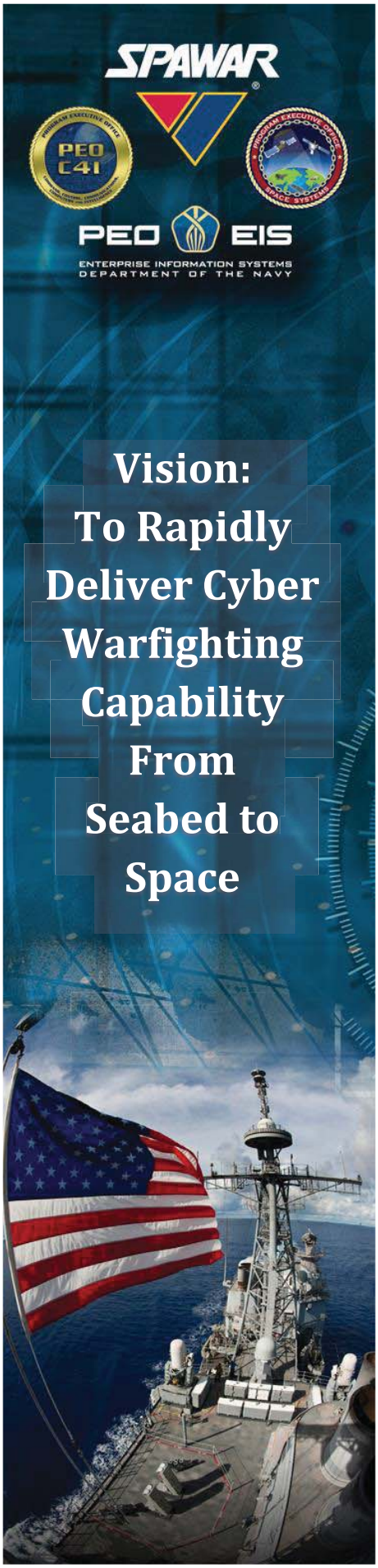

Space and Naval Warfare Systems Command FY19 & FY20 Small Business Strategy

31 August 2018

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Introduction

The Space and Naval Warfare Systems Command (SPAWAR) organization and affiliated Program Executive Offices (PEOs) recognize the positive impact that small businesses have on the Department of Defense, the Department of the Navy, national security and the American economy. Expanding the use of small businesses for information warfare and cyber capabilities and other strategic areas strengthens our country's industrial capabilities that are unique and vital to national defense.

The services and products that we provide have a direct impact on the strength of our nation when we work with small businesses to increase the country's technical capabilities. We recognize that small businesses drive innovation for next generation capability, sustain current warfighting capability and, tapping into their specialized capabilities and experience, will provide us a core group of qualified firms that can provide innovative, agile, and affordable solutions.

Command policy is to use small businesses to the maximum extent practicable as described in the Federal Acquisition Regulation. SPAWAR Instruction 4380.1C states specific expectations for meeting small business targets, defines roles and responsibilities for the acquisition workforce, improves workforce awareness of the small business program, and reinforces the culture with respect to leveraging the value of small business as prime and subcontractors.

This strategy applies to all SPAWAR civilian and military personnel involved in program management, requirements forecasting, procurement, and source development or source approval functions associated with both supplies and services procured by SPAWAR. This strategy also applies to SPAWAR affiliated PEOs and subordinate commands including all reporting Unit Identification Codes and detachments.

Defining our Direction: This small business strategy is aligned with the DON Office of Small Business Programs (OSBP) vision and mission and is in step with DoDI 5000.02, Better Buying Power 3.0, Assistant Secretary of the Navy (Research, Development and Acquisition) Memorandum "Tapping Into Small Business in a Big Way," and "Head of Contracting Activity and Program Executive Officer Small Business Strategy Documentation Requirements memorandums of 17 December 2015 and 12 June 2018." The strategy addresses objectives for all stages of the acquisition process in addition to other OSBP program management components as outlined below:

- Acquisition planning, solicitation, evaluation, award, and post award
- Communication and engagement with industry
- Communication and education for the acquisition workforce
- Leadership involvement and awareness of small business program issues

Objectives:

- **Acquisition Planning**
    - Promote early participation in the acquisition strategy process. Emphasize to the acquisition team the importance of conducting credible market research. Use

requests for information, sources sought announcements, and pre-solicitation industry day events to improve communication with industry and validate market research.
  - Encourage the transition of Small Business Innovation Research (SBIR) funded technologies from development to production.
  - Track SBIR efforts that move forward into a Phase III, thus reflecting those that transition from development to production.
  - Fully document small business consideration in all acquisition strategies and acquisition plans. Acquisition strategies for all acquisition category programs will also address small business and SBIR/STTR engagement through the next milestone decision or during program sustainment as applicable.
  - Consider the Mentor-Protégé Program, which assists small businesses (protégés) to successfully compete for prime contract and subcontract awards by partnering with large companies (mentors) under individual, project-based agreements.

- **Solicitation/evaluation:**
  - Employ small business procurement strategies on contracts and task orders where possible.
  - Include evaluation criteria tailored for each procurement for unrestricted. procurements to maximize small business participation at the subcontracting levels.
  - Establish appropriate subcontracting goals.
  - Include incentives as appropriate to recognize performance.

- **Post award**
  - Execute oversight and monitoring of contract performance to ensure accurate reporting in the Contractor Performance Assessment System.
  - Monitor subcontracting performance.

- **Communications and engagement with Industry**
  - Forecast procurement opportunities every six months (May and November). This serves as one of the primary platforms to inform industry what opportunities are available in the prime and subcontracting arena. The forecast is published on the SPAWAR Small Business and SPAWAR e-Commerce web sites:
    http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx
    https://e-commerce.sscno.nmci.navy.mil
  - Conduct roundtable events with both small and large businesses.
  - Promote active participation by OSBP, program managers, deputy program. managers and command leadership at industry outreach events.
  - Convene Government and industry working groups.
  - Participate in Government and industry councils.
  - Conduct one-on-one counseling for small businesses.
  - Improve transparency of processes by posting information on the e-Commerce Central website and other social media.

- **Communication and education for the acquisition workforce**
  - Conduct training at the Defense Acquisition University/Competency Aligned Organization Program Manager course.
  - Provide formal training to competencies and program offices.

- Designate a Small Business Professional for each competency and program office to promote a culture of teaming and awareness of OSBP related regulatory and policy matters.

- **Communicating with Leadership and Internal Stakeholders**
  - Conduct monthly briefings to command leadership on small business accomplishments and program management.
  - Participate in Service Requirements Review Boards.
  - Collaborate with contracting competency in establishing, maintaining and providing training on small business policies.
  - Participate in key business and competency meetings.

In conclusion, we believe this well-rounded strategy will provide a baseline for promoting small business participation in our acquisitions at both the prime and subcontracting levels. The strategy will be reviewed annually by the HCA, PEOs, and OSBP to assess the effectiveness of the strategy, actual small business achievements and the potential impact on the small business community.

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Appendix A - HCA and Echelon III Addendum
SPAWAR Headquarters

HCA: SPAWAR HQ

Date: 31 August 2018

Part I – Small Business Performance

A. Historical Small Business Obligations by Fiscal Year (FY)

Pull from FPDS-NG Small Business Achievements Report (Generated 7/30/18)

Note: The data in the below tables represents FPDS-NG data for N00039 for FY14 through FY17, inclusive of all customers. FPDS-NG does not allow pulls at the Program Office level.

Total Small Business

Fiscal Year	Actuals			
	SB Eligible $	SB Awards	SB (%)	SB Goal (%)
FY14	$1,719,642,752.52	$309,724,724.18	18.0110%%	23%
FY15	$1,776,710,971.98	$328,105,665.58	18.4670%	23%
FY16	$2,232,959,634.32	$398,810,305.73	17.8602%	26.72%
FY17	$2,016,918,520.32	$355,271,474.09	17.6146%	28.00%
Total	$7,746,231,879.14	$1,391,912,169.58	71.9528%	
4 Yrs Avg	$1,936,557,969.79	$347,978,042.40	17.9882%	

Small Disadvantaged Business (SDB)

Fiscal Year	Actual		
	SDB $	SDB %	SDB Goal (%)
FY14	$145,196,160.16	8.4434%	7.85%
FY15	$153,929,398.11	8.6637%	8%
FY16	$180,987,230.65	8.1053%	11%
FY17	$173,927,028.13	8.6234%	13.00%
Total	$654,039,817.05	33.8358%	
4 Yrs Avg	$163,509,954.26	8.4589%	

Service-Disabled Veteran-Owned (SDVO)

Fiscal Year	Actual		
	SDVO $	SDVO %	SDVO Goal (%)
FY14	$108,965,117.75	6.3365%	2%
FY15	$123,825,466.14	6.9694%	2%
FY16	$140,308,015.95	6.2835%	3.9%
FY17	$141,054,579.87	6.9936%	5.25%
Total	$514,153,179.71	26.5829%	

4 Yrs Avg	$128,538,294.93	6.6457%	

Women-Owned Small Business (WOSB)

Fiscal Year	Actual		
	WOSB $	WOSB %	WOSB Goal (%)
FY14	$80,804,155.79	4.6989%	4%
FY15	$97,282,492.38	5.4754%	4%
FY16	$115,832,674.11	5.1874%	6.5%
FY17	$93,426,181.73	4.6321%	8.20%
Total	$387,345,504.01	19.9938%	
4 Yrs Avg	$96,836,376.00	4.9985%	

Historically Underutilized Business Zone (HUBZone)

Fiscal Year	Actual		
	HUBZone $	HUBZone %	HUBZone Goal (%)
FY14	$1,908,262.03	0.1110%	1.15%
FY15	$8,786,952.56	0.4946%	1.3%
FY16	$6,785,088.94	0.3039%	1.8%
FY17	$5,900,518.31	0.2926%	2.25%
Total	$23,380,821.84	1.2019%	
4 Yrs Avg	$5,845,205.46	0.3005%	

Note: The table below represents N-ERP Spend Plan data for SPAWAR Competencies (1.0 through 8.0) and Fleet Readiness Directorate (FRD).

Activity	FY14		FY15		FY16		FY17	
	SB Dollars	OTSB* Dollars	SB Dollars	OTSB Dollars	SB Dollars	OTSB Dollars	SB Dollars	OTSB Dollars
SYSCOM HCA	$47,961,318	$89,593,626	$56,857,636	$123,268,441	$59,328,795	$59,087,323	$53,601,547	$50,841,640

*Other Than Small Business

Note: The FY16 OTSB total does not include the obligations for the Defense Healthcare Management System Modernization (DHMSM) contract, which amounts to $287M. This contract was transferred to DHA in spring 2017.

B. Projected Small Business Obligations by FY

Note: The data in the below table represents N-ERP Spend Plan data for SPAWAR Competencies (1.0 through 8.0) and Fleet Readiness Directorate (FRD).

Appendix A - HCA and Echelon III Addendum
SPAWAR Headquarters

Fiscal Year	Projections			
	SB Awards	Total Awards	SB (%)	SB Goal (%)
FY18	$23,323,922	$120,345,256	19.38%	13.89% Command Goal
FY19	$0.00	$0.00	%	%
FY20	$0.00	$0.00	%	%
Total	$23,323,922	$120,345,256		

Explanation:

FY18 projection is based on Navy ERP Spend Plan data loaded on FY18 budget structures, and represents only FY18 SPAWAR Direct Appropriations. It does not included obligations from Other Customer Funds, or obligations that might be made in FY18 from prior dollars appropriated in prior fiscal years. In addition, a significant portion of "OTSB Dollars" shown in FY18 are not planned by vendor, because the vendor is To-Be-Determined at this time.

Although data for FY19 and FY20 is not available, based on historic information the small business spend is not expected to decrease over the fiscal years.

Part II - Execution

A. Planned Acquisitions

1. SPAWAR HCA remains committed to aggressively pursuing Small Business prime contracts and subcontracting goals with each procurement contemplated. Working with professionals from requirements teams, small business, contracting, budget, and legal communities, SPAWAR considers each acquisition for small business by:

   • Utilizing small business set-asides
   • Ensuring large business prime contractors make best effort is to meet the contracts' small business subcontracting goals
   • Establishing small business subcontracting goals in all contracts
   • Posting periodic procurement forecasts of future opportunities on the public SPAWAR website
   • Promoting the use of multiple award contracts (MACs), affording small businesses more opportunities
   • Forecasting MAC task order opportunities when possible
   • Holding Small Business Roundtables throughout the Fiscal Year

   SPAWAR uses SPAWAR Instruction 4380.lC to ensure its mission is accomplished with small businesses bringing value, solutions, and products to the warfighter.

2. Specific efforts to increase small business participation in each of the socio-economic categories to include Small Business Innovation Research (SBIR), Small Business Technology Transfer (STTR) and the Mentor Protégé program.

SPAWAR uses Procurement Planning and Strategy Meetings at the outset of each procurement in order to gain an understanding of the requirements and outline the key steps in the planning, solicitation, evaluation and award process. Market research and Small Business coordination are then conducted; all of which help to increase small business participation in each of the socio-economic categories.

3. Specific actions to identify new requirements suitable for small business participation as prime contractors.

SPAWAR uses Procurement Planning and Strategy Meetings at the outset of each procurement in order to get an understanding of the requirements and outline the key steps in the planning, solicitation, evaluation and award process. Market research and Small Business coordination are then conducted; all of which help to identify new requirements suitable for small business participation.

4. Efforts taken to streamline the acquisition process.

In support of SPAWAR's Strategic Objective to Optimize our Organization, Operations and Workforce, and associated initiative to Deliver Effective and Efficient Services, the SPAWAR Contracts Directorate is leading a working group to assess recent competitive procurements for contractor support services with the intent of identifying systemic schedule drivers, and recommending process improvements to reduce time from planning to award. The initial recommendations from this working group include: developing standard templates for requirements documents such as performance work statements, labor category descriptions, and independent government cost estimates; ensuring that the Source Selection Evaluation Board chairperson has prior experience conducting proposal evaluations; developing standard templates for evaluation reports and other source selection documents; and continuing efforts to standardize and streamline the cost-realism evaluation process.

5. Specific actions to increase small business subcontracting opportunities to include evaluating small business participation in competitive source selections and incentivizing small business subcontracting when appropriate.

SPAWAR uses Procurement Planning and Strategy Meetings at the outset of each procurement in order to get an understanding of the requirements and outline the key steps in the planning, solicitation, evaluation and award process. Market research and Small Business coordination are then conducted; all of which are used to determine how small business participation should be addressed in competitive source selections and if contract incentives for small business subcontracting are appropriate and necessary. Unrestrictive solicitations contain a Small Business Utilization factor as part of the source selection evaluation criteria as depicted in DFARS 215.304(c)(i). Subcontracting goals are based on market research results and/or historical data.

6. Efforts to communicate with industry.

SPAWAR makes use of a wide variety of venues and opportunities to communicate with Industry. The SPAWAR e-Commerce site, https://e-commerce.sscno.nmci.navy.mil/, is used to post information about upcoming procurements and Industry Days, as well as Requests for Information used for Market Research. Acquisition specific Industry Days are often held in coordination with the requirements offices. Broad-based Industry Days and Conferences, such as the Navy Gold Coast Conference, and Small Business Roundtables are also leveraged as much as possible to exchange information with and obtain feedback from

small businesses. It is SPAWAR policy that all offerors be provided an opportunity to receive a verbal debriefing, which are viewed as a valuable means to providing successful and unsuccessful offerors feedback on their proposals.

FY18 Small Business Outreach Attended

Date	Event	Description
24-25OCT 2017	NDIA Fall Defense and Industry Forum, to include the SPAWAR Small Business Round Table	Held in San Diego, this event included presentations and panels about key PEO C4I and Space System.
6-8FEB 2018	AFCEA/USNI WEST	San Diego-based conference focused on C5ISR in the sea services. High-level participation included CNO, CMC and secretary-level presenters. The Navy's Information Warfare community hosted a pavilion, one goal of which was to network with industry.
21FEB 2018	SPAWAR Small Business Round Table	This Round Table included a discussion on Rapid Prototyping Strategy and Other Transaction Agreement (OTA).
8-10MAY 2018	AFCEA (San Diego) C4ISR Symposium	San Diego event focused on Command & Control, Communications, Computers and Networks, Cyber, ISR, Space and Expeditionary Warfare.
7-8AUG 2018	Department of the Navy Gold Coast	Held in San Diego, the purpose is to provide a forum to educate, guide, and assist businesses, especially small businesses, in working with the government, primarily the Department of Defense.
Ad hoc	One-on-One Meetings with the Program Offices	Corporate Competencies accept requests to meet with Small Businesses whenever possible
Monthly	Local NDIA/AFCEA chapter networking events	Include tailored presentations and networking opportunities.

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SPAWAR Headquarters

FY19 Small Business Outreach:
Below is a list of small business outreach events that are planned in FY19.

Date	Event	Description
23-24OCT 2018	NDIA Fall Defense and Industry Forum	Held in San Diego, this event includes presentations and panels about key PEO C4I and Space System.
13-15FEB 2019	AFCEA/USNI WEST	San Diego-based conference focused on C5ISR in the sea services. It attracts high-level participation including CNO, CMC and secretary-level presenters. The Navy's Information Warfare community hosts a pavilion, one goal of which is to network with industry.
MAY 2019	AFCEA (San Diego) C4ISR Symposium	San Diego event focused on Command & Control, Communications, Computers and Networks, Cyber, ISR, Space and Expeditionary Warfare.
TBD (summer 2019)	Department of the Navy Gold Coast	Held in San Diego, the purpose is to provide a forum to educate, guide, and assist businesses, especially small businesses, in working with the government, primarily the Department of Defense.
Ad hoc	Invitations to speak/participate in conferences or other events	Corporate Competencies participate in ad hoc fashion at relevant events that include small business engagement.
Ad hoc	One-on-One Meetings with the Program Offices	Corporate Competencies accept requests to meet with Small Businesses whenever possible
Monthly	Local NDIA/AFCEA chapter networking events	Include tailored presentations and networking opportunities.

Similar small business outreach events will be attended/hosted in FY20.

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SPAWAR Headquarters

7. Efforts to publish and frequently update an accurate Long Range Acquisition Forecast.

In coordination with SPAWAR OSBP, SPAWAR Corporate Competencies publish bi-annual (May and November) future procurement opportunities. This information is posted in the overarching SPAWAR Long Range Forecast on the SPAWAR OSBP website and through SPAWAR e-Commerce. Information on future prime contractor small business opportunities, as of this report is as follows:

Contracting Office	Requirement Title	Anticipated Acquisition Strategy	Anticipated Vehicle Type	Anticipated Contract Type	Anticipated Total Value (Including Options)	Anticipated Award Date Fiscal Year Quarter
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	SPAWAR 1.0 Comptroller Support Services	Small Business Set-Aside	DO/TO	Cost Reimbursable (All Types)	>$10,000,000	FY 2020
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Database Apps/Hardware/ Software Engineering Support Services 4.0	Small Business Set-Aside	DO/TO	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2020
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Technical Authority Support/ SPAWAR 5.0	TBD	DO/TO	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	SEBO Sustainment	Small Business Set-Aside	DO/TO	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2020
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	IT and VTC Equipment	8(a) Sole Source	IDIQ	Cost Reimbursable (All Types)	Below $5,000,000	FY 2019
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Base Operations Support	8(a) Competitive	DO/TO	Cost Reimbursable (All Types)	>$5,000,000 - $10,000,000	FY 2019
N00039 - SPACE	Furniture BPA	8(a) Competitive	BPA	FFP (All Types)	>$10,000,000 - $50,000,000	FY 2019

AND NAVAL WARFARE SYSTEMS						
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Fleet Readiness Directorate (FRD)	TBD	DO/TO	FFP (All Types)	>$10,000,000 - $50,000,000	FY 2019
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Fleet Readiness Directorate (FRD)	TBD	DO/TO	Task/Delivery Order	>$10,000,000 - $50,000,000	FY 2020

For a comprehensive list of prime and subcontracting opportunities, see the SPAWAR long range acquisition forecast.

Appendix A - HCA and Echelon III Addendum
SSC LANT

HCA: SSC LANT

Date: 31 August 2018

Part I – Small Business Performance

A. Historical Small Business Obligations by Fiscal Year (FY)

Total Small Business

Fiscal Year	Actuals			
	Total Awards	SB Awards	SB (%)	SB Goal (%)
FY14	$2,214,347,902	$740,306,217	33.46%	29.81%
FY15	$1,852,151,520	$652,950,169	35.35%	29.81%
FY16	$1,801,342,059	$643,450,854	35.72%	32.00%
FY 17	$1,680,879,306	$697,097,817	41%	32%
Total	$7,548,720,787	$2,733,805,057		
4 Yrs Avg	$1,887,180,196	$683,451,264		

Small Disadvantaged Business (SDB)

Fiscal Year	Actual		
	SDB $	SDB %	SDB Goal (%)
FY14	$333,071,457	15.06%	12.18%
FY15	$344,210,821	18.58%	12.18%
FY16	$334,662,838	18.57%	14%
FY17	$331,498,152	19.72%	14%
Total	$1,343,443,268		
4 Yrs Avg	$335,860,817		

Service-Disabled Veteran-Owned (SDVO)

Fiscal Year	Actual		
	SDVO $	SDVO %	SDVO Goal (%)
FY14	$95,054,547	4.30%	2.43%
FY15	$107,840,179	5.82%	2.43%
FY16	$153,941,718	8.54%	2.81%
FY 17	$73,212,574.31	4.35%	2.81%
Total	$430,049,018		
4 Yrs Avg	$107,512,255		

Appendix A - HCA and Echelon III Addendum
SSC LANT

Women-Owned Small Business (WOSB)

Fiscal Year	Actual		
	WOSB $	WOSB %	WOSB Goal (%)
FY14	$240,475,505	10.87%	4.06%
FY15	$199,424,679	10.80%	4.06%
FY16	$218,542,913	12.13%	9.07%
FY17	$254,483,794	15.13%	9.07%
Total	$912,926,891		
4 Yrs Avg	$228,231,722		

Historically Underutilized Business Zone (HUBZone)

Fiscal Year	Actual		
	HUBZone $	HUBZone %	HUBZone Goal (%)
FY14	$97,857,882	4.42%	1.48%
FY15	$53,914,191	2.91%	1.48%
FY16	$65,711,401	3.64%	2.80%
FY 17	$48,145,884	2.86%	2.80%
Total	$265,629,358		
4 Yrs Avg	$66,407,339		

B. Projected Small Business Obligations by FY

Include all execution (i.e. Echelon III/IV Activities, PEO, Other DON, Other DoD, Non-DoD, etc.)

Note: Do not include FMS or Foreign Funded Execution

Fiscal Year	Projections			
	SB Awards	Total Awards	SB (%)	SB Goal (%)
FY18	$595,855,204	$1,588,947,210	37.5%	32%
FY19	$554,860,365	$1,541,278,794	36%	32%
FY20	$534,053,101	$1,525,866,006	35%	32%
Total	$1,684,768,671	$4,656,092,010		

1. **Explain how the projections were developed for FY19 – FY20. Include assumptions and outline known budget impacts.**

FY 19 and FY 20 projections are based on forecasted requirements as SSC LANT is a Navy Working Capital Fund organization. Therefore, historical data, current awards and work-in- process was used to forecast the Total Awards and Percentage of Small Business. FY19 and FY20 forecasts for Small Business Percentage were 6% and 5% respectively. These percentages were applied to the forecasted Total Awards to forecast the SB Awards Dollars.

2. **Provide rationale if projected small business obligations (dollars and/or SB %) are decreasing across fiscal years by Unit Identification Code (UIC).**

SSC LANT reviews contract requirements in our Project Procurement Approval Board (PPAB) to project required resources and contract capacity for projected actions. A decline of 5% in total obligated dollars for FY 18 is expected from FY 17. In addition, based on the PPAB reviews of the current work in process for FY 19, there is an expectation that small business obligations will decrease 1% in each future year. In June 2018, SSC LANT awarded a $100M ceiling, three year, Information Warfare Research Project (IWRP) OT consortium. The IWRP OT consortium was established to focus on innovation, rapid prototyping, and fleet fielding's through collaboration with non-traditional and small industry partners. It is anticipated a decrease in eligible SB dollars will correspond with the IWRP obligations.

Part II - Execution

A. Efforts to Increase Small Business Participation and Identify New Requirements Suitable for Small Business Participation as a Prime:

SSC LANT leadership continues to foster a culture of small business inclusiveness in contract strategy decisions. SSC LANT considers each acquisition for small business inclusion at the strategic and tactical levels. The Contract Strategy Steering Committee (CSSC) provides overarching strategy for SSC LANT and includes Tier I and Tier II competency leads, deputy department heads, legal and small business representation.

Specific actions include:

- Weekly project procurement approval board (PPAB) reviews for every Integrated Product Team's (IPT) contract action over $250K. The review includes Leadership and Execution level representatives and the OSBP chairs the review. Task order and contract level procurements that were historically unrestricted or new requirements require market research to determine small business participation.
- Market research may include formal market surveys specific to the requirement and/or industry days specific to the procurement.
- A robust outreach program to identify small business capability that includes:
- Quarterly technical exchanges with technical representatives specific to new technology growth areas
- Quarterly outreach events with contract and requirements personnel that identify specific opportunities and one on one networking after each event.
- Quarterly task order and contract level forecasts posted on the SPAWAR E-Commerce and SSC LANT public webpage

B. Efforts taken to streamline the acquisition process

Acquisition process metrics are review during weekly leadership meetings to ensure timely execution of acquisition requirements. Need by dates with associated deliverables are established in collaborative acquisition planning meetings at work acceptance with contracting and requirements stakeholders. The

collaboration continues through weekly leadership meetings to ensure timely and efficient execution during the acquisition process. Weekly metrics are reviewed and adjustments to contracting and requirement resources may be made to ensure timely execution.

In addition, SSC LANT has utilized the FY18 National Defense Authorization Act, Section 873, preference to use Other Transactions (OT) in the execution of prototypes. The Information Warfare Research Project (IWRP) OT consortium was established in June 2018 to focus on innovation, rapid prototyping, and fleet fielding's through collaboration with non-traditional industry partners.

C. Specific actions to increase small business subcontracting opportunities to include evaluating small business participation in competitive source selections and incentivizing small business subcontracting when appropriate.

Ensure all unrestricted solicitations contain a Small Business Utilization factor as part of the source selection evaluation criteria as depicted in DFARS 215.304(c)(i). Each contract requirement is reviewed for small business participation. The small business participation evaluation factor may be based on the total acquisition value or may require the offeror's intent.

D. Communication with Industry

As noted above, SSC LANT has a robust outreach program. Communication with industry includes both strategic and tactical methods. SSC Atlantic has several initiatives centered on improving communication with small business partners. The Chief of the Contracting Office (CCO) leads a concerted effort to increase two way communications and remove barriers in the government contracting process. On a quarterly basis, the CCO and his team brief small and large businesses on contract office performance, contract strategy, forecasting of requirements and a question and answer session. The CCO also chairs a Contracts Industry Council (CIC), made of up different businesses sizes and socio economic status. The CIC covers hot topics that impact the government and industry. The purpose of the CIC is to continue to leverage different perspectives and explore better ways to delivery timely solutions to the warfighter.

SSC Atlantic recently instituted quarterly Technology Exchanges which are also fueling collaboration. Each exchange focuses on two of SSC Atlantics technical growth areas - such as cloud computing, data science analytics and cyber warfare. The exchanges are a three phased approach that include reviewing the idea through a white paper, one on one exchanges between the government SME and industry SME and follow up, if needed. Finally, SSC Atlantic hosted 23 industry days in 2017-2018. Industry days are another way SSC Atlantic communicates with industry partners that facilitates two way communications with the government and industry specific to a requirement. The two- way exchange and feedback at industry days have resulted in more efficiency in the contracting process.

A list of FY 19 planned outreach events is provided below:

Date	Event	Description
11 OCT 2018	Tidewater Association of Service Contractors (TASC)	Held in Norfolk, SSC LANT annual industry forum to exchange information on forecasted procurements and warfighter challenges

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7 Nov 2018	NDIA San Diego Chapter	Held in San Diego, SSC LANT Chief of Contracting Office Key Note Speaker.
4-6DEC 2018	CDCA Defense Summit	Held in Charleston, S.C., more than 1,000 government and industry leaders attend to discuss technology challenges. Presentations, demonstrations, and collaborative discussions include the full spectrum of defense technologies, with particular focus in the areas of C5ISR, information warfare and cyber security.
13-15FEB 2019	AFCEA/USNI WEST	San Diego-based conference focused on C5ISR in the sea services. It attracts high-level participation including CNO, CMC and secretary-level presenters. The Navy's Information Warfare community hosts a pavilion, one goal of which is to network with industry. SSC LANT supports matchmaking and providing information to SBs in booth format that attracts many small-business participants.
13-15FEB 2019	DON CIO WEST	Annual meeting about Navy IT policy and initiatives. Includes multiple opportunities for small businesses to interact with the Navy IT community. Held in conjunction with WEST.
6-8MAY 2019	Sea Air Space (Navy League)	Held in National Harbor, Md., SAS is the largest maritime exhibition in the United States, focusing on the range of naval activities. The Navy's Information Warfare community hosts a pavilion, one goal of which is to network with industry. One-on-ones between small business and Navy IT leaders are set up in a co-located, co-scheduled venue.
11 OCT 2018	Tidewater Association of Service Contractors (TASC)	Held in Norfolk, SSC LANT annual industry forum to exchange information on forecasted procurements and warfighter challenges
TBD (spring /summer/fall 2019)	Small Business and Industry Outreach Initiative (SBIOI)	Held in Charleston, S.C., more than 300 government and industry leaders attend to discuss SSC LANT Information Dominance requirements/forecasts, Presentations, and speed networking
TBD (summer 2019)	Department of the Navy Gold Coast	Held in San Diego, the purpose is to provide a forum to educate, guide, and assist businesses, especially small businesses, in working with the government, primarily the Department of Defense.
Ad hoc	Invitations to speak/participate in conferences or other events (NOLA and CHS)	Program and front office personnel participate in ad hoc fashion at relevant events that include small business engagement.
Ad hoc	One-on-One Meetings with the OSBP (NOLA and CHS)	Program offices accept requests to meet with Small Businesses whenever possible
Monthly	CDCA/AFCEA chapter lunch or happy hour	Include tailored presentations and networking opportunities.
Monthly	Women in Defense networking events	Include tailored presentations and networking opportunities.
Quarterly	Small Business Development Center (SBDC) - Doing Business with the Government	Provide training and information on doing business with SSC LANT Networking opportunities.
Quarterly	Technology Exchanges (TECH EX)	Exchange of information based on SSC LANT Technical Growth Areas. Includes presentations, one on one meetings and white paper submissions.

Similar small business outreach events will be attended/hosted in FY20

E. Efforts to publish and frequently update an accurate Long Range Acquisition Forecast (LRAF)

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In coordination with SPAWAR OSBP, SSC LANT publishes a bi-annual (May and November) future procurement opportunities. This information is posted in the overarching SPAWAR Long Range Forecast on the SPAWAR OSBP website and through SPAWAR e-Commerce. Information on future prime contractor small business opportunities, as of this report is as follows:

Upcoming FY19 – FY20 Procurements to Small Businesses				
Program	Contract Type	Estimated Contract Value / Planned Obligation	FY of Award	Set-Aside (Socio Economic Category)/ Sole Source
8(a) Incubator	*Multiple Award IDIQ*	*$99M/Unknown*	*FY 2019*	*8a Competitive*
Cyber Red Team and Operational Test Support	*Single Award IDIQ*	*$99M/Unknown*	*FY 2019*	*Service Disabled Veteran Owned Set Aside*
Cyber Mission Engineering Services	*Multiple Award IDIQ*	*$900M/Unknown*	*FY 2019*	*SB Reserve Component*
Management and Business Analytical Services	*Single Award IDIQ*	*$95M/Unknown*	*FY 2020*	*Competitive, Small Business Set Aside*
C4I Emergent Support	*Single Award IDIQ*	*$22M/Unknown*	*FY 2020*	*8a Sole Source*
Expeditionary Warfare Support	*Single Award IDIQ*	*$22M/Unknown*	*FY 2020*	*8a Sole Source*
C2ISR Emergent Support	*Single Award IDIQ*	*$22M/Unknown*	*FY 2020*	*8a Sole Source*
Command Operations Functional Support	*Single Award IDIQ*	*$90M/Unknown*	*FY 2020*	*SBSA- Socio Economic TBD*

Additionally, as previously noted, SSC LANT posts a quarterly forecast for all service actions over $250K to our public facing webpage and our e-commerce site. The forecast will be published monthly beginning calendar year 2019.

F. **Plans to award direct Phase III SBIR/STR awards.**

The Science and Technology competency has projected to review three Phase III SBIR awards, pending sponsor funding. The topics of the proposed Phase III awards are not yet available.

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HCA: SSC PAC
Date: 31 August 2018

Part I – Small Business Performance

A. Historical Small Business Obligations by Fiscal Year (FY)

Total Small Business

Fiscal Year	Actuals			
	SB Eligible $	SB Awards	SB (%)	SB Goal (%)
FY14	$872,174,597.35	$225,415,448.69	25.85%	26%
FY15	$952,645,625.75	$322,630,370.38	33.87%	26%
FY16	$1,181,434,710.01	$497,848,798.01	42.14%	26%
FY17	$1,142,592,431.47	$475,098,050.98	41.58%	26%
Total	$4,148,847,364.58	$1,520,992,668.06	36.66%	
4 Yrs Avg	$1,037,211,841.15	$380,248,167.02	36.66%	

Small Disadvantaged Business (SDB)

Fiscal Year	Actual		
	SDB $	SDB %	SDB Goal (%)
FY14	$60,516,551.06	6.94%	6.00%
FY15	$120,900,514.50	12.69%	6.30%
FY16	$240,862,335.02	20.39%	6.30%
FY17	$220,759,919.67	19.32%	6.30%
Total	$643,039,320.25	15.50%	
4 Yrs Avg	$160,759,830.06	15.50%	

Service-Disabled Veteran-Owned (SDVO)

Fiscal Year	Actual		
	SDVO $	SDVO %	SDVO Goal (%)
FY14	$22,957,812.37	2.63%	1.50%
FY15	$22,998,964.84	2.41%	1.80%
FY16	$50,205,624.45	4.25%	1.90%
FY17	$44,640,855.14	3.91%	1.90%
Total	$140,803,256.80	3.39%	
4 Yrs Avg	$35,200,814.20	3.39%	

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Women-Owned Small Business (WOSB)

Fiscal Year	Actual		
	WOSB $	WOSB %	WOSB Goal (%)
FY14	$36,790,534.48	4.22%	3.50%
FY15	$70,479,473.88	7.40%	3.80%
FY16	$125,424,621.11	10.62%	3.80%
FY17	$156,994,703.78	13.74%	3.80%
Total	$389,689,333.25	9.39%	
4 Yrs Avg	$97,422,333.31	9.39%	

Historically Underutilized Business Zone (HUBZone)

Fiscal Year	Actual		
	HUBZone $	HUBZone %	HUBZone Goal (%)
FY14	$11,381,416.21	1.30%	0.50%
FY15	$10,490,736.35	1.10%	0.80%
FY16	$71,409,110.87	6.04%	0.90%
FY17	$80,128,187.64	7.01%	0.90%
Total	$173,409,451.07	4.18%	
4 Yrs Avg	$43,352,362.77	4.18%	

B. Projected Small Business Obligations by FY

Fiscal Year	Projections			
	SB Awards	Total Awards	SB (%)	SB Goal (%)
FY18	$501,377,268.25	$1,319,413,863.82	38%	26.5%
FY19	$366,928,995.53	$1,358,996,279.74	27%	26.5%
FY20	$377,936,865.39	$1,399,766,168.13	27%	26.5%
Total	$1,246,243,129.17	$4,078,176,311.69		

Explanation: Projections were developed using FY17 accomplishments as a baseline. Future activity is anticipated to be commensurate with FY17 in most SSC Pacific business areas with one exception regarding US Strategic Command (STRATCOM). SSC Pacific has been providing command and control related acquisition and program management support to STRATCOM associated with the

establishment of a new STRATCOM headquarters facility at Offutt Air Force Base in Omaha, Nebraska. A significant portion of the STRATCOM acquisition work has been accomplished with small business concerns. SSC Pacific acquisition support for STRATCOM has begun to decline in FY18 relative to FY17, and is anticipated to significantly decline further in FY19 as the STRATCOM facility nears completion.

Part II - Execution

A. Efforts to Increase Small Business Participation and Identify New Requirements Suitable for Small Business Participation as a Prime or Subcontractor:

The policy of the SSC Pacific Contracts Department is to promote opportunities for small business participation as prime contractors whenever practicable. SSC Pacific has a strong record of meeting and exceeding small business participation goals. SSC Pacific employs a variety of techniques to accomplish market research during acquisition planning stages of new procurements. The Request for Information (RFI) or Sources Sought technique is commonly used when predecessor contracts have been unrestricted. The goal of the RFI is to understand small business capability and determine whether the acquisition strategy can incorporate incentives or requirements for small business participation. The Contracts Department works closely with the SSC Pacific Office of Small Business Programs (OSBP) and provides the OSBP an opportunity to review all RFIs prior to release. The results of RFI evaluations are also reviewed by the OSBP prior to finalization of an acquisition strategy. Through this process, SSC Pacific has been successful in employing small business focused acquisition strategies on many requirements that are either new or historically competed on an unrestricted basis.

B. Small Business Innovation Research (SBIR) / Small Business Technology Transfer (STTR):

SSC Pacific uses Procurement Planning and Strategy Meetings at the outset of each procurement in order to gain an understanding of the requirements and outline the key steps in the planning, solicitation, evaluation and award process. As a result of the PPSM SSC Pacific will use SBIR Phase III awards when identified to fulfill a technology gap.

C. Efforts to Streamline the Acquisition Process:

SSC Pacific has standardized many procurement documents and processes, awarded Center-wide contract actions, sought lower approval authorities, and implemented the acquisition authorities of the National Deference Authorization Act (NDAA) Section 233 Pilot Program.

D. Communication with Industry

SSC Pacific makes use of a wide variety of venues and opportunities to communicate with industry. The SPAWAR e-Commerce site, https://e-commerce.sscno.nmci.navy.mil/, is used to post information about upcoming procurements, industry days, requests for information (RFIs) used for market research, and the results of RFIs. When appropriate, acquisition specific industry days are held in coordination with the requirements offices. Broad-based industry days and conferences, such as the Navy Gold Coast Conference, and Small Business Roundtables are also leveraged as much as possible to exchange information with and obtain feedback from small businesses. It is SSC Pacific

policy that all offerors be provided an opportunity to receive a verbal debriefing, which are viewed as a valuable means to providing successful and unsuccessful offerors feedback on their proposals.

FY18 Small Business Outreach attended:

Date	Event	Description
24-25OCT 2017	NDIA Fall Defense and Industry Forum, to include the SPAWAR Small Business Round Table	Held in San Diego, this event included presentations and panels focused on small business issues.
6-8FEB 2018	AFCEA/USNI WEST	San Diego-based conference focused on C5ISR in the sea services. High-level participation included CNO, CMC and secretary-level presenters. The Navy's Information Warfare community hosted a pavilion, one goal of which was to network with industry.
21FEB 2018	SPAWAR Small Business Round Table	This Round Table included a discussion on Rapid Prototyping Strategy and Other Transaction Agreement (OTA).
8-10MAY 2018	AFCEA (San Diego) C4ISR Symposium	San Diego event focused on Command & Control, Communications, Computers and Networks, Cyber, ISR, Space and Expeditionary Warfare.
7-8AUG 2018	Department of the Navy Gold Coast	Held in San Diego, the purpose is to provide a forum to educate, guide, and assist businesses, especially small businesses, in working with the government, primarily the Department of Defense.
Quarterly	NDIA/SSC PAC Executive Forum	Held at SSC PAC to discuss topics of interest with industry.
Ad hoc	Invitations to speak/participate in conferences or other events	Participate in ad hoc fashion at relevant events that include small business engagement.

Ad hoc	Meetings with the Portfolio Council	Portfolio Council accept requests to meet with Small Businesses whenever possible
Monthly	Local NDIA/AFCEA chapter networking events	Include tailored presentations and networking opportunities.

FY19 Small Business Outreach:
Below is a list of small business outreach events that are planned in FY19.

Date	Event	Description
23-24OCT 2018	NDIA Fall Defense and Industry Forum	Held in San Diego, this event includes presentations and panels about key small business issues.
13-15FEB 2019	AFCEA/USNI WEST	San Diego-based conference focused on C5ISR in the sea services. It attracts high-level participation including CNO, CMC and secretary-level presenters. The Navy's Information Warfare community hosts a pavilion, one goal of which is to network with industry.
6-8MAY 2019	Sea Air Space (Navy League)	Held in National Harbor, Md., SAS is the largest maritime exhibition in the United States, focusing on a wide range of naval activities. The Navy's Information Warfare community hosts a pavilion, one goal of which is to network with industry. One-on-ones between small business and Navy IT leaders are set up in a co-located, co-scheduled venue.
TBD (summer 2019)	Department of the Navy Gold Coast	Held in San Diego, the purpose is to provide a forum to educate, guide, and assist businesses, especially small businesses, in working with the government, primarily the Department of Defense.

Ad hoc	Invitations to speak/participate in conferences or other events	Participate in ad hoc fashion at relevant events that include small business engagement.
Ad hoc	Meetings with the Portfolio Council	Portfolio Council accepts requests to meet with Small Businesses whenever possible
Monthly	Local NDIA/AFCEA chapter networking events	Include tailored presentations and networking opportunities.

Similar small business outreach events will be attended/hosted in FY20.

E. Planned Acquisitions

In coordination with SPAWAR OSBP, SSC PAC publishes a bi-annual (May and November) forecast of future procurement opportunities. This information is posted in the overarching SPAWAR Long Range Forecast on the SPAWAR OSBP website and through SPAWAR e-Commerce.

Information on future prime contractor small business opportunities, as of this report is as follows:

Contracting Office	Requirement Title	Anticipated Acquisition Strategy	Anticipated Vehicle Type	Anticipated Contract Type	Anticipated Total Value (Including Options)	Anticipated Award Date
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Special Projects and Electronic Systems Support	F&O SB Reservation	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Network Integrated Engineering Facility (NIEF Engineering)	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$100,000,000 - $250,000,000	FY 2018
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	SATCOM	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	METOC	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019

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N66001 - SPACE AND NAVAL WARFARE SYSTEMS	C4I systems engineering, analysis, and technical support to SSC Pacific. DOD CODE 532	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2018
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Analysis and Test Engineering Support DOD CODE 535	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2018
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	591 C4ISR Engineering Support Services DOD CODE 59	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	C2 Technologies & Capabilities DOD CODE 536	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Human System Integration	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	<$10,000,000	FY 2020
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	EPSE CODE 54	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2020
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	NIAPS and Navy 311	Small Business Set-Aside	DO/TO	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019

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N66001 - SPACE AND NAVAL WARFARE SYSTEMS	SSC Pacific Virtual Warehouse	Small Business Set-Aside	IDIQ	FFP (All Types)	>$10,000,000 - $50,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	United Kingdom Ocean Survey Vessel/Ocean Survey Program Survey System Ship rider and Depot Support Services / SSC PAC Code 5.2	Sole-Source	TBD	FFP (All Types)	>$5,000,000 - $10,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	GPS Engineering Support Services / SSC PAC Code 5.2	TBD	TBD	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Interoperable Communications Technical Assistance Program (ICTAP)	TBD	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2020
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	National Security / Emergency Preparedness - Dept. of Homeland Security - Office for Emergency Communication	TBD	IDIQ	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2020
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Enterprise Communication and Networks engineering support services (Code 551) / DON 5.5	TBD	IDIQ	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Marine Mammal Veterinarian Services / SSC PAC Code 7.1	TBD	DO/TO	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019

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N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Marine Mammal Systems (MMS) Support	TBD	TBD	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2020
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Marine Mammal Pens/Docks/Maintenance	TBD	TBD	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2020
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	C4ISR Information Assurance DOD CODE 538	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2018
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Engineering services and Lifecycle Support in support of SSC Pacific, C4ISR Programs Philadelphia DOD CODE 538	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Emerging Positioning, Navigation, and Timing (PNT) Technologies for C4ISR Applications / SSC PAC Code 5.2	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2018
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Engineering Support Services / SSC PAC Code 5.0E	TBD	DO/TO	Cost Reimbursable (All Types)	>$5,000,000 - $10,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Administrative Support Services / SSC PAC Code 8.0	TBD	DO/TO	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Information Technology Management / SSC Pacific Code 8.2	TBD	DO/TO	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019

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N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Cybersecurity (CS) / Information Assurance Technical Authority (IA TA) Cybersecurity Technical & Engineering Services	TBD	TBD	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Cyberspace Science, Research, Engineering and Technology Integration SSC Pacific Center wide Contract	TBD	IDIQ	Cost Reimbursable (All Types)	>$250,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Cyber and Network Security Engineering Services	Small Business Set-Aside	IDIQ	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2018
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Key Management Infrastructure	TBD	TBD	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Comprehensive Cyber Support Services	TBD	TBD	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Advanced Cyber Support Services	TBD	TBD	Cost Reimbursable (All Types)	>$50,000,000 - $100,000,000	FY 2019
N66001 - SPACE AND NAVAL WARFARE SYSTEMS	Cyber Defense	TBD	TBD	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019

For a comprehensive list of prime and subcontracting opportunities, see the SPAWAR long range acquisition forecast.

PEO: Command, Control, Communications, Computers and Intelligence (C4I) and Space Systems

Date: 31 August 2018

Summary: PEO C4I and PEO Space Systems work closely with the SPAWAR Office of Small Business Programs (OSBP) and follow the processes in their overarching strategy. This addendum is intended to document PEO C4I and PEO Space Systems' individual small business performance and our implementation of SPAWAR OSBP's processes.

PEO C4I and PEO Space Systems pursue the attainment of SPAWARSYSCOM small business prime contract goals, assess prime contractors for attaining and the exceeding subcontracting goals and encourage the transition of Small Business Innovation Research (SBIR) – funded technologies from development to production. The processes for accomplishing these objectives are provided in PEO C4I Memo dated 21 Apr 2015; subj. "Optimizing Small Business Participation in PEO C4I Program Procurements"; and reported to the leadership via the Quarterly PEO Small Business Reports, and Annual End of Year PEO Small Business Reports.

Part I – Small Business Performance

Historical Small Business (SB) and Other Than Small Business (OTSB) Obligations by Fiscal Year (FY)

Activity	FY16		FY17		*FY18	
	SB Dollars	OTSB Dollars	SB Dollars	OTSB Dollars	SB Dollars	OTSB Dollars
PEO C4I and PEO Space Systems	$101,738,738	$487,794,146	$134,505,484	$455,943,576	$90,098,446	$490,371,315

* Obligation amounts as of 7/24/2018.

Part II – Execution

A. Efforts to Increase Small Business Participation and Identify New Requirements Suitable for Small Business Participation as a Prime or Subcontractor:

For all procurements, PEO C4I and PEO Space Systems follow a common process for promoting small business:

- Document small business consideration in all acquisition strategies and acquisition plans.

- Assess small business participation in pre-award planning – this begins with the Pre-Procurement Strategy Meeting, which is required early in the solicitation planning.
- Ensure procurements are appropriately set aside for small businesses by conducting market research, to include Sources Sought and Request for Information.
- Ensure unrestricted solicitations contain a Small Business Utilization factor as part of the source selection evaluation criteria as depicted in DFARS 215.304(c)(i).
- Establish subcontracting goals based on market research results and/or historical data.
- The PEO and Program Offices' leadership team are available for one-on-one office visits with current and potential small business industry partners.
- The Deputy Program Manager for each Program Office is designated as the Small Business Advocate.
- The Director of Contracts tracks utilization of small businesses and reports it to the PEO leadership quarterly.
- Publish the annual PEO C4I and PEO Space Systems Small Business Report.
- Program Offices' provide monthly report of small business engagements to the PEO leadership.
- Coordinated Small Business Advocate Training for the DPMs in spring 2018, conducted by the SPAWAR Director OSBP.
- Coordinated Small Business Program Training for the Acquisition Workforce, scheduled for 23 August 2018, conducted by the SPAWAR Director OSBP.

B. Small Business Innovation Research (SBIR) / Small Business Technology Transfer (STTR):

PEO C4I and PEO Space Systems leadership encourages managers of acquisition programs and projects to use SBIR/STTR solicitations and other small business focused opportunities to address validated requirements gaps.

- These awards do not require funding from the acquisition program in early phases.
- Program leads can write SBIR/STTR topics that specifically address Program of Record requirements, within the SBIR/STTR guidelines.
- SBIR/STTR allows access to emerging technology solutions and providers.

During execution of awarded SBIR/STTR efforts, the Government points of contact leverage the vendor incentives inherent in the program.

- An effective Phase I result can lead to an immediate Phase II award, possibly with options.
- Awarded Phase I SBIR/STTRs can be leveraged for additional sole source Phase II awards.
- Companies with Phase II contracts are tracked in the Department of the Navy SBIR/STTR Transition Program (STP) portfolio, and are invited to participate in conferences where they can present to potential sponsors.
- Sole source Phase III awards can be issued based on completed Phase II efforts.

Below are the SBIR/STTR awarded in FY17 and FY18:

- Two SBIR Phase I, for Multi-Domain Data Management (MDDM)
- Two SBIR Phase I, for High Dynamic Range Multi-Carrier Amplifier (HDR MCA)
- Two SBIR Phase I, for Tunable Radio Frequency absorptive coating
- Four SBIR Phase I, for Rapidly Integrated Tactical Communications Payload
- One SBIR Phase I, for Cryogenic Cooling to Reduce Antenna Size for Multi-band Satellite Antenna Applications
- One SBIR Phase I, for Analysis Tools for Managing Commercial Off-The-Shelf (COTS) Obsolescence
- One SBIR Phase I, for Cellular Base Station for Low Earth Orbit Space Missions
- One SBIR Phase II, for Analysis Tools for Managing Commercial Off-The-Shelf (COTS) Obsolescence
- One SBIR Phase II, for Wideband Communications Enabled Through Shipboard Troposcatter
- One SBIR Phase II, for Minimized Space, Weight and Power Network Architecture Solution
- One SBIR Phase II, for Space Test Program Satellite-4 (STPSat-4)
- One SBIR Phase II.5, for Simple Profiler for Official Information Exchange
- One SBIR Phase III, for the Maintenance Figure of Merit (MFOM) Systems Project
- One STTR Phase I, for Novel Nanosat Payloads for Naval Weather Needs

C. Efforts to Streamline the Acquisition Process:

PEO C4I and PEO Space Systems continuously seek new ways to streamline the acquisition of products and services. As such, we adhere to the FY18 National Defense Authorization Act, Section 873, preference to use Other Transactions (OT) in the execution of science and technology and prototyping programs. Other Transaction Agreement (OTA) allows the Government to enter into transactions "other than" standard Government contracts, grants, and cooperative agreements. OTAs enable the Navy to expeditiously access innovative technologies from non-traditional defense contractors or small businesses.

In FY17 PEO C4I, via the Defense Innovation Unit Experimental (DIUx), awarded an OTA for Commercial Solution Offering Hardened Network Defense. In June 2018, SPAWAR Systems Center Atlantic awarded a $100M three year, Information Warfare Research Project (IWRP) OT consortium. The IWRP OT consortium was established to focus on innovation, rapid prototyping, and fleet fielding through collaboration with non-traditional industry partners.

As of this report, many PEO C4I and PEO Space Systems programs are exploring the use of OTA to procure prototypes via the IWRP OTA or other DoD OTAs (e.g., Air Force C4ISR, Army C5, DIUx).

D. Communication with Industry

FY18 Small Business Outreach

Date	Event	Description
24-25OCT 2017	NDIA Fall Defense and Industry Forum, to include the SPAWAR Small Business Round Table	Held in San Diego, this event included presentations and panels about key PEO C4I and Space System issues as well as a Meet the DPMs event focused on small business.
26OCT 2017	PMW 160 Industry Day	PMW 160 shared its current technological state, vision and challenges of the future and to provide an open forum to Industry.
5-8DEC 2017	CDCA Defense Summit	Held in Charleston, S.C., it had presentations, demonstrations, and collaborative discussions include the full spectrum of defense technologies, with particular focus in the areas of C5ISR, information warfare and cyber security.
6-8FEB 2018	AFCEA/USNI WEST	San Diego-based conference focused on C5ISR in the sea services. High-level participation included CNO, CMC and secretary-level presenters. The Navy's Information Warfare community hosted a pavilion, one goal of which was to network with industry. The PEOs held a Meet the PMs event with dozens of small business participants.
6-8FEB 2018	DON CIO WEST	Annual meeting about Navy IT policy and initiatives. Included multiple opportunities for small businesses to interact with the Navy IT community.

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21FEB 2018	SPAWAR Small Business Round Table	This Round Table included a discussion on Rapid Prototyping Strategy and Other Transaction Agreement (OTA).
7MAR 2018	PMW/A 170 Industry Day	For Battle Force Tactical Network program.
23-25APR 2018	DON CIO East	Annual meeting about Navy IT policy and initiatives. Includes multiple opportunities for small businesses to interact with the Navy IT community. Held in Norfolk, Va.
9-11APR 2018	Sea Air Space (Navy League)	Held in National Harbor, Md., SAS is the largest maritime exhibition in the United States, focusing on the range of naval activities. The Navy's Information Warfare community hosted a pavilion, one goal of which was to network with industry. One-on-ones between small business and Navy IT leaders were set up in a co-located, co-scheduled venue.
8-10MAY 2018	AFCEA (San Diego) C4ISR Symposium	San Diego event focused on Command & Control, Communications, Computers and Networks, Cyber, ISR, Space and Expeditionary Warfare.
6JUN 2018	PMW 130 Industry Day	PMW 130 provided information on its product lines: Crypto and Key Management, Network Security, and Cyber Analytics.
7-8AUG 2018	Department of the Navy Gold Coast	Held in San Diego, the purpose is to provide a forum to educate, guide, and assist businesses, especially small businesses, in working with the government, primarily the Department of Defense.

Ad hoc	Invitations to speak/participate in conferences or other events	Program and front office personnel participate in ad hoc fashion at relevant events that include small business engagement.
Ad hoc	One-on-One Meetings with the Program Offices	Program offices accept requests to meet with Small Businesses whenever possible
Monthly	Local NDIA/AFCEA chapter networking events	Include tailored presentations and networking opportunities.
Monthly	Women in Defense networking events	Include tailored presentations and networking opportunities.
Monthly	SDMAC breakfast meetings	Networking opportunities.

FY19 Small Business Outreach:
Below is a list of small business outreach events that are planned in FY19.

Date	Event	Description
1QFY19	PMW 130 Classified (Secret) Industry Day	PMW 130 higher level classification Industry Day similar to the one in FY18.
23-24OCT 2018	NDIA Fall Defense and Industry Forum	Held in San Diego, this event includes presentations and panels about key PEO C4I and Space System issues as well as a Meet the DPMs event focused on small business.
25OCT 2018	PMW 160 Industry Day	The Navy's Tactical Network Program Office is hosting an industry day with overarching information about ways for business to support the office's efforts. The event will be held in San Diego in conjunction with the Fall Defense and Industry Forum
4-6DEC 2018	CDCA Defense Summit	Held in Charleston, S.C., more than 1,000 government and industry leaders attend to discuss technology challenges. Presentations, demonstrations, and collaborative discussions

		include the full spectrum of defense technologies, with particular focus in the areas of C5ISR, information warfare and cyber security.
13-15FEB 2019	AFCEA/USNI WEST	San Diego-based conference focused on C5ISR in the sea services. It attracts high-level participation including CNO, CMC and secretary-level presenters. The Navy's Information Warfare community hosts a pavilion, one goal of which is to network with industry. The PEOs hold a Meet the PMs event, which attracts many small-business participants.
13-15FEB 2019	DON CIO WEST	Annual meeting about Navy IT policy and initiatives. Includes multiple opportunities for small businesses to interact with the Navy IT community. Held in conjunction with WEST.
APR 2019	DON CIO East	Annual meeting about Navy IT policy and initiatives. Includes multiple opportunities for small businesses to interact with the Navy IT community. Held at an East Coast location.
6-8MAY 2019	Sea Air Space (Navy League)	Held in National Harbor, Md., SAS is the largest maritime exhibition in the United States, focusing on the range of naval activities. The Navy's Information Warfare community hosts a pavilion, one goal of which is to network with industry. One-on-ones between small business and Navy IT leaders are set up in a co-located, co-scheduled venue.

MAY 2019	AFCEA (San Diego) C4ISR Symposium	San Diego event focused on Command & Control, Communications, Computers and Networks, Cyber, ISR, Space and Expeditionary Warfare.
TBD (spring/summer 2019)	Tentative PEO C4I and Space Systems Industry Day	Focused on the needs of the PEO front office and all program offices and how industry can be involved. Two-way dialogue and one-on-one sessions to be included.
TBD (summer 2019)	Department of the Navy Gold Coast	Held in San Diego, the purpose is to provide a forum to educate, guide, and assist businesses, especially small businesses, in working with the government, primarily the Department of Defense.
Ad hoc	Invitations to speak/participate in conferences or other events	Program and front office personnel participate in ad hoc fashion at relevant events that include small business engagement.
Ad hoc	One-on-One Meetings with the Program Offices	Program offices accept requests to meet with Small Businesses whenever possible
Monthly	Local NDIA/AFCEA chapter networking events	Include tailored presentations and networking opportunities.
Monthly	Women in Defense networking events	Include tailored presentations and networking opportunities.
Monthly	SDMAC breakfast meetings	Networking opportunities.

Similar small business outreach events will be attended/hosted in FY20.

E. Planned Acquisitions

In coordination with SPAWAR OSBP, PEO C4I and PEO Space Systems publish bi-annual (May and November) future procurement opportunities. This information is posted in the overarching SPAWAR Long Range Forecast on the SPAWAR OSBP website and through SPAWAR e-Commerce. Information on future prime contractor small business opportunities, as of this report is as follows:

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PMW	Requirement Title	Associated Program	Anticipated Contract Type	Anticipated Total Value (Including Options)	Anticipated Award Date	Anticipated Acquisition Strategy	Contracting Office
PEO C4I Front Office	PEO C4I FRONT OFFICE SUPPORT SERVICES	PEO C4I Support Services	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2020	TBD	SPAWAR
PEO C4I	Financial Management Support Services	PEO C4I Enterprise	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019	Small Business Set-Aside	SPAWAR
PMW 130	CND Small Form Factor Fly Away Kits (CSF3AK)	PMW 130 SHARKCAGE	Other (See Comments Or Special Requirements in Column AM)	Below $5,000,000	FY 2018	8(a) Sole Source	SPAWAR
PMW 146	System Engineering Support Services for PEO Space Systems	PEO Space Systems	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2018	Small Business Set-Aside	SPAWAR
PMW 150	C2PS Spares Contract	C2P	FFP (All Types)	>$10,000,000 - $50,000,000	FY 2019	Small Business Set-Aside	SPAWAR
PMW 150	LOGISTICS SUPPORT	Support Services	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019	Small Business Set-Aside	SPAWAR
PMW 170	Navy Multiband Terminal - PEO C4I PMW/A 170	NMT	TBD	>$50,000,000 - $100,000,000	FY 2020	TBD	SPAWAR
PMW 170	LOGISTICS SUPPORT / PEO C4I PMW 170	Support Services	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2021	Small Business Set-Aside	SPAWAR
PMW 740	C4I Integrated International Solutions (CIIS) follow-on	PMW 740	Other (See Comments Or Special Requirements in Column AM)	>$50,000,000 - $100,000,000	FY 2020	Small Business Set-Aside	SPAWAR
PMW 740	Communications Security (COMSEC) Accounting / Special Inventory	PMW 740	TBD	>$10,000,000 - $50,000,000	FY 2019	TBD	SPAWAR

	Manager Support Services						
PMW 740	Integrated International Support Services (IISS) / PEO C4I PMW 740	PMW 740 Enterprise	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2019	Small Business Set-Aside	SPAWAR
PMW 760	Installation, Integration and Engineering Services / PEO C4I PMW 760	PMW 760	Cost Reimbursable (All Types)	>$10,000,000 - $50,000,000	FY 2021	Small Business Set-Aside	SPAWAR
PMW 790	ANB S/W Renewal	MOC In The Middle	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	MOC In The Middle H/W Procurement / PEO C4I PMW 790	MOC In The Middle	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	MWS Tech Refresh H/W Procurement/MOC In The Middle / PEO C4I PMW 790	MOC In The Middle	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	NAVMACS Procurement/ PEO C4I PMW 790	Various	FFP (All Types)	>$10,000,000 - $50,000,000	FY 2019	TBD	SPAWAR
PMW 790	Juniper HW Warranty Renewals / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	FireEye SW (VSE, STACC) / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	VEEAAM SW Renewal / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	IXIA SW Renewal / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	IP Switch SW Renewal / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	Edge SW Renewal / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2018	TBD	SPAWAR

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PMW 790	NetApp HW Renewal / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	Juniper HW Warranty Renewals / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	Dell Brocade SW Renewal/ PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	Quest Renewal/ PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	Citrix Renewal / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR
PMW 790	Juniper HW Warranty Renewals / PEO C4I PMW 790	Various	FFP (All Types)	Below $5,000,000	FY 2019	TBD	SPAWAR

For a comprehensive list of prime and subcontracting opportunities, see the SPAWAR long range acquisition forecast.

Appendix C - PEO EIS Addendum

PEO: Enterprise Information Systems (EIS)

Date: 31 August 2018

Summary: PEO EIS works closely with the SPAWAR Office of Small Business Programs (OSBP) and follow the processes in their overarching strategy. This addendum is intended to document PEO EIS' individual small business performance and our implementation of SPAWAR OSBP's processes.

PEO EIS aggressively pursues the attainment of SPAWARSYSCOM small business prime contract goals, reward prime contractors for attaining and the exceeding negotiated subcontracting goals and encourage the transition of Small Business Innovation Research (SBIR) – funded technologies from development to production.

Part I – Small Business Performance

Historical Small Business Obligations by Fiscal Year (FY)

Activity	FY16		FY17		*FY18	
	SB Dollars	OTSB Dollars	SB Dollars	OTSB Dollars	SB Dollars	OTSB Dollars
PEO EIS	$123.5M	$508.0M	$103.2M	$421.1M	$130.6M	$334.3M

* Obligation amounts as of 6/30/2018.

Part II – Execution

A. Efforts to Increase Small Business Participation:

For all procurements, PEO EIS follows a common process for promoting small business:

- Document small business consideration in all acquisition strategies and acquisition plans.
- Assess small business participation in pre-award planning – this begins with the Pre-Procurement Strategy Meeting, which is required early in the solicitation planning.
- Ensure procurements are appropriately set aside for small businesses by conducting market research, to include Sources Sought and Request for Information.
- Ensure unrestricted solicitations contain a Small Business Utilization factor as part of the source selection evaluation criteria as depicted in DFARS 215.304(c)(i).
- Establish subcontracting goals based on market research results and/or historical data.
- The PEO and Program Offices' leadership team are available for one-on-one office visits with current and potential small business industry partners.
- The Deputy Program Manager for each Program Office is designated as the Small Business Advocate.

- The Director of Contracts tracks utilization of small businesses and reports it to the PEO leadership quarterly.
- The Director of Contracts provides the small business companies and info to the PEO EIS PMOs on a routine basis.
- Program Offices' provide monthly report of small business engagements to the PEO leadership.
- Coordinated Small Business Advocate Training for the DPMs in spring 2018, conducted by the SPAWAR Director OSBP.
- Coordinated Small Business Program Training for the Acquisition Workforce, scheduled for 23 August 2018, conducted by the SPAWAR Director OSBP.

B. Small Business Innovation Research (SBIR) / Small Business Technology Transfer (STTR) Outreach:

PEO EIS leadership encourages managers of acquisition programs and projects to use SBIR/STTR solicitations and other small business focused opportunities to address validated requirements gaps.

- These awards do not require funding from the acquisition program in early phases.
- Program leads can write SBIR/STTR topics that specifically address Program of Record requirements, within the SBIR/STTR guidelines.
- SBIR/STTR allows access to emerging technology solutions and providers.

During execution of awarded SBIR/STTR efforts, the Government points of contact leverage the vendor incentives inherent in the program.

- An effective Phase I result can lead to an immediate Phase II award, possibly with options.
- Awarded Phase I SBIR/STTRs can be leveraged for additional sole source Phase II awards.
- Companies with Phase II contracts are tracked in the Department of the Navy SBIR/STTR Transition Program (STP) portfolio
- Sole source Phase III awards can be issued based on completed Phase II efforts.

PEO EIS awarded SBIR/STTR efforts in FY17 and FY18 with the PMW 240 & PMW 250 DONTRACKER and Mobile Apps.

C. Efforts to Streamline the Acquisition Process:

PEO EIS continuously seek new ways to streamline the acquisition of products and services. As such, we are evaluating appropriate uses of the FY18 National Defense Authorization Act, Section 873, preference to use Other Transactions (OT) in the execution of science and technology and prototyping programs. Other Transaction Agreement (OTA) allows the Government to enter into transactions "other than" standard Government contracts, grants, and cooperative agreements.

As of this report, PEO EIS is exploring the use of OTA to procure prototypes via the IWRP OTA.

D. Communication with Industry

FY18 Small Business Outreach

Oct 3	AFCEA NOVA Naval IT Day – Crystal City	Presentations
Oct 23-25	NDIA Fall Forum – San Diego	Presentations
Nov 2	AFCEA NOVA Small Business IT Day – Fairfax	Presentation and matching sessions
Dec 5	Women in Defense – Charleston	Presentations, exhibiting and ad hoc 1-on-1 sessions
Dec 6-8	CDCA Defense Summit – Charleston*	Presentations, exhibiting and ad hoc 1-on-1 sessions
Feb 6-9	AFCEA/DON IT West - San Diego*	Presentations, exhibiting, matching sessions and ad hoc 1-on-1 sessions
Feb 13	Federal Networks 2017 - Falls Church	Presentations, exhibiting, matching sessions and ad hoc 1-on-1 sessions
Mar 7	GovLoop Cloud and Cyber Combine to Protect Gov Data – DC	Presentation
Apr 9-11	Sea Air Space - National Harbor*	Presentations, exhibiting, matching sessions and ad hoc 1-on-1 sessions
Apr 23-25	AFCEA/DON IT East – Norfolk* (Participated in SB Matching session)	Presentations, exhibiting, matching sessions and ad hoc 1-on-1 sessions
May 22 & 30	Federal Executive Forum – Cloud Computing in Government – DC; Radio Program (22 May) and Webinar (30 May)	Recorded program used for radio and webinar
Jun 13	Potomac Officers Club – Navy Forum: Agility, Adaptability, & Resilience – Falls Church	Presentation and ad hoc 1-on-1 sessions
Jul 24 & 31	Federal Executive Forum – Mobility Solutions in Government – DC; Radio Program (24 July) and Webinar (31 July)	Recorded program used for radio and webinar
Aug 6-9	NDIA Navy Gold Coast Small Business Procurement Event- San Diego*	Presentations, matching sessions, ad hoc 1-on-1 sessions

* Annual multi-day, multi-faced conferences which include presenting in the exhibit area, multiple presenters and one-on-one sessions.

FY19 Small Business Outreach:

Appendix C - PEO EIS Addendum

Below is a list of small business outreach events that are planned in FY19.

Oct 1	AFCEA NOVA Naval IT Day – Crystal City
Oct 23-24	NDIA Fall Forum – San Diego
Nov 8	AFCEA NOVA Small Business IT Day – Fairfax
Dec 4-6	CDCA Defense Summit – Charleston*
Feb 13-15	AFCEA/DON IT West - San Diego*
May 6-8	Sea Air Space - National Harbor*
Apr TBD	AFCEA/DON IT East – Norfolk*
Aug TBD	NDIA Navy Gold Coast Small Business Procurement Event- San Diego*

* Annual multi-day, multi-faced conferences which include presenting in the exhibit area, multiple presenters and one-on-one sessions

Similar small business outreach events will be attended/hosted in FY20.

E. Planned Acquisition

In coordination with the SPAWAR OSBP, and PEO EIS publish bi-annual (May and November) future procurement opportunities. This information is posted in the overarching SPAWAR Long Range Forecast on the SPAWAR OSBP website and through SPAWAR e-Commerce. Information on future prime contractor small business opportunities, as of this report is as follows:

Contracting Office	Requirement Title	Associated Program	Anticipated Acquisition Strategy	Anticipated Vehicle Type	Anticipated Total Value (Including Options)	Anticipated Award Date Fiscal Year Quarter
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	SLDCADA Re-compete	PMW 220	Small Business Set-Aside	IDIQ	>$50,000,000 - $100,000,000	FY 2019
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	ONE-NET Bridge: OCONUS IT Services	PMW 205	Sole-Source	IDIQ	>$50,000,000 - $100,000,000	FY 2019
N00039 - SPACE AND NAVAL	Integrator Assessor and IBR	PMW 205	Other (See Comments Or Special Requirements	TBD	Below $5,000,000	FY 2018

WARFARE SYSTEMS			in Column AM)			
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Document Destruction Services	PMW 205	Small Business Set-Aside	FSS	Below $5,000,000	FY 2019
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Program Management Office Implementation, Data Management and Technical Support	PMW 220	8(a) Sole Source	TBD	Below $5,000,000	FY 2018
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	PEO EIS Contractor Support Services	PEO EIS	Small Business Set-Aside	DO/TO	>$50,000,000 - $100,000,000	FY 2019
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Program and Financial Management Services	PEO EIS	Sole-Source	TBD	Below $5,000,000	FY 2018
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Network Operation stools Assessments, Strategy, and Implementation	PMW 205	8(a) Sole Source	TBD	Below $5,000,000	FY 2018
N00039 - SPACE AND NAVAL WARFARE SYSTEMS	Pilot and Prototyping for Navy Maritime Maintenance Enterprise Solution - Technical Refresh (NNMES-TR)	PMS 444	8(a) Sole Source	IDIQ	>$10,000,000 - $50,000,000	FY 2018

For a comprehensive list of prime and subcontracting opportunities, see the SPAWAR long range acquisition forecast.

Appendix D - MIDS Addendum

PEO: PMA/PMW-101 Multifunctional Information Distribution System (MIDS)

Date: 31 August 2018

Summary: PMA/PMW-101 works closely with the SPAWAR Office of Small Business Programs (OSBP) and follows the processes in their overarching strategy. This addendum is intended to document PMA/PMW-101's individual small business performance and our implementation of SPAWAR OSBP's processes.

Part I – Small Business Performance

Historical Small Business Obligation by Fiscal Year (FY)

Activity	FY15		FY16		FY17		FY18*	
	SB Dollars	OTSB[1] Dollars	SB Dollars	OTSB Dollars	SB Dollars	OTSB Dollars	SB Dollars	OTSB Dollars
PMA/PMW-101	$7.9M	$205M	$10.1M	$475.9M	$10.6M	$391.9M	$10.5M	$300.8M

*Obligation amounts as of 8/14/2018.

Part II – Execution

A. Efforts to Increase Small Business Participation:

For all procurements, PMA/PMW-101 follow a common process for promoting small business:

- Document small business consideration in all acquisition strategies and acquisition plans.
- Assess small business participation in pre-award planning – this begins with the Pre-Procurement Strategy Meeting, which is required early in the solicitation planning.
- Ensure procurements are appropriately set aside for small businesses by conducting market research, to include Sources Sought and Request for Information.

PMA/PMW-101 currently has three small business support services contracts/orders for Systems Engineering and Testing Authority (SETA), Foreign Military Sales (FMS), and Program Management Office (PMO) Support Services. The SETA Support Services follow-on acquisition is anticipated to begin in FY2020.

PMA/PMW-101 also encourages the transition of Small Business Innovation Research (SBIR) – funded technologies from development to production.

B. Small Business Innovation Research (SBIR) / Small Business Technology Transfer (STTR) Outreach:

PMA/PMW-101 leadership encourages managers of acquisition programs and projects to use SBIR/STTR solicitations and other small business focused opportunities to address validated requirements gaps.

- These awards do not require funding from the acquisition program in early phases.
- Program leads can write SBIR/STTR topics that specifically address Program of Record (PoR) requirements, within the SBIR/STTR guidelines.
- SBIR/STTR allows access to emerging technology solutions and providers.

During execution of awarded SBIR/STTR efforts, the Government points of contact leverage the vendor incentives inherent in the program.

- An effective Phase I result can lead to an immediate Phase II award, possibly with options.
- Awarded Phase I SBIR/STTRs can be leveraged for additional sole source Phase II awards.
- Companies with Phase II contracts are tracked in the Department of the Navy SBIR/STTR Transition Program (STP) portfolio, and are invited to participate in conferences where they can present to potential sponsors.
- Sole source Phase III awards can be issued based on completed Phase II efforts.

Awarded PMA/PMW-101 SBIR/STTR efforts:

- Enhanced Channel Emulator
- Reduced Form Factor Power Amplifier
- Miniaturized Robust Timing Reference
- SCA/JTEL T&E Enhancements
- Four SBIR Phase I efforts for MIDS Cooling Initiatives
- Live Application Trafficking Injection

Leveraged USAF SBIR efforts:

- Cognitive Airborne Communications with RF Interference Mitigation and Anti-Jam Capabilities
- Miniaturization Link 16 Device
- Mobile and Cloud-enabled Hotspot for Expeditionary Tactical Environments (MACHETE)
- Robust Over-the-horizon Assured Communications for High-frequency (ROACH)

Currently, plans to award direct phase II SBIR/STTR awards are unknown.

PMA/PMW-101 has established a 75% goal for transition to support of PoR related activities on Modeling and Simulation (M&S) and Testing facilities to improve M&S capabilities and expedite Verification and Validation (V&V) related activities as well as transition through our Prime vendors.

C. Efforts to Streamline the Acquisition Process:

PMA/PMW-101 implements early risk mitigation activates (MIDS JTRS TRL 6 prototype efforts) to mature key technologies reducing cost, schedule, and acquisition related development, testing, integration, and transition of "game changing technologies" to the fleet.

D. Specific Actions to Increase Small Business Subcontracting Opportunities to Include Evaluating Small Business Participation in Competitive Source Selections and Incentivizing Small Business Subcontracting When Appropriate:

- Large Business primes are incentivized to meet Small Business SPAWAR goals per the requirements of the MIDS LVT contracts.
  - Small Business commitment to SPAWAR requirements is assessed in every production lot buy decision.
  - Contract requires vendors to seek out small businesses for Material buys under production Delivery Orders (DOs).
- Ensure unrestricted solicitations contain a Small Business Utilization factor as part of the source selection evaluation criteria as depicted in DFARS 215.304(c)(i).
- Establish subcontracting goals based on market research results and/or historical data.
- Evaluation of MIDS large business prime contractor's utilization of small business is conducted annually in their Contract Performance Assessment Reporting System.
- Provide opportunities for vendors to bring IR&D technologies developed with small businesses through the development efforts.

E. Communication with Industry

1. PMA/PMW-101 is involved with multiple SBIR Science and Technology efforts. In addition, the MIDS Program Office has or will be involved in the following Small Business and SBIR/STTR outreach events.

Date	Event	Description
13-15FEB 2019	AFCEA/USNI WEST	San Diego-based conference focused on C5ISR in the sea services. Includes discussions, leadership presentations and networking opportunities on topics of contracting, technology, and small business.
Spring 2019	Forum for SBIR/STTR Transition	Annual meeting that provides a forum for matching Department of the Navy (DON) needs with SBIR/STTR solutions.
TBD (summer 2019)	Department of the Navy Gold Coast	Annual meeting that provides a forum to educate, guide, and assist businesses, especially small businesses, in working with the Government, primarily the Department of Defense.
Ad Hoc	Services SBIR/STTR related activities	Monthly meeting to include special presentations and networking opportunities.

Similar Small Business events will be hosted/attended in FY20.

F. Planned Acquisition

In coordination with the SPAWAR OSBP, PMA/PMW-101 publishes bi-annual (May and November) future procurement opportunities. Information on future prime contractor small business opportunities, as of this report is as follows:

Appendix D - MIDS Addendum

Progam	Requirement Title	Anticipated Contract Type	Anticipated Total Value (Including Options)	Anticipated Award Date	Anticipated Acquisition Strategy	Contracting Office
PMA/ PMW-101	Systems Engineering and Technical Authority (SETA)	CPFF	>$10,000,000 - $50,000,000	FY 2020	Service Disabled Veteran Owned Small Business Set-Aside	SPAWAR