagnetic Maneuver Warfare**
- **Expeditionary & Irregular Warfare**
- **Information Dominance - Cyber**
- **Platform Design & Survivability**
- **Power & Energy**
- **Power Projection & Integrated Defense**
- **Warfighter Performance**





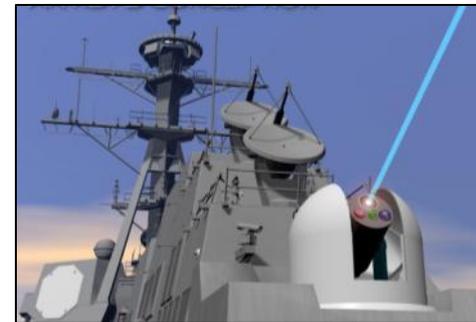
# Warfighting Capabilities Enabled by S&T Investments





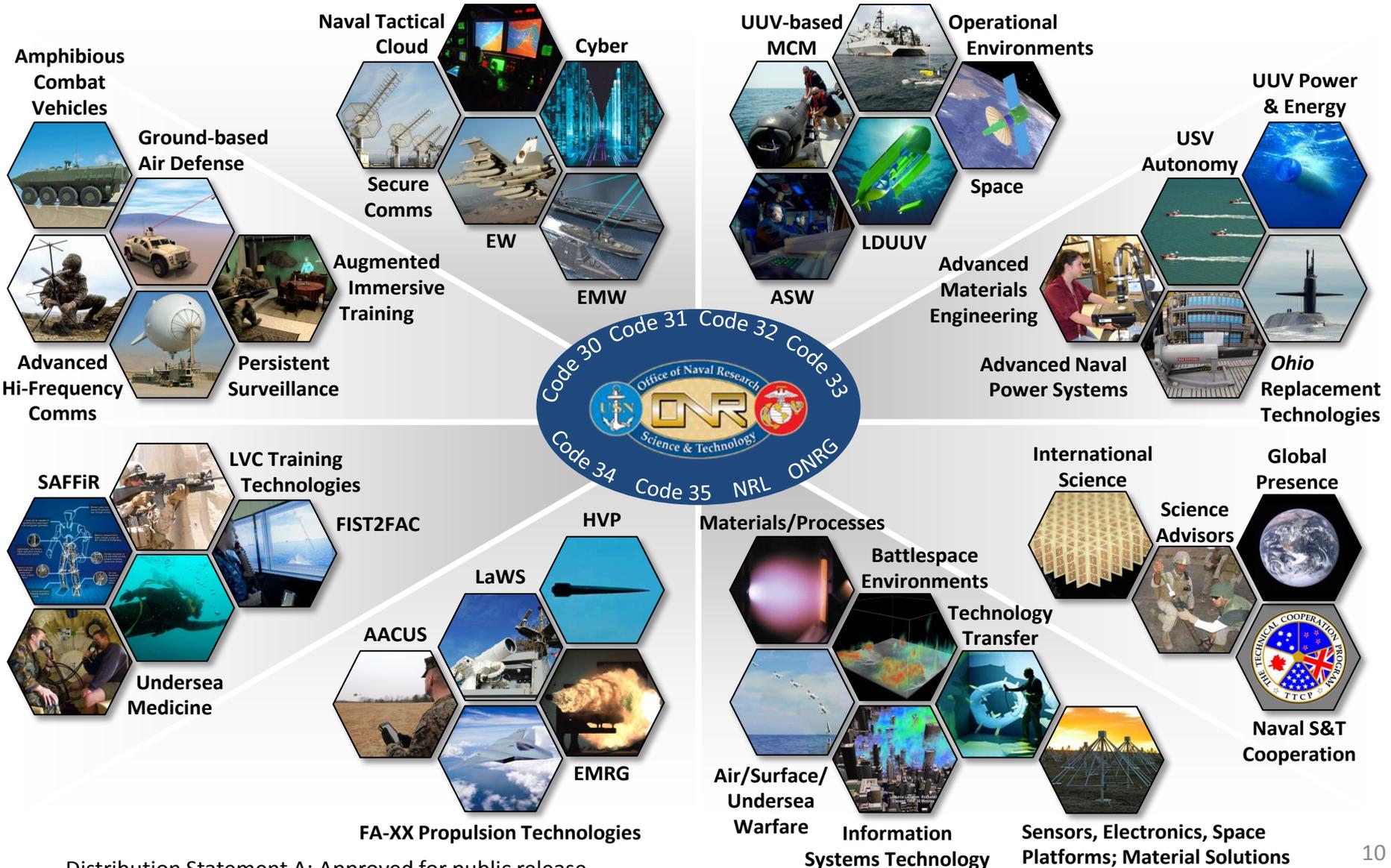
# ONR S&T Departments

- \*Code 30 - Expeditionary Maneuver Warfare and Combating Terrorism**  
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-30.aspx>
- \*Code 31 - Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance**  
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-31.aspx>
- \*Code 32 - Ocean Battle space Sensing**  
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-32.aspx>
- \*Code 33 - Sea Warfare and Weapons**  
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-33.aspx>
- \*Code 34 - Warfighter Performance**  
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-34.aspx>
- \*Code 35 - Naval Air Warfare and Weapons**  
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-35.aspx>



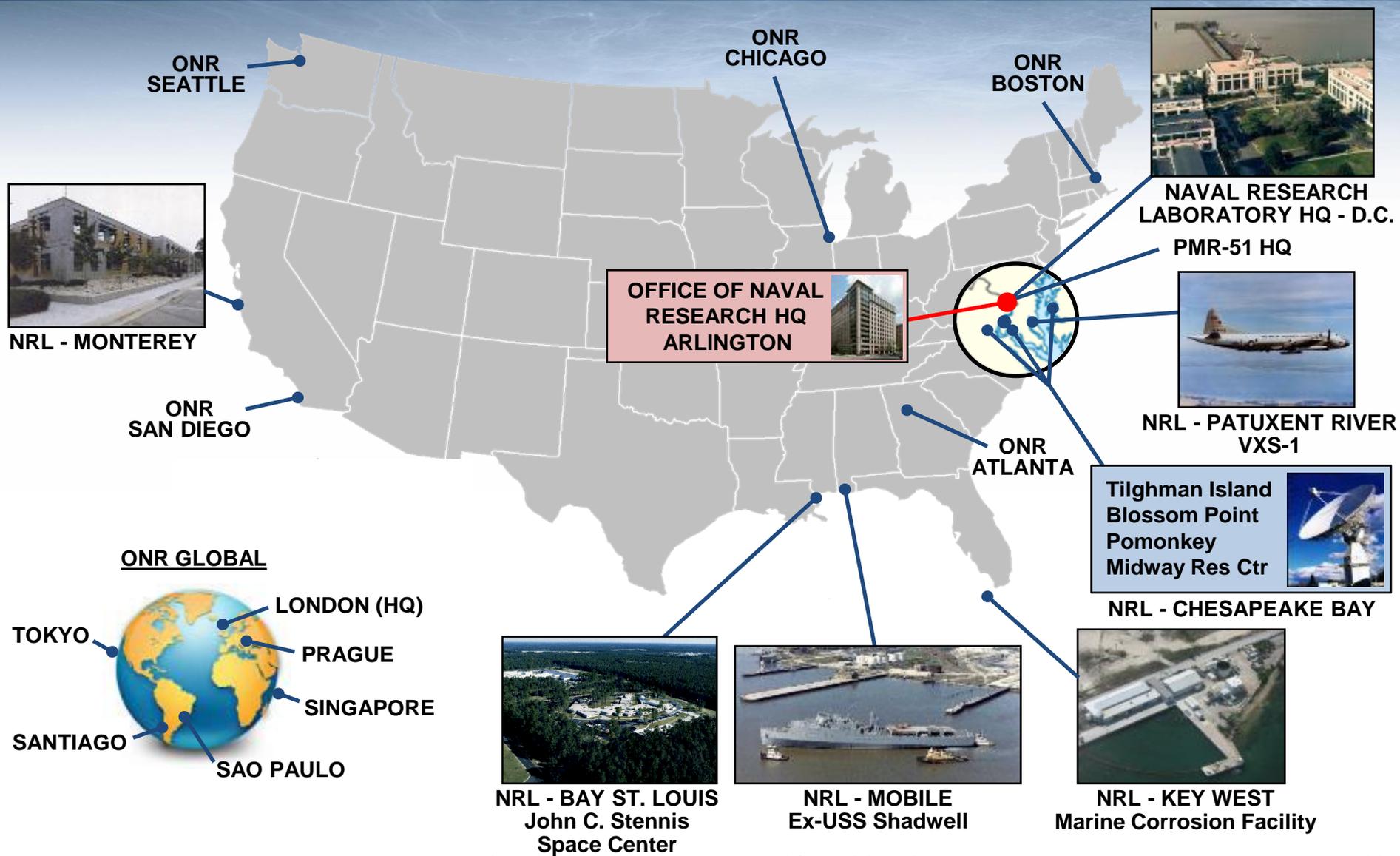


# Delivering Science & Technology





# ONR Locations

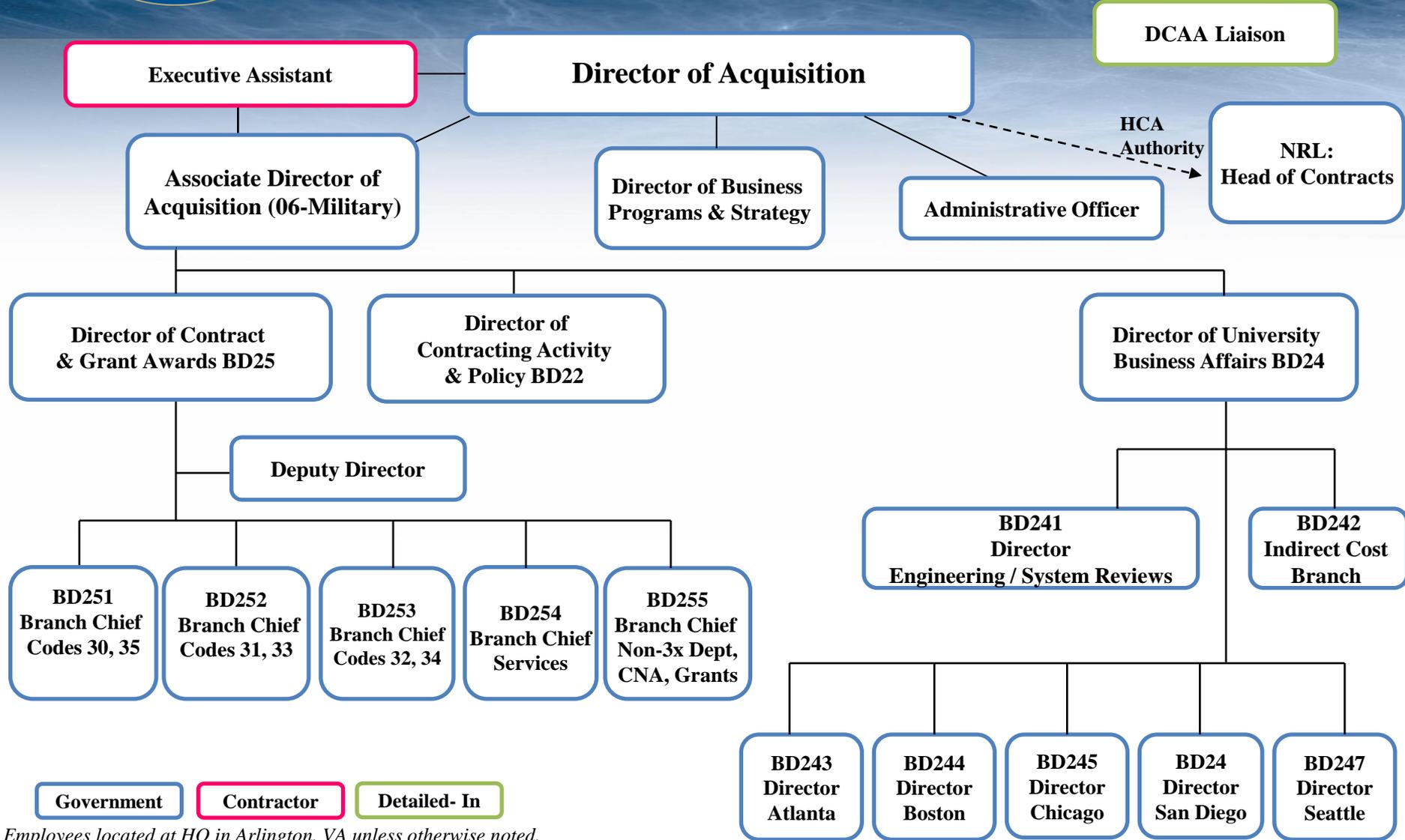




# Doing Business with ONR - Contracting



# ONR Acquisition Organization





# Science and Technology (S&T) Opportunities/Solicitations

## Types of Solicitations/Opportunities:

- Broad Agency Announcement (BAA)
  - Contracts, Grants, OTAs, Cooperative Agreements
  - Posted on fedbizops, grants.gov, ONR website
- Funding Opportunity Announcement (FOA)
  - Grants
  - Posted on grants.gov, ONR website
- Request for Proposal (RFP)
  - Contracts (primarily services)
  - Posted on fedbizops, Navy SeaPort, ONR website
- Small Business Innovative Research (SBIR)
- Small Business Technology Transfer (STTR)
  - Contracts
  - Posted on <http://www.acq.osd.mil/osbp/sbir/>



# Broad Agency Announcement

- ONR solicits proposals for most of our S&T research using Broad Agency Announcements (BAAs)
- Two BAA Types:
  - Long Range BAA (annually in October)
  - Program Specific BAAs (throughout the year)
- Execution Methods/Vehicles:
  - Standard Contract (Cost Reimbursement and Fixed Price)
  - Grant (if special criteria is met)
  - Other Transaction Agreement (OTA)
  - Cooperative Agreement



# Broad Agency Announcement

- BAA processes differ markedly from traditional solicitation process for services and supplies
  - Solicitation (Long Range BAA) remains open for proposal receipt and award for the entire year
  - Requirements cover broad areas of interest
  - Factors focus on technical, importance to agency programs and fund availability
  - Source selection through Peer or Scientific Review
  - Proposals need not be evaluated against each other
  - Most contracts awarded on cost type basis
  - Debriefs are informal, managed by Program Officer



# Broad Agency Announcement

- BAA Awards take the form of Grants and Contracts
  - Grant: Principal purpose to **transfer a thing of value** to the recipient to carry out a **public purpose** of support or stimulation, rather than acquiring property or services for DoD's direct benefit or use
  - Contract: Principle purpose to acquire property or services for the direct benefit or use of the Federal Government



# Doing Business with ONR – *ONR SBIR/STTR Program*



# Small Business Innovation Research (SBIR)

- **Increase innovative small business concerns (SBCs) in federally-funded research or research and development (R/R&D).**
- **Specific program purposes are to:**
  - 1) stimulate technological innovation;
  - 2) use SBC's to meet federal R/R&D needs;
  - 3) foster participation by minority and disadvantaged firms in technological innovation; and
  - 4) increase private sector commercialization of federal R/R&D, thereby increasing competition, productivity and economic growth.



# Why Use SBIR/STTR?

- **Small Business Incentives**

- Largest source of early stage R&D funds for Small Business
- Company retains data rights for 5 years (DoD)
- Builds credibility for company's research
- Follow-on awards are non-competitive

- **Government Incentives**

- Test drive small business
- Proactive risk reduction
- Early/High-risk S&T with SBIR funding
- Competing approaches open up additional technology alternatives
- Follow-on awards are non-competitive

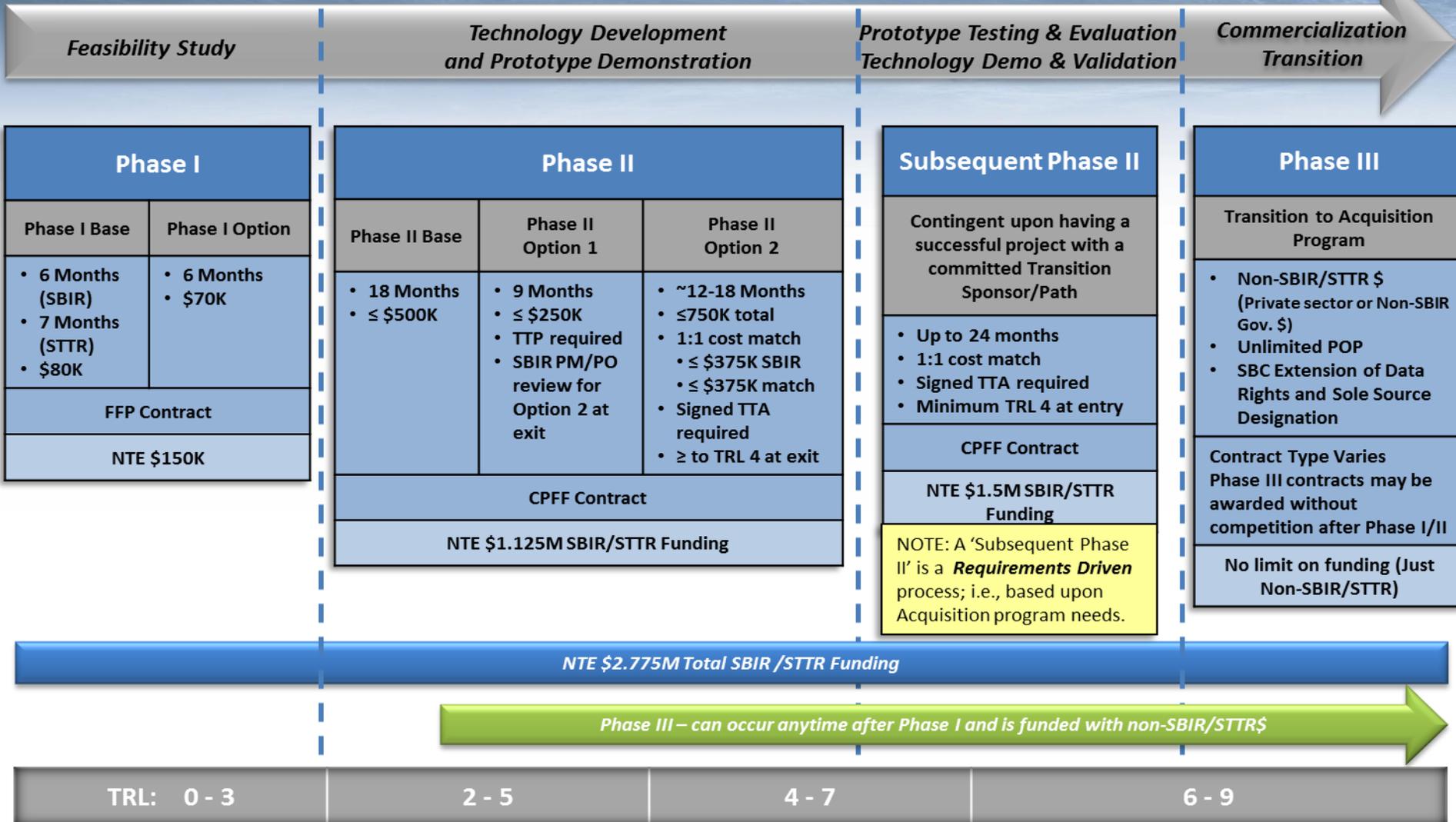


# ONR SBIR Overview

- **Annual ONR SBIR budget ~\$42M**
  - ~100 Phase I awards up to \$150K each, AND
  - ~50 Phase II awards per year ranging from \$500K to \$1.125M
- **Average 40 SBIR topics per year**
  - ~ 800 proposals per year
  - Topics generated from all 6 technical codes
- **ONR SBIR/STTR program participates in 2 solicitations per year**
  - 15.1/15.A: Closed 18 Feb 2015 (30 topics from ONR; 103 total Navy)
  - 15.2/15.B: Pre-Solicitation 24 Apr – 24 May; Opened 25 May and Closes 24 Jun 2015
  - Visit <http://www.acq.osd.mil/osbp/sbir/> for complete schedule



# ONR SBIR/STTR Program Award Structure



TTP: Technology Transition Plan  
TTA: Technology Transition Agreement

Updated 2 Apr 2014



## Learn about:

- SBIR/STTR Policies and Procedures
- SBIR/STTR Phases (funding, timelines, requirements, etc.)
- Solicitation schedules
- Links to SYSCOM sites
- Program POCs
- Submitting Proposals
- Getting Started / Getting Paid

The screenshot shows the Navy SBIR/STTR Home page. At the top, it features the text 'SMALL BUSINESS INNOVATION RESEARCH' and 'SMALL BUSINESS TECHNOLOGY TRANSFER' flanking the 'NAVY' logo. Below this is a navigation bar with links for 'Home', 'Solicitations', 'Search Awards Database', 'Submission', 'Contacts', and 'Help'. The main content area is titled 'Navy SBIR / STTR Home' and features a 'DoD FY-2012.3 SBIR' announcement. It states that the solicitation opened on August 27, 2012, and closes on September 26, 2012, at 6:00am EST. A table lists the SYSCOMs and their respective topic counts: MARCOR (5), NAVSEA (2), and SPAWAR (5), for a total of 12 topics. The page also includes sections for 'Success Story of the Month', 'Browse Phase I Selections', 'Quick Search Recent Abstracts', and 'Transitions Newsletter Winter 2012'. A sidebar on the left contains a menu with links to 'Home', 'About SBIR/STTR', 'FAQs', 'Events Calendar', 'Phase II', 'Phase II.5 & CPP', 'Solicitation', 'Submission', 'Selections', 'Forms / Links', 'Success Stories', 'Points of Contact', 'Transitions (TAP)', and 'Presentations'.

**DoD FY-2012.3 SBIR**  
Opened August 27, 2012 Closes September 26, 2012  
6:00am

SYSCOM	Topics
MARCOR	5
NAVSEA	2
SPAWAR	5
<b>Total</b>	<b>12</b>

The DoD issued its 2012.3 SBIR pre-release on July 26, 2012, which opened to receive proposals on August 27, 2012, and closes September 26, 2012 at 6:00am EST.

The solicitation is inclusive of 12 topics from 3 of the Navy's SYSCOMS.

Between July 26 and August 26, 2012, you may talk directly with the Topic Authors (TPOC) to ask technical questions about the topics. Their contact information is listed within each solicitation topic.

For reasons of competitive fairness, direct communication between proposers and topic authors is not allowed starting August 27, when DoD begins accepting proposals for this solicitation. However, proposers can still submit written questions about solicitation topics through the [SBIR/STTR Interactive Topic Information System \(SITIS\)](#), in which the questioner and respondent remain anonymous and all questions and answers are posted electronically for general viewing until the solicitation closes.

All proposers are advised to monitor [SITIS](#) during the solicitation period for questions and answers, and other significant information, relevant to the SBIR/STTR topic under which they are proposing.

Complete solicitation instructions and forms are available on the DoD SBIR/STTR web site at [www.acq.osd.mil/osbp/sbir/solicitations/sbir20123/index.shtml](http://www.acq.osd.mil/osbp/sbir/solicitations/sbir20123/index.shtml). A DoD wide topic search engine is available at [www.dodsbir.net/Topics/](http://www.dodsbir.net/Topics/).

[\[View Solicitation\]](#) [\[Quick View NAVY Topics\]](#)



# Proposal Tips

- Carefully read the entire solicitation and address all requirements
- *Incumbents:* The Government cannot use performance under an existing contract to determine the extent to which you meet the requirements under the technical and management portions of the solicitation
- Carefully read the evaluation criteria and pay close attention to the relative importance of the factors
- Ask questions during Q&A phase



# Proposal Tips

- If you are bidding to a requirement outside your “core” area of expertise, make sure that your proposal addresses the specific requirements of the solicitation (3rd party review?)
- Prepare your statement of work in accordance with the SOW template (BAA)
  - ✓ Address work for each period (base, option) in separate sections
  - ✓ Describe the research and tasks to be pursued/completed under the contract
  - ✓ Ensure deliverables in SOW are consistent with CDRLS (if submitted) and information in Proposal Checklist



# Proposal Tips

- ✓ Follow the BAA solicitation proposal instructions
- ✓ Avoid zip files or passwords for documents
- ✓ Provide requested supporting documentation with your proposal
- ✓ Submit a Subcontracting Plan as required (over \$650K and other than a small business) with positive goals
- ✓ Avoid proposing equipment or facilities unless special circumstances apply (GFP or CAP)



# Small Business Performance

## Small Business Trend

<u>Category</u>	<u>FY12</u>	<u>FY13</u>	<u>FY14*</u>	<u>FY15**</u>	<u>FY15 Targets</u>
Small Business	39.76%	40.08%	40.70%	44.33%	41.00%
HUBZone	0.08%	0.17%	0.17%	0.21%	0.25%
SDB	3.83%	3.73%	3.83%	4.43%	4.00%
WOSB	3.45%	3.86%	3.46%	3.32%	3.50%
SDVOSB	2.12%	1.82%	1.63%	3.12%	1.50%

*\*During FY14 ONR spent \$1.284B in Procurement \$s of which \$522M was awarded to Small Business.*

*\*\* Data as of 10 Aug 2015*

**Acronym:**

**HUBZone - Historically Underutilized Business Zone**

**SDB - Small Disadvantaged Business**

**WOSB - Women-Owned Small Business**

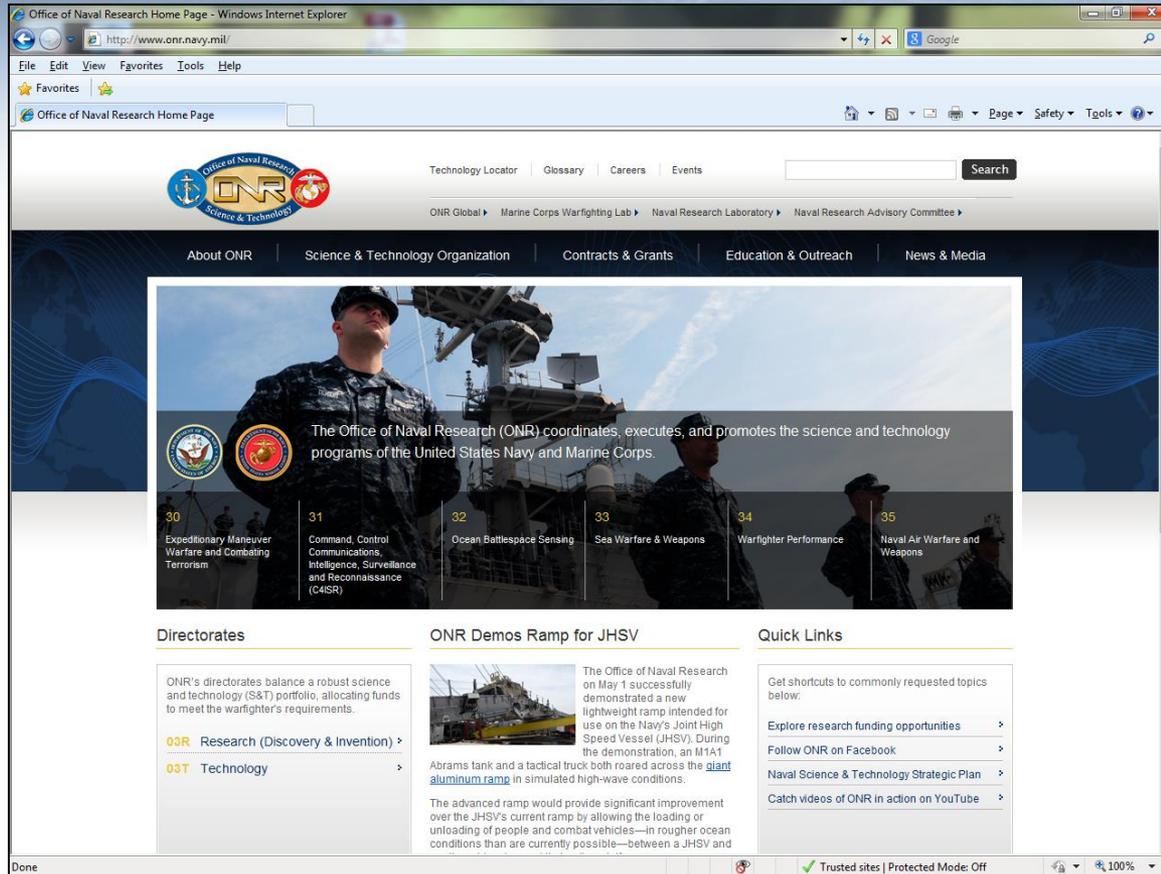
**SDVOSB Service-Disabled Veteran-Owned Small Business**



# Where to Find Us Online



Broadcast Yourself™



# [www.onr.navy.mil](http://www.onr.navy.mil)



# Questions?



# Additional Facts and Information



# ONR OSBP POC

## *HOW TO CONTACT ONR OSBP:*

### *ONR Small Business POC:*

*Brenda Pickett*

*Associate Director Office of Small Business Programs*

*Office of Naval Research*

*875 North Randolph Street*

*Arlington, VA 22203*

*Phone: (703) 696-2607*

*E-mail: [brenda.pickett@navy.mil](mailto:brenda.pickett@navy.mil)*

*Website: <http://www.onr.navy.mil/en/Contracts-Grants/small-business.aspx>*



# **NRL OSBP POC**

## ***HOW TO CONTACT NRL OSBP:***

### ***NRL Small Business POC:***

***Susan Kelly***

***Deputy Director for Small Business***

***Office of Small Business Programs***

***Naval Research Laboratory***

***4555 Overlook Avenue, S.W.***

***Washington DC 20375-5320***

***Phone: (202) 767-6815***

***E-mail: [sue.kelly@nrl.navy.mil](mailto:sue.kelly@nrl.navy.mil)***

***Website: <http://sadbu.nrl.navy.mil/>***



# “Locating Potential Business Opportunities

***ONR and NRL both possess acquisition authority to execute contracts, simplified acquisitions, grants, cooperative agreements and other transactions:***

***ONR’s Acquisition Department – provides business advice, award execution, award administration, policy development and e-business solutions to ONR’s provider network thru partnership with the science and technology community. The Acquisition Department executes a variety of acquisition vehicles at various dollar thresholds.***

***ONR’s main office is located in Arlington, VA and primarily performs pre-award functions.***

***In addition we have five regional offices located in Atlanta, GA; Boston, MA; Chicago, IL; San Diego, CA; and Seattle, WA whose primary function is to perform post-award functions for colleges, universities and non-profit organizations for not only ONR, but Navy, Army, Air Force, DoD, and other Federal Activities. <http://www.onr.navy.mil/Contracts-Grants.aspx>***



# “Locating Potential Business Opportunities

***NRL has a Contracting Division which executes requirements which exceeds \$150K; and a Purchasing Division which is responsible for procuring requirements at or below the Simplified Acquisition threshold of \$150K:***

***NRL Contracting Division*** - is responsible for the acquisition of outcomes, materials and services valued in excess of the simplified acquisition threshold. The NRL Contracting Division is located at the NRL main site in Washington, DC with a section located at the NRL site at Stennis Space Center, MS.

<http://heron.nrl.navy.mil/contracts/home.htm>

***NRL Supply and Information Services Division*** - is responsible for procuring outcomes, materials & services with an estimated price at or below \$150K, on the Open market. Additionally, they procure materials & services from GSA Schedule contracts and other indefinite delivery type contracts up to the maximum order limit of the contract. They have an unlimited authority when ordering from the Government's Wholesale Supply System. <http://supply.nrl.navy.mil/home.htm>



# **“Locating Potential Business Opportunities**

***In addition, the NRL Supply and Information Services Division maintains a current mailing source list utilizing an automated system; companies' information may be emailed to [SolQnA@nrl.navy.mil](mailto:SolQnA@nrl.navy.mil), faxed to (202) 767-0367 or mailed to:***

***Naval Research Laboratory  
Technical Staff, Code 3441.3  
4555 Overlook Ave., SW  
Washington, D.C. 20375-5329***



# **“Locating Potential Business Opportunities**

***In addition, the Supply Division has designated Monday mornings as 'Vendor Days', to allow contractors/vendors an opportunity to come in and meet the Contracting Officers/Purchasing Agents. To schedule an appointment/questions contact (202) 767-0375 or by mail to:***

***Naval Research Laboratory  
Purchasing Branch, Code 3410  
4555 Overlook Ave., SW  
Washington, D.C. 20375-5329***

***'However, Mondays during the month of September as well as those during the Christmas Holidays are excluded.***



# “Locating Potential Business Opportunities

*NRL Purchasing Department Points of Contact:*

*NRL Supply Officer (202) 767-3446*

*Purchasing Branch Head (202) 767-2303*

*Small Purchase (202) 767-9288*





# “Locating Potential Business Opportunities

## ***WHERE TO LOCATE ONR BUSINESS OPPORTUNITIES:***

### ***ONR Broad Agency Announcements:***

***<http://www.onr.navy.mil/en/Contracts-Grants/Funding-Opportunities/Broad-Agency-Announcements.aspx>***

### ***ONR Request for Information:***

***<http://www.onr.navy.mil/Contracts-Grants/Funding-Opportunities/Requests-for-Information.aspx>***

### ***ONR Request for Proposals:***

***<http://www.onr.navy.mil/Contracts-Grants/Funding-Opportunities/Requests-for-Proposals.aspx>***

### ***ONR Request for Quotations:***

***<http://www.onr.navy.mil/Contracts-Grants/Funding-Opportunities/Requests-for-Quotes.aspx>***



# “Locating Potential Business Opportunities

## ***WHERE TO LOCATE NRL BUSINESS OPPORTUNITIES:***

### ***NRL Request for Proposals:***

***<http://heron.nrl.navy.mil/contracts/listrfp.htm>***

### ***NRL Announcements for Architect and Engineering Services:***

***<http://heron.nrl.navy.mil/contracts/listande.htm>***

### ***NRL Civil Works Requirements:***

***<http://heron.nrl.navy.mil/contracts/listcivil.htm>***

### ***NRL Pending Requirements:***

***<http://heron.nrl.navy.mil/contracts/listcivil.htm>***

### ***NRL Sources Sought Notices:***

***<http://heron.nrl.navy.mil/contracts/listsources.htm>***



# “Locating Potential Business Opportunities

***WHERE TO LOCATE NRL BUSINESS OPPORTUNITIES:***

***NRL Broad Agency Announcements:***

***<http://heron.nrl.navy.mil/contracts/listsource.htm>***

***NRL Supply Division Business Opportunities:***

***<http://heron.nrl.navy.mil/contracts/rfplist.htm>***





# “Locating Potential Business Opportunities

## **NAVY/ONR SMALL BUSINESS INNOVATION RESEARCH (SBIR)/SMALL BUSINESS TECHNOLOGY TRANSFER (STTR) PROGRAM**

***\*Through the Navy's Small Business Innovation Research (SBIR) Program, small businesses of 500 people or less have the opportunity to address naval needs in more than 30 science and technology areas.***

***\*Navy SBIR provides the fleet with innovative advances in technology developed by small firms. SBIR participants benefit both from program awards as well as the further development and commercialization of the resulting products.***

***\*Navy's Small Business Technology Transfer (STTR) program is intended to foster transitions of joint efforts between qualified small businesses and research institutions to Navy and Marine Corps, in particular.***

***\*Small businesses may register for the Department of Defense (DoD) SBIR solicitation and related mailing lists on-line via the DoD SBIR home page.***

***For detailed information about the Navy's SBIR/STTR program, visit: [www.navysbir.com](http://www.navysbir.com).***