Welcome

Charleston Defense Contractors Association

64th Small Business and Industry Outreach Initiative Symposium (SBIOI)

19 April 2023

Ms. Beth Meredith

5th Executive Chair

Charleston Defense Contractors Association

Opening Remarks

Please stand for the Pledge of Allegiance

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

CDCA Officers

Gary Jaffe
President

Manny Lovgren
Vice President

Bambi Hoyt
Treasurer

Peter Woodhull
Secretary

Beth Meredith
5th Executive Chair

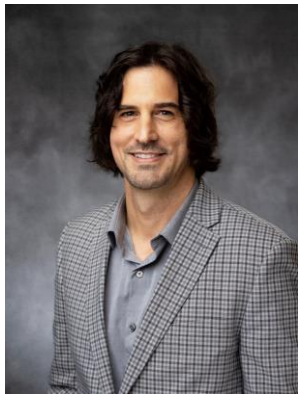
CDCA Board of Directors

Camila Anderson

Gabriel Bell

Maura Keenan

Matthew King



Jared Mathey

Ron Ravelo

Sallie Sweeney

Pete Van de Meulebroecke

CDCA Staff

Paula Callahan

Executive Director

Dee Dee Phillips

Administrative Coordinator

CDCA Update:

2022 Key Accomplishments

2022 – Key Accomplishments

Advance CDCA's Brand Recognition and Awareness of the Defense Industrial Base to community and Stakeholders

1. The CDCA continued to strengthen our partnership with organizations like the Charleston Metro Chamber of Commerce (CMCC), Charleston Regional Development Alliance (CRDA), The Patuxent Partnership (TPP), and the Defense Alliance of North Carolina (DANC) to further mature symbiotic, win-win relationships.
2. The CDCA ended 2022 with a 14% increase in membership at 291 total member companies.
3. Our partnership with Judge PR yielded an expansion of our social media and membership platforms to communicate events and relevant information.
4. The CDCA continued to deliver value to each one of our members through 2022 by holding three (3) in-person SBIOI events that attracted at least 450 attendees per event with one eclipsing 500!
5. Our 15th Annual Defense Summit returned to the Charleston Convention Center, where we expanded our footprint by more than 25,000 sq ft and brought together a crowd of nearly 1,850 government, military, and industry participants shattering previous attendance records.

Increase and Diversify Business in Charleston

1. CDCA continued to monitor and push for the USCG's expanded Super Base presence in Charleston to increase business opportunities for both NIWC-LANT and industry. The USCG remains committed to a 10-year plan of having the Super Base open in Charleston.
2. Our 2022 Summit featured Executive Directors and leaders from multiple additional warfare centers and aligned agencies representing a significant step toward expanding both the scope and size of the event in intentional ways that yield more value for all participants.

Partner with NIWC Atlantic on Relevant Portions of the Agency's Strategic Plan

1. CDCA met regularly with key NIWC Atlantic leaders to ensure CDCA priorities aligned with strategic NIWC Atlantic objectives all aimed at maximizing opportunity for our member companies.
2. Bi-weekly meetings were set up with Lowcountry Tech Bridge team to monitor tech bridge developments and support their industry engagement initiatives (i.e., Tech Tuesday events, Prize Challenges, etc.).
3. The CIC has continued to meet regularly and the Business partnership between NIWC Atlantic and industry continues to grow strong. The forum is always soliciting industry for ideas to enhance processes, increase efficiency, and improve the acquisition process in support of NIWC Atlantic's mission and the warfighter.

Enable Deployment of the talent base (with schools, employers, and training resources)

1. CDCA continued to grow our relationship with the South Coast Cyber Center (Beaufort, SC) to learn more about state level initiatives in play to accelerate growth in South Carolina's cyber talent.
2. CDCA has grown to have four major initiatives: Internships, Apprenticeships, Training Offerings, and Labor Category alignment for interns and apprentices.
3. Another Annual Summer Internship program for member companies was executed successfully.
4. An initiative to "give back to our community" by exploring potential support of Trident Technical College's Youth Apprenticeship Program, was embarked upon. This program is specifically designed to develop our rising youth workforce in a wide range of potential career fields, a number of which could lead to a future career in the defense contracting industry.

CDCA Update:

2023
Leaning Forward

2023 – Leaning Forward

Our Board of Directors and Staff held our first 2023 offsite event on 27 January. During it, we leveraged our strength, weaknesses, opportunities and threats (SWOT) analysis to develop actionable strategies that will advance our mission as we seek to deliver even more value to our members.

Here are a few of those that we look forward to delivering on:

1. Leverage a new Association Management System (AMS) so that we may provide more meaningful engagement to our members.
2. Define the parameters of an Advisory Council to help mentor our Board of Directors through the navigation of our strategy.
3. Develop a plan to foster a more symbiotic relationship between Small Business and Large Business member companies.
4. Further define the CDCA leadership process to include both pipeline management and board member development.
5. Continue to build our CDCA volunteer base and ensure the seamless integration of volunteers into our need areas.
6. Continue to increase our outreach to aligned stakeholder organizations.
7. Develop a more comprehensive organizational marketing and communications strategy.
8. Evaluate ways to better consider our members to include potentially the development of a larger scale engagement survey.
9. Strive to provide more valuable information to our members which allows them to grow their companies.

Teamwork remains vital to our success, and we have an excellent one that remains laser focused on creating value for you. While there will be much more to share in the coming months, the aim of this note is to thank you for the trust you have placed in us and to let you know that we have very much already rolled up our sleeves and gotten to work.

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

Actions:

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

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

Member Survey

In an effort to improve our service to members, the CDCA is conducting a brief survey.

The results of the survey will allow the CDCA to collect valuable feedback from our members, make improvements to the CDCA, and show our members we genuinely care about their thoughts and happiness. It will also help us gain knowledge of the value each member is getting out of our organization, which will help us prioritize where we need to devote our efforts. Ultimately, CDCA exists to meet our member's needs.

To complete the online survey, scan this QR code or click on the link below:

https://vevox.app/#/m/181081207/survey

All answers will be kept completely confidential and will not be used for any other purpose.

Thank you for time and sharing your opinions.

Contracts Industry Council "CIC"

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 May 2023

Date	Sponsor	Size	Representative	Company
June 2023	CDCA	Small	Malcolm Potts	Amee Bay
January 2024	AFCEA	Large	Linda Resler	SAIC
June 2024	CDCA	Large	Sallie Sweeney	Sallie Sweeney Consulting
January 2025	CDCA	Small	Edward Cheron	LATG
January 2025	CDCA	Small	Mark Miller	Chugach
June 2025	CDCA	Large	Tad Walls	BAH
January 2026	NCMA	Small	Peter Woodhull	Modus21
Industry Team Leader	Special Member	Large	Manny Lovgren**	Orbis

Learn more about the "CIC" on the CDCA website:

http://www.charlestondca.org/about-the-cic

2023 CDCA Intern Sponsorship Participants

GRSi EXPECT EXCELLENCE

LCE LIFE CYCLE ENGINEERING

modus21

ORBIS

SRC SCIENTIFIC RESEARCH CORPORATION

CHARLESTON DEFENSE CONTRACTORS ASSOCIATION CDCA

2023 CDCA Summer Intern Sponsorship Program Metrics

16th Annual CDCA Summer Intern Sponsorship

5 internships awarded to

5 participating companies

- Grove Research Solution, Inc.
- Life Cycle Engineering
- Modus21
- Orbis
- Scientific Research Corporation

Students represent

4 different schools

- Clemson University
- College of Charleston
- The Citadel
- University of Pennsylvania

STEM Disciplines:

- Computer Engineering
- Computer Science
- Computer Science/Mathematics
- Physics/Economics

“Give Back to the Community, Invest in Our Industries Future”

Trident Technical College, Division of Apprenticeship and Employer Partnership

- Apprenticeships available in many fields, a number of which are directly related to our various member companies
- Formed in 2014 between TTC and a consortium of Industry Partners
- Why become an Industry Partner
  - Access to aspiring 16-18-year-old apprentices
  - Recruit and screen potential employees
  - Qualify for a $1,000 tax credit per youth apprentice
  - Workers compensation, tuition, books, and other fees are covered
- The “ask”
  - Hire the apprentice part-time during the school year and full-time during the summer over a two-year commitment
  - Manage the apprentice’s OJT
  - Evaluate the apprentice’s progress before advancement to the next pay level
  - Recommend and “Award of Completion” certificate upon satisfactory fulfilment of program requirements
- If interested please contact the Education and Workforce Development Committee
  - education@charlestondca.org
  - Chair: Ron Ravelo, Co-chairs: Maura Keenan and Sallie Sweeney

http://www.charlestondca.org/committees

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?

Then volunteering with CDCA is for you!

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

Save the Date
for the 2023

CDCA SBIOIs

65th SBIOI: July 20, 2023

66th SBIOI: October 18, 2023

AFCEA, CDCA, & WID Co-hosted Pre-SBIOI Networking Events:
July 19, 2023
October 17, 2023

Follow CDCA On Social Media

Facebook:

- /CharlestonDCA

Twitter:

- @CharlestonDCA

LinkedIn:

- Charleston Defense Contractors Association

Instagram:

- @CharlestonDCA

YouTube:

- Charleston Defense Contractors Association

Save the Date

for the 16th Annual

CDCA DEFENSE SUMMIT

December 6-7, 2023

Charleston Area Convention Center
Charleston, SC

For more information visit:
charlestondca.org/cdca-summit-16

Interested in sponsoring?
Email sponsors@charlestondca.org

2023 CDCA Defense Summit Sponsors

Thank you to those who have already signed up to Sponsor at the 16th Annual CDCA Defense Summit.

Titanium Sponsors:
- SAIC
- Scientific Research Corporation

Exhibit Hall Stage Sponsor:
- CACI International

Gold Sponsors:
- KBR
- MFGS, Inc.

Silver Sponsor:
- Modus21

Attendee Lanyard Sponsor:
- Akima

Speaker Reception Bar Sponsor:
- Guidehouse

Networking Reception Sponsor:
- ManTech

Networking Reception Bar Sponsor:
- Maynard Nexsen

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

These Sponsorship Opportunities are still available:

- Titanium Sponsorship (2 left)
- Gold Sponsorship
- Speaker Reception Sponsor
- Parking Sponsor
- Swag Bag
- Media Lounge Sponsor
- Collaboration Space Sponsor
- Coffee and Tea Service
- Silver Sponsorship
- Registration Sponsor
- Lunch Sponsor
- Hand Sanitizer Sponsor
- Aisle Signs Sponsor
- Main Stage Sponsor
- Q&A Sponsor
- Mobile App Sponsor
- Dessert Break Sponsor
- Keynote Speaker Sponsor
- Breakout Panel Sponsor
- Networking Reception Sponsor (1 left)
- Networking Reception Bar Sponsor (1 left)
- Meet the Senior Leadership Sponsor
- Networking Lounge Sponsor

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

CDCA DEFENSE SUMMIT

December 6-7, 2023

Follow the CDCA Defense Summit On Social Media

Facebook:
/CDCADefenseSummit

Twitter:
@CDCA_DefSummit

LinkedIn:
cdca-defense-summit/

Mr. Manny Lovgren

Vice President

Charleston Defense Contractors Association

Annual CDCA Defense Summit Update

The Charleston Defense Contractor's Association (CDCA) has collaborated with the Naval Information Warfare Center, Atlantic (NIWC LANT), here in Charleston, SC for more than a decade to present an annual conference.

This year, 2023, CDCA has decided to expand the event to a broader conference, similar to "AFCEA West". Thus, The **Eastern Defense Summit** was created! The first rendition of this modified format will occur, this year, in December 2023.

Description

Join CDCA for the 2023 Eastern Defense Summit as we examine the theme, ***Collaborating on actionable solutions for our Nation's pacing threats*.**

China and North Korea present our biggest threats.

- Senior U.S. Defense Officials cite the Indo-Pacific security environment as growing more complex with more aggressive behavior by both China and North Korea.
- The Office of the Director of National Intelligence, U.S. has warned of threats against the U.S. posed by China, Russia, North Korea, and Iran. The U.S. intel agency released its 2023 annual threat assessment report.
- Global challenges like climate change, and evolving technologies could have the potential to disrupt traditional business and society while creating unprecedented vulnerabilities.
- If China succeeds in gaining control over Taiwan, it will have "wide-ranging effects, including disruption to global supply chains for semiconductor chips because Taiwan dominates production of cutting-edge chips."
- And regarding cyber and technology, the U.S. intelligence community has assessed that China represents the "broadest, most active, and persistent cyber espionage threat to U.S. Government and private-sector networks."
- China is "capable of launching cyberattacks that could disrupt critical infrastructure services within the United States, including against oil and gas pipelines, and rail systems."
- China is rapidly expanding and improving its artificial intelligence and big data analytics capabilities, which could expand beyond domestic use.
- The U.S. intelligence community assessed that North Korea is continuing its efforts to enhance its nuclear capabilities, targeting the U.S. and its allies.
- North Korea's military "will pose a serious threat to the United States and its allies by continuing to invest in niche capabilities" designed to provide Kim Jong Un with a "range of options to deter outside intervention, offset enduring deficiencies in the country's conventional forces, and advance his political objectives through coercion."
- North Korea's chemical or biological weapons "remain a threat." The report states that the intelligence community is "concerned" that North Korea "may use such weapons during a conflict or in an unconventional or clandestine attack."

Event Overview

The Charleston Defense Contractor's Association is excited to welcome participants to the **2023 Eastern Defense Summit.** On December 6 -7, 2023, world-leading experts from across the Department of Defense, Information Warfare community, Intelligence community, industry, and academia will gather under one roof, to better understand and address today's technology challenges and threats faced within our defense industry. This event is one of the largest defense-focused events on the East Coast.

The theme of this conference - ***Collaborating on actionable solutions for our Nation's pacing threats –*** represents the necessity to envision near-term solutions to such challenges. The **Eastern Defense Summit** serves as a mechanism for defense industry leaders to collaborate on innovative solutions, and other focus areas to enhance interoperability across Defense Assets. By presenting Exhibit Demos, Keynote Addresses, Innovation Spotlights, and High Energy Tech Exchanges, the 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.

The Eastern Defense Summit will be an immersive in-person event located at the Charleston Area Convention Center in North Charleston, SC, a short drive from the Charleston International Airport. The convention center is conveniently located within walking distance to several hotels, restaurants, shopping, and other attractions. We look forward to seeing you 6-7 December2023.

The Innovation Pitch Jam will remain a keystone event of the Eastern Defense Summit in December. We are collaborating stakeholders including NIWC Atlantic to make this a great event! Details to follow this summer.

Ms. Camila Anderson

Chair

CDCA Small Business Committee

Charleston Defense Contractors Association

Thank you, SBIOI Sponsors!

Hydration Station Sponsor:

LATG

Registration Sponsor:

HII

Thank you, Small Business Exhibitors!

Small Business Exhibitors:

CMB Services Inc.

Tee It Up for the Troops

UNIFIED CLOUD SOLUTIONS

Today's Presentations will be posted!

NIWC Atlantic Briefs:

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

All Other Briefs:

https://www.charlestondca.org/cdca-64th-sbioi

We Want to Hear from You!

Congratulations to these Survey Gift Card Winners!

61st SBIOI:
Greg Muffley, CSSI, Inc.
62nd SBIO:
Elina Young, Akima
63rd SBIOI:
John "JV" Visbaras, Chugach

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

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

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

64th CDCA SBIOI
Session ID:
179-093-639

SBIOI Q&A Application

vevox

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

64th CDCA SBIOI
Session ID:
179-093-639

CDCA'S 64TH SBIOI AGENDA

08:30 Ms. Beth Meredith, 5th Executive Chair, Charleston Defense Contractors Association
"CDCA Welcome and Opening Remarks"

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

08:45 CAPT Nicole Nigro, Commanding Officer, NIWC Atlantic

09:15 Q&A Session

09:25 Platinum Member Company Spotlight – JRC Integrated Systems

09:30 Mr. Travis Methvin, Acting Director, Command Strategy Business Office, PEO Digital and Enterprise Services
"PEO Digital Overview, Current Activates (SBA) and Future Opportunities"

10:00 Q&A Session

10:10 Break

10:25 Mr. Brad Hoisington, Director, Corporate Operations, NIWC Atlantic
Mr. Rob Kemp, Strategic Acquisitions and Resourcing, NIWC Atlantic
Mr. Darrell Denaux, Facilities Director, NIWC Atlantic
"Corporate Operations – Facilities' Small Business Contracts Overview"

10:55 Q&A Session

11:05 Mr. James Ryan, Special Agent, Office of the Inspector General (DoDIG)
Defense Criminal Investigative Services (DCIS) Charleston

11:35 Q&A Session

11:45 Lunch

1:15 Mr. Kevin Allen, SSTM, ES Department Head, NIWC Atlantic
Mr. Robert Thornton, Data Center and Cloud Hosting Services (DC2HS) Division, NIWC Atlantic
Mr. Brett Huffman, Infrastructure Systems (IS) Division, NIWC Atlantic
Mr. Brian Ratliff, Deputy ES Department Head, NIWC Atlantic

2:45 Q&A Session

2:55 Mr. Steve Harnig, NIWC Atlantic 2.0 Contracts Competency Director, NIWC Atlantic
"NIWC Contracts and CIC Update"
Mr. Jesse Seaton, Senior Competency Manager, Non-ACAT Programs, NIWC Atlantic
Mr. Todd Rollins, Fleet C4I 700s & 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
Ms. Christy Christopher, 2.0 Competency Continuous Process Improvement (CPI) Lead, NIWC Atlantic
Ms. Allison Huber, 2.0 Contracts Policy Supervisor, NIWC Atlantic

3:15 Mr. John O'Connor, Deputy Director, Office of Small Business Programs, NIWC Atlantic

3:25 Q&A Session

3:35 Mr. Pete Van de Meulebroecke, Co-Chair, CDCA Events & Engagements SBIOI Committee
"Closing Remarks and Announcements"

3:45 Speed Networking (1 hr)
Separate registration and pre-registration required by 5 pm on 07 Apr

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

64th Charleston Defense Contractors Association
Small Business and Industry Outreach Initiative Symposium

19 April 2023

CAPT Nicole K. Nigro
Commanding Officer
NIWC Atlantic

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

Company Spotlight:

JRC INTEGRATED SYSTEMS, INC.

- Size of Business: SDVOSB
- Year Established: 2003
- Number of Employees: 180+
- NAICS: 541330, 541715, 541611, 541512, 541519
- POC: John Buckley
  Email: john.buckley@jrcisi.com
  Company Website: https://www.jrcisi.com/

Company Spotlight

Charleston Defense Contractors Association (CDCA)
Small Business Industry Outreach Initiative (SBIOI)

Dennis Mohr

04/19/2023

1201 M St SE, Suite G40,
Washington, DC 20003
WWW.JRCISI.COM

Company Overview

- JRC is a SDVOSB specializing in digital systems engineering, automation, facilities engineering, program management, supporting national security programs
- JRC Integrated Systems, Inc. (JRC) provides advanced complex problems for the Department of Defense (DoD) and
- Founded in 2003; privately owned
- # of Employees: 180+
- 2022 Revenue: $33M+
- CMMC Registered Provider Organization (RPO)
- DSS Approved Top Secret Facility Security Clearance with w
- DCAA acceptable accounting system

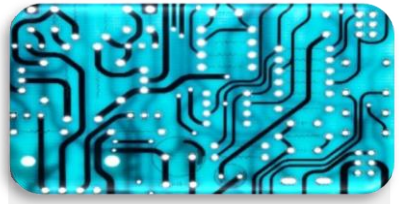
CAGE Code: 3QQY3
DUNS Number: 142300222
UEI: LBMXHCLLM6A5

Top Workplace Award Winner 2014 – 2022 -- The Washington Post
Greater Washington's Best Places to Work 2014 – 2022 -- Washington Business Journal

CAPABILITIES

DIGITAL AND SYSTEMS ENGINEERING & INTEGRATION

CYBER NETWORK DEFENSE



ROBOTICS PROCESS AUTOMATION AND SOFTWARE DEFINED LEARNING

ELECTRO MAGNETIC SPECTRUM MGMT. & FREQUENCY ALLOCATION

NUCLEAR WEAPONS SYSTEMS SURETY & SECURITY

FACILITIES ENGINEERING

PROGRAM & BUSINESS MANAGEMENT

TRAINING DEVELOPMENT

INTEGRATED TEST OPS & LOGISTICS SUPPORT

WARFIGHTER INTEGRATION

FOREIGN MILITARY SALES

SWS HYPERSONICS CPS

NC3 /C41 EXPERTISE

LENEL VALUE ADDED RESELLER

PAST PERFORMANCE SAMPLE

JRC SME SUPPORT

CYBER SECURITY & NETWORK ENGINEERING (CMMC RPO)

- Assessment/Authorization
- Test & Evaluation
- CND and JCAC Instructors

C41- ASSURED COMMUNICATIONS

- Submarine Broadcast Control Authority (BCA) experience
- White House Communications Agency experience
- STRATCOM / NC3 experience

FREQUENCY & SPECTRUM MANAGEMENT

- Spectrum XXI expertise; knowledge of Navy, Space Force, and NTIA requirements/ processes.
- Test Range Support

SYSTEMS ENGINEERING & INTEGRATION

- Digital Engineering (DE)/Model-Based Systems Engineering (MBSE)
- Requirements Development/Management
- 3D Modeling Capability

FOREIGN MILITARY SALES

- USCG Ship outfitting and Sales
- AEGIS Ashore

FACILITY AND PLATOFRM INTEGRATION

- Strategic Weapon System Ashore (SWSA)
- AEGIS Ashore

ARTIFICIAL INTELLIGENCE & MACHINE LEARNING - SOFTWARE & DATABASE DEVELOPMENT - HOSTING

- Robotic Process Automation (RPA)
- Radiation Hardening / AI (Cutting Edge new work)

CONTACT US

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Vice President & Maritime Systems

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JRC Senior Business Development Analyst

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202-578-3044

@JRCINTEGRATEDSYSTEMS

PEO DIGITAL

PROGRAM EXECUTIVE OFFICE DIGITAL & ENTERPRISE SERVICES

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

Travis Methvin
CSBO Director
PEO Digital

19 April 2023

DISTRIBUTION A: Approved for public release. Distribution unlimited. 18 April 2023.

PEO Digital Strategy

OUR MISSION

We deliver modern, secure, and effective enterprise Information Technology and Business systems and services.

OUR VISION

To provide the premier enterprise Information Technology user experience.

OUR GOALS

Develop and Maintain an Engaged and Capable Workforce

- Develop a Learning Organization
- Encourage and Support Decision-Making at Lower Levels
- Increase Focus on Human Capital and Talent Management

Advance the Modern Service Delivery Model

- Adopt Architectures and Industry Frameworks to Achieve Industry Parity
- Create and Configure Management Practices for Contemporary IT Operations
- Coordinate Acquisition and Contract Administration
- Increase the Effectiveness of Invested Funds, Maximize Return on Investments

Build an Enterprise-Class Digital Platform

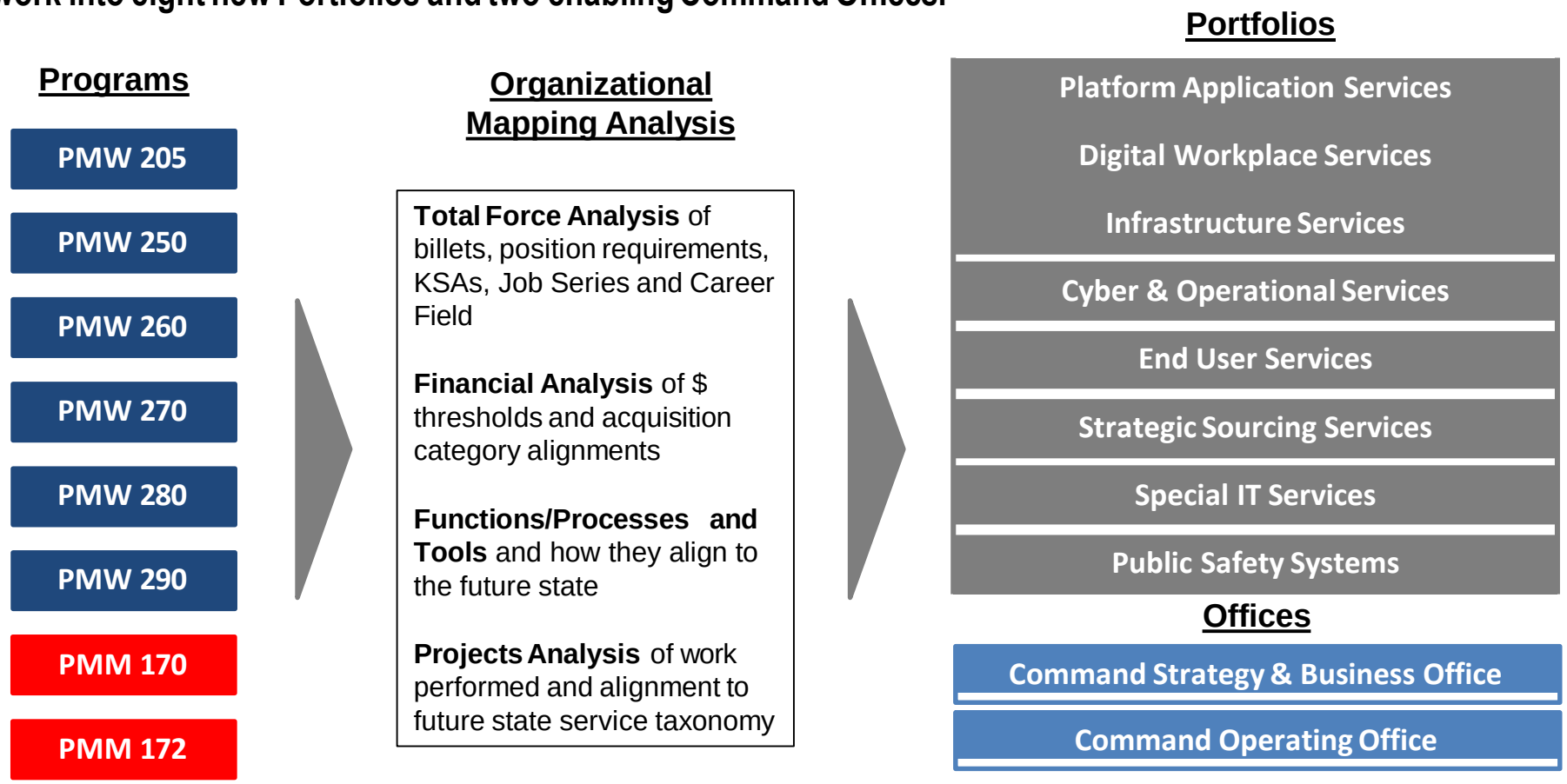
- Naval Enterprise Service Integration and Convergence
- Deliver an Integrated Digital Platform for the Future
- Establish Parity with Industry Technology and Capabilities
- Increase the Pace of Cloud Adoption
- Build and Maintain an Operating Capability that Enables Cyber Superiority

Achieve Customer Centricity and Credibility

- Expand Intuitive Service Acquisition and Support
- Anticipate and Respond to Customer Needs
- Enhance the User Experience

Moving From Progra
Por

PEO Digital dissolved its Program Management Offices, and moved their associated products, services, and work into eight new Portfolios and two enabling Command Offices.



Program activities and personnel were mapped based on an analysis of Total Force, Financials, Functions/Processes and Tools, and Work performed.

PEO Digital Command Off
Por

Command Strategy & Business Office

- Operates the "front door" (i.e., new requirements) in collaboration with PEO leadership, the Product Portfolios through the qualification, funding, solutioning, staffing, and road mapping of the requirements.

Command Operations Office

- Defines cross-Portfolio process and governance standards and controls
- Governs ("Trust but Verify") decisions and ensures delivery aligned with performance and priority
- Connection points between "gears" that orchestrates, removes blockers and ensures continuity for delivery

Platform Application Services

- New capabilities primarily aligned to Platform-as-a-Service (PaaS) cloud service model.
- Provides and manages Identity, Credential, Access, Authentication, and Authorization for humans and systems.

End User Services

- Provides the physical and virtual device endpoints end users and administrators use to access digital data, voice, and video services.

Digital Workplace Services

- Manage virtual access to data hosted across the enterprise, or analytics-heavy that also contain a storage component.
- Services consumed directly by end users to optimize technology, increase productivity and utility, and to enable user output.

Strategic Sourcing Services

- Focuses on implementing and managing IT agreements for Navy, USMC, and DoD through research and negotiation, ultimately consolidating, centralizing, and streamlining IT acquisition.

Infrastructure Services

- Provides generic compute and structured and unstructured data storage services primarily aligned to Infrastructure-as-a-Service (IaaS) cloud service model.
- Transport to enable the movement of bits and bytes from one endpoint to another.

Special IT Services

- Focuses on the integration and consolidation of legacy SAP/CAP administrative IT to centralized DON SAP/CAP Enterprise System Network and IT services framework.

Cyber & Operational Services

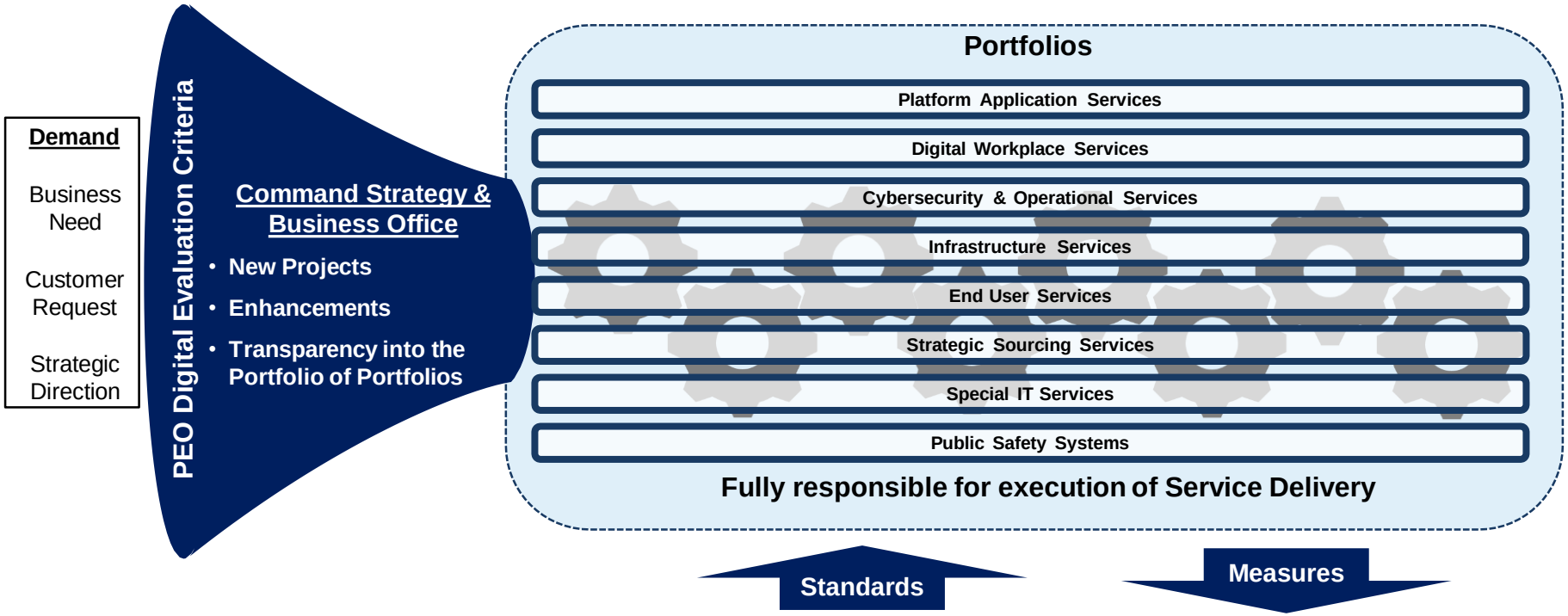
- Provides services implemented for the sole purpose of operating and defending the entirety of the IT portfolio by enabling enterprise-wide visibility, command, and control to administrators or directly to other applications and networks

Public Safety Systems

- Standardizes command and coordination of emergency dispatch centers and functions for First Responders providing notifications, resource management and situational awareness, including wireless communications, networks, and infrastructure

PEO Digital Functional View

Enable portfolios to consistently operate through SAFe practices and provide transparency into streamlined delivery of Naval services



Command Operations Office

- Defines cross-Portfolio process and governance standards and controls
- Governs ("Trust but Verify") decisions and ensures delivery aligned with performance and priority
- Connection points between "gears" that orchestrates, removes blockers and ensures continuity for delivery

Working With Small Business

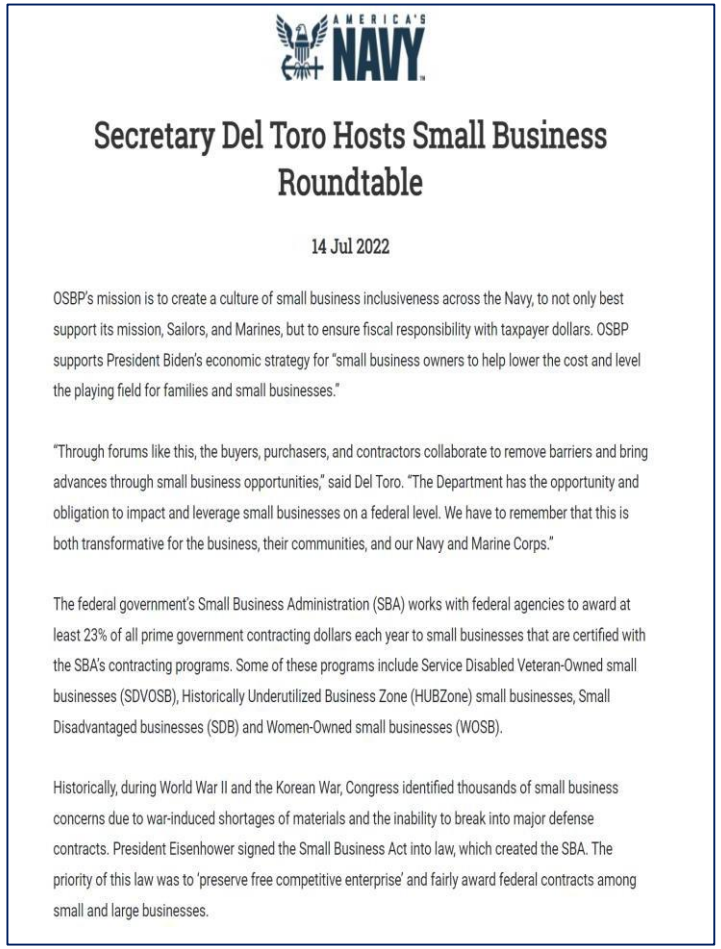
SECNAV SB Offsite Materials NAVWAR/MARCOR HCAs tracking SB goals. NIWC PAC using resellers for Strategic Sourcing, One-Net typically awarded to SB. NIWC LANT preponderance are set up for SB (PM/ENGR Support, 2Twelve ORE)

Navy OSBP on FEDNEWS: "We're educating our workforce and being open to talking to small businesses, talking to industry about upcoming procurements and opportunities so that we can draw in that industrial base that we need to respond to our requirements."

DOD SB Strategy: "Over time, a decline in the number of small businesses participating in defense acquisitions will lead to a reduction of innovative concepts, capabilities, quality of service and increased acquisition costs."

PEO Digital SS enterprise agreements represent 94 unique OEMs that sell through resellers of which greater than 30% are SB.

Moving the Needle: Ach
Measurable Outc



AMERICA'S NAVY

Secretary Del Toro Hosts Small Business Roundtable

14 Jul 2022

OSBP's mission is to create a culture of small business inclusiveness across the Navy, to not only best support its mission, Sailors, and Marines, but to ensure fiscal responsibility with taxpayer dollars. OSBP supports President Biden's economic strategy for "small business owners to help lower the cost and level the playing field for families and small businesses."

"Through forums like this, the buyers, purchasers, and contractors collaborate to remove barriers and bring advances through small business opportunities," said Del Toro. "The Department has the opportunity and obligation to impact and leverage small businesses on a federal level. We have to remember that this is both transformative for the business, their communities, and our Navy and Marine Corps."

The federal government's Small Business Administration (SBA) works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the SBA's contracting programs. Some of these programs include Service Disabled Veteran-Owned small businesses (SDVOSB), Historically Underutilized Business Zone (HUBZone) small businesses, Small Disadvantaged businesses (SDB) and Women-Owned small businesses (WOSB).

Historically, during World War II and the Korean War, Congress identified thousands of small business concerns due to war-induced shortages of materials and the inability to break into major defense contracts. President Eisenhower signed the Small Business Act into law, which created the SBA. The priority of this law was to 'preserve free competitive enterprise' and fairly award federal contracts among small and large businesses.

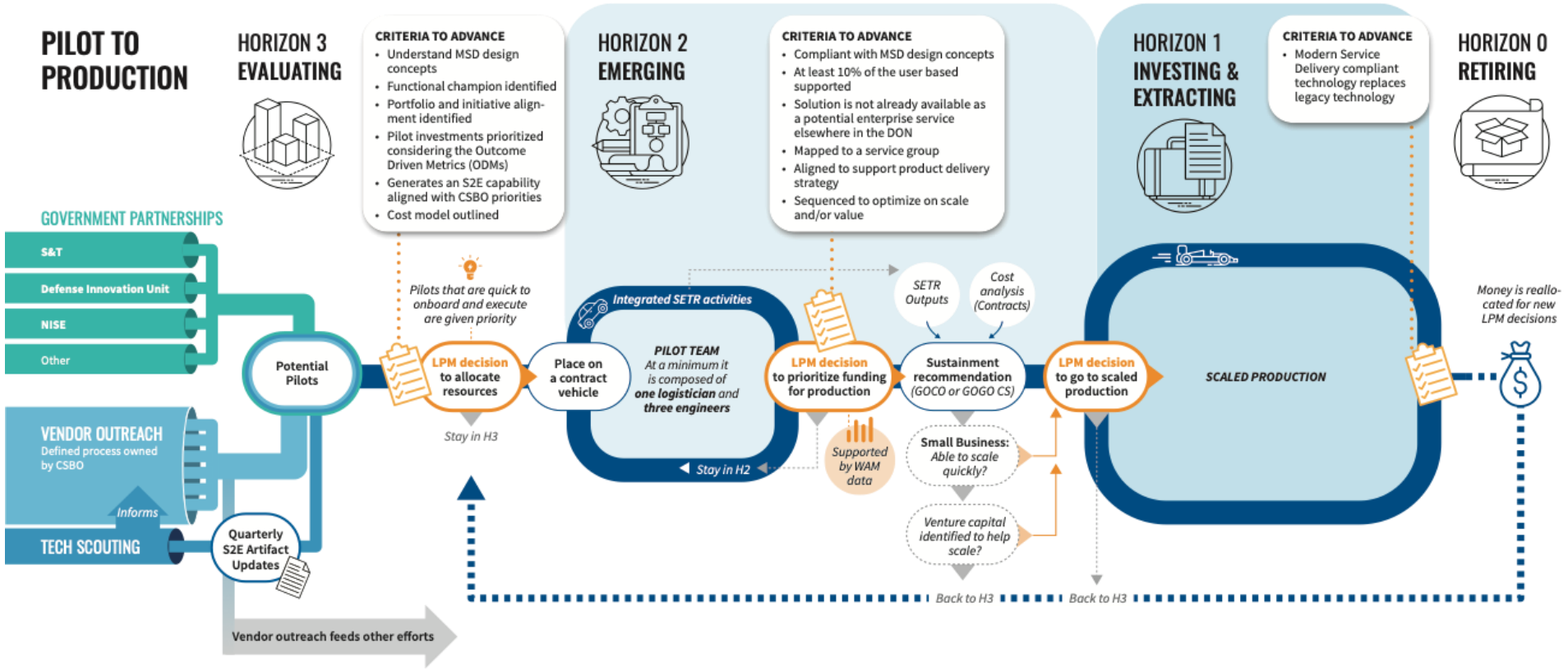
WAM is setting the standard within the PEO as others adopt

WAMs = GET REAL GET BETTER

Significant Accomplishment Examples:

- 6 Exceptions to Policy from the PEO – supporting the Flank Speed environment - doing things different
  - ❑ Direct impact on 5 WAMs
- Launched 21+ pilots with $19.6M RDT&E dollars
  - ❑ Each pilot has WAM impact identified (1 or more WAMs per pilot)
- Sourced, delivered, and coordinated Starlink Enterprise & Mobility terminals for Operation Triton Peloton
  - ❑ Direct impact on Cyber/Ops resilience, reduced user time lost, and improved adaptability/flexibility,
- Created the first PEO DES pilot with Defense Innovation Unit (DIU)
  - ❑ Pilot impacting WAMs and process impacting the PEO

Pilot to Production Horizon Concept



Current Pilots

CYBERSECURITY & OPERATIONAL SERVICES	DIGITAL WORKPLACE SERVICES		INFRASTRUCTURE SERVICES		PLATFORM APPLICATION SERVICES		END USER SERVICES
Management & Security	Data & Analytics	Workplace Automation	Compute & Store	Transport & Comms	Development & Deployment	Identity	End User Computing
IT Asset Management Acceleration	Power BI	D-3PO	Data Cloud Migration	Optical BAN/LAN	Azure Cloud Native Access Point (CNAP)		ATO Process Automation
Service Desk Automation (Sharepoint/Netscout) ML/AI/CX			Tactical Azure Stack/DDIL	Wireless BAN/LAN	API Gateway		Scaling Virtual Desktop (Nautilus VD)
Automated Security Validation			Hyper Converged Infrastructure	Pentagon BAN/ LAN Remediation			Win11 Out of the Box Experience
Microsoft Defender for Identity (NNWC, FCC)				IPv6 - WAN LLs (lessons learned)			
Multi-Cloud threat Detection				SIPR 2.0 Data Federation/ Multi-Layer Security (MLS)			
Patch Prioritization Enrichment				Thunderdome Integration- Secure Access Service Edge (SASE)			
Customer Experience Measurement				Cloud Fabric (link to wireless BAN/LAN)			
ITSM Rationalization							
Security Operations Center (SOC) of the Future							

AUTOMATION | INOCCS | LAST MILE | IL6 | CLOUD

PEO Public Website

PEO Digital Public Web Page

https://www.navwar.navy.mil/peo-digital-home/

PEO Digital Industry Engagement For Industry

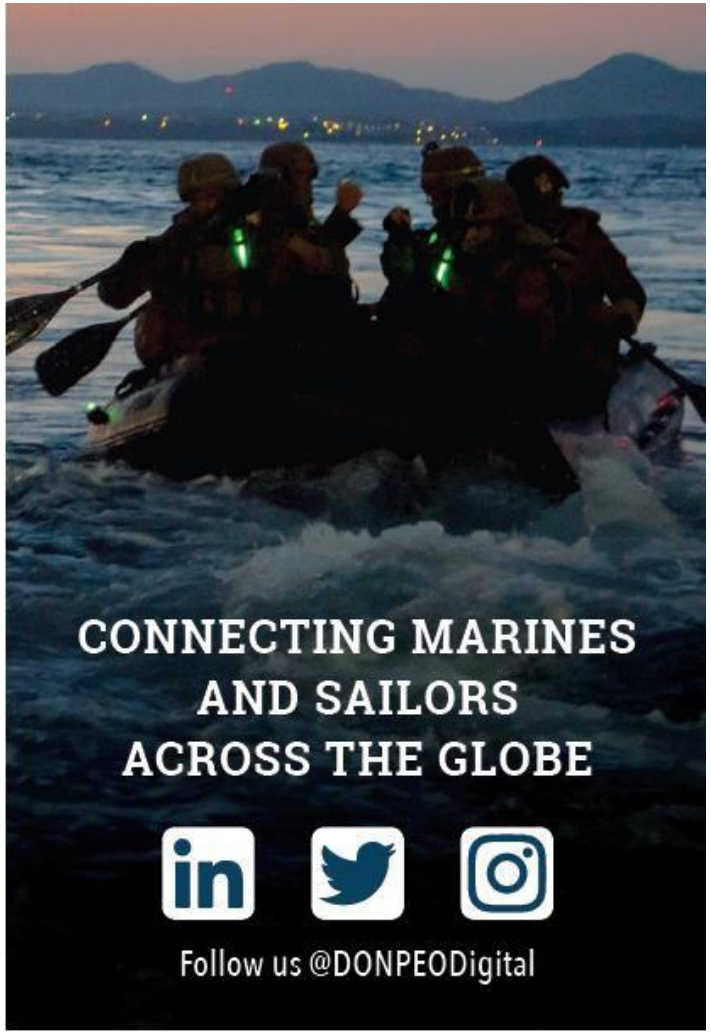
https://public.cloud.navy.mil/industry

PEODigitalIndustryTeam@us.navy.mil

Industry Engagement Process

Naval Digital Marketplace: https://cloud.navy.mil

Questions/Contact Us



For Industry

https://public.cloud.navy.mil/industry

PEODigitalIndustryTeam@us.navy.mil

https://www.navwar.navy.mil/peo-digital-home/

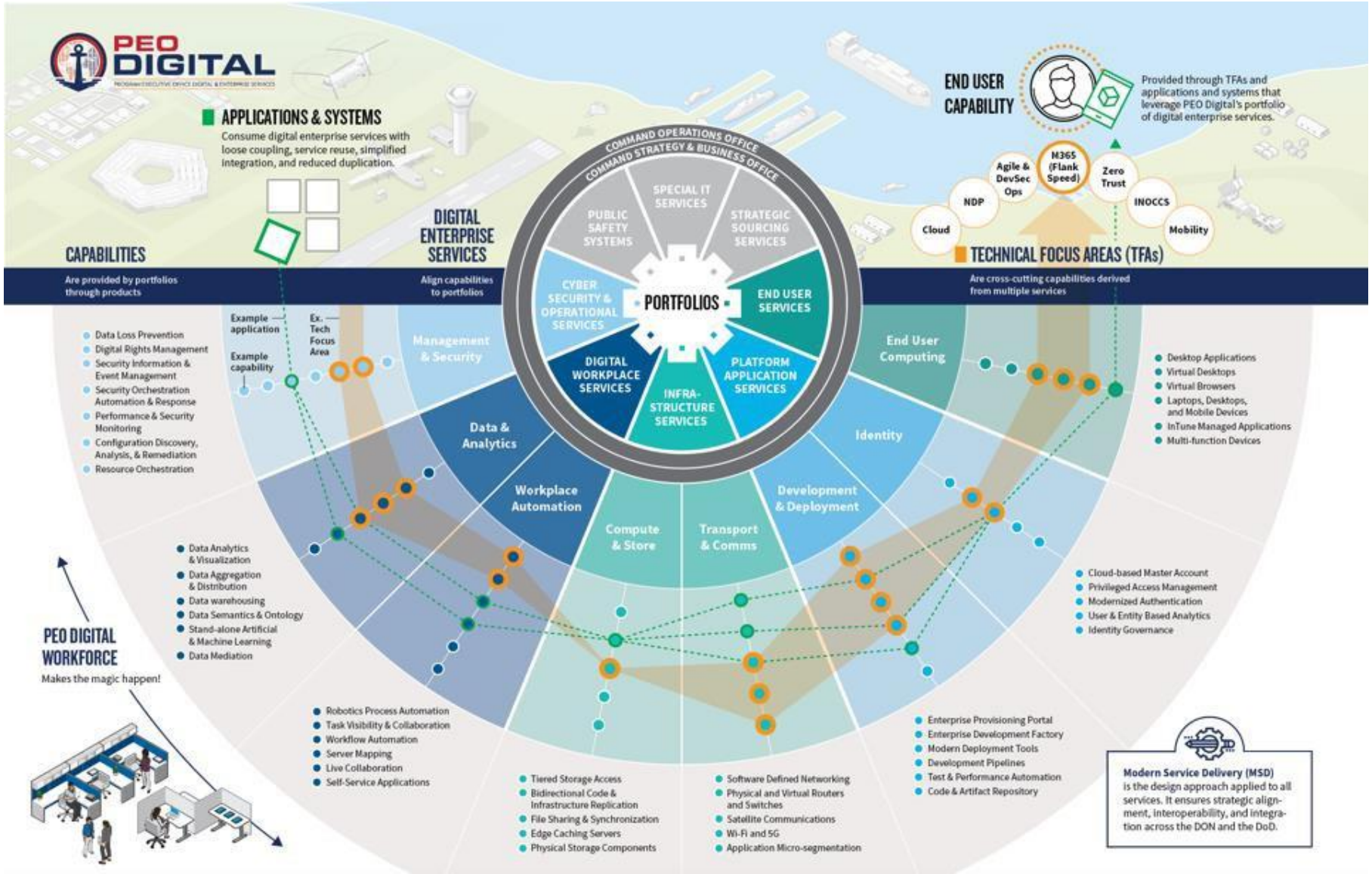
PEO_Digital_Public_Affairs.fct@us.navy.mil

SCAN FOR PEO DIGITAL INFORMATION

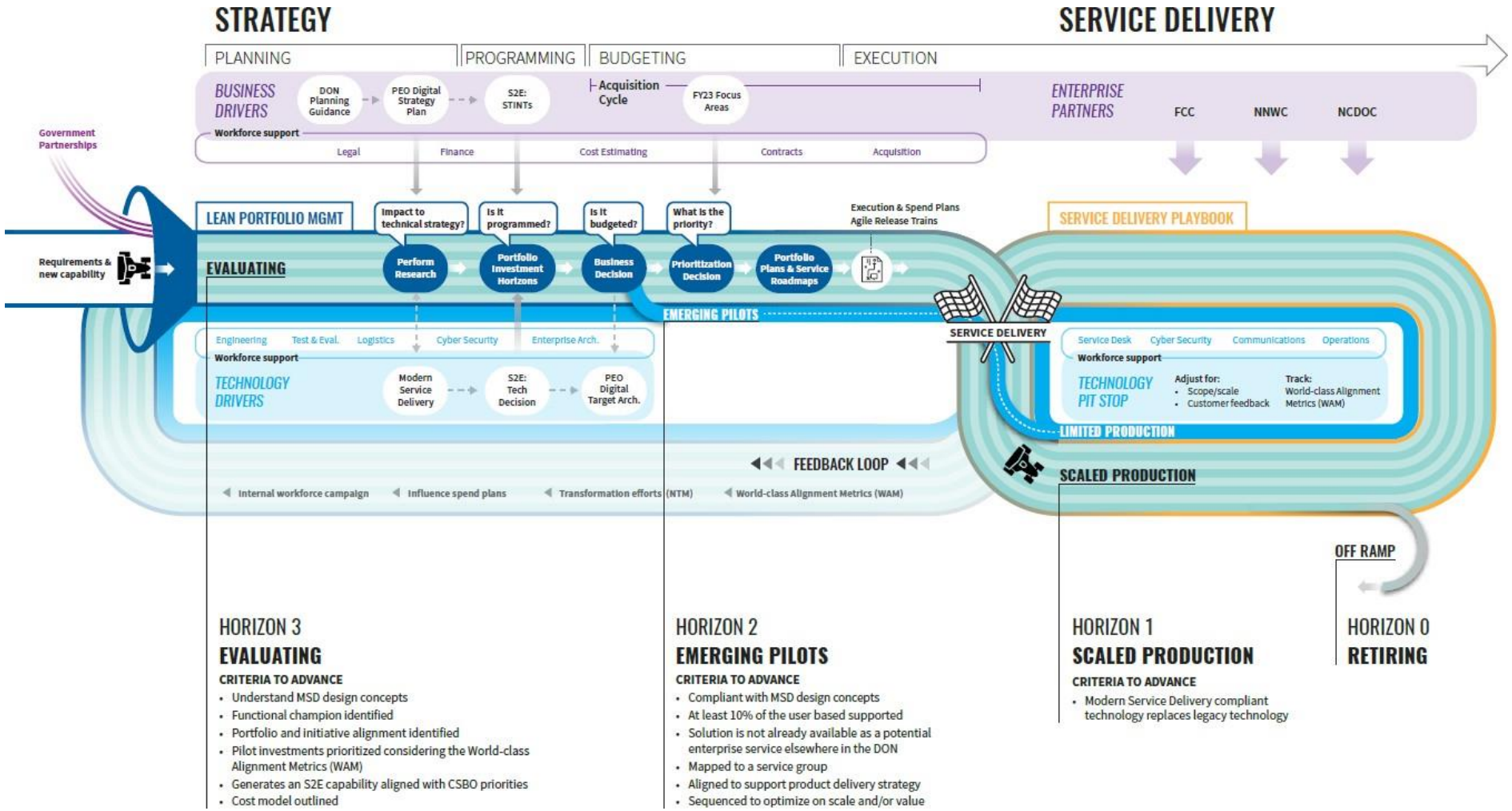
PEO DIGITAL

BACKUP

PEO Digital Operational Concept



Strategy To Service D
Horizon C



Investment Horizons Template

Investment Horizons shows current investments and when returns might be expected

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

Investment Horizons are currently available for all eight service groups:

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

Please note: These products are informed by S2E artifacts but are owned by each portfolio

PEO DIGITAL

Questions?

Networking Break

Next session begins at 10:25 am

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

80 Corporate Operations Competency

64th Charleston Defense Contractors Association
Small Business and Industry Outreach Initiative Symposium

19 April 2023

Mr. Brad Hoisington
Director, Corporate Operations

Mr. Darrell Denaux
Facilities Director

Mr. Rob Kemp
Strategic Acquisitions and Resourcing

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

Naval Information Warfare Center
ATLANTIC

Naval Information Warfare Center Atlantic

Facilities Service Contracts

Mr. Darrell Denaux
Facilities Director

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

Strategic Acquisitions and Resourcing

Mr. Rob Kemp
Strategic Acquisitions and Resourcing

Company Spotlight:

- Size of Business: Small
- Year Established: 2010
- NAICS: 334112
- POC: Glenn Saxman
  Email: gsaxman@racktopsystems.com
  Company Website: www.racktopsystems.com

CYBERSTORAGE

Zero-trust data security for primary data with active defense for simplified compliance, insider threats, and secure supply chain

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Recent Cyber Attacks

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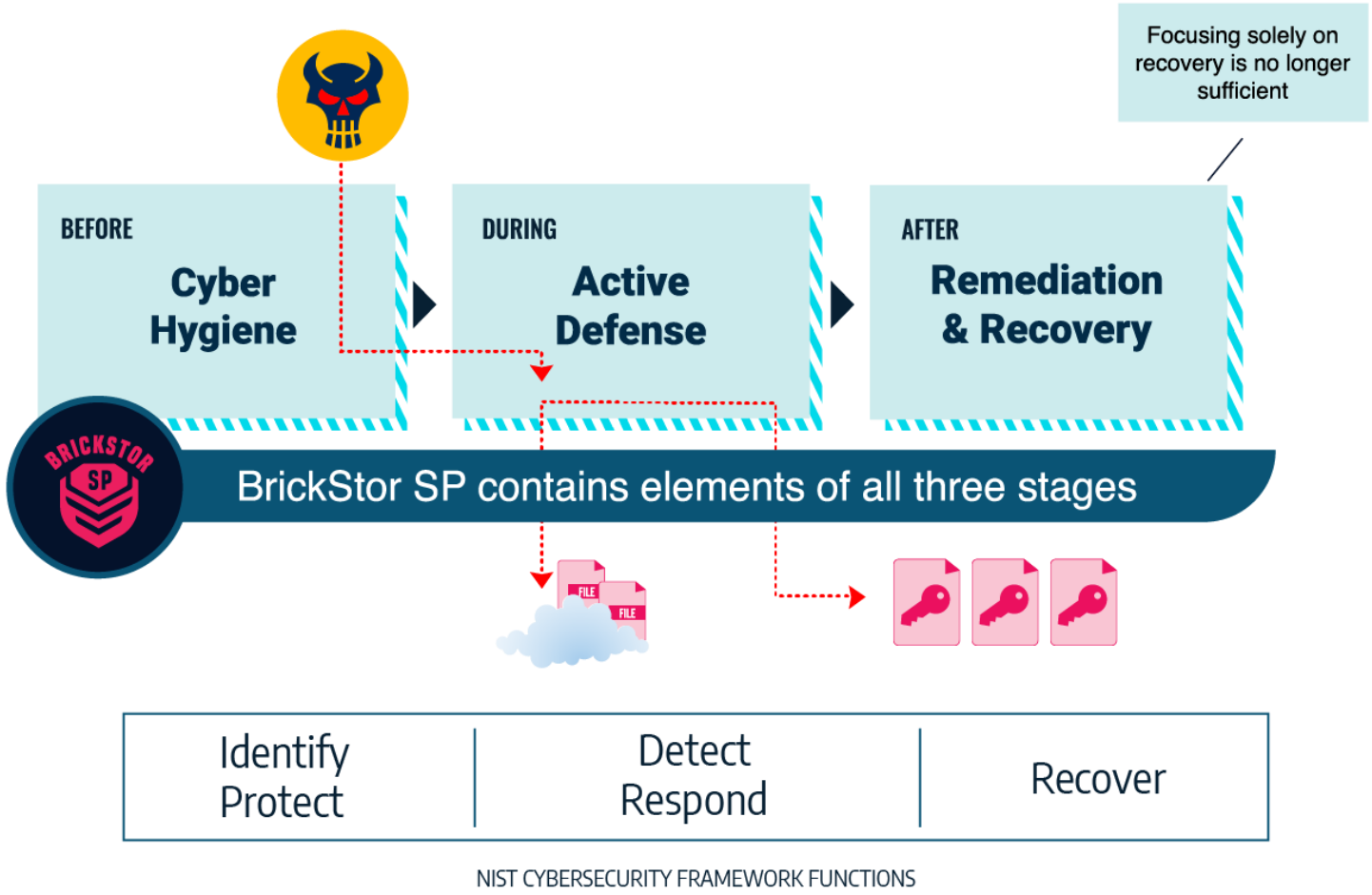
BrickStor SP: the only Cyberstorage solution to address all 5 functional areas of the Cybersecurity Framework

- ✓ 100% Agentless
- ✓ Standards based – drop into any organization on-prem, edge or the cloud
- ✓ Installs in 15 minutes and stops Ransomware in 1 second



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RACKTOP®

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888-472-2586
info@racktopsystems.com

Federal Sales Team
443-393-7880
fedsales@racktopsystems.com

Cage Code: 60MC2
UEI: J5LJB8RGCNB7

About RackTop

We believe everyone should be able to protect their data as if it were a national secret.

- Founded in 2010 by U.S. Intelligence Veterans
- Headquartered in Washington, DC Metro Area
- 100% U.S. Based Customer Support

U.S. NAVAL RESEARCH LABORATORY
UNITED STATES COAST GUARD 1790
NAVAIR
DEFENSE INFORMATION SYSTEMS AGENCY
U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT
DEPARTMENT OF DEFENSE UNITED STATES OF AMERICA
Lawrence Livermore National Laboratory
MISSILE DEFENSE AGENCY DEPARTMENT OF DEFENSE
LOCKHEED MARTIN
UMBC UNIVERSITY OF MARYLAND BALTIMORE COUNTY 1966
U.S. AIR FORCE
LINCOLN LABORATORY MASSACHUSETTS INSTITUTE OF TECHNOLOGY
NAVSUP NAVAL SUPPLY SYSTEMS COMMAND FLEET LOGISTICS CENTER NORFOLK
UNITED STATES DISTRICT COURT DISTRICT OF CONNECTICUT
NATIONAL SECURITY AGENCY UNITED STATES OF AMERICA
OFFICE OF THE SECRETARY OF DEFENSE STRATEGIC CAPABILITIES OFFICE
GENERAL DYNAMICS Mission Systems

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BrickStor SP is a Cyberstorage solution for unstructured data

- The only end-to-end Cyberstorage solution
- Active security detects & stops live ransomware attacks
- Stop insider threats, data theft & spillage
- Agentless real time user and entity behavior visibility and analytics
- Instantly recover files affected by attacks
- Audit-ready compliance reporting
- SW-defined NAS, flexible deployment options

Proactive Security and Visibility

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Cost of a Data Breach in 2022

277 Days

Average time to identify and contain a data breach

9.44 Million USD

Average cost of a breach in the United States, the highest of any country

4.54 Million USD

Average cost of a ransomware attack, not including the cost of the ransom itself

83%

of organizations studied have had more than one data breach.

60%

of organizations' breaches led to increases in prices passed on to customers.

79%

of critical infrastructure organizations didn't deploy a zero trust architecture.

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**Statistics from the 2022 IBM Cost of a Data Breach Report*

Analysts and Cyber Experts Agree a Change is Needed

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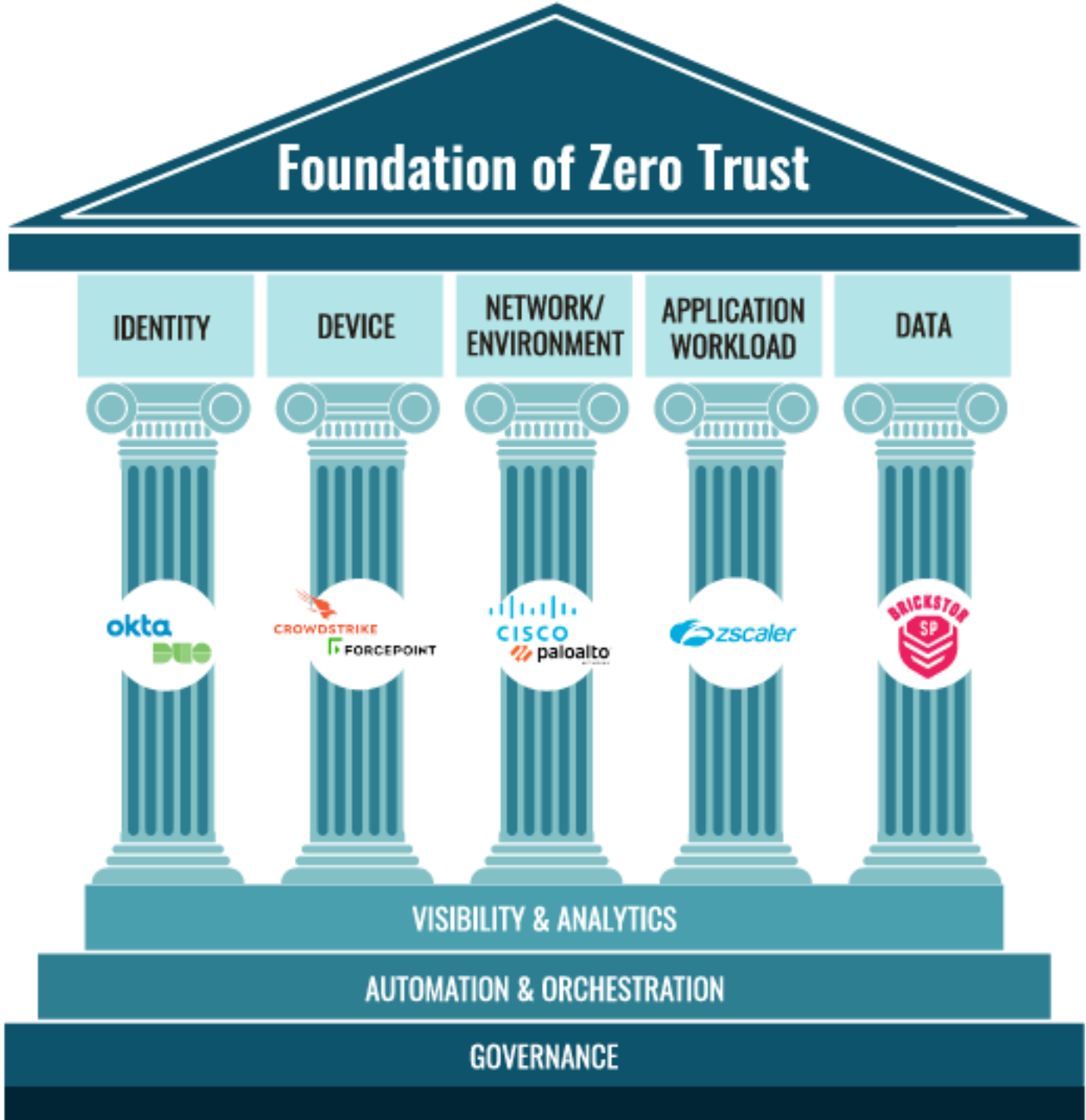
CISA Zero Trust Maturity Model

Data is the 5th Pillar

- Enable zero trust principles around file access
- Evaluate each request to read, modify or write a file
- Stop suspicious or malicious behavior and enforce policy in real time



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How BrickStor SP Addresses New EO

Executive Order 14028

- New Presidential Executive Order Calls for Data-Centric Zero Trust Architecture
  - The BrickStor Security Platform is the only solution available that is evaluating trust and real time policy enforcement on each data operation. Active defense capabilities can stop an insider threat or ransomware before it is too late.
- Improve Detection of Cybersecurity Incidents on Federal Government Networks. Poor logging hampers an organization's ability to detect intrusions, mitigate those in progress, and determine the extent of an incident after the fact.
  - The BrickStor Security Platform provides real time logging and visibility into what users and admins are doing in real time. BrickStor SP becomes a high-fidelity security sensor that provides unprecedent visibility into what is happening to your data with user behavior analytics. Active Defense allows attacks to be contained and creates cyber resiliency. Detailed user behavior activity is used to remediate attacks and restore files to pristine versions and provide timely and comprehensive reporting on incidents.
- Improve Software Supply Chain Security
  - RackTop employs a secure supply chain for software development, delivery and software updates.
- Data Encryption
  - The platform employs AES-256 encryption for data at rest and in flight.

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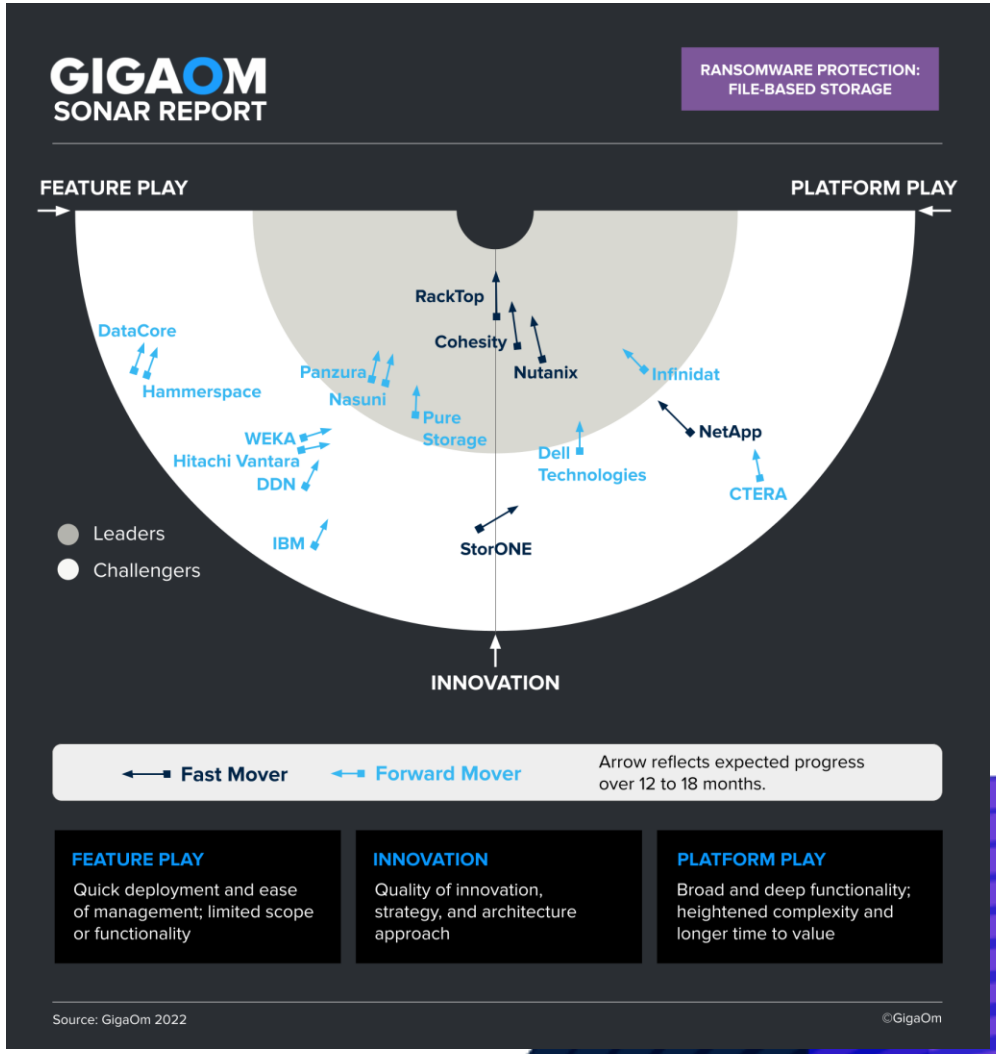
GIGAOM

RackTop was judged by GigaOm as the top innovator in the report with the highest rankings for its Cyberstorage solution. Judged to be “one of the most comprehensive and secure offerings for file storage solutions, with a very broad spectrum of features for ransomware protection.”

“RackTop provides a no-compromise approach to ransomware protection with a strong zero-trust foundation and a feature set that will continue to deliver long-term value to organizations.”

- Enrico Signoretti, Senior Analyst GigaOm

Access the Report Here



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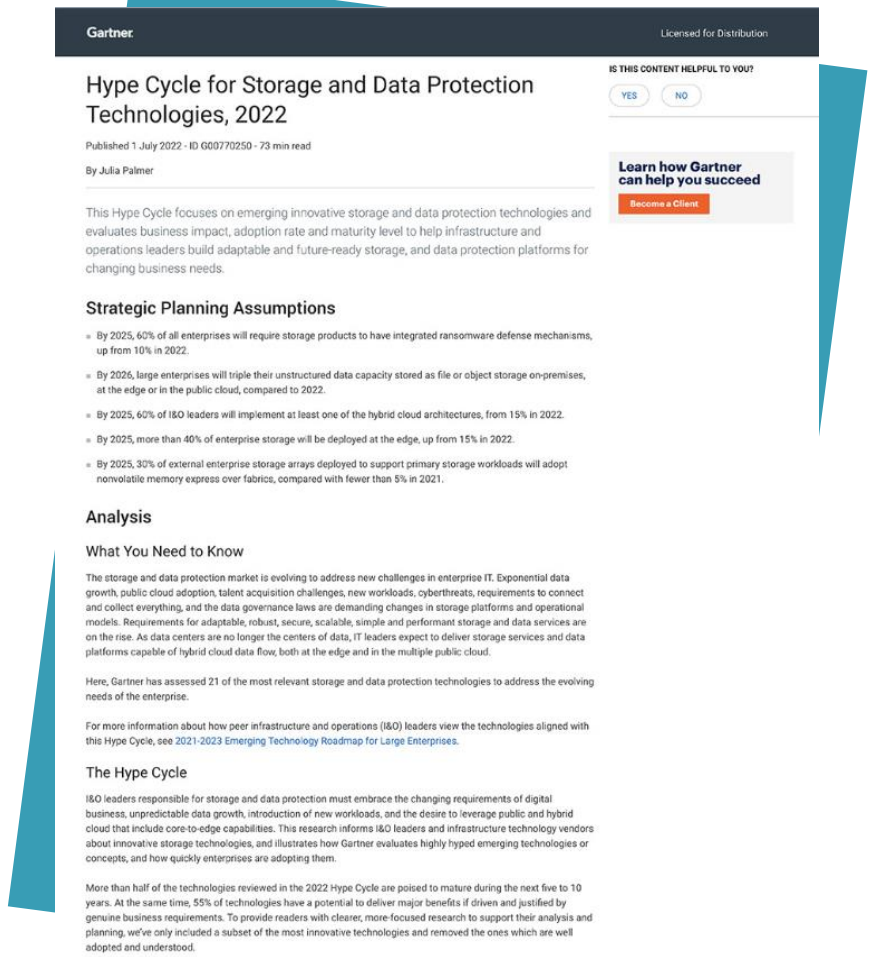
Gartner®

According to Gartner, “By 2025, 60% of all enterprises will require storage products to have integrated ransomware and defense mechanisms, up from 10% in 2022.”

Storage Needs Active Defense

View complimentary Gartner research and learn more about RackTop Systems’ unique features, among other provider offerings, at https://resources.racktopsystems.com/gartner-research.


Gartner

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Hype Cycle for Storage and Data Protection Technologies, 2022

Published 1 July 2022 - ID G00770250 - 73 min read

By Julia Palmer

This Hype Cycle focuses on emerging innovative storage and data protection technologies and evaluates business impact, adoption rate and maturity level to help infrastructure and operations leaders build adaptable and future-ready storage, and data protection platforms for changing business needs.

Strategic Planning Assumptions

- By 2025, 60% of all enterprises will require storage products to have integrated ransomware defense mechanisms, up from 10% in 2022.
- By 2026, large enterprises will triple their unstructured data capacity stored as file or object storage on-premises, at the edge or in the public cloud, compared to 2022.
- By 2025, 60% of I&O leaders will implement at least one of the hybrid cloud architectures, from 15% in 2022.
- By 2025, more than 40% of enterprise storage will be deployed at the edge, up from 15% in 2022.
- By 2025, 30% of external enterprise storage arrays deployed to support primary storage workloads will adopt nonvolatile memory express over fabrics, compared with fewer than 5% in 2021.

Analysis

What You Need to Know

The storage and data protection market is evolving to address new challenges in enterprise IT. Exponential data growth, public cloud adoption, talent acquisition challenges, new workloads, cyberthreats, requirements to connect and collect everything, and the data governance laws are demanding changes in storage platforms and operational models. Requirements for adaptable, robust, secure, scalable, simple and performant storage and data services are on the rise. As data centers are no longer the centers of data, IT leaders expect to deliver storage services and data platforms capable of hybrid cloud data flow, both at the edge and in the multiple public cloud.

Here, Gartner has assessed 21 of the most relevant storage and data protection technologies to address the evolving needs of the enterprise.

For more information about how peer infrastructure and operations (I&O) leaders view the technologies aligned with this Hype Cycle, see 2021-2023 Emerging Technology Roadmap for Large Enterprises.

The Hype Cycle

I&O leaders responsible for storage and data protection must embrace the changing requirements of digital business, unpredictable data growth, introduction of new workloads, and the desire to leverage public and hybrid cloud that include core-to-edge capabilities. This research informs I&O leaders and infrastructure technology vendors about innovative storage technologies, and illustrates how Gartner evaluates highly hyped emerging technologies or concepts, and how quickly enterprises are adopting them.

More than half of the technologies reviewed in the 2022 Hype Cycle are poised to mature during the next five to 10 years. At the same time, 55% of technologies have a potential to deliver major benefits if driven and justified by genuine business requirements. To provide readers with clearer, more-focused research to support their analysis and planning, we've only included a subset of the most innovative technologies and removed the ones which are well adopted and understood.

IS THIS CONTENT HELPFUL TO YOU?

YES NO

Learn how Gartner can help you succeed

Become a Client

Gartner disclaimer
Gartner, Hype Cycle for Storage and Data Protection Technologies, 2022, Julia Palmer, 1 July 2022
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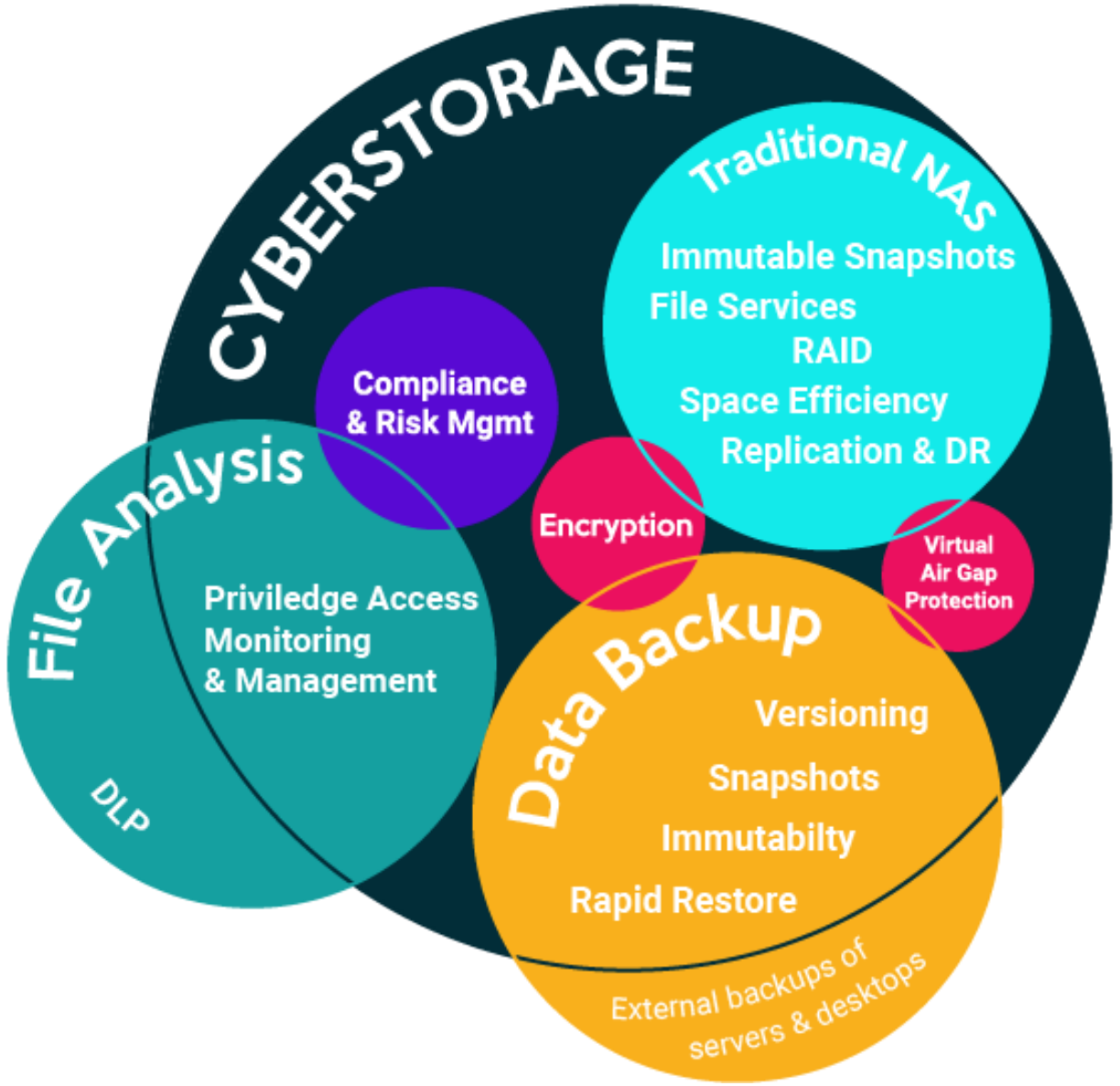
RackTop's unique Cyberstorage features

- Active defense
- Real-time user behavior analytics
- Incident management
- SIEM integration
- Zero Trust policy enforcement



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Unstructured Data Management

Data Services

- Cyber resilience
- Active Defense
- Data Governance
- Encryption
- Auditing
- User Behavior Auditing and Analysis

Data Compliance

- Integrated Compliance Reports
- One Click Fix

Life Cycle Management

- Transparent Data Movement (TDM)
- Data Protection Policies and Snapshots
- Compliance Reporting

Storage Services

- File Protocols
- SMB/NFS
- *CSI Kubernetes*
- Tiering
- Data Backup & DR
- WAN Optimized Replication
- Data Protection
- Data Protection Policies
- Immutable Snapshots
- Data Reduction
- Deduplication
- Compression

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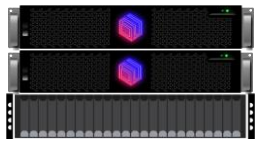
Scale-*Right* Deployment Model

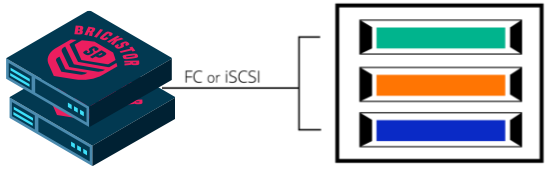
Store and Protect Enterprise Data ANYWHERE – at the Edge, Core, or Cloud

Cloud/Hyperscalers

aws

Data Center and Edge





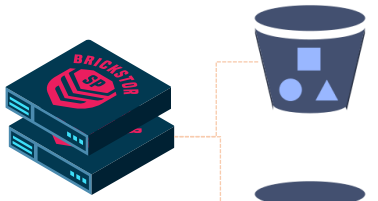
AHV

KVM

Microsoft Hyper-V

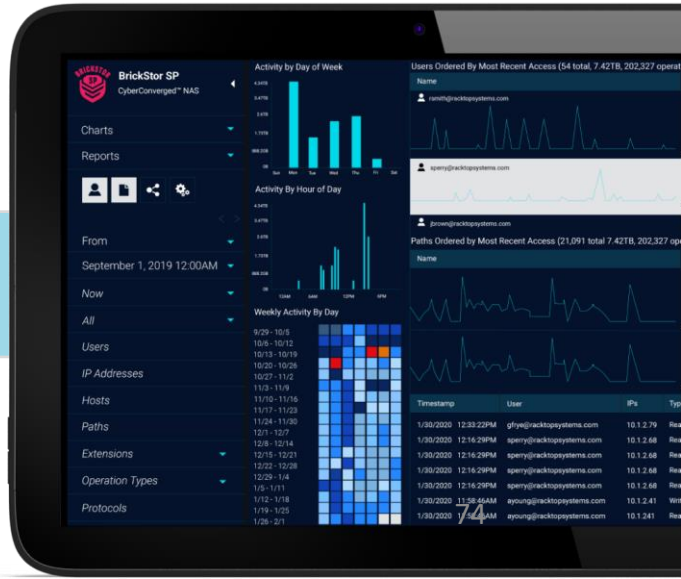
vmware

Hybrid (S3 Object)



Amazon S3/Azure/Wasabi/ On-Prem Object

Multi-System Management Through Single Interface



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Use Cases

Store and Protect Enterprise Data ANYWHERE – at the Edge, Core, or Cloud

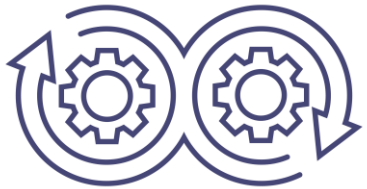
Enterprise
Applications & IoT

HPC

Secure Backup &
Archive Repository

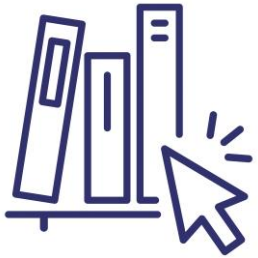
User File Shares
& Home Directories

Computer Forensics

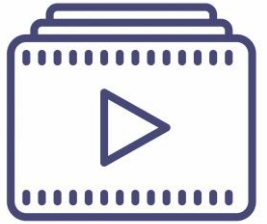


DevOps/SecOps

Electronic Health Records
VNA / PACS



Online Archive



Streaming Video &
Surveillance

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Jumpstart Program: protect data immediately with the BrickStor SP Virtual Appliance

Promotional Offer

- Free
- No paperwork, no strings attached
- No commitment software subscription
- Includes two BrickStor SP virtual appliances
- Includes free install and 24/7/365 full support
- Minimum of 4vCPU & 32GB of RAM required

https://www.racktopsystems.com/jumpstart

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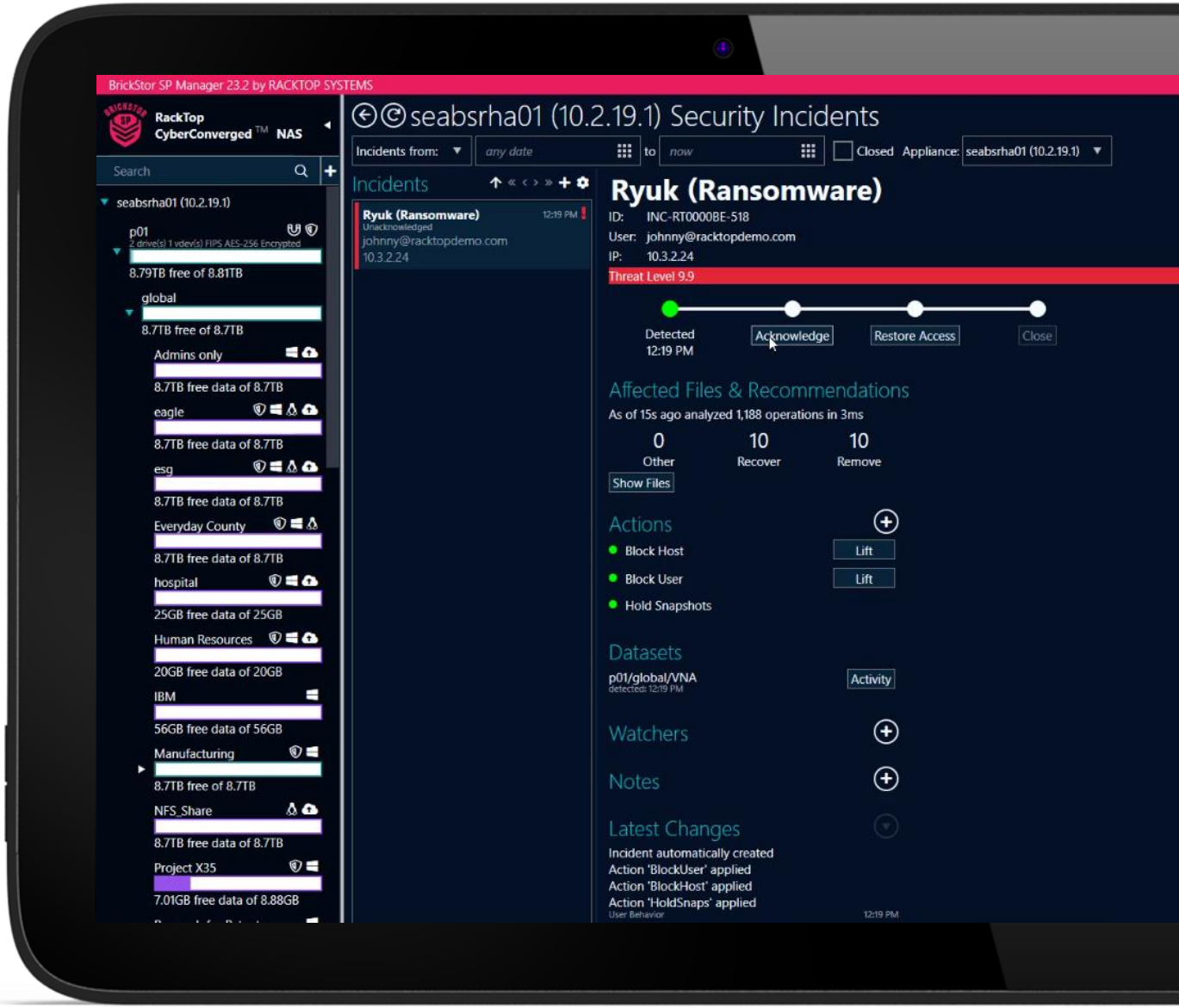
Active Defense

Real Time Response and Incident Management

- Detect and stop data exfiltration and ransomware
- Block accounts and hosts from accessing data
- Remediate and track through incident
- Alert and report to other systems
- Create cyber resiliency; contain the attack



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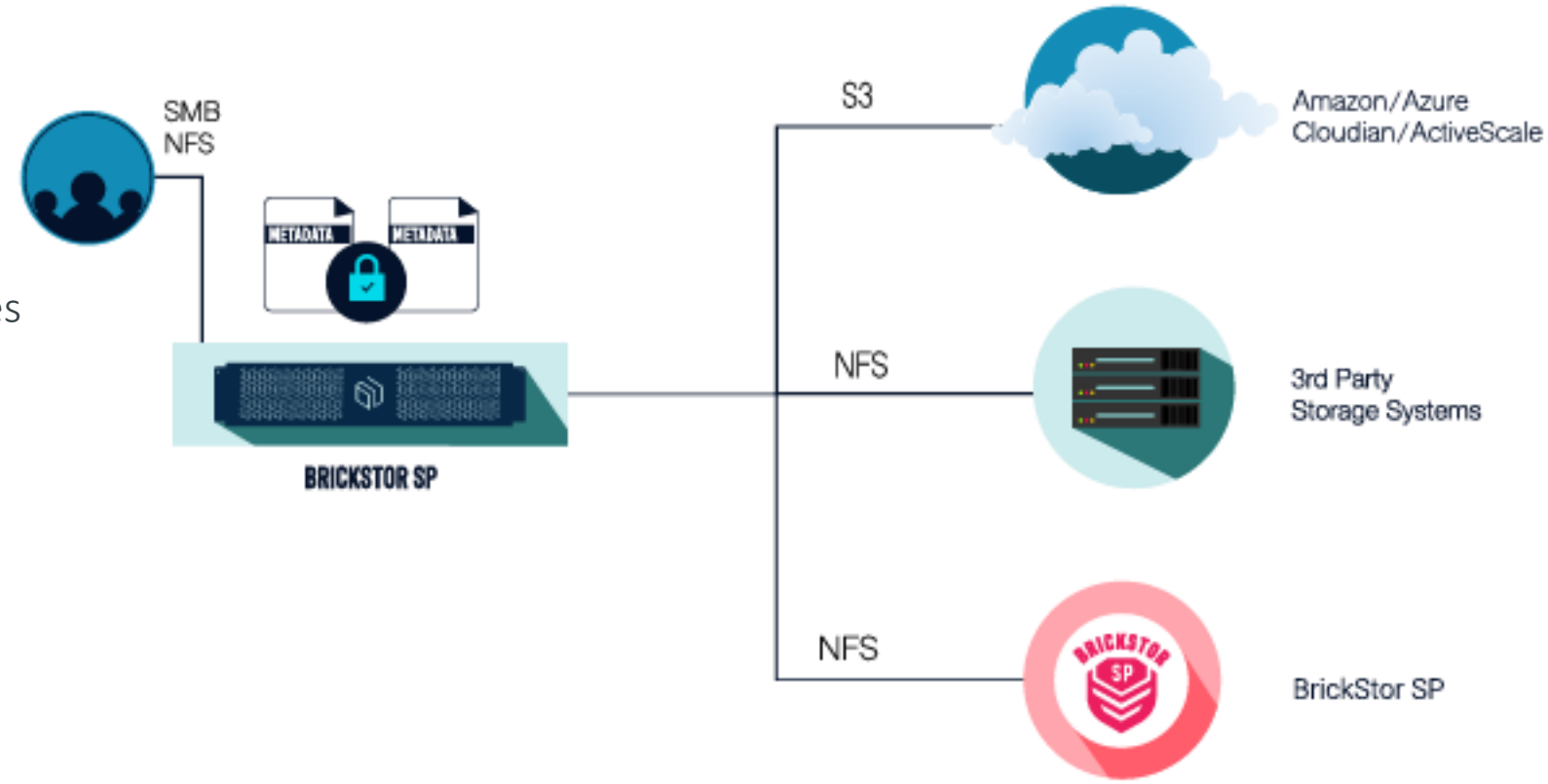
Transparent Data Movement (TDM)

Secure and Efficient Hierarchical Lifecycle Management

- Compress and encrypts before it leaves BrickStor SP
- Maintain control of keys
- Support multiple targets
- Workflow stays the same
- Reduce storage costs



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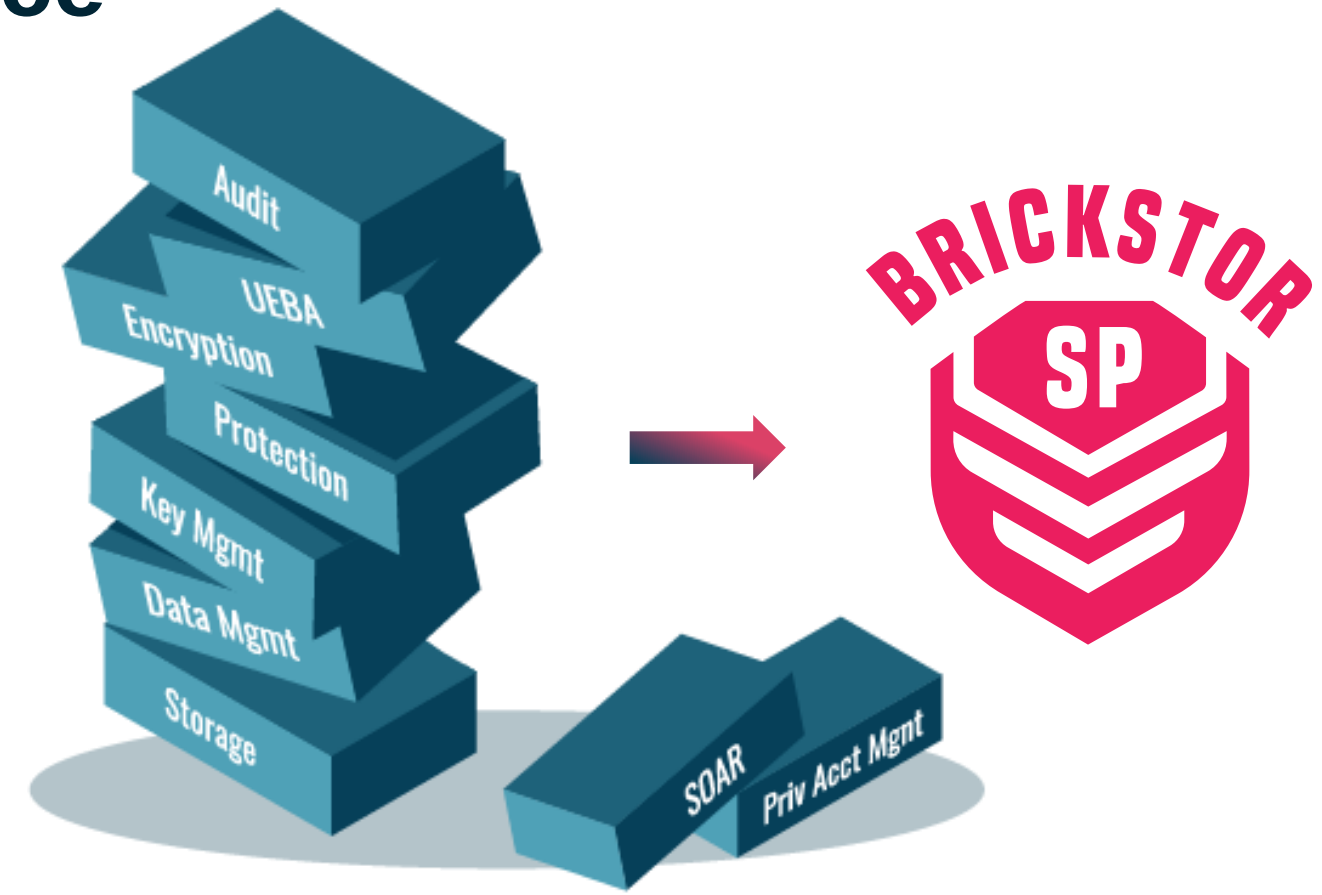
Simplified Architecture with CyberConvergence

BrickStor SP

- The only unified platform
- Reduces risks
- Reduces third party licensing
- Faster to implement
- Easier to maintain
- Eliminates attack vectors
- Eliminates performance bottlenecks
- Real-time governance



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RackTop vs NetApp and Isilon

	RACKTOP	NetApp	ISILON
Data-centric Zero Trust architecture	✓	✗	✗
Active defense against cyber attacks	✓	✗	✗
Detect, stop and recover from ransomware	✓	✗	✗
Simplified least privileged access management	✓	✗	✗
Data exfiltration detection	✓	✗	✗
Built-in compliance reporting (NIST RMF, HIPAA)	✓	✗	✗
Insider threat and anomalous behavior detection	✓	✗	✗
Automatic incident reporting	✓	✗	✗
RAM-based caching architecture	✓	✗	✗
Secure on ramp to the cloud without a proxy or agent	✓	✗	✗
Read only operating system	✓	✗	✗
WAN accelerated replication for high latency networks	✓	✗	✗
Runs as a virtual machine for edge or cloud	✓	✓	✗

Full functionality

Partial functionality

No functionality

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RACKTOP®

About RackTop

We believe everyone should be able to protect their data as if it were a national secret.

- Founded in 2010 by U.S. Intelligence Veterans
- Headquartered in Washington, DC Metro Area
- 100% U.S. Based Customer Support

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SA James Ryan
Defense Criminal Investigative Service

Lunch on your own

Afternoon session begins at 1:15 pm

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

Enterprise Systems (ES) Department Review

64th Charleston Defense Contractors Association
Small Business and Industry Outreach Initiative Symposium

19 April 2023

Mr. Kevin Allen, SSTM
Enterprise Systems Department Head

Mr. Robert Thornton
Data Center and Cloud Hosting Services Div.

Mr. Mark Krause
Manpower, Personnel, Training, and Education Systems Div.

Mr. James Barr
Enterprise Business Systems Div.

Mr. Brett Huffman
Infrastructure Systems Div.

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

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

2.0 Contracts Competency and Industry Forecast Update

64th Charleston Defense Contractors Association
Small Business and Industry Outreach Initiative Symposium

19 April 2023

Mr. Steve Harnig
NIWC Atlantic
2.0 Contracts Competency Director

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

Fleet C4I and Readiness (PMW 100s and 700s)

Division 221

Todd Rollins

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

Expeditionary Warfare/ Enterprise Systems/Non-Department

Division 222

Erica Smoak

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

Shore C2ISR and Integration

Division 223

Audrey Orvin

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

C4I 100s/S&T

Division 224

Sheela Casper

Naval Information Warfare Center ATLANTIC

Naval Information Warfare Center Atlantic

Small Business Update

64th Charleston Defense Contractors Association
Small Business and Industry Outreach Initiative (SBIOI) Symposium
19 April 2023

Mr. John R. OConnor
Deputy Director – Office of Small Business Programs
NIWC Atlantic

Mr. Peter Van de Meulebroecke

Co-Chair

CDCA Small Business Committee

Charleston Defense Contractors Association

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64th CDCA SBIOI
Session ID:
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Today's Presentations will be posted!

NIWC Atlantic Briefs:

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

All Other Briefs:

https://www.charlestondca.org/cdca-64th-sbioi

Speed Networking Session