



# NAVAIR Office of Small Business Programs

***Presented by:***

*Emily Harman, Associate Director, NAVAIR OSBP*

*Derrick Hu, Deputy Director, NAVAIR OSBP*

***To:***

*2012 Navy Gold Coast*

*8 August 2012*

| Report Documentation Page                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                    |                                     |                                                           | Form Approved<br>OMB No. 0704-0188                  |                                 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|-------------------------------------|-----------------------------------------------------------|-----------------------------------------------------|---------------------------------|
| Public reporting burden for the collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Washington Headquarters Services, Directorate for Information Operations and Reports, 1215 Jefferson Davis Highway, Suite 1204, Arlington VA 22202-4302. Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to a penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number. |                                    |                                     |                                                           |                                                     |                                 |
| 1. REPORT DATE<br><b>08 AUG 2012</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                    | 2. REPORT TYPE                      |                                                           | 3. DATES COVERED<br><b>00-00-2012 to 00-00-2012</b> |                                 |
| 4. TITLE AND SUBTITLE<br><b>NAVAIR Office of Small Business Programs</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                    |                                     |                                                           | 5a. CONTRACT NUMBER                                 |                                 |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                    |                                     |                                                           | 5b. GRANT NUMBER                                    |                                 |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                    |                                     |                                                           | 5c. PROGRAM ELEMENT NUMBER                          |                                 |
| 6. AUTHOR(S)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                    |                                     |                                                           | 5d. PROJECT NUMBER                                  |                                 |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                    |                                     |                                                           | 5e. TASK NUMBER                                     |                                 |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                    |                                     |                                                           | 5f. WORK UNIT NUMBER                                |                                 |
| 7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES)<br><b>Naval Air Systems Command ,Office of Small Business Programs,429 East Bowen Rd-Stop 4015 Code 500000D,China Lake,CA,93555-6108</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                    |                                     |                                                           | 8. PERFORMING ORGANIZATION REPORT NUMBER            |                                 |
| 9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                    |                                     |                                                           | 10. SPONSOR/MONITOR'S ACRONYM(S)                    |                                 |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                    |                                     |                                                           | 11. SPONSOR/MONITOR'S REPORT NUMBER(S)              |                                 |
| 12. DISTRIBUTION/AVAILABILITY STATEMENT<br><b>Approved for public release; distribution unlimited</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                    |                                     |                                                           |                                                     |                                 |
| 13. SUPPLEMENTARY NOTES<br><b>Presented at the 2012 Navy Gold Coast Small Business Conference, 6-8 Aug, San Diego, CA.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                    |                                     |                                                           |                                                     |                                 |
| 14. ABSTRACT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                    |                                     |                                                           |                                                     |                                 |
| 15. SUBJECT TERMS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                    |                                     |                                                           |                                                     |                                 |
| 16. SECURITY CLASSIFICATION OF:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                    |                                     | 17. LIMITATION OF ABSTRACT<br><b>Same as Report (SAR)</b> | 18. NUMBER OF PAGES<br><b>45</b>                    | 19a. NAME OF RESPONSIBLE PERSON |
| a. REPORT<br><b>unclassified</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | b. ABSTRACT<br><b>unclassified</b> | c. THIS PAGE<br><b>unclassified</b> |                                                           |                                                     |                                 |



# NAVAIR Command Overview

# 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.**

*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



## CURRENT READINESS

*Contribute to delivering naval aviation units ready for tasking with the right capability, at the right time, at the right cost*

## FUTURE CAPABILITY

*Deliver new aircraft, weapons, and systems on time and within budget that meet fleet needs and provide a technological edge over our adversaries*

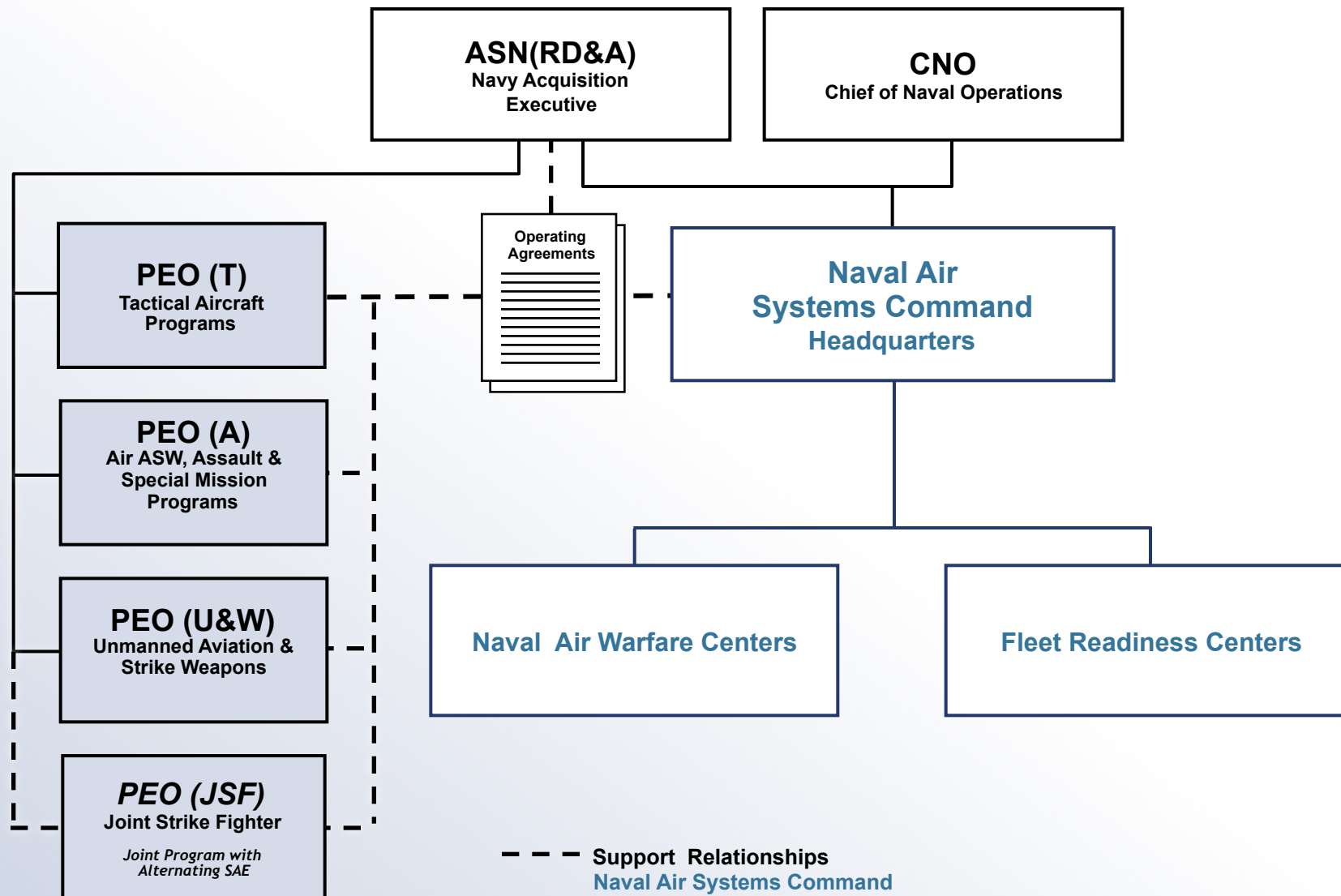
## PEOPLE

*Develop our people and provide them with the tools, infrastructure and processes they need to do their work*

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



# Reporting Relationships – NAVAIR and Affiliated PEOs

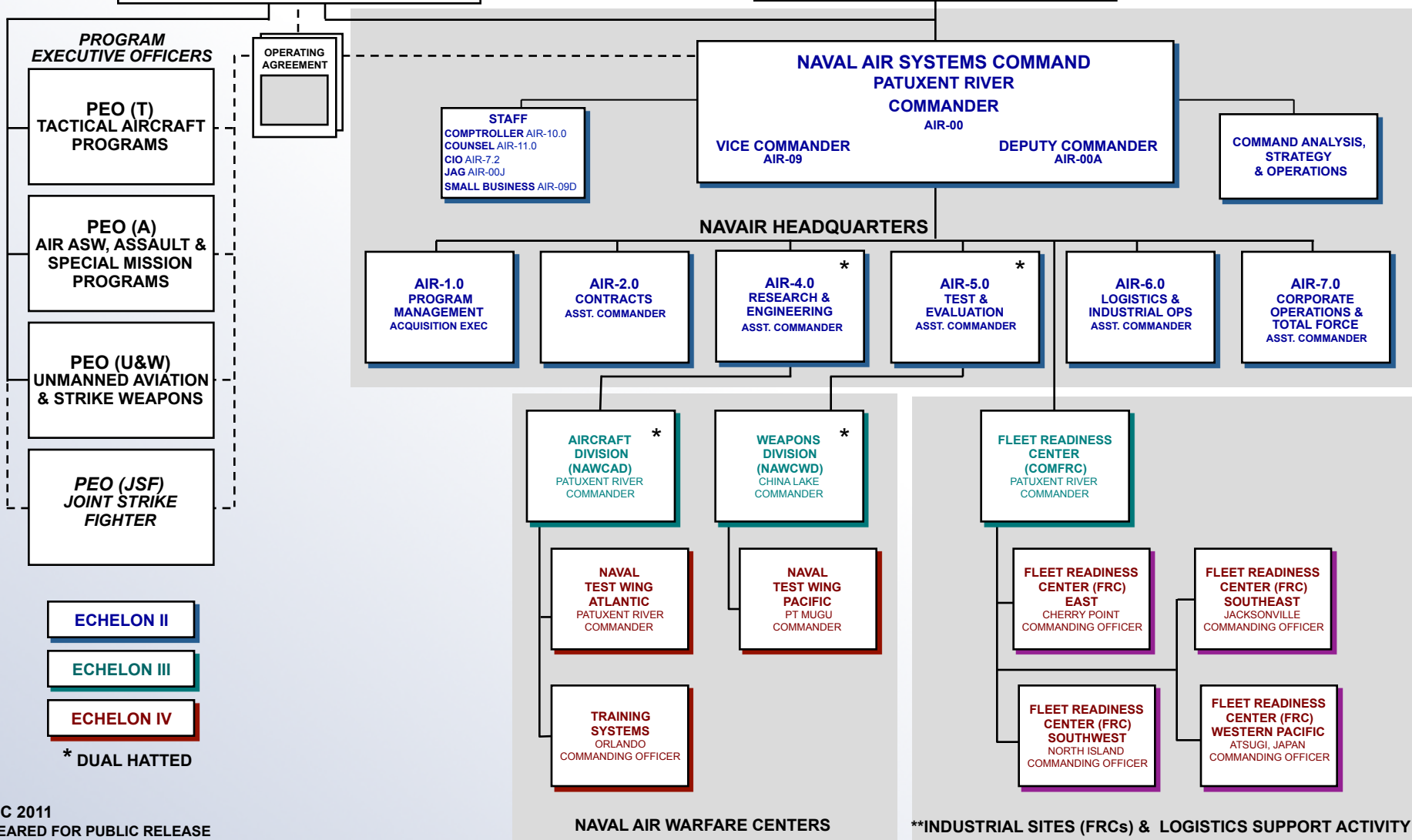




# Organizational Structure

**ASN (RD&A)**  
**ASSISTANT SECRETARY OF THE NAVY**  
(RESEARCH, DEVELOPMENT, AND ACQUISITION)

**CNO**  
**CHIEF OF NAVAL OPERATIONS**



DEC 2011  
CLEARED FOR PUBLIC RELEASE

\*\*INDUSTRIAL SITES (FRCs) & LOGISTICS SUPPORT ACTIVITY

\*\* 4 INDUSTRIAL SITES OF TOTAL OF 8 FRCs  
REPORT UP THROUGH COMFRC TO AIR-00

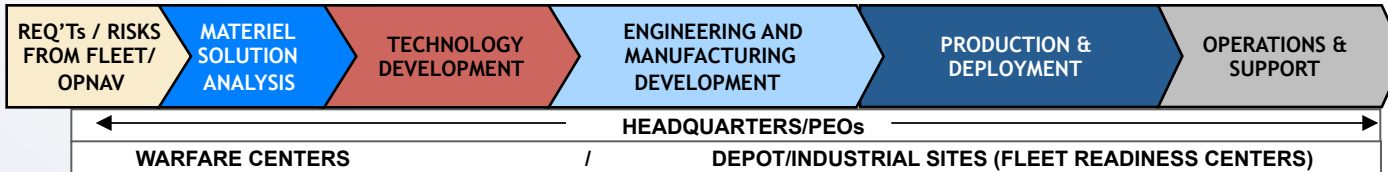


# Acquisition Management Support

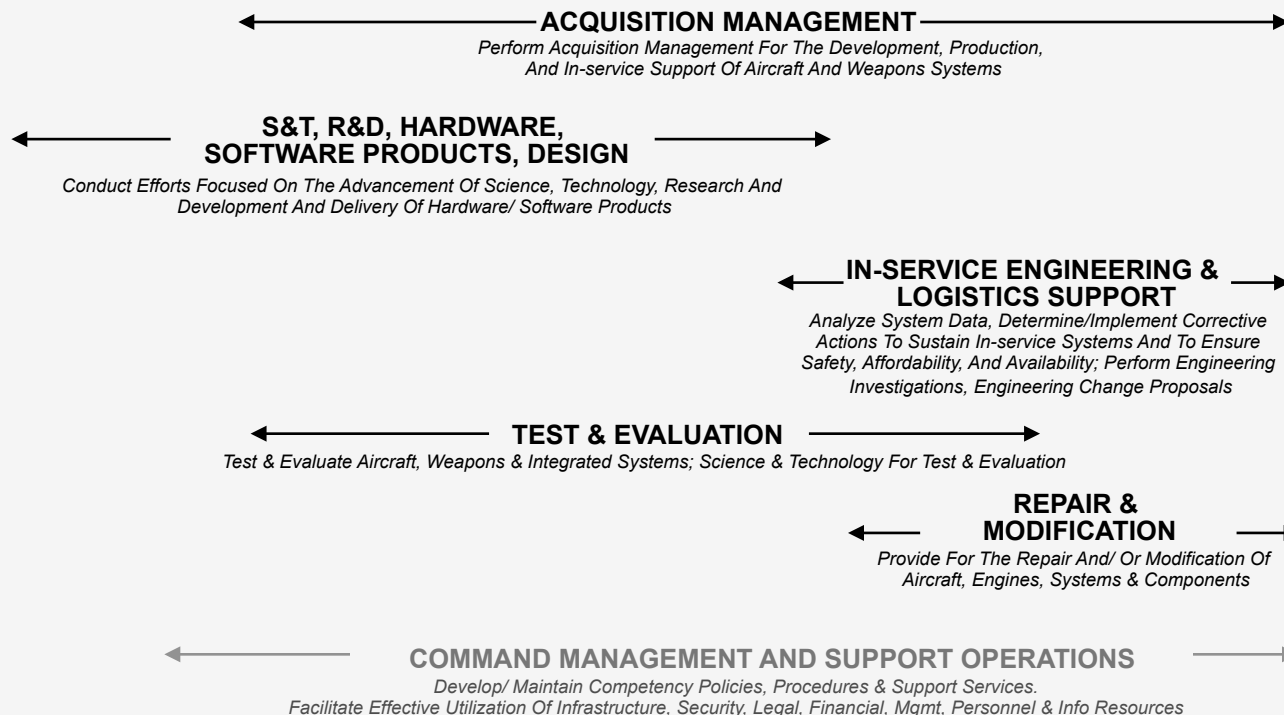
## FULL LIFE-CYCLE MANAGEMENT

### FUTURE CAPABILITIES

### CURRENT READINESS



## CORE FUNCTIONS/PROCESSES



## PRODUCTS



**Tactical Aircraft**



**Air ASW, Assault & Special Mission**



**Unmanned Aircraft & 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
- JTDI
- JCMIS
- JEDMICS
- AWIS
- NDMS
- MEASURE

### 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)
- CIRCUM (US ARMY LEAD)
- JOINT PRIMARY A/C TRAINING SYSTEM (T-6B TEXAN II) (AIR FORCE LEAD)
- ADVANCED AIRBORNE SENSOR
- LITTORAL SURVEILLANCE RADAR SYSTEM
- NEXT GENERATION JAMMER (PRE-MDAP)
- JOINT ALLIED THREAT AWARENESS SYSTEM (JATAS)
- AIM-9X 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 BLOCK II
- F/A-18 DTS
- VIRTUAL MISSION TRAINING SYSTEM

#### ACAT IV

- COMM IFF DIGITAL TRANSP (CXP)
- ADMACS BLOCK 2
- ADVANCED RECOVERY CONTROL (ARC)
- MORIAH WIND SYSTEM (MWS)

#### ADDITIONAL

- 4 ABBREVIATED ACQ PROGRAMS
- EMALS

### 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/KC-130 AIRCRAFT DECM SURV EQUIP
- C-130T AVIONICS OBSOLESCENCE UPGRADE
- USMC C-12W PROGRAM
- INTEGRATED MECH DIAGNOSTICS SYSTEM
- T64 ENGINE RELIABILITY IMPROVEMENT PROG
- MULTI-STATIC ACTIVE COHERENT (MAC)
- VH-60N COCKPIT UPGRADE
- AH-1W NIGHT TARGETING SYS UPG PROGRAM
- UH-1N/1Y BRITESTAR BLOCK II
- P-3 C4 for ANTI-SUBMARINE WARFARE
- P-3 COMM NAV SURV AIR TRAF MGT (CNS/ATM)
- P-3 CRITICAL OBSOLESCENCE PROGRAM
- P-3/EP-3 SPEC STRUC INSPECT-KITS (SSI-K)
- AH-1W HELMET DISPLAY TRACKING SYS (HDTs)

#### ADDITIONAL

- 14 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
- BROAD AREA MARITIME SURVEILLANCE UNMANNED AIRCRAFT SYSTEMS (BAMS UAS)
- JAGM (PRE-MDAP) (USA Lead)
- SDBII (USAF Lead)
- JDAM (USAF Lead)

#### ACAT II

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

#### ACAT III

- SMALL TACTICAL UNMANNED AIRCRAFT SYSTEM (STUAS)
- ADVANCED PRECISION KILL WEAPONS SYSTEM (APKWS) II
- TACTICAL TOMAHAWK WEAPONS CONTROL SYSTEM (TTWCS)

#### ACAT IV

- DIRECT ATTACK MOVING TARGET CA(DAMTC)
- GQM-163A
- MULTI-STAGE SUPERSONIC SEA SKIM TARGET
- SUBSONIC AERIAL TARGET
- COMMON DEFENSIVE WEAPON SYSTEM (GAU-21)
- SMALL UNIT REMOTE SCOUTING SYS (SURSS)
- JOINT MISSION PLANNING SYSTEM (JMPS)

#### 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)
- TACTICAL A/C MOVING MAP CAPABILITY
- ADVANCED DIGITAL DATA SET (ADDS)

#### ACAT IV

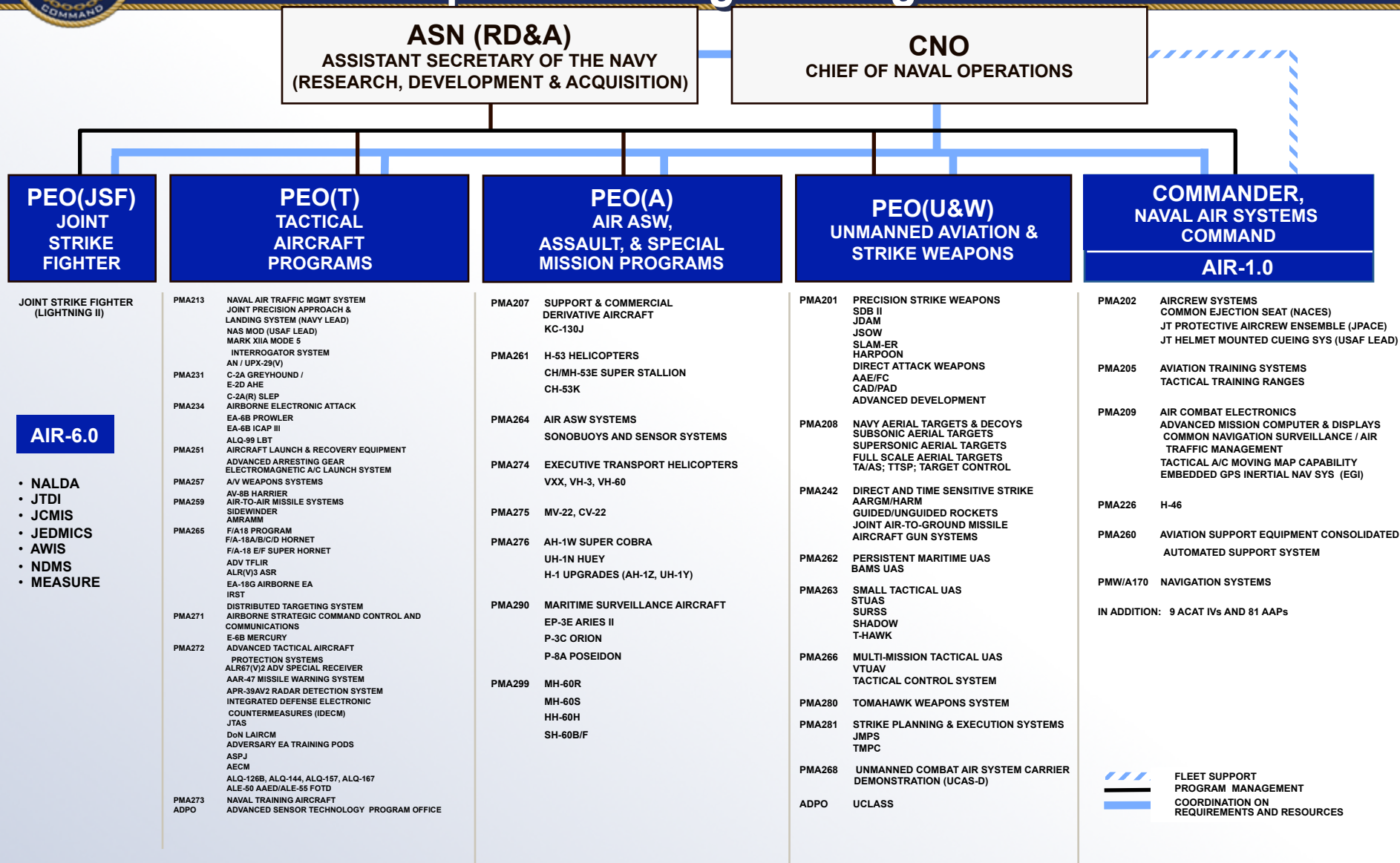
- FLIGHT DECK CRANIAL (FDC)
- TACT COMBAT TRAINING SYS (TCTS) INCREMENT 1
- UNDERSEA WARFARE TR RN (USWTR)
- GPWS CAT I (PATROL / TRANSPORT) / TAWS
- GPWS / CATEGORY III (HELOS)
- MILITARY FLIGHT OPS QA (MFOQA)
- ELECTRONIC CASS (eCass)
- HYDRAULIC POWER SUPPLY
- TERRAIN AWARENESS & WARNING SYSTEM II (TAWS II)
- AIRCRAFT WIRELESS INTERNAL COMMUNICATION SYSTEM (AWICS)

#### ADDITIONAL

- 81 ABBREVIATED ACQ PROGRAMS



# Naval Aviation Acquisition Program Alignment



UPDATED: 2 MAY 2012  
DATA SOURCE: PEO(T), GEOFF TISONE, 301-757-7156; PEO(A), CHRISTINE MCLELLAN, 301-757-5380; PEO(U&W), KEITH RIZKOWSKI, 301-757-6306; AIR-1.0, THOMAS MATTHEWS, 301-757-6989; AIR-1.1, LOLA SCOTT, 301-757-7228



# NAVAIR Business Fiscal Year 2011



**TACTICAL AIRCRAFT**



**AIR ASW, ASSAULT & SPECIAL MISSION**



**TEST & EVALUATION RANGES**

## Overview

~ \$41 Billion/Year

~36,000 People (Civ/Mil/Ktr)

~8 Primary Sites

~100 ACAT Programs

~200 New Aircraft Deliveries

~ 700 Aircraft Repairs

~3,900 Aircraft Supported

~100 Type/Model/Series



**UNMANNED AIRCRAFT &  
STRIKE WEAPONS**



**COMMON SYSTEMS/MISSION  
SYSTEMS/TRAINING/ALRE**



**FLEET READINESS CENTER  
INDUSTRIAL FACILITIES**



# Delivery Actuals Fiscal Year 2011

|               |                                                            |
|---------------|------------------------------------------------------------|
| <b>233</b>    | <b>New Aircraft Deliveries</b>                             |
| <b>33,594</b> | <b>Missiles/Bomb Deliveries</b>                            |
| <b>16</b>     | <b>Target Deliveries</b>                                   |
| <b>448</b>    | <b>Unmanned Air Vehicle Deliveries</b>                     |
| <b>147</b>    | <b>Unmanned Air Vehicle Ground System Deliveries</b>       |
| <b>14</b>     | <b>Training Device Deliveries</b>                          |
| <b>706</b>    | <b>Aircraft Repairs (Includes Commercial/Interservice)</b> |
| <b>1,752</b>  | <b>Engine Repairs (Includes Commercial/Interservice)</b>   |
| <b>75,837</b> | <b>Component Repairs</b>                                   |
| <b>3,416</b>  | <b>Support Equipment Repairs</b>                           |



# NAVAIR Commands



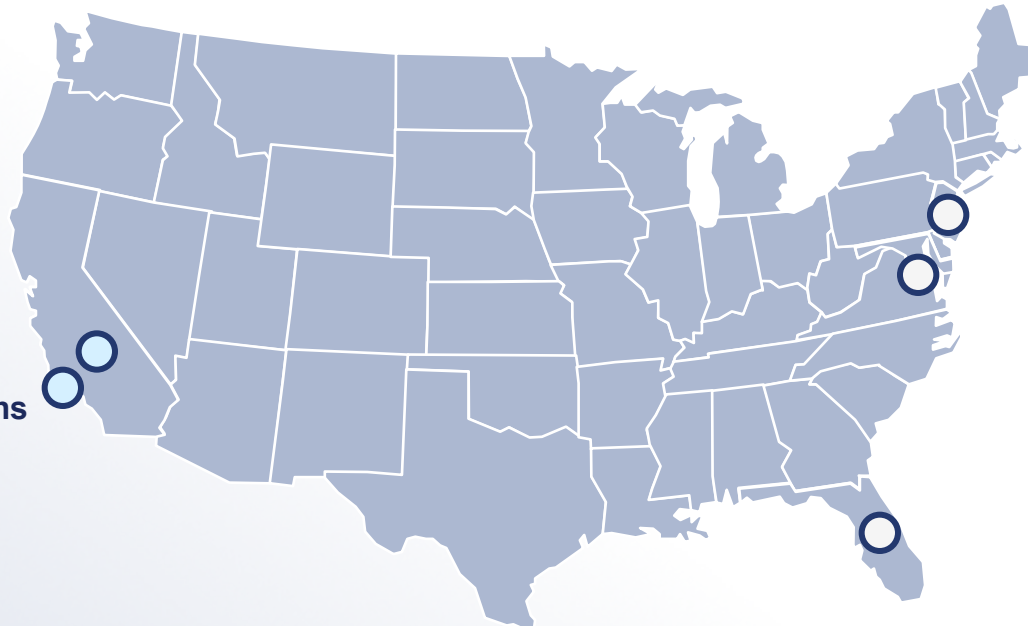
# Naval Air Warfare Centers

## Weapons Division

○ WEST COAST

### China Lake/Pt. Mugu

- Land and Sea Ranges
- Live Fire Testing
- Missiles/Freefall Weapons
- Energetics
- Air-to-Air Weapons
- Air-to-Ground Weapons
- Electronic Warfare Systems
- Systems of Systems Integration



## Aircraft Division

○ EAST COAST

### Lakehurst/Patuxent River/Orlando

- Land and Sea Ranges
- Air Vehicles
- Propulsion & Power
- Avionics & Sensors
- Crew Systems
- Aircraft Launch & Recovery Equipment/Support Equipment
- Ship Interface & Support Systems
- Human Performance/Simulator Systems
- Training Systems

- Navy's principal activities for research, development, acquisition, test and evaluation (RDAT&E), engineering and fleet support for naval aviation platforms, weapons and systems
- Fifth-generation weapon systems integration and ship/shore/air integration
- Integrated national ranges and labs (unique and unavailable in private sector)
- Technical authority and acquisition decision support



# NAWCAD Key Resources

## Lakehurst



- 123 Structures totaling 1,057,831 square feet on 7,400 acres
- Aircraft Platform Interface Lab
- EMALS Test Site
- Steam Catapult Complex
- Runway Arrested Landing Site
- Jet Car track Site
- Jet Blast Deflector Site
- Carrier Analysis Facility
- Prototype & Manufacturing Facility

## Patuxent River



- 665 Structures on 13,812 acres, with 10 Hangars, 5 Runways
- 2,700 square miles Patuxent Special Use Airspace to 85,000 feet
- Access to more than 50,000 square miles of additional offshore air and sea space
- Anechoic Chamber, Becker Lab, ACETEF, SAIL, APF, P&P
- Test Wing Atlantic, USNTPS, NACRA, Webster Field
- Controlled RF environment
- Over-water Approaches
- Instrumentation & Fabrication

## St Inigoes



- 60 Buildings on 852 acres with 2 Active Runways
- Shipboard ATC/Combat ID
- Ship/Shore Communications
- Controlled RF environment
- Over-water Approaches
- Aircraft tracking opportunities
- Pier and shoreline access





# NAWCAD Major Laboratories and Facilities

**Air Combat Environment Test and Evaluation Facility (ACETEF)**

**Anechoic Test Facilities**

**Advanced Maritime Technology Center**

**AEGIS Communications Facility**

**Aircraft Prototype Facility**

**Combat and Communications Lab**

**E3 Test Facility**

**Electromagnetic Pulse Simulator**

**Facilities for Antennas and RCS Measurements**

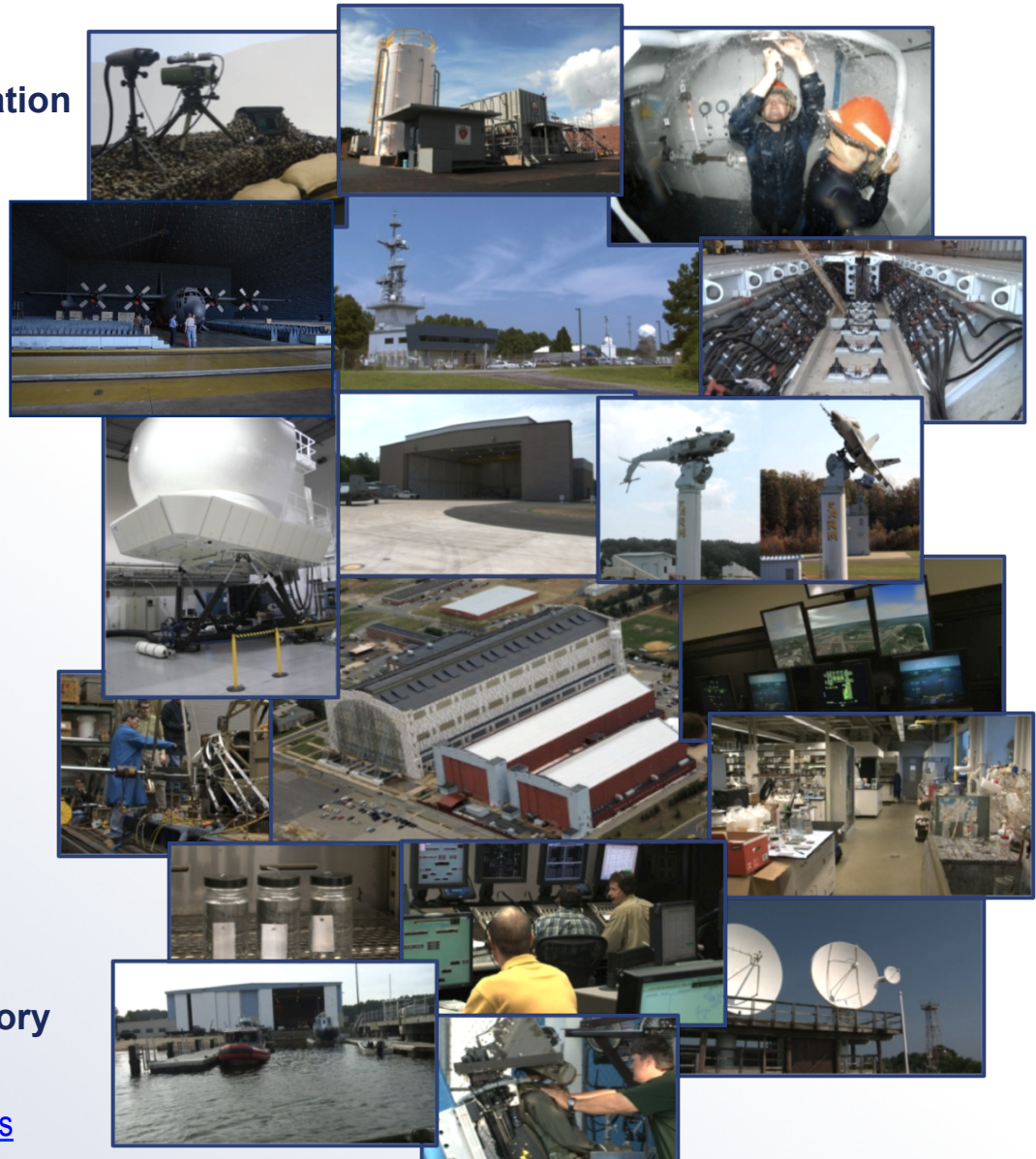
**Manned Flight Simulator**

**Materials Lab**

**Propulsion and Power**

**Surface/Aviation Interoperability Laboratory (SAIL)**

<http://www.navair.navy.mil/nawcad.capabilities>





# NAWCWD Key Resources

## China Lake



- Structures totaling 3,139,010 square feet on 1,110,414 acres
- 5 Hangars, 3 Main Runways plus 2 UAV Operational Strips
- 1,777 square miles of Land Range (Instrumented)
- 20,000 square miles Restricted/Controlled Air Space
- Michelson, Lauritsen, McLean and Advanced Weapons Laboratories
- China Lake Propulsion Laboratory
- Weapons Survivability Laboratory
- Supersonic Naval Ordnance Research Track (SNORT)
- Skytop – Trident to Large Rocket Motor Test Facility
- Electronic Combat Range
- Extensive Live Ordnance Test Ranges
- VX-31

## Point Mugu

- 157 Structures totaling 1,496,447 square feet on 4,490 acres
- 4 Hangars, 2 Main Runways
- 36,000 square miles of Sea Range Restricted/Controlled Air Space
- 125,000 square miles of Instrumented Sea/Airspace
- Sea Range Operations Center
- EA-6B & EA-18G Airborne Electronic Attack (AEA)
- Electronic Combat Simulation and Evaluation Laboratory (ECSEL)
- Radar Reflectivity Laboratories
- Naval Test Wing Pacific – VX-30



## San Nicolas Island



- 25 Structures totaling 147,538 square feet on 13,370 acres
- 60 miles from the mainland; 10,000-foot Runway
- Target and Missile Launch Facilities
- Inert Weapons Impact Area
- Extensive Range Instrumentation
- Theater Warfare Exercises and Littoral Warfare Training



# NAWCWD Major Laboratories and Facilities

**Advanced Weapons Lab**

**AV-8B, F/A-18, H-1 Fleet Support Laboratories**

**Electro-Optical/Infrared (EO/IR) Systems Evaluation Laboratory**

**Energetics**

**Integrated Battlespace Arena (IBAR)**

— Real-Time Hardware-in-the-Loop Testing

**Joint Counter IED Facility**

**Radar Reflectivity Lab**

**Supersonic Naval Ordnance Research Track**

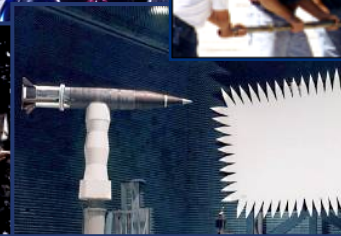
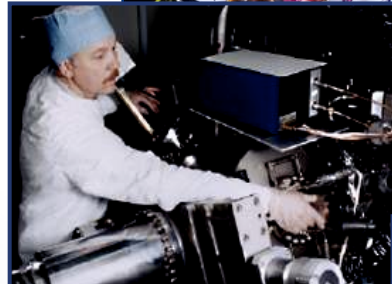
**Sky Top (Missile Motor Test Facility)**

**Weapons Survivability Laboratory (WSL)**

**Electronic Combat Range (ECR)**

**Hardware-In-the-Loop Laboratory (ESSM and AMRAAM)**

<http://www.navair.navy.mil/nawcwg/capabilities>





# NAVAIR Ranges

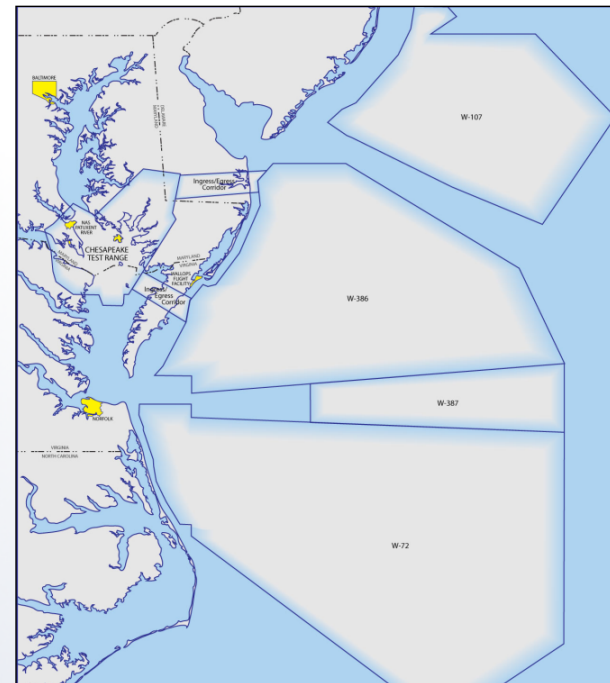
## PACIFIC RANGES

- **Restricted Airspace (R2508)**
  - Approximately 20,000 square miles
  - 20,000 feet (FL200) to unlimited altitude
  - Incorporates underlying MOAs
- **Land & Electronic Combat Ranges**
  - Restricted Areas R2505, 2524, 2506
  - Approximately 1.1 Million Acres
  - Surface to unlimited altitude
- **IR-200 Low Level route connecting Sea and Land Ranges**
- **Offshore Ranges**
  - Warning Areas approximately 36,000 square miles
  - Surface to unlimited altitude



## ATLANTIC RANGES

- **Chesapeake Test Range**
  - Restricted Areas R-4002/5/6/7/8/6609/Chessie A/B/C
  - Approximately 2,700 square miles
  - Surface to 85,000 feet
- **Offshore Ranges**
  - Warning Areas W-72/105/106/107/8/386/387
  - Approximately 18,000 square miles
  - Surface to unlimited altitude
  - Expands operating area to more than 50,000 square miles





# Fleet Readiness Centers

## Depots/Industrial Sites

### Southwest – North Island

#### Aircraft

AV-8B, C-2, E-2, F/A-18, H-1, H-60, H-53, V-22, H-46, P-3

#### Engines

LM2500, T700, T56

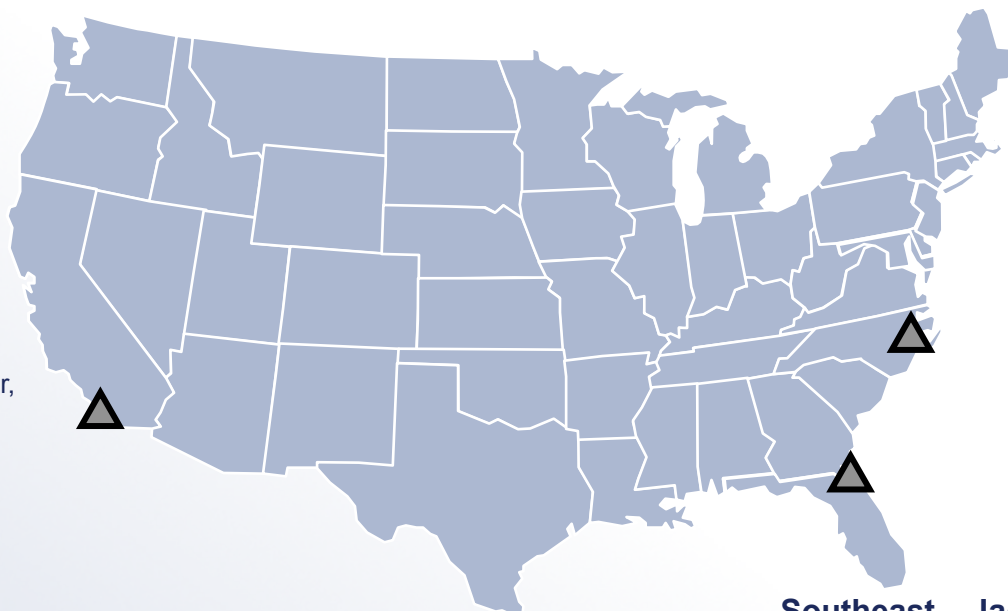
#### Components

Instruments, Canopies, E-2 Radar, Composites, Components for above T/M/S

### △ West Pacific – Atsugi, Japan

#### Aircraft Repair

C-130, EA-18G, E-2, F/A-18, H-1, H-53, H-60, P-3



### East – Cherry Point

#### Aircraft Repair

AV-8B, EA-6B, H-1, H-46, H-53, V-22

#### Engine Repair

F402, T56, T58, T64, T400

#### Component Repair

Dynamic Components, Rotor Blades, Props, Blades/Vanes, APU/GTC, E-2 and P-3 Props

### Southeast – Jacksonville

#### Aircraft

EA-6B, F/A-18, H-60, P-3

#### Engines

F414, J52, T56, T700

#### Components

Electro-Optics, Air Refueling Stores, Racks/Launchers, Components for above T/M/S

**Integrated maintenance, repair and overhaul of naval aircraft, systems and components**



# Fleet Readiness Centers

- FRC mission is to create high velocity repair loops by inserting depot level capability into intermediate level repair sites
  - Sites typically located near operational organizations and closer to the flight line
  - Proximity minimizes lengthy delays and transportation costs, and returns component to the flight line and warfighter quicker and at far less expense



- To date, the FRCs have avoided more than \$940 million
  - About \$120 million more than the to-date-targeted projection
  - On course to meet the \$1.2 billion goal established under BRAC 2005





Visit [www.navair.navy.mil](http://www.navair.navy.mil)



***NAVAIR – Where the future of Naval Aviation takes flight***



# How To Do Business With NAVAIR



# 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](http://www.navair.navy.mil/osbp)

Ms. Emily Harman, Associate Director, OSBP



# NAVAIR Office of Small Business Programs

**NAVAIR Headquarters**  
Associate Director, Emily Harman  
HQ Small Business Deputy, Jill Moore  
Industry Liaison, Marshall Woodfolk  
Office Assistant, Kristi Gardiner  
Program Analyst, Wanda M. Norris

**NAWCAD Lakehurst**  
Small Business Deputy, Dawn Chartier

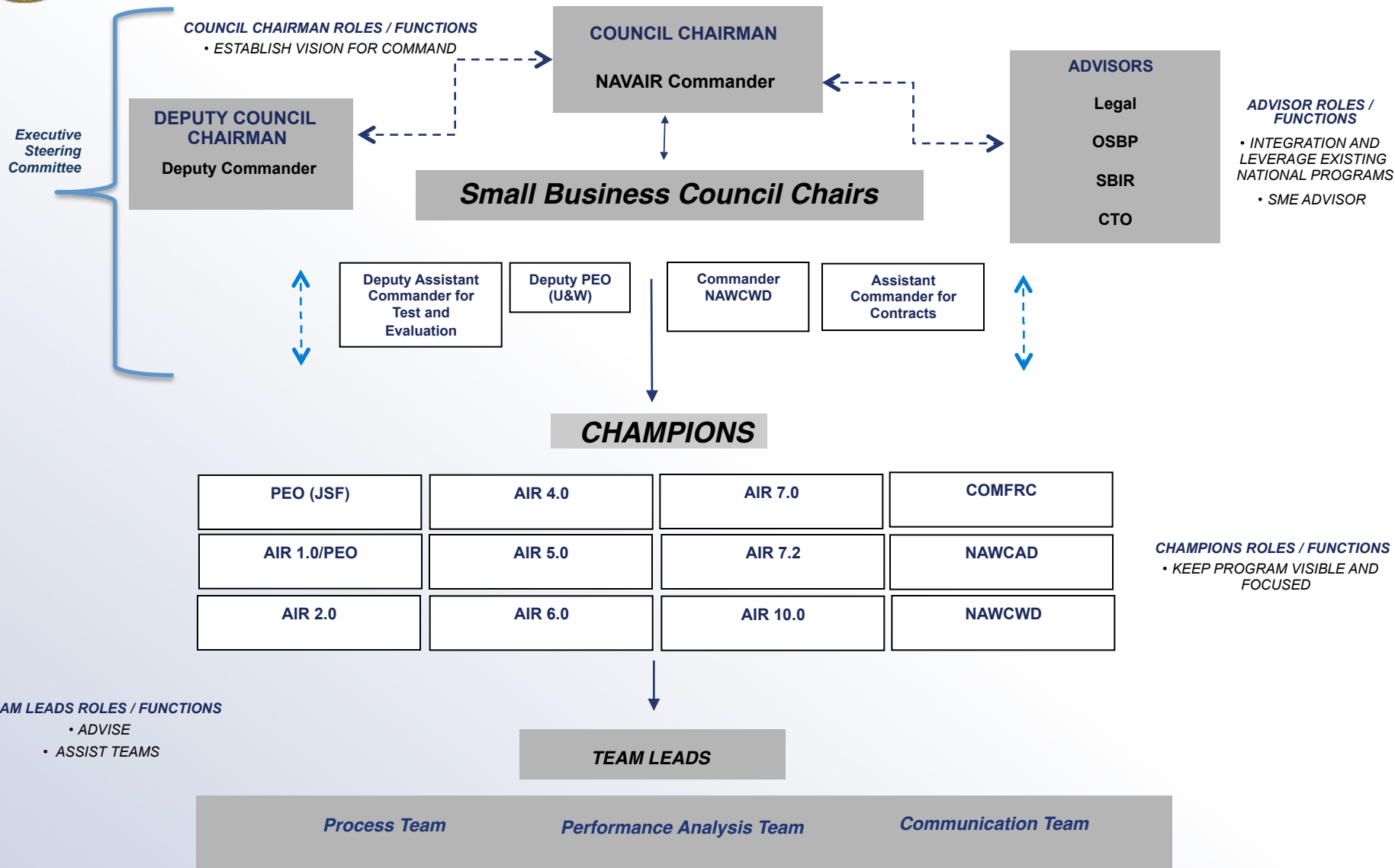
**NAWCWD China Lake / Pt Mugu /**  
**NATEC SD / FRC NI**  
Small Business Deputy, Derrick Hu  
Small Business Specialist, Vacant  
Senior Office Manager, Marty Zielke

**NAWCAD Pax**  
Small Business Deputy, Ken Carkhuff  
Small Business Specialist, Paula Coxon

**NAWCTSD Orlando**  
Small Business Deputy, Argentina Thompson

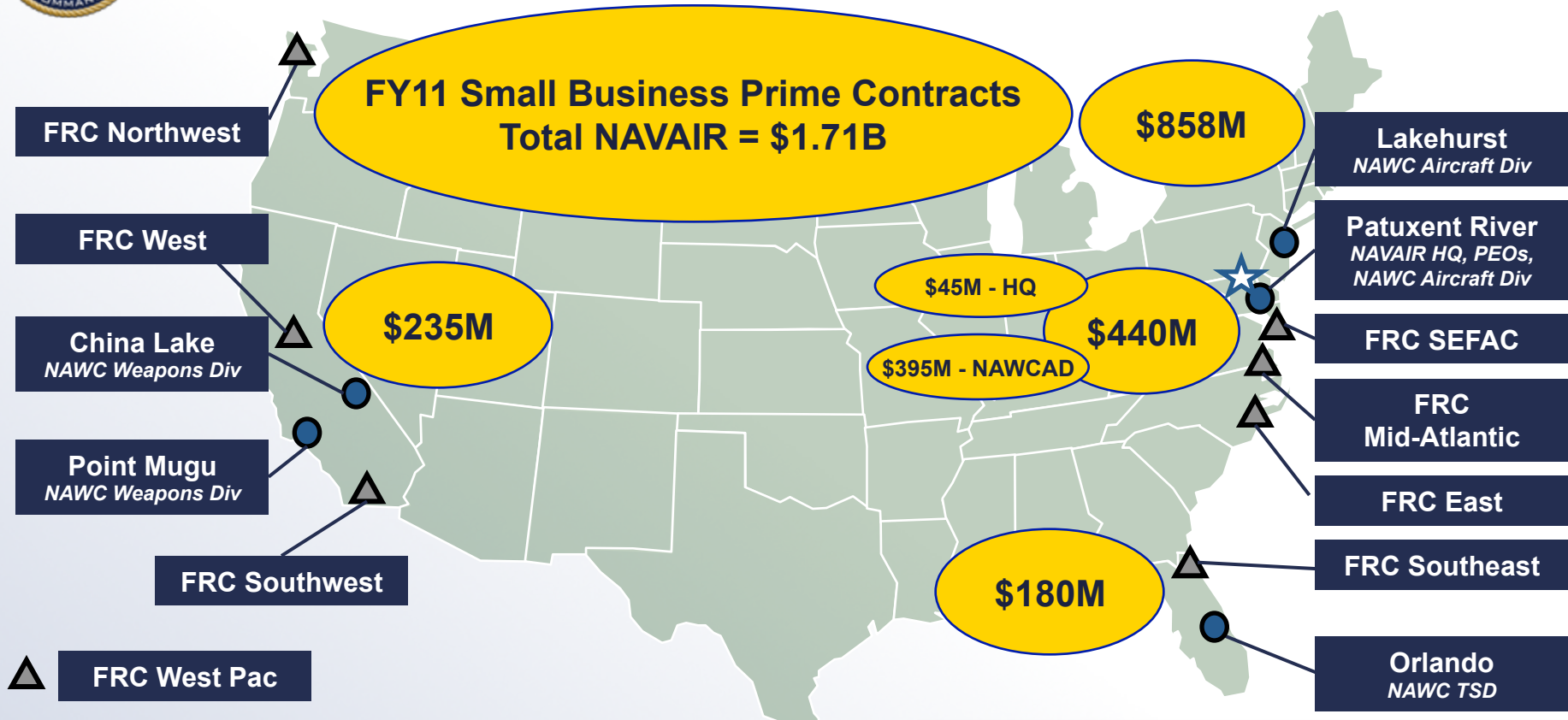


# Executive Small Business Council





# FY11 Small Business Obligations



## 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
- Atlantic Test Range & Ground Systems Test Facilities
- Human Performance / Simulator Systems

Source: FPDS-NG 8 Nov 11



# NAVAIR Target vs. Actuals

|                                                                                 | NAVAIR FY09              | NAVAIR FY10              | NAVAIR FY11              | NAVAIR<br>FY12 ACTUALS<br>as of 31 JUL 12 |
|---------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|-------------------------------------------|
| <b>Prime Contracting</b>                                                        |                          |                          |                          |                                           |
| <b>Total Dollars</b>                                                            | <b>\$ 24,426,992,857</b> | <b>\$ 21,841,642,557</b> | <b>\$ 21,507,867,235</b> | <b>\$ 21,386,447,904</b>                  |
| <b>Small Business</b>                                                           | <b>6.575%</b>            | <b>8.483%</b>            | <b>7.962%</b>            | <b>5.615%</b>                             |
| Target                                                                          | 8.400%                   | 5.900%                   | 7.000%                   | 7.300%                                    |
| Dollars                                                                         | \$ 1,605,978,016         | \$ 1,852,837,727         | \$ 1,712,535,182         | \$ 1,200,885,265                          |
| <b>SMALL DISADVANTAGED BUSINESS</b>                                             | <b>1.932%</b>            | <b>2.277%</b>            | <b>2.458%</b>            | <b>2.038%</b>                             |
| Target                                                                          | 1.940%                   | 1.650%                   | 1.800%                   | 2.000%                                    |
| Dollars                                                                         | \$ 471,996,464           | \$ 497,412,409           | \$ 528,617,699           | \$ 435,906,908                            |
| <b>VETERAN-OWNED SB**</b>                                                       | <b>1.44%</b>             | <b>2.179%</b>            | <b>2.608%</b>            | <b>1.311%</b>                             |
| Dollars                                                                         | \$ 352,164,249           | \$ 475,918,072           | \$ 560,834,907           | \$ 280,468,722                            |
| <b>SERVICE-DISABLED VETERAN-OWNED SB</b>                                        | <b>0.405%</b>            | <b>1.307%</b>            | <b>1.678%</b>            | <b>0.648%</b>                             |
| Target                                                                          | 3.000%                   | 3.000%                   | 0.500%                   | 0.750%                                    |
| Dollars                                                                         | \$ 98,820,093            | \$ 285,577,411           | \$ 360,971,677           | \$ 138,667,284                            |
| <b>WOMAN-OWNED SB</b>                                                           | <b>1.020%</b>            | <b>1.137%</b>            | <b>0.846%</b>            | <b>0.836%</b>                             |
| Target                                                                          | 1.540%                   | 0.950%                   | 1.000%                   | 1.000%                                    |
| Dollars                                                                         | \$ 249,179,983           | \$ 248,427,814           | \$ 181,948,307           | \$ 178,891,449                            |
| <b>HIST. UNDERUTILIZED BUSINESS ZONE SB</b>                                     | <b>0.239%</b>            | <b>0.200%</b>            | <b>0.223%</b>            | <b>0.140%</b>                             |
| Target                                                                          | 0.440%                   | 0.200%                   | 0.150%                   | 0.200%                                    |
| Dollars                                                                         | \$ 58,497,036            | \$ 42,522,505            | \$ 47,984,406            | \$ 29,880,971                             |
| DoD mandates SDVOSB Target. **VOSB has no set target from DoD.                  |                          |                          |                          |                                           |
| Data derived from FPDS-NG Small Business Achievements by Awarding Organization. |                          |                          |                          |                                           |



# Do Your Homework

- Review NAVAIR website – [www.navair.navy.mil](http://www.navair.navy.mil)
- Review NAVAIR OSBP website – [www.navair.navy.mil/osbp](http://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](http://www.fpds.gov)
  - Find out what NAVAIR procured in the past



# 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](http://www.navair.navy.mil/osbp)**



# 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, WOSBs, or small businesses that can do the work, LET US KNOW!**

**Work closely with the contracts specialist and NAVAIR OSBP**

**NAVAIR OSBP Website  
[www.navair.navy.mil/osbp](http://www.navair.navy.mil/osbp)**

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



# 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 OSBP
- Also:
  - SBA website (<http://www.sba.gov>)
    - Counseling – in person, email
    - Financial Assistance Training
    - Training
    - PTAC (<http://www.sellingtothegovernment.net>)



# Naval Air Systems Command (NAVAIR)

**NAVAIR 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.”

Guidance to  
Industry

Register Your  
Business

Long Range  
Acquisition Forecast

Upcoming Events

And More!!



**OSBP Public Website**

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

**NAVAIR Office of Small Business  
Programs (OSBP)  
SB Deputies, and \$\$ to SB in FY11**



**NAWC-WD:**  
Derrick Hu (\$236M)

Patuxent River, MD  
NAVAIR HQ: Jill Moore (\$45M)  
NAWC-AD Pax: Ken Carkhuff (\$393M)

**NAWC-AD Lakehurst:**  
Dawn Chartier (\$858M)

**NAWC-TSD Orlando:**  
Argentina Thompson (\$180M)



**Connect with Us**





# Long Range Acquisition Forecast Overview



# Find Opportunities

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

View Favorites Tools Help

NAVAIR Office of Small Business Programs

NAVAIR Home

**HOME**  
**ABOUT US**  
**UPCOMING EVENTS**  
**REGISTER YOUR BUSINESS**  
**FIND INDUSTRY PARTNER**  
**OPEN SOLICITATIONS**  
**OPEN SOLICITATIONS - LESS THAN \$25K**  
**PRESENTATIONS**  
**MENTOR/PROTÉGÉ**  
**BUSINESS DEVELOPMENT**  
**GUIDANCE TO INDUSTRY**  
**NAVAIR SMALL BUSINESS PERFORMANCE**  
**SMALL BUSINESS**  
**INNOVATION RESEARCH**  
**RELATED LINKS**  
**CONTACT INFO**  
**SUGGESTIONS**  
**NAVAIR HOME**

**Connect with Us**



**OFFICE OF SMALL BUSINESS PROGRAMS**

**NAVAIR's Long Range Acquisition Forecast Covering FYs 12-14 (NEW)** August 1, 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 - AIM-9M Rocket Motors** August 1, 2012

The Naval Air Systems Command (NAVAIR), Air-to-Air Missiles Program Office (PMA-259), is issuing this sources-sought synopsis to solicit the interest of manufacturing sources for the production of AIM-9M Sidewinder Rocket Motors (Mk 36 Mod 11 and Mk 36 Mod 13), NSN 1337-01-145-1963 and NSN 1337-01-484-7681, to fulfill Foreign Military Sales (FMS) and US Government requirements. Capabilities statements are requested. Please see solicitation N00019-12-P1-ZA147 for more information. NAICS 336419 -- Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing or NAICS Code 336415 -- Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing. Class code is 14 -- Guided missiles.

**How Important is Small Business?** July 23, 2012

Ms. Emily Harman, Associate Director, NAVAIR OSBP and Mr. Kenneth Carkhuff, Deputy Director, NAWCAD were guest bloggers on the NAWCAD Commander's Blog speaking on the importance of small businesses to the Command. Click [here](#) to read the comments on the blog.

**Blue Coast SB Conference Briefings** July 10, 2012

The briefs presented at the recently held Blue Coast Small Business Conference is now available to view/download/print. You can click on the following link to take you straight to the presentations, by day: <http://smallbusiness.navy.mil/conferences/blueCoast12.html>.

**NAWCWD Industry Day Article** May 29, 2012

The Naval Air Systems Command - Weapons Division recently hosted its second annual Industry Day in Ridgecrest, CA with an attendance of over 500 government and industry personnel. At this event, WD acquisition officials shared information on upcoming opportunities, specifically, NAWCWD acquisitions of \$150,00 or more. Click [here](#) to read the full article.



# Long Range Acquisition Forecast

- **NAVAIR Long Range Acquisition Forecast (LRAF)**
  - **Compliance with Public Law 100-656, the Business Opportunity Development Reform Act of 1988**
  - **Initial LRAF published October 2009**
  - **Updated annually**
  - **Potential procurements >\$150K for the upcoming fiscal year plus succeeding two fiscal years**
  - **Available at [www.navair.navy.mil/osbp](http://www.navair.navy.mil/osbp)**
- **Small Businesses can submit Company Data Sheets for marketing Government technical personnel based on LRAF entries. Refer to Guidance to Industry tab on the NAVAIR OSBP website.**



# What Is Published In The LRAF?

Forecast posted annually on [www.navair.navy.mil/osbp](http://www.navair.navy.mil/osbp) and includes:

- Short title
- Expected dollar range
- Anticipated Procurement Method
- Requiring Organization
- Projected Contracting Office
- Anticipated Contract Award Date
- Anticipated Period of Performance
- Current Contract Number
- Incumbent Contractor
- Projected Work Location
- Procurement Quantity
- Planned strategy (i.e. SDVOSB set-aside)
- Full Requirement Description
- Point of Contact and Number

| Short Descriptive Title of Contracting Opportunity (to include RFPs) ▾ | Expected Dollar Value Range for the Requirement (include "options") ▾ | Anticipated Procurement Method ▾ | Requiring Organization ▾ | Projected Contracting Office ▾ | Anticipated Solicitation / RFP (Qtr/F) ▾ | Anticipated Contract Award (Qtr/FY) ▾ | Anticipated Period of Performance (months or years) ▾ | Current Contract Number ▾ | Incumbent Contractor (if applicable) ▾ | Projected Work Location ▾ | Procurement Quantity (if applicable) ▾ | Requirement Description ▾ | Small Business Set Aside ▾ |
|------------------------------------------------------------------------|-----------------------------------------------------------------------|----------------------------------|--------------------------|--------------------------------|------------------------------------------|---------------------------------------|-------------------------------------------------------|---------------------------|----------------------------------------|---------------------------|----------------------------------------|---------------------------|----------------------------|
|------------------------------------------------------------------------|-----------------------------------------------------------------------|----------------------------------|--------------------------|--------------------------------|------------------------------------------|---------------------------------------|-------------------------------------------------------|---------------------------|----------------------------------------|---------------------------|----------------------------------------|---------------------------|----------------------------|

**“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 \$100,000 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 upcoming fiscal year and the 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.



# NAVAIR LRAF Industry Days

- Each site has an LRAF Industry Day
  - Objective: enhance NAVAIR-Industry collaboration by presenting potential contracting opportunities to our Industry partners.
- Below are links to the briefings given at the most recent LRAF Industry Days
  - NAWC AD:  
[http://www.navair.navy.mil/nawcad/index.cfm?fuseaction=home.content\\_detail&key=A619DF98-865D-46D0-B85F-E3FC6F7EEB03](http://www.navair.navy.mil/nawcad/index.cfm?fuseaction=home.content_detail&key=A619DF98-865D-46D0-B85F-E3FC6F7EEB03)
  - NAWC WD:  
<http://events.r20.constantcontact.com/register/event?llr=at7ofgjab&oeidk=a07e5nyakbb6ef773ed>
  - NAWC TSD:  
<http://nawctsd.navair.navy.mil/EBusiness/BusOps/Forecast/TSIS.cfm>



# Sources Sought Process



# Sources Sought

- **Overview**

- **Sources sought process guidebook was approved for use by NAWCAD Pax River technical personnel in FY09**
- **Process is more standardized**
- **Greater focus on justifiable and defensible market research**
- **Feedback will be periodically provided to industry**
- **Process being refined and guidebook will be updated this fiscal year**
- **Industry is a stakeholder**



# Sources Sought

- **Process enhancements**
  - **We are starting earlier on acquisition timeline for upcoming procurements**
  - **OSBP review/concurrence of PSCs and NAICS codes prior to issuance**
  - **Multiple PSCs, if applicable...cast wider net**
  - **Follow-up questions (RFIs)...Not making decision until all required data is available**
  - **Additional level of review on certain procurements**
  - **Individual written feedback from Contracting Officer to each respondent upon determination of strategy (it is not a technical debrief)**
  - **Validation of small business interest and capability for SB set-aside or SB subcontracting %**



# 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, and on proposed teaming arrangements (if any)**
- **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 questions
  - Be sure you are addressing a NAVAIR requirement and not one from another agency or service
  - Discuss all the items that will be evaluated
  - Address only experience 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.