SPAWAR ®

SPAWAR / PEO C4I / PEO EIS
PEO SPACE SYSTEMS
SMALL BUSINESS PROGRAM
FACT SHEET

http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx

SMALL BUSINESS PROGRAM TEAM	SPAWAR OVERVIEW

SMALL BUSINESS PROGRAM TEAM

SPAWAR Headquarters

Ms. Faye Esaias, Director for Small Business
Email: faye.esaias@navy.mil

Ms. Angela King, Deputy for Small Business
Email: angela.king@navy.mil

Ms. Mary Lake, Deputy for Small Business
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Mr. Mark McLain, Deputy for Small Business
Email: mark.mclain@navy.mil

Phone: (619) 524-7701
Fax: (619) 221-5521

SPAWAR Systems Center Pacific - Vacant

Phone: (619) 553-4327

SPAWAR Systems Center Atlantic

Ms. Robin Rourk, Deputy for Small Business
Email: robin.rourk@navy.mil

Mr. Timothy Wiand, Deputy for Small Business
Email: timothy.wiand@navy.mil

Phone: (843) 218-5167
Fax: (843) 218-5912

SPAWAR Systems Center Atlantic- New Orleans

Ms. Ida Lirette, Deputy for Small Business
Email: ida.lirette@navy.mil

Phone: (504) 697-5599
Fax: (504) 697-5622

SPAWAR OVERVIEW

SPAWAR delivers information warfare and cyber capabilities to the Fleet and is the Navy's technical authority and acquisition command for command, control, communications, computers, intelligence, surveillance and reconnaissance (C4ISR), business information technology and space systems.

SPAWAR develops, buys, installs and integrates information warfare and cyber capabilities for the Fleet and other Navy partners. SPAWAR and partner Program Executive Offices (PEOs) support the entire acquisition lifecycle of C4ISR products and services.

The command is comprised of diverse PEOs, directorates and field activities. It is uniquely composed to deliver information warfare and cyber capabilities to the Navy, the Department of Defense and other government agencies:

- SPAWAR Headquarters (San Diego, Calif.)
- PEO C4I (San Diego, Calif.)
- PEO Space Systems (San Diego, Calif.)
- PEO Enterprise Information Systems (Arlington, Va.)
- SPAWAR Systems Center Pacific (San Diego, Calif.)
- SPAWAR Systems Center Atlantic (Charleston, S.C.)

FLEET SUPPORT: Best Value Programs (Examples only)
Navy's C4I Provider
- Move to one provider of common C4I equipment across the Fleet - for both new construction and equipment overhaul

CANES - Consolidated Afloat Network and Enterprise Services
- Will achieve an open, agile, flexible and affordable architecture that is the cornerstone for the Navy's tactical afloat network

Design Budget Strategy
- Provides current C4I equipment later in construction period benefiting the Fleet by avoiding "rip out and replacement" prior to first deployment

MUOS - Mobile User Objective System
- Next generation satellite communication system that provides mobile users with higher data rates and improved operational availability

Bandwidth Improvement
- Commercial Broadband Satellite Program

Statement A: Approved for public release, distribution is unlimited (20 JULY 2016)

HOW TO DO BUSINESS WITH SPAWAR

Visit our website to view current and future business opportunities: https://e-commerce.sscno.nmci.navy.mil Select from the left side of the main menu, one of three SPAWAR buying offices:

- Headquarters
- SSC Pacific
- SSC Atlantic

Acquisitions for the PEO are included on the SPAWAR Headquarters website.

Market Surveys & Future Opportunities – View "Sources Sought Notices," "Pre-Solicitation Notices," "Request for Information," or "Draft Solicitations". Sources Sought Notices are requests for capability statements evaluated for purposes of determining the level of competition available. Results from these notices are frequently used to determine the possibility for an 8(a), HUBZone, Service Disabled Veteran Owned, Women Owned Small Business, or small business set-aside. Be sure to "**Subscribe**" to any opportunity you would like to electronically track. When you subscribe you will automatically be added to the "Bidders' List."

Open Solicitations – View current solicitations including the statement of work. You may also view the electronic "Prospective Bidders List" for a solicitation to locate teaming partners or points of contact for subcontracting opportunities. The list will include all those who have subscribed to the solicitation.

Simplified Acquisitions (SAP) – View supply or service acquisitions with an anticipated dollar value between $3,500 and $150,000. These purchases are normally reserved for small business concerns.

Closed Solicitations – View solicitations that have closed and are currently under "Evaluation."

Awarded Contracts – View contracts that have been awarded, look for subcontracting opportunities.

i-Services:
Subscription Services - You may choose to anonymously browse our website. However, we also offer "Solicitation Subscription" services to notify you by email when SPAWAR solicitations are updated (e.g. issuance of Amendments to solicitations, messages regarding Pre-Solicitation Conferences, issuance of Statement of Work and other associated data, etc.). NOTE: The government makes no guarantee of email notification. Visit the site frequently.

Registered Users - You must be a registered user to ask questions and submit electronic proposals on-line. On-line proposals are protected by 128-bit Secure Socket Layer encryption and may be viewed only by the contract specialist, contracting officer and author.

News: - On the e-commerce welcome page, look at the "news" for announcements such as industry days, small business events and contracting information.

FREQUENTLY ASKED QUESTIONS

What do I need to do to get started?
Visit the Department of Navy Office of Small Business Programs (OSBP) and the SPAWAR OSBP websites for helpful information. http://www.donhq.navy.mil/OSBP/ http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx

What other resources are available to me?
- SPAWAR Small Business Office Team – We operate as the SPAWAR advocate for small business and we offer one-on-one counseling. See page 1 for contact information.
- Small Business Administration Office http://www.sba.gov
- Procurement Technical Assistance Centers http://aptac-us.org/new/ or call (619)285-7020
- Small Business Development Center – North San Diego County http://www.sandiegosmallbiz.com/ or call (760)765-8740

Where do I find more information about SEAPORT-ENHANCED (Seaport-e)?
The official website http://www.seaport.navy.mil will be the home of all Official SeaPort Enhanced Rolling Admissions information, including the Solicitation, industry briefs, and other notices to industry. Please check the website frequently for the latest information.

Does SPAWAR participate in the Small Business Innovative Research (SBIR) Program?
Yes, go to http://www.navysbir.com/pm-poc.htm for a list of SBIR program managers. All DoD SBIR/STTR solicitations are available in electronic format ONLY at http://www.acq.osd.mil/sadbu/sbir https://www.zyn.com (Sign up for newsletter) http://www.navysbir.com/selections.htm

Need information about SPAWAR's Robotic Program?
Information about SPAWAR's robotic and unmanned vehicle program can be found on our website at: http://www.spawar.navy.mil/robots/

What is System for Award Management (SAM.gov)?
SAM is a federal government owned and operated free website that consolidates the capabilities in CCR/FedReg, ORCA and EPLS. Future phases of SAM will add the capabilities of other systems used in federal procurement and awards processes. Additional information, such as a full user guide, quick start guides, helpful hints and webinars are available on the SAM HELP tab.

FEDERAL Service Desk URL: http://www.FSD.gov

SOUTHERN CALIFORNIA REGION SMALL BUSINESS TEAM

TEAM MEMBER	ORGANIZATION	CONTACT INFO	EMAIL/ WEB SITE	MISSIONS
Faye Esaias Director Small Business Programs	Space and Naval Warfare Systems Headquarters (SPAWAR HQ)	(619) 524-7701	faye.esaias@navy.mil http://www.public.navy.mil/	Develops, delivers and sustains communications and information capabilities for warfighters
Angela King Deputy, OSBP	SPAWAR HQ	(619) 524-7701	angela.king@navy.mil http://www.public.navy.mil/	See above
Mary Lake Deputy, OSBP	SPAWAR HQ	(619) 524-7701	mary.lake@navy.mil http://www.public.navy.mil/	See above
Mark McLain Deputy, OSBP	SPAWAR HQ	(619) 524-7701	mark.mclain@navy.mil http://www.public.navy.mil/	See above
Vacant Deputy Director OSBP	Space and Naval Warfare Systems Center, Pacific	(619) 553-4327	http://www.public.navy.mil/ SPAWAR/PACIFIC/	Development of technology to collect, transmit, process, display and manage information essential to naval operations
Gary P. Thomas Deputy Director OSBP	NAVSUP Fleet Logistics Center-San Diego	(619) 556-5109	gary.p.thomas@navy.mil http://www.navsup.navy.mil/ navsup/	Provide base operating support and quality of life services for operating forces & shore commands
Lora Morrow Deputy Director OSBP	Navy Facilities Command - Southwest Division (NAVFAC – SW)	(619) 532-2248	lora.morrow@navy.mil http://www.navfac.navy.mil/ navfac_worldwide/atlantic/fe cs/southwest/about_us/small _business.html	Provide construction, architecture & engineering, environmental planning, & remediation, base operating support and utilities
Robert "Zack" Zaccaria, OSBP	NAVFAC – SW	(619) 532-2375	robert.zaccaria@navy.mil	See above
Sylvia Nard Deputy Director OSBP	Naval Medical Center NMC-SD	(619) 532-6507	sylvia.nard@med.navy.mil http://www.med.navy.mil/s ites/nmcsd/pages/comman d/command-small-business.aspx	Provide medical care to the military community Medical teaching facility and research ctr.
Alice Watson Deputy Director OSBP	Southwest Regional Maintenance Center (SWRMC)	(619) 556-3367	alice.watson@navy.mil http://www.swrmc.navy.mil/ business-services.html	Naval ship construction and repair facilities
Rashonda Smith Alternate, OSBP	SWRMC	(619) 556-4705	rashonda.smith@navy.mil	See above
DaKeyah McFarlin Deputy Director OSBP	Marine Corps Installations West (MCIWEST)-MCB Camp Pendleton, CA	(760) 763-5645	dakeyah.mcfarlin@usmc.mil	Provide USMC w/contract support for supplies and services (excl most construction, A&E and facilities maintenance).
Sandra Ingram Small Business Advocate	Marine Corps Tactical System Support Activity/ Marine Corps Systems Command	(760) 725-9189	sandra.ingram@usmc.mil	Validate and verify Marine Air-Ground Task Force systems integration and interoperability
Derrick Hu, Deputy Director OSBP	Naval Air Warfare Center, Weapons Division	(760) 939-2712	Derrick.hu@navy.mil http://www.navair.navy.mil /nawcwd/	RDT&E for weapons, & weapons systems, platform & sys. Integration, electronic warfare
Rowena Geyer Small Business Professional OSBP	See above	(760) 939-2712	Rowena.geyer@navy.mil	See above

| TEAM MEMBER	ORGANIZATION	CONTACT INFO	EMAIL/ WEB SITE	MISSIONS
Willard Strozier Director OSBP	Space & Missile Sys. Center	(310) 653-1108	smallbus@us.af.mil www.losangeles.af.mil	Guided missile & space vehicle mfg., R&D physical, engineering & life sciences, space research, satellite communications
Audrey Campbell Deputy Director OSBP	Space & Missile Sys. Center	(310) 653-1108	smallbus@us.af.mil	Guided missile & space vehicle mfg., R&D physical, engineering & life sciences, space research, satellite communications
Daniel Deconzo	Naval Surface Warfare Center, Corona Division/ Acting DSB for NSWC PHD	(951) 393-4810	daniel.deconzo@navy.mil	Ships weapon systems T&E, ILS, surface warfare launch systems, analysis, design, measure & integration of weapon systems, ships & aircraft combat training
Cynthia Randall Small Business Specialist	Edwards Air Force Base	(661) 277-3640	cynthia.randall@us.af.mil	research, development, and test and eval of aerospace systems
Mary Helen Ruiz Small Business Administrator	NASA/ JPL (Jet Propulsion Lab)	(818) 354-7532	maryhelen.ruiz@jpl.nasa.gov https://acquisition.jpl.nasa.gov/	Robotic space exploration space science and Earth science missions; R&D
Felicia Bell Small Business Programs Office Manager	NASA/ JPL (Jet Propulsion Lab)	(818) 354-8054	Felicia.a.bell@jpl.nasa.gov	Robotic space exploration space science and Earth science missions; R&D
Jasmine Colbert Small Business Administrator	NASA/ JPL (Jet Propulsion Lab)	(818) 354-8689	Jasmine.n.colbert@jpl.nasa.gov	Robotic space exploration space science and Earth science missions; R&D
Robert Medina Small Business Specialist	NASA Armstrong Flight Research Center	(661) 276-2243	robert.medina-1@nasa.gov http://osbp.nasa.gov/about-dryden.html	Flight research, test, engineering, flight operations test systems, aerospace flight research
Pam Smith-Cressel Director, OSB Utilization U.S. GSA	General Services Administration (LA)	(213) 894 -3210 Cell (213) 215-5980	pam.smith-cressel@gsa.gov http://www.gsa.gov/	Contact for Federal Schedule information
Carlos Liu	San Diego District Offce U.S. SBA	(619) 727-4879	Chung.Liu@sba.gov http://www.sba.gov	Lead Business Opportunity Specialist
Rachel Fischer Director	San Diego Contracting Opportunities Center	(619) 285-7020	rfischer@ptac-sandiego.org www.ptac-sandiego.org	Assist San Diego businesses through opportunities in government contracting
Will Gist Deputy Director	San Diego Contracting Opportunities Center	(619) 285-7020	wgist@ptac-sandiego.org www.ptac-sandiego.org	Assist San Diego businesses through opportunities in government contracting
Deb Cabreira-Johnson Director	Los Angeles Procurement Technical Assistance Center	(323) 881-3958	dcabreira-johnson@dcba.lacounty.gov http://osb.lacounty.gov	Assist Los Angeles County businesses through opportunities in government contracting
Enrique Gonzalez Acting Program Manager	Los Angeles Procurement Technical Assistance Center	(323) 881-3958	egonzlez@dcba.lacounty.gov http://osb.lacounty.gov	See above
Carla Holland Director	South San Diego Small Business Development Center	(619) 482-6391	cholland@swccd.edu http://www.sandiegosbdc.org	Assist small businesses with financial, marketing, production, organization, engineering and technical problems

TEAM MEMBER	ORGANIZATION	CONTACT INFO	EMAIL/ WEB SITE	MISSIONS
Marquise Jackson Regional Director	San Diego Imperial Valley Small Business Development Center Network	(619) 216-6718	Mjackson2@swccd.edu http://www.sdivsbdc.org	Assist small businesses with financial, marketing, production, organization, engineering and technical problems
Lynn Pittman Outreach Specialist	North San Diego SBDC	(760) 795-8740 Cell (619) 316-6879	lynnp@miracosta.edu	Consulting services and workshops for small businesses in North San Diego County. Call for an appointment
Cheryl Brown Business Advisor	North San Diego SBDC	(760) 795-8740	Cheryl@sbdcconsultant.com	
Mary Spencer Deputy Director OSBP	U.S. Army Corps of Engineers, Los Angeles District	(213) 452-3938	mary.e.spencer@usace.army.mil	Southern California US Army Corps of Engineers (Construction)
North San Diego SBDC	2075 Las Palmas Dr. Carlsbad, CA 92011	(760) 795-8740	centerinfo@miracosta.edu	
Renee F Luna SB Deputy, Part Time / ACO	Office of Naval Research (ONR) San Diego	(619) 221-5601	Renee.luna@navy.mil	science and technology allocating funds to meet the warfighter's requirements
Beth Swing SB Professional / ACO	Office of Naval Research (ONR) San Diego	(619) 221-5489 Main (619) 221-5601	beth.swing@navy.mil	See above
Ivette Jorge SB Specialist	U.S. Department of Homeland Security	(619) 216-4106	Luz.jorge@dhs.gov http://apfs.dhs.gov/	See web site for Acquisitions and acquisition forecast
Dr. Rhonda Thorton Director SBLO	USC Small Bus. Diversity Office	(213) 821-1783	rhondat@usc.edu www.usc.edu/supplierdiversity	Supplies and services
Ivory R. Chambeshi, MPA, MPL Gov't Reporting AA II	USC Small Bus. Diversity Office	(213) 821-1783	chambeshi@usc.edu www.usc.edu/supplierdiversity	Supplies and services

Best Practice
Business Card

SPAWAR

Front of Card

- Name
- Address-email and URL
- Phone Numbers (Mobile, Work, Fax)
- Socioeconomic Status
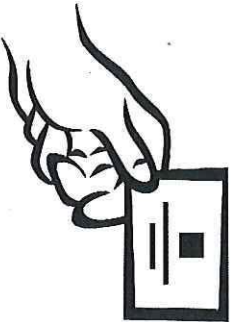
Back of Card

- Primary NAICS Code
- Primary FSC / SVC Code
- Duns # or CAGE Code
- Key Words Describing Business
  - Information Technology
  - Shipbuilding
  - Consulting
  - Training
  - Etc.

YOUR LOGO HERE

Your website here

Corporate Overview

GetHappy, Inc. is a minority-owned 8(a) certified small business offering engineering and computer services to government and commercial clients. Our staff is highly qualified in the areas of networking, data management, hardware/software support, and shipboard installation services.

GetHappy employs engineering and information technology professionals who are ready to assist your organization with complete information systems and technical support solutions. With offices in Virginia Beach, VA, Charleston, SC, and the Washington DC area, we provide quality services and products to government and commercial customers.

Our reputation for high-quality services ensures the best value possible. GetHappy, Inc. is dedicated to ensuring high quality service and customer satisfaction. GetHappy, Inc. is an ISO 9000-2001 Certified organization. Our quality services have resulted in steady and sustained growth. GetHappy revenues were at 7 million in 2004 and 10 million in 2005.

GetHappy, Inc has an approved accounting system. Last DCAA audit Dec 2005. A Satisfactory rating was received. DCAA office is Washington, POC, telephone XXX.

If you need assistance in managing or upgrading your computer network, providing communication links between facilities, maintenance or operator training, or complete system development, GetHappy has your solution.

TRAINING SOLUTIONS

- Comprehensive training on software systems, applications, hardware, communications and electronic equipment and systems
- Laboratory, formal classroom, and on-the-job training
- "Train the Trainer" Programs
- Curriculum, instructor, and student guide development (OJT) solutions
- Training laboratory fabrication with fault insertion, maintenance, and upgrades

Top Secret

Security Clearance

INFORMATION TECHNOLOGY

- Systems integration
- Total facilities administration and management
- E-Business solutions
- Database design and management with web interface
- Legacy systems application support and migration
- Video teleconferencing support
- Internet/Web site development and upgrades
- Software – office automation, application development, programming languages, AutoCAD, etc.
- 24-7-365 Help Desk Support

LOCAL AREA NETWORK/WIDE AREA NETWORK (LAN/WAN) DEVELOPMENT AND SUPPORT

- LAN/WAN design and development for maximum use with minimal capital outlay
- Installation, maintenance, and administration
- System upgrades and migrations
- Desktop set-up and support
- Enterprise systems solutions
- Copper, fiber, and wireless solutions
- Total facilities administration and management

COMMUNICATION SYSTEM DEVELOPMENT

- Communication system design for voice, data, Internet connections, and video teleconferencing
- C4ISR solutions consisting of worldwide satellite, line-of-sight, or handheld solutions
- Equipment and system life cycle support
- Installation, maintenance, and testing capabilities with 24-hour service and support
- Legacy system upgrades

INFORMATION AND COMMUNICATIONS SECURITY SOLUTIONS

- Information security policy development tailored to organizational infrastructure
- Information security program development
- Awareness training program development and performance
- Firewall solutions
- Network intrusion detection and prevention
- Comprehensive hardware solutions with expertise in system design, installation, maintenance, and operator training

FOLLOWING IS AN OVERVIEW OF OUR EXISTING CUSTOMERS:

- Department of Defense
- Department of State
- US Joint Forces Command Head Quarters (USJFHQ)
- Mantech Security Technologies
- Raytheon
- SAIC
- Allied Technology Group, Inc.
- U.S. Navy
  - SPAWARSYSCEN Charleston
  - Naval Surface Warfare Center
    Port Hueneme, CA
- U.S. Coast Guard

CURRENT CONTRACT LISTING:

- N63394-04-D-ZZZZ, NAVSEA, Pt. Hueneme
- DE-AC01-03EEH0ZZZZ, Department of Energy
- NICHD XXXX, National Institute of Health
- GS-35F-0268P, GSA IT Schedule
- DTFAWA-03-D-03030, BITS II, FAA
- N00178-04-D-XXXX, NAVSEA, Seaport Enhanced
- N65236-02-D-XXXX SPAWAR Charleston
- N65236-02-D-XXXX SPAWAR Charleston
- N65236-02-D-XXXX SPAWAR Charleston
- N65236-03-D-XXXX SPAWAR Charleston
- N65236-03-D-XXXX SPAWAR Charleston
- N65236-03-D-XXXX SPAWAR Charleston

CURRENT SUBCONTRACT LISTING:

- S-LMAQM-03-F-XXXX, State Department, (Mantech)
- N00189-04-D-XXXX, NAVSEA, (Raytheon)
- DTCG84-99-D-XXXX, MLCLANT, Coast Guard, (Allied Technology Group)
- GS-00T-99AL-D-XXXX, METEOR Contract, (SAIC)
- GS07T-00-XXXXXXX, Millennia Lite

SBA Program Data:

Entered 8(a) Program Jan 3, 2002
SBA-BSO: SBA MED Richmond, VA. T Proxxxx
Name, Address, Telephone
Program Expiration: Jan 2, 2011
NAICS: 541551, 541611, 541519,334111, 334119, 541330
List all Small Business Categories your company qualifies
i.e.: 8(a), SDB, VOSB, SDVOSB, HUBZone, SB, WOSB
For additional information, please contact.

Company POC
XXXXX street
San Diego, CA
(858) 999-9999, Fax (858)999-9991

Top 10 NAICS Awarded by Dollars - FY15

SPAWAR

NAICS	SB Size Standards in $M	SB Size Standards in # Employees	Description	Action Obligated
541330	$38.5	N/A	Engineering Services	$2,318,685,113
334220	N/A	750	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	$508,252,683
541512	$27.5	N/A	Computer Systems Design Services	$447,032,034
334290	N/A	750	Other Communications Equipment Manufacturing	$274,536,466
334511	N/A	750	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	$176,776,812
541712	N/A	500	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	$159,167,744
541511	$27.5	N/A	Custom Computer Programming Services	$147,683,239
511210	$38.5	N/A	Software Publishers	$133,431,651
541519	$27.5	N/A	Other Computer Related Services	$119,227,885
517410	$32.5	N/A	Satellite Telecommunications	$97,580,530

Top 10 Small Business NAICS
Awarded by Dollars - FY15

NAICS	SB Size Standards in $M	SB Size Standards in # Employees	Description	Action Obligated
541330	$38.5	N/A	Engineering Services	$703,774,676
334220	N/A	750	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	$174,355,131
335999	N/A	500	All Other Miscellaneous Electrical Equipment and Component Manufacturing	$82,756,800
541519	$27.5	N/A	Other Computer Related Services	$44,820,745
541712	N/A	500	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	$42,095,806
334111	N/A	1,000	Electronic Computer Manufacturing	$34,325,932
541512	$27.5	N/A	Computer Systems Design Services	$28,607,010
334290	N/A	750	Other Communications Equipment Manufacturing	$27,549,687
541511	$27.5	N/A	Custom Computer Programming Services	$21,718,262
811212	$27.5	N/A	Computer and Office Machine Repair and Maintenance	$18,737,639

22 Functional Areas Supported By
SeaPort-e | NAICS Code 541330

- **3.1** • Research and Development Support
- **3.2** • Engineering, System Engineering, & Process Engineering Support
- **3.3** • Modeling, Simulation, Stimulation & Analysis Support
- **3.4** • Prototyping, Pre-production, Model Making, & Fabrication Support
- **3.5** • System Design Documentation & Technical Data Support
- **3.6** • Software Engineering, Development Programming, & Network Support
- **3.7** • Reliability, Maintainability, & Availability (RM&A) Support
- **3.8** • Human Factors, Performance, and Usability Engineering Support
- **3.9** • System Safety Engineering Support
- **3.10** • Configuration Management (CM) Support
- **3.11** • Quality Assurance (QA) Support

- **3.12** • Information System (IS) Development, Information Assurance (IA), & Information Technology (IT) Support
- **3.13** • Inactivation & Disposal Support
- **3.14** • Interoperability, Test and Evaluation Trials
- **3.15** • Measurement Facilities, Range, & Instrumentation Support
- **3.16** • Logistics Support
- **3.17** • Supply and Provisioning Support
- **3.18** • Training Support, Technical Training, Professional Development, & Training
- **3.19** • In-service Engineering, Fleet Introduction, Installation, & Checkout Support
- **3.20** • Program Support
- **3.21** • Functional & Admin Support, Clerical & Admin, Analytical & Organizational Assessment, Most Efficient Organization Teaming
- **3.22** • Public Affairs & Multimedia Support

CONTRACT TYPES

FAR Part 16

- **FIXED-PRICE**: sealed bidding or negotiated
- **COST-REIMBURSEMENT**: negotiated only
- Various types range from **FIRM-FIXED-PRICE** with contractor bearing most responsibility/risks for costs & profit to **COST-PLUS-FIXED-FEE** with contractor bearing less responsibility/risks for costs & profit (i.e., fee) is fixed
- See FAR Part 2 for language and definitions

SMALL BUSINESS SUBCONTRACTING

- A Small Business Subcontracting Plan is required:
  - From large businesses, when work is performed in U.S., not personal services - Contracts or mods >$700,000 ($1.5M for construction), if subcontracting possibilities
- Must be approved before award
  - Includes small business goals and designated Small Business Liaison Officer (SBLO)

SUBCONTRACTING OPPORTUNITIES

- FBO "Interested Vendors" list & award announcements
- U. S. Department of Defense >$7M award notices - http://www.defense.gov/News/Contracts
- Small Business Liaisons - www.acq.osd.mil/osbp/sb/initiatives/subcontracting/participants.shtml

Be Familiar with Regulations

- Federal Acquisition Regulations (FAR)
- Agency Supplemental Regulations www.acquisition.gov www.regulations.gov
- Defense Acquisition Regulation Supplement (DFARS) www.acq.osd.mil/dpap
- SBA Small Business Training Network (free courses) www.sba.gov/services/training

COMPETITION TYPES

FAR PART 6

- **Full and Open Competition:** All responsible sources may compete.

- **Full & Open Competition After Exclusions:** Alternative sources, 8(a), HUBZone/SD-VOSBC, small business set-asides

- **Other than Full & Open Competition:** Sole source, Urgency, Industrial mobilization, International agreement, Statutory (includes 8(a), HUBZone, SD-VOSBC), National security

FEDERAL BUSINESS OPPORTUNITIES (FBO)

FAR Part 5 www.fbo.gov

- Most DoD & Federal contracting requirements and awards >$25,000 are posted to FBO.
- FBO allows you to search by dates and/or type of notice, solicitation or award number, place of performance zip code, set-aside type, NAICS/FSC/PSC, Key words, selected agencies.
- Register for "Search agent" (using same selections as above), to receive notices that have posted.

FEDERAL PROCUREMENT DATA SYSTEM (FPDS) FAR Part 4 WWW.FPDS.GOV

- FPDS-NG is one of the systems supplying procurement data to USASpending.gov. See FAR 4.606 for a list information and all contract actions to be reported.
- FPDS is an automated system used to collect and report on federal procurement spending:
  - Data is submitted via a contract writing system (CWS) or directly into FPDS using direct web input
  - Standard and ad hoc reports are available to be run by individuals
- The single authoritative repository for federal procurement award data

CONTRACT METHODS

NOTE: Dollar thresholds change for contingency & Commercial

THRESHOLD	TYPE	ACTION
<$3,500 ($2,000 Davis Bacon; $2,500 Service Contract Act)	Micro-Purchase	Not advertised
>$3,500 <$25,000 ($2,000 Davis Bacon; $2,500 Service Contract Act)	SAP	Not advertised (sometimes posted locally) Oral or Request for Quotation (RFQ) Normally reserved for small business
>$25,000 <$150,000	SAP	Advertised in FBO Oral or RFQ Normally reserved for small business set-aside
>$150,000	Formal / Large Contract	Advertised in FBO Invitation for Bid (IFB) or Request for Proposal (RFP) Set-aside if ≥ 2 capable 8(a)/ WOSB/ HUBZone / SD-VOSB/SB will submit offers @ fair market price

SAP - Simplified Acquisition Procedures

BASIC SMALL BUSINESS PROGRAMS

SMALL BUSINESS (SB) – See 13 CFR 121.105

WOMAN-OWNED SMALL BUSINESS (WOSB) – See 13 CFR 127.200

HISTORICALLY UNDERUTILIZED BUSINESS ZONE (HUBZONE) – See 13 CFR 126.200

SMALL DISADVANTAGED BUSINESS 8(A) CERTIFIED [8(A)] – See 13 CFR 124.101

SERVICE DISABLED VETERAN-OWNED SMALL BUSINESS CONCERN (SDVOSBC) – See 13 CFR 125.8

SMALL BUSINESS CERTIFICATIONS

	ACTION
Small Business	Self-certify Set-aside authority
Woman-Owned Small Business	Self-certify or be certified by an SBA-approved third party certifier
Small Disadvantaged Business [includes 8(a)]	Self-certify OR SBA certify [8(a)], 8(a) set-aside & limited sole source authority
HUBZone	SBA certify Set-aside & limited sole source authority; 10% price evaluation preference may apply
Service-disabled Veteran Owned SB	Self-certify Set-aside & limited sole source authority
Veteran Owned SB	Self-certify

PROCESS FOR ACTIONS OVER $150,000

Acquisition Planning & Market Research

▼

Solicitation Advertised Electronically

▼

Solicitation Issued Electronically

▼

Submit Bids/Proposals Electronically

▼

Bids/Proposals Evaluated

▼

Oral Presentations (if required)

▼

Negotiations (if required)

▼

Subcontracting Plan Final Approval (Large only, if required)

▼

Award

▼

Debriefing (Negotiated acquisitions, if requested)

▼

Performance & Successful Completion

SMALL BUSINESS FEDERAL POLICY FAR 19.201

"It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business…. concerns. Such concerns must also have the maximum practicable opportunity to participate as subcontractors…"

ARE YOU READY?

Do you know your North American Industry Classifications (NAICS) & the small business size standards for each? Do you know your FSC/PSC Codes? Do you have a DUNS Number? Do you have a Business Plan and Marketing Plan? Are you registered in the System for Award Management (SAM)?

ARE YOU READY TO MARKET TO THE GOVERNMENT?

Identify Your Product / Service

Federal Supply Classification Code (FSC) or Product Service Code (PSC):

https://www.acquisition.gov/sites/default/files/page_file_uploads/PSC%20Manual%20-%20Final%20-%209%20August%202015_0.pdf

Identify Your North American Industry Classification Codes

www.census.gov/eos/www/naics/

Determining SBA Size Standard

EX: 541512 $27.5M average annual receipts preceding 3 yrs

NOTE: There is a separate size standard for each NAICS.

www.sba.gov/category/navigation-structure/contracting/contracting-officials/size-standards

DATA UNIVERSAL NUMBERING SYSTEM (DUNS)

- Mandatory for registering in SAM
- Provided by Dun & Bradstreet (D&B); free
- Web request & receive within 1 - 2 business days; telephone request takes ~ 10 minutes
- Unique 9 digit identification # for each location/address & each legal division
- List sold to other companies; must contact D&B to request removal from marketing list fedgov.dnb.com/webform/ or call 866.705.5711

SYSTEM FOR AWARD MANAGEMENT (SAM)

- All records from CCR/FedReg, ORCA, and EPLS, active or expired, were moved to SAM.
- Mandatory to receive DoD prime contract
- Allows electronic payment
- Must renew annually or expires
- Automatically assigns a Commercial & Government Entity (CAGE) Code

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SBA Dynamic Small Business Search

SBA's CCR merged with FedReg, ORCA, and EPLS in July 2012 into the new System for Awards Management (SAM).When registering in SAM, select "small business" & a sub-set of your SAM data will be sent to SBA for size validation and inclusion in DSBS.

- Recommend updating profile when renewing SAM information
- Complete a Quality profile
- Government uses DSBS to:
  1. Perform market research to locate 8(a)/HUBZone/SDVOSB/EDWOSB/small business primes
  2. Verify small business reps & certs for primes, proposed subcontractors, & prime subcontracting program compliance reviews
- Industry uses DSBS to:
- Locate subcontractors/teaming partners
- Verify small business subcontractor reps & certs

dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

USASPENDING.GOV

Federal agencies are required to report the name of the entity receiving the award, the amount of the award, the recipient's location, the place of performance location, as well as other information.

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iRAPT (Wide Area Workflow)

A secure web-based system for electronically processing invoices, receipts & acceptance documents being deployed DoD-wide.

https://wawf.eb.mil/xhtml/auth/user/agreement.xhtml#

Web-based training for vendors is available with an overview of the WAWF system: https://wawftraining.eb.mil/wbt/

USE AVAILABLE RESOURCES

- **Small Business Administration (SBA)**
  - Counseling - in person, email
  - Small business certifications
  - Financial Assistance
  - Training (online, classroom, free or low cost) www.sba.gov

- Small Business Development Centers
  - Counseling
  - Small business management assistance
  - Training (classroom, free or low cost)   www.sba.gov/sbdc

- Procurement Technical Assistance Centers (PTACS)
  - Counseling - in person, email
  - Registration assistance
  - Bid-matching
  - Training (online, classroom, free or low cost) www.dla.mil/db/procurem.htm

- Service Corps of Retired Executives
  - Counseling - in person, email, field visit
  - Training (classroom, free or low cost) www.score.org

- Small Business Program Offices
  - Located at every DoD & Federal buying activity
  - All DoD: www.acq.osd.mil/osbp

Know Your Competitors

- Who are they?
- What are their strengths? Weaknesses?
- Review their brochures, websites, DSBS profiles.

Target the Right Customer

- Develop a Business Plan and Marketing Plan
- Who are your potential customers? Which agencies/activities?
- What are their needs? Challenges? Review websites!
- Know your limits!
- Know your customers regulations/procedures

Tools

- Acquisition Central - Federal Acquisition Regulations (FAR): www.acquisition.gov
- Defense Federal Acquisition Regulation Supplement: www.acq.osd.mil/dpap
- Small Business Training Network: www.sba.gov/training

IN-PERSON PITCH

- Have three marketing "presentations" ready at all times:
  - "Elevator speech"
  - One page capability sheet
  - Full Capability presentation
- Know your audience
- Be focused & be brief
- Stand out from the crowd!
- How can the customer benefit from doing business with you"?
- What problems/challenges do you solve for your customer?
- One page capability sheet
  - Few graphics
  - Company name, website, contact info, locations, small business categories, CAGE code
  - Certifications
  - NAICS & capabilities
  - DoD/Federal/State & local contracts with POC info
  - Significant subcontracts with POC information
  - GSA contracts (if any)

EMAIL MARKETING

- Send to the right customer! Frequency?
- Marketing pitch, virus or SPAM? Include subject line & content in body of email, not just an attachment
- Be brief - use your one page capability sheet
- Limit graphics - oversized attachments may be stripped
- Stand out from the crowd!
- How can the customer benefit from doing business with you?
- What problems do you solve for your customer?
- The following attachments may not be received by DoD recipients due to firewalls: .avi, .bat, .cmd, .com, .dll, .eml, .exe, .pif, .scr, .vbs, and .zip

FEDBIZOPPS

DoD & Federal contracting activities synopsize most proposed requirements & contract awards >$25,000 in www.fbo.gov

- Active or archive search by dates and/or:
  - Types of Notice
  - Solicitation number or contract number
  - Place of performance zip code
  - Set-aside type
  - FSC/PSC/NAICS
  - Key words
  - Selected agencies
- Register for "Search Agent" by:
  - Specific solicitation number
  - Same selections as above
  - All procurement notices

Regulatory Requirements

Authority:	• Section 8(d) Small Business Act – 15 USC 637(d)	Specifies that small businesses will have maximum practicable opportunity to participate in contract performance consistent with efficient performance
	• Section 15(g) Small Business Act – 15 USC 644(g)	Specifies government-wide goals for contracts and subcontracts awarded to small business concerns
Regulations:	• FAR 19.7 / DFARS 219.7, The Small Business Subcontracting Program and agency specific regulations • FAR 52.219-8, Utilization of Small Business Concerns • FAR 52.219-9 , Small Business Subcontracting Plan • FAR 52.219-16, Liquidated Damages • DFARS 252.219-7004, Small Business Subcontracting Plan (Test Program)	• Small businesses will have maximum practicable opportunity to participate in contract performance consistent with efficient performance • Subcontracting Plan requirement • Comply in good faith with subcontract plan requirements • Imposition of liquidated damages

	Utilization of SBs (FAR 19.708(a) / 52.219-8)	Subcontracting Plan (FAR 19.708(b) / 52.219-9)

When?	• Contracts > Simplified Acquisition Threshold (SAT) ($150K) AND
	• Subcontract opportunities exist
		• Contracts > $700K ($1.5M construction) AND subcontract opportunities exist
		• Modifications > $700K ($1.5M construction) with new work AND subcontract opportunities exist
		• Multi-year contracts / contracts with options
		  o Cumulative value of base contract & all options
		  o SEPARATE goals for base & each option

Who?	• ALL business concerns **(including small businesses)**	**ALL** other than small business: **…. Including:** • Large business • Public utilities • UNICOR/Ability One • State & local government • Educational Institutions • Gov't entities (Labs) • Non-profit organizations • Foreign-owned firms
When not required?	• For personal services contracts • For contracts / modifications performed **entirely** outside US & outlying areas	• From small businesses • For personal services contracts • For contracts / modifications performed **entirely** outside US & outlying areas • For modifications to contracts within general scope of the contract that do not contain FAR 52.219-8 (or equivalent prior clauses, e.g., contracts awarded before enactment of PL 95-507) • If no subcontract opportunities, approval required level above CO & placed in contract file

Types of Subcontracting Plans (FAR 19.7 / 52.219-9 and related DFARS)

Individual	Master	Commercial	Comprehensive

• 1 contract – 1 plan
• Goals support planned subcontracting for 1 contract
• Covers entire contract period (including options)
• Contains mandatory elements
• Submit Subcontracting Reports
  o Individual Subcontracting Report (ISR) or SF 294 if applicable, (semiannually)
  o Summary Subcontracting Report (SSR) annually
	• DCMA negotiates mandatory elements, excluding goals, and approves for DoD
	• CO negotiates goals for each applicable contract
	• Effective for 3 years after approval of Contracting Officer
	• May be developed on a Plant / Division basis
		• Preferred for contractors furnishing commercial items
		• Applies to entire production of commercial items sold by either entire company or a portion thereof (Division, plant or product line)
		• Based on contractor's FY
		• Annual plan (applies to **all Federal** contracts in effect during that period)
		• Contains mandatory elements
		• Submit Subcontracting Reports
		  o SSR (annually)
		  o No ISR required
			• DoD Test Program for Negotiation of Comprehensive SB Subcontracting Plans
			• Similar to a commercial plan
			  o May be on a Plant, Division or Corporate basis
			  o Annual plan (applies to DoD contracts in effect during period)
			• **ONLY** DCMA is delegated authority to negotiate plan & perform surveillance review functions (with input from MILDEPS / Defense Agencies)
			• Submit Subcontracting Reports
			  o SSR (semiannually)
			  o No ISR required

Note: Plan and Goals must be approved *PRIOR* to contract award

Mandatory Elements Included in Subcontracting Plan (FAR 19.7/52.219-9)

- Goals (% based on total planned subcontracting $ for each SB category)
- Total $ to be subcontracted (overall & by category)
- Description of principle types of supplies/services to be subcontracted (total & by category)
- Description of method used to develop subcontract goals
- Description of method used to identify potential SB sources
- Indirect Costs (included/not included) & methodology used to determine proportionate share of indirect costs for each category
- Name of individual administering subcontracting program & description of duties *(Where are they located organizationally?)*

- Description of efforts to ensure SB has an equitable opportunity to compete for subcontracts
- Assurances
  - o Cooperate in studies / surveys
  - o Submit reports, as required
  - o Submit ISR (or SF 294) / SSR as required
- Record-keeping: description / procedures / process
- "Flow down" clauses & requirements for subcontract plans and related reports
  - o 52.219-8 (Utilization of SB Concerns)
  - o 52.219-9 (Subcontracting Plan)
    - ISR / SSR

Categories Included in Goals of a Subcontracting Plan

Small business (SB) – See 13 CFR 121.105 **Self-certify**

Woman-owned Small Business (WOSB) – See 13 CFR 127.200 **Self-certify**

Historically Underutilized Business Zone (HUBZone) – See 13 CFR 126.200 **SBA-certified**

Veteran-Owned Small Business (VOSB) – See FAR 52.219-1 **Self-certify**

Service-Disabled Veteran-Owned Small Business (SD-VOSB) – See 13 CFR 125.8 **Self-certify**

Small Disadvantaged Business (SDB) – See 13 CFR 124.1002 **Self-certify**

SDB also includes: subcontracts awarded to Alaska Native Corporation (ANC) or Indian tribe regardless of size or SBA certification status of ANC or Indian tribe

SDB also includes:

- Work performed on Indian lands or joint venture with Indian tribe / tribally-owned corporation & meets requirements of 10 USC 2323a.
- Subcontracts awarded by a mentor firm, under the DoD Pilot Mentor-Protégé Program, to (1) protégé firms which are qualified organizations employing severely handicapped and (2) former protégé firms that meet the criteria in Section 831(g)(4) of P.L 101-510 (not more than 2 times SBA-specified maximum size & previous mentor-protégé agreement was not terminated for cause).

Subcontracting Resources

- Procurement Technical Assistance Centers (PTAC)
  http://www.dla.mil/SmallBusiness/Pages/ptac.aspx
- DefenseLink ≥ $7M award notices
  http://www.defenselink.mil/contracts
- Electronic Subcontracting Reporting System (eSRS) http://www.esrs.gov
- "Tips for DoD contractors Submitting Reports"
  http://www.acq.osd.mil/osbp/sbs/esrs.shtml

- Subcontracting Opportunities with DoD Major Prime Contractors
  http://www.acq.osd.mil/osbp/sb/dod.shtml
- DAU Small Business Community of Practice (SB COP)
  https://acc.dau.mil/smallbusiness
- FEDBIZOPPS http://www.fbo.gov
- SBA Subcontracting Opportunities Directory
  https://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting

Resources

Acquisition Regulations (i.e. FAR, DFAR/PGI, NMCARS,) http://farsite.hill.af.mil/vffara.htm

CPARS, http://www.cpars.gov/

DCMA, www.dcma.mil

Department of Veterans Affairs, http://www.va.gov/osdbu/

DoD Office of Small Business Programs, http://www.acq.osd.mil/osbp/

DoN Office of Small Business Programs, http://www.secnav.navy.mil/smallbusiness/pages/index.aspx

DoD Mentor-Protégé, http://www.acq.osd.mil/osbp/sb/programs/mpp/

Dun & Bradstreet (D&B), www.dnb.com

Dynamic Small Business Search, http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

FAPIIS, http://www.ppirs.gov/fapiis.html or www.cpars.csd.disa.mil/FAPIIS-main.htm

Federal Business Opportunities (FBO), https://www.fbo.gov/

Federal Procurement Data System – Next Generation (FPDS-NG): https://www.fpds.gov

GSA Advantage, https://www.gsaadvantage.gov/advantage/main/start_page.do

GSA e-buy, https://www.ebuy.gsa.gov/advantage/ebuy/start_page.do

GSA eLibrary, http://www.gsaelibrary.gsa.gov/ElibMain/home.do

NAICS, http://www.census.gov/eos/www/naics/

PPIRS, http://www.ppirs.gov/

Procurement Technical Assistance Centers (PTACs), http://www.aptac-us.org/new/

Product and Service Code Manual, https://www.acquisition.gov/?q=node/3637

SAM, https://acquisition.gov/SAM/sam.html

SeaPort, http://www.seaport.navy.mil/default.aspx

Small Business Administration (SBA), www.sba.gov

Small Business Innovative Research (SBIR)/Small Business Technology Transfer (STTR)
http://www.acq.osd.mil/osbp/sbir/

Small Business Development Centers (SBDCs),
https://www.sba.gov/offices/headquarters/osbdc/resources/11409

Where in Federal Contracting (Wifcon), http://www.wifcon.com/osdbu.htm

Maximum Return on Investments at Conferences

ATTENDEES

➢ Study the list of exhibitors carefully before venturing into the Exhibit hall.

➢ Target your potential clients and speak with them first. Get as much information about their contracting/subcontracting procedures as possible. Research their web sites.

➢ Prepare a one-page flyer indicating who your customers are and what you do for them.

➢ Bring lots of business cards and hand them out liberally.

➢ Get the contract's name, number and email address to follow up on potential business.

➢ Take advantage of the seminars. The information is timely and can prepare you for bidding on available business.

➢ Participate in the Procurement Matchmaking where representatives from Federal Government procurement and program offices and large business prime contractors will meet with small businesses.

➢ Preview Procurement Opportunities pages to find out who is buying what you sell.

➢ Ask about current on-site procurement opportunities. Many of the exhibitors have information at their booth.

➢ Prepare to do business!

EXHIBITORS

➢ Stand up and be ready to greet visitors. Don't let anyone important get past you.

➢ Your customers are also the other exhibitors.

➢ You must facilitate the networking by going out to your fellow exhibitors. Take a look at the exhibitor list and make sure that someone on your staff visits your targeted customers.

➢ Be open to the fact that other exhibitors and attendees will also try to market to you. Some Trade shows may discourage soliciting by non-exhibitors. The purpose of the day is to sell.

➢ Market yourself, market your Product, and market your service.

➢ Take advantage of the seminars. Procedures are ever-changing and you will learn new details that might affect the way you do business with the government. Stay ahead of the game.

➢ Participate in the Procurement Matchmaking where representatives from Federal Government procurement and program offices and large business prime contractors will meet for with small businesses.

➢ List products or services that you are looking for from small, minority, 8(a), SDB, HUBZone, and women-owned businesses to provide on Procurement Opportunities pages.

➢ Prepare to do business!

PROGRAM EXECUTIVE OFFICE
Command, Control, Communications, Computers & Intelligence

ABOUT US

PEO C4I is the Navy's first line to acquire the right communication and technology tools for Information Dominance: Anytime...Anywhere. The 10 program offices work to minimize cost while rapidly delivering products to warfighters. For a closer look, browse the Newsroom.

PMW 120: The Battlespace Awareness and Information Operations Program Office provides net-ready intelligence, meteorological, oceanographic, and information operations products and services that allow Sailors to correlate data from organic sensors and national sources, to gauge enemy intentions, provide I&W, and determine operationally relevant information about the physical environment.

PMW 130: The Information Assurance and Cyber Security Program Office provides cyber security products and services to ensure protection of Navy and joint information and telecommunications systems from hostile exploitation and attack through cryptographic, network, and host-based security products that provide for strong authentication, data integrity, confidentiality, non-repudiation, and availability of network resources and information.

PMW 150: The Navy Command and Control Program Office provides operational and tactical command and control capabilities by integrating real-time and near real-time representations of tactical situations while including targeting support, chemical-biological warnings, and logistics support for the Navy, Marine Corps, joint and coalition warfighters.

PMW 160: The Tactical Networks Program Office provides affordable, interoperable, and secure net-centric enterprise capabilities to the Navy, joint and coalition warfighters.

PMW 170: The Communications & GPS Navigation Program Office provides satellite, line-of-sight, and extended-line-of-site communication systems for voice and data communications and GPS capabilities for ship navigation, command and control systems and weapons systems.

PMW 740: The International C4I Integration Program Office delivers and integrates tailored, C4I releasable systems to foreign partners through Foreign Military Sales, Foreign Military Financing, and other DoD funded international programs to enhance interoperability between the United States and its strategic partners.

PMW 750: The Carrier & Air Integration Program Office delivers integrated and interoperable C4I capabilities and support to our Navy's aircraft carriers, amphibious ships, command ships, and aircraft by leading advanced planning for fleet modernization and new construction ship C4I efforts.

PMW 760: The Ship Integration Program Office delivers integrated C4I capabilities to the Navy's unit- and group-level ships in new construction and as part of the Navy Modernization Plan.

PMW 770: The Undersea Integration Program Office delivers integrated and interoperable C4I capabilities and support to the Navy by connecting the undersea architecture of manned and unmanned systems and undersea vehicles.

PMW 790: The Shore and Expeditionary Integration Program Office delivers relevant, integrated and interoperable C4I capabilities and support to our Navy's shore and expeditionary forces through modernization, acquisition and system integration.

Program Executive Office for Enterprise Information Systems (PEO EIS) Mission:

Provide Capable and Cost-Wise Enterprise Network, Business and Fleet Support Information Technology to the Department of the Navy.

PEO EIS Vision:

Lead the Department of the Navy as the Accepted and Sought out Premier Enterprise Solutions Provider for Secure, Affordable, Integration of Enterprise Network, Business and Fleet IT Systems.

PEO EIS Organization:

Established in the spring of 2006, the Department of Navy's PEO EIS oversees a portfolio of enterprise-wide information technology programs designed to enable common business processes and provide standard information technology capabilities to Sailors at sea, Marines in the field and their support systems. The PEO ensures that these programs maximize value to warfighters by balancing cost with the capability delivered to the end-user.

KEY FUNCTIONS:

Providing **acquisition excellence** and technical guidance and support for the programs that deliver mission support systems to warfighters.

- Identifying and implementing **leap-ahead technologies** across the naval enterprise.
- **Developing partnerships** with key stakeholders that provide solutions to the naval enterprise.

LEADERSHIP IMPERATIVES

- Our ability to deliver effective results to our Sailors and Marines is a direct function of:
  - o Achieving Program Execution Precision
  - o Operating as a Product-Focused Integrated Team
    - Enabling Enterprise Cooperation Across All Seams and Lines
  - o Promoting a Culture of Success

PROGRAMS

- **(PMW 205) Naval Enterprise Network (NEN):** Navy Marine Corps Intranet (NMCI); Next Generation Enterprise Network (NGEN); BLII/ONE-NET - Manages the acquisition lifecycle of enterprise-wide networks while providing secure, seamless and global computer connectivity for the Department of the Navy

- **(PMW 220) Navy Enterprise Resource Planning (ERP)** - Provides an integrated set of management tools that facilitate business process reengineering and interoperable data

- **(PMW 230) Global Combat Support Systems-Marine Corps (GCSS-MC)** - Modernizes the Marine Corps' logistics systems

- **(PMW 240) Sea Warrior Program** - Fields integrated and improved IT solutions across the enterprise that will enable the Navy's active duty enlisted and Reserve force to direct their own professional development while supporting fleet readiness assessment

- **(PMM 110) Enterprise Software Licensing (ESL)** - Leverages the combined buying power of the entire Department of the Navy for enterprise-designated software vendors and products.

CONTACT: Public Affairs Office: 703-604-4380 E-mail: PEOEIS_PublicAffairs@navy.mil

Program Executive Office Space Systems (PEO SS)

MISSION: Acquire, deploy, sustain, and influence space-based capabilities for Naval, Joint, and Allied Operations.

VISION: Provide integrated Naval information warfare from space.

Our offices work to rapidly deliver vital and technologically superior space-based capability to warfighters while minimizing cost to the taxpayer.

Navy Communications Satellite Program Office PMW 146

PMW 146 provides the nation with Narrowband SATCOM capability for global reliable, secure, and networked communications on the move.

Space-enabled capabilities for Naval, Joint and Allied Operations