



Doing Business with the Naval Air Systems Command

Presented by:

Dawn Chartier

NAWCAD LKE Small Business Deputy Director

NAVAIR Office of Small Business Programs

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NAV AIR

NAVAIR's Role in Naval Aviation

- Develop, acquire, and support aircraft, weapons and related systems which can be operated and sustained *at sea*
- Provide analysis and decision support for cost/schedule/performance trades and investment decisions
- Increase Navy and Marine Corps capability, readiness and affordability in a joint/coalition environment

Our capabilities support the unique mission of Naval Aviation.



NAVAIR is the Single SYSCOM for both Navy and Marine Corps Aviation



**Red
signifies
Marine Corps**



**Blue
signifies
Navy**



Our Vision

***Sailors and Marines armed with confidence ...
because we develop, deliver and sustain
aircraft, weapons and systems, on time, on cost
with proven capability and reliability
so they succeed in every mission and return safely home.***



Our Strategic Priorities



Increase speed to the fleet . . .

Through program of record planning and execution; and rapid response to urgent warfighter needs.

Deliver Integrated and Interoperable warfighting capabilities . . .

I&I includes platforms, sensors and weapons operating seamlessly in a systems-of-systems environment that produce an immediate and sustainable increase in warfighting effectiveness.

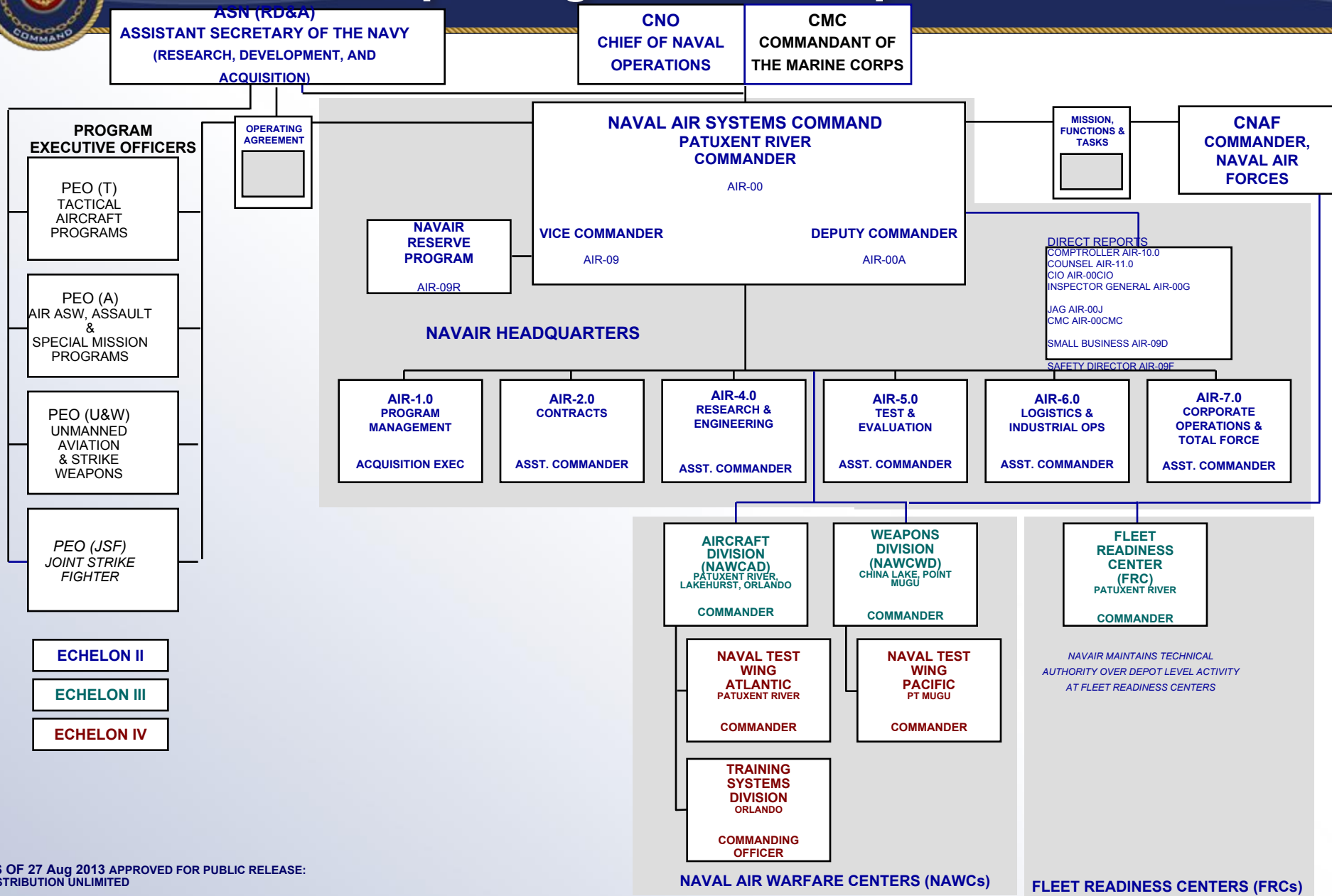
Improve affordability . . .

By reducing operating and sustainment costs for fielded systems and implementing life-cycle cost reduction initiatives as part of new systems development.

***Making the Navy and Marine Corps more capable, ready and affordable
in a joint/coalition environment***



Reporting Relationships



AS OF 27 Aug 2013 APPROVED FOR PUBLIC RELEASE: DISTRIBUTION UNLIMITED



Acquisition Management Support

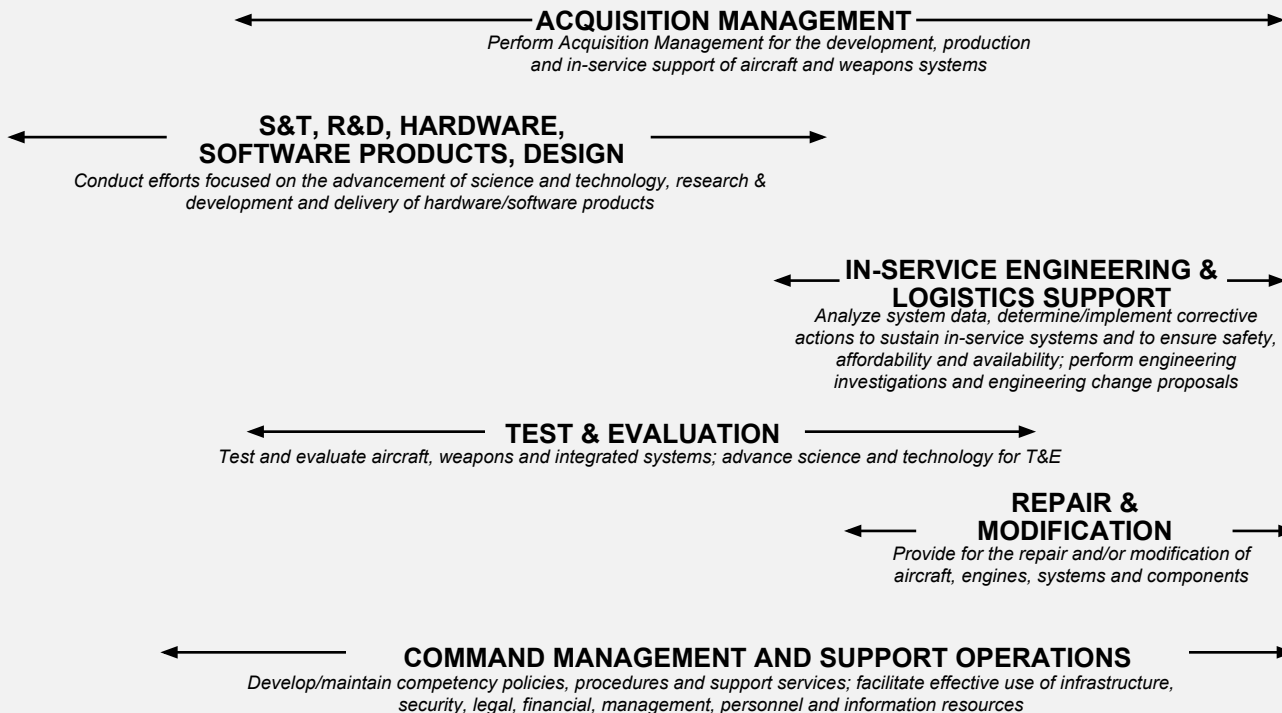
FULL LIFE-CYCLE MANAGEMENT

FUTURE CAPABILITIES

CURRENT READINESS



CORE FUNCTIONS/PROCESSES



PRODUCTS



Tactical Aircraft



Air ASW, Assault and Special Mission



Unmanned Aircraft and Strike Weapons



Common Systems/Mission Systems/ Training/ALRE



Systems Acquisition Programs Managed

JOINT STRIKE FIGHTER

ACAT I

- JOINT STRIKE FIGHTER (LIGHTNING II)

AIR-6.0

ACAT III

- NALDA/DECKPLATE
- JTDI
- JCMIS
- JEDMICS

PEO(T) TACTICAL AIRCRAFT

ACAT I

- JOINT PRECISION APPROACH & LANDING SYSTEM (JPALS)
- E-2D ADVANCED HAWKEYE (AHE)
- EA-6B ICAP-III
- EA-18G AIRBORNE ELECTRONIC ATTACK
- F/A-18E/F SUPER HORNET
- INTEGRATED DEFENSIVE ELECTRONIC COUNTERMEASURES (IDECM)
- CIRCM (US ARMY LEAD)
- JOINT PRIMARY A/C TRAINING SYSTEM (T-6B TEXAN II) (AIR FORCE LEAD)
- NEXT GENERATION JAMMER (PRE-MDAP)
- JOINT ALLIED THREAT AWARENESS SYSTEM (JATAS)
- AIM-9X SIDEWINDER
- AIM-9X-2 SIDEWINDER
- AIM-120C/D AMRAAM (USAF Lead)

ACAT II

- MARK XIIA MODE 5
- ADVANCED ARRESTING GEAR
- ALR-67(V)3 ADVANCED SPECIAL RECEIVER (ASR)
- E-6B MERCURY BLOCK 1 MOD
- F/A-18 IRST
- DoN LAIRCM

ACAT III

- EA-6B ALQ-99 LOW BAND TRANSMITTER (LBT)
- E-6B MULTI-ROLE TACTICAL COMMON DATA LINK
- F/A-18 DTS
- VIRTUAL MISSION TRAINING SYSTEM
- SUSTAINMENT LIGHTING SYSTEM (SLS)

ACAT IV

- COMM IFF DIGITAL TRANSP (CXP)
- ADMACS BLOCK 2
- ADVANCED RECOVERY CONTROL (ARC)

ADDITIONAL

- 4 ABBREVIATED ACQ PROGRAMS
- EMALS (CVN-78 Sub-Program)

PEO(A) AIR ASW, ASSAULT, & SPECIAL MISSION

ACAT I

- MV-22, CV-22
- USMC H-1 UPGRADES (AH-1Z, UH-1Y)
- P-8A POSEIDON
- MH-60R
- MH-60S
- CH-53K
- KC-130J
- VXX (PRE-MDAP)

ACAT II

- C-9 REPLACEMENT AIRCRAFT (C-40A)

ACAT III

- AIR DEPLOYABLE ACTIVE RECEIVER
- EP-3E JOINT AIRBORNE SIGINT ARCH(JCC)

ACAT IV

- C-130T AVIONICS OBSOLESCENCE UPGRADE
- T64 ENGINE RELIABILITY IMPROVEMENT PROG
- MULTI-STATIC ACTIVE COHERENT (MAC)
- VH-60N COCKPIT UPGRADE
- P-3 C4 for ANTI-SUBMARINE WARFARE
- AH-1W HELMET DISPLAY TRACKING SYS (HDTs)

- ADDITIONAL
- 8 ABBREVIATED ACQ PROGRAMS

PEO(U&W) UNMANNED AVIATION & STRIKE WEAPONS

ACAT I

- JOINT STANDOFF WEAPON (UNITARY)
- ADVANCED ANTI-RAD. GUIDED MISSILE
- TOMAHAWK BLK IV
- VTUAV FIRESOULT
- MQ-4C TRITON (formerly BAMS)
- JAGM (PRE-MDAP) (USA Lead)
- SDBII (USAF Lead)
- JDAM (USAF Lead)

ACAT II

- TACTICAL CONTROL SYSTEM (TCS)
- THEATER MISSION PLANNING CENTER (TMPC)
- JOINT MISSION PLANNING SYSTEM (JMPS)

ACAT III

- RQ-21A (formerly STUAS)
- ADVANCED PRECISION KILL WEAPONS SYSTEM (APKWS) II
- TACTICAL TOMAHAWK WEAPONS CONTROL SYSTEM (TTWCS)
- WEAPONEEERING AND STORES PLANNING (WASP)

ACAT IV

- DIRECT ATTACK MOVING TARGET CA(DAMTC)
- GQM-163A
- MULTI-STAGE SUPERSONIC SEA SKIM TARGET
- SUBSONIC AERIAL TARGET
- SMALL UNIT REMOTE SCOUTING SYS (SURSS)

ADDITIONAL

- 3 ABBREVIATED ACQ PROGRAMS (5 POTENTIAL)
- UCLASS ADPO
- UNMANNED COMBAT AIR SYSTEM CARRIER DEMONSTRATION (UCAS-D)
- POTENTIAL ACAT 1D OFFENSIVE ANTI-SURFACE WARFARE (OASuW)

NAVAIR AIR-1.0 COMMON & SUPPORT

ACAT II

- AMC&D (F/A-18 AND AV-8B)

ACAT III

- NAVY AIR NAVIGATION WARFARE (NAVWAR)
- NAVY COMMON EJECTION SEAT (NACES)
- JOINT SERVICE AIRCREW MASK ROTARY WING (JSAM RW) (JPO (P) LEAD)
- JOINT SERVICE AIRCREW MASK FIXED WING (JSAM FW) (JPO (P) LEAD)

ACAT IV

- TACT COMBAT TRAINING SYS (TCTS) INCREMENTS I & II
- UNDERSEA WARFARE TR RN (USWTR)
- GPWS CAT I (PATROL / TRANSPORT) / TAWS
- GPWS / CATEGORY III (HELOS)
- MILITARY FLIGHT OPS QA (MFOQA)
- ELECTRONIC CASS (eCass)
- HYDRAULIC POWER SUPPLY
- TERRAIN AWARENESS & WARNING SYSTEM (TAWs) II
- AIRCRAFT WIRELESS INTERNAL COMMUNICATION SYSTEM (AWICS)
- MID-AIR COLLISION AVOIDANCE CAPABILITY (MCAC)

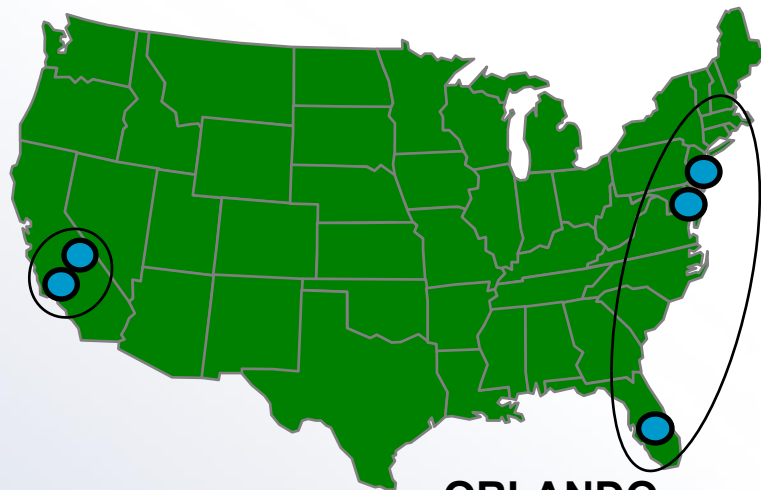
ADDITIONAL

- 53 ABBREVIATED ACQ PROGRAMS



NAVAIR WARFARE CENTERS

THE NAVY'S PRINCIPAL RESEARCH, DEVELOPMENT, TEST, EVALUATION, ENGINEERING, AND FLEET SUPPORT ACTIVITY FOR NAVAL AIRCRAFT, WEAPONS, ENGINES, AVIONICS, AIRCRAFT SUPPORT SYSTEMS AND SHIP / SHORE / AIR OPERATIONS



**CHINA LAKE
PT MUGU**

NAWC WEAPONS DIV

- **MISSILES / FREEFALL WEAPONS / ENERGETICS**
- **WEAPON SYSTEM INTEGRATION**
- **ELECTRONIC WARFARE SYSTEMS**
- **LAND RANGE / SEA RANGE**
- **NON-LETHAL WEAPONS**

**LAKEHURST
PATUXENT RIVER**

NAWC AIRCRAFT DIV

- **AVIONICS & SENSORS**
- **CREW SYSTEMS**
- **AIR / SHIP INTERFACE & SUPPORT SYSTEMS**
- **ATLANTIC TEST RANGE AND GROUND / INSTALLED SYSTEMS TEST FACILITIES**
- **HUMAN PERFORMANCE SIMULATOR SYSTEMS**

ORLANDO



NAWCAD LAKEHURST

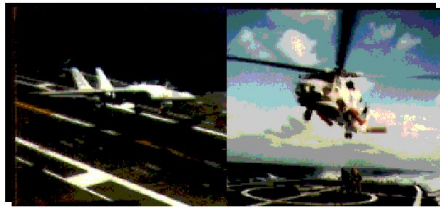


Mission

**Acquisition Life Cycle
Support for Aircraft
Launch, Recovery and
Support Equipment**



NAWCAD LAKEHURST



- ✓ Aircraft Launch.
- ✓ Including EMALS.
- ✓ Recovery.
- ✓ Visual Landing Aids.
- ✓ Aircraft / Weapons / Ship Compatibility.
- ✓ Expeditionary Airfield Systems.
- ✓ Servicing and Maintenance.
- ✓ Handling.



Top NAWCAD Lakehurst NAICS For FY13

NAICS Code	Description
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)
336411	AIRCRAFT MANUFACTURING
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING
541330	ENGINEERING SERVICES
541519	OTHER COMPUTER RELATED SERVICES
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING
541614	PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE
334519	OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING
334515	INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS



NAVAIR LAKEHURST TARGETS VS. ACTUALS

	NAWCAD LKE		NAWCAD LKE	
			FY13 ACTUALS	FY14 ACTUALS
	NAWCAD LKE FY11	NAWCAD LKE FY12	as of 30 JAN 14 (EOY)	as of 31 MAY 14
Prime Contracting				
Total Dollars	\$ 1,399,821,857	\$ 1,462,561,297	\$ 1,238,169,800	\$ 515,123,742
Small Business	61.306%	55.842%	60.539%	51.955%
Threshold Target			49.000%	45.000%
Objective Target	47.000%	48.200%	62.000%	53.400%
Dollars	\$ 858,172,619	\$ 816,720,624	\$ 749,577,422	\$ 267,631,770
SMALL DISADVANTAGED BUSINESS	13.363%	13.026%	11.815%	5.802%
Threshold Target			9.500%	10.000%
Objective Target	10.000%	10.500%	15.500%	12.340%
Dollars	\$ 187,054,152	\$ 190,519,933	\$ 146,284,557	\$ 29,885,483
VETERAN-OWNED SB**	25.096%	15.830%	20.456%	19.046%
Dollars	\$ 328,400,044	\$ 242,930,592	\$ 253,279,365	\$ 98,110,594
SERVICE-DISABLED VETERAN-OWNED SB	17.976%	11.670%	12.171%	12.327%
Threshold Target			4.960%	4.960%
Objective Target	3.000%	4.960%	8.000%	7.930%
Dollars	\$ 251,634,903	\$ 170,679,174	\$ 150,700,931	\$ 63,498,971
WOMAN-OWNED SB	3.671%	6.121%	7.048%	5.465%
Threshold Target			5.000%	6.340%
Objective Target	5.600%	4.890%	7.000%	7.000%
Dollars	\$ 51,386,312	\$ 89,526,501	\$ 87,262,865	\$ 28,149,439
HIST. UNDERUTILIZED BUSINESS ZONE SB	1.627%	1.305%	1.664%	4.655%
Threshold Target			1.000%	1.000%
Objective Target	1.000%	1.490%	1.500%	1.710%
Dollars	\$ 22,772,426	\$ 19,092,029	\$ 20,602,905	\$ 23,976,873



NAWCAD LAKEHURST OSBP AWARDS

THE DEPARTMENT OF VETERANS AFFAIRS, CENTER FOR VETERANS ENTERPRISE

- **SPECIAL TEAM AWARD**
 - **OUTSTANDING SERVICE & CREATIVITY IN MAKING USE OF THE SDVOSB SET-ASIDE/SOLE SOURCE AUTHORITY**
- **ACHIEVEMENT AWARD**
 - **EXCEEDED 3% TARGET FOR SDVOSB AWARDS IN FY07**

DEPARTMENT OF DEFENSE

- **DOD'S GOLDEN TALON AWARD (DON AWARDEE)**
 - **EFFORTS TO ADVANCE THE GOALS & OBJECTIVES CONTAINED IN DOD'S STRATEGIC PLAN FOR SDVOSBS**

DEPARTMENT OF NAVY

- **SMALL BUSINESS SPECIALIST OF THE YEAR (EXEMPLARY ACHIEVEMENTS IN SMALL BUSINESS)**
- **ACHIEVEMENT AWARD FOR EXCEEDING THE STATUTORY 5% WOMEN OWNED SMALL BUSINESS; 5% SMALL DISADVANTAGE BUSINESS AND 23% SMALL BUSINESS TARGETS**
- **ACQUISITION EXCELLENCE AWARD, SMALL BUSINESS TEAM AWARD (NAVAIR OSBP TEAM)**
- **NAVAIR SMALL BUSINESS ADVOCACY AWARD FOR TEAM ACHIEVEMENT (EXPEDITIONARY AIR FIELD PROGRAM)**
- **NAVAIR SMALL BUSINESS ADVOCACY AWARD FOR TEAM ACHIEVEMENT (4.5X SPECIAL SURVEILLANCE PROGRAM)**
- **ACQUISITION EXCELLENCE AWARD, SARKIS TATIGIAN AWARD (RECOGNIZES A DON FIELD CONTRACTING ACTIVITY WHICH EXEMPLIFIES THE HIGHEST EXAMPLES OF SMALL BUSINESS ACQUISITION EXCELLENCE AND WHOSE ACHIEVEMENT BRINGS SIGNIFICANT CREDIT TO THE DON ACQUISITION COMMUNITY)**



NAVAIR OSBP



NAVAIR Office of Small Business Programs

Mission:

Enabling the war fighter with creative solutions brought to them through small business.

Vision:

NAVAIR's Office of Small Business Programs is a valuable resource that enables the best solutions for the war fighter. We are advocates for NAVAIR's strategic priorities: current readiness, future capability and people. Achieving these priorities requires the entrepreneurial skills of small and large businesses. We strive to ensure that the creative talents of small businesses are nurtured and sustained in defense of freedom.

www.navair.navy.mil/osbp

Ms. Emily Harman, Associate Director, OSBP



NAVAIR Office of Small Business Programs

NAVAIR Headquarters
Associate Director, Emily Harman
HQ SB Deputy Director, Ken Carkhuff
Industry Liaison, Marshall Woodfolk
Program Analyst, Wanda M. Norris

NAWCAD Lakehurst
SB Deputy Director, Dawn Chartier

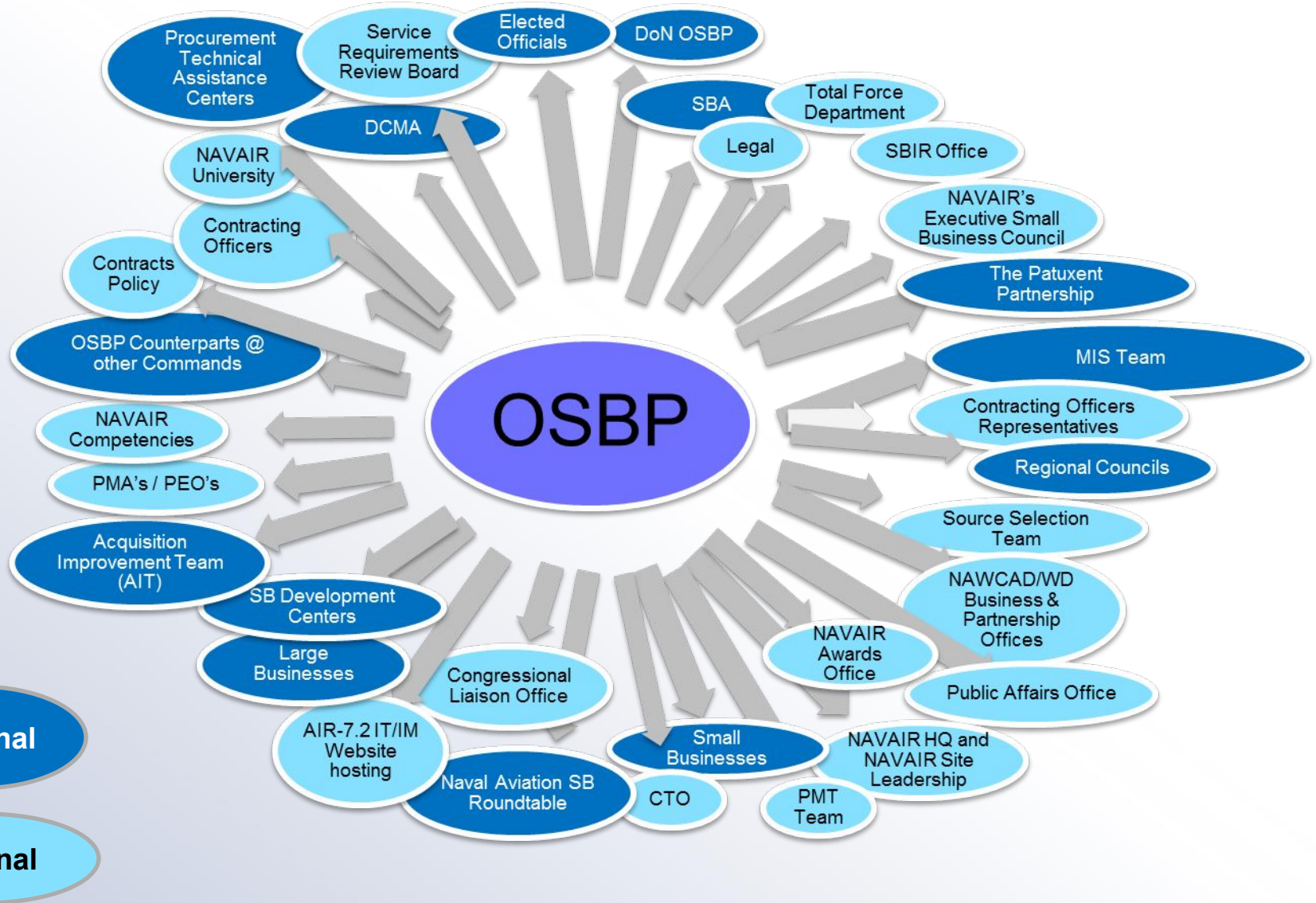
NAWCWD China Lake / Pt Mugu /
NATEC SD / FRC NI
SB Deputy Director, Derrick HU
SB Professional, Rowena Geyer

NAWCAD Pax
SB Deputy Director, Lorraine Rardin
Small Business Professional, Amber Wood

NAWCTSD Orlando
SB Deputy Director, Anthony Delicati

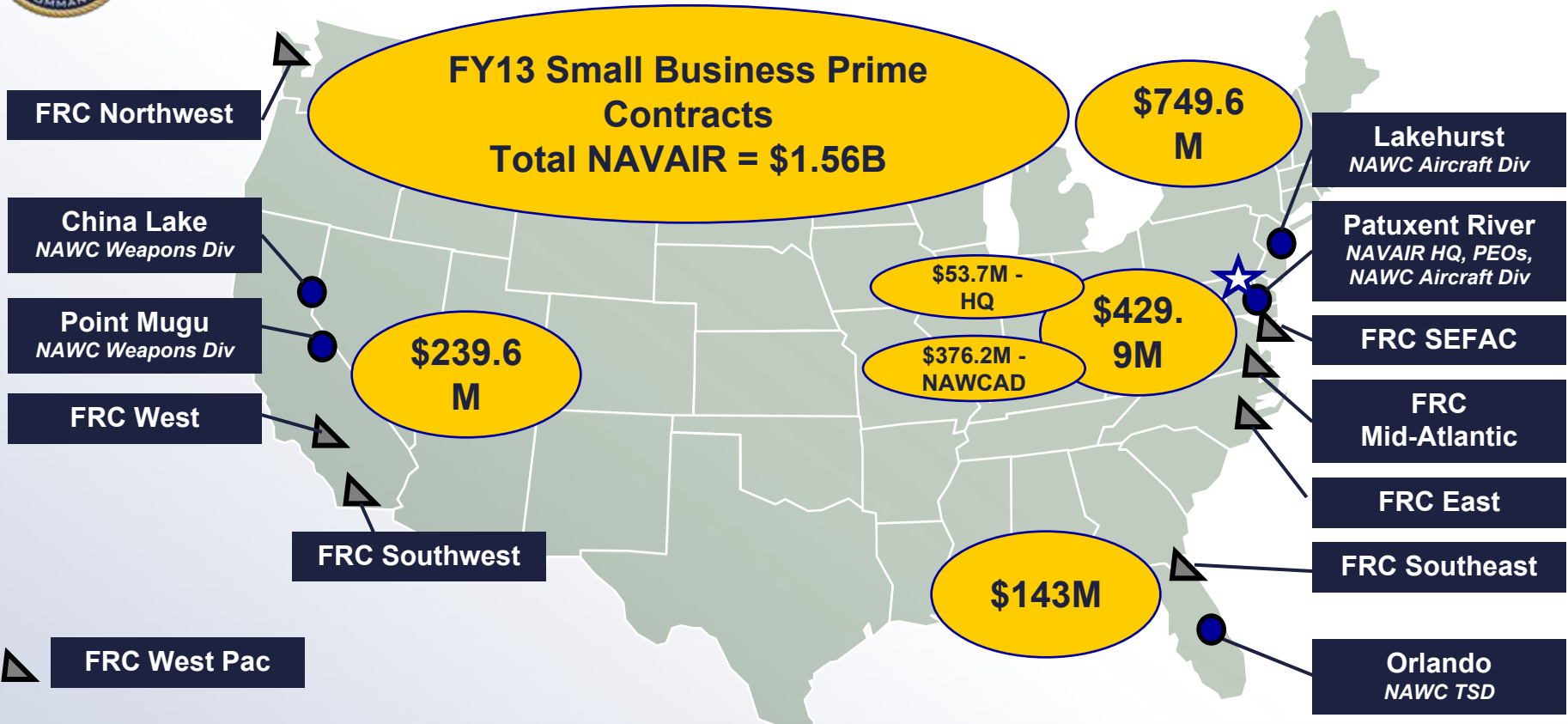


OSBP Networks with





FY13 Small Business Obligations



FRC Northwest

China Lake
NAWC Weapons Div

Point Mugu
NAWC Weapons Div

FRC West

FRC Southwest

FRC West Pac

\$749.6
M

Lakehurst
NAWC Aircraft Div

Patuxent River
NAVAIR HQ, PEOs,
NAWC Aircraft Div

FRC SEFAC

FRC
Mid-Atlantic

FRC East

FRC Southeast

Orlando
NAWC TSD

\$53.7M -
HQ

\$376.2M -
NAWCAD

\$429.
9M

\$143M

- NAVAIR HQ
- NAVAL AIR WARFARE CENTER
- FLEET READINESS CENTER

Source: FPDS-NG 8 Nov 11

Weapons West Coast Hub

- Missiles / Freefall weapons
- Weapon System Integration
- Electronic Warfare Systems
- Land Range / Sea Range
- Non Lethal Weapons

Aircraft East Coast Hub

- Air vehicles
- Propulsion & Power
- Avionics & Sensors
- Ship Interface & Support Systems
- Launch & Recovery
- UAVS



NAVAIR TARGETS VS. ACTUALS

	NAVAIR FY11	NAVAIR FY12	NAVAIR FY13 ACTUALS as of 30 JAN 14 (EOY)	NAVAIR FY14 ACTUALS as of 31 MAY 14
Prime Contracting				
Total Dollars	\$ 23,478,722,181	\$ 27,004,764,988	\$ 24,935,264,338	\$ 12,199,583,118
Small Business	7.412%	6.446%	6.264%	7.087%
Target	7.000%	7.300%	\$1.75B	\$1.6B
Dollars	\$ 1,740,323,430	\$ 1,740,699,799	\$ 1,562,036,600	\$ 864,593,174
SMALL DISADVANTAGED BUSINESS	2.253%	2.049%	1.996%	2.088%
Target	1.800%	2.000%	2.000%	2.000%
Dollars	\$ 529,088,972	\$ 553,333,110	\$ 497,745,333	\$ 254,717,026
VETERAN-OWNED SB**	2.389%	1.688%	1.816%	2.009%
Dollars	\$ 560,834,907	\$ 470,169,827	\$ 452,858,928	\$ 245,128,170
SERVICE-DISABLED VETERAN-OWNED SB	1.539%	1.048%	1.061%	1.223%
Target	0.500%	0.750%	0.750%	0.750%
Dollars	\$ 361,271,691	\$ 282,928,454	\$ 264,614,937	\$ 149,157,152
WOMAN-OWNED SB	0.775%	0.870%	0.882%	1.025%
Target	1.000%	1.000%	1.000%	1.000%
Dollars	\$ 182,036,084	\$ 234,869,558	\$ 219,888,985	\$ 125,103,165
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.205%	0.170%	0.185%	0.418%
Target	0.150%	0.200%	0.200%	0.200%
Dollars	\$ 48,049,382	\$ 45,892,844	\$ 46,158,003	\$ 50,984,649
Small Business Assessable Market (SBAM) = 17%				11.38%
Simplified Acquisition Threshold = 80%			88.49%	86.70%
Service Improvement = 40.66%			31.03%	36.80%

* SBAM Definition: Using FY13 awards, the Small Business Assessable Market (SBAM) excludes Product Service Codes (PSCs) having <1% of their total obligations across the federal government awarded to small businesses.



Do Your Homework

- Review NAVAIR website – www.navair.navy.mil
- Review NAVAIR OSBP website – www.navair.navy.mil/osbp
 - Strategic plans
 - NAWCAD operating plan
 - Long Range Acquisition Forecast
 - Links to other NAVAIR websites
 - Links to recent briefings
- Review FPDS-NG website – www.fpds.gov
 - Find out what NAVAIR procured in the past



Find Opportunities

<http://www.navair.navy.mil/osbp/>

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NAVAL AIR SYSTEMS COMMAND

OFFICE OF SMALL BUSINESS PROGRAMS



NAVAIR Home

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Connect with Us



NAVAIR's Long Range Acquisition Forecast Covering FYs 12-14 (NEW) January 30, 2012

NAVAIR's Long Range Acquisition Forecast (LRAF), covering FY12 through FY14, is now available under the Procurement Forecast section of the "Presentations" link (or click on the heading title above to access). NAVAIR's LRAF creates a demand signal visible to a wider range of industry and should contribute to better support of our requirements including the distinct prospect of fostering increased competition. (Note: The LRAF has been updated with upcoming requirements for IT (Line 335-336)).

Sources Sought: P-8A (Boeing 737) Commercial Spare Parts February 13, 2012

The P-8A Program Office (PMA-290), is conducting a market survey to identify potential business sources who have the resources, capabilities and experience to procure and deliver Boeing 737 commercial common initial spare parts for P-8A Aircraft. The NAICS Code for this procurement is 336412 -- Aircraft Engine and Engine Parts Manufacturing; and the classification code is 15 -- Aircraft & airframe structural components. Please refer to solicitation number N00019-R-12-3001 on FedBizOpps. <https://www.fbo.gov/spq/DON/NAVAIR/N00019/N00019-R-12-3001/listing.html>.

SAVE THE DATE NAWCWD Industry Day 2012 February 9, 2012

23 May 2012 - The Naval Air Warfare Center Weapons Division (NAWCWD) anticipates hosting "NAWCWD Industry Day 2012." The objective of this event is to enhance NAWCWD-Industry collaboration in support of the Naval Aviation Warfighter. Details on the event will be provided on the following website in the near future: <http://www.navair.navy.mil/navcwwd/index.html>

SAVE THE DATE NAWCWD Multi-Use Technology Symposium February 9, 2012

24 May 2012 - The Naval Air Warfare Center Weapons Division (NAWCWD) anticipates hosting a Multi-Use Technology Symposium focused on Unmanned Systems. More details will be provided in the near future.

Source Sought for the Mechanical Facilities Team (4.5.12) February 7, 2012

The Naval Air Warfare Center Aircraft Division Contracts Department (AIR 2.5.1.2), Patuxent River, MD announces its intention to procure on a competitive basis the services necessary to provide support to the Ship & Shore Based Electronic Systems (S&SBES) Team (Code 4.5), St. Inigoes, MD. The Ship & Shore Based Electronic Systems (S&SBES) Team (Code 4.5), St. Inigoes, of the Naval Air Warfare Center Aircraft Division performs development, testing, installation, and maintenance of shipboard and shore based electronic equipment. In support of this mission, the Mechanical Facilities Team (4.5.12) provides research and



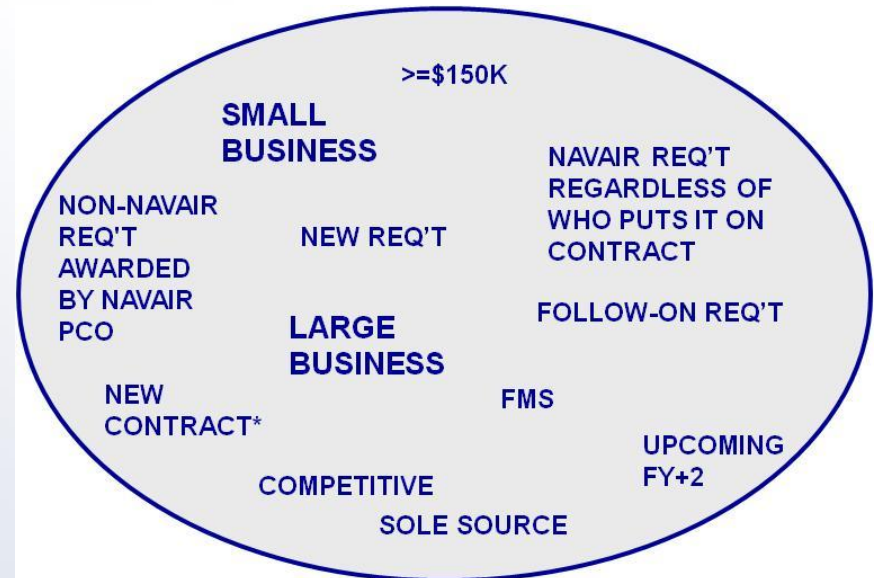
LONG RANGE ACQUISITION FORECAST

Forecast posted annually on www.navair.navy.mil/osbp and includes:

- Short descriptive title for the requirement
- Longer description
- Estimated dollar value
- Requiring Organization
- Contracting Office
- Solicitation/Request for Proposal release date
- Contract Award timeframe
- Planned strategy (i.e., SDVOSB set-aside)
- Incumbent Contractor
- Prior/Current Contract Number
- Procurement Quantities
- Contract Period of Performance
- Delivery/Performance Location
- NAVAIR Point of Contact

LONG RANGE ACQUISITION FORECAST IS TEMPORARILY UNAVAILABLE

- NAVAIRINST 5000.26





Long Range Acquisition Forecast

Forecast posted annually on www.navair.navy.mil/osbp and includes:

- Short descriptive title for the requirement
- Longer description of the requirement
- Estimated dollar value of the requirement
- Requiring Organization
- NAVAIR Contracting Office
- Est. Solicitation/Request for Proposal release date
- Timeframe when the contract may be awarded
- Small Business Set-Aside? (if known)
- Planned strategy (i.e., SDVOSB set-aside)
- Incumbent Contractor
- Procurement Quantities
- Period of Performance of the Contract
- Delivery/Performance Location
- Point of Contact

LONG RANGE ACQUISITION FORECAST DATA SHEET

Short Descriptive Title of Contracting Opportunity {to include RFPs}	Expected Dollar Value Range for the Requirement {include "options"}	Small Business Set-Aside	Procurement Method	Requiring Organization	Projected NAVAIR Contracting Office	Anticipated Solicitation / RFP {Qtr/FY}	Anticipated Contract Award {Qtr/FY}	Anticipated Period of Performance {months or years}	Incumbent Contractor {if applicable}	Projected Work Location	Procurement Quantity (if applicable)	Point of Contact {phone or email}

****DISCLAIMER**** United States Code Title 15, Section 637(A)(12)(C), requires the Department of the Navy (DoN) to prepare a forecast of expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The LRAF contains NAVAIR requirements valued at \$150,000 or more that are forecasted for the upcoming and next two fiscal years. The forecast is for informational and marketing purposes only. It does not constitute a specific offer or commitment by the Navy to fund, in whole or in part, the opportunities referenced herein. This listing is not all inclusive and is subject to change.

***NOTE:** All information contained in this Long Range Acquisition Forecast is based on the upcoming fiscal year and two succeeding fiscal years.
****NOTE:** Use the drop down menus for the selection of the following data sets: Expected Dollar Value, Small Business Set-Aside, Procurement Method, Anticipated Solicitation and Anticipated Contract Award.



Let Us Know!

When NAVAIR issues a sole source synopsis and you believe you can provide the supplies/services, **LET US KNOW!**

If you know a full and open competition is pending or you see a full and open competition synopsis and you think there are **2** or more SDVOSBs, 8(a)s, HUBZones, or WOSBs, or small businesses that can do the work, **LET US KNOW!**

Work closely with the contract specialist and the site small business deputy.

NAVAIR OSBP Website
www.navair.navy.mil/osbp

Enabling the war fighter with creative solutions brought to them through small business.



Tips for Responding to a Sources Sought Announcement

• Tips

- **Show holistic capability – technical, but also management practices, financial stability, quality processes, able to manage subcontractors, discriminators, etc.**
- **Provide more detail on number of employees and company locations**
- **Show how you will minimize transition risk**
- **Request clarification, if needed**
- **Meet the response timeline**



Sources Sought Responses

- **Areas where industry can improve**
 - Answer all the questions
 - Be sure you are addressing a NAVAIR requirement and not one from another agency or service
 - Be sure to discuss all the items that will be evaluated
 - Address only experience that is applicable to the requirement
 - Validate your claims of capability
 - If you combine past performance contracts, be sure to provide a break out of scope and complexity of each
 - If you propose teaming, show value-added
 - Address how you will manage subcontractors and prior experience in this area
 - If admitting lack of capability or experience; offer solution, mitigation, alternative, etc.



Guidance To Industry

- **Company Data Sheet**

- No more than three pages (MS Office document) about your company and products or services
- Tailored for NAVAIR
- Keep it simple, but make your company stand out

- **Answer the following**

- Company point of contact information
- Describe what your company does (products or services)
- How your mission relates to Naval Aviation
- Product commercially available?
- Intellectual property rights?
- Product utilized with or on any other DoD, government, or commercial platform?
- Quantitative data on product performance
- Small business certifications, current contract vehicles and NAICS

Posted on NAVAIR OSBP website under the Guidance to Industry.

www.navair.navy.mil/osbp



After Contract Award

- Key message: You must now PERFORM!
- LET NAVAIR KNOW if you're experiencing difficulties... ASAP
 - Technical/Performance
 - Schedule
 - Financial
- ...And these communications should be DOCUMENTED
- Know your CONTRACT...scope, terms, conditions, schedules, deliverables – it's what we're holding you accountable for
- Be aware the government rates your performance yearly in the Contractor Performance Assessment Reporting System (CPARS) – Used in future source selections (Contracts over \$1M for services and over \$5M for products)



Resources Available to Assist

First line of
communication
after contract award

- Contracting Officer
- Administrative Contracting Officer
- Technical Customer
- NAVAIR Small Business Deputy
- Also:
 - SBA website (<http://www.sba.gov>)
 - Counseling – in person, email
 - Financial Assistance Training
 - Training
 - PTAC (<http://www.sellingtothegovernment.net>)