

Office of the Secretary of the Navy

Small Business Programs



How to do Business with the Department of the Navy

Getting Procurement Ready!

November 14, 2024

Ms. Arveice Washington
Director
Office of Small Business Programs, DON

“Small Business –
The *First* Option”

Strategic Alignment

Office of the Secretary of the Navy Small Business Programs



DON OSBP

Strategic Alignment

- | | |
|---|--|
| 1. Defend the Homeland | 3. Deter Aggression and be prepared to prevail in conflict when necessary. |
| 2. Deter strategic attacks against the United States, our Allies, and our Partners. | 4. Build a resilient Joint Force and defense ecosystem. |

Build Resilient Supply Chains

- Continue and Expand support for domestic Production
- Diversify Supplier Base and Invest in New Production Methods

Workforce Readiness

- Continue Targeting Defense-Critical Skill Sets in Manufacturing and STEM
- Increase access to Apprenticeship and Internship Programs

Flexible Acquisitions

- Broaden Platform Standards and Interoperability
- Continue to Support Acquisition Reform
- Strengthen Requirements process to Curb Scope Creep

Economic Deterrence

- Strengthen Economic Security Agreements
- Strengthen Prohibited Sources' Policy

Implement a Unified Management Structure

- Implement a unified management approach
- Train and credential a unified Small Business Professional Workforce
- Streamline entry points and improve small business access to decision makers

Align Small Business Activities with National Security Priorities

- Stabilize & scale programs that help tech and manufacturing firms deliver capabilities
- Utilize data tools to understand and expand small business participation and spending
- Expand policy and process engagement of small business professionals and senior leaders on small business matters

Strengthen Engagement and Support of Small Business

- Improve outreach and communications with small businesses
- Educate small businesses on risks of foreign ownership, control and influence
- Provide cybersecurity training and resources to small businesses
- Educate small businesses on risks of foreign ownership, control, and influence

- Address small business cybersecurity challenges
- Train and credential small business professionals
- Encourage the utilization of a variety of products and services from small businesses to capitalize the best products
- Encourage the use of programs that stimulate technological innovation
- Improve visibility of small business data within the DON and to industry

- Utilize APEX Accelerators and Socio-Economic Interest Groups to enable and promote coordinated outreach efforts
- Engage Heads of Contracting Activities and Program Executive Officers to ensure small business strategies include measurable performance objectives
- Host small business roundtables
- Monitor prime contractor's subcontract reporting and compliance and ensure subcontract performance is captured in CPARS

- Maximize use of existing programs and authorities
- Improve outreach and communications
- Utilize tools, technologies and data to enhance market research for the acquisition workforce
- Engage DON prime contractors to understanding the supplier base and subcontracting successes and barriers
- Solicit Navy Audit Service to conduct small business subcontracting audit

Maritime Dominance



Warfighting Excellence



Strategic Partnerships

NATIONAL
DEFENSE
STRATEGY
(2022)

NATIONAL
DEFENSE
INDUSTRIAL
STRATEGY
(2023)

OSD
SMALL
BUSINESS
STRATEGY
(2023)

NAVIGATOR
DON OSBP
OBJECTIVES
(2024)

Navy Overall FY24

Office of the Secretary of the Navy Small Business Programs



Department of the Navy

Fiscal Year 2024 FPDS-NG Data as of 30 September 2024



Total: \$102.759B

\$81.984B

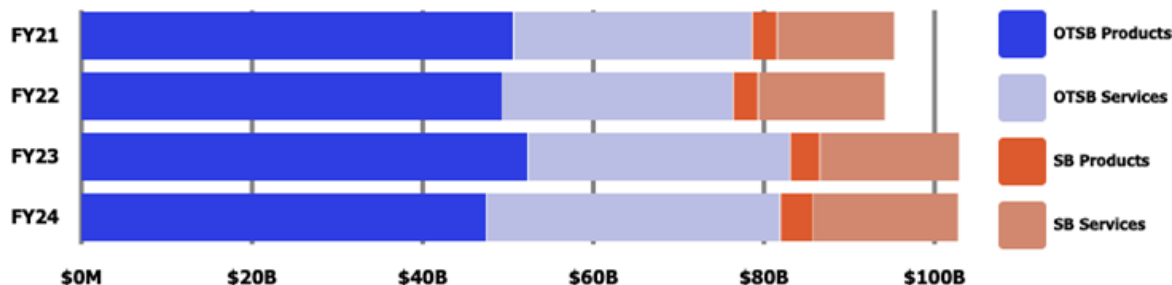
Other Than SB

\$20.969B

Small Business

Per NDAA 2019 Small Business Local Area Set Aside Awards were "double credited" and accounted for \$193.69M in additional FY24 SB awards.

Fiscal Year 2021, 2022, 2023 and 2024 Year-to-Date Prime Contract Awards through 30 September 2024



20.41%

SB Target: 15.80%

7.64%

SDB Target: 8.51%

2.92%

SDVO Target: 2.37%

2.91%

WOSB Target: 2.37%

1.96%

HUBZone Target: 1.49%

\$20,968,749,423

Small Business

\$7,854,798,979

Small Disadvantaged

\$2,999,739,758

Service-Disabled

\$2,992,708,585

Women Owned

\$2,013,419,748

HUBZone





FY24 Small Business Performance

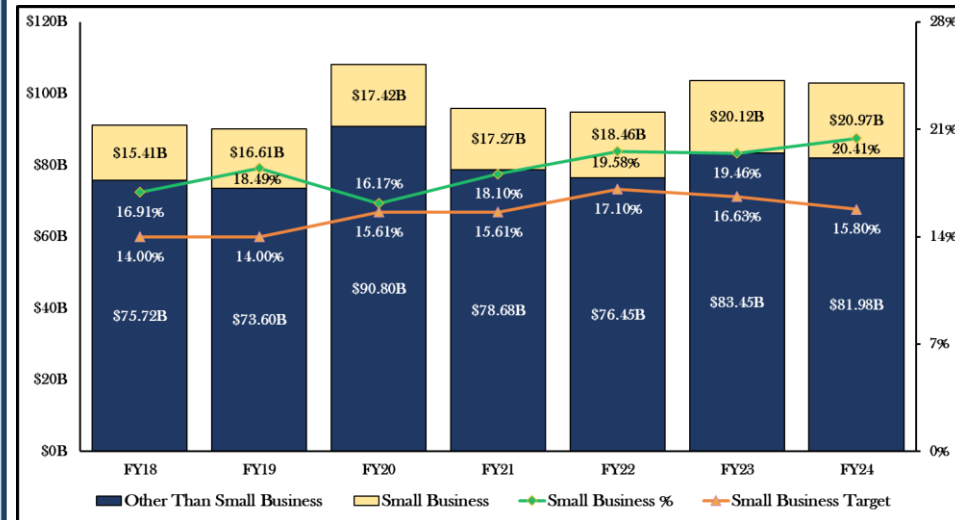
- Small Business Overall Spend by **\$849M**
- SDB by nearly **\$217M**
- SDVOSB by nearly **\$78.6M**
- HUBZone by **\$105M**

Will emphasize WOSB and SDB in FY25

**FY24 Resulted in
RECORD SETTING SPEND!**

ADVOCACY = PERFORMANCE

Since FY 2019, the DON has **INCREASED**
Small Business execution by **36%**.
From \$15.4B in 2018 to \$20.9B in 2024.



FY24 DON Industrial Base (IB)

Snapshot*

+ 1,557 SB's ENTERED IB
\$1.26B awards for “new” SB Vendors

Non-Validated FY24 as of 01 October 2024

*Entered - Min. \$10K prime awards in FY24 and \$0 between FY19 & FY23





www.secnav.navy.mil/SmallBusiness/pages/LRAE.aspx

Command	Anticipated NAICS	Requirement Title	Anticipated Acquisition Strategy	Anticipated Total Value	Anticipated QTR & Year - Solicit/RFP	Anticipated Qtr & Year - Award
MCSC	541611_Administrative Management and General Management Consulting Services	USMC Military Working Dog Program Support Services	Small Business Set-Aside	<\$2M	FY2025/ QTR 3	FY2025/ QTR 4
NAVSEA	541330_Engineering Services	Mine Warfare and Surface Mine Countermeasure Design Agent	Women-Owned Small Business Set-Aside	>\$7.5M - <\$50M	FY2025/QTR 4	FY2026/QTR 4
ONR	541330_Engineering Services	Naval X Contractor Support for SBIR/STTR	SDVOSB Set Aside	>\$7.5M - <\$50M	FY2026/QTR 4	FY2027/QTR 4

NOTE: Major improvements in LRAE include common format and content, bi-annual cadence, and additional fields to communicate key information to industry



Scan to view
Long Range
Acquisition
Estimates

*View LRAE's on the Command's Websites
for Upcoming Procurements*





www.navyysbir.com

Primary Program Goals:

- Use small business to develop innovative technology to meet the broad range of DON needs
- Insert SBIR/STTR technologies and products in platforms and systems that help DON achieve its mission



About the Program:

- Acquisition-driven process with strong technology pull
- \$300M in annual funding to support small business technology innovation
- Wide range of SBIR/STTR topics driven by specific acquisition needs
- Attracts significant non-SBIR program (mission) funds investment



Catapult Challenge

Office of the Secretary of the Navy
Small Business Programs



Funding Opportunity Alert: Are You Ready for the Challenge?

The Department of the Navy (DoN) has pre-released the 25.4 (R1) **Catapult Challenge** BAA!

- **Pre-release:** 10/02/24
- **Opens:** 10/23/24
- **Closes:** 11/20/24 (12:00 PM ET)

The Catapult Challenge solicits **Phase II proposals** through a Broad Agency Announcement (BAA) to identify existing SBIR prototype technology that can scale and meet priority operational needs.

Key details:

- Topics pre-released through the DoD 25.4 (R1) SBIR BAA.
- Four topics from **Naval Sea Systems Command (NAVSEA)** and **Strategic Systems Programs (SSP)**.
- Focus on adapting prototype technologies to address senior leadership's operational needs.

Unique features include:

- Competitive selection based on past Phase I/II performance and technical merit.
- Tailored awards to meet transition targets.
- No customer MOU or financial commitment required.
- Eligibility for Navy transition programs to facilitate technology adoption.

https://www.navysbir.com/Catapult_Challenge.htm



<https://www.secnav.navy.mil/smallbusiness>

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"Small Business -
The **First** Option"



In August 2024, the Navy established a Direct Reporting Program Manager for Maritime Industrial Base. The MIB is split between:

- Submarine Industrial Base (SIB)
- Surface Combatant Industrial Base (SCIB)



This office is a realized vision from SECNAV Carlos Del Toro of a whole government approach to rebuilding the nation's maritime power and industrial might.

The DRPM-MIB has secured over \$40B in investments for submarine and ship building imperatives.



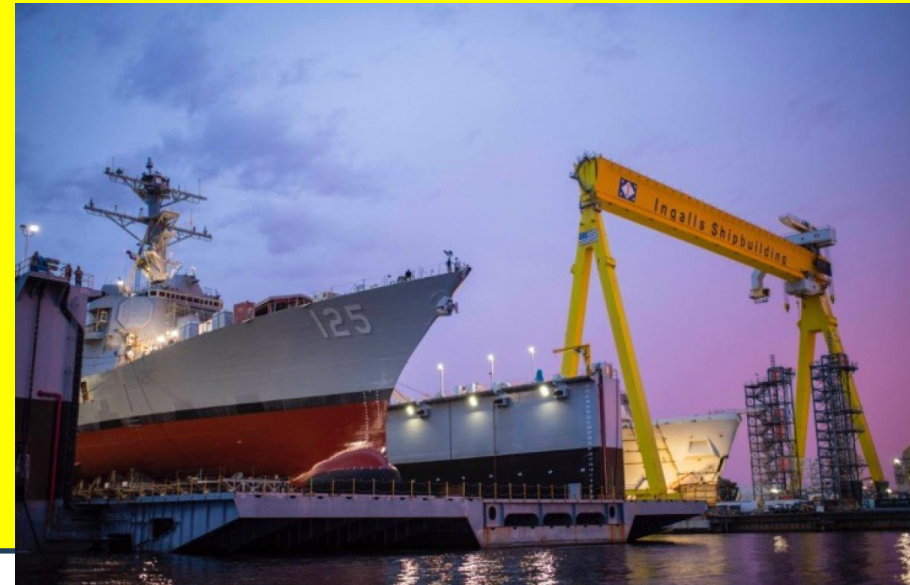


Michigan Maritime Manufacturing Initiative

Secretary Carlos Del Toro announced the Michigan Maritime Manufacturing Initiative. A partnership between the DoD, federal, state, and local to help bring resources, jobs, and training back to Michigan.

- Investment of \$50 million
- Building STEM and manufacturing education pathways
- Utilizing the DoDs Skillbridge program to draw in veterans
- Michigan has a history of manufacturing and assembly

Federal support comes from DOE, DOL, and DOL Veterans Employment and Training Services





Programs

- Credit Program— critical technology areas for can get loans for up to \$150M
- Critical Technology Area – 31 technology categories that may receive capital assistance.
 - Areas include but are not limited to: Advanced Materials, Biotechnology, Trusted AI and Autonomy, Microelectronics, and Integrated Sensing and Cyber
 - Can be for commercialization of early-stage or for scaled production of critical component technologies.



SCAN ME

Visit the Federal Register:
Notice of Funding Published Document: 2024-22229 (89 FR 79271)
Application due Feb 3, 2025



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Questions

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