Welcome

Charleston Defense Contractors Association (CDCA) 65th Small Business and Industry Outreach Initiative (SBIOI) Symposium

20 July 2023

Mr. Gary Jaffe

President

Charleston Defense Contractors Association

Opening Remarks

Please stand for the Pledge of Allegiance

I pledge allegiance to the Flag
of the United States of America
and to the Republic for which it stands,
one Nation under God, indivisible,
with liberty and justice for all.

CDCA Officers

Gary Jaffe
President

Manny Lovgren
Vice President

Bambi Hoyt
Treasurer

Peter Woodhull
Secretary

Beth Meredith
5th Executive Chair

CDCA Board of Directors

Camila Anderson

Gabriel Bell

Maura Keenan

Matthew King

Jared Mathey

Ron Ravelo

Sallie Sweeney

Pete Van de Meulebroecke

CDCA Events Committee
SBIOI Chairs

Camila Anderson

Pete Van de Meulebroecke

We hope you enjoyed today's program.

Questions/suggestions may be directed to: sbioi@charlestondca.org

CDCA Staff

Paula Callahan
Executive Director

Dee Dee Phillips
Administrative Coordinator

In Memory

Linda Blanton passed away last month at the age of 75. Linda was a SPAWAR employee as a Contract Specialist/Contracting officer for close to 30 years, and a long-time friend to CDCA, and Charleston small businesses.

Linda was Acting Office of Small Business Programs Deputy between 2006 and 2007. Linda retired from SPAWAR in 2007, but stayed connected to our mission and always went the extra mile to advocate for small business. She was consistently a volunteer at SBIOI events, helping with registration and check-in. She was also was vital to our Summit, from its start in 2007 pretty much until about 2018.

Outside of CDCA support, after leaving SPAWAR, Linda was a procurement consultant at the Small Business Development Center in Charleston for the University of South Carolina and was concurrently a consultant for the university until she retired in August 2019.

Many of us in this room had the good fortune to work with Linda over the years. She was an active participant in CDCA's growth and success, and absolutely committed to helping small businesses. We will miss her and would like to observe a moment of silence in her memory.

Linda Blanton

CDCA Membership Check-up: Are you getting the full benefit of your CDCA membership?

Actions:

1. Login to https://www.charlestondca.org/membershome1
2. Make sure your member information is up to date
   a. Check company logo – is it current?
   b. Make sure POCs, POC emails and phone numbers are accurate
   c. Company description and web address - are they correct

If you need assistance with your member login, please contact the CDCA Operations Executive, Paula Callahan, at paula@charlestondca.org

Association Management Software

CDCA has selected YourMembership as the AMS to be implemented in 2023.

a. Performed a comprehensive Analysis of Alternatives (AoA)
   i. Market research of over 20+ vendors
   ii. Downselected to 5 software products
   iii. Product Demonstrations for 4 distinct software suites
      - 5 CDCA directors volunteered to participate in demonstrations and evaluate
      - Utilized a Factored, multi-dimensional requirements matrix for evaluation and scoring
   iv. Selected the highest technical score with the most reasonable price

Implementation to start in August and expected completion in October

Association Management Software

So what?...

Member organizations will soon be able to manage their own memberships

a) This includes:
   i. Recurring membership payments with automated renewals
   ii. Account administration
   iii. Maintenance of member POCs
b) Please prepare for the implementation by reviewing Points of Contact

Association Management Software

Our AMS will…

a) Enable CDCA BoD and Staff to better manage the organization
b) Lower cost of administering the organization
c) Less time performing administrative maintenance actions
d) Provide greater access to information via website portal

CDCA By-Laws
Review and Update

- Our organization and membership have grown substantially since its inception. To ensure that the CDCA Board of Directors continues to maximize our engagement while upholding our operational obligations, electronic communications have become increasingly critical. This includes matters subject to a vote by our membership.
- To-date, we have successfully utilized electronic voting. However, in reviewing the By-Laws, we felt there was an opportunity to clarify and codify the electronic voting process within the By-Laws.
- The details of these proposed changes are available for review by the CDCA membership, and an electronic vote will be solicited within the coming weeks. Succinctly, the material changes include:
  - Presumption of a quorum for any vote facilitated electronically, as all voting members will be provided with an electronic ballot.
  - A provision to employ passive voting such that if a member fails to respond within the specified timeframe, it will be deemed a vote in favor of the proposal.
- Several administrative changes have also been proposed but have no material impact on the By-Laws as currently written.

Do you…

- Enjoy being creative and brainstorming with others?
- Enjoy seeing your work in action?
- Want to make a difference in our defense community/industry and learn more about it?
- Want to gain leadership experience?
- Want to make new business contacts?

http://www.charlestondca.org/committees

See our “About” tab for a description of committees with contact information.

66th CDCA SBIOI: October 18, 2023

AFCEA, CDCA, & WID Co-hosted Pre-SBIOI Networking Event: October 17, 2023

Let's Get Social!

Follow our pages on social media, where we share information on all our upcoming events and highlight industry partners and our sponsors. Also, be sure to tag us in any photos you share on your own social media pages during our events.

Facebook:

/CharlestonDCA

LinkedIn:

Charleston Defense Contractors Association

Twitter:

@CharlestonDCA

Instagram:

@CharlestonDCA

YouTube:

Charleston Defense Contractors Association

EASTERN DEFENSE SUMMIT

SAVE THE DATE

For more info

December 6-7, 2023

Charleston Area Convention Center
Charleston, SC

To register visit: charlestondca.org/cdca-summit-16

Interested in sponsoring? e-mail us at sponsors@charlestondca.org

EASTERN DEFENSE SUMMIT

The CDCA Defense Summit is one of the largest defense-focused events on the East Coast, bringing thousands of Government, Military, Academia and Industry leaders together to better understand and address **today's** technology challenges within our Defense Industry.

The CDCA Defense Summit serves as a mechanism to bring key defense industry leaders together to focus on innovative technologies around Digital, Cyber, and Unmanned Systems to enhance interoperability across Defense Assets. By presenting Exhibit Demos, Keynote Addresses, Innovation Spotlights, and High Energy Tech Exchanges, this **year's** Summit will provide an opportunity for all representatives to form workforce partnerships that result in achieving a National Defense tactical edge no adversary can match.

2023 Eastern Defense Summit WiFi Upgrades

1. North Charleston Convention Center has completed a significant upgrade to its Wireless Network
   a) Double the number of Access Points
   b) Upgraded Access Points to new Cisco equipment
   c) Upgraded all networking to new Cisco equipment
   d) Upgraded Internet to 10Gb fiber connection
2. Dramatically improved wireless and internet access at 2023 Eastern Defense Summit

Registration opens September 7, 2023

REGISTRATION FEES: General Registration:

$550 – Early Bird (register before October 11, 2023)
$675 – Advanced (register between October 11, 2023 and December 4, 2023
$775 – On-Site (register after December 4, 2023)

* CDCA Members receive a discount

** Government & Media receive a complimentary registration

Some sponsorships and volunteer opportunities come with a complimentary registration, so be sure to check them out.

Email: registration@charlestondca.org or go to https://http://www.charlestondca.org/cdca-summit-16 for more information on registration.

2023 EASTERN DEFENSE SUMMIT SPONSORS

Thank you to those who have already signed up to Sponsor at the 2023 Eastern Defense Summit.

Email: sponsors@charlestondca.org or go to https://www.charlestondca.org/cdca-summit-16 for more information on sponsoring.

Titanium Sponsors:
- SAIC
- Scientific Research Corporation

Gold Sponsors:
- BAE Systems
- KBR
- MFGS, Inc.
- SteelCloud
- WR Systems

Silver Sponsor:
- Modus21

Meet the Senior Leadership Sponsor:
- General Dynamics Information Technology

Attendee Lanyard Sponsor:
- Akima

Speaker Reception Bar Sponsor:
- Guidehouse

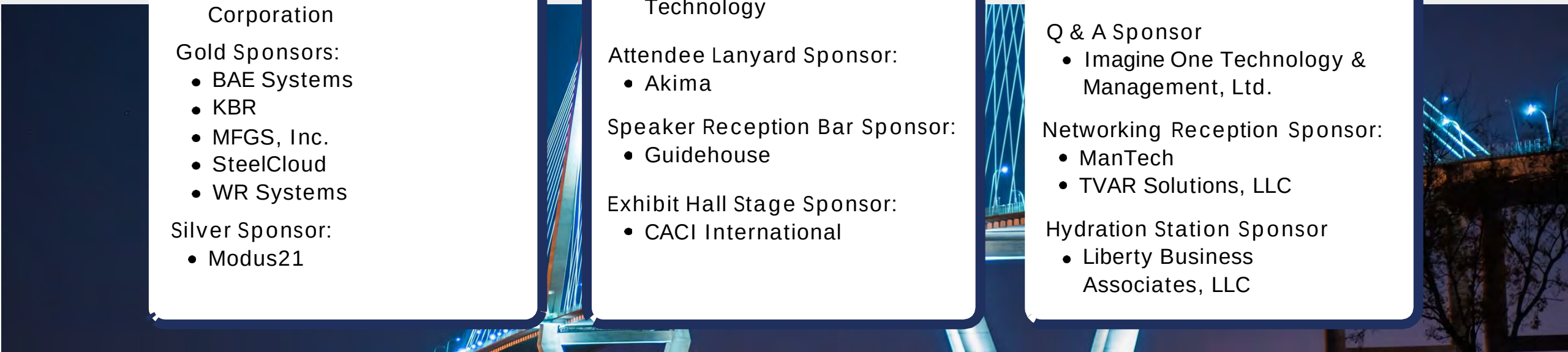
Exhibit Hall Stage Sponsor:
- CACI International

Networking Reception Bar Sponsor:
- Maynard Nexsen

Q & A Sponsor
- Imagine One Technology & Management, Ltd.

Networking Reception Sponsor:
- ManTech
- TVAR Solutions, LLC

Hydration Station Sponsor
- Liberty Business Associates, LLC



These Sponsorship Opportunities are still available:

EASTERN DEFENSE SUMMIT

December 6-7, 2023

- Titanium Sponsorship (2 left)
- Gold Sponsorship
- Speaker Reception Sponsor
- Parking Sponsor
- Media Lounge Sponsor
- Collaboration Space Sponsor
- Coffee and Tea Service
- Silver Sponsorship
- Registration Sponsor

- Lunch Sponsor
- Hand Sanitizer Sponsor
- Main Stage Sponsor
- Dessert Break Sponsor
- Keynote Speaker Sponsor
- Breakout Panel Sponsor
- Networking Reception Bar Sponsor (1 left)
- Networking Lounge Sponsor

Email: sponsors@charlestondca.org
or go to
https://www.charlestondca.org/cdca-summit-16
for more information on sponsoring.

FOLLOW THE 2023 EASTERN DEFENSE SUMMIT ON SOCIAL MEDIA

Facebook:
/CDCADefenseSummit

LinkedIn:
cdca-defense-summit/

Ms. Camila Anderson

Chair

CDCA SBIOI

Events & Engagements Committee

Charleston Defense Contractors Association

Thank You

SBIOI Sponsors

Registration Sponsor:

Thank You

SBIOI Exhibitors

Shore C2ISR & Integration Department

Today's Presentations will be posted!

NIWC Atlantic Briefs: https://www.niwcatlantic.navy.mil/for-industry/

All Other Briefs: https://www.charlestondca.org/cdca-65th-sbioi

In an effort to make each event as beneficial to our attendees as possible,
we ask that you please complete our survey on the Q&A App via:
browser @ www.vevox.com
or download the mobile app!

Your feedback will help us provide you the best experience possible.

Please submit your survey before you leave today for a chance to win a $50 gift card!

Congratulations!

Previous Survey Gift Card Winners:

62nd SBIOI:
Elina Young, Akima
63rd SBIOI:
John "JV" Visbaras, Chugach
64th SBIOI:
Perry Townsend, Trusted QA

65th CDCA SBIOI
Session ID:
154-055-333

Scan me

SBIOI Q&A Application

Access via browser @ www.vevox.com or download the mobile app!!!

65th CDCA SBIOI
Session ID:
154-055-333

Scan me

Lunch

Food trucks on-site for your dining convenience.

* Outside lobby doors, front portico area

CDCA'S 65TH SBIOI AGENDA

08:30 Mr. Gary Jaffe, President, Charleston Defense Contractors Association
"CDCA Welcome and Opening Remarks"

08:40 Ms. Camila Anderson, Chair, CDCA Events & Engagements SBIOI Committee
"Introduction of Agenda and Speakers"

08:45 CAPT Eric Jones, Commanding Officer,

USCG Base Charleston 09:15 Q&A Session

09:30 Platinum Member Company Spotlight – Advanced

Technology International 09:35 Ms. Melissa Moore, Program

Administrator, NASA SEWP

10:05 Q&A Session

10:15 Break

10:30 Platinum Member Company Spotlight – Scientific Research Corporation

10:35 Mr. Bruce Carter, SSTM, Department Head, Shore C2ISR & Integration Department, NIWC Atlantic Justin Hodges, Defense Health Information Technology Division Head
Chris Litwin, Special Reconnaissance, Surveillance, & Exploitation Division Head Ed Layo, Force Protection Solutions Division Head
Billy Rollins, Industrial Controls Systems & Applications Division Head Rick DeForest, Air Traffic Control Engineering Division Head
Donovan Lusk, Command and Operations Centers Division Head Ms. Audrey Orvin, Shore C2ISR & Integration, NIWC Atlantic

11:55 Q&A Session

12:05 WID Palmetto

12:10 Lunch

1:30 Mr. Dan Rogge and Mr. Tom Mundell
"National Medal of Honor Leadership & Education Center"

1:40 Ms. Sasha Pascual, Program Manager [supporting Acquisition Planning Services], NIWC Atlantic Ms. Katie Wildman, Business and Technology Strategist, PEO Digital
"Innovation Pitch Jam Update"

1:50 Ms. Tenell Felder, Marketing and Communications Manager, SC

APEX Accelerator 2:00 Platinum Member Company Spotlight –

Sigma Defense

2:05 Mr. Manny Lovgren, Vice President, Charleston Defense Contractors Association
"CIC Update"

2:15 Mr. Steve Harnig, NIWC Atlantic 2.0 Contracts Competency Director, NIWC Atlantic
"NIWC Contracts Update"
Mr. Jesse Seaton, Senior Competency Manager, Non-ACAT Programs, NIWC Atlantic

Mr. Todd Rollins, Fleet C4I 700s & Readiness, NIWC Atlantic
Ms. Sheela Casper, C4I 100s/Science & Technology Department, NIWC Atlantic Mr. Giancarlo Dumenigo, Agreements Officer, NIWC Atlantic

2:45 Q&A Session

2:55 Mr. Pete Van de Meulebroecke, Co-Chair, CDCA Events & Engagements SBIOI Committee
"Closing Remarks and Announcements"

3:15 Speed Networking (1.5 hr)

Company Spotlight:

- Size of Business: Not for profit 501(c)3
- Year Established: April 1998
- Number of Employees: 330
- NAICS Code: 541715
- POC: Christy Quinn – Christy.Quinn@ati.org / (843)760-4616
- Company Website: https://www.ati.org/

ATI
Advanced Technology International ®

Advanced Technology International (ATI)

Small Business and Industry Outreach Initiative (SBIOI) Symposium
20 July 2023

WE ACCELERATE IMPACT

This presentation includes ATI proprietary information. Disclosure to others, use or copying without the express written authorization of ATI is strictly prohibited. The ATI proprietary information subject to this restriction is contained on all pages of this presentation.

ATI Mission & Vision

ATI's mission is to lessen the burdens on government by coordinating and executing our nation's most innovative research initiatives.

Our vision for accomplishing this mission is for ATI to be the premier force in uniting the best and brightest research and development teams to solve the nation's greatest challenges.

ATI
ADVANCED TECHNOLOGY INTERNATIONAL ®

Advanced Technology International (ATI) Overview

- ATI founded in 1998 – headquarters in Summerville, SC
- 501c(3) non-profit with 336 employees
- 25 years managing Federal Government RDT&E programs ($27B to date)
- Provides largest source of non-traditional innovators with an innovation ecosystem of 80K organizations and 27 countries
- Supports the largest number of prototype development in the nation (1,300 prototype projects)
- ATI-managed R&D throughput ~$8B* in 2021, ~$4B in 2022

ATI
ADVANCED TECHNOLOGY INTERNATIONAL ®

Whom We Serve

- DOD - Department of Defense
- DHS - Department of Homeland Security
- HHS - Department of Health and Human Services
- NSF - National Science Foundation
- SC DoC – South Carolina Department of Commerce
- Industry/Academia Innovators
- Emerging Technology and Solution Providers

South Carolina Department of Commerce
Just right for business.

ATI
ADVANCED TECHNOLOGY INTERNATIONAL ®

ADVANCED TECHNOLOGY INTERNATIONAL ®

BUILDS and MANAGES R&D COLLABORATIONS.

AMTC Aviation & Missile Technology Consortium®

AMC AMERICAN METALCASTING CONSORTIUM

AMERICA'S DATAHUB CONSORTIUM

CNM CENTER FOR NAVAL METALWORKING

CMTC Composites Manufacturing Technology Center

CREATE consortium for RARE EARTH technologies

CWMD Countering Weapons of Mass Destruction CONSORTIUM

DEC DEFENSE ELECTRONICS CONSORTIUM

FDMC Forging Defense Manufacturing Consortium

HSTech Homeland Security Technology Consortium

IWRP INFORMATION WARFARE RESEARCH PROJECT CONSORTIUM

MAI METALS AFFORDABILITY INITIATIVE

MCDC

MSTIC Maritime Sustainment Technology and Innovation Consortium

MTEC Medical Technology Enterprise Consortium

National Armaments Consortium NAC Providing the Decisive Edge

national spectrum consortium

NEST NAVAL ENERGETIC SYSTEMS AND TECHNOLOGIES

NSAM NAVAL SHIPBUILDING AND ADVANCED MANUFACTURING CENTER OF EXCELLENCE

NSRP NATIONAL SHIPBUILDING RESEARCH PROGRAM Taking Shipbuilding and Repair to the Next Level

NSTIC Naval Surface Technology & Innovation Consortium

RISE RESILIENT INFRASTRUCTURE + SECURE ENERGY CONSORTIUM

SHIC Senior Healthcare Innovation Consortium

TREX TRAINING AND READINESS ACCELERATOR II

UTIC UNDERSEA TECHNOLOGY INNOVATION CONSORTIUM

VLC Vertical Lift Consortium

ati.org

ADVANCED TECHNOLOGY INTERNATIONAL ®

Contact Us

Camille Stebbins, Deputy Director,
Business Development & Communications
Advanced Technology International

843.760.4608

camille.stebbins@ati.org

ati.org

Ms. Melissa Moore

Program Administrator

NASA SEWP

NASA SEWP

Solutions for Enterprise-Wide Procurement

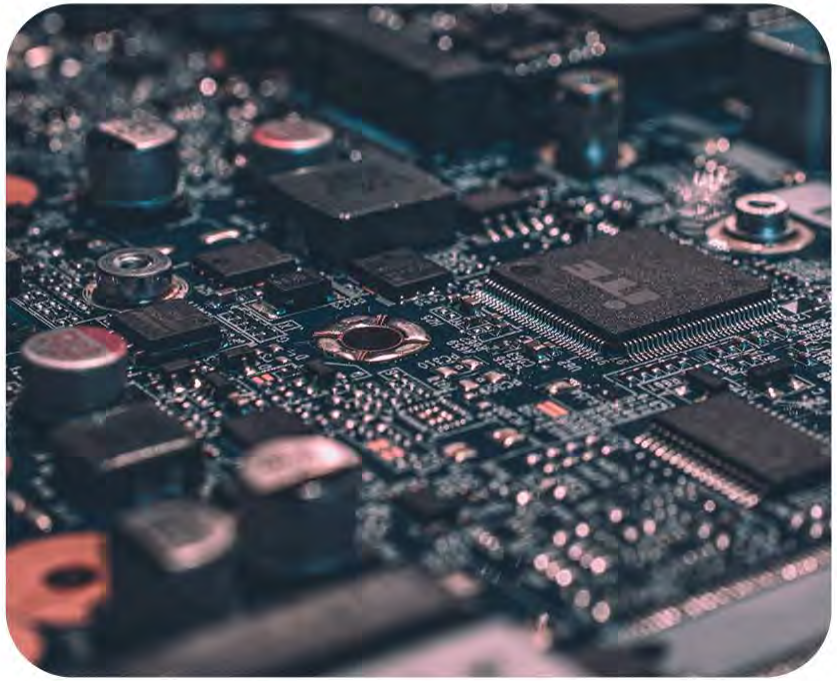
www.sewp.nasa.gov

Questions?

Scan this QR Code to submit any questions you have during the presentation, OR visit www.slido.com and enter code 3688599.

What is SEWP?

Providing the latest in commercial ICT/AV products and services, the **NASA SEWP (Solutions for Enterprise-Wide Procurement)** contract vehicle has an outstanding track record of serving up fresh technology for Federal Agencies.



Multi-award suite of contracts

- 140+ Prime Contract Holders
- 108 Small Businesses
- 9000+ Original Manufacturers (OEM) and Service Providers
- Annual Obligated Value over $10.5B
- Ability to set-aside to small businesses across all groups at the delivery order level

Government-Wide Acquisition Contract (GWAC)

- Authorized by Office of Management and Budget (OMB)
- Open to All Federal agencies and Approved Contractors
- Utilized by every Federal agency

Contract Vehicle for Information and Communication Technology (ICT) and Audio/Visual Solutions

Program Management Office (PMO) to provide support and information throughout the Acquisition Process

What Can Be Procured Through SEWP?

In-Scope Categories & Examples of In-Scope Products and Services

Information Technology & Networking

Computer Hardware, Tablets
Network Appliances: Routers, Modems, VOIP, Storage, Security

Supporting Technology

Scanners, Printers, Copiers, Shredders, Associated Supplies and Accessories, Sensors, Health IT

Software & Cloud

Software, Virtualization and Cloud Computing, XaaS (e.g. SaaS=Software as a Service)

A/V Conferencing

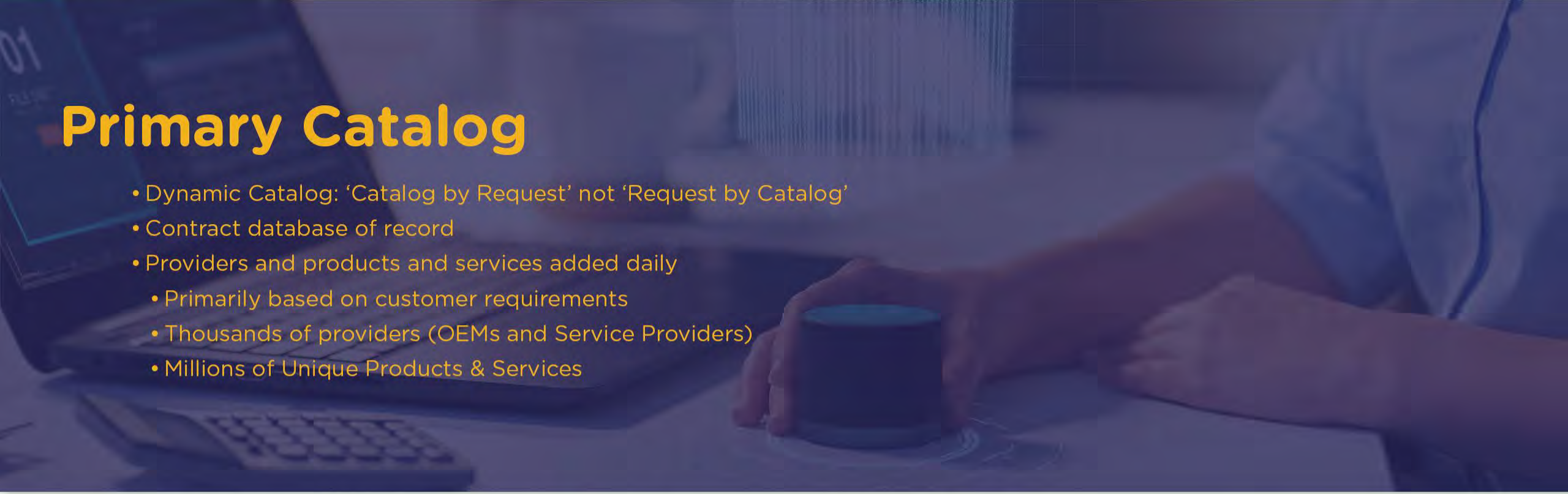
A/V Equipment and Accessories, TVs, Display Monitors, Projectors and Screens

Mobility & Communications

Telecommunication Devices and Services

Services

Maintenance/Warranty, Site Planning/ Installation/Cabling, Product Based Training, Product Based Engineering Services



Primary Catalog

- Dynamic Catalog: 'Catalog by Request' not 'Request by Catalog'
- Contract database of record
- Providers and products and services added daily
  - Primarily based on customer requirements
  - Thousands of providers (OEMs and Service Providers)
  - Millions of Unique Products & Services

Primary Catalog Subset: SEWP Marketplace/Strategic (Agency) Catalogs

- Contract-level items and pricing in support of Agency requirements
- Agency specified products and services; e.g.
  - Assessed and cleared list
  - Standardization of technology
  - Strategic sourcing and initiatives
- Built in reporting and accountability

Procurement Lifecycle

Pre-Order Support > Order Processing > Post-Order Support

Assistance on SEWP Processes

- Website/Tool walk-throughs
- Review of requirements
- Recommendations for best approach

Quote Request Tool

- Submission of Request for Information (RFI)/Market Research (MRR) and Request for Quotes (RFQs)
- Question and Answer functionality
- On-line access to all Quotes and Verification files
- Management of Requests: mods, extensions, updates, etc.

All paperwork (Delivery Orders and Modifications) must be sent to SEWP Program Management Office (PMO) via sewporders@sewp.nasa.gov

Orders are verified by PMO

- All ordered items are on Contract
- All pricing is at or below the contract price
- Order processing completed within a few hours of receipt of order
- Procurement personnel are notified when the order is forwarded to the Contract holder

Order Status Tool

- View status of all past orders
- Obtain copies of all past orders and related RFQs
- Request order status updates

Assistance with problem resolution

- Copy help@sewp.nasa.gov on any issues/questions

Post-Award Guidance

FAR 16.505

SEWP PMO notifies Contract Holders when order is awarded

- SEWP PMO does not divulge awardee or award information

Orders less than $6 Million

- Post-award debriefs and award notification are at the Issuing Agency's discretion
- Quote Request Tool includes optional Award Notification function

Orders of $6 Million or more

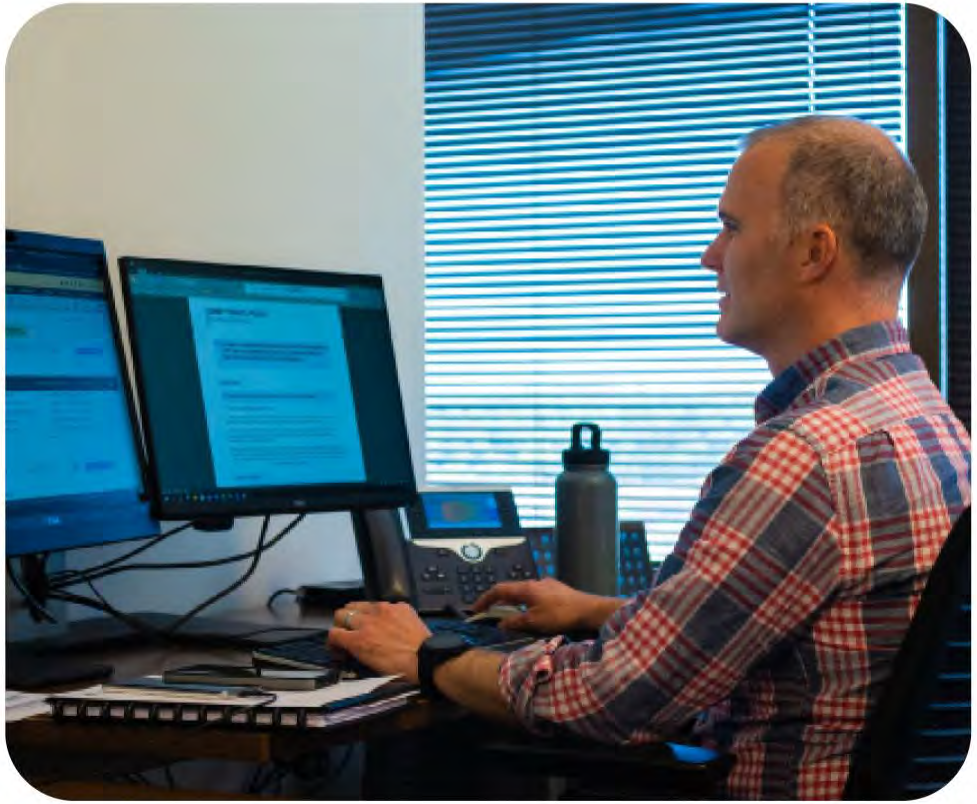
- Post-award debriefs shall be provided upon request
- Contracting Officer shall notify unsuccessful bidders

Protests (FAR 16.505(a)(10)): No protest under subpart 33.1; except:

- Protests that the order increases the scope, period, or maximum value of the contract
- Orders over $25 Million for NASA, DOD, USCG
- Orders over $10 Million for all other agencies

SEWP Support

Customer Service Support Business Hours - 7:30 AM - 6 PM EST



(301) 286-1478

Online Chat

Assistance Anytime

help@sewp.nasa.gov

Free Training Options

- In-person
- Webinars & training videos
- Training document
- SEWP Forum at NCMA World Congress

SEWP Customer Service Contacts

Web	www.sewp.nasa.gov	*24 x 7 x 365*
E-Mail	help@sewp.nasa.gov	*General Support - Average of 1 hour response*
Helpline	(301) 286-1478	*Mon-Fri 7:30 AM – 6:00 PM EST*
E-Mail Orders	sewporders@sewp.nasa.gov	
Street Address	10210 Greenbelt Road, Suite 200, Lanham, MD 20706	

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NASA SEWP

@nasa_sewp

NASA SEWP

Thank You

Questions?

Networking Break

Next session begins at 10:30 am

Company Spotlight:

- Size of Business: Large
- Year Established: 1988
- Number of Employees: 1,697
- NAICS Codes: 333318, 334111, 334112, 334210, 334220, 334290, 334310, 334418, 334419, 334511, 334515, 334516, 334519, 336390, 336411, 36413, 336611, 336612, 488111, 488119, 488190, 519130, 541330, 541340, 41490, 541511, 541512, 541513, 541519, 541611, 541614, 541618, 541690, 41715, 541990, 561110, 561210, 611420, 611430, 811219, 928110
- POC: James Ward - jward@scires.com
- Company Website: https://www.scires.com/

Technology Driven. Customer Focused.

Company Overview

Washington Technology
TOP 100 GOVERNMENT CONTRACTORS of 2022

BEST FOR VETS 2022 MILITARY TIMES EMPLOYERS

James Ward
Executive Vice President
Integrated Systems and Solutions Division

Technology Driven. Customer Focused.

Location, Location, Location!

- 1.3 miles from NIWC Atlantic 3147; 1,500 ft. from the front gate
- 120,000 sq. ft. facility
- Large conference rooms
- Configurable lab space
- Top Secret Facility Clearance List

Technology Driven. Customer Focused.

What We Do

The work

- Intelligence Systems
- Communications & Networks
- Information Systems
- Command & Control
- Test & Evaluation
- Cyber
- Air Traffic Control
- Operations & Sustainment

Our TEAM

- Engineers
- Cyber security specialists
- Technicians
- Logisticians
- …
- Great Americans!

Our size (1,700 employees) ensures we're large enough to execute the largest and most complex tasks, yet small enough to remain agile and customer-focused.

"The appearance of U.S. Department of Defense (DoD) visual information does not imply or constitute DoD endorsement."

Technology Driven. Customer Focused.

Our Goals:

- Enable the Warfighter; Keep them safe!
- Solve the most pressing challenges – we want the hard problems!
- To Make a Difference!
- To foster corporate culture that instills a burning desire to remain customer focused.

Our workforce is over 40% Veterans. Our people didn't stop caring about the Military when they left the service - our work is deeply personal to us.

"The appearance of U.S. Department of Defense (DoD) visual information does not imply or constitute DoD endorsement."

Women In Defense (WID) Palmetto Chapter Update

Lunch

Food trucks on-site for your dining convenience.

* Outside lobby doors, front portico area

Lunch On Your Own

Afternoon session begins at 1:30 pm

* Please clean up all trash from lunch and clear tables for afternoon session

NATIONAL MEDAL OF HONOR

LEADERSHIP & EDUCATION CENTER

INSPIRING AMERICAN LEADERSHIP

PRESENTER

Tom Mundell

Chief Executive Officer

LEADERSHIP MOMENTS

Leaders are not born,

They're made for the moment

WHAT'S AT STAKE?

The challenges and opportunities we will face individually and as a Nation will determine what kind of life, communities, institutions, and global role—***what kind of America***—we will build for the future.

MISSION

To inspire, develop, and empower leaders with the values of our Nation's Medal of Honor recipients – **courage, integrity, commitment, sacrifice, citizenship,** and **patriotism.**

VISION FOR SUCCESS

A Nation united and empowered by the values of the Medal of Honor.

HOW: COLLABORATIVE OPPORTUNITY

Build a true national platform with greater visibility and individual reach.

CMOH SOCIETY PARTNERSHIP

CMOHS New Museum (Yorktown)

Our National Programming

Center for Leadership

PARTNERSHIP GOAL: CREATE A NATIONAL PLATFORM

Society	Center
• MOH recipients • Relationships • Endorsement	• Update museum • National programs • *"Meet Your Moment Experience"*

MUSEUM and MEET YOUR MOMENT EXPERIENCE

Museum

- History oriented
- Purpose of MOH
- Theatres of conflict
- Informational exhibits
- Learn and appreciate heroic role and sacrifices of MOH recipients

Experience

- Future oriented
- Influence of MOH character values
- Inspiring stories
- Recognize citizen heroes living MOH values
- Prepare you to meet your moment

EDUCATIONAL PLATFORM: TWO TRACKS

Individuals

- Meet Your Moment Experience
- Symposiums
- Classes
- Certificate programs
- Special events

Groups

- Meet Your Moment Experience
- Corporate programs
- Collaborative initiatives
- Special events

INITIAL COLLABORATIONS

INAUGURAL EVENT: AUGUST 1, 2023

Inspiring America's Leadership: Meet Your Moment

- 2 MOH recipients
- Panel of national leaders
- Moderated panel discussion of application of 6 MOH character values

BIRDSEYE VIEW

FRONT ELEVATION

HOW YOU CAN HELP

1. Join us
2. Spread the word
3. Connect us to people who can help
4. Invest in the future of America

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

Acquisition Planning Services

65th Charleston Defense Contractors Association
Small Business and Industry Outreach Initiative (SBIOI) Symposium
July 20, 2023

Ms. Sasha Pascual
60D, Acquisition Planning Services
Naval Information Warfare Center (NIWC) Atlantic

Naval Information Warfare Center ATLANTIC

PALMETTO TECH BRIDGE POWERED BY NAVALX

NIWC Atlantic through the Palmetto Tech Bridge and in collaboration with the South Carolina Council on Competitiveness is sponsoring the

"Autonomy 3 Ways" Prize Challenge

$70K Award Purse with the potential for State of South Carolina matching funds ***totaling $140K***

Participants can choose to submit against **One, Two** *or* **ALL Three** of the following Autonomy Challenges:

1. **Computer Vision Surprise Challenge**
2. **Risky Facility Location Challenge**
3. **Multi-Sensor Fusion for Autonomous Driving**

Timeline

- **Phase 1 Technical Approach Submissions Due:** 30 July 2023 10:00 PM EDT
- **Companies notified of selection to present oral presentations at SC Decoded Event:** 11 August 2023
- **Selected Companies provide electronic presentation materials for In-Person Event:** 06 September 2023
- **Oral Presentations at SC Decoded Event The Conference Center at Barefoot Resort, North Myrtle Beach:** 12 September 2023

Learn more: https://www.challenge.gov/?challenge=autonomy-3-ways

***Award Base on "Best of Breed" submissions

Ms. Katie Wildman

Business and Technology Strategist
PEO Digital

PEO DIGITAL

PROGRAM EXECUTIVE OFFICE DIGITAL & ENTERPRISE SERVICES

PEO Digital Pilots

PEO Digital Technical Director
Team

July 2023

Agenda & OKRs

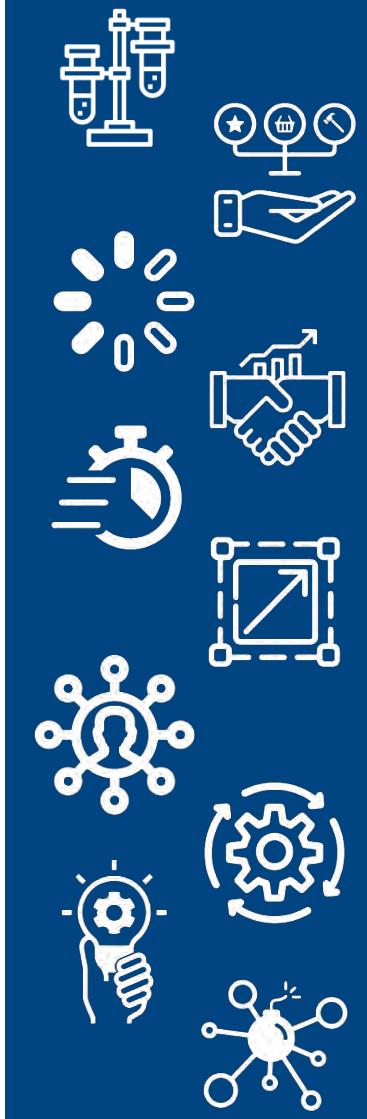
- **Overview context**
  - Top 10 behaviors
  - Pilots as aligned to Strategy through Execution
  - Investment horizons and advancement criteria
  - Pilot Dashboard
  - Action plan

Piloting Objective Key Results (OKRs)

1. Quickly move to Horizon 1 (production)
2. Create a low maintenance process people can do themselves
   - Autonomous with minimal PEO time
3. Significant value add to PEO Digital
   - Aligned with MSD, value calculator and ODMs

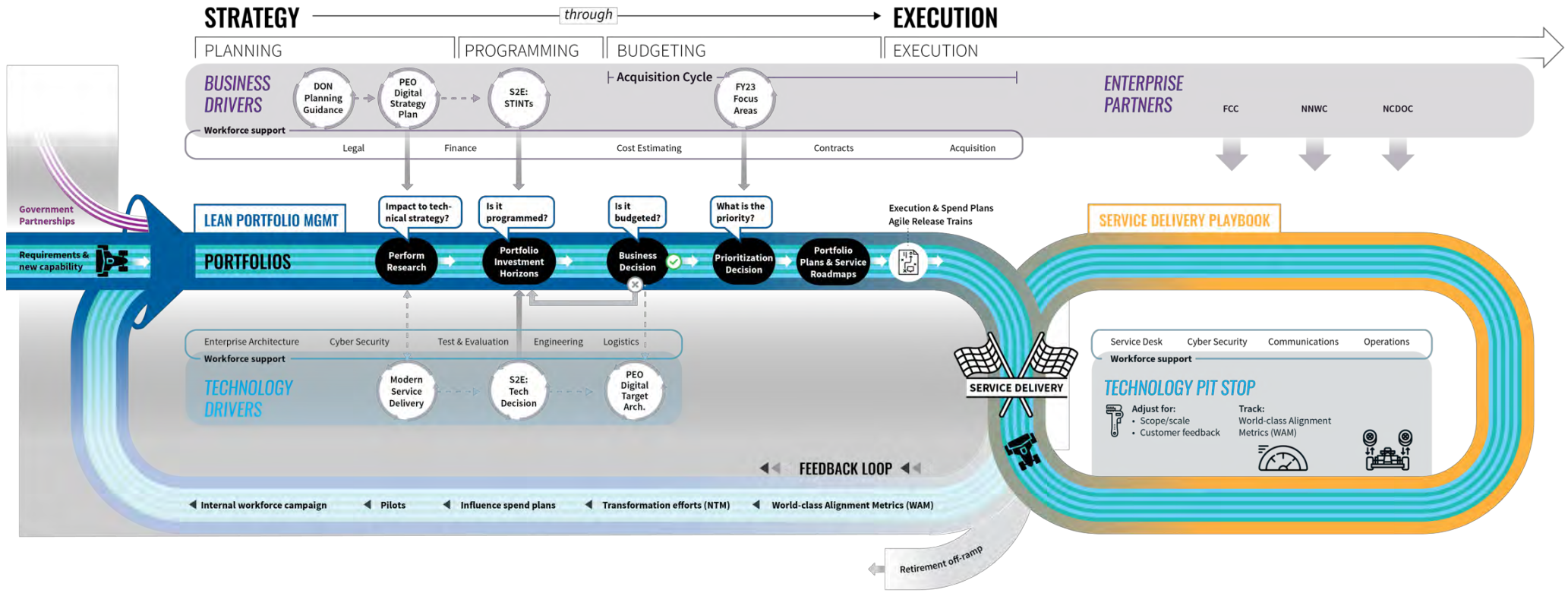
PEO DIGITAL

Top 10 Behaviors



- Disrupt ourselves with **experiments**
- **Use before rent;** rent before buy; buy before build
- **Beta earlier**; a 10% solution is better than no solution
- **Partner** bolder and as often as possible; leverage the success of others
- Move with urgency and exercise a **bias toward speed**
- Seek **simplicity** for scalability
- Seamlessly deliver **customer-centric** technologies
- Never duplicate, **always automate**
- **Reward innovation**; make government IT cool to do and boring to maintain
- **Weaponize data** to make better decisions at the speed of relevance

Strategy through Execution



Pilots inform requirement development and new capability investments

Investment Horizons Template

Investment Horizons shows current investments and when returns might be expected

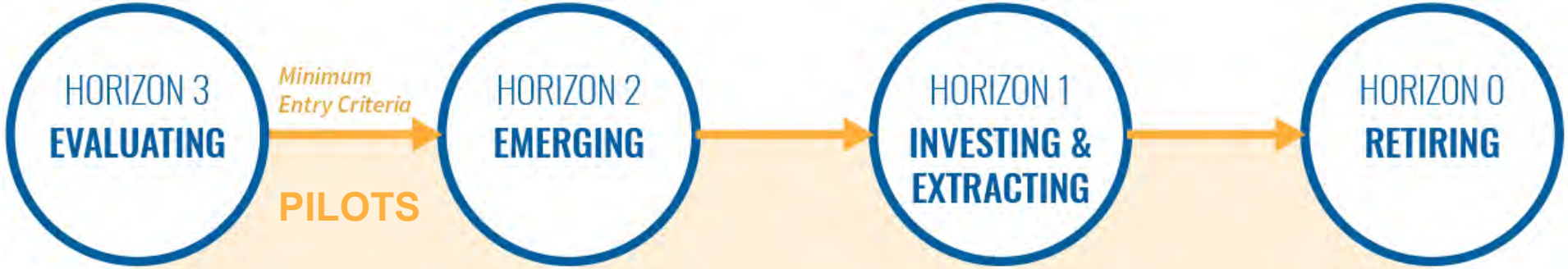
	Horizon 3: Evaluating	Horizon 2: Emerging	Horizon 1: Investing & Extracting		Horizon 0: Retiring
Focus	**Wide ranging and exploratory** *Other people's money and work*	**Next generation horizon 1 products** *PEO Digital money and work*	**Sell and enhance current offering** *PEO Digital money and work*		**Decommission** *DON, regardless of organization*
ROI	**3+ years**	**1-2 years**	**Current Year** Investing	Extracting	**Current Year**
	• Capabilities listed here				

Investment Horizons are currently available for all eight service groups:

- Management & Security
- Identity
- Development & Deployment
- Workplace Automation
- Data & Analytics
- End User Computing
- Compute & Store
- Transport & Communication

Please note: These products are informed by SthruE artifacts but are owned by each portfolio

Horizon Entry Criteria

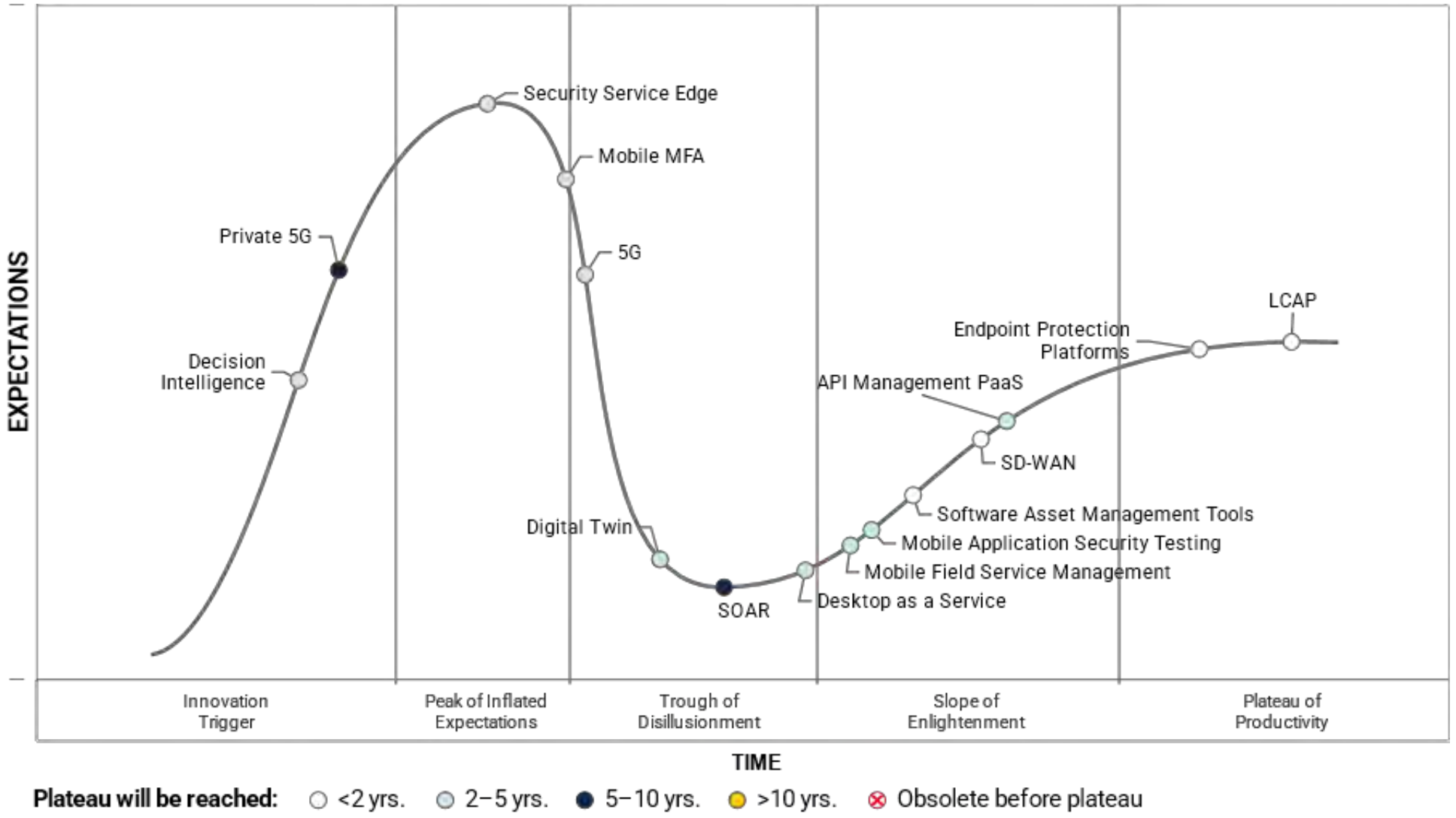


- A **self-driven vendor** that understands MSD design concepts
- **Functional champion** identified
- **Portfolio and initiative alignment** identified
- Pilot investments prioritized considering the **Outcome Driven Metrics (ODMs)**
- Generates a S2E capability aligned with **CSBO priorities**
- **Cheap/outside impact**: opportunity to execute pilot at a reduced cost
- **Fast**: Pilots that take little time to onboard and execute are given priority

- Demonstrates compliance with MSD design concepts
- No less than 10% of the user based supported
- Not already available as a potential enterprise service elsewhere in the DON
- Mapped to a service group
- Supporting product delivery strategy
- Appropriately sequenced to optimize on scale and/or value

- Modern Service Delivery compliant technology replaces legacy technology

Pilot Project Hype Cycle



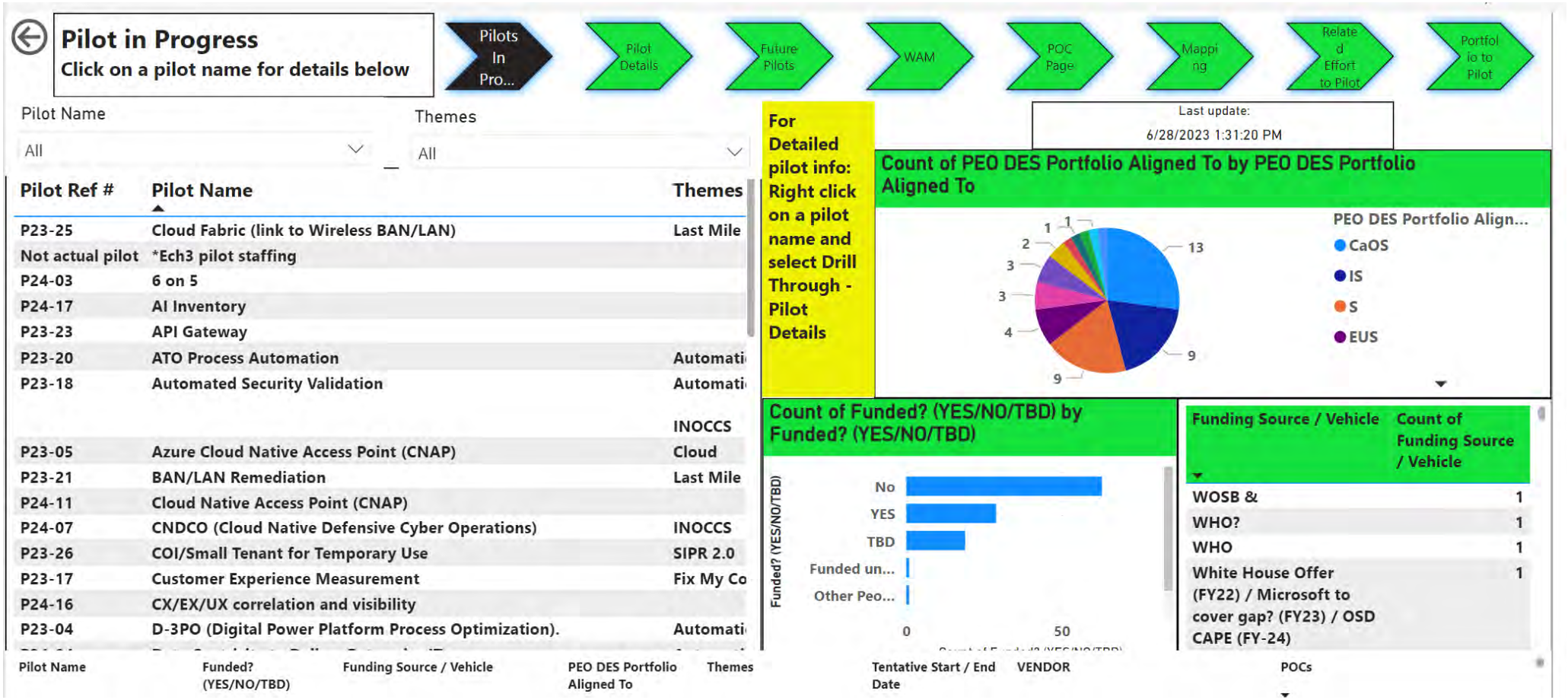
Pilots Action Plan

3–5-month pilots with:

- Ready to go teams with sufficient knowledge, tools and access
- Well defined problems, COTS solutions
- Customer relationships, Portfolio coordination

1. Identify Lead
2. Establish Budgetary Requirements
   - Pilot sized, currently in TD spend plan submission
3. Create a cross-functional team (NNWC, NIWC, Contractors, etc.)
4. Develop an Agile Pilot schedule that integrates with Portfolio
5. Define Success Criteria
6. Define Time/Scope
7. Execute Pilot
8. Report out results (recommendations, business case, go/no go, WAMs)

Pilot Dashboard



Access the pilot dashboard

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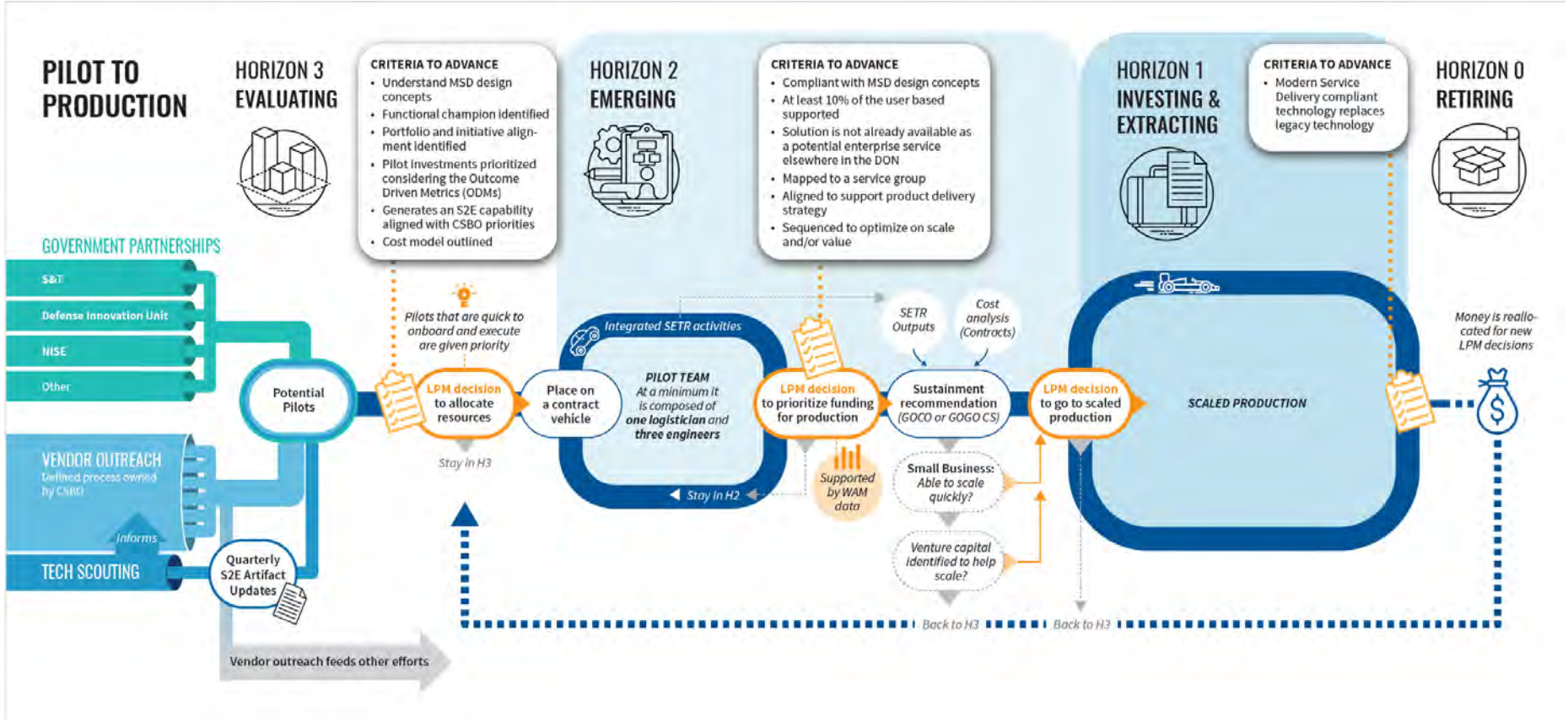
BACK UP

PEO DIGITAL

Pilot to Production



South Carolina APEX Accelerator

Helping SC businesses do business with the government

SC APEX Accelerator

Who We Are

SC APEX's mission is to provide professional and specialized assistance to enable clients to do business with the federal, state and local government *with concerted efforts to assist small businesses, such as Small Disadvantaged Business, Women-Owned Small Business, HUBZone Small Business, and Veteran-Owned Small Business."*

South Carolina Department of Commerce
Just right for business.

UNIVERSITY OF South Carolina
Office of Innovation, Partnerships and Economic Engagement

What We Do

- **Main areas of SC APEX assistance**
  - Registration/ Certifications
  - Marketing
  - Solicitation Review
  - Proposal Review

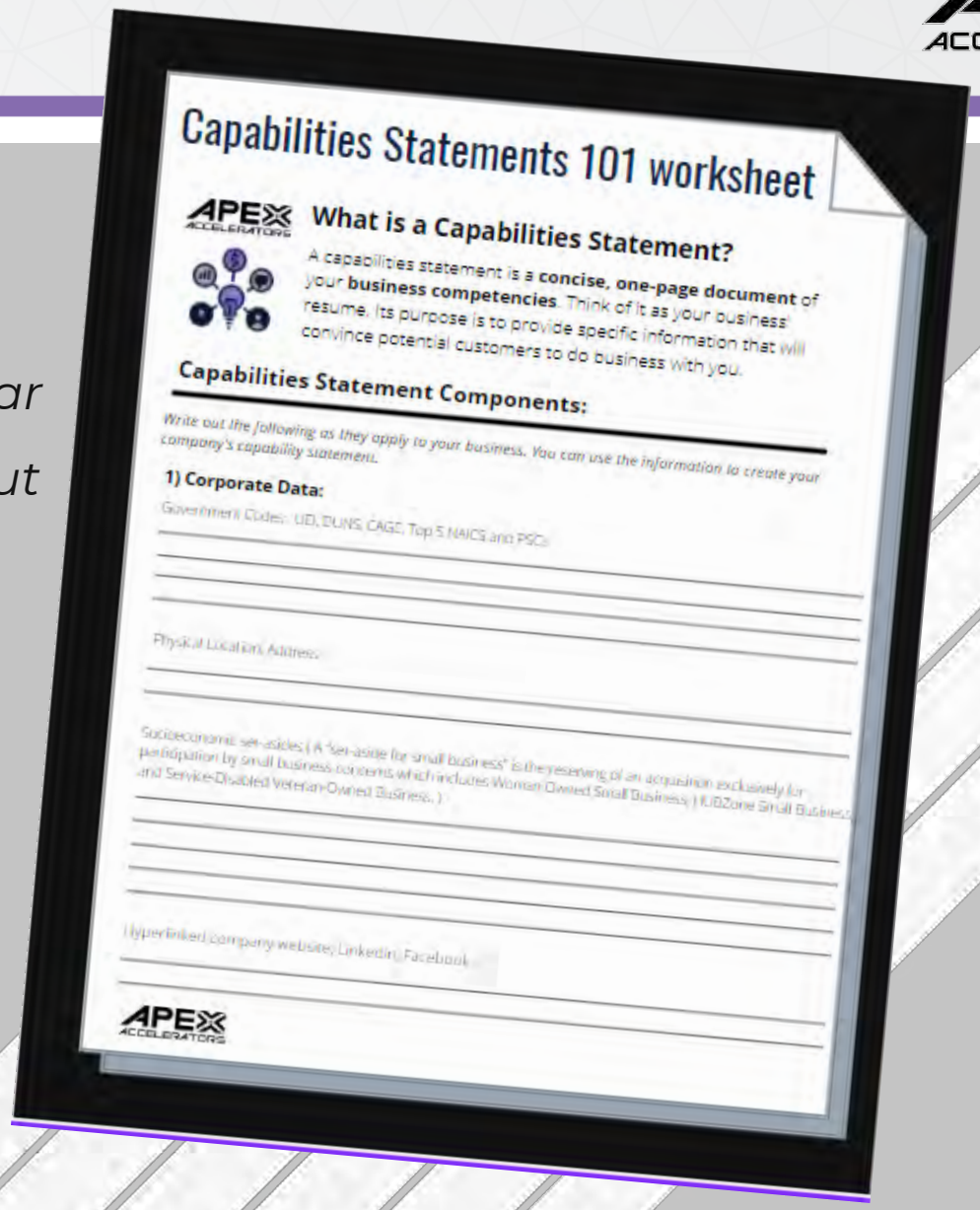
Registration/Certifications

"I initially sought out SC APEX because I thought they would be a good resource for our woman-owned business. After speaking with my SC APEX counselor, I realized that he would be able to help me with my SBA Woman-owned certification. I had been challenged in the past with it. Also, Scott mentioned that DUNs was being replaced with Unique IDs, so I was able to take care of that quickly and easily."

- Allison Mertins, Crawford Marketing

Marketing

“Creating a capabilities statement was similar to working on a puzzle. I had all the pieces but not the knowledge to put them together. SC APEX helped me to put those pieces in the right place” – Samuel Brown, PacketEx



Solicitation & Bid/Proposal Review

"I was lost and overwhelmed with the bidding process. In search of help, I went to SC APEX for assistance."

-- Thomas Tardo, Valkyrie Tactical Solutions

Highlight and discuss solicitation details

- Specification/Scope of Work requirements
- Applicable due dates
- Award/Evaluation criteria
- Terms and conditions
- Pricing Schedule
- Past performance and experience

Company Spotlight:

- Size of Business: Large
- Year Established: 2006
- Number of Employees: 410
- NAICS codes: 334290, 517410, 541330, 541512, 541618, 541690, 41330, 541511, 541512, 541715, 541519
- POC: Michael MacDonald
  Michael.macdonald@sigmadefense.com / (703)400-7093
- Company Website: https://sigmadefense.com/

Sigma Defense

Sigma Defense, LLC Overview

Who We Are

- **HQ Perry GA, Arlington VA and San Diego CA**
  - ~420 Employees – dispersed CONUS/OCONUS
  - Tech company focused on DoD & Joint missions
  - Software Development, Systems Engineering, Cyber Security, DevSecOps/BlackPearl, tactical edge network, route, switch, compute and Training & Readiness
  - TS Facility Clearance
- **Acquisitions – SDVOSB's**
  - Sigma Defense Systems
  - SOLUTE
  - Sub-U
- **Veteran focused**
  - Nearly 62% of employees served in military
  - 98% veteran retention rate
  - Actively involved in veteran hiring programs

Sigma Defense

Our Solutions

C5ISR

JADC2

SATCOM

DEVSECOPS

Our Customers

NAVAIR/NAVSEA/NAVWAR/GSA Contracts

- **MPRA Software & Cybersecurity**
  - PMA-290 EP-3/P-8 Software production facility
- **Minotaur**
  - Enable a common DevSecOps Baseline
- **EA-18G**
  - System Engineering for Remote Access Support and Services
- **Aegis Combat Systems**
  - The Forge, BlackPearl DevSecOps
  - Software Development, Integration, and Test for BMD Mission Planner Software Product.
- **SWFTS / SSRA**
  - Tactical Data and Display Architecture deployment in a Platform-as-a-Service (PaaS) architecture.
- **ADNS**
  - Develop network and system integrations in support of the MQ-25A Control Station
  - Systems, fielded systems and network technical support services
- **NITES-Next**
  - RMF/Cybersecurity, software development
- **DCGS-N**
  - CANES/ACS software engineering
- **SSCP**
  - SSCP 1.x and 2.x to Fleet NOC App Arsenal For afloat installation, and training.
- **Training & Readiness**
  - CNSP N7 ATG/TTGP/EWTGP
  - SMWDC Surface CS Training Dahlgren, Norfolk, San Diego

Sigma Defense

POC's

Michael F. MacDonald

Director of Defense Solutions

E: michael.macdonald@sigmadefense.com

M: 1-703-400-7093

O: 1-619-758-9900

W: https://sigmadefense.com/

Robert "Tosh" Persons

Director of Business Development

E: Robert.persons@sigmadefense.com

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O: 1-619-758-9900

W: https://sigmadefense.com/

Sigma
Defense

C5ISR

- **Connecting the Joint Force with intelligence for greater situational awareness and faster decision making**
- **A software-centric Modular Open Systems Approach (MOSA)**
  - Expedite data delivery
  - Transform information into intelligence and insights
- **Sigma Defense C5ISR solutions support a digital modernization strategy:**
  - Data and Voice Communications
  - HD Full Motion Video
  - Digital Intelligence Collection
  - AI/ML Analytics
  - Information Dissemination
  - Secure Networking

SATCOM

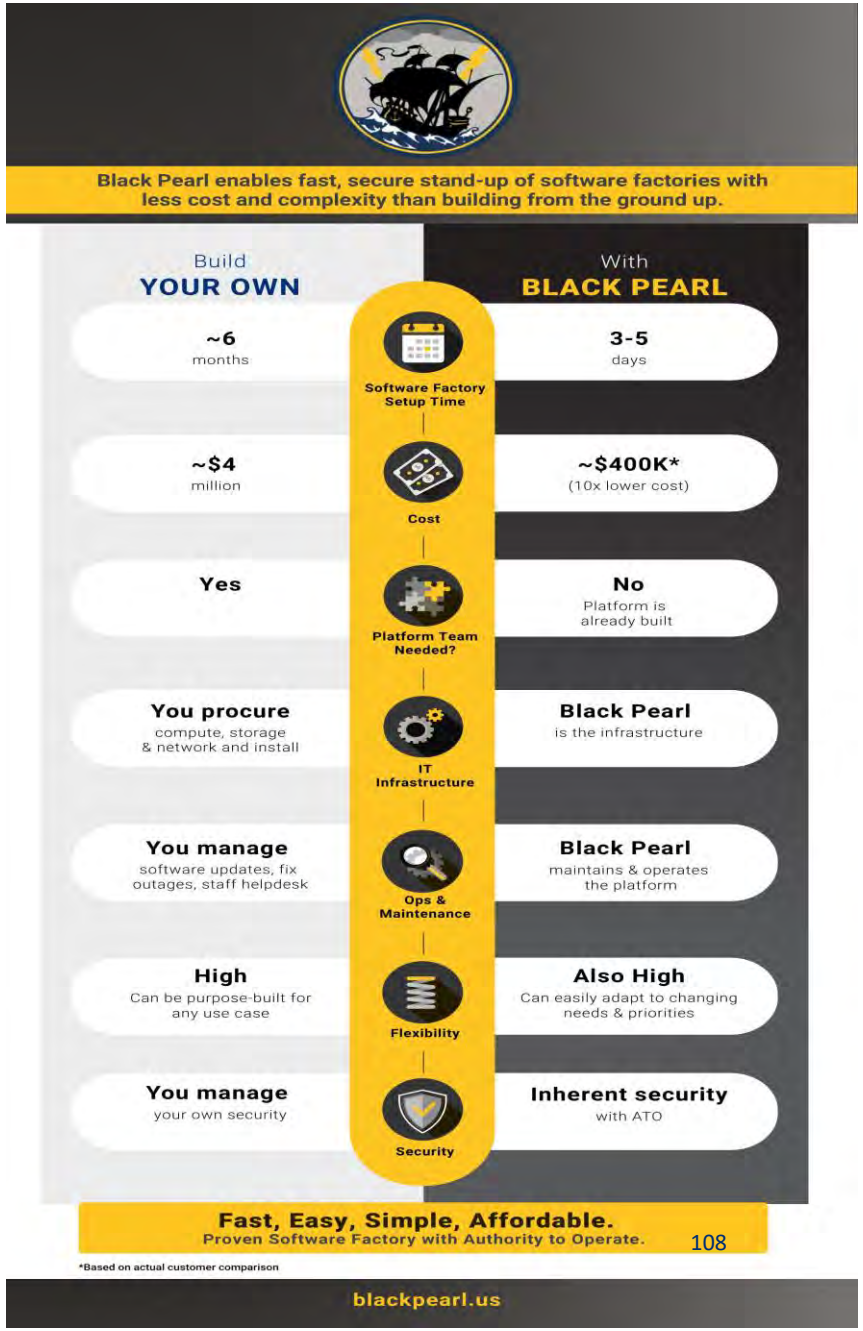
- **Sigma Defense Tactical Relay System delivers:**
  - Access to near-real-time enriched data sourced through “multi-INT” sensors to forward edge Joint Force
  - Active and passive collection of video and sensor data for analysis and visual presentation
  - Secure, reliable communications in contested and adversarial environments
  - Modular, scalable and open-source architecture to adapt rapidly to changes in environment
- **Program of Record for Tactical Relay Intelligence Surveillance and Reconnaissance (ISR) data transport for U.S. Government**

JADC2

- **Solving for JADC2 challenges:**
  - Interoperability between legacy systems and modern technology across all branches of the military
  - Faster access to data and intelligence across all services
  - Extracting insights and action from sensor data
  - Identifying and securing network vulnerabilities and identifying alternative delivery paths
- **Expertise and technology that delivers:**
  - Faster access to data, from the edge to core to Cloud
  - Accelerate decision making through AI/ML
  - Improved network & data security

Black Pearl - A Better Approach to Software Development

- Black Pearl is a portfolio of DevSecOps products and services that support modern software development and delivery:
  - DevSecOps Tooling
  - Governance / Management
  - Logging & Metrics
  - Runtime Security & Cluster Compliance
  - Kubernetes Development
  - Operating System Hardening
  - Cloud Automation
- A common software environment that enables fast, cost-effective standup of software factories/armoryies
- ***Navy/USMC ATO for IL2/5 Development & Test environments***

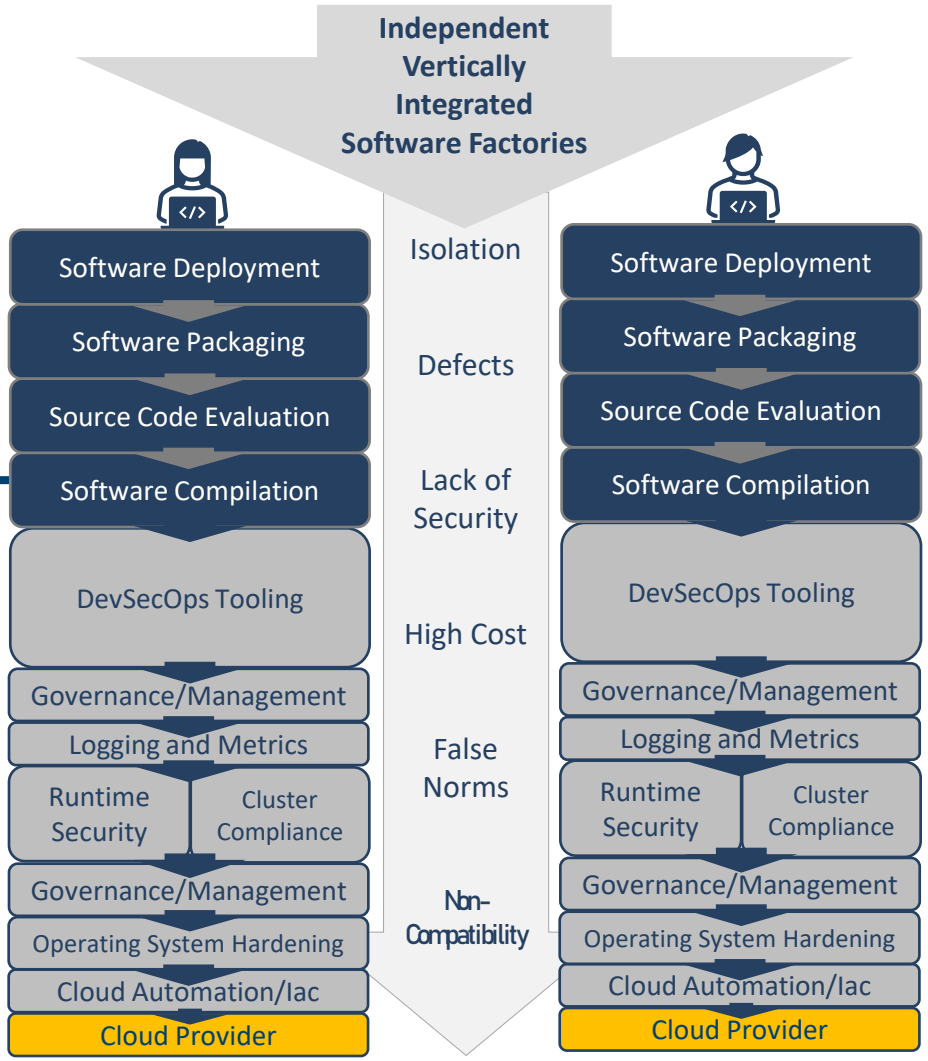


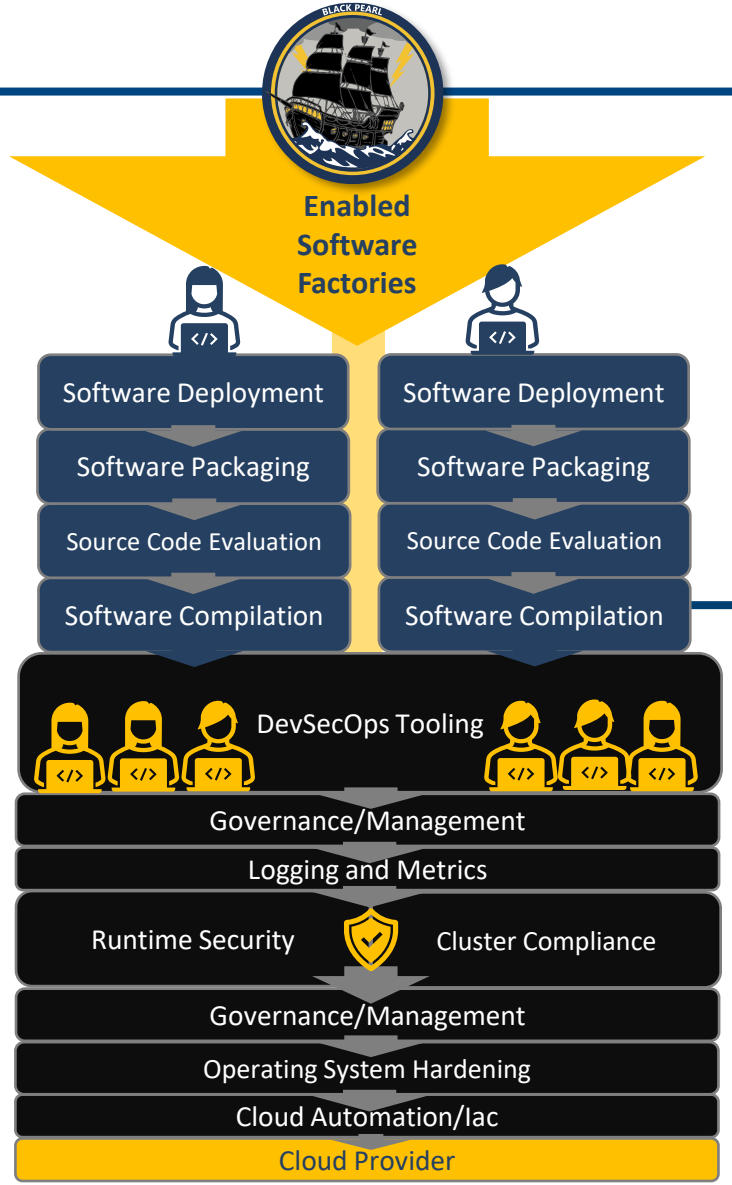
Sigma Defense

BLACK PEARL
BLACK PEARL
LIGHTHOUSE
BLACK PEARL
PARTY BARGE
BLACK PEARL
MENTORING

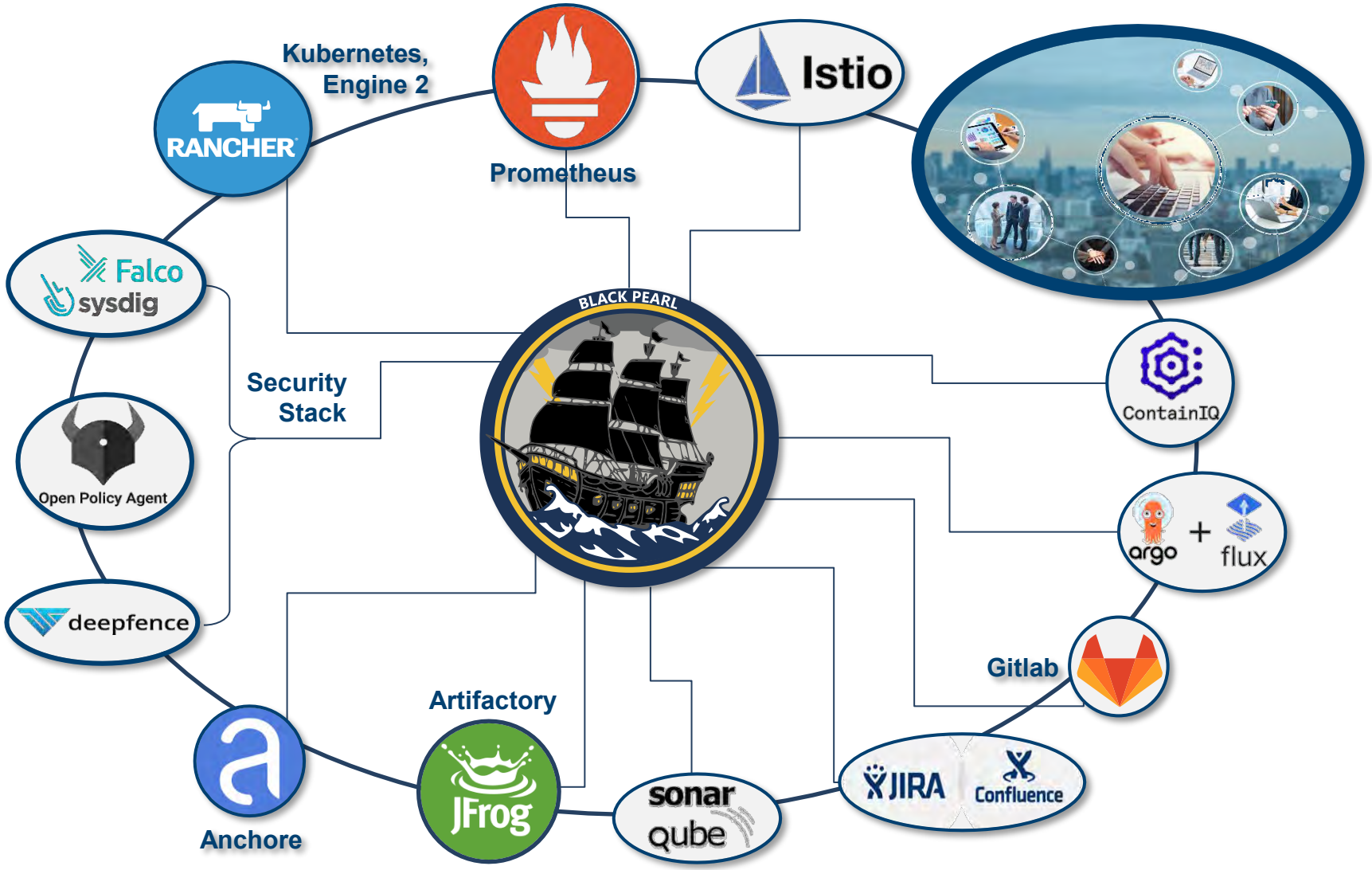
Black Pearl is a **Software Practice…**

a continuous exercise in practicing software development; providing tooling, consistent processes, hosting, and mentoring.


Independent
Vertically
Integrated
Software Factories
Software Deployment
Software Packaging
Source Code Evaluation
Software Compilation
DevSecOps Tooling
Governance/Management
Logging and Metrics
Runtime Security
Cluster Compliance
Governance/Management
Operating System Hardening
Cloud Automation/Iac
Cloud Provider
Isolation
Defects
Lack of Security
High Cost
False Norms
Non-Compatibility
Software Deployment
Software Packaging
Source Code Evaluation
Software Compilation
DevSecOps Tooling
Governance/Management
Logging and Metrics
Runtime Security
Cluster Compliance
Governance/Management
Operating System Hardening
Cloud Automation/Iac
Cloud Provider

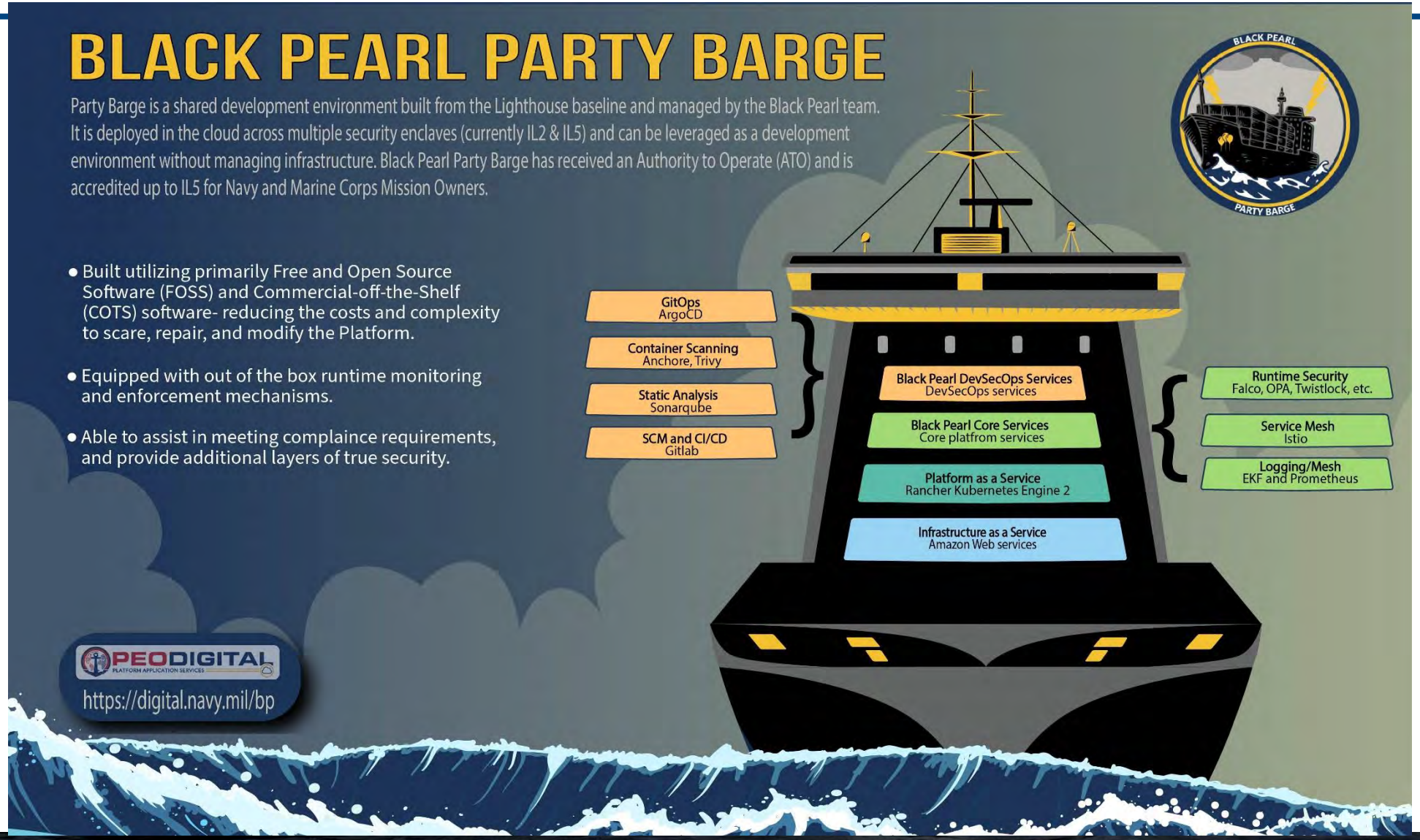

Enabled
Software
Factories
Software Deployment
Software Packaging
Source Code Evaluation
Software Compilation
Software Deployment
Software Packaging
Source Code Evaluation
Software Compilation
DevSecOps Tooling
Governance/Management
Logging and Metrics
Runtime Security
Cluster Compliance
Governance/Management
Operating System Hardening
Cloud Automation/Iac
Cloud Provider

Tech Stack


Kubernetes, Engine 2
RANCHER
Prometheus
Istio
Falco
sysdig
Security Stack
Open Policy Agent
deepfence
BLACK PEARL
ContainIQ
argo
+
flux
Gitlab
Artifactory
JFrog
Anchore
sonar
qube
JIRA
Confluence

Lighthouse: Slick-Sheet

Party Barge: Slick-Sheet



Rate model

Decentralized IDIQ

- User-based, tiered pricing
- Mission Owner awards and manages their own Task Order
- Cost is all-inclusive for dev/test (licenses, hosting fees)

User Pricing		
	Tier (Price per User per Year)	
Number of Users	Bronze	Silver
10-24	$1,860.00	$7,800.00
25-49	$1,812.00	$7,200.00
50-99	$1,776.00	$6,600.00
100-249	$1,680.00	$6,300.00
250+*	$1,680.00	$6,000.00

Container Pricing		
	Tier (Price per Container per Year)	
Number of Containers	Bronze	Silver
1+	N/A	$937.32

*Can realize greater economies of scale for larger groups (i.e. PEO MLB 1500 Bronze users quoted @ $1080/user/yr)

Usage model

Tiered service offering

- **Bronze:** Offers collaboration tools
  - Issue tracking, Wiki, Source code management
- **Silver:** Common Software Factory Tooling
  - All capabilities in Bronze
  - Adds: Source code scanning, container scanning, artifact evaluation, pipeline component template
  - Also provides containerized testing environment
- **Gold:** Future State. Production Tier Model
  - All Capabilities in Silver
  - Adds: Production Deployment Pipeline and hosting

Maintenance Support

SERVICE TYPE	UPGRADE/MAINTENANCE RESPONSIBILITY	APPLICATION CONFIGURATION RESPONSIBILITY
Party Barge Pipeline Services	Black Pearl	Customer
SonarQube	Black Pearl	Project Specific Quality Gate – Customer Default Quality Gate – Black Pearl
Anchore	Black Pearl	Project Policy Bundles – Customer Example Policy Bundles – Black Pearl
Terraform Enterprise Deployed Infrastructure	Customer	Infrastructure as Code – Customer Base Infrastructure as Code Module – Black Pearl Base Policy as Code – Black Pearl
Integration Kubernetes Cluster	Black Pearl	Configuration as Code – Customer GitOps (ArgoCD) Access – Black Pearl
Party Barge Shared GitLab Runners	Black Pearl	Security Policy – Black Pearl Pipeline Tasks Examples – Black Pearl Pipeline Configuration - Customer
Custom GitLab Runners	BP Deployed - Black Pearl Customer Deployed – Customer	Black Pearl Deployed – Black Pearl Customer Deployed – Customer

Questions

BLACK PEARL
BLACK PEARL
LIGHTHOUSE
BLACK PEARL
PARTY BARGE
BLACK PEARL
MENTORING

User Interaction

- **Users do not directly interact with K8s or a Cloud Service Provider.**

- **Interaction through code and automation platforms allows us to:**

  - Implement governance at Scale

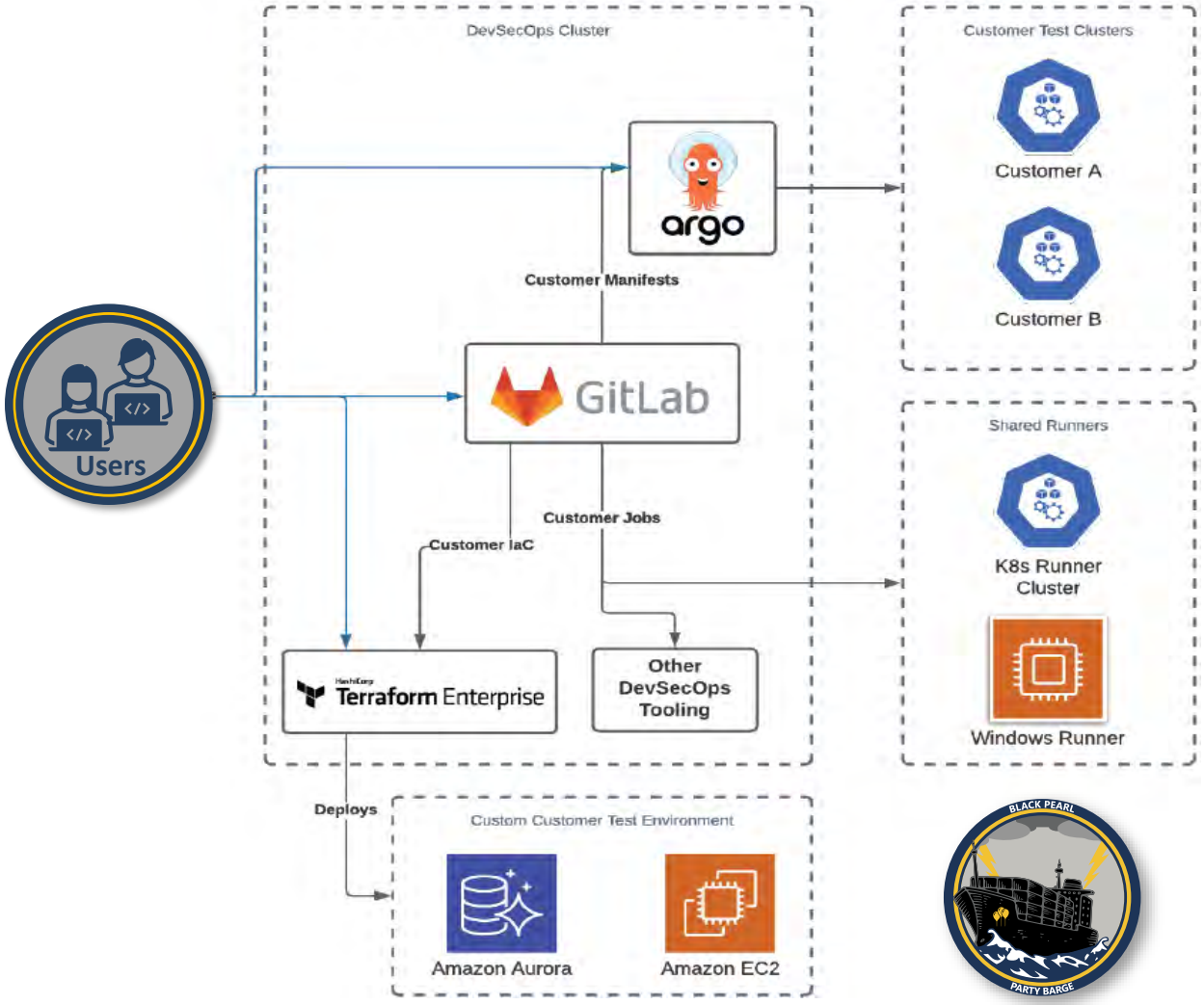
  - Standardized (IaC)

    (CaC)

    Handle Accreditation

- **Additional access is provided to items like logs and metrics.**

- **Party Barge is non-prescriptive, in relation to pipelines.**



BACK UP SLIDES

BLACK PEARL

Executive Brief

March 15, 2023

Overview

Black Pearl is a team of Military, Civilian, and Contractor personnel with experience solving software delivery issues across the Naval Enterprise.

Through advanced innovation and collaboration, we solve the problems and needs of Naval programs seeking to accelerate delivery of capability to the warfighter.

#makeshiphappen

Challenge

Developing software for Naval purposes has notoriously been a complex and time-consuming challenge. Developers have had to navigate through a sea of many perils.

The need for:

- Rapid development
- Cutting edge technology
- Integration and collaboration of various legacy and new concepts
- Multiple systems and platforms
- And above all, Security as the highest priority

makes the development environment near impossible to generate cutting edge technology to be used for the nation's maritime defense.

Challenge

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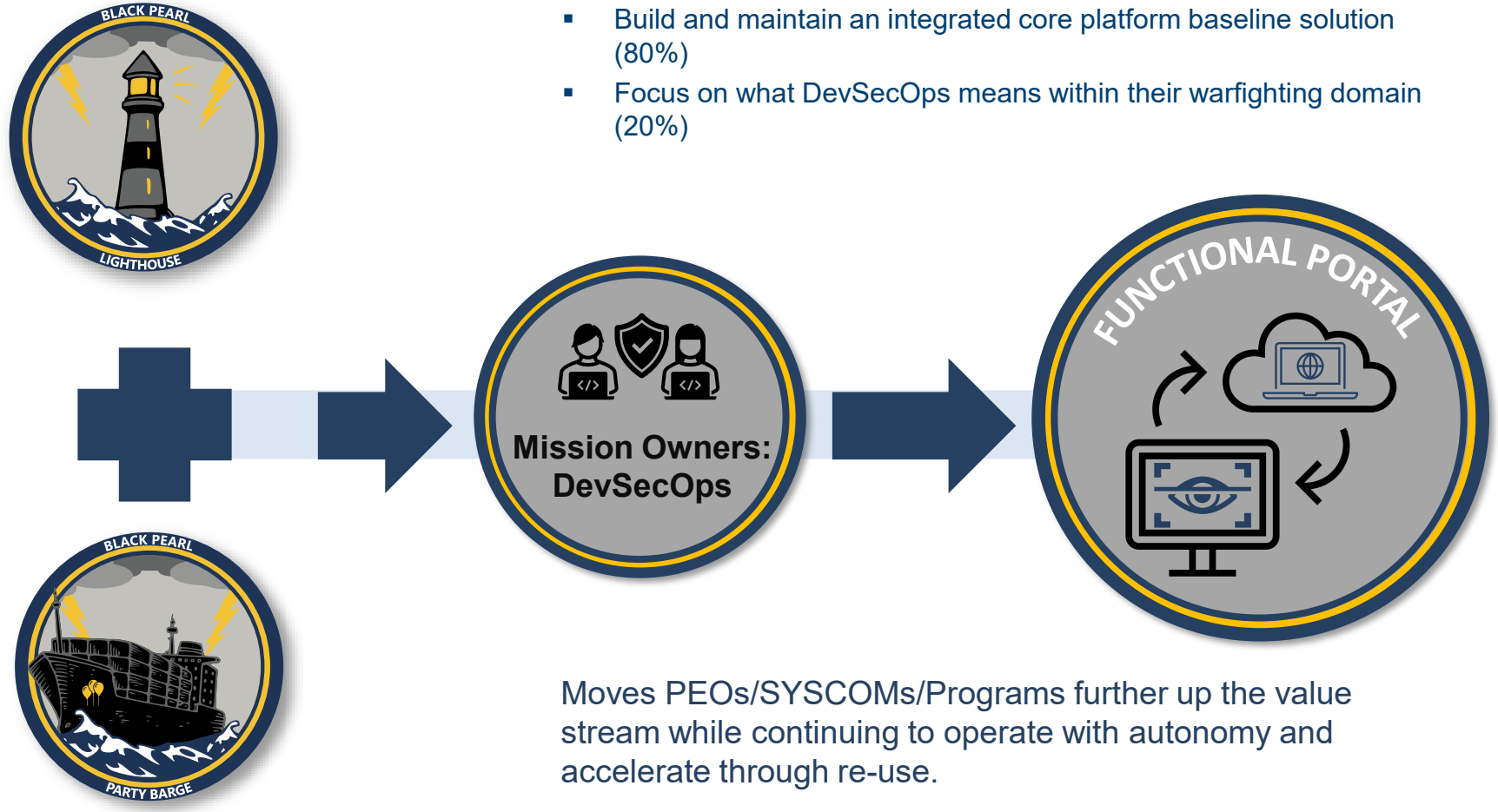
makes the development environment near impossible to generate cutting edge technology to be used for the nation's maritime defense.

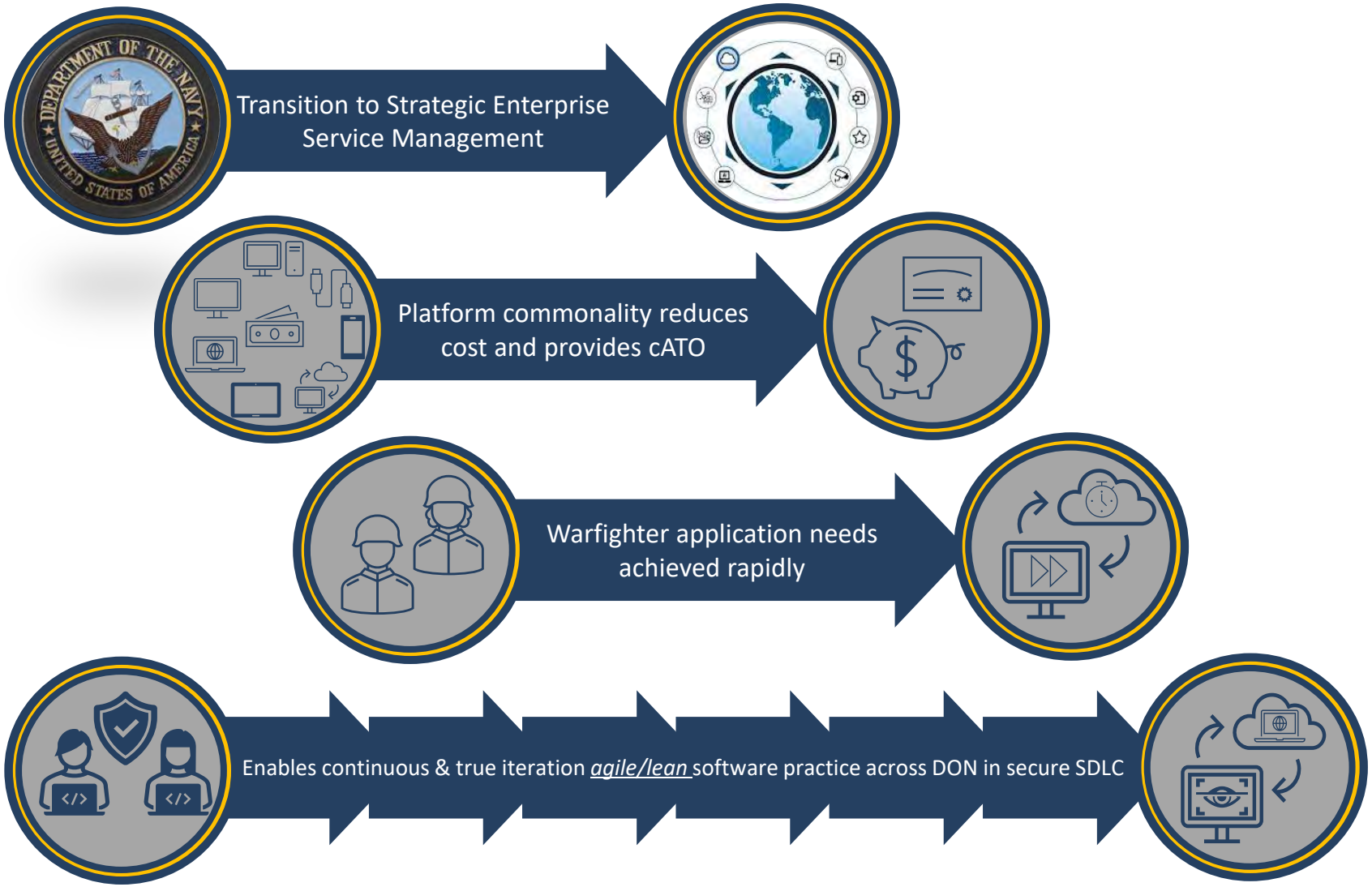
Solution

- Build and maintain an integrated core platform baseline solution (80%)
- Focus on what DevSecOps means within their warfighting domain (20%)



Moves PEOs/SYSCOMs/Programs further up the value stream while continuing to operate with autonomy and accelerate through re-use.

Benefits


Transition to Strategic Enterprise Service Management
Platform commonality reduces cost and provides cATO
Warfighter application needs achieved rapidly
Enables continuous & true iteration agile/lean software practice across DON in secure SDLC

SERVICES

Lower costs, complexity and time required to modernize legacy and/or greenfield applications and capabilities for Naval Programs.

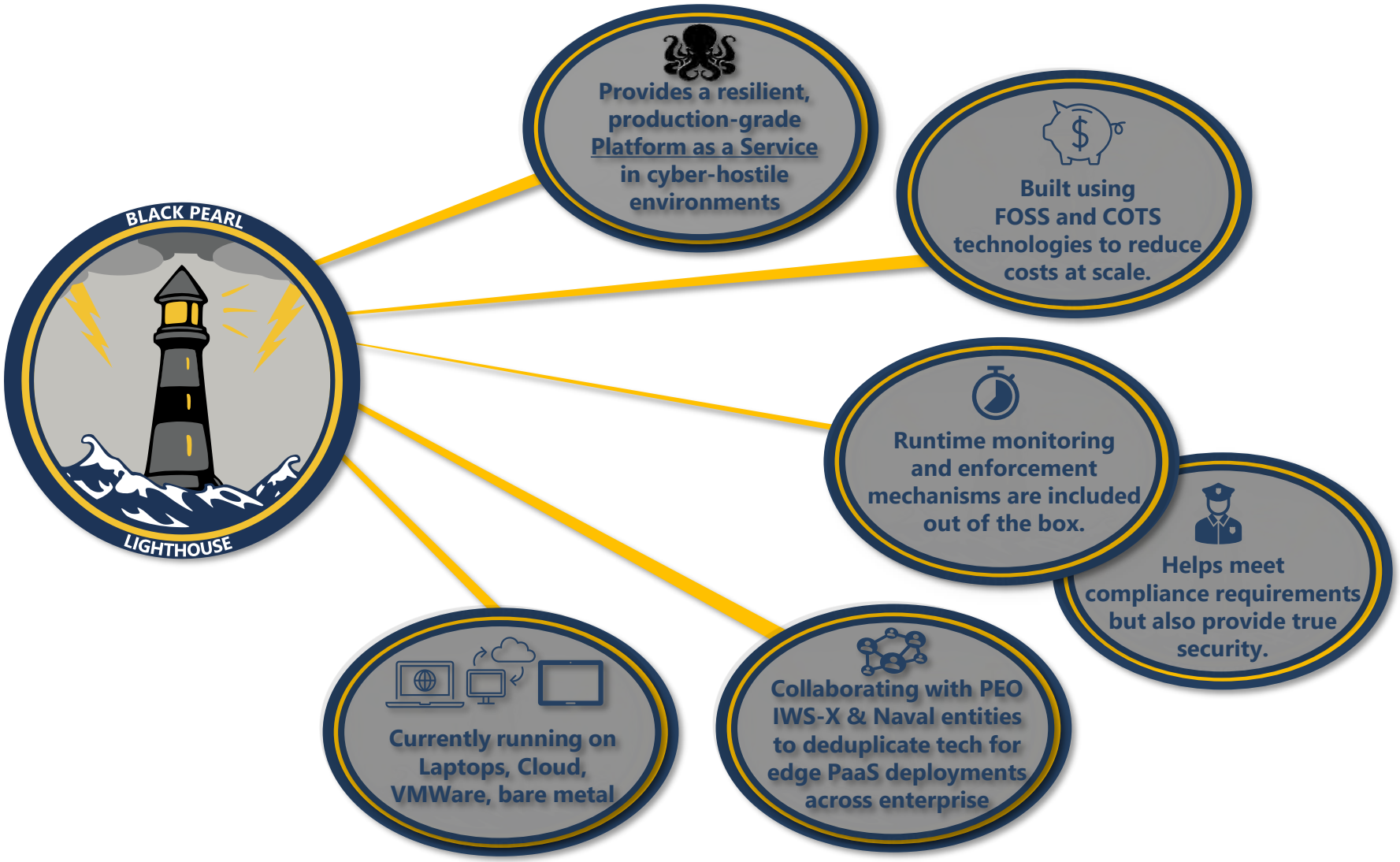
Break the barrier to entry for a successful DevSecOps based and agile focused digital transformation

Common DevSecOps baseline of platform services & application development & management tools

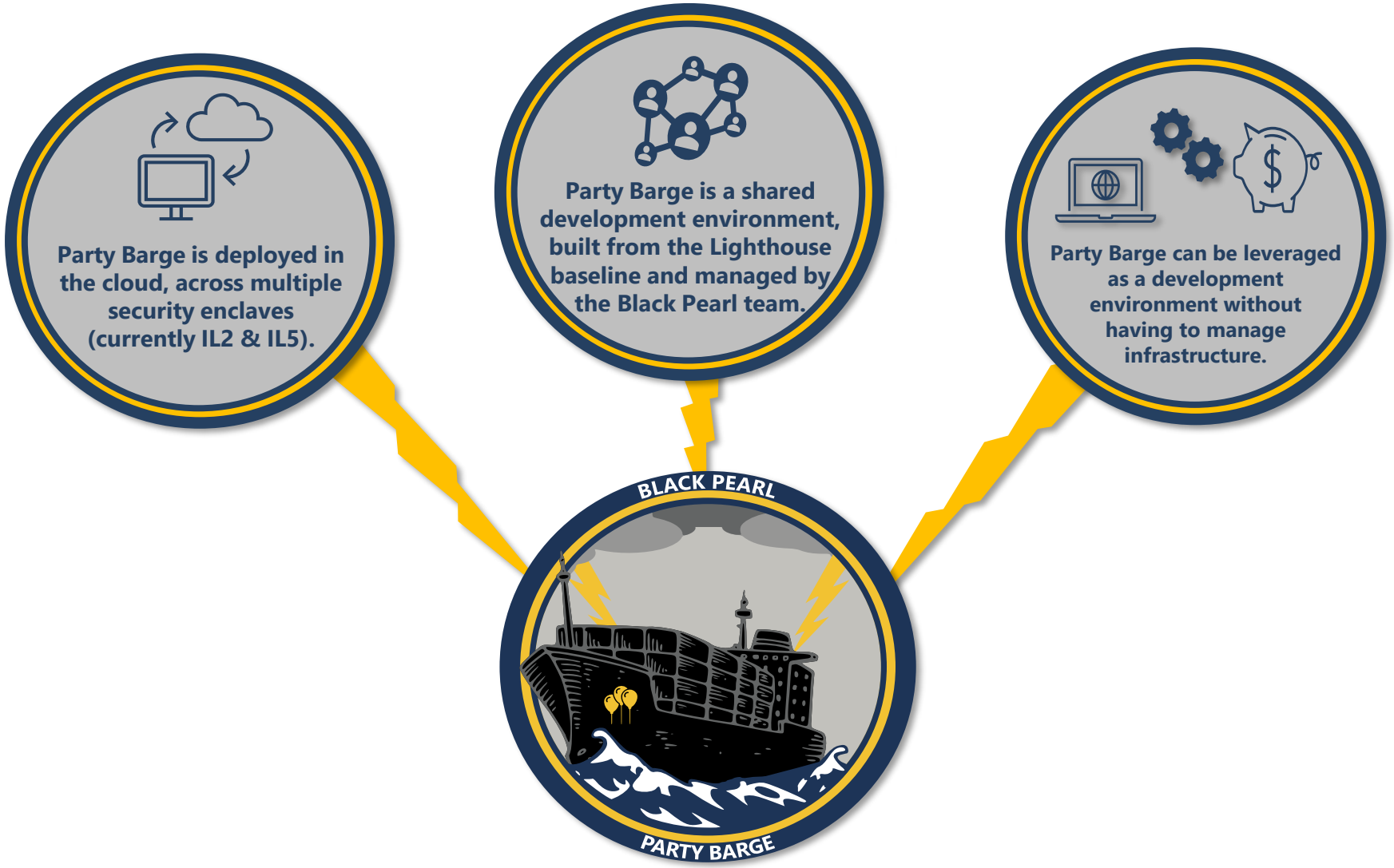
Shared development environment deployed in the cloud, across multiple security enclaves

DevSecOps practitioners available to assist Mission Owners with their DevSecOps needs

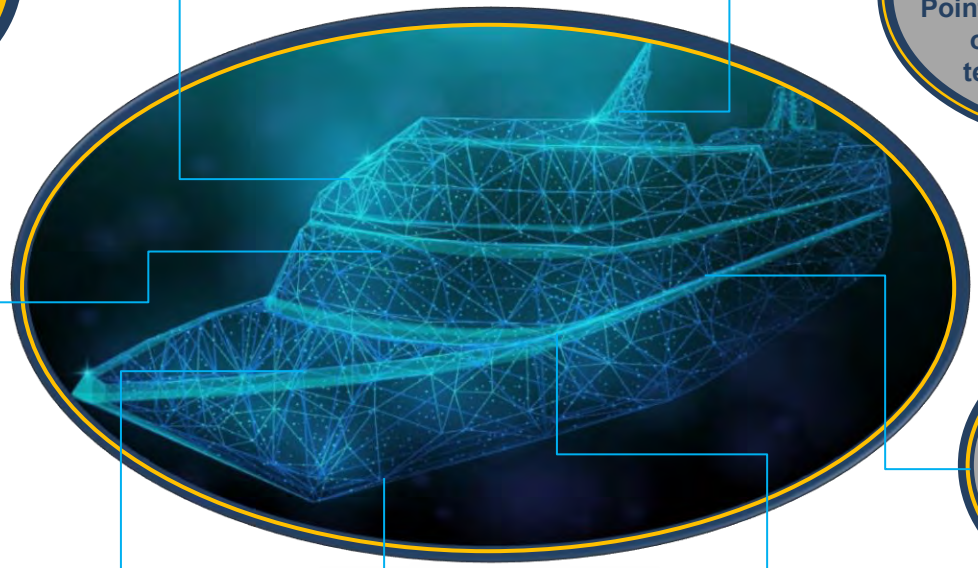
Services: Lighthouse



Services: Party Barge



Services: Party Barge



IL2 and/
or IL5 DevSecOps Environment, providing
low-friction onboarding

Air Force Cloud Native Access Point (CNAP) – direct access over the internet (not technically on DODIN)
Platform-One

Accelerate Standup
& Authorization process for subordinate software factories

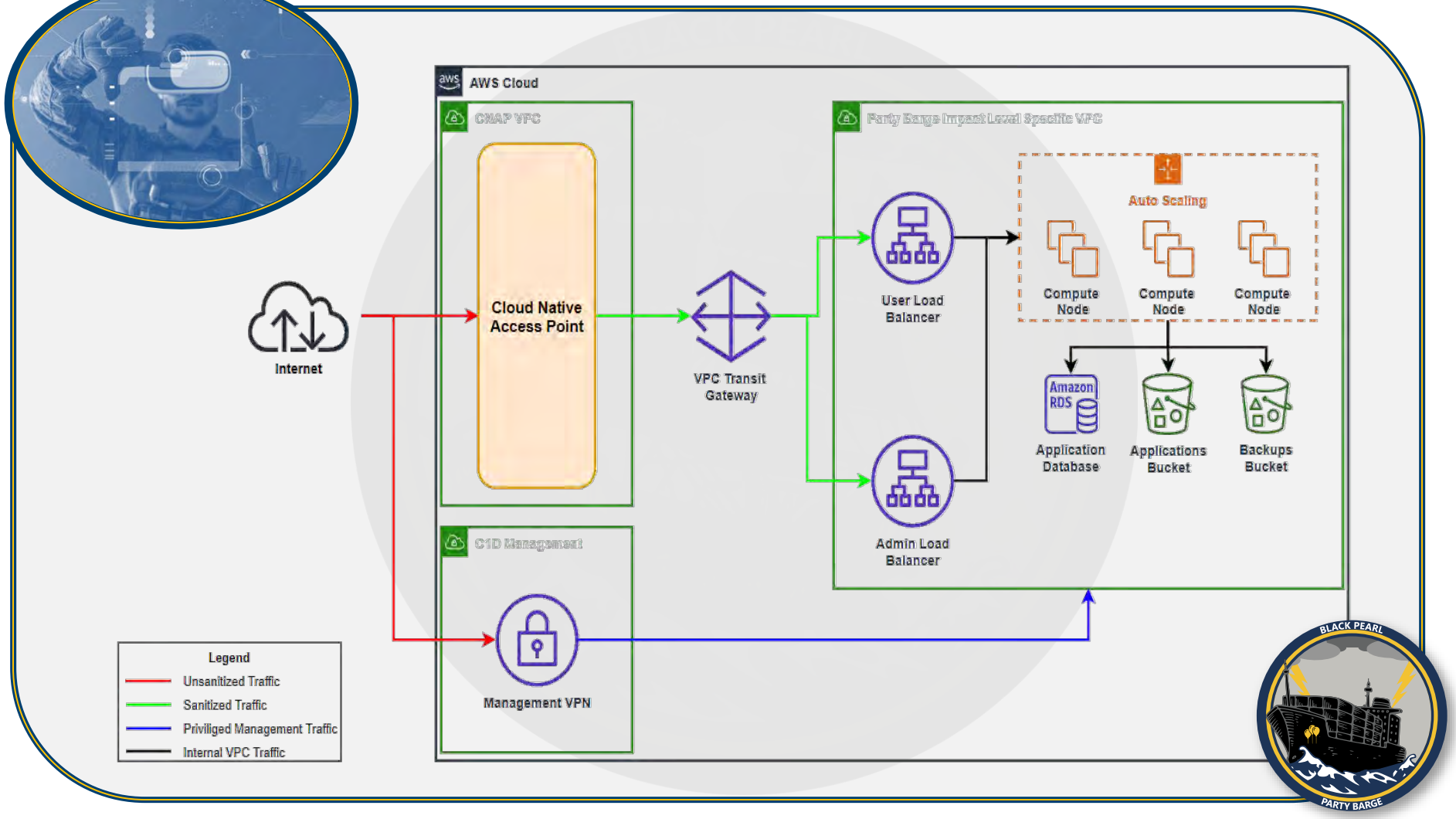
Operates as a DevSecOps Service, Not a "Software Factory"

Adding additional focus on Security, not just compliance

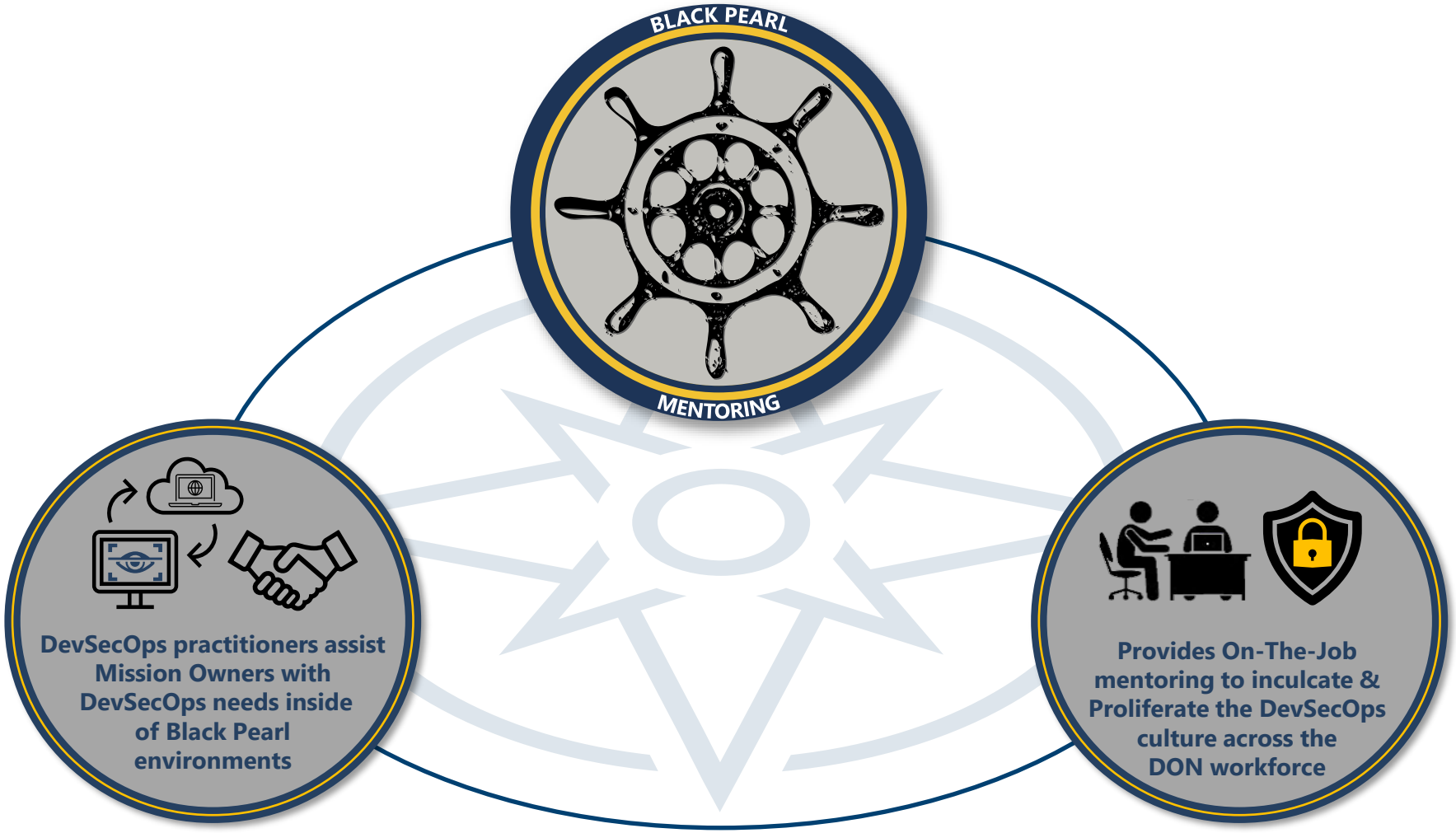
Currently Hosted on Amazon Web Services

Black Pearl team manages the tooling and infrastructure, so that Mission Owners can focus on what DevSecOps means to them

Network


AWS Cloud
CNAP VPC
Cloud Native Access Point
Party Barge Impact Level Specific VPC
Auto Scaling
Compute Node
Compute Node
Compute Node
User Load Balancer
Admin Load Balancer
Internet
VPC Transit Gateway
Amazon RDS
Application Database
Applications Bucket
Backups Bucket
C1D Management
Management VPN
Legend
Unsanitized Traffic
Sanitized Traffic
Priviliged Management Traffic
Internal VPC Traffic

Services: Mentoring
(aka software practice)



CURRENT STATE

Navy DevSecOps IDIQ

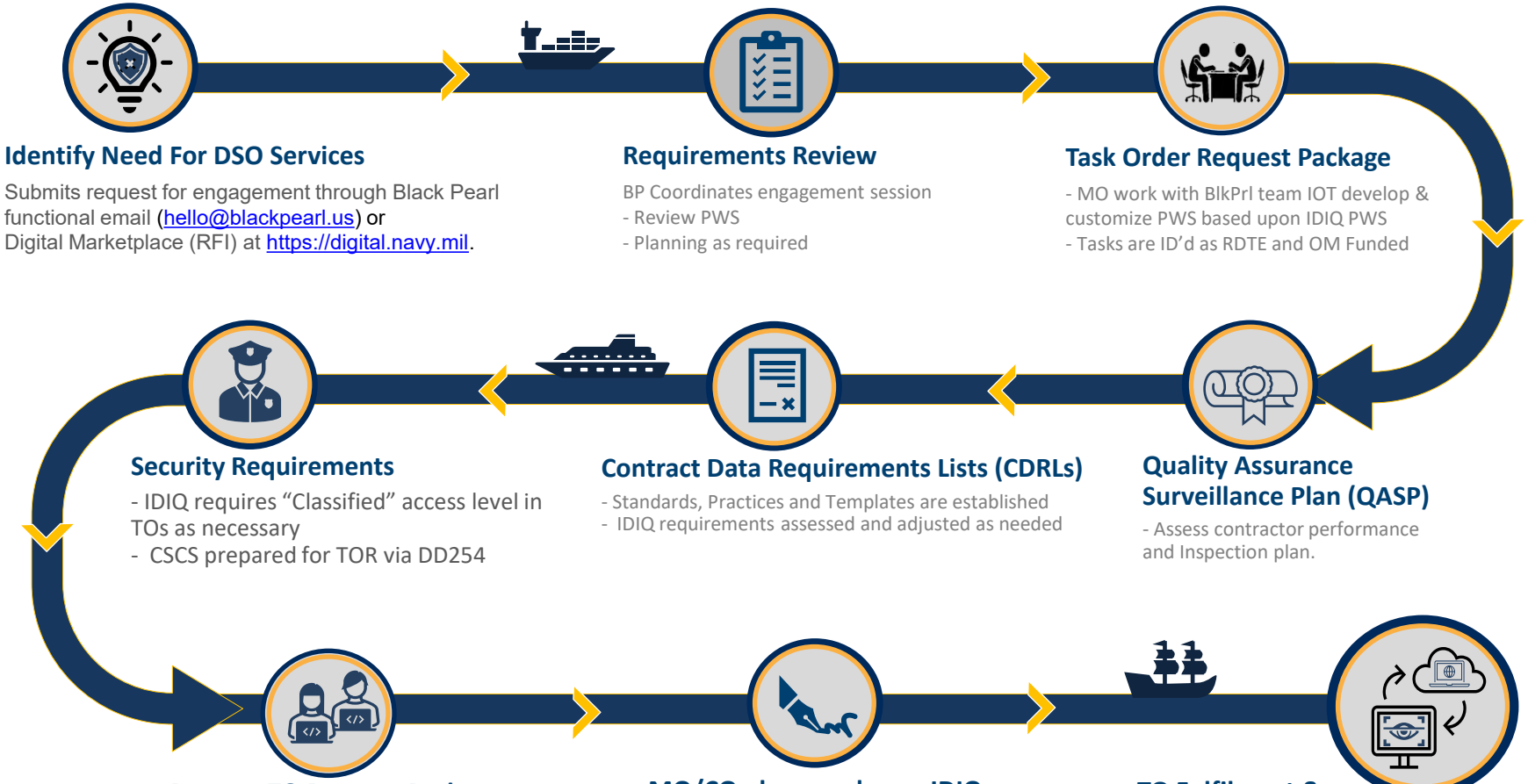
IDIQ Contract N00039-21-D-1009 delivers professional services including:

- Systems Engineering
- Software Engineering
- Cyber Security Engineering
- DevSecOps Engineering
- Network Engineering
- DevSecOps Mentoring

IDIQ Details:

- Issue Date: 27 May 2021
- Expiration Date: 25 May 2026 (w/ option years)
- Five (5) Years:
  - One-year Base Period
    - BY: 26 May 2021 - 25 May 2022
  - Four (4) one-year Option Periods
    - OY1: 26 May 2022 - 25 May 2023
    - OY2: 26 May 2023 - 25 May 2024
    - OY3: 26 May 2024 - 25 May 2025
    - OY4: 26 May 2025 - 25 May 2026
- The total IDIQ shall not exceed $49,606,513.70 over five (5) years

NDSO IDIQ: Mission Initiation/Process



Identify Need For DSO Services

Submits request for engagement through Black Pearl functional email (hello@blackpearl.us) or Digital Marketplace (RFI) at https://digital.navy.mil.

Requirements Review

BP Coordinates engagement session
- Review PWS
- Planning as required

Task Order Request Package

- MO work with BlkPrl team IOT develop & customize PWS based upon IDIQ PWS
- Tasks are ID'd as RDTE and OM Funded

Quality Assurance Surveillance Plan (QASP)

- Assess contractor performance and Inspection plan.

Contract Data Requirements Lists (CDRLs)

- Standards, Practices and Templates are established
- IDIQ requirements assessed and adjusted as needed

Security Requirements

- IDIQ requires "Classified" access level in TOs as necessary
- CSCS prepared for TOR via DD254

Prepare TO Request Package

- PCO Requests TO w/ due date, PWS to be accomplished, CDRLs, and submission instructions

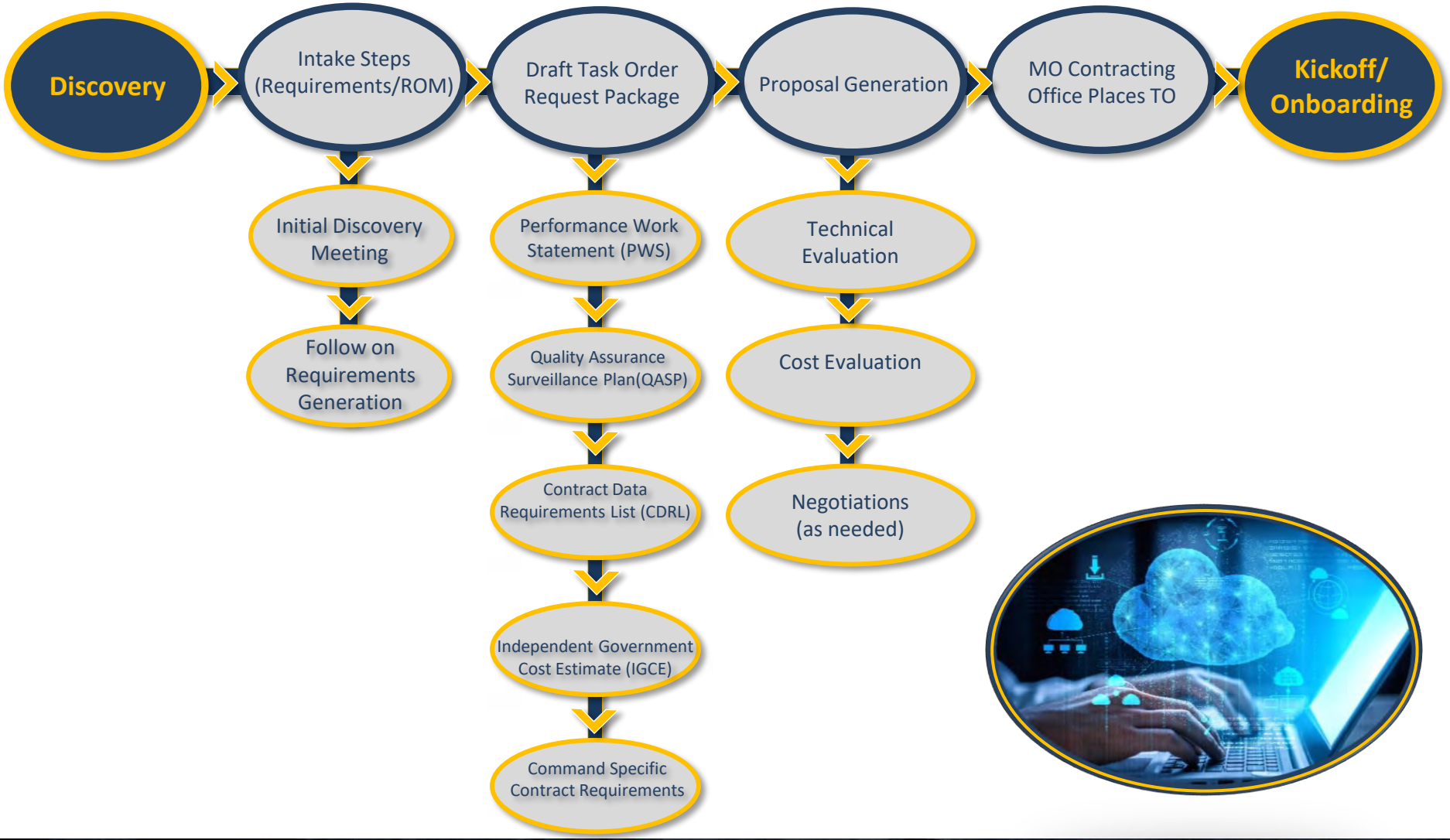
MO/CO places order on IDIQ

- Decentralized Ordering placed by KOR from:
  - Authorized Ordering Offices
  - DON Agencies

TO Fulfilment & Delivery of Services to MO

- *Delivery in accordance w TOs*
- *Option to add Requirements to TO assessment*

Process


Discovery
Intake Steps (Requirements/ROM)
Draft Task Order Request Package
Proposal Generation
MO Contracting Office Places TO
Kickoff/ Onboarding
Initial Discovery Meeting
Follow on Requirements Generation
Performance Work Statement (PWS)
Quality Assurance Surveillance Plan(QASP)
Contract Data Requirements List (CDRL)
Independent Government Cost Estimate (IGCE)
Command Specific Contract Requirements
Technical Evaluation
Cost Evaluation
Negotiations (as needed)

Frequently Asked Questions (FAQs)

Q: What does decentralize ordering mean?

- A: Mission Owners will work with their respective Command Contracting Office to award IDIQ TOs. This is to enable MOs the ability to acquire the right services at the right time. PEO Digital does not manage each IDIQ TO.

Q: Are contract document templates provided?

- A: Contract document templates will be provided as requested. Please note that these templates are notional and are only meant to provide a framework for procuring services. Please check with your local Command contracting office for additional or modified requirements.

Q: Is there support for navigating the contracting process to execute a task order?

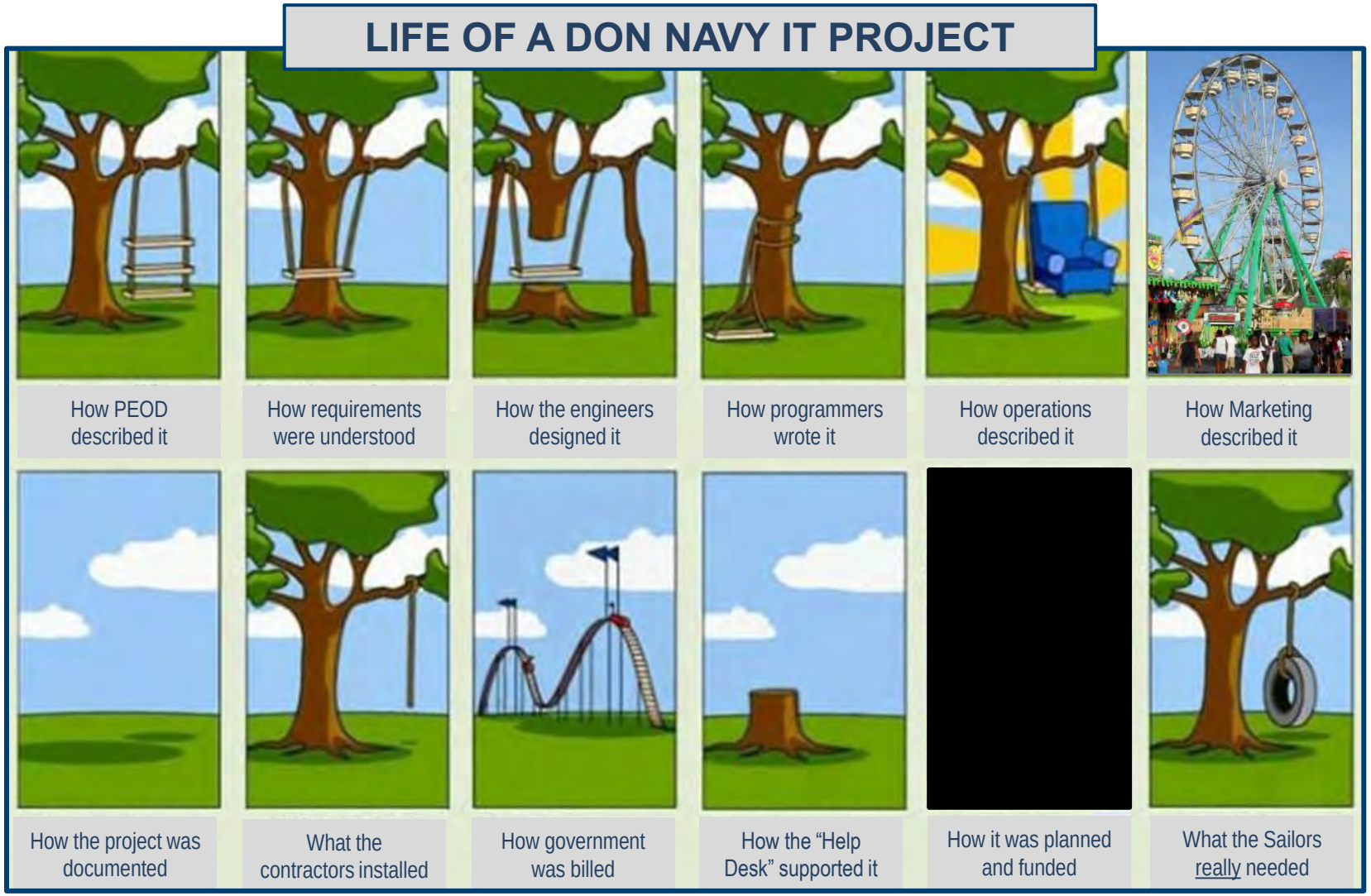
- A: A Black Pearl Product team member will be available to assist MO through the contracting process. They will assist with reviewing and finalizing your PWS as well as facilitating additional meetings with the contractor to ensure full understanding of the requirements.

Q: Is there a contract Point of Contact (POC) for any additional questions?

- A: Please refer all contract questions to Keely Albrecht.
  - https://blackpearl.us/
    - Email: Keely.Albrecht@usmc.mil
    - Phone: 540-220-9076 (TW)

CONTRACT & PRICING

Questions?


LIFE OF A DON NAVY IT PROJECT
How PEOD described it
How requirements were understood
How the engineers designed it
How programmers wrote it
How operations described it
How Marketing described it
How the project was documented
What the contractors installed
How government was billed
How the "Help Desk" supported it
How it was planned and funded
What the Sailors really needed

Status

Current

- NIWC PAC – Additive Manufacturing
- NAWCAD Lakehurst
- Minotaur (PMA 290)
- Forge (PEO IWS X)
- Joint Deployable Intelligence Support System (JDISS)

Pilots / Demo

- FA-18 Hornet
- NAVSEA 03 (Shipyards)
- Naval X
- Office of Naval Intelligence (ONI) N64

In Process

- Naval Nuclear Lab (NNL) / Naval Reactors
- NSWC Philadelphia
- NAVSEA Cloud
- NavalX
- FA-18 Hornet
- NUWC Keyport - ASIXS

Discovery

- MDA – M&S
- SWFTS
- F35 JSF
- NUWC Newport MBSE
- Joint Federated Assurance Center (JFAC)
- USMC Financial Management

Roadmap Overview

	EFFORT	FY 23Q1	FY 23 Q2	FY 23 Q3	FY 23 Q4	FY 24 Q1
DevSecOps	CYBER SECURITY	▲uBPPB IL5 Dev Test/Test ATO ▲USMC Authorization		△CNAP ATO	△IL6 ATO	
	PROCESS ENHANCEMENTS	▲Standardized Mission Owner Onboarding ▲Naval CNAP Business Process	△Automated Onboarding Dashboard/ Metrics/Nest △Naval CNAP Rate Model	△Standardized Dashboards & Metrics △Non-BP Naval CNAP Ordering Process	△BP/Service Now Integration △Naval CNAP NIS Integration	
	NEW CAPABILITY DROPS	▲Naval CNAP Implementation	△Blk Prl Management Plane Deployed	△Blk Prl Dev/Test IL6 Deployed	△Blk Prl CSWF Prototype	
Design & Prototype	IL5 Cloud SW Factory					

▲Completed Event

△Future Planned Event

Mr. Manny Lovgren

Vice President

Charleston Defense Contractors Association

CIC Update

Naval Information Warfare Center Atlantic

Contracts Industry Council (CIC)

Contracts Industry Council (CIC)

PURPOSE: To increase the degree of integration and quality of the business partnership between Naval Information Warfare Center, Atlantic (NIWC LANT) and Industry.

The Contracts Industry Council will provide a forum for the exchange of ideas to enhance processes, increase efficiency, and improve acquisition productivity in support of the NIWC Atlantic mission and the warfighter. The Council will focus on issues in the acquisition process that impact the Government or a high percentage of industry partners.

Learn more about the "CIC" on the CDCA website:
http://www.charlestondca.org/about-the-cic

Contracts Industry Council (CIC)

Industry Membership

Turnover Date	Sponsor	Size	Representative	
January 2024	AFCEA	Large	**Linda Resler**	SAIC
June 2024	CDCA	Large	**Sallie Sweeney**	KPMG
January 2025	CDCA	Small	**Ed Cheron**	LATG
January 2025	CDCA	Small	**Mark Miller**	Chugach
June 2025	CDCA	Large	**Tad Walls**	BAH
January 2026	CDCA	Small	**Peter Woodhull**	Modus 21
June 2026	NCMA	Small	**Jessica Fletcher**	Atlas Tech
Industry Team Leader	Special Member	Small	**Manny Lovgren ****	ORBIS

Contracts Industry Council (CIC) Meetings

- Meetings are bi-monthly.
- Meetings before this pandemic and remote working were all conducted face-to-face.
- The agenda items are developed from NIWC LANT Chair and from the Industry Lead.
- The Industry Lead reaches out to industry via the various associations putting out a “call for topics”.
- These topics should not be RFP or task order specific but general topics that will enhance or improve the way we both do business.
- Meeting notes are captured, reviewed, and made public via the NIWC LANT site and websites of the various associations.

Contracts Industry Council (CIC) Topics

Routine Discussion Topics:

- **Discussion Topic 1 – Communication Challenges**
- **Discussion Topic 2 – Process and Tools (Best Practices, and Training/Education of Industrial Base)**
- **Discussion Topic 3 – Barriers to Entry and How to Address**
- **Government Special Topic – Rules changes, New Processes, etc…**
- **Industry Special Topic – Exchange of ideas and best practices to enhance processes, increase efficiency, and improve the acquisition productivity in support of NIWC LANT's mission and the warfighter**

Contracts Industry Council (CIC) Sample Meeting Minutes

NIWC Atlantic Contract Industry Council (CIC) May 22, 2023

CIC Attendees

Government	Industry
Steve Harnig	Manny Lovgren - Orbis, Inc
Kelly Cannady	Mark Miller* - Chugach
Michelle DeForest	Linda Resler - SAIC
Kristy Penninger*	Peter Woodhull – Modus 21
Audrey Orvin*	Tad Walls - BAH
Jesse Seaton	
Andrew Lucas*	
Sheela Casper	
John O'Connor	
Sasha Pascual*	
Christy Christopher*	
Elizabeth Cecchetti*	
Kimberly Reidy*	
CAPT Brent Dessing*	

*Attended via Microsoft Teams

Opening Remarks

Steve kicks off meeting and welcomes all attendees. Today's meeting is being held at the BAH facility and we have most of the group in person. We have also invited several NAVWAR HQ participants to attend and observe today's meeting, as they are considering forming a similar Industry-Government collaborative group there. Kim Reidy, from the NAVWAR HQ Small Business Office, and CAPT Brent Dessing, acting NAVWAR 2.0, are joining today via Teams.

Routine Discussion Topics

Discussion Topic 1 – Communication Challenges

Good conversation at our last meeting on the ongoing challenge of industry access to IPTs, being able to talk with teams, whether for market research, understanding needs, etc. HQ had previously put out good guidance regarding how we can communicate. This guidance was updated and tweaked to be NIWC LANT-specific, and Steve has briefed this to the NIWC LANT Business Board. There is a perception from Industry that it can be difficult to identify and meet with IPTs, mainly for the early discussions regarding strategy and technology. This information was recently presented to the Business Board, which consists of LANT leaders, Competency and Department heads, and then last week presented to the Leadership Council, which includes the IPT leads, supervisors, managers ~500-600 people. They also have the slides for guidance. Steve states he had good engagement from the audience, as well as some who followed up with him afterwards with specific questions. This HQ brief had been previously released via LANT's Public Affairs office.

Steve states he encourages IPTs to reach out prior to RFPs and source selections, and the appropriate interaction times/phases are specifically broken out within the brief, i.e., when Contracts personnel will

Manny passed along kudos he's received from Industry for John O'Connor. He has had 5 companies come to him to say they have had "phenomenal response" from John in the LANT Small Business Office; he has met with them, and they are very happy with the level of engagement.

Discussion Topic 2 – Process and Tools (Best Practices, and Training/Education of Industrial Base)

E-CRAFT training for industry was completed, video is posted.

Discussion Topic 3 – Barriers to Entry and How to Address

Good discussions here in the previous CIC meeting as well. We have talked a lot about small business, and what is going on with SECNAV. Steve states most are aware of how that is ramping up. LANT has prioritized some small business actions that can be moved left when appropriate. There may be a couple more that can also be awarded this month – before the SYSCOM meetings with SECNAV to discuss current performance against goals. This is a NAVWAR measure, and PAC and HQ are making the same effort.

Manny states they do get questions from small businesses requesting information/assistance on how to do business with NIWC LANT, and he directs them to the small business website, informs them to make sure they have SAM account, and mentions the SBIOI and the forecast and data presented there as good tools to help them get started. John says he met with the APEX Accelerator in March, and they also came to the last SBIOI; he will be giving a presentation to them on how to do business with LANT.

Labor categories update: Michelle DeForest will be giving a brief to NIWC LANT's Leadership Council on labor categories; this is scheduled for June 15, 2023. Manny references the action from last meeting regarding LCATs, and Michelle reiterated that Industry was to get with IPTs and then the IPT would contact her with specific feedback/questions. No one has contacted her thus far. Steve reminded the team that the Government has to initiate the requirement – IPTs will work with Contracts to figure out additions/changes to the current labor categories. An Industry member stated that they feel that IPT POCs often do not seem to understand the issue, so the presentation that Michelle will be offering should be beneficial. Michelle's presentation will cover some common issues such as how the latest LCAT changes are "driven by e-CRAFT." She will offer guidance on how to address issues so IPTs can work through LCAT usage in RFPs. Steve may kick off the discussion to try to set the expectation regarding standardization and the flexibility within that standardization.

Michelle's intent was to schedule the presentation as early as possible in the event there is a need to modify or add LCATs, as the LCAT document will probably be updated before the end of the FY.

NIWC Atlantic Contract Industry Council (CIC) May 22, 2023

Open Discussion/Questions:

Special Topic 1: Supplier Performance Risk System Update

The following was presented by Jesse Seaton:

Naval Information Warfare Center ATLANTIC

UPDATES:
Supplier Performance Risk System (SPRS)

- 22 March 2023 DFARS Amendment (Case 2019-D009)
  - Requires contracting officers to consider SPRS risk assessments, if available, in the evaluation of a supplier's quotation or offer and consider SPRS supplier risk assessments when determining contractor responsibility
    - Contracting officers shall consider **price risk** and **supplier risk**, if available, as part of the award decision. For the procurement of an end product identified by an available material identifier, the contracting officer shall also consider **item risk**.
    - Contracting officers shall use their *discretion* in considering the information available in SPRS
  - No longer applicable solely to acquisitions using FAR Part 13
- New DFARS provision 252.204-7024, Notice on the Use of the Supplier Performance Risk System
- SPRS risk assessments generated daily

- **Quoter's/Offeror's responsibility to review their own risk assessment classifications regularly for accuracy**
  - Follow access instructions in the SPRS User's Guide at https://www.sprs.csd.disa.mil/reference.htm
  - SPRS reporting procedures and risk assessment methodology are detailed in the SPRS User's Guide
  - SPRS evaluation criteria are available at https://www.sprs.csd.disa.mil/pdf/SPRS_DataEvaluationCriteria.pdf
  - Method to challenge a rating generated by SPRS is also detailed in the User's Guide

Jesse presented on behalf of Allison Huber, who was not able to attend today. Many in industry are already aware of the final rule that came out in March 2023. Initially the SPRS, in terms of risk assessment, was limited to just FAR Part 13, and now also applies to other types of acquisitions. There is a working group at NAVWAR HQ that is currently working on how to implement this. Jesse states you can use this in responsibility determination, or in an evaluation. He believes we are leaning towards incorporating into responsibility determination. We will ensure the RFP or RFQ is clear on how we are utilizing this. Jesse also reminds all to ensure their information in SPRS is accurate.

Special Topic 2: NSWC CRANE Presentation on NAVSEA Mandatory Templates

Slides were distributed to the group. Rather than going through the slides today, Manny would like to talk about best practices and what other Commands are doing. CRANE created a mandatory template, and have socialized/briefed to entire Industry. Manny says this is more educational for Industry, very deep and thorough. Jesse asks if there are examples of recent RFPs issued on SeaPort; Manny says he will pull those for him. The venue for the CRANE brief was one of their annual Industry Days, which Manny says is similar to our SBIOI. Steve stated that CRANE is a good example for us, as they seem to do things fast and well, and in fact Sheela Casper has linked up with CRANE regarding how they are doing CSOs. CRANE's work is similar to NIWC LANT in terms of scope, size.

Steve says Mr. Reddy has come back with information from Warfare Centers (WCs) in the RDT&E area, regarding having more Communities of Practice, including one on contracts/purchasing, which should be a good opportunity for some WC collaboration.

Question 1: Requesting feedback from CIC regarding Task Order CDRLs requiring AMS Upload.

Contracts Industry Council (CIC) Comments/Asks

1. CIC Meeting Summary Notes are distributed through the various organizations such as CDCA, NCMA, etc… Traditionally it has been shared with a link to the notes. Future distributions will have the notes as an attachment. I encourage you to read those notes and direct any questions/ concerns to any of the CIC members

2. Labor categories update:
    1. Michelle DeForest gave a brief to NIWC LANT's Leadership Council on labor categories on June 15, 2023
    2. The Government must initiate the requirement -- IPTs will work with Contracts to figure out additions/changes to the current labor categories
    3. Industry must get with your IPTs and then the IPT should contact her with specific feedback/questions

3. When NIWC LANT sends out a request for feedback through the CIC, please respond. A recent example:
    1. Requesting feedback from CIC regarding Task Order CDRLs requiring AMS Upload. How has the experience been so far with getting contractor AMS access to upload CDRLs, any issues with the uploading process, or any other feedback regarding the CDRL uploading migration into AMS vs. emailing to the COR?

Mr. Peter Van de Meulebroecke

Co- Chair

CDCA SBIOI

Events & Engagements Committee

Charleston Defense Contractors Association

Thank You

SBIOI Sponsors

Registration Sponsor:

Thank You

SBIOI Exhibitors

Shore C2ISR & Integration Department

In an effort to make each event as beneficial to our attendees as possible,
we ask that you please complete our survey on the Q&A App via:
browser @ www.vevox.com
or download the mobile app!

Your feedback will help us provide you the best experience possible.

Please submit your survey before you leave today for a chance to win a $50 gift card!

Previous Survey Gift Card Winners:

62nd SBIOI:
Elina Young, Akima
63rd SBIOI:
John "JV" Visbaras, Chugach
64th SBIOI:
Perry Townsend, Trusted QA

65th CDCA SBIOI
Session ID:
154-055-333

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Today's Presentations will be posted!

NIWC Atlantic Briefs: https://www.niwcatlantic.navy.mil/for-industry/

All Other Briefs: https://www.charlestondca.org/cdca-65th-sbioi