



# Welcome

CDCA's  
66<sup>th</sup> SBIOI Symposium

18 October 2023

# Mr. Peter Woodhull



Secretary  
CDCA

## 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



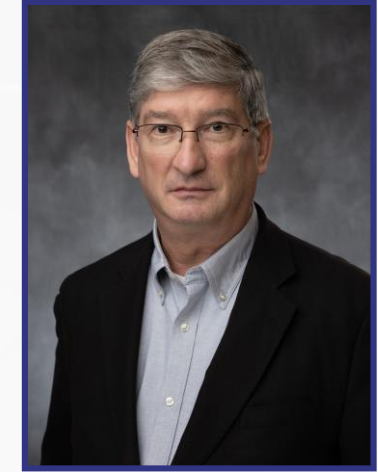
Camila Anderson



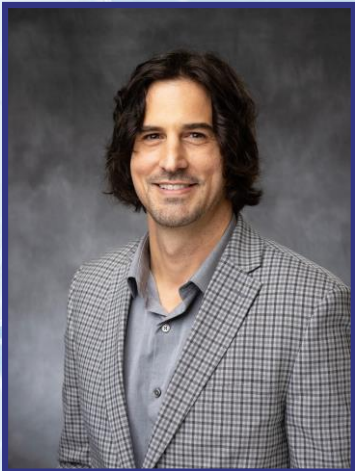
Gabriel Bell



Maura Keenan



Matthew King



Jared Mathey



Ron Ravelo



Sallie Sweeney



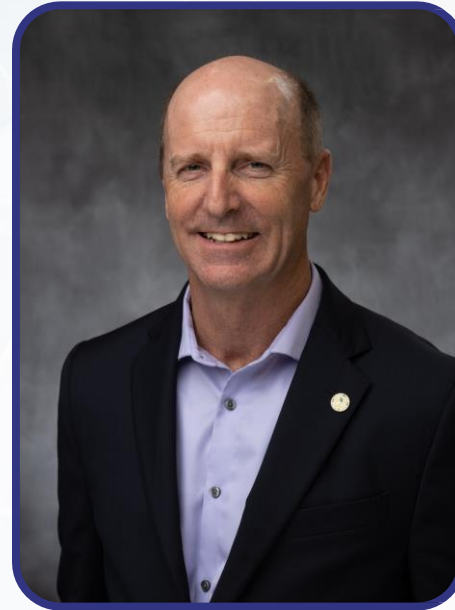
Pete Van de Meulebroecke

# CDCA Events Committee

## SBIOI Chairs



Camila Anderson



Pete Van de Meulebroecke

**We hope you enjoy today's program.**

**Questions/suggestions may be directed to: [sbioi@charlestdca.org](mailto:sbioi@charlestdca.org)**



# CDCA Staff



Paula Callahan  
Executive Director



Dee Dee Phillips  
Administrative Coordinator





# CDCA Board of Director Elections

The CDCA is seeking candidates to serve on its Board of Directors.

A Call for Nominees will be sent out next week. Voting for the 2024 Board of Directors will begin in November 2023 and those elected will be announced at our Annual CDCA Eastern Defense Summit in December.

You can help CDCA continue to advance its mission to advocate for, preserve, strengthen, and grow the Charleston defense industry through partnerships and collaboration with stakeholders and our community. We seek industry professionals who want to drive our vision to create diversity in opportunities for the Defense Industrial Base in Charleston and effect our 2025 Strategy, which includes focus areas such as community and stakeholder engagement at the Federal, State and Local level; diversification of the local defense business base; collaboration with stakeholders on strategy, technology and contracting; and development of the defense industry workforce and talent pipeline.

CDCA needs and welcomes the enthusiastic participation of its members on the Board of Directors.

Nominees must work for one of our Corporate or Platinum members in good standing. If you are not a Corporate or Platinum member, you can upgrade your company membership if you want to serve on the Board of Directors. Email [membership@charlestdca.org](mailto:membership@charlestdca.org) to find out how.

Our current Board of Directors can be found at the following link: <https://www.charlestdca.org/board-of-directors>



## 2023 CDCA Membership Survey Results

*Thank  
you!*

Thank you to the members who filled out the membership survey!

We learned a lot and received great feedback that will help fuel our future.

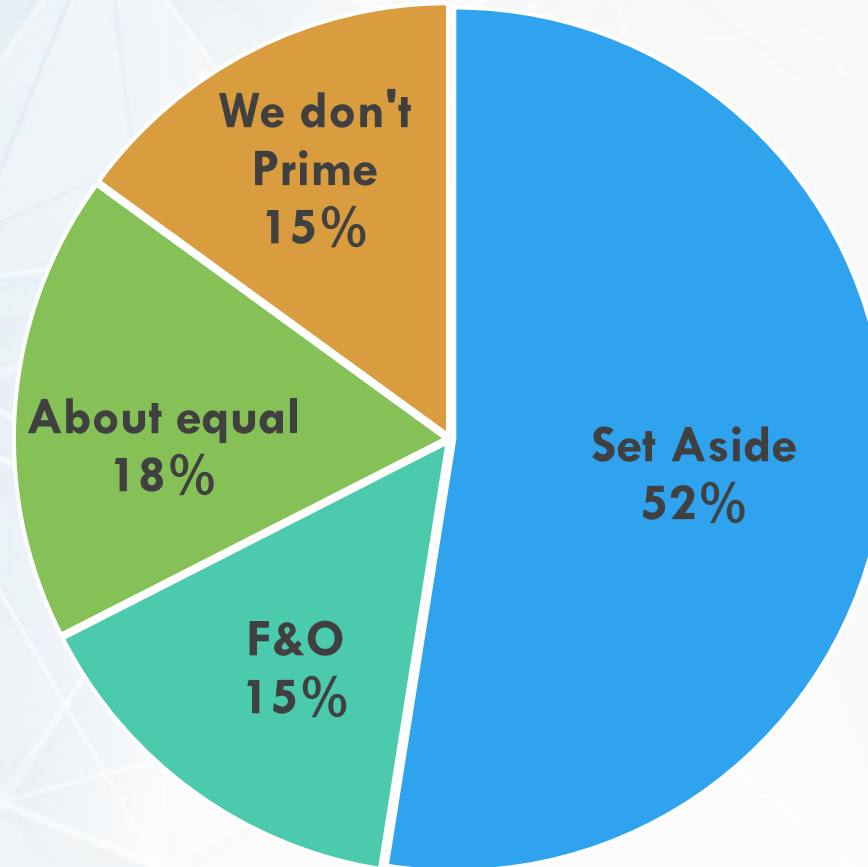








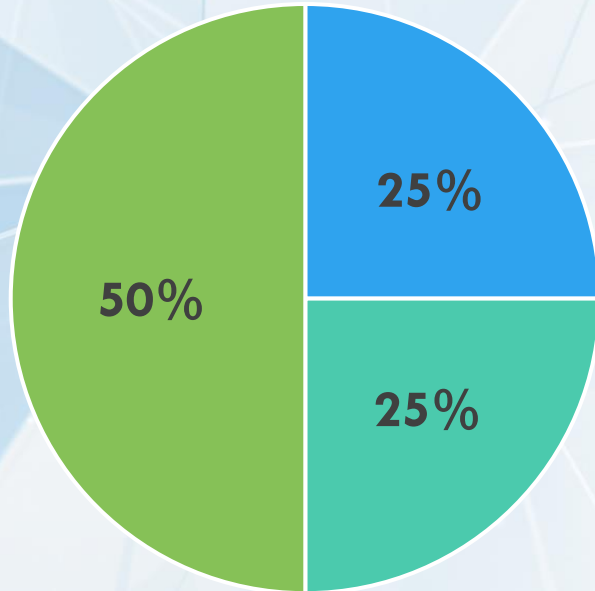
## When your company pursues prime opportunities, are the majority Full & Open or Set-Aside?





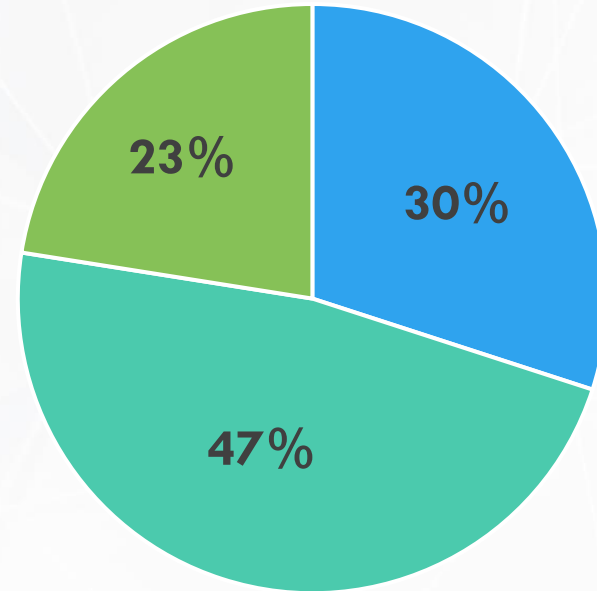
# Is your company local to the Charleston area?

### Local Office Presence



- HQ/Major office in Charleston
- HQ/Major office outside Charleston with employees in Charleston
- No one in Charleston, but looking to grow there

### CDCA Event Participation



- Our participants are from Charleston
- Our participants are from outside of Charleston
- A Combination

# 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 started in August and expected completion in November***



# 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...***

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

## 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.charlestdca.org/committees>

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







**Facebook:**

/CharlestonDCA



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Charleston Defense Contractors Association



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@CharlestonDCA



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@CharlestonDCA



**YouTube:**

Charleston Defense Contractors Association



## 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.





# **EASTERN DEFENSE SUMMIT**



**SAVE THE DATE**

For more info



**December 6-7, 2023**

**Charleston Area Convention Center  
Charleston, SC**

To register visit: [charlestdca.org/cdca-summit-16](https://charlestdca.org/cdca-summit-16)

Interested in sponsoring? e-mail us at  
[sponsors@charlestdca.org](mailto:sponsors@charlestdca.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 Video](#)





# Registration opened September 7, 2023

## REGISTRATION FEES: General Registration:

\$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

\*\*\* Sponsorships and volunteer opportunities come with a complimentary registration, so be sure to check them out.

Email: [registration@charlestdca.org](mailto:registration@charlestdca.org)

or go to

<https://http://www.charlestdca.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@charlestdca.org](mailto:sponsors@charlestdca.org) or go to <https://www.charlestdca.org/cdca-summit-16> for more information on sponsoring.

## **Titanium Sponsors:**

- SAIC
- Scientific Research Corporation

## **Swag Bag Sponsor:**

- Systems Technology Forum, Ltd

## **Speaker Reception Bar Sponsor:**

- Guidehouse

## **Gold Sponsors:**

- Appian Corporation
- BAE Systems
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- Leidos
- M.C.Dean, Inc
- MFGS, Inc.
- Sentar
- SteelCloud
- WR Systems

## **Attendee Lanyard Sponsor:**

- Akima

## **Networking Reception Bar Sponsor:**

- Maynard Nexsen

## **Q & A Sponsor**

- Imagine One Technology & Management, Ltd.

## **Networking Reception Sponsor:**

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## **Silver Sponsor:**

- MillerWilson Consulting, LLC
- Modus21

## **Exhibit Hall Stage Sponsor:**

- CACI International

## **Mobile App Sponsor:**

- Davis Defense

## **Keynote Speaker Sponsor:**

- Presidio Federal
- Leidos

## **Meet the Leadership Sponsor:**

- General Dynamics Information Technology

## **Hydration Station Sponsor:**

- Liberty Business Associates, LLC

## **Coffee and Tea Service Sponsor:**

- Engineering Services Network, Inc.

## **WIFI Sponsor:**

- Resource Management Concepts

## **Aisle Signs Sponsor:**

- Appian Corporation





December 6-7, 2023

## These Sponsorship Opportunities are still available:

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

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

Email: [sponsors@charlestdca.org](mailto:sponsors@charlestdca.org)

or go to

<https://www.charlestdca.org/cdca-summit-16>

for more information on sponsoring.



# FOLLOW THE 2023 EASTERN DEFENSE SUMMIT ON SOCIAL MEDIA



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[/CDCADefenseSummit](https://www.facebook.com/CDCADefenseSummit)



LinkedIn:  
[cdca-defense-summit/](https://www.linkedin.com/company/cdca-defense-summit/)

# Contracts Industry Council (CIC)

## Industry Representatives



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

Call for CIC Nominations will go out in November 2023

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

Learn more about the “CIC” on the CDCA website:

<http://www.charlestdca.org/about-the-cic>





# **Ms. Camila Anderson**

Chair

CDCA SBIOI

Events & Engagements Committee



# Thank You

## SBIOI Sponsors

**Q&A Sponsor:**



*The* ESTABLISHMENT

**Registration Sponsor:**





# Thank You

## SBIOI Exhibitors



*The* ESTABLISHMENT



# Today's Presentations will be posted!



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

All Other Briefs: <https://www.charlestondca.org/cdca-66th-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, Sponsored by *The Establishment*, via: browser @ [www.vevox.com](http://www.vevox.com) or download the mobile app!

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

Please submit your survey for a chance to win a \$50 gift card from the CDCA *or* gift cards from The Establishment!

*Congratulations!*

**Previous Survey Gift Card Winners:**

**63<sup>rd</sup> SBIOI:**

**John "JV" Visbaras, Chugach**

**64<sup>th</sup> SBIOI:**

**Perry Townsend, Trusted QA**

**65<sup>th</sup> SBIOI:**

**Edward Cheron, LATG**

**66th CDCA SBIOI**

**Session ID:**

**178-309-810**





# SBIOI Q&A Application

Sponsored by:



*The* ESTABLISHMENT

Access via browser @ [www.vevox.com](http://www.vevox.com) or download the mobile app!!!

*Scan me*



66th CDCA SBIOI

Session ID:

178-309-810



# CDCA'S 66<sup>th</sup> SBIOI AGENDA

- 08:30 Mr. Peter Woodhull, Secretary, Charleston Defense Contractors Association  
*"CDCA Welcome and Opening Remarks"*
- 08:40 Ms. Camila Anderson, Chair, CDCA Small Business Committee  
*"Introduction of Agenda and Speakers"*
- 08:45 CAPT Andrew G. Peterson III, 628<sup>th</sup> Air Base Wing, Joint Base Deputy Commander
- 09:15 Q&A Session
- 09:25 Ms. Sasha Pascual, Program Manager [supporting Acquisition Planning Services],  
NIWC Atlantic  
*"Innovation Pitch Jam Update"*
- 09:30 Mr. Troyce Gunter, SES, Director of Contracts, Naval Information Warfare Systems Command (NAVWAR)
- 10:00 Q&A Session
- 10:10 Company Spotlight – Amentum
- 10:15 Break
- 10:25 Greg Lancaster, SSTM Fleet C4I & Readiness Department Head  
John Mark Hall, Deputy 100's Design, Engineering and ISEA  
John Thompson, Battle Space Awareness (PMW 120) Division Head  
Jeff Sweeney, IA & Navy Cyber Security (PMW 130) Division Head  
Chris Purdy, Navy Afloat Network and C2 Application (PMW 150/160) Division Head  
Robert James, Navy Afloat Transport & Navigation (PMW 170) Division Head  
Sheela Casper, C4I 100s/Science & Technology Department, NIWC Atlantic
- 11:55 Q&A Session
- 12:05 Company Spotlight – American Systems Corporation
- 12:10 Lunch
- 1:00 Jason Samarin for Brad Wynn, PEO C4I Deputy Assistant Technical Director, USN  
Martina Jackson, Foreign Military Sales/Air Integration/USCG (PMW 740) Division Head  
Mark Held, Surface Ship Integration (PMW 750/760) Division Head  
Dave Bednarczyk, Submarine Integration (PMW 770) Division Head  
Guy Jetter for Mark Luther, Shore C4I Integration (PMW 790) Division Head  
Jeff Creson for Linda Reynolds, Fleet Installations and Response Division Head  
Todd Rollins, Fleet C4I & Readiness, NIWC Atlantic
- 2:45 Q&A Session
- 2:55 Company Spotlight – Booz Allen Hamilton
- 3:00 Mr. Erik Gardner, Director, Palmetto Tech Bridge, NIWC Atlantic
- 3:30 Mr. Steve Harnig, NIWC Atlantic 2.0 Contracts Competency Director  
*"NIWC Contract and CIC Update"*  
Mr. Giancarlo Dumenigo, Agreements Officer, NIWC Atlantic  
Mr. Jesse Seaton, Senior Competency Manager, Non-ACAT Programs, NIWC Atlantic  
Mr. Todd Rollins, Fleet C4I & Readiness, NIWC Atlantic  
Ms. Audrey Orvin, Shore C2ISR & Integration, NIWC Atlantic  
Ms. Erica Smoak, Expeditionary Warfare/Enterprise Systems/Non-Department, NIWC Atlantic  
Ms. Sheela Casper, C4I 100s/Science & Technology Department, NIWC Atlantic  
Mr. John O'Connor, Deputy Director, Office of Small Business Programs, NIWC Atlantic
- 4:00 Q&A Session
- 4:10 Company Spotlight - SAIC
- 4:15 Mr. Pete Van de Meulebroecke, Co-Chair, CDCA Small Business Committee  
*"Closing Remarks and Announcements"*
- 4:30 Speed Networking (1.5 hrs)  
*Separate registration and pre-registration required by 4 pm on 22 Sept*



# Lunch



Food truck on-site  
for your dining  
convenience.

\* Outside lobby doors, front portico area

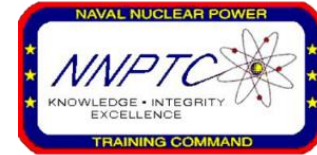




# **CAPT Andrew Peterson, III**

Deputy Commander  
628<sup>th</sup> Air Base Wing  
Joint Base Charleston





# JOINT BASE CHARLESTON



# Joint Base Charleston

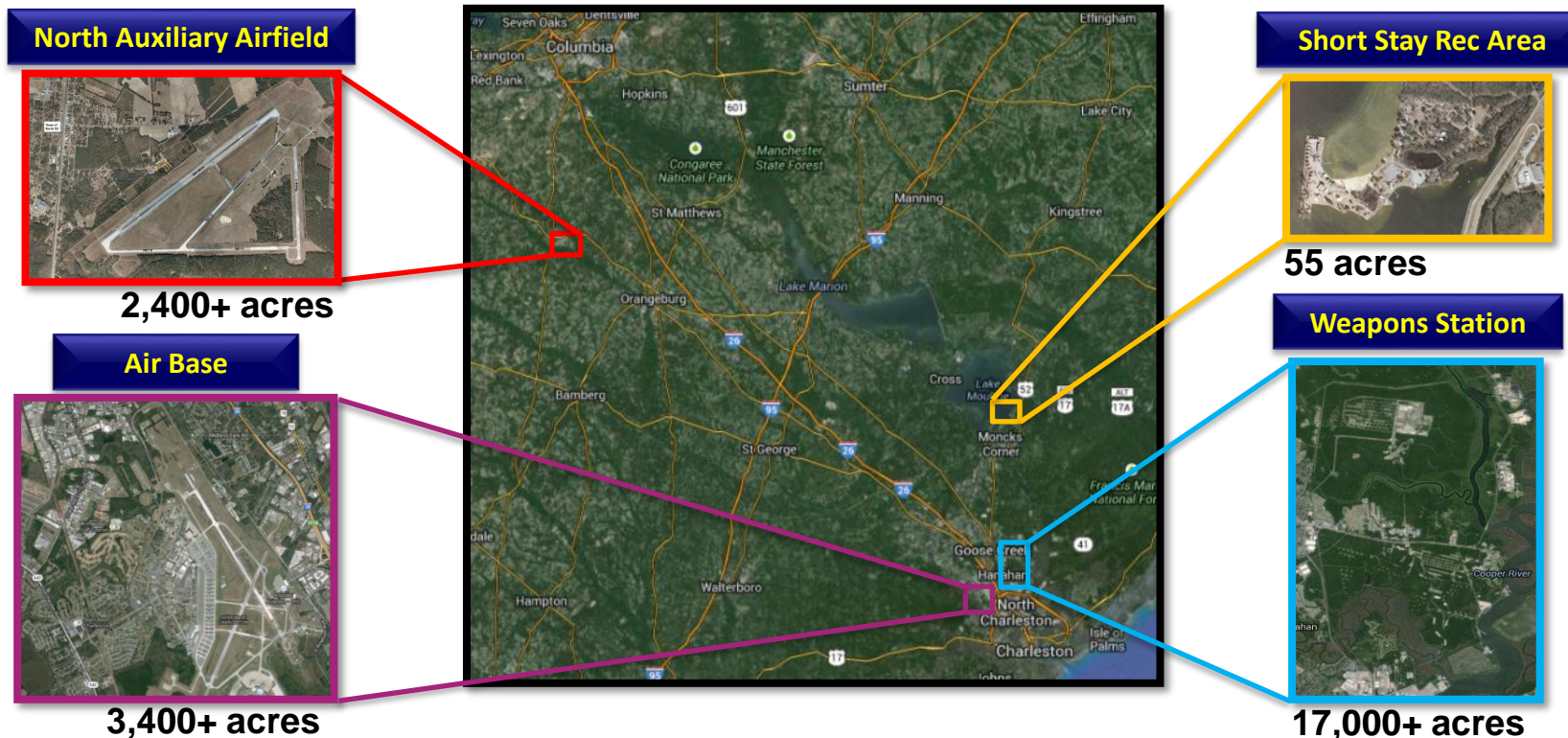


## Joint Base Scope

- 67 distinct organizations
- All branches of US military
- Total employees: ~24,000

## Joint Base Scale

- Acreage: 23,777
- Miles of Shoreline: 22
- Population Supported: ~90,000







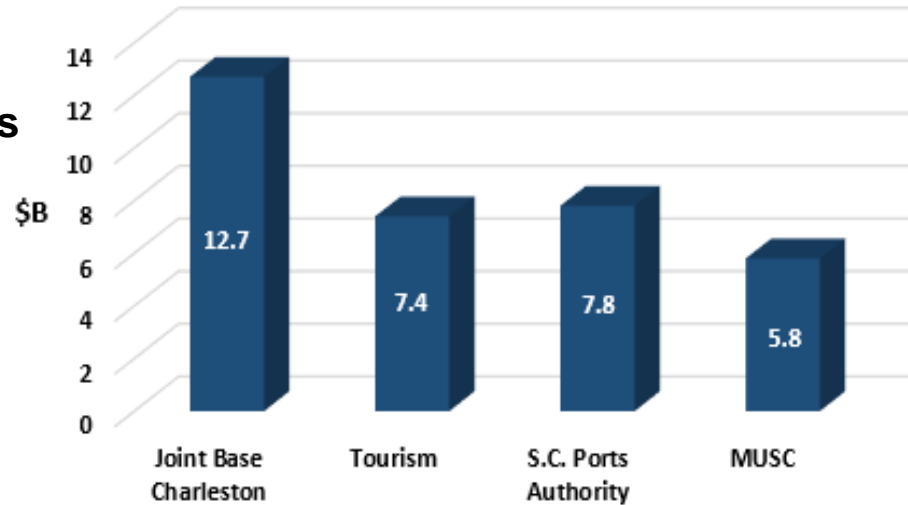
# Economic Impact



**20%**  
Percentage of all Jobs  
in Charleston Metro  
Tied to Military  
Community

**\$12.7B**  
Annual Economic  
Impact of Military  
Community  
(\$10.9B JB Charleston)

**254,095**  
Total Employment  
Driven by Military  
Community  
(62,905 JB Charleston)



**\$5.2B**  
Total Annual Labor  
Income of Military  
Community  
(\$4.5B JB Charleston)

**75,242**  
Number of Military  
Veterans  
19% of SC total

**15,505**  
Number of Military  
Retirees  
24% of SC total

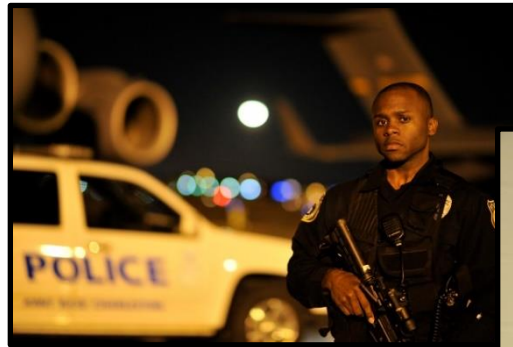


*\* Data from 2022 study by USC Moore School of Business and SC Military Base Task Force*





# What We Do: Operate the Installation



## 628th Air Base Wing

Maintains base operating support services including facility maintenance, security, communications, and family services



## Naval Support Activity

Provides logistical, technical, & material support, as well as joint coordination, to Fleet units and families

TEAM CHARLESTON

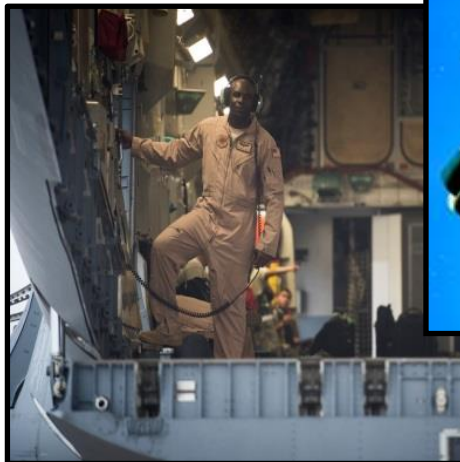


# What We Do: Airlift & Airdrop



## 437th Airlift Wing

Executes Air Mobility Command's  
Global Reach airlift capability via  
C-17 Globemaster III aircraft



## 315th Airlift Wing

Provides Reserve Airmen to  
augment airlift capabilities, and  
integrates with 437 AW in  
operations & logistics missions



# Unique Missions



## *Special Operations Support (SOLL II)*

*The nation's only C-17A Special Operations Low-Level support for Chairman of the Joint Chiefs of Staff-directed US Special Operations Command missions.*



## *Special Airlift Flight*

*Provides specially-certified aircrews for embassy support missions and support of upper-level cabinet members.*

## *The Denton Program*

*Providing humanitarian aid at little or no cost to the donor, while simultaneously putting the extra space on U.S. military transport assets to good use.*







# Operation Ravenel Fury



## Key Events

- JB Charleston 24 Aircraft Mission Generation Exercise
- USMC HIMARS/C-17 HIRAIN Live Fire Exercise
- 21st STS airborne insertion/LZ opening
- C-17/F-16 Force Packaging for Agile Combat Employment Operations
- C-17/AH-64 Specialized Refueling Operations
- JB Charleston Austere C2 operations
- Multi-capable Airman & Logistics Under Attack operations
- Mission Type Orders & Dynamic Re-tasking
- AMC CIG Emerging Technology Testing
- 21 Honorary CC's/Civic Leaders Flown

## Operating Locations

- Joint Base Charleston
- Ft Bragg
  - Pope AAF
  - Holland LZ
- MCAS Cherry Point
- MCAS Beaufort
- Hunter AAF

## Aircraft

- 24x C-17
- 20x F-16
- 1x E-3
- 9x KC-135
- 2x AH-64

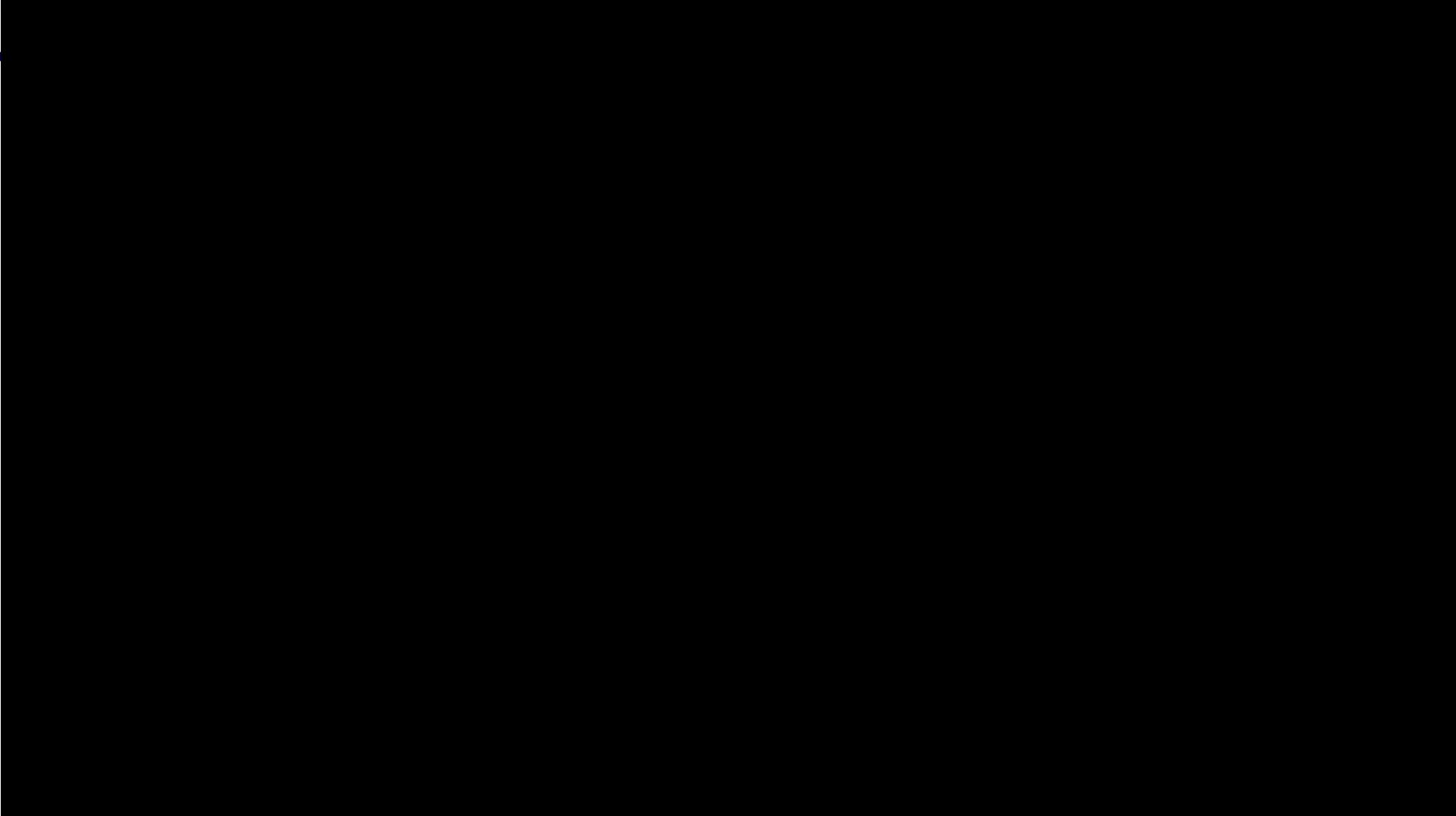


Members of the Palmetto Military Support Group

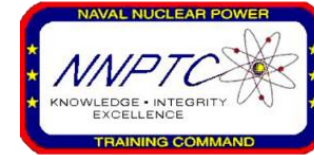
**TEAM CHARLESTON**



# Operation MG 23



TEAM CHARLESTON



# JOINT BASE CHARLESTON





# Joint Base Charleston

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Questions?

Naval Information  
Warfare Center



ATLANTIC

Naval Information Warfare Center Atlantic

# Acquisition Planning Services

66<sup>th</sup> Small Business and Industry  
Outreach Initiative (SBIOI) Symposium

October 18, 2023

**Ms. Sasha Pascual**

60D, Acquisition Planning Services

Naval Information Warfare Center (NIWC) Atlantic





Learn more: <https://www.challenge.gov/?challenge=multilateral-autonomy>

# NIWC Atlantic through the Palmetto Tech Bridge (PTB) is hosting the “Multilateral Autonomy” Prize Challenge

## \$50,000 Total Award Purse

### 1<sup>st</sup> Prize: \$35,000 — 2<sup>nd</sup> Prize: \$15,000

Participants can choose to submit against ONE, TWO or all THREE of the Autonomy Challenges:

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

## Timeline

**31 October 2023, 10:00 PM EDT**

Phase 1 Technical Approach Submissions Due.

**11 November 2023**

Companies notified of selection to present oral presentations at Eastern Defense Summit.

**15 November 2023**

Selected Companies provide electronic presentation materials for In-Person Event.

**06-07 December 2023**

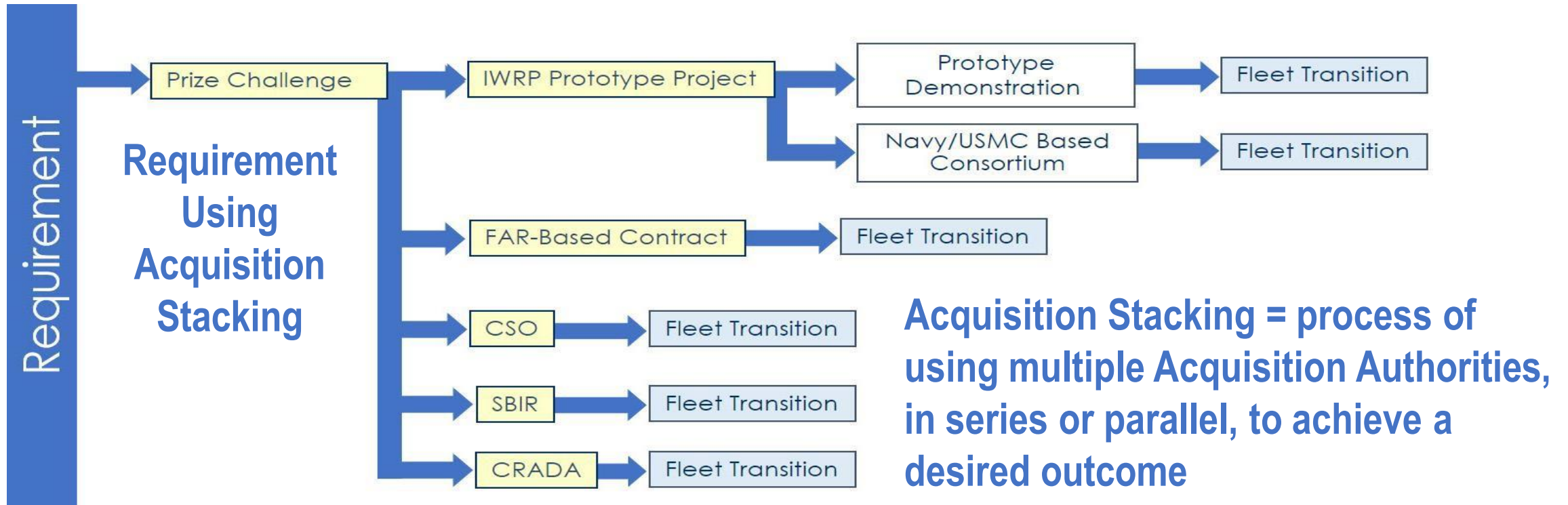
Oral Presentations at Eastern Defense Summit

The Charleston Area Convention Center, North Charleston, SC.



# Prize Challenges: Why Do They Matter?

- ▼ Prize Challenges **lowers the barrier to entry** for participation by Industry members who could not win a Government Contract
- ▼ Prize Challenges **supports Innovation and Entrepreneurship**
- ▼ Prize Challenges **may be carried out in conjunction with, or in addition, to the exercise of other Authorities** to acquire, support or stimulate applied research, technology development or prototype projects





## NAVAL INFORMATION WARFARE SYSTEMS COMMAND

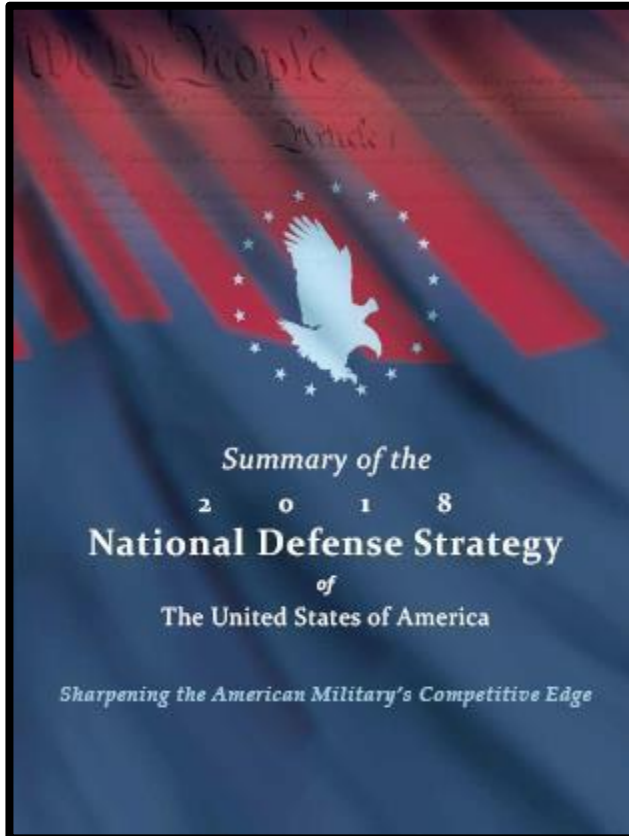
### CONTRACTS DIRECTORATE

**66<sup>th</sup> Small Business and Industry  
Outreach Initiative (SBI/OI) Symposium**

18 October 2023

**Mr. Troyce (Troy) Gunter**  
NAVWAR 2.0  
Director of Contracts

# National Defense Strategy



We have competition.

NDS Clear priority

**Stay ahead of Russia and China.**

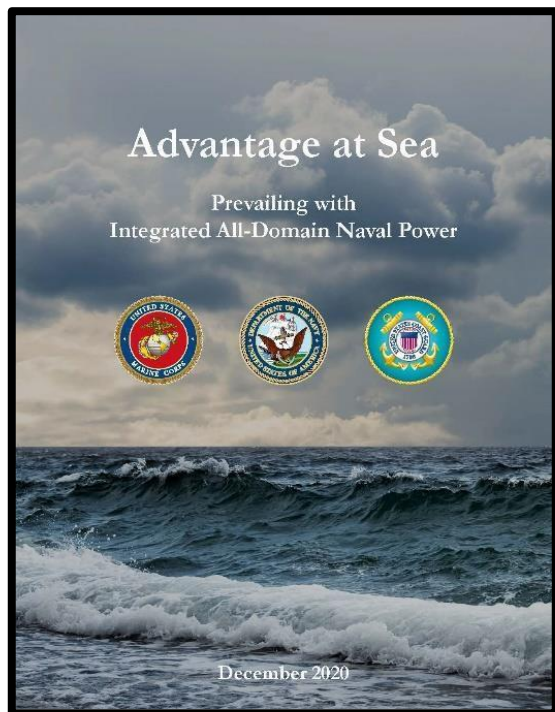
- Strengthen allies and partners
- Increase lethality for the warfighter
- Reform the business practices of the Defense Department for greater performance and affordability

**“America’s military has no preordained right to victory on the battlefield.” — *National Defense Strategy***



# Advantage at Sea: Tri-Service Maritime Strategy

Our national security and prosperity depends on the U.S. Navy, Marine Corps and Coast Guard working together to maintain our advantage at sea



**Our actions in this decade will shape the maritime balance of power for the rest of this century**

Guidance to the sea services for the next decade to prevail across a continuum of competition

## Five themes

### 1) **Generate Integrated All-Domain Naval Power**

Produce a more competitive, more lethal total force.

### 2) **Prevail in day-to-day competition**

Assertively contest actions that infringe upon the free and open use of the maritime environment.

### 3) **Control the seas**

We can no longer assume unfettered access to the seas in conflict.

### 3) **Strengthen alliances and partnerships**

Like-minded nations is a key strategic advantage over rivals. We must invest in these relationships.

### 3) **Modernize the future force**

Develop a modernized naval force with sufficient size and capability to compete effectively, deter aggression, and, if required, decisively win in conflict.

# CNO NAVPLAN



**CNO NAVPLAN** nests under the **Tri-Service Maritime Strategy**, it outlines how the U.S. Navy will grow its naval power to control the seas and project power across all domains. It builds off the progress made under FRAGO

CNO PLAN lays out what must be done this decade to deliver the naval power America needs to compete and win.

## Four key areas:

**Sailors:** Develop a Seasoned Team of Naval Warriors

**Readiness:** Deliver a More Ready Fleet

**Capabilities:** Delivering a More Lethal, Better-Connected Fleet

**Capacity:** Deliver a Larger, Hybrid Fleet

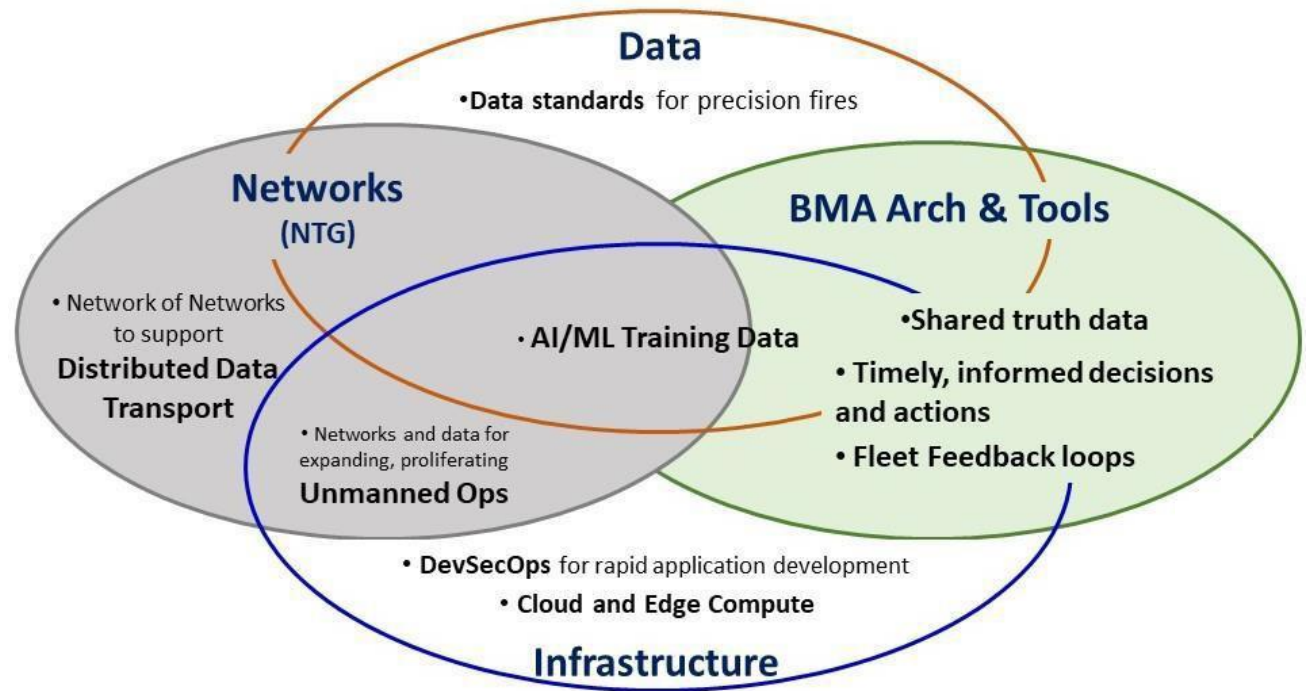
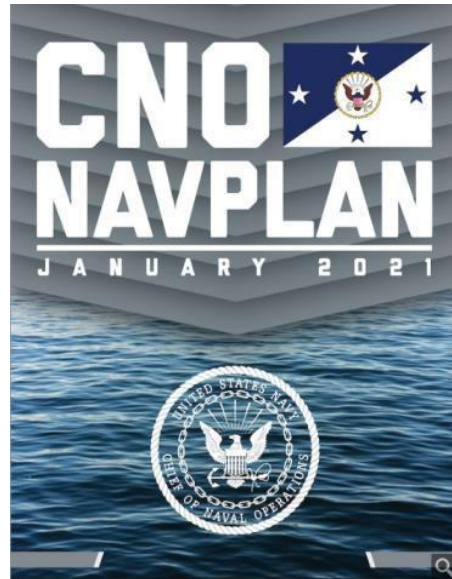
Delivering emerging capabilities at speed and scale requires every member of our Navy team, including our industry, academic, and research partners, to embrace the urgency of the moment

# OVERMATCH

- ▼ Aligning resources & expertise to field Naval Operational Architecture (NOA)
- ▼ Enabling Distributed Maritime Operations (DMO)
- ▼ Employing a core team to execute an agile approach with Fleet centric design
- ▼ Deploying on multiple strike groups by

*“We must close the kill chain faster than our rivals with a resilient web of persistent sensors, command and control nodes, platforms, and weapons.”*

~ CNO  
NAVPLAN



Minimum Viable Product (MVP) Epic Testing ongoing in hardware/software in the loop environment



# Naval Information Warfare Systems Command

*“Rapidly Delivering Cyber Warfighting Capability From Seabed To Space”*



**11,000**  
**Mil & Civ Personnel**  
Located w/the Fleet Worldwide

**FUNCTIONS**  
[NC3-N Chief Engineer Information Warfare Technical Authority Cybersecurity Certification & Standards](#)  
[System of System Test & Checkout Operational Safety & Assurance Cert Authority Afloat & Ashore Installation Services](#)  
[Lifecycle Engineering & Sustainment Mission & Acquisition Support to PEOs Multi-Domain Research & Development](#)

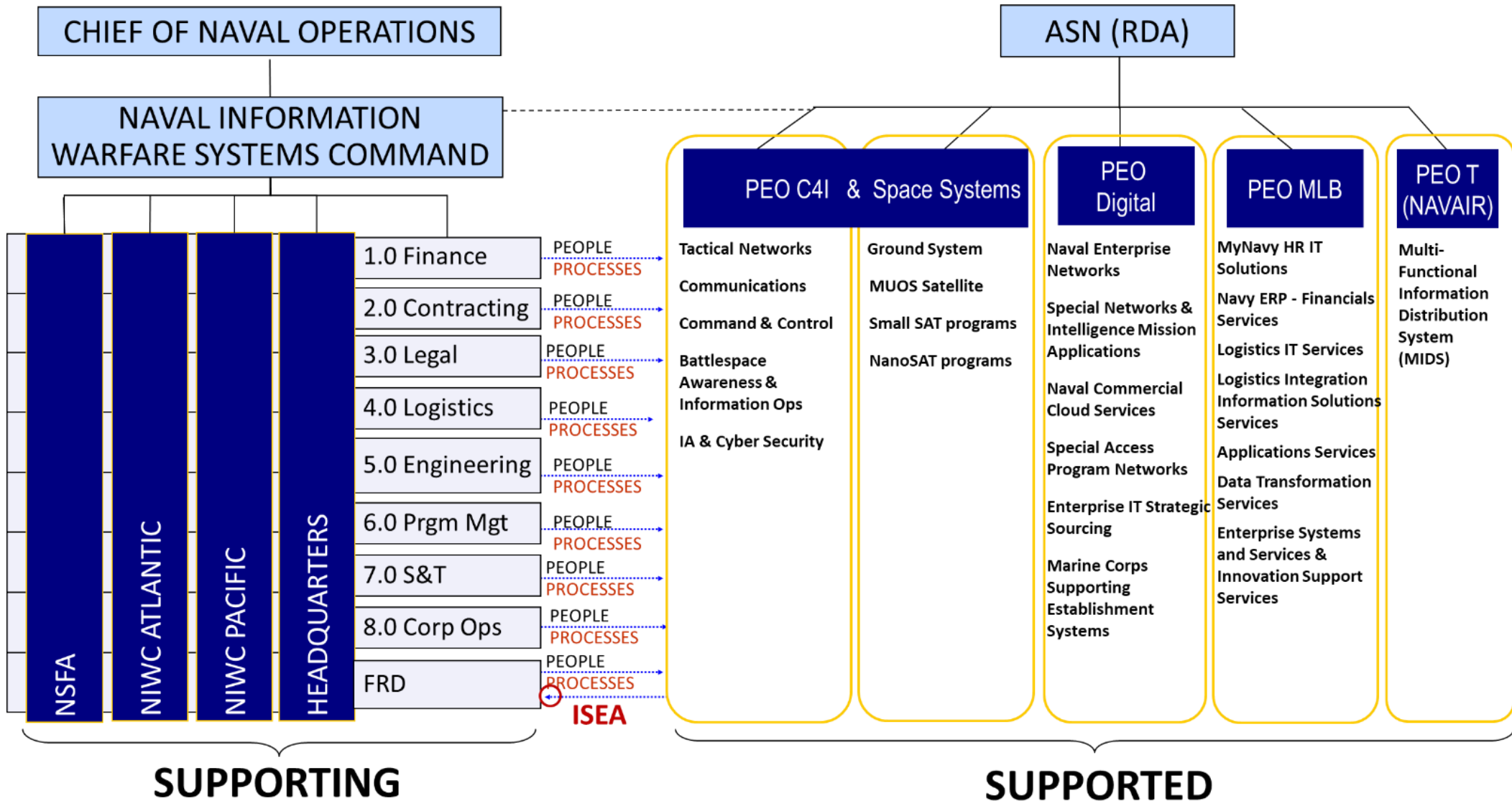








# Competency Aligned Support to the Information Warfare Mission



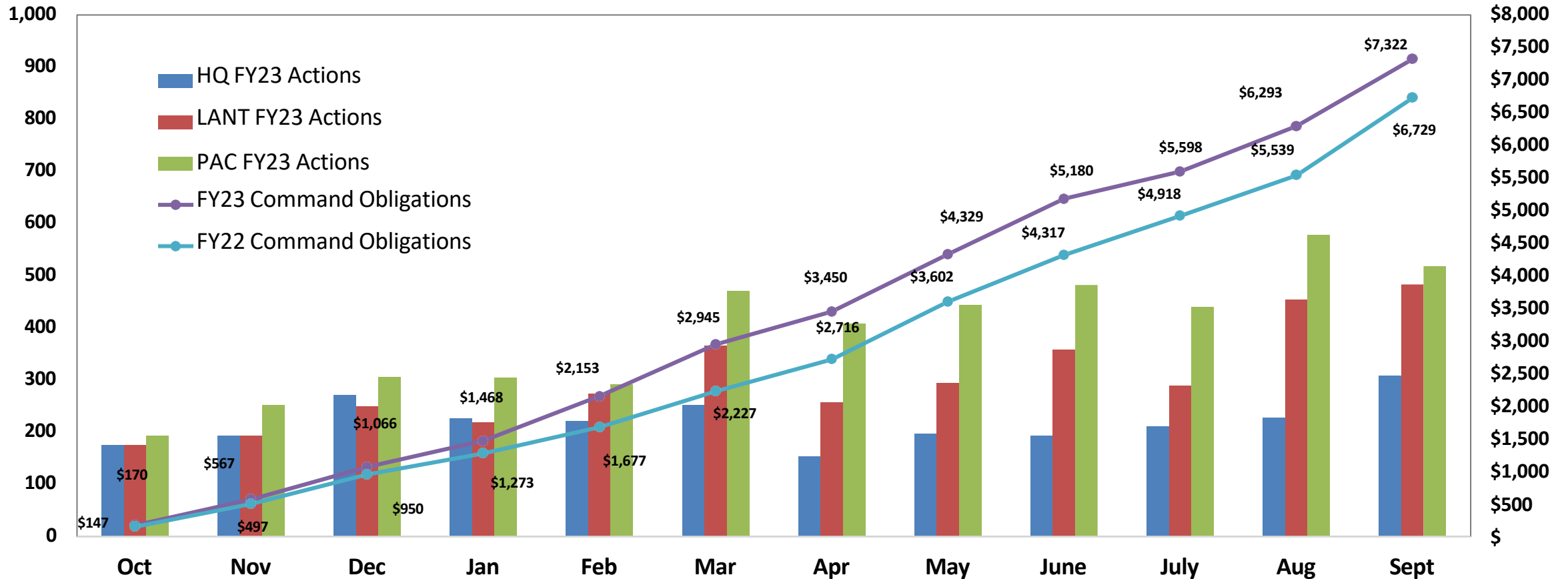




# FY23 Year in Review

## Preliminary FY23 Results Pending Additional Reports and Validation

### Cumulative Contract Obligations (\$M) and Monthly Contract Actions by Activity

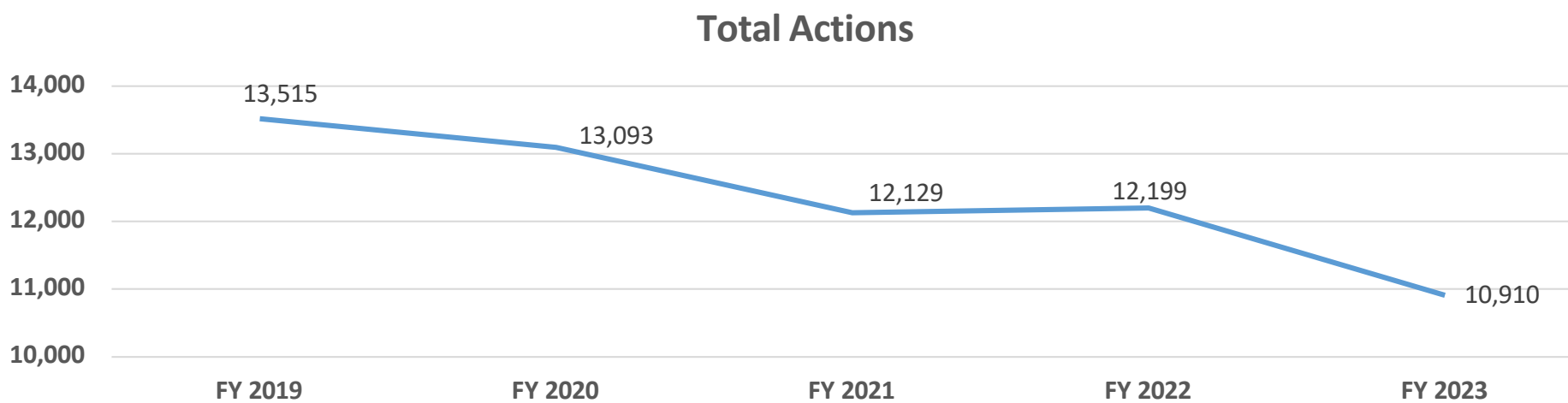
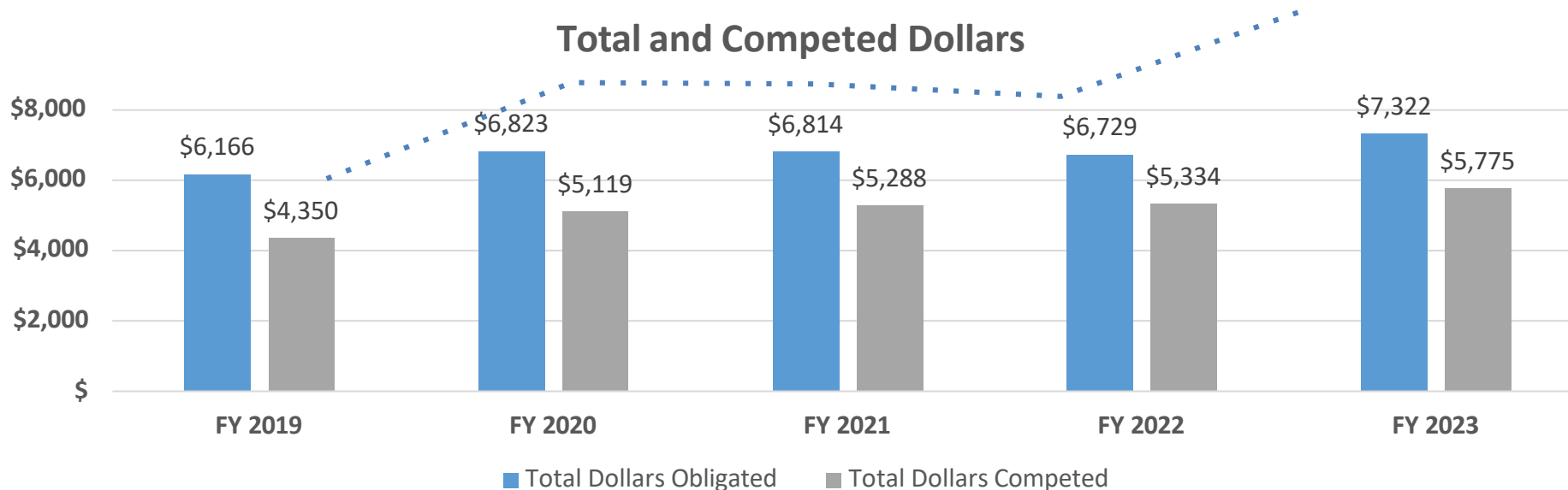


Source: SAM.gov (Sep 29, 2023)



# Year to Year Trends – FY19 to FY23

Preliminary FY23 Results Pending Additional Reports and Validation

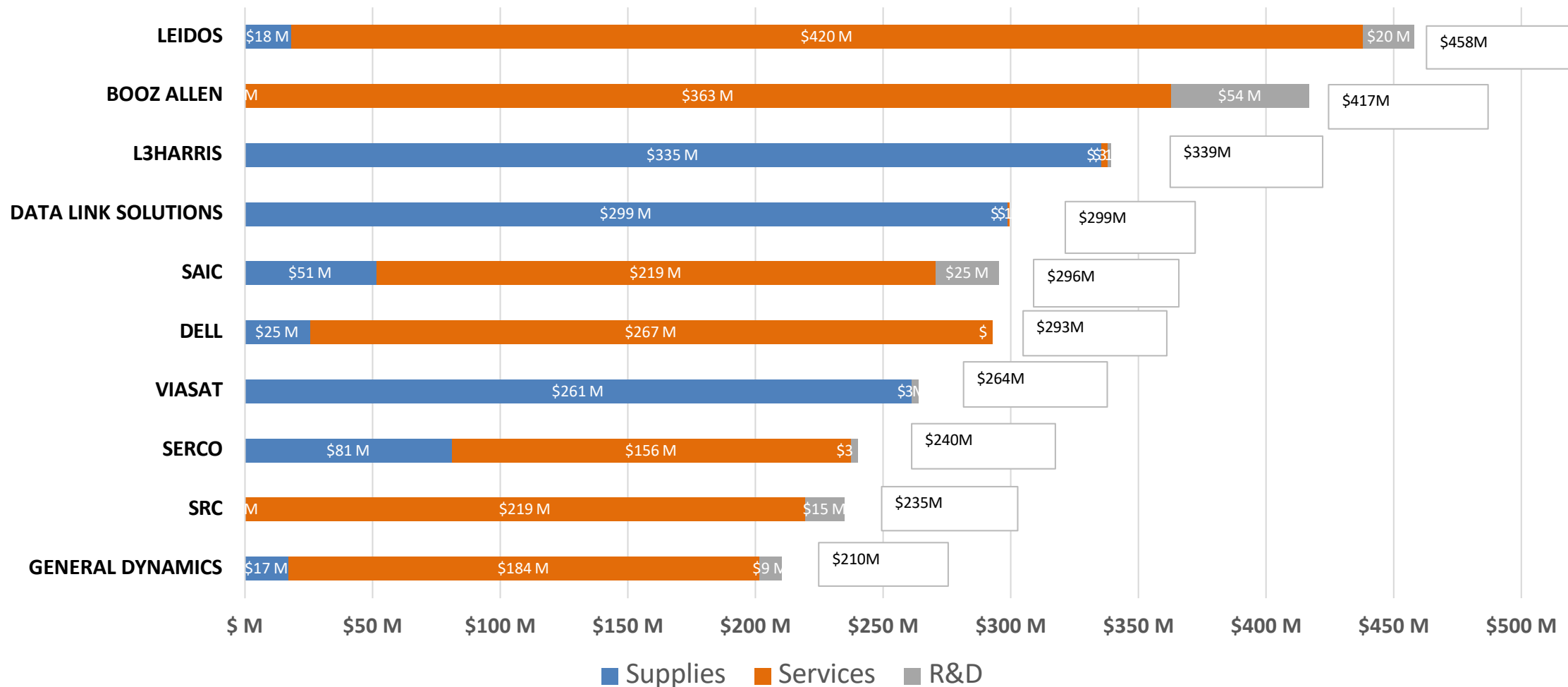


Source: SAM.gov (Sep 29, 2023)



# FY23 Top Ten Prime Contractors

Preliminary FY23 Results Pending Additional Reports and Validation



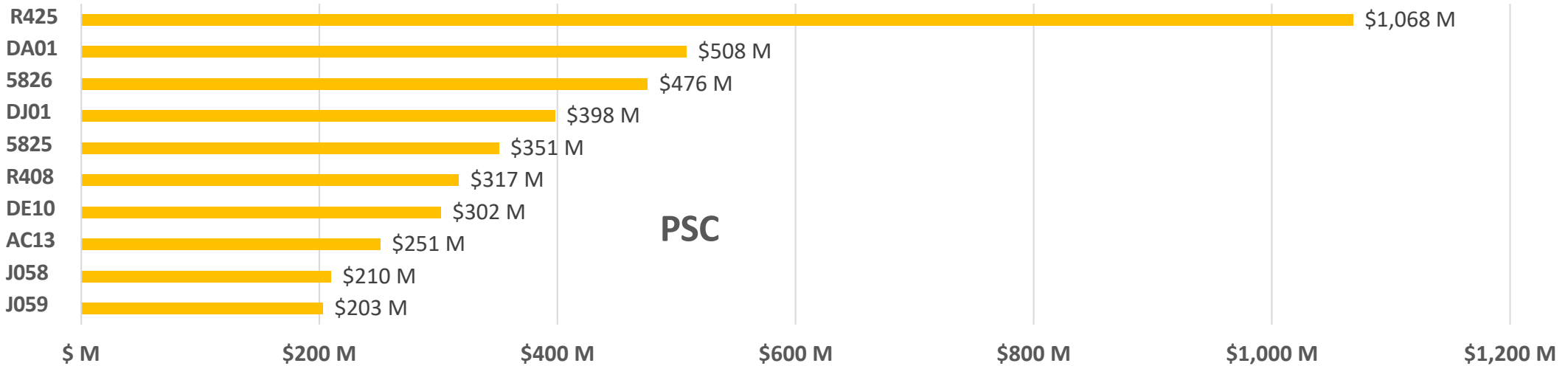
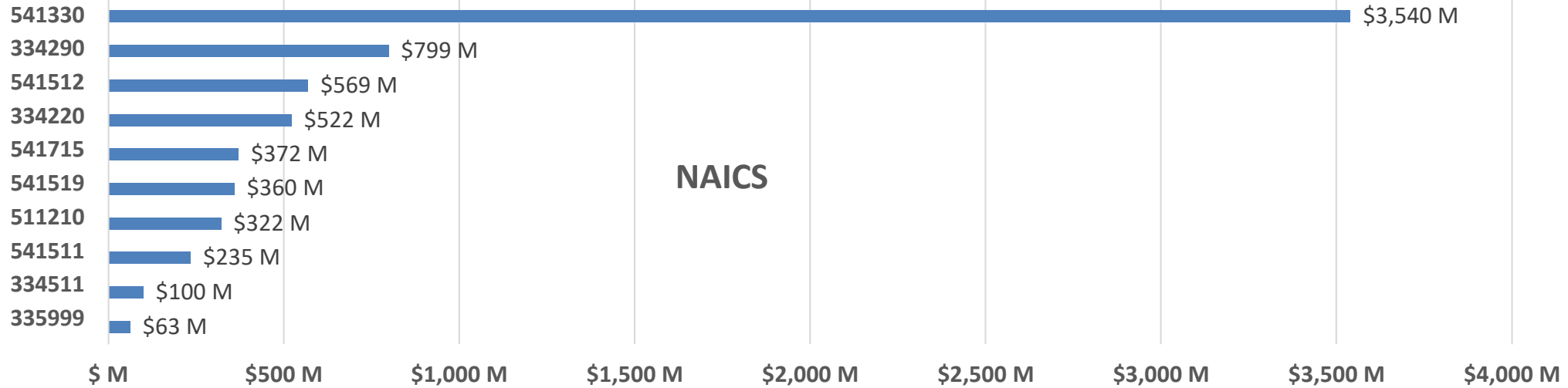
Source: SAM.gov (Sep 29, 2023)





# FY23 Top Ten NAICS and PSCs

Preliminary FY23 Results Pending Additional Reports and Validation



Source: SAM.gov (Sep 29, 2023)



# FY23 Small Business Results

Preliminary FY23 Results Pending Additional Reports and Validation

## Fiscal Year 2023 FPDS-NG Data as of 30 September 2023

Fiscal Year 2020, 2021, 2022 and FY2023 Year-to-Date Prime Contract Awards through 30 September 2023



**Total: \$7.137B**

**\$4.913B**

Other Than SB

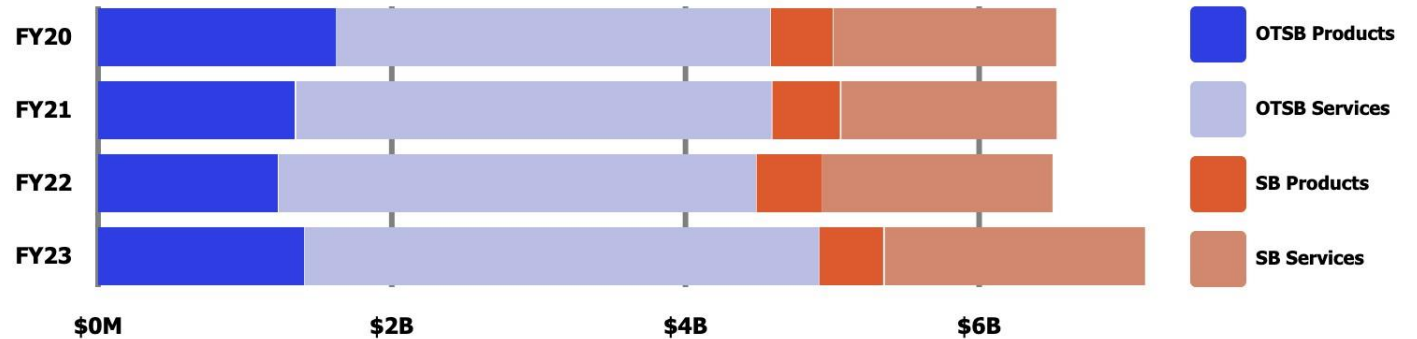
**\$2.229B**

Small Business

*Per NDAA 2019 Small Business Local Area Set Aside Awards were "double credited" and accounted for \$4.18M in additional FY23 SB awards.*

*NAVWAR has \$48M Overall/\$45M SB in SBIR/STTR transactions (\$13.5M from NAVAIR, all SB) through 30 September 2023.*

*NAVWAR NIWCs had \$20.0M Overall/\$10.4M in NAVSEA funded SBIR/STTR awards credited to NAVSEA.*



**\$2,229,035,213**

Small Business

**\$887,384,399**

Small Disadvantaged

**\$450,179,703**

Service-Disabled

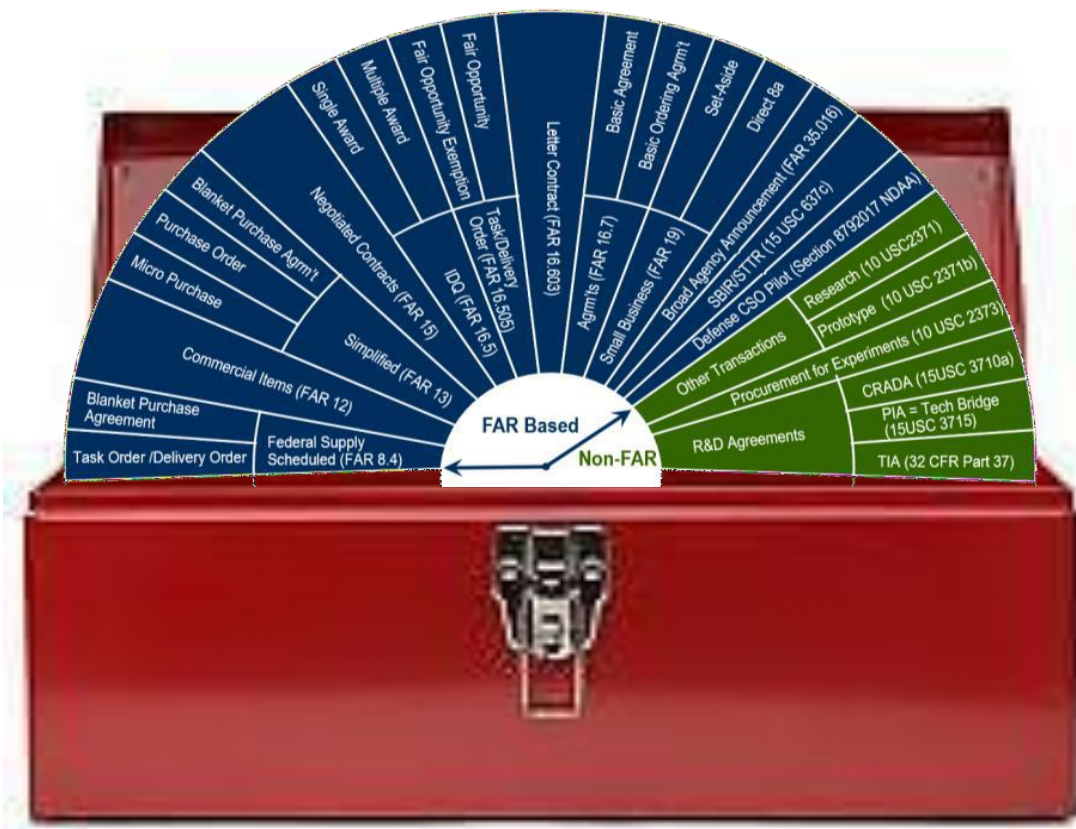
**\$534,723,849**

Women Owned

**\$79,529,684**

HUBZone

# Contracting Tools



Focusing on underlying technologies that advance Naval Information Warfare (IW) capabilities through a consortium that can support research, development, and prototyping

- Enables rapid research for IW
- Prototype projects in the area of IW
- Increases access to innovative commercial solutions for defense requirements
- Fosters innovation with non-traditional industry partners
- Allows prototype consideration through industry initiated ideas



# Together Let's...

- ▼ Continue the success and effectiveness IWRP has proven since its inception
- ▼ Leverage innovative scenarios to advance rapid prototyping solutions for our Warfighters
- ▼ Optimize IWRP as a unique Navy Enterprise Acquisition Tool





**Questions?**



# Company Spotlight:

**amentum** >

- Size of Business: Large
- Year Established: 1932
- Number of Employees: 44,000
- NAICS Code: 334511, 336611, 541330, 541690, 541990
- POC: Jim Wise – [jim.wise@amentum.com](mailto:jim.wise@amentum.com) / (571)289-6816
- Company Website: <https://www.amentum.com/>





# Overview Briefing

October 2023

Jim Wise  
Ed Godfrey  
Mark Aragon



**Amentum is a leader in global engineering, project management, and solutions integration.**

**With over 40 years of experience, we are the DoD's #1 provider of research, test, and engineering support services across maritime, land, and aviation platforms and systems.**

**We work on the frontlines with our customers—we have 44,000 team members in 85 countries in all 7 continents—89% work at customer sites.**

**Amentum engineers integrate and modernize infrastructure, platforms, and systems.**

**We're not an OEM. We're technology agnostic, leveraging best-in-class technologies to prototype, integrate, operationalize, and modernize global missions.**

**Looking for Strategic Partners.**

***Amentum was recognized as the #1 Military Friendly Company in 2023.***

# Amentum's Capabilities



## Data Fusion, Analytics & Modernization

- Business Process Automation
- Cybersecurity & Information Assurance
- Data Integration & Analytics
- Electronic Warfare & C5ISR
- IT Modernization & Management
- Network & Satellite Communications
- Software Engineering



## Intelligence & National Security

- Border Protection
- Financial Forensics Analytics
- Counter-Intelligence
- All-source Intelligence Analysis
- Non-Proliferation & Threat Reduction & Elimination



## Engineering & Integration

- Architecture & Engineering / Design Engineering
- Advanced Manufacturing
- Counter-Threat & Security Engineering
- Digital Engineering / Model Based Systems Engineering
- Modernization, Reengineering, & Life Cycle Extension
- Research & Development
- Systems Engineering, Prototyping, & Integration
- Testing & Evaluation
- Sustainment and Maintenance



## Environment & Climate Sustainability

- Clean Energy Solutions
- Environmental Remediation
- Energy Consulting
- Laboratory & Research Operations
- Nuclear Engineering & Management



## Health & Humanitarian Efforts

- Contingency Operations & Disaster Recovery
- Stabilization & Transition
- Humanitarian & Developmental Assistance
- Expeditionary Medical Solutions
- Full Spectrum Life Support Solutions
- Claims Processing Services



## Mission Readiness

- Platform Sustainment & Analytics
- Critical Infrastructure Modernization
- Supply Chain & Logistics
- Space & Flight Operations
- Autonomous & Counter Autonomous Solutions



## Advanced Test & Training

- Exercises & Wargames
- Intelligence & Special Forces Training
- Live Virtual and Constructive Training
- Training System Development & Integration
- Training Range Operations
- Course Development



# Engineering, Science & Technology

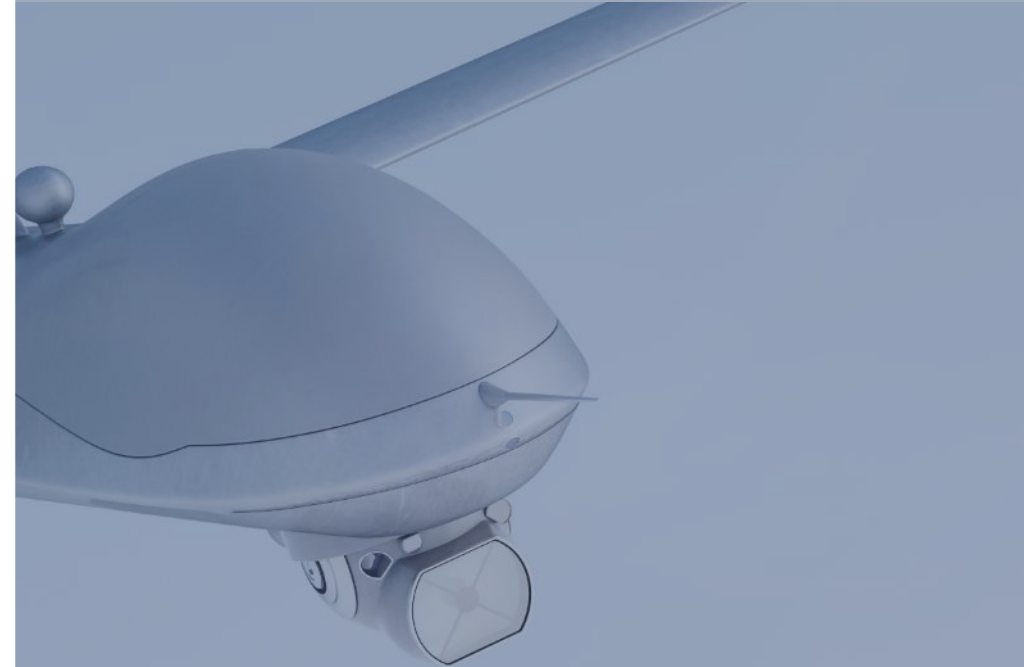
Modernization through engineering, process and integration of emerging technologies.

## KEY CUSTOMERS

DARPA  
DISA  
U.S. Army  
U.S. Air Force  
U.S. Navy  
U.S. Marine Corps  
Department of State  
Department of Homeland Security  
Department of Transportation

## CORE CAPABILITIES

Unmanned systems and counter UAS  
Digital engineering/model-based systems engineering  
Data integration and analytics  
Prototype systems engineering  
Research and development  
Software engineering  
Business process solutions  
Systems and platform modernization  
IT system modernization



## DID YOU KNOW?

In partnership with DHS, we develop and deploy emerging capabilities and prototypes for countering unmanned systems threats to enhance border security and protect critical infrastructure.



Engineering, Science & Technology  
Group President

**Jill Bruning**

30+ years of executive experience supporting highly secure, complex IT enterprises

Thank you.

**amentum** 

Jim Wise, [jim.wise@amentum.com](mailto:jim.wise@amentum.com), 571-289-6816

Ed Godfrey, [ed.godfrey@amentum.com](mailto:ed.godfrey@amentum.com), 410-387-6399

Mark Aragon, [lasumar.aragon@amentum.com](mailto:lasumar.aragon@amentum.com), 442-515-0167

[amentum.com](http://amentum.com)



Amentum\_corp



AmentumCorp





# Networking Break

Next session begins  
at 10:25 am





Naval Information  
Warfare Center



ATLANTIC

# Naval Information Warfare Center Atlantic **Fleet C4I and Readiness Department**

**66<sup>th</sup> Small Business Industry Outreach  
Initiative (SBIOI) Symposium**

18 October 2023

**Mr. Greg Lancaster, SSTM**

Fleet C4I and Readiness Department Head

**Mr. John Mark Hall**

Fleet C4I and Readiness  
Deputy Department Head (100s)

**Mr. Travis Tillman**

Fleet C4I and Readiness  
Deputy Department Head (700s)



# Fleet C4I and Readiness Department

*Ensuring IW superiority through collaboration, alignment and engineering*

**We engineer, integrate,  
install, and support  
Command, Control,  
Communications,  
Computers, & Intelligence  
(C4I) systems that give our  
Fleet an advantage over our  
adversaries.**

## Major Sponsors

### PEO C4I

- PMW 120
- PMW 130
- PMW 150
- PMW 160
- PMW 170
- PMW 740
- PMW 750/760
- PMW 770
- PMW 790

### FRD

NAVSEA

NAVAIR

USCG

Fleet Cyber

Numbered Fleets

**Fleet C4I & Readiness Department, Gregory Lancaster, SSTM, Department Head**

FY23: 1,471 Gov/Mil FTEs  
170 Programs / Projects  
FY23 TOA: \$1,605M

**Deputy Dept. Head 100s, John Mark Hall**

**Deputy Dept. Head 700s, Travis Tillman**

Divisions

Integrated Product Teams (IPTs)

<p><b>Battlespace Awareness (120)</b> John Thompson</p> <p>Afloat Signals Exploitation Patrick Kistner</p> <p>Distributed Common Ground System Navy (DGGGS-N) Guy Miller</p> <p>Integrated Undersea Surveillance Systems (IUSS) Michael Glover</p>	<p><b>Navy Cyber Security (130)</b> Jeff Sweeney</p> <p>Navy Cyber Michael Bartgis</p> <p>Network Security Wesley Hilderbrand</p> <p>Crypto and Key Management Michael Johnson</p> <p>Multi-Level Security Engr.(MLSE) Sonja McKelvey</p>	<p><b>Navy Afloat Network and C2 Apps (150/160)</b> Chris Purdy</p> <p>Tactical Networks, Software Support Sabrina Keys</p> <p>CANES Engineering Chris Thornley</p> <p>TACNET Deployment Michael Aselin</p> <p>Naval C2 John Meade</p>	<p><b>Navy Afloat Transport &amp; Navigation (170)</b> Robert James</p> <p>Afloat Transport Sys. Britt Lowery</p> <p>SW Defined Radio Michael Johnson</p> <p>Position, Nav. , &amp;Timing (PNT) Jared Judy</p> <p>PNT ISEA Brandon Solis</p> <p>Radio Comms Tim Logan</p>	<p><b>FMS/Air Integration /USCG (740)</b> Martina Jackson</p> <p>NAVAIR FMS Barbara Clothier</p> <p>TacMobile Jim Hadley</p> <p>US Coast Guard John White</p> <p>C4I Foreign Military Sales Laura Sheridan</p>	<p><b>Surface Ship Integration (750/760)</b> Mark Held</p> <p>Surface New Construction George Oakley</p> <p>Large Deck New Construction Joe Nitz</p> <p>Interior Communications Randy Freeman</p>	<p><b>Submarine Integration (PMW770)</b> Dave Bednarczyk</p> <p>Submarine CWITT &amp; SWFTS Modernization Michael Smith</p> <p>Afloat Submarine C4I Joe Manzi</p> <p>Submarine SW &amp; Tools Development Tanashia Scott</p>	<p><b>Shore C4I Integration (PMW 790)</b> Mark Luther</p> <p>Naval Messaging Laura Prause</p> <p>Tactical Shore Sys. Monica Norman</p> <p>Unified Cap. Voice Solutions Kevin Thorpe</p> <p>Secure Voice Sol. Wayne Lathrop</p> <p>USNO Engineering Guy Jetter</p>
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**Dept. Program Manager - George Spellman**  
**Deputy Dept. Program Manager - Ray Chappell**

PMW 139/150/740/USCG — Meagan Hagan  
PMW 120/160/790 — John Aller  
PMW 170/770/FIR Div. — TBD  
PMW 750/760/770 — Ray Bocook  
PMW 790 — Ray Chappell

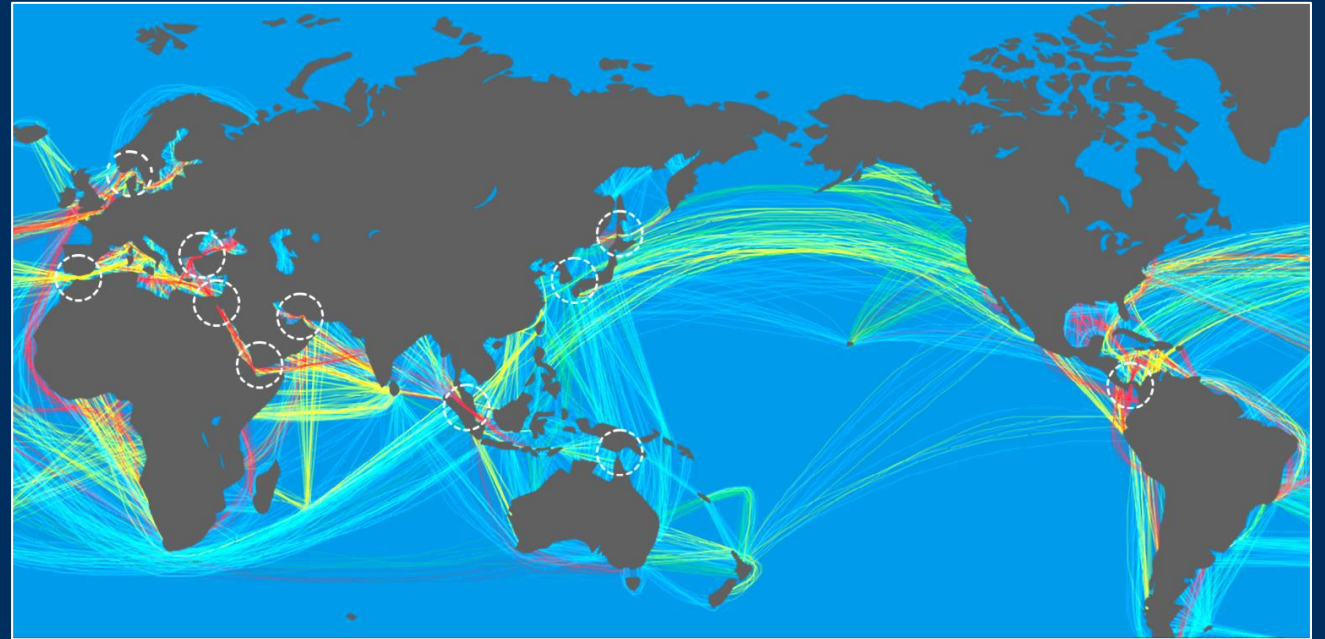
**Fleet Installations and Response Div. – Linda Reynolds**  
**Deputy Fleet Installations and Response Div. – Joseph Walker**

Fleet Support Office — James Frankhouser  
Surface Mod. Unit Level — Ryan Jones  
Surface Mod. Force Level — Greg Florence  
Submarine Mod. C4I — Brian Toth  
Shore Modernization — Jeffrey Creson



# Navigation Plan: Security Environment

- ▼ Erosion of credible military deterrence, particularly due to China's rapidly increasing military capabilities.
- ▼ Increasingly aggressive Chinese and Russian behavior that undermines the international rules-based order.
- ▼ The accelerating pace of technological change and the expanding impact of the information environment.



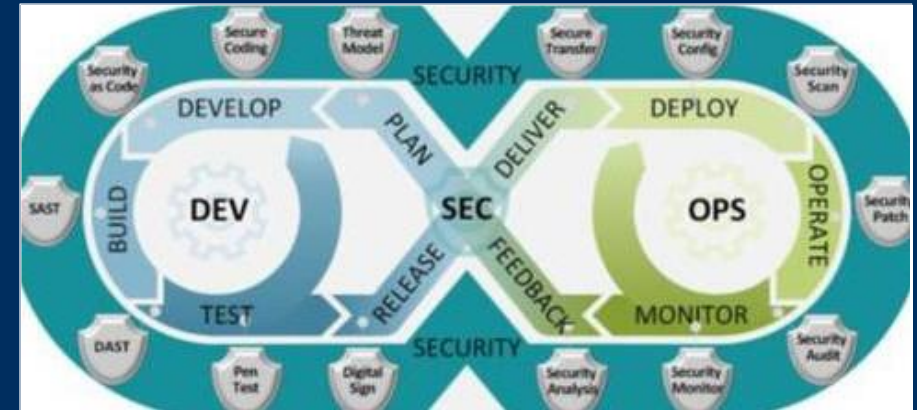
# Joint and Ally Operations

- ▼ Navy, USMC, and USCG must be able to operate together – not just interoperable, but interchangeable + other services including MSC
- ▼ Allies have to have same capability to work together
- ▼ AUKUS – Pillar One and Pillar Two
- ▼ Data centric vs. network centric security model for information sharing



# Agile Fielding of Capabilities

- ▼ Rapid hardware insertion – carry-on, mission modules, equipment with same SWAP in standard racks
- ▼ Rapid software deployment:
  - Leverage PaaS/IaaS infrastructure
  - DevSecOps Pipeline
  - RAISE – inherent security controls



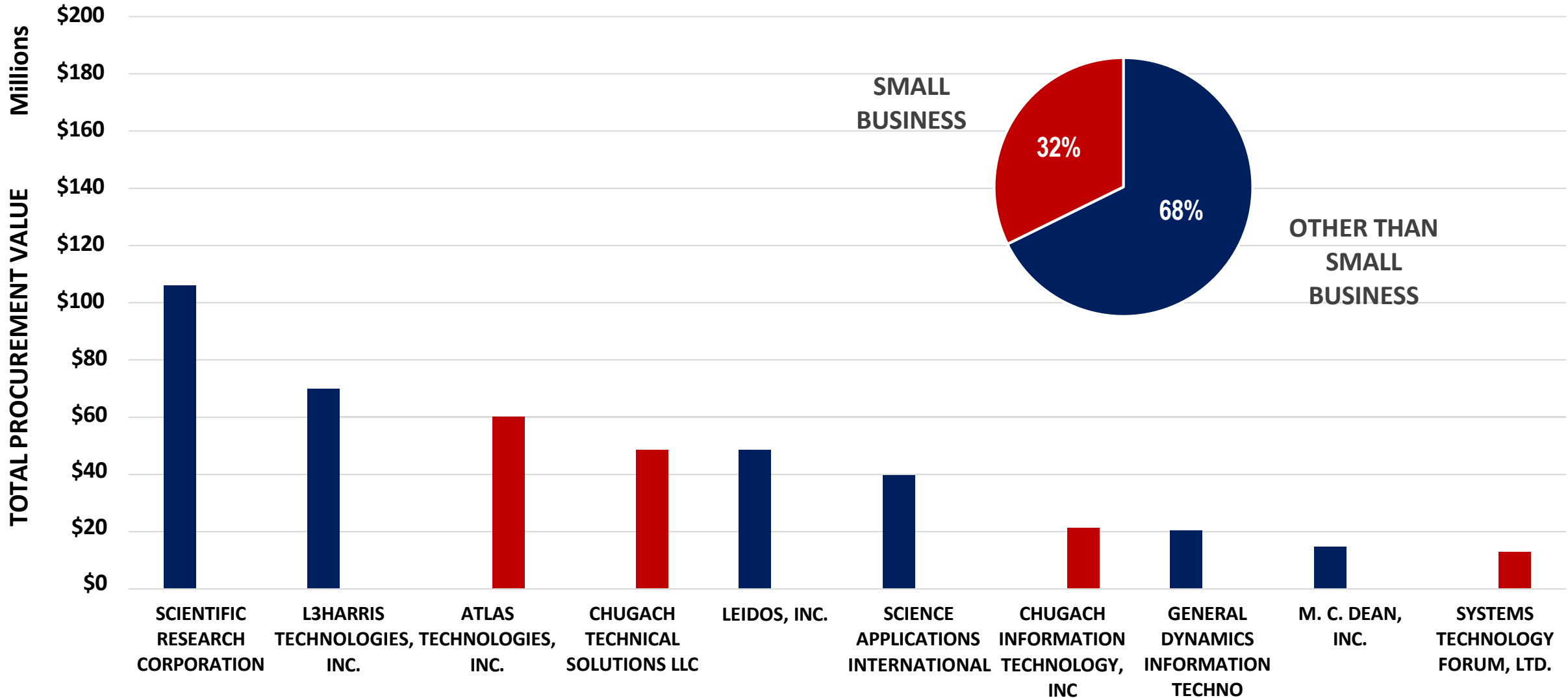


# Unmanned Systems / AI

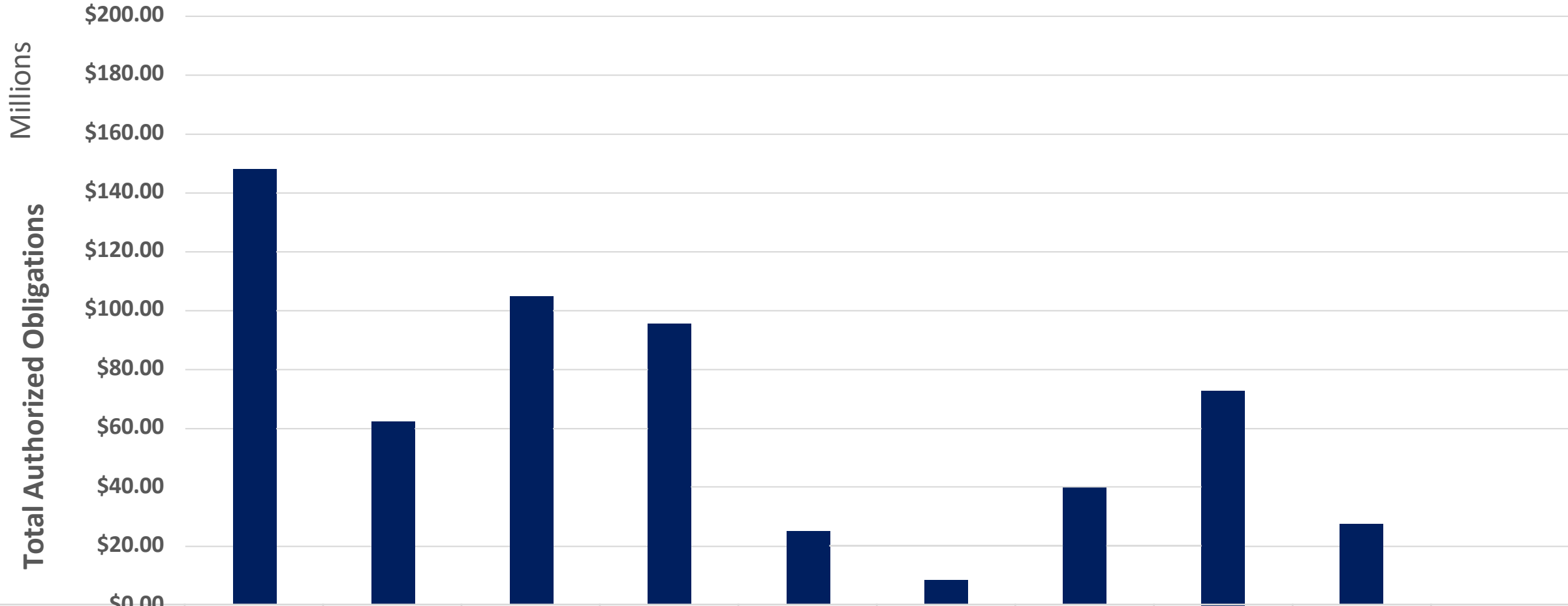
- ▼ Navy learning and assessing through experimentation and exercises
- ▼ The MQ-25A aircraft completed inflight refueling of carrier based aircraft
- ▼ DoD Announced Replicator Initiative
- ▼ Navy recently announced creation of the Disruptive Capabilities Office (DCO)
- ▼ DoD establishing AI Battle Labs in EUCOM and INDOPACOM



# FY23 FC4I Top 10 Industry Partners by Ceiling Funded/Obligated (NIWC LANT-N65236 Issued Awards Only)



# FY23 FC4I Funded/Obligated by Division (NIWC LANT-N65236 Issued Only)



	PMW 740	PMW 790	PMW 170	PMW 120	PMW 130	PMW 750/760	PMW 770	FRD	PMW 150/160	USS/E2C
■ OBLIGATED AUTHORIZED AMOUNT	\$148,041,928	\$62,358,571	\$104,867,032	\$95,662,032	\$25,137,898	\$8,575,431	\$39,962,376	\$72,928,474	\$27,607,457	\$59,916



### ▼ What We Do

- Deliver intelligence and information operations data, products and services that provide Information Warfare solutions for the Fleet.

### ▼ Major Systems

- PMW 120
  - Distributed Common Ground System – Navy (DCGS-N)
  - Ship's Signal Exploitation Equipment (SSEE)
  - Cryptologic Carry-On Program (CCOP)
  - Automated Identification System (AIS)
  - Joint Tactical Terminal – Maritime (JTT-M)
- PMS 485
  - Integrated Undersea Surveillance Systems (IUSS)

Support includes Intelligence Surveillance Reconnaissance /Information Operations (ISR/IO) systems, engineering services and direct support to the Fleet.



**FY23 TOA: \$155M**

### Primary Customers

- PEO C4I PMW 120
- Fleet Readiness Directorate (FRD)
- NAVSEA & PEOs
- PMS 485 Maritime Surveillance Systems

# Battlespace Awareness Division — Future Opportunities & Needs

## ▼ Future Opportunities/Growth

- Cybersecurity Compliance to include Risk Management Framework (RMF)
- Innovation for Electromagnetic Maneuver Warfare (EMW), Automation, and Cyber Exploitation
- Intelligence Community Data Flows
- Data Analytics for System Health & Status
- Artificial Intelligence & Machine Learning (AI/ML)
- Antenna Technology

## ▼ Where Industry Can Help

- Technology
  - Emerging EMW technologies for SIGINT, Multi-INT, & IMINT
  - Remote System Health & Status Tools
- Solutions
  - Gov't Cloud Security
  - Data Flow in limited bandwidth environment
- Professionals
  - Gov't Cloud experience on all enclaves
  - Cyber accreditation using RMF
  - Experienced SIGINT, Multi-INT, & IMINT In-Service Engineering Activity (ISEA) professionals for Afloat Platforms

# Upcoming Contract Development Efforts

## ▼ Automatic Identification System (AIS) and Joint Tactical Terminal (JTT) In-Service Engineering Activity (ISEA)

- Automatic Identification System (AIS) and Joint Tactical Terminal (JTT) systems engineering, In-Service Engineering Activity (ISEA), and Fleet Support. Systems Engineering (SE) to include software and hardware support, Software Support Activity (SSA), Technical Design Agent (TDA), Integrated Logistics Support (ILS) In-Service Engineering Activity (ISEA) services for development, production, installation, procurement, and sustainment support to the AIS and JTT system worldwide. Services include management and engineering, cyber engineering, logistics, configuration management, documentation, procurement, system operational verification testing, ISEA, shipboard and shore installations and fleet support.

- **Acquisition Strategy**
  - Seaport NxGen –Unrestricted
- **Solicitation/PID#**
  - N65236-22-RFPREQ-LSUBP00022-0002
- **RFP Estimated: Q1 FY24**
- **Estimated ROM: >=\$10M, <\$50M**
- **Contract award planned for: Q4 FY24**
- **Classification: Secret**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - San Diego
    - Charleston



# Upcoming Contract Development Efforts

## ▼ Afloat Signals Exploitation (ASE) Engineering and Technical Support

- Ship's Signal Exploitation Equipment (SSEE) Family of Systems (FoS), Worldwide Fleet Systems Engineering and Technical Support services include support of the hardware and software components of the SSEE FoS, Spectral, Mission Modules, Spectral capability drops, SSEE SCN, FMS UK/NZ, RTSO, and FSO support. SSEE FoS provides Signals Intelligence (SIGINT) capability across the same spectrum as current shipboard Electronic Intelligence (ELINT) systems. Engineering services include Systems & RF engineering, Software development, Cyber engineering, Logistics, Configuration Management, documentation, procurement, system operational verification testing, In-Service Engineering Activity (ISEA), shipboard and shore installations and fleet support. Fleet Support Services for urgent and routine Fleet Technical Assistance (FTA) requirements. FTA support categories consist of: Casualty Report (CASREP), Combat Systems, Command, Control, Communications and Computer Readiness Assessment (C5RA), Deploying Group Systems Integration Testing (DGSIT), Inspection & Survey (INSURV), System/Antenna Grooms, System/Antenna Repairs, Direction Finding (DF) Antenna calibrations, Technical Assistance Visits, Total Ship Readiness Assessment (TSRA), Cyber Security Inspection (CSI) support, and Training Visits.

- **Acquisition Strategy**
  - Seaport NxGen - TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00022-0005
- **RFP Estimated:** Q2 FY24
- **Estimated ROM:** >=\$100M, <\$250M
- **Contract award planned for:** Q4 FY24
- **Classification:** TS/SCI access
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - Charleston      - Yokosuka
    - San Diego       - Norfolk
    - Hawaii            - Everett, WA
    - Mayport          - Rota, Spain

# Upcoming Contract Development Efforts

## ▼ Distributed Common Ground Station (DCGS-N) System Engineering ISEA and Training

- Systems Engineering (SE), In-Service Engineering Activity (ISEA), and training services for development, production, installation, and sustainment support to the Distributed Common Ground Station – Navy (DCGS-N) Family of Systems (FoS). DCGS-N Family of Systems FoS systems requiring TS/SCI clearances includes DCGS-N Increment 1, DCGS-N Increment 2, DCGS-N Ashore System (DAS), DCGS-N Tactical Edge Equipment (DTEE), Intelligence Carry-On Program (ICOP), and Maritime Domain Awareness (MDA). Primary tasking includes systems engineering support and worldwide sustainment of DCGS-N FoS. System Engineering support shall include subject matter expertise in the following areas: IMINT, SIGINT, GEOINT, Multi-INT, Track Management, Networks, DCGS Enterprise, and Host Based Security System (HBSS). This task will include responding to technical and programmatic data calls; initiating and conducting Enterprise Change Requests (ECRs) documenting a needed change to the system; and providing system engineering support to the integration, documentation, cyber security, and testing activities required to sustain the system.

- **Acquisition Strategy**
  - Seaport NxGen –TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00022-0011
- **RFP Estimated:** Q2 FY24
- **Estimated ROM:** >=\$100M, <\$250M
- **Contract award planned for:** Q2 FY25
- **Classification:** TS/SCI access
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - Charleston      - San Diego
    - Suitland        - Norfolk
    - Hawaii

# Upcoming Contract Development Efforts

## ▼ Distributed Common Ground Station (DCGS-N) Test and Evaluation and Cybersecurity Support

- This scope covers Test & Evaluation (T&E) and Cybersecurity services for development, production, installation, and sustainment support to the Distributed Common Ground System – Navy (DCGS-N) Family of Systems (FoS) and other Program Manager Warfare (PMW) 120 programs in support of the Battlespace Awareness (BA) Division at the Naval Information Warfare Center Atlantic (NIWC Atlantic).

- **Acquisition Strategy**
  - Seaport NxGen - TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00022-0002
- **RFP Estimated:** Q3/Q4 FY24
- **Estimated ROM:** >=\$10M,<\$50M
- **Contract award planned for:** Q3 FY25
- **Classification:** TS
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - Charleston
    - San Diego



# Upcoming Contract Development Efforts

## ▼ ISR/IO Integrated Logistics Support (ILS) and Configuration Management (CM)

- The scope covers Integrated Logistics Support (ILS) and Configuration Management (CM) for development, production, installation, and sustainment support for the Navy Acquisition Category (ACAT) and Abbreviated Acquisition Programs (AAP) Battlespace Awareness (BA) Division programs at Naval Information Warfare Center (NIWC) Atlantic.
- NIWC Atlantic requires ILS and CM services to support PMW 120, PMW 740 (FMS), and NAVSEA customers. Contractor services are required for the ISR and IO systems in support of the following Navy ACAT and AAP programs: Ship's Signal Exploitation Equipment (SSEE) Family of Systems (FoS), (Spectral as the follow-on SSEE system is contained within the SSEE FoS), Cryptologic Carry-On Program (CCOP), SSEE Ship New Construction (SCN), Foreign Military Sales (FMS) United Kingdom (UK)/New Zealand (NZ), Distributed Common Ground System – Navy (DCGS-N) FoS, Intelligence Carry-On Program (ICOP), Joint Tactical Terminal - Maritime (JTT-M), Automatic Identification System, (AIS), Maritime Domain Awareness (MDA), and Integrated Communications and Data Systems (ICADS).

- **Acquisition Strategy**
  - Seaport NxGen - SBSA
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00022-0003
- **RFP Estimated: Q3 FY24**
- **Estimated ROM: >=\$10M,<\$50M**
- **Contract award planned for: Q3 FY25**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - Charleston

# PMW 130 Navy Cyber Security Division Overview

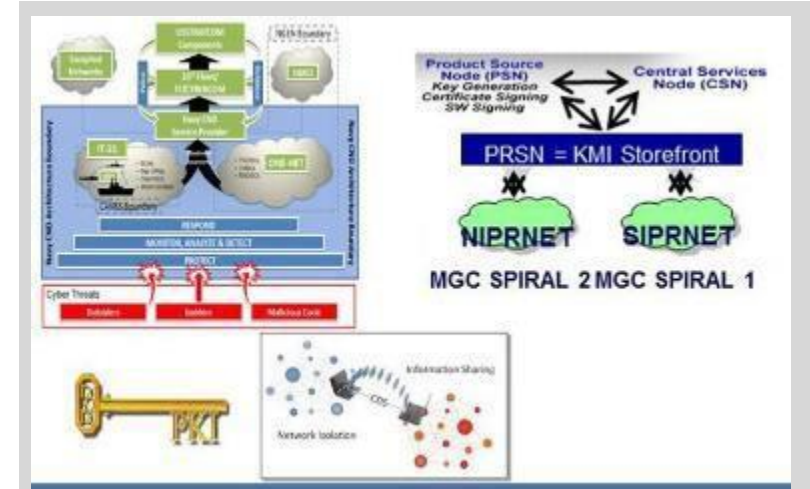
## ▼ What We Do

- Rapidly deliver cybersecurity products and services to ensure continued protection of Navy and joint information, tele-communications and information systems.

## ▼ Major Systems

- Network Security Services (NSS)/Computer Network Defense (CND)
- Serial Crypto
- Key Management Infrastructure (KMI)
- Public Key Infrastructure (PKI)
- Tool Development

Support includes products and services to ensure strong authentication, data integrity, confidentiality, non-repudiation and availability of network resources and information.



**FY23 TOA: \$94.7M**

### Primary Customers

- PEO C4I PMW 130
- Fleet Readiness Directorate (FRD)
- Fleet Cyber Command (FCC) / Tenth Fleet (C10F)
- National Security Agency (NSA)
- United States Cyber Command (USCC)
- Navy Cyber Warfare Development Group (NCWDG)

# Cybersecurity Division

## Future Opportunities & Needs

### ▼ Future Opportunities/Growth

- Navy Cyber IPT
  - Computer Network Operations Capability Development
  - Model Based Systems Engineering (MBSE)
  - Assessment & Authorization 9A&A)
  - Artificial Intelligence and Data Analytics in Intrusion Prevention and Detection Systems
  - Software/Tool Development
  - Analysis and Development of Enterprise Data Strategies
  - Network Engineering, Architecture, Requirements Analysis and Systems Engineering in support of Cyberspace Operations
  - DevSecOps and Continuous Integration/Continuous Development for High Than Secret pipeline developers

### ▼ Where Industry can Help

- Match and deliver the Navy's demand for new technologies and equipment.
- Ensure the growth and health of technical knowledge and skills.
- Improve planning and communication. Keep lines of communication open, deliver on time.



# Upcoming Contract Development Efforts

## ▼ Engineering, Architecture and Software Development – Navy Cyber IPT

- Tasking includes engineering, analysis, architecture, software development, assessment & authorization (A&A) and acquisition planning in support of Fleet Cyber Command (FCC)/ 10th Fleet (C10F), Navy Authorizing Official (NAO), Navy Cyber Warfare Development Group (NCWDG), Office of Naval Research, and US Cyber Command in the areas of Defense Cyber Operations (DCO), DoD Information Network Operations (DODIN Ops), Offensive Cyber Operations (OCO), Information Warfare (IW) Engineering and Information Operations (IO).

- **Acquisition Strategy**
  - Seaport NxGen - TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00024-0055
- **RFP Q3 FY24**
- **Estimated ROM: >=\$10M,<\$50M**
- **Contract award planned for Q1 FY25**
- **Classification:** TS/SCI access
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - Virginia
    - South Carolina
    - Maryland

# PMW 150 & 160 Navy Afloat Networks & Command & Control Applications Division Overview

## ▼ What We Do

- Rapidly deliver integrated wide area, local area networking and foundation computing systems, products and services to naval warfighters. Deliver operational and tactical command and control capabilities and software applications by integrating real-time and near real-time representations of tactical situations and providing targeting support.



**FY23 TOA: \$83M**  
**Primary Customers**

- PEO C4I PMW 150
- PEO C4I PMW 160
- NAVSEA PMS 505
- US Fleet Forces Command
- Fleet Readiness Directorate (FRD)

## ▼ Major Systems

- |   |  |  |
|---|--|--|
| <ul style="list-style-type: none"> <li>▪ Consolidated Afloat Network Enterprise Services (CANES)</li> <li>▪ Automated Digital Network System (ADNS)</li> <li>▪ Combined Enterprise Regional Information Exchange System-Maritime (CENTRIX-M)</li> <li>▪ Integrated Shipboard Network System (ISNS)</li> </ul> | <ul style="list-style-type: none"> <li>▪ Common PC Operating System Environment (COMPOSE)</li> <li>▪ Operation Rolling Tide (ORT)</li> <li>▪ Agile Core Services (ACS)</li> <li>▪ Project Overmatch (Cloud Environment support)</li> <li>▪ Defense Readiness Reporting System – Afloat (DRRS-Afloat)</li> <li>▪ Global C2 System – Maritime and Global C2 System – (GCCS-M)</li> </ul> | <ul style="list-style-type: none"> <li>▪ Theatre Battle Management Core System (TBMCS)</li> <li>▪ Joint Automated Deep Operations Coordination System (JADOCS)</li> <li>▪ Tactical Data Links-11, 16, &amp; 22</li> <li>▪ Link Monitoring &amp; Management Tool (LMMT)</li> <li>▪ Multi-Data Link Management System (MDLMS)</li> </ul> |
|---|--|--|

*Note: Tasking will include Naval Surface/Shore, Submarine, Military Sealift Command (MSC) and U.S. Coast Guard (USCG) platforms*

Support includes delivering effective, robust and cost-efficient networks for Navy tactical forces.

# Navy Afloat Networks & Command & Control Applications Division

## Future Opportunities & Needs

### ▼ Future Opportunities/Growth

- DevSecOps CI/CD pipeline
- MBSE
- Containerization deployment and CI/CD
- Enhanced Distance Support
- Proactive Automation, Integration, Installation, and Sustainment of COTS and GOTS
- Cybersecurity Compliance to include Risk Management Framework (RMF) and Rapid Assess and Incorporate Software Engineering (RAISE 2.0)
- Software Defined Networking (SDN) Networks Software Development (NSD)
- Systems Management

### ▼ Where Industry can Help

- Robust, secure cloud environments to support DevSecOps and a distributed workforce
- Professionals



# Upcoming Contract Development Efforts

## ▼ PEO C4I Systems, Technical, Sustainment and Software Engineering Life Cycle Management (LCM) Support (TNSS)

- Tasking includes systems engineering, technical, and sustainment LCM support services to the PEO C4I Program Office for NIWC LANT. Engineering analysis and recommendations for technical logistical and life cycle support for Consolidated Afloat Network Enterprise Services (CANES), Automated Digital Network System (ADNS), Combined Enterprise Regional Information Exchange System Maritime (CENTRIX-M), Integrated Shipboard Network System (ISNS), Common PC Operating System Environment (COMPOSE), Operation Rolling Tide (ORT), Agile Core Services (ACS) and Virtualized Continuous Development, Integration, and Testing Environment (VCDI&TE). Tasking will include, Naval Surface/Shore, Submarine, Military Sealift Command (MSC) and U.S. Coast Guard (USCG) platforms.

- **Acquisition Strategy**
  - Seaport NxGen – Unrestricted
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00063-0003
- **RFP Estimated:** Q1 FY24
- **Estimated ROM:** >=\$50M, <\$100M
- **Contract award planned for:** Q2 FY24
- **Classification:** Secret
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - South Carolina
    - Virginia

# Upcoming Contract Development Efforts

## ▼ Tactical Networks (TACNET) Technical and Production Support

- Efforts are in support of PORs including Consolidated Afloat Network Enterprise Systems (CANES) / Operation Rolling Tide (ORT), Automated Digital Network System (ADNS), Combined Enterprise Regional Information Exchange System-Maritime (CENTRIX-M), SCI Networks (SCI-N), Submarine Local Area Network (SubLAN) and Integrated Shipboard Network Systems (ISNS) to include such functions as Production hardware modifications, Software (SW) Load / Troubleshooting, System Operational and Verification Testing (SOVT), Integrated Logistics Support (ILS), logistic engineering support and Training for the systems related to Program Executive Office (PEO) Command, Control, Communications, Computers and Intelligence (C4I), Program Manager Warfare Offices (PMWs), Military Sealift Command (MSC) and United States Coast Guard (USCG).

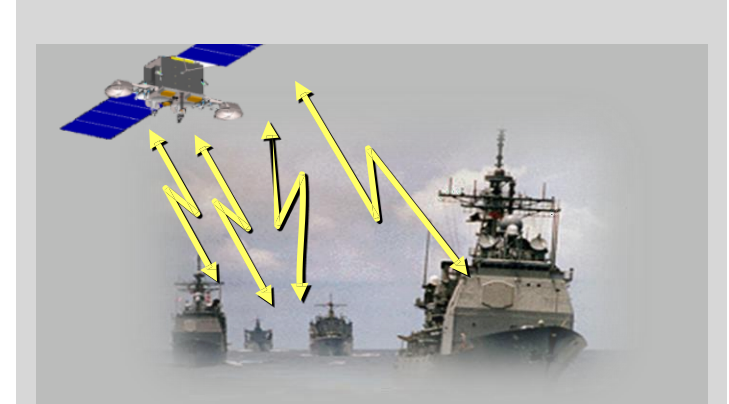
- **Acquisition Strategy**
  - Seaport NxGen - Unrestricted
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00063-0004
- **RFP Estimated: Q1 FY24**
- **Estimated ROM: >=\$50M, <\$100M**
- **Contract award planned for: Q2 FY24**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - Virginia

### ▼ What We Do

- Rapidly deliver assured and resilient Communications and Position, Navigation and Timing (PNT) solutions and services, tailored to enhance information warfare capabilities in maritime contexts. Provide Subject Matter Experts (SMEs), test and acquisition support for waveforms being developed for use within the battlefield.

### ▼ Major Systems

- Navy Multiband Terminal (NMT)
- Global Broadcast System (GBS)
- Commercial Broadband Satellite Program (CBSP)
- Digital Modular Radio (DMR)
- Battle Force Tactical Network (BFTN)
- GPS-based Positioning, Navigation and Timing Service (GPNTS)
- Inertial Navigation Systems (INS)
- Alternatives to GPS in a Denied Environment
- Network Tactical Common Data Link (NTCDL)
- Next Generation Tactical Communications
- Joint Tactical Networking Center (JTNC) Joint Communications Marketplace



**FY23 TOA: \$125M**

### Primary Customers

- PEO C4I PMW 170
- Fleet Readiness Directorate PEO C3T (PM Tactical Radios; PM Network Enablers)
- PEO Missiles and Space
- PEO IWS 6
- PEO SUBS
- PEO Space
- JTNC
- ONR (Inter-NIWC Teaming)
- SOCOM PEO-C4 (Inter-NIWC Teaming)
- USMC – PM COM SYS

Support includes Mission Critical Communication engineering services and support to the Fleet

# Navy Afloat Transport and Navigation Division (PMW 170)

## Future Opportunities & Needs

### ▼ Future Opportunities/Growth

- Radio Communications
  - Radio communication systems ISEA technical support (distance support, test, repair, etc.)
  - Modernizing HF/VHF/UHF Surface/Subsurface/Shore
  - Improved Assured Communications
- Satellite Communications
  - Continued shore modem installations
  - Future Modem development/testing/integrations
- Software Defined Radio Systems
  - Assured Communications – Layer1 Resilience
  - Distributed/Orchestrated Comms
  - Electronic Warfare – C5ISRT
  - Resilient, Software-defined Networking – Layer2/3 Resilience
- PNT
  - Navigation Collaboration and Systems of Systems
  - Model-Based System Engineering
  - Virtualization Lab Efforts

### ▼ Where Industry can Help

- Match and deliver the Navy's demand for new technologies and equipment.
- Ensure the growth and health of technical knowledge and skills.
- Improve planning and communication. Keep lines of communication open, deliver on time.



# Upcoming Contract Development Efforts

## ▼ SATCOM CB-ISEA Support - Afloat Transport Systems (ATS IPT)

- This task encompasses providing Naval Warfare Information Center Atlantic (NIWC Atlantic) with services to support mission objectives. The Satellite Communication (SATCOM) Capability-Base (CB) In-Service Engineering Activity (ISEA) PWS provides deployment, logistics, system engineering, life cycle sustainment engineering, integration, and production support for Department of Defenses (DoD) and Navy qualified systems and subsystems to Government customers. TPWS covers Technical Sustainment Support (TSS), Sustainment Engineering (SE), Modernization Support (MS), Logistic Support (LS), and other SATCOM Technical Support Service.

- **Acquisition Strategy**
  - Seaport NxGen – TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ – LSUBP00016-0190
- **RFP Estimated: Q4 FY24**
- **Estimated ROM: >=\$50M, <\$100M**
- **Contract award planned for: Q2 FY25**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - South Carolina
    - Norfolk, VA



# Questions?



# Company Spotlight:



- Size of Business: Large
- Year Established: 1975
- Number of Employees: 1,600
- NAICS Codes: 541330
- POC: Anthony Prause – [anthony.prause@americansystems.com](mailto:anthony.prause@americansystems.com)
- Company Website: <https://www.americansystems.com/>

*We know what's at stake.®*



## **AMERICAN SYSTEMS Overview**







## Who we are...

- Formed in 1975
- Always Privately-held
- 100+ locations U.S. & Overseas
- 100% Employee-owned (ESOP)
- Approx. 1,600 Employee Owners
- 2022 Revenue: \$430M+

## What we do...

- Deliver consistent, repeatable results using our Strategic Solutions
  - Enterprise IT
  - Test and Evaluation
  - Acquisition and Lifecycle Support
  - Engineering and Analysis
  - Training








Defense			Federal Healthcare		Federal Law Enforcement		US Outreach	Intelligence
Navy	Air Force	Army	DHA	HHS	DHS	DOJ	State Department	Intelligence

# Services within our Strategic Solutions






## Enterprise IT

-  Enterprise Architecture
-  Systems Integration, Application & Mobile Development
-  Cloud Computing
-  Call Centers, Service Desk, and End User Services
-  Information and Data Management
-  Unified Communications
-  Information Security






## Acquisition & Lifecycle Support

-  Program Management
-  Configuration Management (CM)
-  Technology Insertion and Management
-  Lifecycle Management
-  Engineering Support
-  Test and Trial Support
-  Financial Management







## Engineering & Analysis

-  Systems Design and Development
-  New Technology Development and Insertion
-  Operational Analysis and Support
-  Reverse Engineering/Forensic Analysis
-  Research and Analysis

## Test & Evaluation

-  Independent Verification and Validation (IV&V)
-  Operational Test & Evaluation (OT&E)
-  Test Policy and Oversight
-  Developmental Test & Evaluation (DT&E)
-  Interoperability Testing

## Training

-  Classroom/On-Site
-  Modeling and Simulation (M&S)
-  Computer-Based Training (CBT)
-  Virtual Training
-  Over-The-Shoulder
-  Instructional Systems Design (ISD)

*We know what's at stake.®*

# Contract Vehicles & Certifications

## GSA:

- Alliant 2
- Human Capital and Training Solutions (HCaTS)
- OASIS Pools 1, 3, and 4
- Multiple Award Schedule

## IDIQs:

- Navy SeaPort-NxG
- Army ITES-3S

## Agile Contracting Solutions:

- SBIR Phase III
- OTA

## Certifications:



Intertek

ISO 9001:2015 certified for specific technical and management processes



Intertek

ISO 27001:2013 certified Information Security Management System program



Intertek

ISO 20000-1:2018 certified Service Management System program



Note: Company certifications are aligned with specific functional organizations and programs

We know what's at stake. ©

# Small Business Supplier Diversity

- **Small Business Program rated “Very Good” by DCMA.**
  - In FY2022, more than 51% of our sourcing was awarded to small businesses.
  - Dedicated SBLO to assist, guide, and mentor small businesses
  - Outreach activities including matchmaking, networking events, capability briefings, and mentor-protégé programs
- **Awards**
  - GSA Mentor of the Year Award
  - SECAF Small Business Partner of the Year Award
  - Military Friendly Supplier Diversity Program Award

**Small Business Supplier Diversity Partner Network Application:**

<https://AmericanSystems.com/Supplier-Diversity>



“Collaborating with small and diverse businesses is a vital element of the strategic solutioning AMERICAN SYSTEMS provides our federal government customers. Our Small Business Partner Program establishes a solid foundation to continuously improve our sourcing, procurement, and teaming processes while nurturing existing relationships and developing new ones across the small business community. AMERICAN SYSTEMS stands strong in our engagement, support, and partnerships with qualified small businesses to enhance our capabilities. We look forward to the continuous expansion of our small business network.”

*We know what's at stake. ©*



- **Company Website:** [www.americansystems.com](http://www.americansystems.com)
- **Contacts:**
  - Emilio Gonzalez, Director, Federal Healthcare
    - [emilio.gonzalez@americansystems.com](mailto:emilio.gonzalez@americansystems.com)
  - Anthony Prause, Director, Maritime Lifecycle & Readiness
    - [anthony.prause@americansystems.com](mailto:anthony.prause@americansystems.com)
  - Michael Schutte, Director, Engineering Strategy & Analysis
    - [michael.schutte@americansystems.com](mailto:michael.schutte@americansystems.com)
  - Mark Lucas, Business Development Executive, Navy
    - [mark.lucas@americansystems.com](mailto:mark.lucas@americansystems.com)
  - Alison Gonzalez, Small Business Liaison Officer
    - [alison.gonzalez@americansystems.com](mailto:alison.gonzalez@americansystems.com)



# Lunch



Food truck on-site  
for your dining  
convenience.

\* Outside lobby doors, front portico area



# Lunch On Your Own



Afternoon session  
begins at 1:00 pm

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



Program Executive:Office  
Command, Control, Communications, Computers and Intelligence  
(PEO C4I)

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## 5B101 Briefing

18 October 2023  
Mr. Jason A. Samarin  
PEO c.4I Principal Software Engineer  
[jason.a.samarin.civ,@us.navy.mil](mailto:jason.a.samarin.civ,@us.navy.mil)

HQCA-2023-A-064  
DISTRIBUTION STATEMENT A: Approved for public  
release, distribution is unlimited (13 JUNE 2023)



*Deliver threat-based C4I and space capabilities to enable  
the fleet to compete, deter and win – tonight*



# Delivering Today, Innovating for Tomorrow

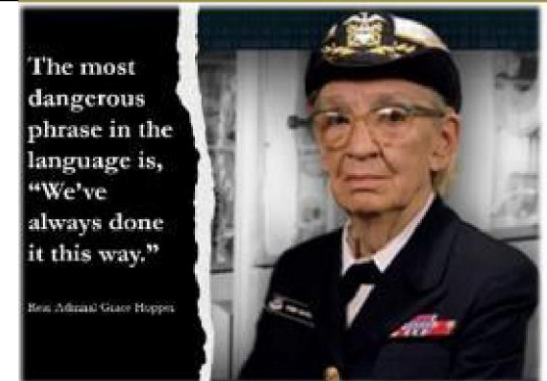


- Main Capability Areas

- ▶ Cyber
- ▶ SIGINT and ME TOC
- ▶ Networks (Afloat and Tactical Shore)
- ▶ Command and Control & Intelligence
- ▶ SATCOM, Tactical Radio Communications, and GPS

- Programs

- ▶ ACAT I: 7/AC-AT II: 9/ ACAT III: 25/ ACAT IV: 1, Q/  
Non-ACAT: 74



*Deliver for our Sailors and Marines so they can maneuver,, cyber defend, and maintain in the high end fight*

# PEO C4I Program Offices and Leadership Team



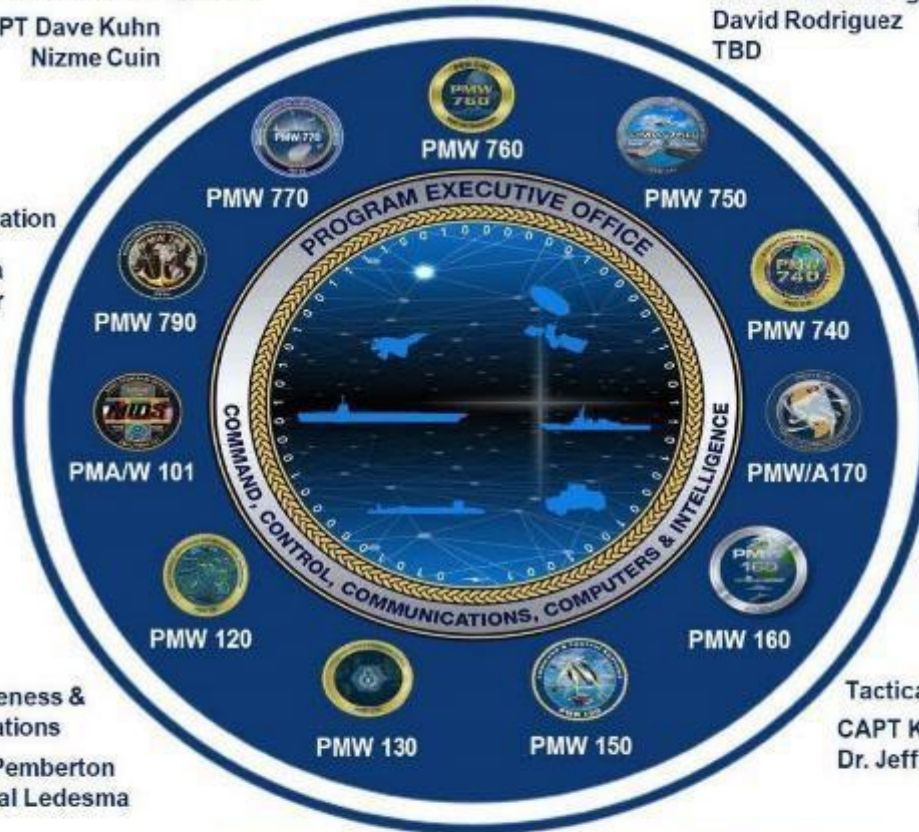
Ship Integration  
CAPT Raphael Castillejo  
Eric Andalis



Undersea Communications & Integration  
CAPT Dave Kuhn  
Nizme Cuin



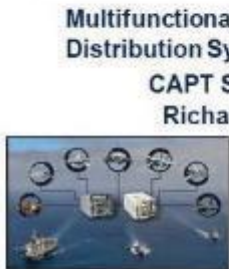
Carrier & Air Integration  
David Rodriguez  
TBD



Shore & Expeditionary Integration  
Bill Traganza  
Brian Miller



International C4I Integration  
Rosa Puig  
Alan Philpott



Multifunctional Information Distribution System (MIDS)  
CAPT Shaun Swartz  
Richard Mountain



Communications & GPS Navigation  
CAPT Kris DeSoto  
Nic Bergeron



Battlespace Awareness & Information Operations  
CAPT Patrick Pemberton  
Sal Ledesma



Tactical Networks  
CAPT Katy Boehme  
Dr. Jeff Myers

Cybersecurity  
Jeff Sanders  
Michael Dee Davis



Command & Control Systems  
CAPT David Gast  
Baron Jolie







SPACE



CYBERSPACE



AIR



LAND



MARITIME

MULTI-DOMAIN OPERATIONS







# The Sense of Urgency

“In 2021, the PRC increasingly turned to the [People’s Liberation Army] as an instrument of statecraft as it adopted more coercive and aggressive actions in the Indo-Pacific region. Having purportedly achieved its 2020 modernization goal, the PLA now sets its sights to 2027 with a goal to accelerate the integrated development of mechanization, information, and intelligentization of the PRC’s armed forces. If realized, this 2027 objective could give the PLA capabilities to be a more credible military tool for the Chinese Communist Party (CCP) to wield as it pursues Taiwan unification.” (“Military and Security Developments Involving the People’s Republic of China,” U.S. Department of Defense, 11/29/2022) [[U.S. Senate 5-16-23](#)]



ADMIRAL  
Michael Gilday  
Chief of Naval Operations

CNO Releases Navigation Plan 2022.  
“The seas are the lifeblood of our economy, our national security, and our way of life,” “The Navy is **committed to accelerating America’s advantage at sea** and our success depends on executing this Navigation Plan with teamwork.”

Speed to  
Capability

Acquisition  
Strategy

Contracting

DevSecOps

Tactical Cloud  
Node

Modular  
Architecture





# PEO C4I Technology Focus Areas



- Zero Trust Architecture
- Software Defined Networking
- Edge Compute Solutions
- Low Earth Orbit/Medium Earth Orbit Communications (NGSO)
- Resilient RF Management
- Trusted, Containerized Software
- Artificial Intelligence / Machine Learning
- And automation, training, maintainability



# PEO C4I Portfolio S&T Focus



## PEO C4I Needs for Science and Technology [Update in development]

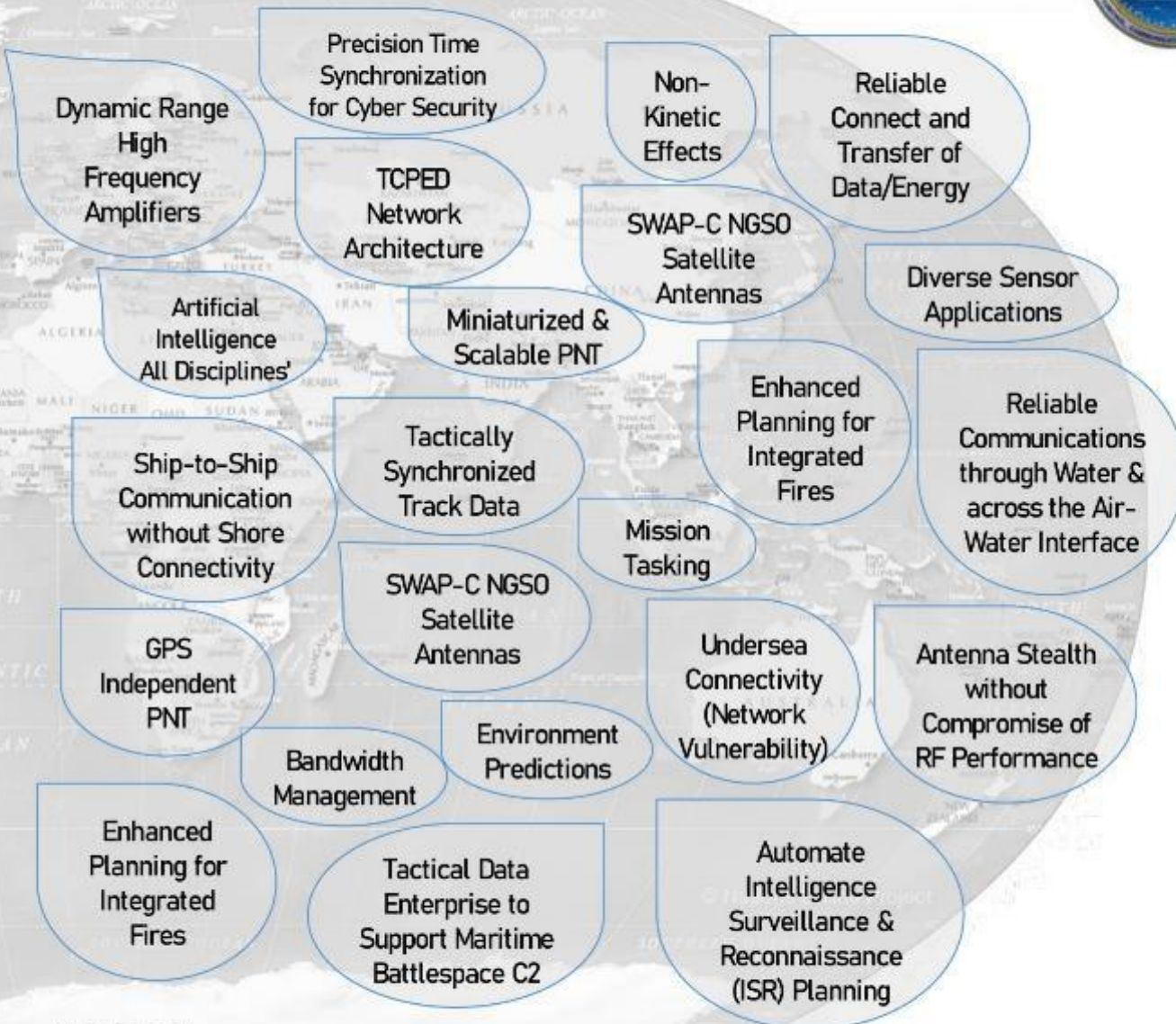
From: Program Executive Officer, Communications, Information Systems, and Intelligence  
 Date: 2009 Sep 20 09:00 AM  
 To: [Redacted]  
 Subject: PEO C4I Needs for Science and Technology [Update in development]  
 Reference: [Redacted]

1. Purpose: The purpose of this memorandum is to present an overview of the current state of the PEO C4I portfolio and to identify key areas of need for Science and Technology (S&T) investment.

2. Background: PEO C4I has completed Information Warfare (IW) and Cyber Operations (CO) studies and presented them to the Joint Chiefs of Staff (JCS) and the Department of Defense (DoD). The JCS and DoD have provided comments and feedback on these studies. PEO C4I is currently working with the Department of Defense (DoD) to address these comments and feedback. The JCS and DoD have also provided comments and feedback on the PEO C4I portfolio of programs.

3. PEO C4I S&T Needs: This memorandum provides an overview of the current state of the PEO C4I portfolio and identifies key areas of need for S&T investment. The needs are organized into four categories: Communications, Information Systems, Intelligence, and Cyber Operations. The needs are organized into four categories: Communications, Information Systems, Intelligence, and Cyber Operations.

K. C. Subramanian



## Challenges | Needs

Operational in ALL levels of War... Beyond today... Superior

Delivering Today,  
Innovating for Tomorrow



***Our Sailors and  
Marines are the PEO's  
North Star***



*Deliver for our Sailors and  
Marines so they can **maneuver,**  
**cyber defend,** and **maintain** in  
the high-end fight*



Thank you for your support to the Fleet!

### ▼ What We Do

- Delivers engineering, integration and lifecycle support of C4I systems for naval aviation platforms, Foreign Military Sales and USCG afloat, ashore, and mobile platforms.

### ▼ Major Systems

- Tactical Mobile (TacMobile) – C4I Ground Support System for the Navy's Maritime Patrol and Reconnaissance Force (MPRF) Family of Systems (FoS)
  - Tactical Operations Center (TOC)
  - Mobile Tactical Operations Center (MTOC)
- C4I Foreign Military Sales (FMS) Systems
  - PMA/PMW 101, PMW 120, 150, 160, 170 Systems
  - Afloat and Ashore Integration
- United States Coast Guard (USCG) and Navy C5I Systems for USCG Acquisition and Sustainment Applications



**FY23 TOA: \$431.2M**

### Primary Customers

- USCG CG-9, CG-6, & C5ISC
- PEO C4I PMW 740/750/760
- NAVAIR PMA 290
- NAVSEA & PEOs

Support includes end-to-end Systems Engineering and Lifecycle Support.



# Upcoming Contract Development Efforts

## ▼ USCG — Acquisition Support with Systems Engineering and Technical Services

- Provide Engineering, Program Management, Financial Management, Procurement, Integration and Installation, Training, and Integrated Logistics services in support of acquisition through integration and delivery of designated C5I systems onboard USCG New Construction platforms

- **Acquisition Strategy**
  - Seaport NxGen– TBD
- **Solicitation/PID#**
  - N65236-24-RFPREQ-LSUBP00006-0004
- **RFP Estimated: Q2 FY24**
- **Estimated ROM: >=\$100M, <\$250M**
- **Contract award planned for: Q1 FY25/Q2 FY25**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries, including but not limited to:
    - Virginia, South Carolina, Florida, Maine, Hawaii, Alaska, Washington DC, Guam, California

# Upcoming Contract Development Efforts

## ▼ USCG — Readiness, Integration, Technical and Engineering Services

- Provide sustainment and maintenance of the technical, functional, and operational capabilities for the lifecycle of Coast Guard Type, Coast Guard Owned (CTCO), Navy Type, Navy Owned (NTNO), and Navy Type, Coast Guard Owned (NTCGO) equipment and systems ranging from radio frequency satellite communications to information technology based technical areas. The execution of this tasking will require expertise in the areas of integrated logistics, program management, and engineering design, development, and sustainment. Support services include a full spectrum of integrated logistics, cybersecurity and information assurance, and sustainment and recapitalization for USCG equipment and systems.

- **Acquisition Strategy**
  - Seaport NxGen –TBD
- **Solicitation/PID#**
  - N65236-24-RFPREQ-LSUBP00006-0001
- **RFP Estimated: Q2 FY25**
- **Estimated ROM: >=\$100M, <\$250M**
- **Contract award planned for: Q1 FY26/Q2 FY26**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries, including but not limited to:
    - Virginia, South Carolina, Florida, Maine, Hawaii, Alaska, Washington DC, Guam, California

# Upcoming Contract Development Efforts

## ▼ USCG — Information Technology and Network Based Engineering

- Provide C5I Information Technology and Network-based communications, maintenance, and sustainment support on USCG Afloat, Ashore and Mobile platforms and associated USN platforms. This support encompasses program management, engineering, and technical services, including technical design and documentation, test and evaluation support, material procurement, system and component integration and implementation, equipment repair, and training.

- **Acquisition Strategy**
  - Seaport NxGen –TBD
- **Solicitation/PID#**
  - N65236-24-RFPREQ-LSUBP00006-0003
- **RFP Estimated: Q3 FY24**
- **Estimated ROM: >=\$100M, <\$250M**
- **Contract award planned for Q3 FY25**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries, including but not limited to:
    - Virginia, South Carolina, Florida, Maine, Hawaii, Alaska, Washington DC, Guam, California



# Upcoming Contract Development Efforts

## ▼ TACMOBILE — Engineering, Integration and Installation Support

- Provide full system lifecycle support of multilevel security information systems from sustainment of the existing fielded configuration to developing and fielding of future capabilities for the TacMobile sites (USN, RAAF and FMS customers) including the activities related to foreign disclosure and releasability of the TacMobile system. The TacMobile design is flexible and modularized in order to support a myriad of Maritime Patrol Reconnaissance Force (MPRF) missions and operating environments.

- **Acquisition Strategy**
  - Seaport NxGen –TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00006-0122
- **RFP Estimated: Q2 FY24**
- **Estimated ROM: >=\$100M, <\$250M**
- **Contract award planned for: Q4 FY24/Q1 FY25**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - South Carolina; Maryland; Florida; Washington; Hawaii; Japan; Italy; Bahrain, Australia, United Kingdom, Norway, New Zealand, Korea, Germany, Canada, Japan, Iceland, Denmark, Saudi Arabia, Indonesia.

# Upcoming Contract Development Efforts

## ▼ C4I FMS — Saudi Arabia - FMS Cases - Engineering Services

- Provide system support including design, engineering, program management, logistics, integration, installation, and test of Foreign Military Sales (FMS) tailored, interoperable Command, Control, Communications, Computers, and Intelligence (C4I) systems. This order is to provide the Kingdom of Saudi Arabia Royal Saudi Naval Forces (RSNF) interoperable C4I systems, Tactical Data Link capability, including Link-16, ADSI and integration with existing C4I equipment for use in ashore and afloat platforms.

- **Acquisition Strategy**
  - Seaport NxGen –TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00006-0095
- **RFP Estimated:** Q2 FY24
- **Estimated ROM:** >=\$10M, <\$50M
- **Contract award planned for:** Q1 FY25
- **Classification:** Secret
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - South Carolina
    - Saudi Arabia

# Upcoming Contract Development Efforts

## ▼ C4I FMS — CPN/CENTRIXS Multi-Country

- Provide system engineering technical support, on-site technical support, design, logistics, integration, installation and testing of Foreign Military Sales (FMS), United States Central Command (USCENTCOM) Partner Network (CPN) and Combined Enterprise Regional Information Exchange System (CENTRIXS). This order is to provide technical support within the CENTCOM AOR, to include full-time Field Service Representatives (FSR), on-site technical support, engineering, logistics, procurement, integration, installation, test, network administration, sustainment, familiarization and training as needed for CPN or CENTRIXS.

- **Acquisition Strategy**
  - Seaport NxGen – TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00006-0107
- **RFP Estimated: Q2 FY24**
- **Estimated ROM: >=\$10M, <\$50M**
- **Contract award planned for: Q1 FY25**
- **Classification: Secret**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - South Carolina
    - CENTCOM AOR – Including but not limited to Oman, Qatar, Kuwait, Saudi Arabia, Bahrain

# Upcoming Contract Development Efforts

## ▼ NAVAIR FMS

- Provide full system lifecycle support of information systems for the sustainment and upgrades of the existing fielded ground support configuration, to include installation, training, configuration management, and International Site Support for the FMS P-3 aircraft efforts.

- **Acquisition Strategy**
  - Seaport NxGen – TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00006-0143
- **RFP Estimated: Q3 FY24**
- **Estimated ROM: >=\$100M, <\$250M**
- **Contract award planned for: Q4 FY25**
- **Classification: Secret**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - Maryland; South Carolina



## Surface Ship Integration Division Overview

### ▼ What We Do

- Provide the engineering necessary for integrating C4I systems into a shipboard applications aboard U.S. Navy, MSC, and USV.

### ▼ Major Systems

- C4I for Surface New Construction
- C4I for Large Deck New Construction
- Shipboard Interior Communications
- Cooperative Engagement Capability (CEC)

Executes the advanced planning, engineering, integration and installation of C4I equipment on new-construction ships.



**FY23 TOA: \$152M**

### Primary Customers

- PEO C4I PMW 750
- PEO C4I PMW 760
- NAVSEA & PEOs
- IWS 6.0
- Military Sealift Command
- Various USN Commands

# Surface Ship Integration Division (PMW 750/760)

## Future Opportunities & Needs

### ▼ Future Opportunities/Growth

- 5G Technology
- Training
- Testing

### ▼ Where Industry Can Help

- Technology
  - 5G integration into a shipboard environment
  - 5G interfaces on/off ship
  - Distributed Antenna Systems (DAS) for shipboard interior communications
- Training for Radio Communications Suites (RCS)
  - Overview for specific platforms
  - Operator manuals
  - Interactive courseware
  - Student instructor guides
- Testing
  - Exploring next gen auto cable testers for RCS

# Surface Ship Integration Division (PMW 750/760) Interior Communications (IC) IPT

**Program Office:** NAVSEA 05H

**IPT Lead:** Randy Freeman

**Mission:** Deliver superior Interior Communications (IC) capabilities for the entire Navy Fleet. Provide the acquisition, engineering, logistics, and execution of projects. PEO Ships, PEO Carriers, PEO USC, NAVSEA05H, CNSF, MSC, AIRLANT, NAVAIR.

## Projects

- **Integrated Voice Network (IVN)** - AN/STC-4
- **Integrated Voice Communication System (IVCS)** - AN/STC-2, MarCom and AN/STC-3/3A/3B
- **Announcing (1,3,5,6MC)** and Intercom Systems (23/26MC, 46MC, 12CK) (ANN)
- **Shipboard Air Traffic Control Communications (SATCC)**
- **Hierarchical Yet Dynamically Reprogrammable Architecture (HYDRA)** - AN/SRC-55
- **Shipwide Interior Wireless Communication System (SIWCS)** - AN/SRC-59
- **Video systems (SITE TV)**



## Naval Benefits:

The IC IPT delivers MAC 1 mission critical interior communications capabilities for the entire Navy Fleet. These systems provide the NAVY with communication systems that meet the ships and sailors operational mission requirements. Provides the acquisition, engineering, logistics, and execution of projects within IC COMMs IPT and overall Interior Communications Strategy.

# Surface Ship Integration Division (PMW 750/760) Surface New Construction IPT

**Program Office:** PEO C4I – PMW 760

**IPT Lead:** George Oakley

**Mission:** Surface NewCon IPT is focused on delivering superior integrated and interoperable C4I capabilities to U.S. Navy Unit Level Combatant, Sea Lift, Auxiliary, and Unmanned surface platforms.



## Projects

- Future Ships
- USV (MUSV, OUSV, LUSV)
- LPD
- FFG
- DDG
- T-AO
- LCS
- EPF
- T-ATS
- LCU
- T-ESB
- T-AGOS
- T-ARC
- AS(X)
- iRCS

## Naval Benefits:

The Ship Integration Program Office designs, integrates, tests and delivers interoperable, cyber-secure C4I end-to-end capabilities to our naval and Coast Guard surface ships during New Construction and Modernization. PMW 760 employs system-of-systems engineering and configuration management processes to increase commonality in deployed C4I Baselines, reduce life-cycle costs and sustain the most effective capabilities for Fleet warfighters.



# Surface Ship Integration Division (PMW 750/760) Large Deck New Construction (LDNC) IPT

**Program Office: PEO C4I – 750**

**IPT Lead: Joe Nitz**

**Mission:** Large Deck NewCon IPT is focused on delivering superior integrated and interoperable C4I capabilities to Navy aircraft carriers and amphibious ships; CEC RMF assessment and cyber engineering

## Projects

- **Ford Class CVN NewCon:**
  - Completed: CVN 78
  - Current: CVN 79, CVN 80, CVN 81
- **Nimitz Class CVN RCOH:**
  - Completed: CVN 71, CVN 72
  - Current: CVN 73, CVN 74, CVN 75
- **America Class LHA:**
  - Completed: LHA 6, LHA 7
  - Current: LHA 8, LHA 9
  - CEC: CORE, RMF FMS Cases, FFG(X)



## Naval Benefits:

Delivering integrated, joint and coalition-interoperable C4I capabilities to Navy aircraft carriers, force-level amphibious ships, command ships, and aircraft.

**IWS4/6, USMC, PMS515, NAVAIR CEC**



# Surface Ship Integration Division (PMW 750/760) C4ISR System Integration Facility (C-SIF)

## Focus

- Delivering superior integrated and interoperable C4I capabilities to the Navy and Military Sealift Command
- 45,000 sq ft reconfigurable facility
  - Open secret, Network and Over the air connectivity
- Risk Mitigation during the integration period early in the ship construction cycle
- Engineering design, and production of RCS and SESS racks integrating crypto and tactical variant switching capability
- Reconfigurable Bulkheads and Wireways IAW GFI
- Validation of stage 3 and 4 test procedures
- Incorporates Interactive Test Procedures (ITP)
- Completion of C4I spaces during SCN/RCOH
- Integrated logistics support

## Ongoing Engineering Integration Efforts

- OUSV, LUSV, MUSV, CVN (SCN / RCOH) LHA, LPD, T-EPF, T-ESB, T-AO 205, T-ATS, LCU 1700, FFG, LAW

## Other Supported efforts

- Cooperative Engagement Capability (CEC), Coast Guard, Multi-Media,

## Future Efforts

- Scheduled T-ARC, LSM, AS(X), NGLS, LUSV, MUSV

The NIWC Atlantic command C-SIF provides a controlled environment to integrate, test, and deliver interoperable C4I system of systems capabilities to the Navy Force-Level, Unit-Level, and MSC/Auxiliary surface ships during new construction.

The C-SIF enables land based validation of C4I systems design and systems interoperability - development and refinement of GFI provided to the Shipbuilder during detailed design and allows for capability change within Government controls prior to GFE delivery.

## Overall Naval Benefit:

Significantly reduces costs by integrating platform C4I in the C-SIF vice onsite at a shipyard. Reduced risk to the shipbuilders critical path via C-SIF Integration & Validation Processes

### Integration and Test



### C-SIF



### Design/Engineering



## Submarine Integration Division Overview

### ▼ What We Do

- Deliver C5I capabilities and support to the Navy's submarine and associated ashore comms infrastructure during new construction and modernization.

### ▼ Major Systems

- Common Submarine Radio Room (CSRR)
- Submarine Operational Authority (SUBOPAETH)
- Low Band Universal Communications System (LBUCS)
- Fleet Submarine Broadcast System (FSBS)
- Submarine Warfare Federated Tactical System (SWFTS)
  - Sonar, Combat Control, Imaging, Electronic Warfare, and Radar
- C5I System and Weapons Shipping, Handling, Launching Systems Integrated Test Team (CWITT)
  - Non Propulsion Electronic Systems (NPES)
  - Weapons, Shipping, Handling and Launchers



**FY23 TOA: \$212M**

### Primary Customers

- PEO C4I PMW 770
- NAVSEA & PEO SUB
- Fleet Type Commanders

Support includes antenna to weapon system integration, engineering, fielding, test, logistics, sustainment and Fleet support.

# Submarine Integration Division (PMW 770)

## Future Opportunities & Needs

### ▼ Future Opportunities/Growth

- Nuclear Command, Control and Communications-Naval (NC3-N)
  - Information handling, storage and distribution
  - Defense Industrial Base adherence and compliance with future policy
- Platform integration of SWFTS and C4I
  - System Engineering and Integration (SE&I)
  - Schedule Integration during Modernization for NPES (C5I)
- Columbia Class and SSN-X
  - Test and Evaluation, Logistics, Configuration Management, Information Security, Cyber Security, MBSE, etc.
- Submarine Software and Tools Development
  - Application development for Submarine Test Programs (Interactive Test Program – IPT)
  - Application development for Submarine Modernization Efforts (SM3)
  - Software development for Submarine Shore Based NC3 Communications

### ▼ Where Industry can Help

- Match and deliver the Navy's demand for new technologies and equipment.
- Ensure the growth and health of technical knowledge and skills.
- Improve planning and communication. Keep lines of communication open, deliver on time.



# Upcoming Contract Development Efforts

## ▼ Multi-Reconfigurable Training System (MRTS) - C4I Software Engineering, Training, Curriculum Development and Logistics Support

- This order is to provide Training Services, Curriculum Development, Requirements Development, Engineering, Program Management, Technical Documentation and Product Support Management, required for the development and maintenance of C4I simulation training software and systems for DoD and Federal sponsors.

- **Acquisition Strategy**
  - Seaport NxGen – SBSA
- **Solicitation/PID#**
  - N65236-23-RFPRFQ-LSUBP00035-0001
- **RFP Estimated: Q1 FY24**
- **Estimated ROM: >=\$50M, <\$100M**
- **Contract award planned for: Q2 FY24/Q3 FY24**
- **Classification: TS/SCI access**
- **Location of performance:**
  - NIWC Atlantic Facilities
  - Government support facilities:
    - Virginia, Georgia, South Carolina, Florida, Maine, Connecticut, Hawaii, Washington, Guam, Rhode Island, California, Japan

# PMW 790

## Shore C4I Integration Division Overview

### ▼ What We Do

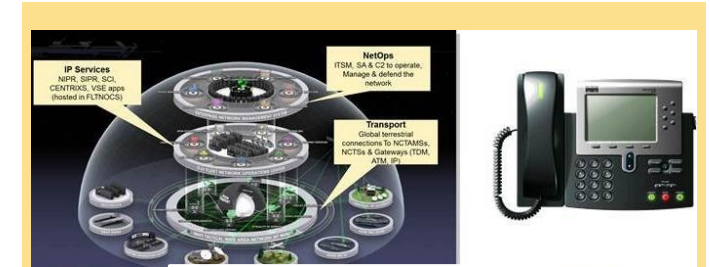
- Designs, integrates, tests and delivers interoperable C4I infrastructure to support naval afloat, sub-surface, air platforms and shore network communications.

### ▼ Major Systems

- Shore Tactical Assured Command and Control (STACC)
- United States Naval Observatory (USNO) Precise Timing and Astrometry (PTA) Networks
- Naval Modular Automated Communications System II (NAVMACS II)
- Command and Control Office Information Exchange (C2OIX)
- Unified Capabilities Voice Solutions
- VINSON ANDVT Crypto Modernization (VACM)
- Automated Digital Network System (ADNS) Voice
- Defense Red Switch Network (DRSN)

### ▼ Primary Customers

- PEO C4I PMW 790
- NAVIFOR & other PEOs



**FY23 TOA: \$110M**

### Primary Customers

- PEO C4I PMW 790
- NAVIFOR & other PEOs

Support includes integration of voice, video and data across shore infrastructure supporting deployed warfighters.

# Shore C4I Integration Division (PMW 790)

## Future Opportunities & Needs

### ▼ Future Opportunities/Growth

- DevSecOps
- MBSE
- 5G Technology
- Automated Patching/IA compliance (push technology)
- Software Defined Networking and Software Networks
- Proactive Sustainment techniques

### ▼ Where Industry can Help

- Classified Network w/connection to SIPRNET
- Capabilities needed:
  - RHEL
  - Ansible
  - Windows AD/Exchange
  - Cloud Architecture
  - Agile Scrum
  - Endpoint Security Solution (ESS)
  - Containerization

# Upcoming Contract Development Efforts

## ▼ Shore Networks (ShoreNet) Capability-Based In-Service Engineering Activity (CB-ISEA) Support

- Provide sustainment activities to maintain all systems under the ShoreNet CB-ISEA and ensure they maintain their threshold Ao. Activities include technical, engineering, logistics and modernization support.

- **Acquisition Strategy:**
  - Seaport NxGen - SBSA
- **Solicitation/PID#:**
  - N65236-23-RFPREQ-LSUBP00015-0002
- **RFP Estimated: Q1 FY24**
- **Contract award planned for: Q4 FY24/Q1 FY25**
- **Estimated ROM: >=\$50M, <\$100M**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - South Carolina, Virginia, San Diego, Hawaii



# Upcoming Contract Development Efforts

## ▼ Ashore Navy Network Operation Center Support (Tactical Shore Systems – TSS – IPT)

- Provide full system engineering and sustainment support including technical and program management support as well as onsite administration support in Naples, Italy. Tasking includes the Tactical Shore Systems (TSS) design, transition, and sustainment activities for Naval Information Warfare Center (NIWC) Atlantic. This support encompasses engineering, integration, documentation, configuration management, training, analysis, and recommendations for technical, logistical, and life cycle support for Ashore Navy Network Operation Centers.

- **Acquisition Strategy**
  - Seaport NxGen –TBD
- **Solicitation/PID#**
  - N65236-23-RFPREQ –LSUBP00015-0064
- **RFP Estimated: Q1/Q2 FY24**
- **Contract award planned for: Q4 FY24**
- **Estimated ROM: >=10M, <\$50M**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - South Carolina
    - Virginia
    - San Diego

# Upcoming Contract Development Efforts

## ▼ Engineering, Technical, Integration and Infrastructure Support (Unified Capabilities Voice Solutions - UCVS IPT)

- Provide full system engineering and sustainment support including technical and program management support. Technical, Logistical, Infrastructure, and Engineering Services in support of Base Communication systems, OUSD, and PEO HQ

- **Acquisition Strategy**
  - Seaport NxGen - Unrestricted
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00015-0008
- **RFP Estimated:** Q4 FY23/Q1 FY24
- **Contract award planned for:** Q2 FY24
- **Estimated ROM:** >=\$50M, <\$100M
- **Classification:** TS/SCI access
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - South Carolina
    - Virginia
    - San Diego
    - Italy

# Upcoming Contract Development Efforts

## ▼ Telephony Engineering, Technical, Logistical, and Cybersecurity Services (Unified Capabilities Voice Solutions - UCVS IPT)

- Provide full system engineering and sustainment support including technical and program management support. Telephony Engineering, Technical, Logistical, and Cybersecurity Services in support of PEO HQ

- **Acquisition Strategy**
  - Seaport NxGen - SBSA
- **Solicitation/PID#**
  - N65236-23-RFPREQ-LSUBP00015-0041
- **RFP Estimated: Q1 FY24**
- **Contract award planned for: Q1/Q2 FY24**
- **Estimated ROM: >=10M, <\$50M**
- **Classification: TS/SCI access**
- **Location of performance:**
  - Contractor facilities
  - Government facilities in the following states/countries:
    - South Carolina
    - Virginia
    - San Diego

# Fleet Installations and Response Division Overview

## ▼ What We Do

- Provide fleet modernization after new platform delivery through the FRD Installation Office (FIO) and direct fleet technical sustainment support through the Fleet Support Office (FSO) partnering with the Capability-Based ISEAs (CB-ISEA).

## ▼ Major Systems

- C4I Surface Modernization
- C4I Shore Modernization
- C4I Submarine Modernization
- Fleet Support Services

## ▼ Primary Customers

- NAVWAR FRD 100, 200
- PEO C4I PMWs
- NAVSEA PEOs
- Numbered Fleet Commanders, TYCOMs, and ISICs



**FY23 TOA: \$341M**

### Primary Customers

- FRD 100
- FRD 200
- NAVSEA & PEOs
- NAVSUP



# Fleet Installation and Readiness Division (FRD)

## Future Opportunities & Needs

### ▼ Future Opportunities/Growth

- DevSecOps
- Data analysis and digitalized reporting supporting modernization and sustainment execution
- Predictive AI
- Automated Scheduling
- Proactive Sustainment techniques

### ▼ Where Industry can Help

- Match and deliver the Navy's demand for new technologies and equipment
- Develop and retain a skilled workforce
- Deliver on time

*Naval Information  
Warfare Center*



*ATLANTIC*

**Questions?**

Naval Information  
Warfare Center



ATLANTIC



## Mission:

Conduct research, development, prototyping, engineering, test and evaluation, installation, and sustainment of integrated information warfare capabilities and services across all warfighting domains with an emphasis on Expeditionary Tactical Capabilities & Enterprise IT and Business Systems in order to drive innovation and warfighter information advantage.

## Vision:

WIN THE INFORMATION WAR.

Learn More: <https://www.niwcatlantic.navy.mil>

FOLLOW US ON SOCIAL MEDIA  
SEARCH "NAVWAR"



*NIWC Atlantic is part of the Naval Research & Development Establishment (NR&DE)*



# Company Spotlight:

Booz | Allen | Hamilton®

- Size of Business: Large
- Year Established: 1914
- Number of Employees: 32,000
- NAICS codes: 541611
- POC: Tad Walls / [walls\\_jr\\_thomas@bah.com](mailto:walls_jr_thomas@bah.com) or  
Rodney Clayton / [clayton\\_rodney@bah.com](mailto:clayton_rodney@bah.com)
- Company Website: <https://sigmadefense.com/>



**Booz  
Allen®**

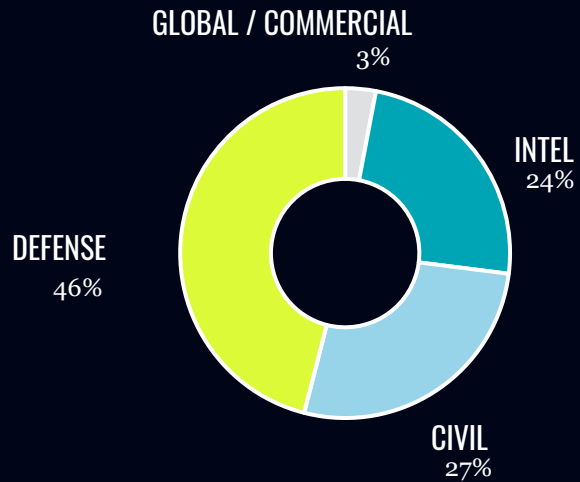


# **CORPORATE SPOTLIGHT**

**OCTOBER 2023  
SBI01**

# BOOZ ALLEN CORPORATE OVERVIEW

We bring bold thinking and a desire to be the best in our work in consulting, analytics, digital solutions, engineering, and cyber and with industries ranging from defense to health, energy, and international development.



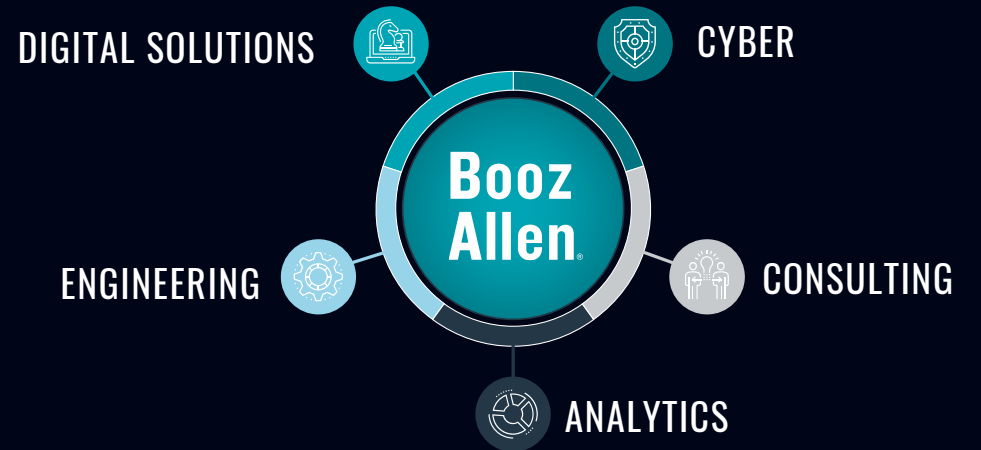
**31,100+**  
**NUMBER OF EMPLOYEES**  
*As of December 31, 2022*

*Founded in 1914*

*Headquartered in McLean, VA*

## SINGLE P&L

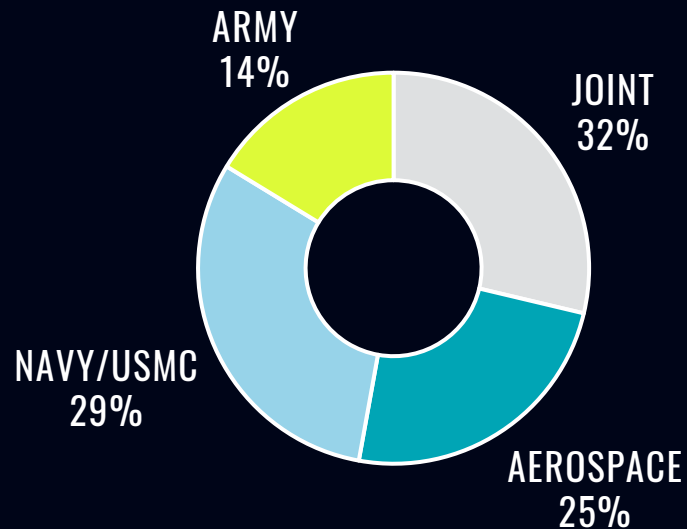
*World Class Expertise*



## DEFENSE SECTOR OVERVIEW

Serve a breadth of defense agencies and customers in the Federal Government and military spaces with a diverse spectrum of mission needs. Provide deep technical expertise in areas such as strategy, data analytics, cyber security, engineering, and more, supporting U.S. warfighters prepare for current and future threats.

### *Strong, Balanced Customer Base*



*U.S. Navy becomes first government client (1940)*

**~\$4.13 billion** in  
FY23  
**REVENUE**

**CUSTOMER/  
MISSION- BASED  
ORGANIZATION**



**14,300+**  
**NUMBER OF EMPLOYEES**

*As of June 15, 2023*

*~50/50 split between Mission Support and Engineering & Technology occupational role*

# INVESTING IN THE MISSION

## *MISSION SYSTEMS INTEGRATION FACILITY (MSIF)*



**The MSIF enables integrated engineering capabilities that are innovative, open, and secure, removing costly barriers and enabling the U.S. Government full flexibility to design, develop, upgrade, and sustain weapons systems organically.**

***Available to interested Government clients, we welcome a discussion.***

### Grand Opening in August 2023

The MSIF is a multi-configurable 20,000-square-foot facility located in California, MD. It provides access to an ecosystem of resources to support the product development lifecycle to rapidly engineer, integrate, and test solutions with the synergy of emerging technology and manufacturing, closing critical mission capability gaps for the Department of Defense.

Capabilities include:

- ✓ High-bay integration garage
- ✓ Hardware and software labs
- ✓ Warehousing space
- ✓ Anechoic chamber
- ✓ Rapid prototyping space
- ✓ Immersive demonstration space
- ✓ Cable assembly labs

Capabilities are networked across Booz Allen's robust engineering facility ecosystem.



# INVESTING IN THE MISSION

## *PANAMA CITY BEACH MANUFACTURING AND FABRICATION FACILITY*

### 50,000 sq. ft Industrial Site:

- AS9100/ISO 9001 Certified Site
- Secure High Bay w/ Locked Storage
- 1.1 Acres Fenced Outside Storage
- CNC Machine Shop
- Quality Control Department/Lab
- Secret and Top-Secret Cleared Staff
- Reconfigurable Lean Assembly Cells
- Shipping and Receiving Department
- Warehousing, w/ Supporting MRP/ERP System
- Government Property Control System
- Local/Nationwide Network of Fabrication Support Vendors
- On-site Safety Manager and OSHA Trained Staff
- Material handling equipment: forklifts, cranes, etc.



# INVESTING IN THE MISSION

## ARTIFICIAL INTELLIGENCE



# \$1B

### of AI Work

The largest provider of public sector AI services today. Source: Bloomberg Government



# 150+

### AI Projects

Existing cross-market portfolio captured through early-mover advantage



# \$800M

### CDAO

Lead Solutions Integrator for the Chief Digital and Artificial Intelligence Office Joint Warfighting Operations Mission Initiative



# 500+

### AI/ML Practitioners

4,000+ Data Scientists



# 63

### Patents

Patents in AI, Machine Learning, and Deep Learning generated from our AI research



# 83,830

### Data Science Hours Volunteered

Via pro bono work and the Data Science Bowl, the largest data science for social good competition in the world

# INVESTING IN THE MISSION

## BOOZ ALLEN VENTURES

**A \$100 million corporate venture capital investment that furthers our commitment to invest in strategic dual-use, commercial technologies that will provide federal clients disruptive technology for critical missions.**

- Leveraging our deep mission intimacy, investment is made in early-stage companies to accelerate technology development and insertion
- Enables federal clients to have fast-track access to game-changing technologies
- To date we have invested in multiple technology start-ups that are transforming how federal agencies respond to complex and rapidly evolving missions

### Investment Focus Areas



#### ARTIFICIAL INTELLIGENCE

Technologies applicable to expanding, scaling and securing the AI pipeline such as AI hardware and optimization, edge computing, and ML deployment.



#### NATIONAL CYBERSECURITY

Technologies that improve the cybersecurity and resilience of federal systems and critical infrastructure.



#### DIGITAL BATTLESPACE

Technologies applicable to C3, ISR, and Special Missions with the aim of supporting the DoD's implementation of a JADC2 vision.



#### DEEP TECH

Cutting edge technology poised for government adoption: 5G, quantum, digital twin, human performance, AR/VR, space, and advanced manufacturing.

Naval Information  
Warfare Center



ATLANTIC

Naval Information Warfare Center Atlantic

# NavalX Palmetto Tech Bridge Update — Intro to SBIR/STTR

66th Small Business Industry Outreach  
Initiative (SBIOI) Symposium

18 October 2023

**Erik Gardner**

Director, Palmetto Tech Bridge

Naval Information Warfare Center (NIWC) Atlantic

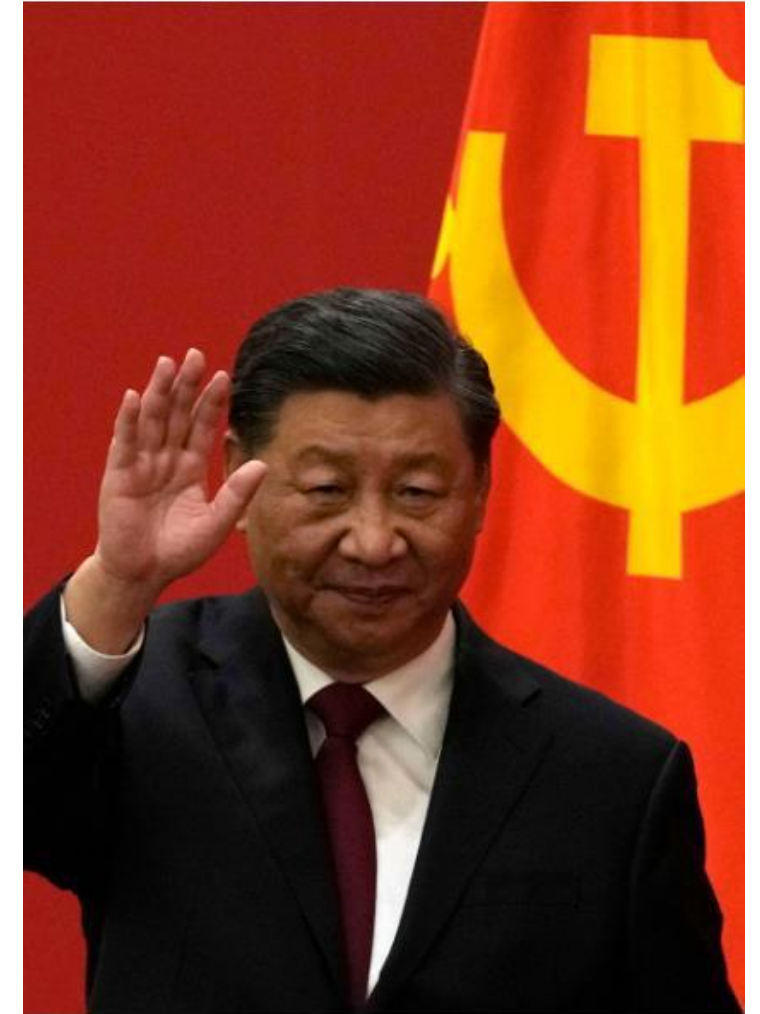




# Mission Focus – Winning All Phases of Strategic Competition



Acute Threats



Pacing Threat

# If we fail....

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# 19 Naval Tech Bridges & Six CAW Locations

Tech Bridges will operate on a “franchise” model allowing each region to develop their own model to connect to their unique innovation ecosystem



The Centers for Adaptive Warfighting (CAW) empower leaders and warfighters by delivering industry best practices for complex problem-solving and ideation, in order to exponentially increase velocity and productivity at the lowest and highest levels, from the naval workforce out to the farthest reaches of the fleet.

# Palmetto Tech Bridge

## Technology Focus Areas:

- *Artificial Intelligence (AI/ML)*
- *Assured Communication*
- *Cybersecurity*
- *Live, Virtual, Constructive (LVC)*

## ▼ Objective

- To build, enhance and sustain a regional naval innovation ecosystems centered around the NIWC Atlantic lab that supports greater collaboration with a variety of partners and stakeholders, both traditional and non-traditional, on projects of relevance to the DON and work toward transitioning dual-use solutions to meet both national defense needs and enhance the region's economic strength with innovative commercial products.

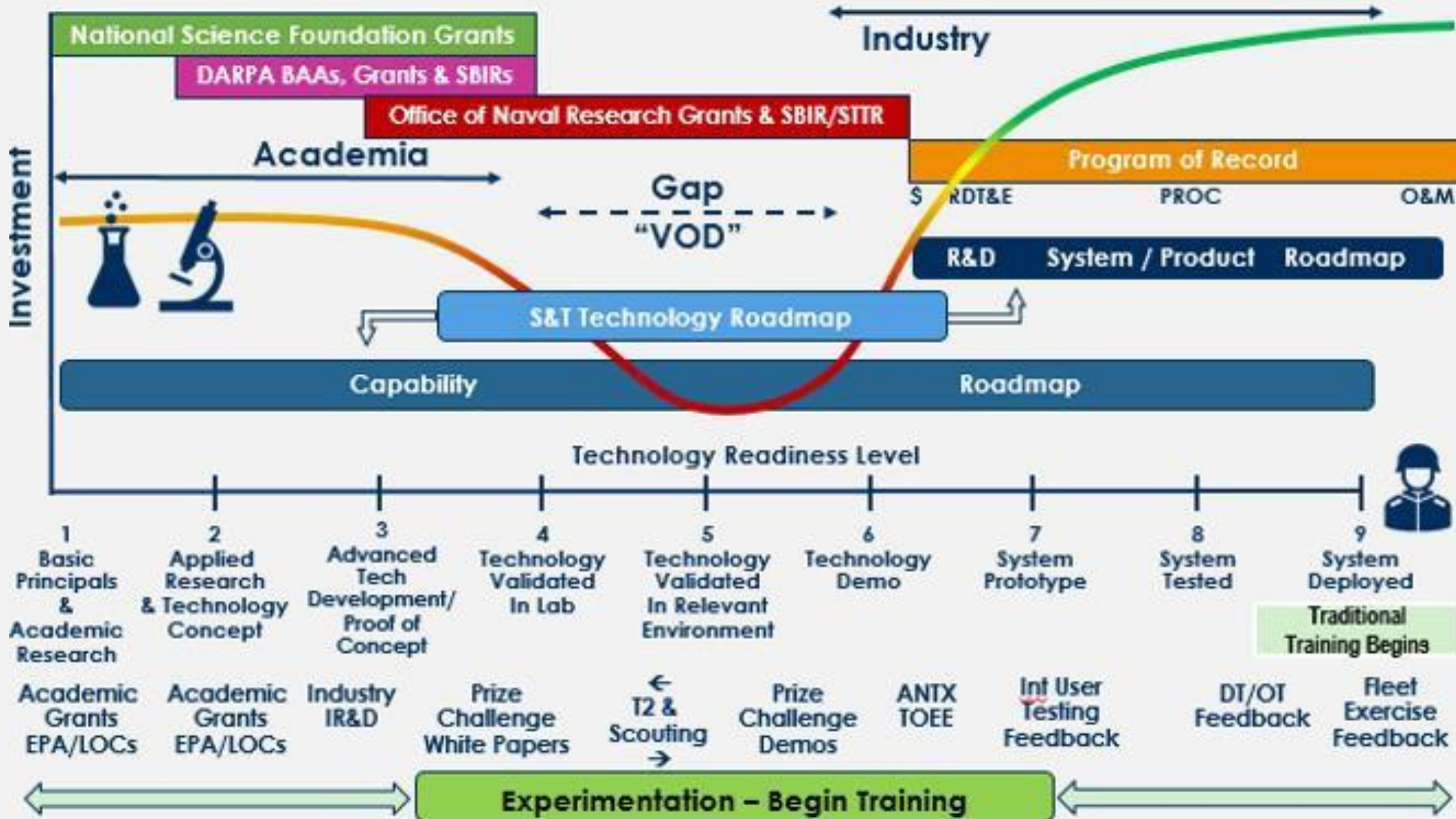
## ▼ Success

- Demonstrated collaboration and trust as an innovation ecosystem able to more quickly and agilely, operationalize S&T, unleashed innovation, think creatively, produce timely solutions, and be known as a center of Decision Advantage excellence for the Navy and the SE region.

**Workforce and Technology Development**



# Bridging the Technology Valley of Death (VOD) Isn't Enough — We Must Increase “Reps & Sets”



# Palmetto Tech Bridge

## The Power of Partnerships 2023 Year in Review



### ▼ Partnership Intermediary – SC Council on Competitiveness



### ▼ Academia

- EPAs — focus on HBCU/MSIs
  - Turning Partnership Agreements into Partnership Activities
- Experiential Learning - Apprenticeships, Internships



### ▼ Other Federal

- Dept of Energy -SRS/SRNL
- Army PEO-STRI TSMO Huntsville
- National Security Innovation Network (NSIN)
- National Cyber Range Complex
- SC Army and Air National Guard



### ▼ State Government

- Dept of Commerce
- Dept of VA
- Dept of Natural Resources
- Dept of Education
- Governor's Office
  - SC Broadband Office
  - SC Cyber Strategy



### ▼ Outreach

- Command Website
- LinkedIn – Follow Us!!!
  - Prize Challenges
  - Tech Talks
  - SBIR/STTR Opportunities



# SBIR/STTR Mission



**Mission: To support scientific excellence and technological innovation through the investment of Federal research funds in critical American priorities to build a strong national economy.**

- Stimulate technological innovation
- Meet Federal R&D needs
- Increase private-sector commercialization of innovations derived from Federal research and development funding.

All national SBIR/STTR info can be found at [sbir.gov](https://sbir.gov)

All Navy SBIR/STTR info can be found at [navysbir.com](https://navysbir.com)



**Ms. Rianna Susco**

Palmetto Tech Bridge

SBIR/STTR Outreach Coordinator

[Rianna.l.susco.ctr@us.navy.mil](mailto:Rianna.l.susco.ctr@us.navy.mil)

# Definitions

## SBIR

### Small Business Innovation Research

Supports early-stage research and development projects at small businesses.

Permits partnering but is not required.  
Subcontracting is limited to 33% in Phase 1 and 50% in Phase 2.

## STTR

### Small Business Technology Transfer

To bridge the gap between basic science and commercialization of resulting innovations.

Requires small business to formally collaborate with a nonprofit research institution in Phase 1 and Phase 2.



# SBIR Program Phases

## Phase 1

### Idea Generation

To establish the technical merit, feasibility, and commercial potential of the proposed R&D efforts and to determine the quality of performance of the small business awardee organization.

\$140K Base, \$100K Option  
12-month PoP

## Phase 2

### Prototype Development

To continue the R/R&D efforts initiated in Phase I based on the results achieved and the merit and commercial potential of the project.

Typically, only Phase I awardees are eligible for a Phase II award.

Up to \$1.8M  
18-24 month PoP

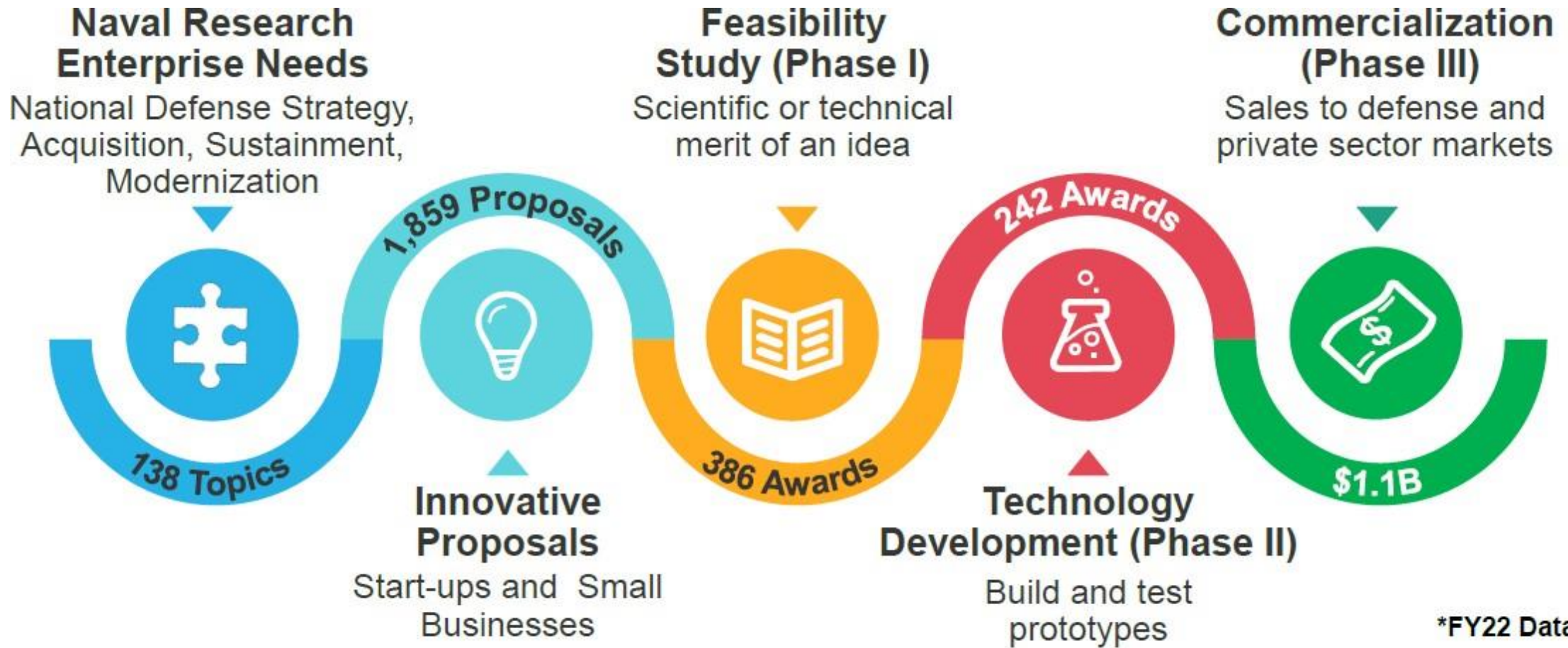
## Phase 3

### Infusion and Commercialization

To pursue commercialization objectives resulting from the Phase I/II R/R&D activities.

SBIR/STTR programs do not fund Phase III.

# SBIR Process Cycle



# How to Participate

## 1. Determine eligibility

- Organized for-profit located in the United States
- No more than 500 employees, including affiliates
- More than 50% owned and controlled by individuals who are citizens or permanent resident aliens of the United States
- More eligibility requirements and special rules for STTR partnering institutions at [www.sbir.gov/](http://www.sbir.gov/) and [www.navysbir.com/](http://www.navysbir.com/)

## 2. Research the topics

## 3. Read the Broad Agency Announcements (BAAs) and any other related guidelines (See BAAs here: <https://www.navysbir.com/solicitations.htm>)

## 4. Submit proposal



# DON SBIR/STTR Topics

## ▼ Upcoming Opportunities:

PROGRAM	PRE-RELEASE	OPEN	CLOSE
DoD SBIR/STTR 2023.1/A	1/11/2023	2/8/2023	3/8/2023
DoD SBIR/STTR 2023.2/B	4/19/2023	5/17/2023	6/14/2023
DoD SBIR/STTR 2023.4 (Navy Open Topics)	6/15/2023	7/13/2023	8/15/2023
<b>DoD SBIR/STTR 2023.3/C</b>	<b>8/23/2023</b>	<b>9/20/2023</b>	<b>10/18/2023</b>
DoD SBIR/STTR 2024.1/A*	11/29/2023	1/3/2024	2/7/2024

\*Dates subject to change



## DON SBIR/STTR Topics (Continued)

### ▼ Two Sources:

- Office of Small Business Programs (OSBP)
  - Traditional companies that already work with NIWC Atlantic
  - Click here for more info: <https://www.niwcatlantic.navy.mil/for-industry/>
- Palmetto Tech Bridge (PTB)
  - New or non-traditional companies that aren't currently working with NIWC Atlantic

## For Additional Information

### ▼ Dept. of Navy SBIR/STTR PMO

- Bob Smith- Director  
– [robert.l.smith42.civ@us.navy.mil](mailto:robert.l.smith42.civ@us.navy.mil)

### ▼ OSBP-

<https://www.niwcatlantic.navy.mil/for-industry/>

- John O'Connor, NIWC Atlantic — Deputy Director of Small Business Programs  
– [john.r.oconnor7.civ@us.navy.mil](mailto:john.r.oconnor7.civ@us.navy.mil)

### ▼ PTB -

<https://www.niwcatlantic.navy.mil/palmetto-tech-bridge/>

- Erik Gardner, NIWC Atlantic — PTB Director  
– [erik.j.gardner2.civ@us.navy.mil](mailto:erik.j.gardner2.civ@us.navy.mil)
- Rianna Susco — PTB SBIR/STTR Outreach Coordinator  
– [Rianna.l.susco.ctr@us.navy.mil](mailto:Rianna.l.susco.ctr@us.navy.mil)

IWRP public site: <https://www.theiwrp.org/>

PTB public site: <https://www.niwcatlantic.navy.mil/palmetto-tech-bridge/>

Naval Information  
Warfare Center



ATLANTIC

## Mission:

Conduct research, development, prototyping, engineering, test and evaluation, installation, and sustainment of integrated information warfare capabilities and services across all warfighting domains with an emphasis on Expeditionary Tactical Capabilities & Enterprise IT and Business Systems in order to drive innovation and warfighter information advantage.

## Vision:

WIN THE INFORMATION WAR.

Learn More: <https://www.niwcatlantic.navy.mil>

FOLLOW US ON SOCIAL MEDIA  
SEARCH "NAVWAR"



*NIWC Atlantic is part of the Naval Research & Development Establishment (NR&DE)*

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**Questions?**



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# 2.0 Contracts Competency and Industry Forecast Update

66<sup>th</sup> Small Business and Industry  
Outreach Initiative (SBIOI) Symposium

18 October 2023

Mr. Steve Harnig

NIWC Atlantic

2.0 Contracts Competency Director



# Overview

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- ▼ Opening Remarks
- ▼ FY2023 Review
- ▼ Contract Strategy Update
- ▼ Contracts Industry Council Update
- ▼ Industry Forecast Report - Division Heads
- ▼ IWRP Update
- ▼ Questions

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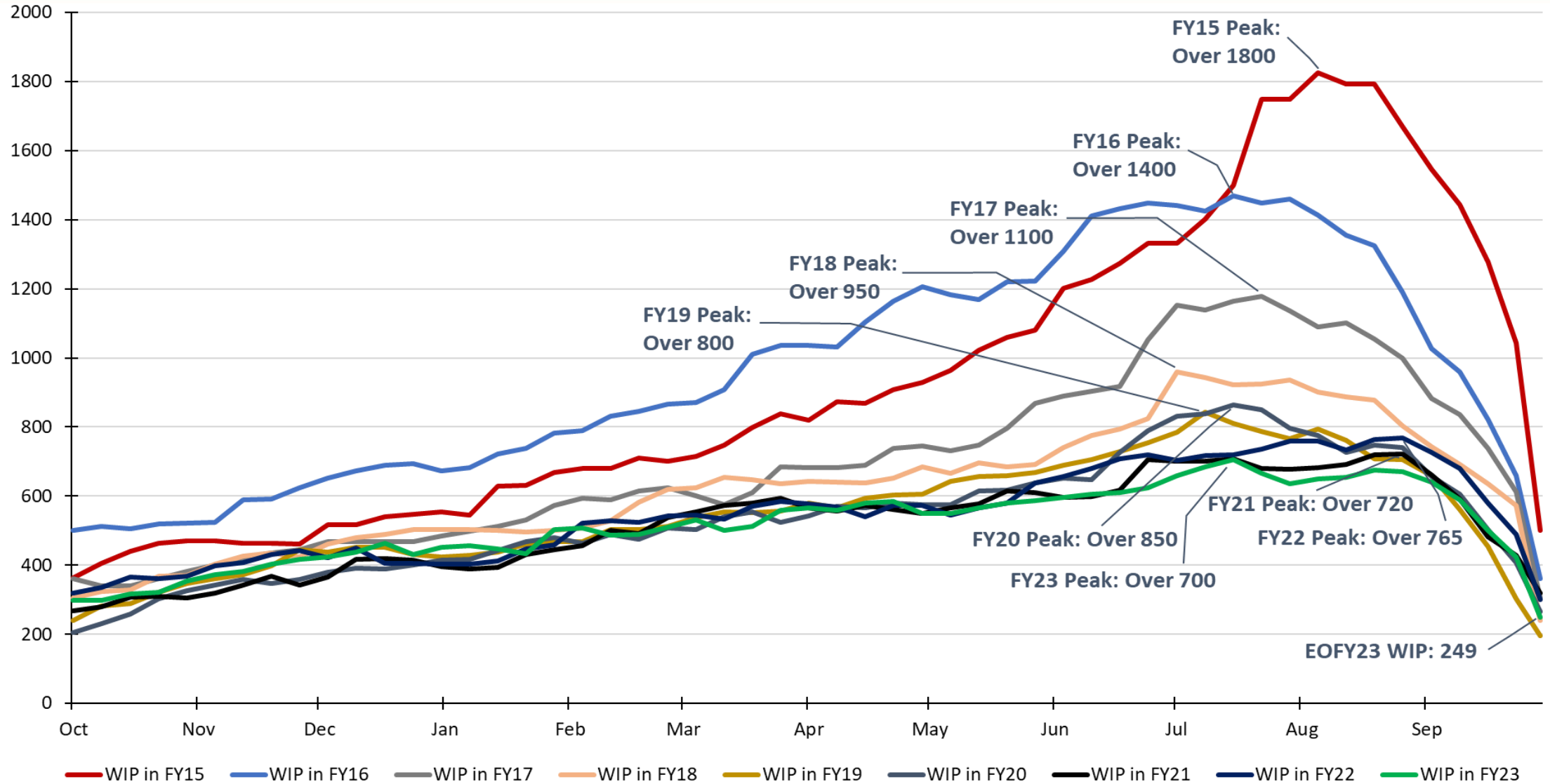
# FY23 Review

# FY23 NIWC Atlantic Contracts Summary

- ▼ Total Actions – 3,948
  - 9% decrease from FY22 (4,318 actions in FY22)
- ▼ Total Obligated Funds - \$2.646B
  - ~\$323M increase from FY22 (\$2.323B obligated in FY22)
  - Average Dollars Obligated Per Action - \$670k (24% increase vs. FY22)
- ▼ Major Awards:
  - Awarded 6 large contracts
    - Fixed Submarine Broadcast System FVLF/LF Service; Interior Wireless Comms; Wired Voice Network; Joint Mission Planning System; Fleet C4I Emergent Services; and Custodial Services
  - Awarded 6 contracts under DARPA BAA Project Janus
  - Awarded 24 task orders >\$25M to support programs/efforts such as:
    - Modern Vehicle Fielding Integration, CNIC N6, ATC, DHA, USCG, DARPA, etc.
- ▼ IWRP (IWRP3 Strategy Notification provided to DASN(P) May 2023)
  - 22 Prototype Project Awards executed in FY23 with total ceiling of \$150.2M
  - 4 Other Transactions for Production executed in FY23 with total ceiling of \$245.4M
  - 5 IWRP Industry Days hosted in FY23



# NIWC Atlantic Year-over-Year WIP



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# Contract Strategy Update

# Managing Contract Strategy for the Future



- ▼ Information Warfare Research Project (IWRP) 3
- ▼ Command Acquisition Vehicles in Review
  - Cyber Mission Engineering (CME)
  - Cyber Mission Systems, Kitting, and Supplies (CMS)
  - Corporate Production
  - Management & Business Analytics Services (MBAS)
- ▼ Get Real, Get Better Initiative
- ▼ SECNAV focus on Small Business Goals
- ▼ Contracting Office Staffing / Resources
- ▼ Sea Enterprise Global Installation Contract (GIC)

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# Contracts Industry Council (CIC) Update



# Contracts Industry Council Updates

- ▼ Most recent session held on August 31, 2023; conducted via MS Teams
- ▼ Standard Topics: Communication Challenges, Process and Tools, and Barriers to Entry
- ▼ Industry provided feedback on overall FY23 volume, timing of actions and forecasting, NIWC responsiveness, and IWRP classified opportunities/Industry Days
- ▼ Upcoming Topics/Agenda Items:
  - SeaPort size recertification (ongoing discussion)
  - Updates on 1099/CMMC & Cybersecurity EO/Internet of Things (IoT) Law
  - Labor Category Update/Analysis of MACE Act
  - Mission Essential & Emergency Essential Designations (“Surge” language)
- ▼ Next CIC tentatively scheduled for Friday, 27 October 2023

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# Industry Forecast Report

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# Fleet C4I and Readiness (PMW 700s)

Division 221

Mr. Todd Rollins



# Fleet C4I and Readiness Forecast

Department	PID Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Department Head C4ISR - Shore C4I Integration Div Head	LSUBP00015-0008	>=\$10M, <\$50M	Seaport NxG	Nov-23	UNRESTRICTED	Technical, Logistical, Infrastructure, and Engineering Services in support of Base Communication systems, OUSD, and PEO HQ
Department Head C4ISR - Shore C4I Integration Div Head	LSUBP00015-0041	>=\$10M, <\$50M	Seaport NxG	Oct-23	SBSA	Telephony Engineering, Technical, Logistical, and Cybersecurity Services in support of PEO HQ
Fleet C4I & Readiness - Shore C4I Integration Division (PMW 790)	LSUBP00015-0002	>=\$50M, <\$100M	Seaport NxG	Dec-23	SBSA	Shore Networks (ShoreNet) Capability-Based In-Service Engineering Activity (CB-ISEA) Support
Fleet C4I & Readiness - Submarine Integration Division (PMW 770)	LSUBP00035-0001	>=\$50M, <\$100M	Seaport NxG	Oct-23	SBSA	Multi-Reconfigurable Training System (MRTS) - C4I Software Engineering, Training, Curriculum Development and Logistics Support



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Naval Information Warfare Center Atlantic  
**Expeditionary Warfare/  
Enterprise Systems/  
Non-Department**

**Division 222**

Ms. Erica Smoak



# Expeditionary Warfare/ Enterprise Systems/ Non-Department Forecast

Department	PID Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
DEPARTMENT HEAD ENTERPRISE SYSTEMS - ENTERPRISE BUSINESS SYSTEMS DIV HEAD	LSUBP00056-0091	>=\$10M, <\$50M	Seaport NxG	Nov-23	TBD	Maintenance Figure of Merit (MFOM) Test Operations and Support
DEPARTMENT HEAD ENTERPRISE SYSTEMS - ENTERPRISE BUSINESS SYSTEMS DIV HEAD	LSUBP00011-0056	>=\$10M, <\$50M	Seaport NxG	Feb-24	TBD	Acquisition Logistics and Personnel Systems (ALPS) IPT Systems Engineering Support
DEPARTMENT HEAD EXW - EXPEDITIONARY INTEL SOLUTIONS DIV HEAD	LSUBP00021-0030	>=\$10M, <\$50M	Seaport NxG	Nov-23	TBD	Green Force Tracking FSR and Tech Support
DEPARTMENT HEAD EXW - EXPEDITIONARY PLATFORM INTEGRATION DIV HEAD	LSUBP00007-0002	>=\$50M, <\$100M	Seaport NxG	Nov-23	SDVOSB	VTT IPT Systems Engineering, Integration, & Limited Production
DEPARTMENT HEAD EXW - EXPEDITIONARY INTEL SOLUTIONS DIV HEAD	LSUBP00021-0001	>=\$10M, <\$50M	Seaport NxG	Oct-23	8(a) Set-Aside	Combat Element Systems Acquisition and Support Services

# Expeditionary Warfare/ Enterprise Systems/ Non-Department Forecast

Department	PID Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
4.0 COMPETENCY - 4.7 COMPETENCY DIVISION	LSUBP00093-0001	>=\$10M, <\$50M	Seaport NxG	Nov-23	TBD	Performance Based Logistics Organic (PBLO) and Depot Level Support

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# Shore C2ISR and Integration

Division 223

Ms. Audrey Orvin





# Shore C2ISR and Integration Forecast

Department	PID Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Dept Head Shore SC2ISR and Integration – Force Protection Solutions Div Head	LSUBP00010-0001	>=\$50M, <\$100M	TBD	Single Award Contract	TBD	Emergent & Special Security Solutions
Dept Head Shore SC2ISR and Integration – Force Protection Solutions Div Head	LSUBP00010-0002	>=\$100M, <\$250M	TBD	Multiple Award Contract	TBD	Global Security Solutions
Dept Head Shore SC2ISR and Integration - Force Protection Solutions Div Head	LSUBP00010-0004	>=\$10M, <\$50M	SeaPortNxG	TBD	TBD	JIGSAW Enhancement & Support
Dept Head Shore SC2ISR and Integration - Force Protection Solutions Div Head	LSUBP00010-0069	>=\$10M, <\$50M	CMS	TBD	SBSA	CYP ESS Installations for USN and USAF child youth programs.

# Shore C2ISR and Integration Forecast

Department	PID Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Dept Head Shore SC2ISR and Integration – Force Protection Solutions Div Head	LSUBP00010-0011	>=\$50M, <\$100M	Seaport NxG	TBD	TBD	IT-OT Cybersecurity Engineering Support
Dept Head Shore SC2ISR and Integration - Command & Operations Centers Division	LSUBP00002-0129	>=\$10M, <\$50M	Seaport NxG	TBD	TBD	Command and Operations Centers Division Engineering Support

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# C4I 100s/S&T/ Non-Department

Division 224

Ms. Sheela Casper



# C4I 100s


Department	PID Number	Est Value	Contract Vehicle	RFP Pending	SB Set Aside Status	General Description
Fleet C4I & Readiness - Battlespace Awareness Division (PMW 120)	LSUBP00022-0002	>=\$10M, <\$50M	Seaport NxG	Dec-23	UNRESTRICTED	Automatic Identification System (AIS) and Joint Tactical Terminal (JTT) In-Service Engineering Activity (ISEA) Support
Fleet C4I & Readiness - Navy Afloat Network and C2 Applications Division (PMW 150/160)	LSUBP00063-0004	>=\$50M, <\$100M	Seaport NxG	Nov-23	UNRESTRICTED	Tactical Networks (TACNET) Technical and Production Support
Fleet C4I & Readiness - Navy Afloat Network and C2 Applications Division (PMW 150/160)	LSUBP00063-0003	>=\$50M, <\$100M	Seaport NxG	Oct-23	SBSA	PEO C4I Systems, Technical, Sustainment and Software Engineering Life Cycle Management (LCM)





**IWRP**  
INFORMATION WARFARE RESEARCH PROJECT  
**CONSORTIUM**

## **IWRP Update**



**Giancarlo Dumenigo**  
Agreements Officer  
Naval Information Warfare Center  
(NIWC) Atlantic

# IWRP 3 Other Transaction Consortium

- ▼ Follow-on Consortium OTA to IWRP 2
- ▼ Industry Day held 11 October 2023 for IWRP 3 Consortium OT
- ▼ Draft Program Announcement/Solicitation and Industry Day PPT Slides available on e-Commerce
- ▼ RFP # N6523623R0063
- ▼ 10 year ordering period
- ▼ Undefined ceiling
- ▼ Final RFP expected to be released by the end of October
- ▼ 30 days for proposal submission
- ▼ Expect IWRP 3 Consortium award February 2024

# Upcoming Prototype Opportunities 25 October QID

## Pre-Solicitation Collaborations (PSCs):

1. MyNavy HR Chatbot: The government is seeking to develop a “chatbot” that leverages large language model (e.g. ChatGPT), generating humanlike interaction based on context that triages customers’ HR-related issues and tracks a variety of back-end performance metrics.
2. Advanced Manufacturing for Electronic Components: NIWC Atlantic anticipates the need to identify and test alternative rapid manufacturing of electronics options due to obsolescence and continued supply chain constraints. The command would like to explore prototype solutions that provide advanced manufacturing capabilities to create circuit card assemblies, capabilities like additive manufacturing, and pick and place technology for example.
3. Modular Cabinet Design: The government is seeking a technical feasibility study (i.e. white paper) for a modular cabinet design that will include cable management recommendations, rear cabinet maintenance accessibility, and recommended dimensions based on current COTS IT. The government will provide technical requirements of which the technical feasibility study will provide a recommended integrated engineering solution to a modular cabinet design implementing a Modular Open Systems Approach (MOSA).

# Upcoming Prototype Opportunities 25 October QID

## Request for Prototype Projects (RPPs):

**1. 24-LANT-1954, Tactical Networks Remote Monitoring (TNRM) 3.0:** The government is seeking solutions to collect various data types on multiple afloat platforms. Once collected, the solution will need to visualize this collected data with dashboards and alerts locally for system administrator use on the afloat platform, with the ability to select a single afloat platform and be presented with the specific afloat platform dashboards and alerts. The solution should require minimal-to-no afloat maintenance or system administrator engagement. It should consider the use of Artificial Intelligence (AI), system modeling, and automation technologies as an iterative out year improvement to allow for automated proactive resolution of anomalies identified within afloat systems and networks.

## **2. 24-PAC-1994 Advanced Airborne Wide Band High Frequency (WBHF) Mesh Radio System (AAWMRS)**

High-Frequency (HF) communications has been shown to be a powerful and resilient data and voice transport medium useful in obviating the impact caused by SATCOM loss in extremely harsh and/or spectrally contested environments. The Navy's approach is to establish multi-level high frequency (HF) capabilities and dynamically interoperate them with using a cognitively managed Digital High Frequency Mesh (DHFM) network. This prototype will require the contractor to modify/upgrade one of the existing airworthiness qualified High Frequency (HF) transceivers to include wideband HF and interfaces for both the cognitive management system and a VITA-49.2 WBHF modem.



# Upcoming Prototype Opportunities 25 October QID

## Request for Prototype Projects (RPPs):

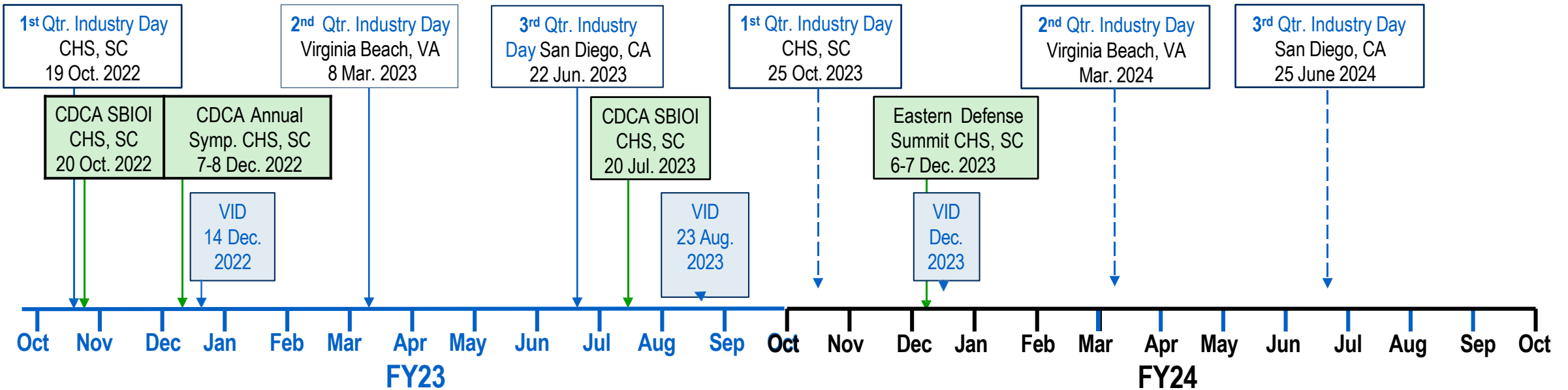
### 3. 24-PAC-1995 Advanced Airborne WBHF in Wing Pod Installation (AAWWPI)

High-Frequency (HF) communications has been shown to be a powerful and resilient data and voice transport medium useful in obviating the impact caused by SATCOM loss in extremely harsh and/or spectrally contested environments. The Navy's approach is to establish multi-level high frequency (HF) capabilities and dynamically interoperate them with using a cognitively managed Digital High Frequency Mesh (DHFM) network. This prototype will require the contractor to install prototyped Digital HF Mesh (DHFM) system products for an airborne qualified HF transceiver into a wing-mounted Pod, that will then be airworthiness certified in aircraft(s).

# FY23 – FY24 Schedule

Visit the [IWRP Wiki](#) for the most up to date information

**KEY:**  
Tentative Date   
Official Date



## Points of Contact

To become a member of the IWRP consortium go to <https://www.theiwrp.org>

### NIWC Atlantic

**Jee Youn Fickling** – Program Manager  
[lla.j.fickling.civ@us.navy.mil](mailto:lla.j.fickling.civ@us.navy.mil)

**Giancarlo Dumenigo** – Agreements Officer  
[giancarlo.dumenigo.civ@us.navy.mil](mailto:giancarlo.dumenigo.civ@us.navy.mil)

### NIWC Pacific

**Mari Garcia-Reynante** – IWRP IPT Lead  
[mariaelena.s.garcia-reynante.civ@us.navy.mil](mailto:mariaelena.s.garcia-reynante.civ@us.navy.mil)

**Sharon Pritchard** – Agreements Officer  
[sharon.m.pritchard.civ@us.navy.mil](mailto:sharon.m.pritchard.civ@us.navy.mil)

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**Questions?**

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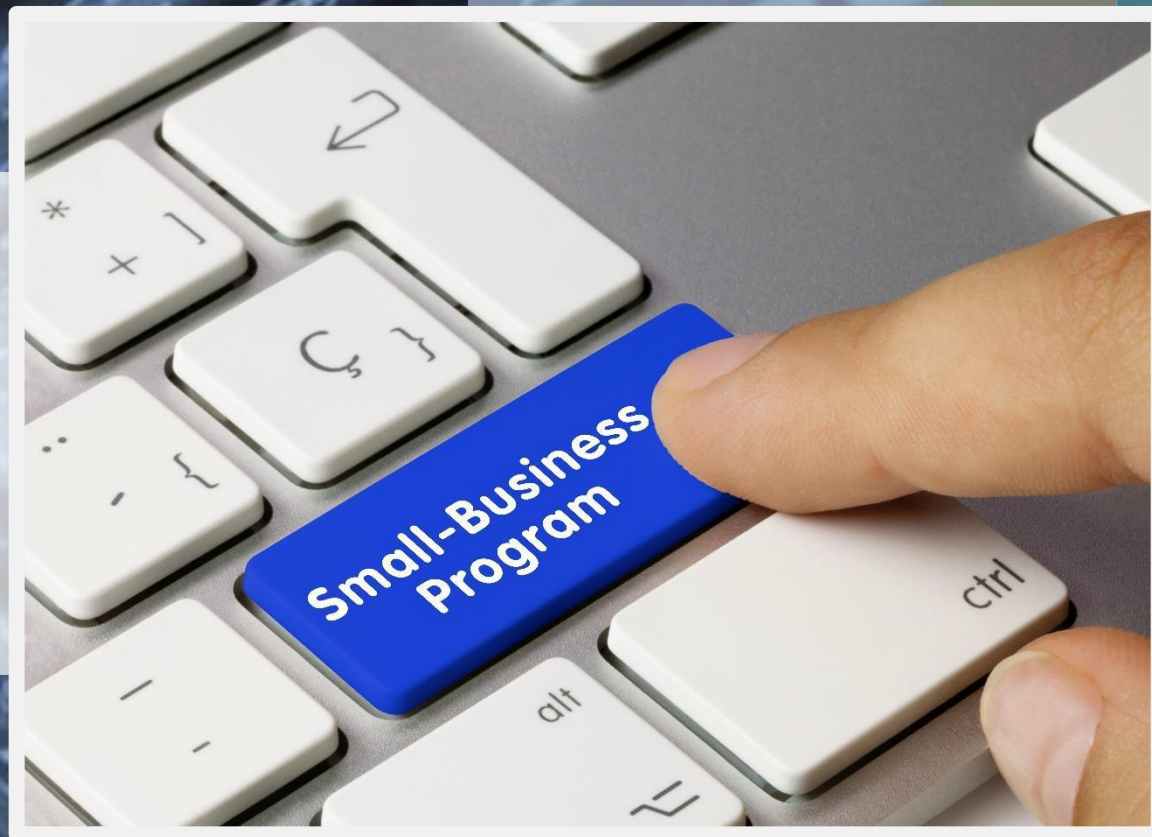
# Naval Information Warfare Center Atlantic **Small Business Update**

## 66<sup>st</sup> Small Business and Industry Outreach Initiative (SBIOI) Symposium

18 October 2023

**Mr. John R. OConnor**

Deputy Director – Office of Small Business Programs  
NIWC Atlantic

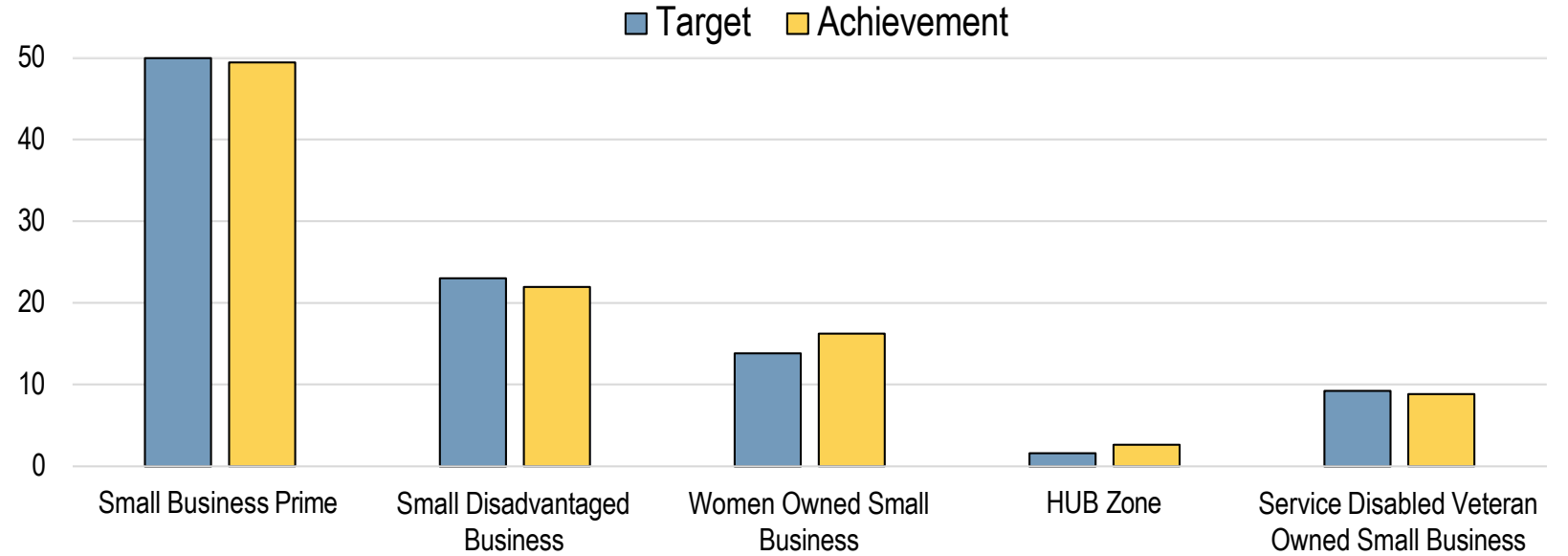




# FY23 Small Business Achievements

## By the Numbers (FY23)

- 49.48% Total Small Business
- 265 Small Businesses
- 89.2 % Competition
- \$3.85B Total Obligation Authority
- \$2.2B Total Obligations
  - 8(a) – 199 Actions / Valued at >\$71M / 6.8%



## Strengths in SB Strategy

- 8(a) Incubator
- IDIQ (sole source orders)
- ANC Strategy
- \$100M Sole Source Awards
- Rigor in market research to identify SB capability
- Monthly Forecasts
- Leadership Engagement

## Opportunities

- Reduction in NIWC Atlantic SB DIB. Number of SB awardees declined from ~400 to ~300 (FY19 - FY22)

	SB	SDB	WOSB	HUB Zone	SDVOSB
<b>30 September 2023 Obligated</b>	\$1,095,058,384	\$486,039,837	\$359,658,612	\$58,226,035	\$195,866,708
<b>Achievement</b>	49.48%	21.96%	16.25%	2.63%	8.85%
<b>Target</b>	49.99%	23.03%	13.84%	1.62%	9.25%

# FY23

## What We Buy — Top 3 NAICS Awarded by Actions/Dollars

NAICS – Description	Total Actions	% Total Actions	Total Dollars
54 (Professional, Scientific and Technical Services)	3,111	85.82%	\$1,768,541,565.45
33 (Manufacturing (Metals, Machinery, Computer, Electronics, Electrical Transportation Equipment, Furniture, Miscellaneous))	320	8.82%	\$236,821,048.69
51 (Information)	134	3.69%	\$32,237,110.51

# FY23

## What We Buy — Top 5 PSC Awarded by Dollars/Actions

PSC – Description	Total Actions	% Total Actions	Total Dollars
R425 - Support - Professional: Engineering/Technical	824	22.73%	\$503,814,650.70
J058 - Maintenance/Repair/Rebuild of Equipment	299	8.24%	\$208,420,003.74
AC13 - National Defense R&D Services	135	3.72%	\$172,610,021.82
DE01 - IT and Telecom - End User: Help Desk (Labor)	68	1.87%	\$96,982,934.20
R408 - Support - Professional: Program Management Support	81	2.23%	\$69,067,022.46



# FY23

## What We Buy — Top 5 PSC Awarded by Actions/Dollars

PSC – Description	Total Actions	% Total Actions	Total Dollars
R425 - Support - Professional: Engineering/Technical	824	22.73%	\$503,814,650.70
J058 - Maintenance/Repair/Rebuild of Equipment	299	8.24%	\$208,420,003.74
7A21 – IT and Telecom – Business Application Software (Perpetual License Software)	295	8.13%	\$54,763,910.24
AC13 - National Defense R&D Services	135	3.72%	\$172,610,021.82
DC01 – IT and Telecom – Data Center Support Services (Labor)	100	2.75%	\$31,283,214.81



# FY23

## Top 10 Small Business

- ▼ Advanced Computer Concepts, Inc.
- ▼ Chugach Technical Solutions, LLC
- ▼ SPINVI Consulting, LLC
- ▼ Atlas Technologies, Inc.
- ▼ Nexgen Data Systems, Inc.
- ▼ SPIN Systems, Inc.
- ▼ Cambridge International Systems, Inc.
- ▼ Atlas Executive Consulting, LLC
- ▼ Sentar, Inc.
- ▼ Predicate Logic, Inc.

# Hot Topics

- ▼ FY24 Small Business Goals
- ▼ Disaggregation
- ▼ Market Surveys / Market Research
- ▼ SeaPort NxG On-Ramp – January/February 2024
- ▼ Long Range Acquisition Estimate (LRAE) – Next Update – Mid/Late December



# Company Spotlight:

**SAIC**<sup>®</sup>

- Size of Business: Large
- Year Established: 1969 by Dr. Robert Beyster
- Number of Employees: 26,000
- NAICS codes: 541512, 518210
- POC: Paul McInnis / [paul.a.mcinnis@saic.com](mailto:paul.a.mcinnis@saic.com)
- Company Website: <https://www.saic.com>

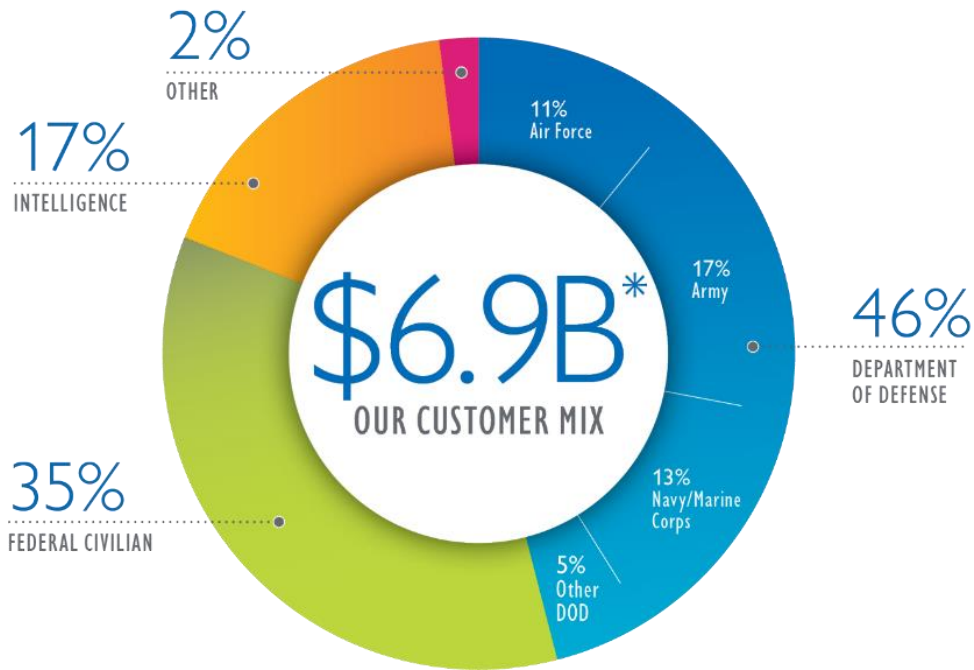
# SAIC CORPORATE OVERVIEW BRIEF

Mr. Ron Ravelo, NBU, NIWC Atlantic and USMC Account VP  
18 October 2023

**SAIC**<sup>®</sup>

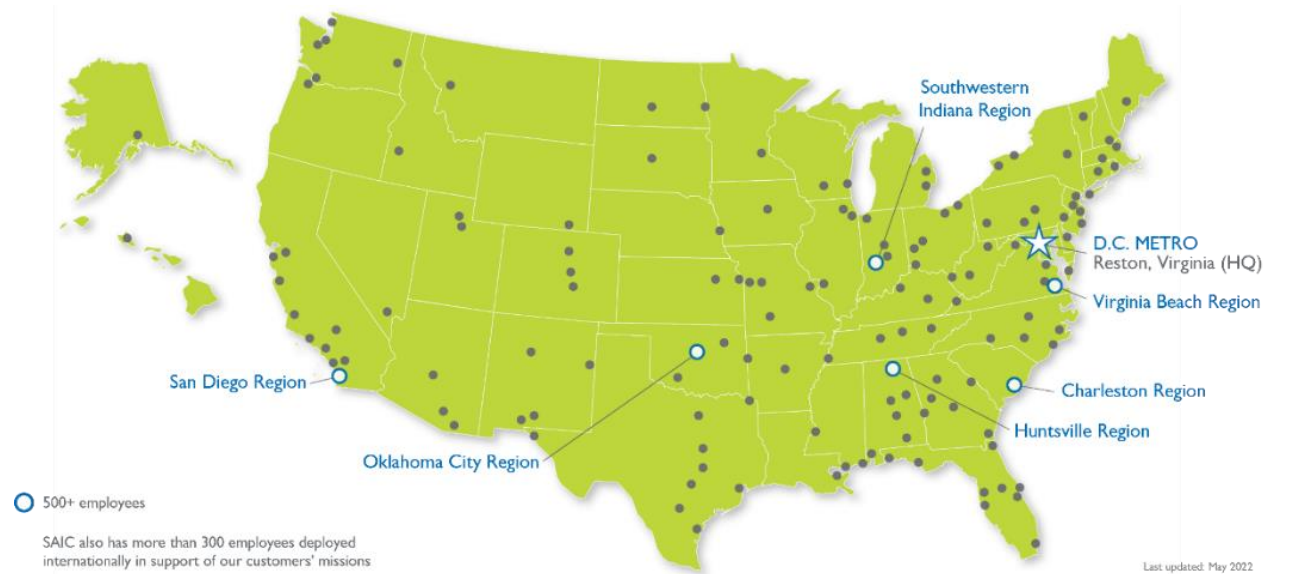


# SAIC at a Glance



## DOMINANT

POSITION IN FASTEST GROWING SEGMENTS:  
SPACE AND DIGITAL TRANSFORMATION



NIWC Atlantic and USMC Account – 905 EMPLOYEES

supporting the Navy and USMC



4300



>1275  
Veterans in the  
Naval Business Unit



50+  
Years supporting  
the U.S. Navy



35+  
Years supporting the  
U.S. Marine Corps



\$990M  
Annual Revenue



24/7  
protection for key  
U.S. Navy port assets



20+  
SAIC run training exercises  
annually; over 750,000  
Marines trained

Keyport, WA

Crane, IN

Newport, RI

DC Metro Area/  
Quantico

VA Beach, VA

Charleston, SC

Panama City, FL

Located in 56 customer and  
SAIC locations across the U.S.

56

San Diego, CA

36 overseas  
locations

## NAVAL BUSINESS UNIT | Data Driven. Mission Focused.

The Naval Business Unit is a data-driven organization made of teams that are passionate about enabling mission success for the Navy and USMC while exceeding business expectations. We aspire to accelerate the Navy's IT and Information Warfare Enterprise modernization yielding commercial grade digital transformation at scale, and be the leader in applying Digital Engineering to Systems Modernization.

8  
Accounts



Aviation | Combat and Strategic Systems | NAVSEA and Ships | PEO C4I & NIWC PAC | NIWC LANT | Training | USMC | Undersea Warfare

### Current Success Stories

- MK48 Production: Affordable Capacity
- TACNET: In Service Support to the Warfighter
- NSW Crane: Aviation, C2, Air Defense, EW, Strategic Systems
- ReadyOne takes engineering from years to months
- SB Entrepreneurship: Orca Security & Morpheus Cloud
- Navy Aviation Logistics: 99.6% fill rate at FRCs

IT Modernization | Digital Engineering |  
C4I Integration / Modernization | Sea & Air  
Control with Engineering Technology.  
Training and Mission Solutions | Unmanned

SAIC



# What We Deliver – Innovative Solutions Powered by Diverse Talent and Technology

**Capabilities for every challenge.** With deep mission and technology expertise, we help modernize, integrate, and train across all domains: sea, land, air, space and cyber.

ENGINEERING	DIGITAL	ANALYTICS	MISSION SUPPORT
<ul style="list-style-type: none"><li>• Model Based Systems Engineering</li><li>• Integrated Digital Thread</li><li>• Digital Design and Development</li><li>• Modeling and Simulation</li><li>• Production and Quality Management</li><li>• Maintenance and Sustainment</li><li>• Operations Systems Integration and Delivery</li></ul>	<ul style="list-style-type: none"><li>• Platform and Cloud</li><li>• EITaaS Managed Services</li><li>• Cyber</li><li>• Application Development</li><li>• Digital Workplace</li><li>• Network</li><li>• Digital Transformation</li></ul>	<ul style="list-style-type: none"><li>• Artificial Intelligence</li><li>• Machine Learning</li><li>• Modeling and Simulation</li></ul>	<ul style="list-style-type: none"><li>• Sustainment and Operations</li></ul>

Non-exhaustive



# Other Account Initiatives



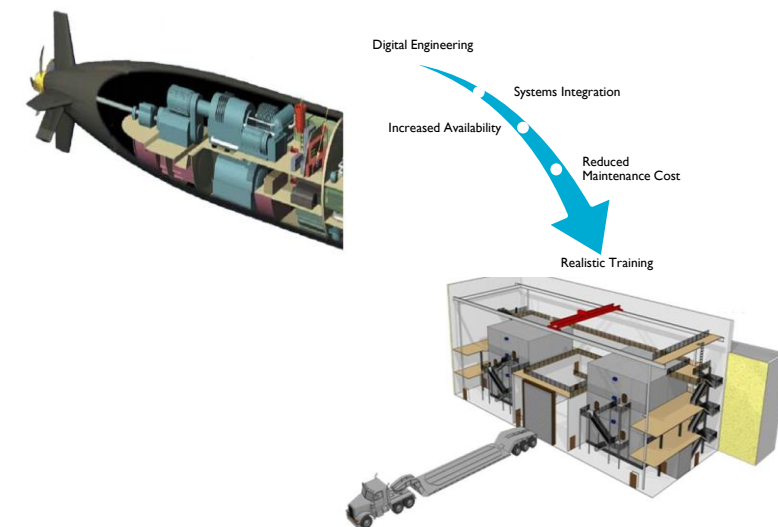
## Transformational Technologies

- Awarded the first IAC MAC task order - \$110M
- Rapid prototyping and delivery of cutting-edge technologies
- Experimentation
- Full-spectrum cyber



## OPF-Variants

- Awarded \$250M IDIQ for technology procurement and production
- Integration of OPF variants in support of USMC/SOCOM.
- Full-scale production in 2024



## PPTT – Future Trainer

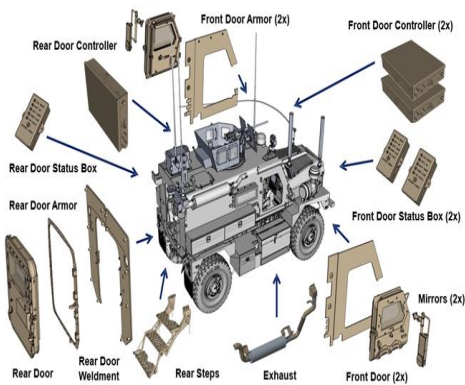
- Technology supplier for the Naval Nuclear Propulsion Plan Program
- Fabricate and integrate training environment platform for Navy Nuclear Power Training Unit (NPTU).
- Bringing nuclear power training into the 21<sup>st</sup> century





# SAIC Land Systems Integration Support

- Awarded the Modern Vehicle Fielding contract - \$375M
- NIWC's Prime Tactical Vehicle Systems Integrator for over 15 years...and counting
- Will require shift from Government facility to Contractor facility.
- Future: DoD replacing legacy HMMWV's with the Joint Light Tactical Vehicle platform. DoD currently has 160,000 HMMWV's.
- Supports other local companies/industries such as metal providers, hardware suppliers, etc.





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# **Mr. Peter Van de Meulebroecke**

Co- Chair

CDCA SBIOI

Events & Engagements Committee





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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, Sponsored by *The Establishment*, via: browser @ [www.vevox.com](http://www.vevox.com) or download the mobile app!

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**65<sup>th</sup> SBIOI:**

**Edward Cheron, LATG**

**66th CDCA SBIOI**

**Session ID:**

**178-309-810**





# Today's Presentations will be posted!



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

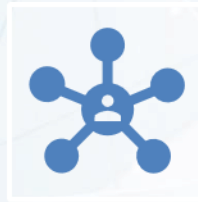
All Other Briefs: <https://www.charlestondca.org/cdca-66th-sbioi>



# Speed Networking Session Information



All Speed Networking Participants received an email confirming participation / table assignments



Speed Networking Participants should remain in the ballroom – should anything change with the schedule, we will not come find you in the lobby

If you are on standby for a table, you may wait in the back of the ballroom to see if a spot opens up for you to be called into it.



Should there be any empty spots in the sessions:

- **Empty slots in tables 1-13 *will not be filled*** by those that are waiting for their next table or are not meeting with anyone at that time
  - Empty tables will only be filled by the companies listed in the alternate column(s) for that table
  - Do **not** approach any empty table unless directed to do so by the emcee
- **Empty slots at tables 14-19 *can be filled*** by those waiting in the back of the room
  - Do **not** approach any empty table unless directed to do so by the emcee
  - I will announce any opening, select the participants and direct them to the appropriate table
- If you are listed as an alternate to a table, you will be called to meet if a company does not show for their assigned time





# Speed Networking Session

# Speed Networking Schedule



Table #	Title	4:30 - 4:40	4:42 - 4:52	4:54 - 5:04	5:06 - 5:16	5:18 - 5:28	5:30 - 5:40	5:42 - 5:52	Alternate 1	Alternate 2
1	Battle Space Awareness Division (PMW 120)	Commvault Systems	Ironwave Tech	Red Hat	GRSi	GDIT	Modus21	N/A	N/A	N/A
2	Battle Space Awareness Division (PMW 120)	Indus Technology	BAE Systems	STF	BreakForth Solutions	Data Intelligence	JCTM	N/A	N/A	N/A
3	Navy Cyber Security Division (PMW 130)	Sentar	RMC	TIAG	George Consulting	Peraton	Cask Technologies	Steel Toad	Data Intelligence	TapHere
4	Navy Afloat Transport & Navigation Division (PMW 150/160)	Colossal	Modus21	Booz Allen	GDIT	MFGS	BreakForth Solutions	SpinSystems	CommVault	N/A
5	Navy Afloat Transport and Navigation Division (PMW 170)	George Consulting	Booz Allen	Ironwave	TapHere	GRSi	STF	N/A	N/A	N/A
6	Navy Afloat Transport and Navigation Division (PMW 170)	JRC Integrated	STF	Advanced Computer Concepts	Booz Allen	N/A	N/A	N/A	N/A	N/A
7	FMS/Air Integration/USCG Division (PMW 740) - C4I FMS IPT	Booz Allen	Kairos	N/A	N/A	N/A	N/A	N/A	N/A	N/A
8	FMS/Air Integration/USCG Division (PMW 740) - TacMobile Increment 3 Development	Trillion Tech	TIAG	RMC	BAE Systems	Red Hat	N/A	N/A	N/A	N/A
9	FMS/Air Integration/USCG Division (PMW 740) - TacMobile FMS Efforts	BreakForth Solutions	JRC Integrated	Modus21	N/A	N/A	N/A	N/A	N/A	N/A
10 & 11	Surface Ship Integration Division (PMW 750-760) Shipboard Radio Communication Suite Integration and Installation / Shipboard Application of Wired and Wireless Interior Communications using VOIP and 5G Technologies	SteelToad	Colossal	JRC Integrated	Indus Technology	N/A	N/A	N/A	N/A	N/A
12	SHORE C4I INTEGRATION Division (PMW 790)	Advanced Computer Concepts	Sentar	Colossal	JRC Integrated	BreakForth Solutions	N/A	N/A	N/A	N/A
13	SHORE C4I INTEGRATION Division (PMW 790)	Ward Engineering	MillerWilson	Indus Technology	Modus21	Cask Technologies	SteelToad Consulting	TIAG	Data Intelligence	
14	NIWC Atlantic Office of Small Business Programs	T3W Business	Mills Marine	Joint Tactics	Xage Security	Ward Engineering	HazeGray Cyber	Trillion Tech	Advanced Computer Concepts	
15	Palmetto Tech Bridge, NIWC Atlantic	UNCOMN	PJR Corp	Xage Security	Peraton	Booz Allen	HPE	Obsidian	Sentar	
16	Small Business Development Center - Charleston (SBDC)	TrustedQA	Liberty Business Assoc	T3W Business	Mills Marine	Advanced Computer Concepts	SpinSystems			
17	BAE Systems, Inc.	HazeGrayCyber	TapHere	GSS	TrustedQA	Kairos	Xage Security	Ward Engineering	Cask Technologies	
18	Convergint Federal	Liberty Business Assoc	Xage Security	Kairos						
19	Red Hat	Kasten by Veeam	Veeam Software	TapHere	TIAG	Xage Security				