



SEA AIR SPACE

Navy Buying Command Highlights Panel

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**Director: Acquisition, Commonality,
and Expeditionary Warfare (SEA 06)**

Mission:

We design, build, deliver and maintain ships and systems on time, on cost for the United States Navy.

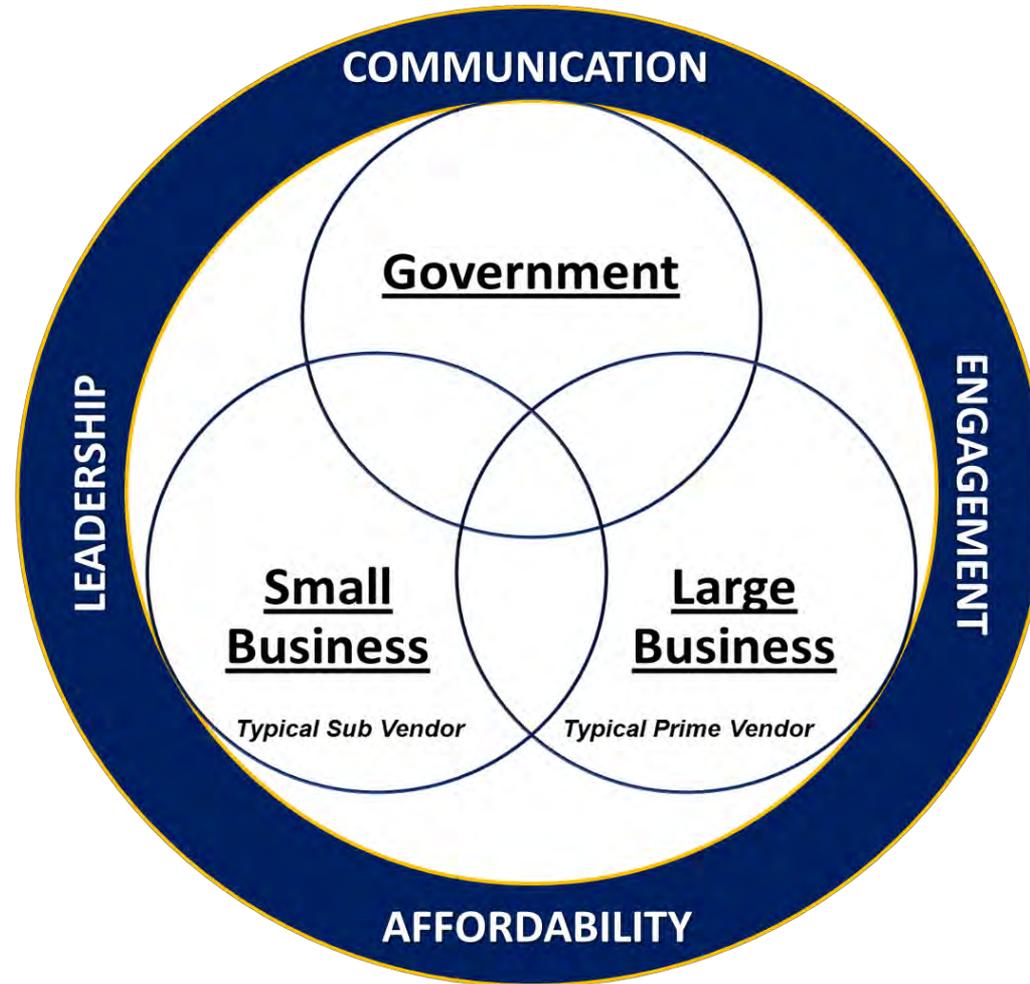
Vision:

We are the Nation's team accountable for the health of its Navy

- We must purposefully operate to ensure the U.S. Navy can protect and defend America.
- We must be supported by a modern, efficient industrial base.
- We must be a world-class employer of choice that inspires innovation.
- We must set the value-added standard for acquisition, engineering, business and maintenance.



Circle of Acquisition: Government, Small Business and Large Business

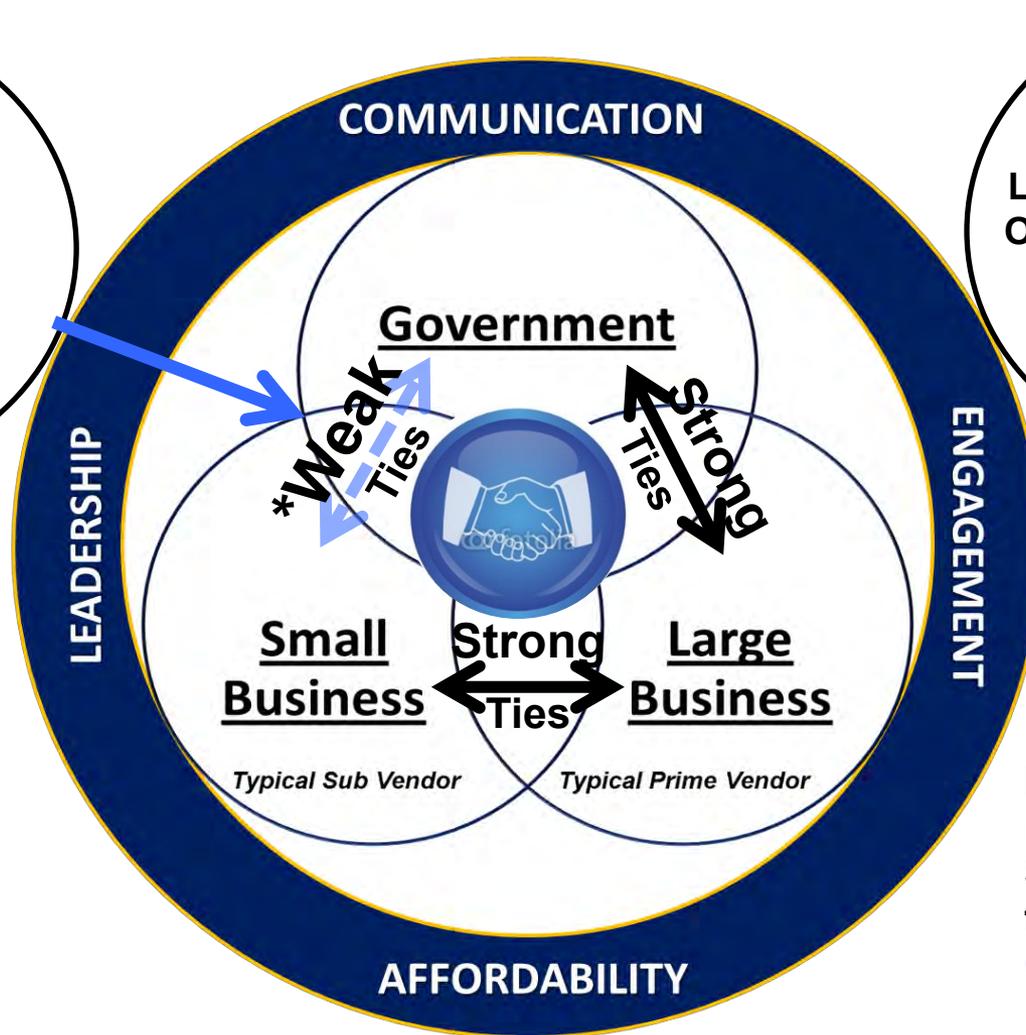


IMPROVING SMALL BUSINESS ENGAGEMENT

Problem

Weak Ties
Between
Small Business
And Government

False sense of legalistic rules prevents full engagement between Government and Small Business

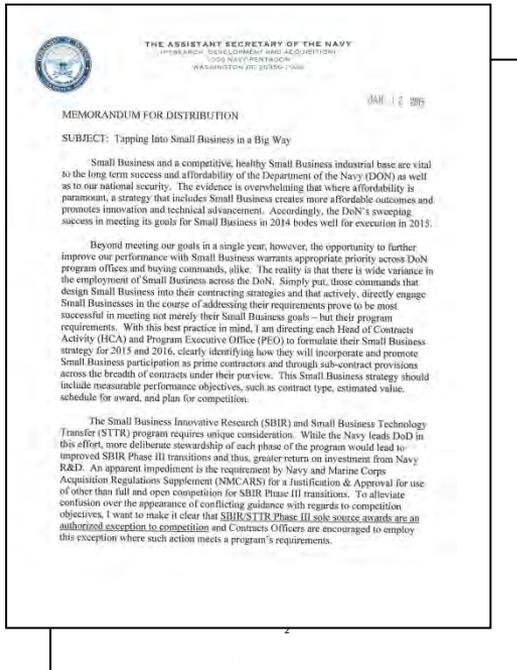


Opportunity

Ensure Government Leadership knows that Open engagement with Small Business is:
-Allowed-
-Encouraged-
-Valuable-

Key to getting the most value from Small Business is to **Increase Communications**

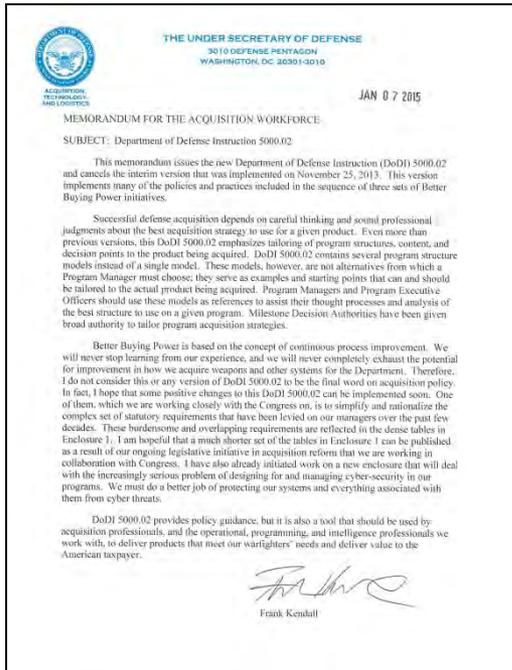
“Tapping Into Small Business in a Big Way”



- PEOs Required to Formulate Small business Strategy
- Place Deputy Program Managers in the Role of Small Business Advocate
- Promote Small Business Participation as Prime Contractors and Sub-Contract Provisions
- SBIR and STTR Requires Unique Consideration

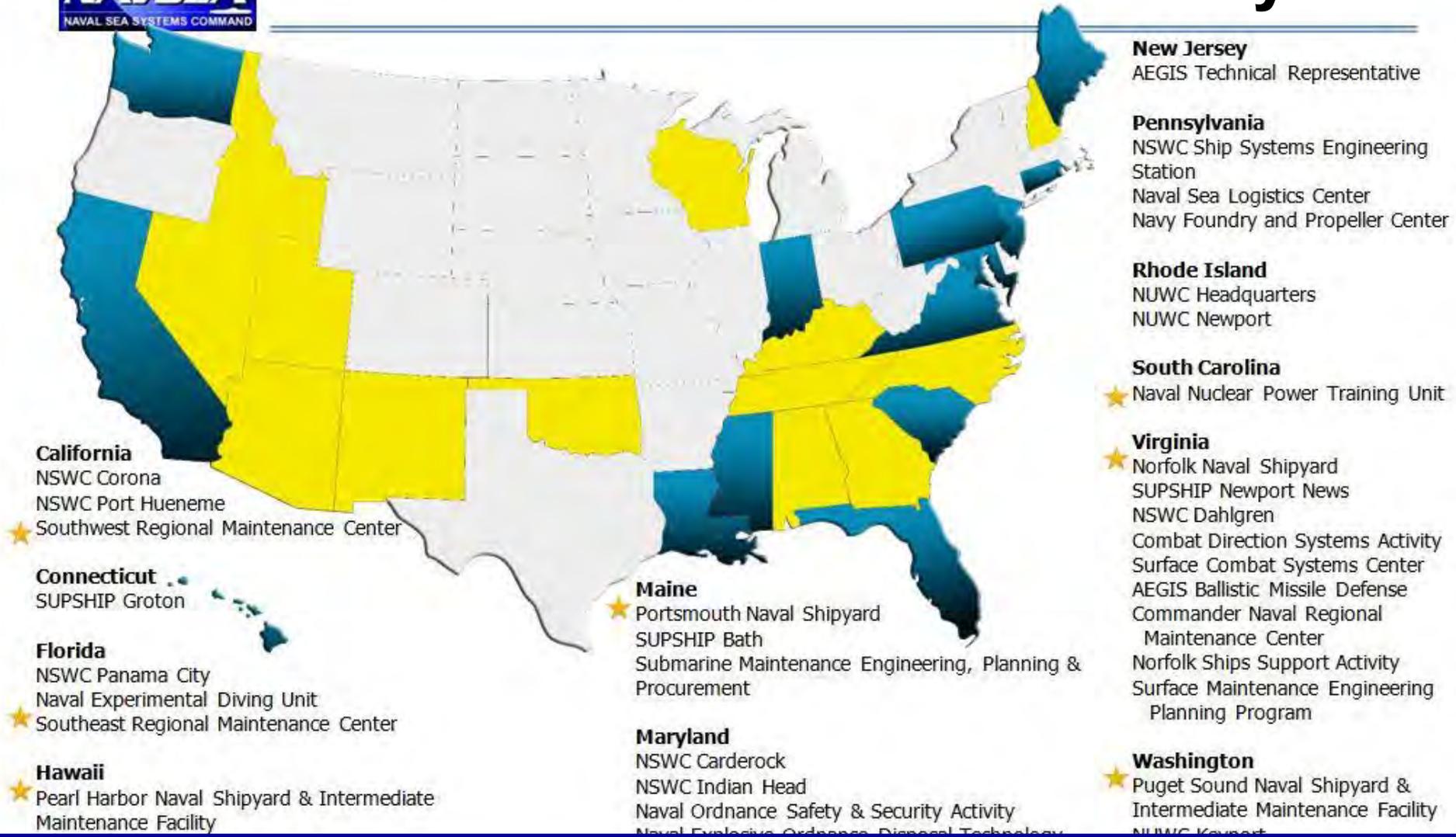
DoD 5000.02 Instruction

- SBIR/STTR's Need to be Tied into All Major Acquisition Programs (ACAT I-IV)
 - Programs Managers will Establish SBIR/STTR Goals
 - For \$100M+ Contracts, SBIR/STTR Subcontracting Plans are Required
 - SBIR/STTR Data Needs to be Collected, Reported, and is Reviewed at every Milestone





NAVSEA Located in Your Backyard



**Fiscal Year 2014 WFC SB Spend: \$1.3B
around 33% of total WFC Spend**



Points of Contact

- **NAVSEA**
 - **Office of Small Business:** Sarkis Tatigian, (202) 781-3965
 - **SBIR Program Office:** Dean Putnam, (202) 781-3261

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