NAVSUP: Competition using Small Business

NAVSUP Weapon Systems Support

AVIATION

MARITIME

presented by:
Robert Hughes N23.1
NAVSUP WSS SBTA
Our Mission: To provide program and supply support for the weapon systems that keep our Naval forces mission ready. As part of the U.S. Naval Supply Systems Command, our mission is to procure systems, components, spare parts and overhaul/repair services in support of worldwide aviation and shipboard operations of the Navy and Marine Corps. NAVSUP Weapon Systems Support Mechanicsburg manages the Navy inventory of spare parts for ships, submarines, and their systems. This includes marine hardware and other shipboard components including those used in missiles, sonar, radar, and communications systems. NAVSUP Weapon Systems Support Philadelphia, manages aviation spare parts and repairs that have unique application to aircraft, both fixed and rotary wing, their weapon systems and related maintenance and test equipment.
CURRENT U.S. NAVY and MARINE WARFIGHTERS
Who are you?

Do you manufacture/repair Critical Aviation Maritime items?

Compliant?

National Aerospace and Defense Contractors Accreditation Program
Certified?

Are you familiar with these Web-sites?

Customers

Sikorsky
TINKER AFB
GE Aviation
LOCKHEED MARTIN

Joint Engineering Data Management Information and Control System (JEDMICS)
First and foremost: DO NOT BE INTIMIDATED BY THE NAVY SOURCE APPROVAL PROCESS!!

For Aviation spares/repairs contact Robert Hughes NAVSUP WSS, Robert.w.hughes@navy.mil / 215-697-5994.

Request a copy of the Source Approval Brochure for complete instructions on how to become an approved source of supply.

CAT I Actual manufacturer for the Prime, (Delivered product last 3 years)

CAT II seeking approval based on similar item, (aviation)(past 3 years).

Be willing to provide all, material, manufacturing, inspection, special process Documentation. (Data is stored in a secure location).

A Site visit may be performed to determine complete capability.

CSI approval performed by FST/Engineer 60-90 days

CAI approval performed by NAVSUP WSS Engineering < 30 days.

DON’T BE AFRAID TO ASK FOR ASSISTANCE!!... YOU CAN HELP REACH OUR GOALS!!
A part, assembly, installation, or production system with one or more essential characteristics that, if not conforming to the design data or quality requirements, would result in an unsafe condition that could cause loss or serious damage to the end item or major components, loss of control, or serious injury to personnel. Also called CSI.
SB Dashboard

FY15 SB Dashboard NAVSUP Weapon Systems Support  Data as of: 30 June 2015

SBAM %: 4.25  8.5
SBAM SB: $131.257
SB %: 4.25  8.5
SB SB: $135.715
SB Satspot %: 92.11
SB Set-Aside Rate: 25.90
GSA SB %: 6.39
SeaPort-E: 00.00
SBAM Spend: 2,054,557,961
Total Spend: 2,067,538,610
SLB %: 0.28
SDVO %: 0.03
WOSB %: 0.75
HUBZone %: 0.06
The majority of the Business Opportunities available from the NAVSUP Enterprise are made accessible electronically. There are a few steps that our suppliers can take in order to maximize their opportunities with the Navy. These steps are:

- Register in the Systems for Award management (SAM)
- Register with the Navy Electronic Commerce Online (NECO)
  NECO is the Navy site for posting solicitations and amendments and for submission of electronic responses to solicitation.
- Monitor the Federal Business Opportunities (FBO or FedBizOpps) website for the NAVSUP requirements that are not listed in NECO. FedBizOpps is designated as the single government point-of-entry for ALL Federal Government procurement opportunities over $25,000.00.
- For Navy/Marine Aviation, establish an account with the NAS North Island Drawing repository.
- Fill out DD Form 2345 “Military Critical Technical Data Agreement and forward to Battle Creek. Without this document, you cannot receive critical data required to manufacture, repair, or inspect Government items.
- Familiarize yourself with the Federal Procurement Data System-Next Generation (FPDS-NG). This is a valuable tool in reviewing contract history.
Maritime
334515 Mfg. Measuring Instruments
336413 Aircraft Parts/Aux. Equip. Mfg.
334412 Electronic Components
333513 Machine Tool Manufacturing
332912 Fluid Power Valve/Hose Fitting
332911 Valves, Non powered
331491 Nonferrous Metal
332722 Nuts and Washers
332999 Fabricated Metal Product Mfg.

Aviation
336413 Aircraft Parts/Aux. Equip Mfg.
336412 Aircraft Engine/Engine Parts
334511 Search, Detection, Navigation
332431 Containers
333314 Optical Instrument/Lens
334210 Communications. Equip. Mfg.
334412 Printed Circuit Boards
335999 Electrical Equipment
332912 Fluid Power Valve/Hose
2. Top left red bar Our Team
3. Select NAVSUP Weapon Systems Support
4. Select Business Opportunities
5. Bottom of the page: Select Current and Upcoming Business Opportunities

### Current and Upcoming Business Opportunities

#### Mechanicsburg Opportunities

These databases represent requirements that are considered to be competitive with small business potential. Columns K and L provide the Acquisition Method Suffix Codes which are explained in full detail at DFARS PGI 217.75 Part 2. In general the letter 'G' in Column L indicates that the item is available for full competition with no pre-qualification requirements. The letter 'B' or 'C' in Column J indicates that pre-qualification, generally through the Source Approval Process (see links above) is required.

<table>
<thead>
<tr>
<th>SOLICITATION</th>
<th>DUE DATE</th>
<th>NIIN</th>
<th>FSC</th>
<th>NOMENCLATURE</th>
<th>AMC</th>
<th>AMSC</th>
<th>DATE CREATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td></td>
<td>015238171</td>
<td>1680</td>
<td>STARTER GENERATOR,A</td>
<td>1</td>
<td>C</td>
<td>1/26/2015</td>
</tr>
<tr>
<td>6</td>
<td></td>
<td>000049645</td>
<td>5895</td>
<td>DEFLECTION AMPLIFIER</td>
<td>1</td>
<td>G</td>
<td>1/26/2015</td>
</tr>
<tr>
<td>7</td>
<td></td>
<td>014956022</td>
<td>1680</td>
<td>GENERATOR,VARIABLE,</td>
<td>2</td>
<td>B</td>
<td>1/26/2015</td>
</tr>
<tr>
<td>8</td>
<td>18-Feb-14</td>
<td>014956022</td>
<td>1680</td>
<td>GENERATOR,VARIABLE,</td>
<td>2</td>
<td>B</td>
<td>1/26/2015</td>
</tr>
<tr>
<td>9</td>
<td>21-Feb-14</td>
<td>014956022</td>
<td>1680</td>
<td>GENERATOR,VARIABLE,</td>
<td>2</td>
<td>B</td>
<td>1/26/2015</td>
</tr>
<tr>
<td>10</td>
<td></td>
<td>015733035</td>
<td>1560</td>
<td>VALVE,FUEL DRAIN,AI</td>
<td>2</td>
<td>C</td>
<td>1/26/2015</td>
</tr>
<tr>
<td>11</td>
<td>28-Oct-13</td>
<td>015733035</td>
<td>1560</td>
<td>VALVE,FUEL DRAIN,AI</td>
<td>2</td>
<td>C</td>
<td>1/26/2015</td>
</tr>
<tr>
<td>12</td>
<td>21-Mar-14</td>
<td>016010222</td>
<td>1680</td>
<td>RF ANT CABLE</td>
<td>2</td>
<td>C</td>
<td>1/26/2015</td>
</tr>
</tbody>
</table>
Spares/Repair Unique Qualities

- Many items facing obsolescence
- Lack of available Technical Data / Drawings and/or Specifications
- Shortages of raw material sources (exotic metals)
- Demand low
- Parts require unique machining, inspection requirements
- Primes unwilling to release data, special process specifications.
- NDT requirements becoming highly specialized
- Some cases require GFE to aid in development of a source
- New Platforms, LTA with the Primes
Platforms with Limited/No Competition

- AV8B Harrier
- NP 2000 Propeller
- P8 Poseidon ASW 737-300
- X-47B Drone
- MQ8B Drone Helicopter
- CFM-56 Engine

Additional:
- JSF
- V22 Osprey
- EMALS New Carrier Catapult System
- Electromagnetic Aircraft Launch System

Platforms with Limited/No Competition
• Review current contract history and identify sole source procurements.
• Determine Criticality of item (CSI)(CAI).
• Identify future requirements based on usage. (Quantities are Important!).
• Determine availability of data and permissions (Not Proprietary).
• Match manufacturing/repair sources with item/demand. (FPDS)
• Ensure source is registered in Systems for Award Management (SAM).
  and has completed the Military Critical Technical data Agreement
  DD Form 2345.
• Provide all drawings, specifications and Illustrations to perspective source.
• Instruct vendor on the Source Approval Request (SAR) Process.
• Perform Site visit, review capabilities, Quality System, Contract History.
POINTS OF CONTACT

NAVSUP WSS Associate Director Small Business
Katherine Rachubinski
Katherine.rachubinski@navy.mil
215-697-2806

NAVSUP WSS Mechanicsburg Small Business Specialist
Linda Koone
Linda.koone@navy.mil
717-605-6625

NAVSUP WSS Small Business Technical Advisor
Robert Hughes
Robert.w.hughes@navy.mil
215-697-5994 / 215-870-6640
We have come a long way!!