



GOLD COAST SMALL BUSINESS INDUSTRY DAY AUGUST 8, 2012



***Ready. Resourceful. Responsive!***

presented by  
Katherine Rachubinski

| Report Documentation Page                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                    |                                     |                                                           | Form Approved<br>OMB No. 0704-0188                  |                                 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|-------------------------------------|-----------------------------------------------------------|-----------------------------------------------------|---------------------------------|
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| 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>Naval Supply Systems Command</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 Supply Systems Command, 5450 Carlisle Pike, Mechanicsburg, PA, 17055-0791</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>10</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> |                                                           |                                                     |                                 |

# Who are we?

## Our Principal Customers

- ◆ *Fleet operating units*
- ◆ *Aviation depots*
- ◆ *Shipyards*
- ◆ *Air stations*
- ◆ *Weapon stations*



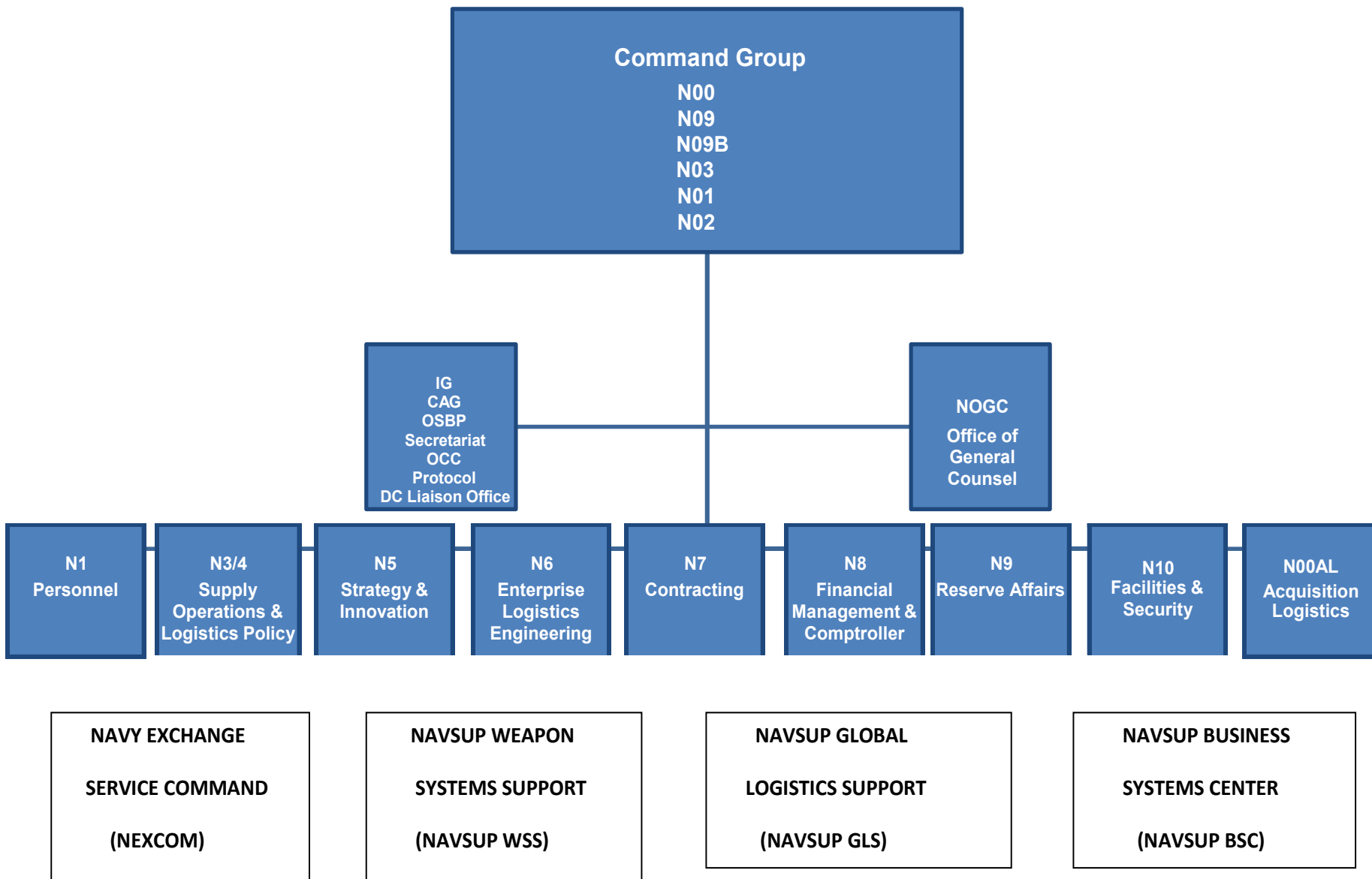
- ◆ *Shore installations/commands*
- ◆ *Sailors*  
*... and their families*



- ◆ *Expeditionary forces*
- ◆ *Regional maintenance centers*
- ◆ *Warfare centers*



# ORGANIZATIONAL STRUCTURE



# *Contracting Activities*

## Weapon Systems Support

WSS Philadelphia

WSS Mechanicsburg

## Global Logistics Support

FLC San Diego

FLC Norfolk

FLC Jacksonville

FLC Puget Sound

FLC Pearl Harbor

Naval Medical  
Logistics  
Command

Naval  
Oceanography





# ***Small Business Stats***

**NAVAL SUPPLY SYSTEMS COMMAND**

| <b>Category</b>                                      | <b>FY 2009</b> | <b>FY 2010</b> | <b>FY 2011</b> |
|------------------------------------------------------|----------------|----------------|----------------|
| <b>Small Business</b>                                | <b>33.58%</b>  | <b>40.51%</b>  | <b>34.68%</b>  |
| <b>HUBZone Small Business</b>                        | <b>1.40%</b>   | <b>1.51%</b>   | <b>1.59%</b>   |
| <b>Small Disadvantaged Business</b>                  | <b>11.72%</b>  | <b>15.11%</b>  | <b>13.86%</b>  |
| <b>Women-Owned Small Business</b>                    | <b>8.16%</b>   | <b>12.18%</b>  | <b>10.35%</b>  |
| <b>Service-Disabled Veteran-Owned Small Business</b> | <b>2.63%</b>   | <b>4.01%</b>   | <b>4.92%</b>   |



NAVAL SUPPLY SYSTEMS COMMAND

# *Long Range Acquisition Estimate*

[https://www.navsup.navy.mil/navsup/business\\_opps](https://www.navsup.navy.mil/navsup/business_opps)



# LRAE

NAVAL SUPPLY SYSTEMS COMMAND



**To Deliver Sustained Global Logistics  
Capabilities to the Navy and Joint Warfighter**



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BUSINESS OPPORTUNITIES

JOBS & CAREERS

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[NAVSUP](#) > Business Opportunities

## Small Business Opportunities



The Naval Supply Systems Command (NAVSUP) provides logistics support for Navy and Marine Corps operations worldwide. In support of that effort contracts are awarded by 45 activities covering supplies and services from a broad range of industries. The Naval Supply Systems Command maintains an acquisition structure that is decentralized. All contracts for supplies and services are awarded at our



### Contact Us

#### Small Business Specialist

Naval Oceanographic: 228-688-4594

Naval Med Logistics: 301-619-3097

NAVSUP FLC Puget Sound: 360-476-1985

NAVSUP FLC Norfolk: 757-443-1435

NAVSUP FLC Pearl Harbor: 808-473-7583

NAVSUP FLC Philadelphia: 215-697-9555





NAVAL SUPPLY SYSTEMS COMMAND

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## Getting Started

 [First Steps](#)

 [Required Steps for Suppliers](#) The majority of the Business Opportunities available from the NAVSUP Enterprise are made accessible electronically. There are a few steps that our suppliers are required to take, in order to maximize their opportunities with us.

 [Navy Small Business Innovation Research \(SBIR\) Program](#)

 [NAVSUP SBIR Program](#)



## Policy & Guidance

[NAVSUP Small Business Policy Statement](#)

[Federal Acquisition Regulation \(FAR\)](#)

The Federal Acquisition Regulation (FAR) is the primary regulation for use by all Federal Executive agencies in their acquisition of supplies and services with appropriated funds.

[Navy Marine Corps Acquisition Regulation Supplement \(NMCARS\)/Navy Marine Corps Acquisition Guide \(NMCAG\)](#)

The Navy Marine Corps Acquisition Regulation Supplement (NMCARS), which implements and supplements the Defense Acquisition Regulation Supplement, contains mandatory policies and procedures including delegations of authority and assignment of responsibilities. The Navy Marine Corps Acquisition Guide (NMCAG) primarily addresses administrative matters including procedures for processing documents for higher-level approval, internal reporting requirements, and discretionary practices.

[NAVSUP Publication 592 - NAVSUP Clause Book](#)

A consolidated listing of approved NAVSUP Clauses



## Templates & Samples

 [5-5-5- Template](#)

 [Business Cards - Get It Right](#)



## What NAVSUP Buys

Long Range Acquisition Estimate

The attached spreadsheets constitute NAVSUP Enterprise estimated recurring contracts and expected purchases based on historical spend data.

 [FY12, 13, 14 Forecast](#)

 [Guide to doing business with Navy Exchange Service Command \(NEXCOM\)](#)



## Links

[Navy Acquisition One Source](#)

[Navy's "Green Portal"](#)

[Office of Small Business Programs \(OSBP\)](#)

The OSBP Office website is the Navy-wide source for information about small business contracting and Small and Disadvantaged Business Utilization.

[Navy's SBIR Program](#)

[Procurement Technical Assistance Centers \(PTACs\)](#)

The PTAC website is the source for information about centers, which have been set up throughout the United States to provide assistance to companies seeking to do business with Federal,



NAVAL SUPPLY SYSTEMS COMMAND

# LRAE

| Contracting Office ID | Contracting Office Name            | Product or Service Code | NAICS Code | NAICS Description                                  | Contracting Officer's Business Size Selection | Funding Office ID | Principal Place of Performance State Code | Dollars Obligated |
|-----------------------|------------------------------------|-------------------------|------------|----------------------------------------------------|-----------------------------------------------|-------------------|-------------------------------------------|-------------------|
| N00104                | NAVSUP WEAPON SYSTEMS SUPPORT MECH | 1377                    | 325920     | EXPLOSIVES MANUFACTURING                           | OTHER THAN SMALL BUSINESS                     | N00019            | FL                                        | \$1,370,040.00    |
| N00189                | NAVSUP FLT LOG CTR NORFOLK         | D301                    | 541512     | COMPUTER SYSTEMS DESIGN SERVICES                   | SMALL BUSINESS                                | N68546            | MD                                        | \$1,393,827.24    |
| N00189                | NAVSUP FLT LOG CTR NORFOLK         | J058                    | 517110     | WIRED TELECOMMUNICATIONS CARRIERS                  | SMALL BUSINESS                                | N70272            | CA                                        | \$1,510,784.95    |
| N00189                | NAVSUP FLT LOG CTR NORFOLK         | J059                    | 811212     | COMPUTER AND OFFICE MACHINE REPAIR AND MAINTENANCE | SMALL BUSINESS                                | N63082            | FL                                        | \$3,255,430.60    |
| N00189                | NAVSUP FLT LOG CTR NORFOLK         | J015                    | 488190     | OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION    | SMALL BUSINESS                                | N67026            | VA                                        | \$1,095,234.96    |
|                       |                                    |                         |            |                                                    |                                               |                   |                                           |                   |



NAVAL SUPPLY SYSTEMS COMMAND

# LRAE

| Contracting Office ID | Contracting Office Name         | Product or Service Code | NAICS Code | NAICS Description                                | Contracting Officer's Business Size Selection | Funding Office ID | Principal Place of Performance State Code | Dollars Obligated |
|-----------------------|---------------------------------|-------------------------|------------|--------------------------------------------------|-----------------------------------------------|-------------------|-------------------------------------------|-------------------|
| N00244                | NAVSUP FLT LOG CTR SAN DIEGO    | S113                    | 811213     | COMMUNICATION EQUIPMENT REPAIR AND MAINTENANCE   | OTHER THAN SMALL BUSINESS                     | N70240            | CA                                        | \$3,845,552.42    |
| N00406                | NAVSUP FLT LOG CTR PUGET SOUND  | 3416                    | 333512     | MACHINE TOOL (METAL CUTTING TYPES) MANUFACTURING | SMALL BUSINESS                                | N00024            | WA                                        | \$10,831,196.00   |
| N62645                | NAVAL MEDICAL LOGISTICS COMMAND | R408                    | 541519     | OTHER COMPUTER RELATED SERVICES                  | SMALL BUSINESS                                | N00018            | DC                                        | \$1,621,966.44    |