



Federal Agency Profiles

# Department of the Navy – ***Account Planner***

August 20, 2021



# Copyright Statement

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# 01

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## Methodology

# Methodology

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- » Strategic plans outline the budget by agency strategic goal when available. In cases where budget by strategic goal is not available the department/agency strategic goals and objectives are provided.
- » Employee data represents civilian employees only (it does not include contractors or military enlisted personnel) as reported by federal agencies to the Office of Personnel Management.
- » Total agency budgets represent highlighted portions of a department's / agency's budget authorization as posted on the Government Printing Office website, or from the agency's own Budget Briefs and/or Congressional Budget Justifications.
  - » Total agency budget authorization data represents discretionary budget data only. It does not include offsetting fees, mandatory fees, service fees, etc., unless stated otherwise.



# Methodology (Cont)

- » Listed opportunities constitute the leading opportunities from this department / agency, sorted by value, tracked by GovWin IQ . All reported opportunities are based on publicly available information.
- » Each year GovWin IQ forecasts the IT spending of the Executive Branch agencies over a five fiscal year period\*. GovWin IQ's forecast is produced using the following sources:
  - » The President's Fiscal Year budget request & supporting documentation
  - » Economic Forecasts
  - » Congressional documents
  - » Legislative and policy documents
  - » OMB A-11 circular, IT Portfolio, and Exhibit 300s
  - » Agency budget documentation, reports and strategic plans
  - » Deltek GovWin IQ databases
  - » Federal Procurement Data System (FPDS) data
  - » Industry articles and publications
  - » Interviews with agency officials and industry experts and thought leaders
  - » Public statements of federal IT executives

# Methodology (Cont)

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- » Federal Information Security Modernization Act (FISMA) compliance scores and explanations are reported by each Executive branch agency and issued in the *Annual Report to Congress on the Implementation of the FISMA Modernization Act of 2014* . No scores were reported for the Department of Defense.
- » All parts of a department's / agency's buying behavior is figured using reported spending through the current fiscal, as reported by FPDS.
- » FPDS spending is current as of the listed date and is refreshed during each update.
- » Leading contractors are determined using data from (FPDS) and sorted by value.
  - » Leading contractors under specific types of spending are determined by the total obligations of Product Service Codes (PCS) mapped to each specific spending type.
- » Government-wide initiatives are programs all Executive branch agencies must participate in as mandated by the White House. The President's Management Agenda was revised at the beginning of the current administration and provides its long-term vision to reform government functions. The plan's Cross Agency Priority Goals specify the areas where agencies will focus to meet the administration's overall objectives. The President's Management Agenda is publicly available at the [Performance.gov](https://www.performance.gov) website.

# 02

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## Account Summary



# Navy Organization - Summary

## » Headquarters:

1000 Navy Pentagon,  
Washington, DC 20310

## Leadership:

### » Secretary:

Carlos Del Toro

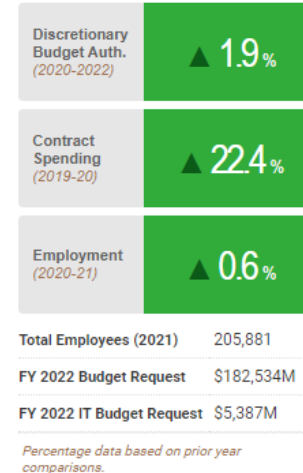
### » Chief Information Officer:

Aaron Weis

### » Deputy Assistant Secretary of the Navy for Acquisition and Procurement:

Elliott Branch

Additional points of contacts & deeper lower level office coverage are available on [GovWin IQ's Department of the Navy Organization Chart](#)



Source: Navy, President's Budget Request FY 2022, OPM, OMB, FPDS

# Navy Mission

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## » **Mission Statement:**

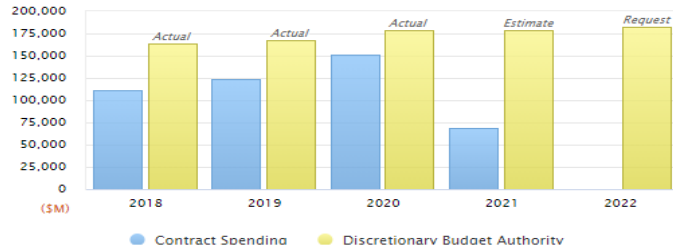
The United States is a maritime nation, and the U.S. Navy protects America at sea. Alongside our allies and partners, we defend freedom, preserve economic prosperity, and keep the seas open and free. Our nation is engaged in long-term competition. To defend American interests around the globe, the U.S. Navy must remain prepared to execute our timeless role, as directed by Congress and the President.

*Source: Navy Website*

# Navy Agency Contracting Summary

## Contract Spending vs. Discretionary Budget Authority

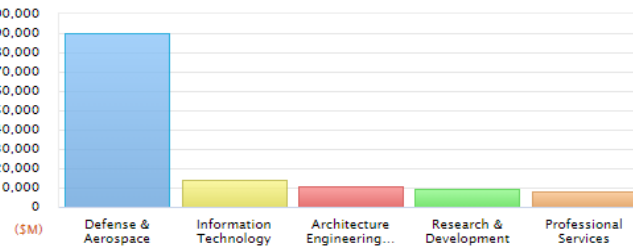
Contract Spending vs. Discretionary Budget Authority by Fiscal Year



## Top Segment Spending

Top Segment Spending (2020)

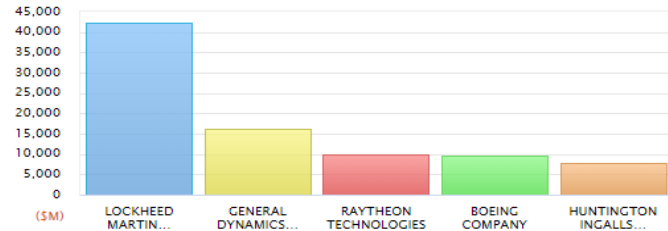
(Top 5 only)



## Top Contractors

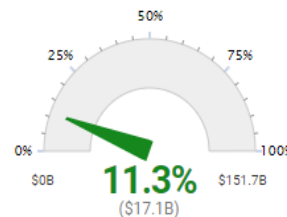
Top Contractors (2020)

(Top 5 only)



## FY 2020 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Women Owned	\$2.2B	1.4%	5.0%
Small Disadvantaged Business	\$4.6B	3.0%	5.0%
Service Disabled Veteran Owned	\$2.1B	1.4%	3.0%
Certified HUBZone Small Business	\$1.1B	0.7%	3.0%

Source: FPDS

✓ - Indicates goal achieved

Source: Navy, President's Budget Request FY 2022, OPM, OMB, FPDS

# Navy, Major Management Challenges

- » The Navy did not fully implement measures intended to reduce the risk of the spread of infectious diseases, which increased the risk of infectious diseases, such as COVID-19, spreading quickly if introduced onboard warships and submarines.
- » The DoD OIG determined that the Navy has taken actions to improve safety and reduce physiological events (PEs) for the eight aircraft reviewed—the Goshawk, Legacy Hornets (F/A-18 Models A-D), Super Hornets (F/A-18 Models E and F), and the Growler.
  - » Although the Navy had not achieved a complete or consistent reduction in PEs for all eight aircraft reviewed, it had achieved consistent year-to-year reductions from FYs 2017 through 2020 in the PE rate per 100,000 flight hours for two of the aircraft reviewed.
- » The Naval Audit Service (NAVAUDSVC) determined the Navy did not adequately track and monitor all non-deployable active duty Service members. This occurred because the Navy did not: (1) provide the Navy's Deployability Assessment and Assignment Branch a list of authoritative sources of data for the Non-Deployability Database; (2) have a process to verify accuracy of the deployability data; and (3) have established metrics for tracking and monitoring non-deployable active duty Service members.
- » NAVAUDSVC determined that the Navy was not always properly reimbursed for goods and services provided under the Foreign Military Sales program, from FY 2017 through FY 2019.
- » NAVAUDSVC determined that the Navy and Marine Corps could not consistently demonstrate that the Urgent Operational Needs processes achieved desired results to close capability gaps in the most effective and efficient manner and were in compliance with DoD and Department of the Navy regulations.
- » NAVAUDSVC determined that: (1) Personnel Support Detachment personnel improperly processed overseas housing allowances (OHAs) for 9 Service members' first OHA payments resulting in overpayments totaling \$1,664; and (2) the Personnel Support Detachments were missing required documentation for 65 Service members related to housing entitlements.

# Navy, Organization Metrics

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- » 347,487 active duty
- » 96,710 ready reservists
  - » Reserves Currently Mobilized – 4,576
- » Deployable Battle Force Ships: 296
  - » Deployed Ships Underway: 69
  - » Ships Underway: 97
  - » Local Ops/Training: 28
  - » Carriers Underway
    - USS Ronald Regan (CVN 76) - 5th Fleet
    - USS Carl Vincent (CVN 70) - 3rd Fleet
    - USS Harry S Truman (CVN 75) - USFF
- » Amphibious Assault Ships Underway
  - USS America (LHA 6) – 7<sup>th</sup> Fleet
  - USS Iwo Jima (LHD 7) - 5th Fleet
  - USS Kearsarge (LHD 3) – 2<sup>nd</sup> Fleet
  - USS Essex (LHA 2) - 3rd Fleet

# 03

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## Agency Employee Summary

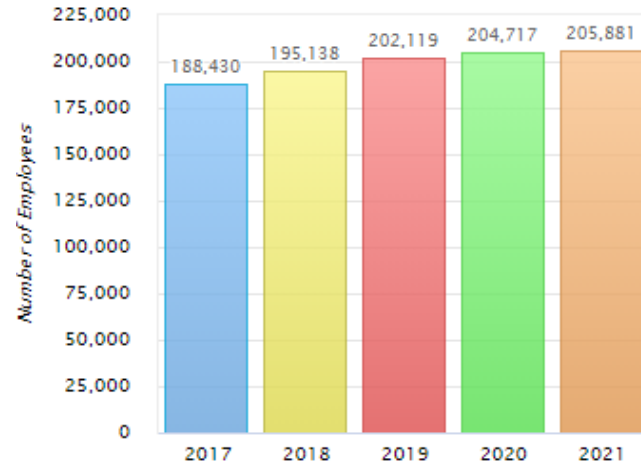
# Navy Employee Summary

## Employee Statistics

	Agency	Federal
Employees (2021)	205,881	2,171,790
Employment Growth (2020 vs. 2021)	0.6 %	0.6 %
Retirement Rate (2019)	1.6 %	1.6 %
Turnover Rate (2019)	4.1 %	5.4 %
Largest Age Group (2021)	50-59 (58,960)	50-59 (624,584)
Length of Service (2021)	1-9 Yrs (92,994)	1-9 Yrs (852,158)

Source: FedScope (March 2021)

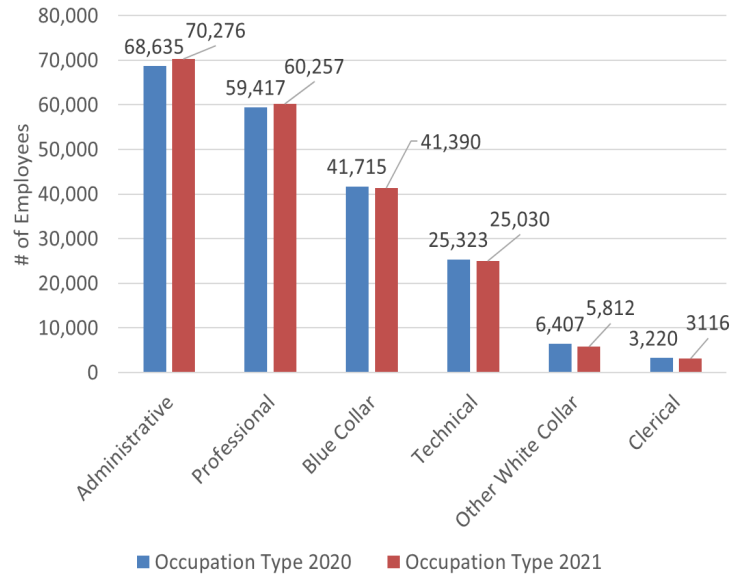
## Annual Employment Trend



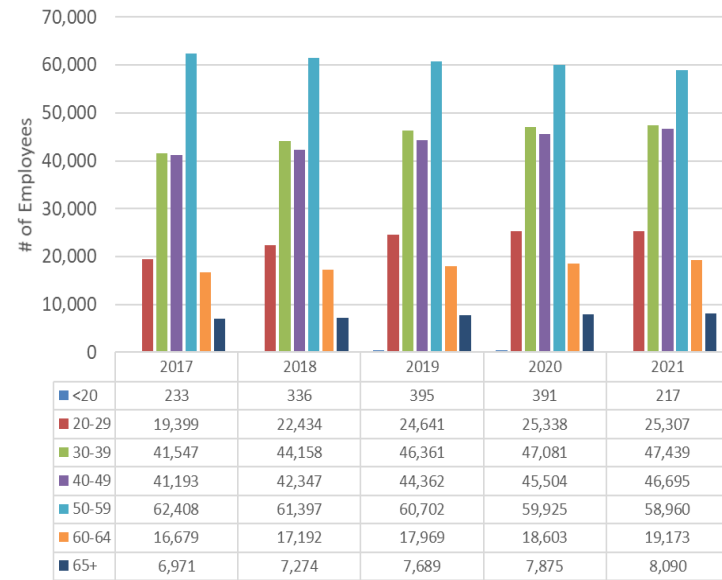
Source: OPM FedScope, Deltek

# Navy Employee Summary (Cont.)

## Employees by Occupation (FY 2020 - 2021)



## Employees by Age



Source: OPM FedScope, Deltek



# 04

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## Account Budget Summary



# Annual Federal Budget Timeline



**1<sup>st</sup> Monday  
in Feb**

President submits  
budget to  
Congress



**April 15\***

Congress begins  
works to complete  
action on budget  
resolutions



**June 30\***

House Completes  
action on regular  
appropriation bills  
and any required  
reconciliation  
legislation.



**July 15\***

President submits  
mid-session  
review of his  
budget to  
Congress

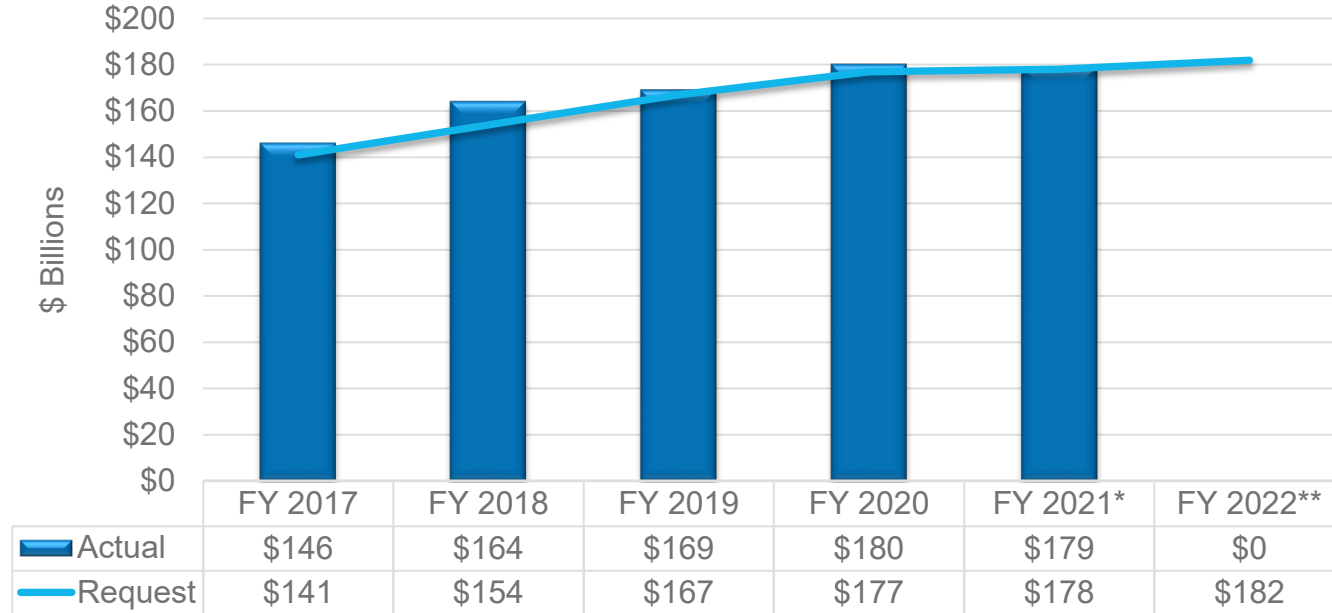


**Oct 1st**

Government  
Fiscal Year Begins

*Source: Committee on the Budget, U.S. Senate Glossary, and GovWin IQ*

# Navy Total Budget Request vs. Actual



\* FY 2021 Actual is an OMB estimated value

\*\* FY 2022 Actual has not yet been reported

Source: GovWin IQ, President's Budget Request FY 17 - 22

# Navy Budget Authorization

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
Family Housing	Family Housing Operation and Maintenance, Navy and Marine Corps	\$377,000	\$366,000	\$357,000
	Family Housing Construction, Navy and Marine Corps	\$48,000	\$43,000	\$78,000
Military Construction	Military Construction, Navy and Marine Corps	\$6,431,000	\$1,888,000	\$2,368,000
	Military Construction, Navy Reserve	\$55,000	\$71,000	\$72,000
Military Personnel	Military Personnel, Navy	\$31,888,000	\$34,112,000	\$35,497,000
	Military Personnel, Marine Corps	\$14,047,000	\$14,676,000	\$14,748,000
	Reserve Personnel, Navy	\$2,010,000	\$2,212,000	\$2,317,000

Source: Department of Defense, President's Budget Request FY 2022

# Navy Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
<b>Military Personnel</b>	Medicare-Eligible Retiree Health Fund Contribution, Navy	\$1,550,000	\$1,673,000	\$1,888,000
	Medicare-Eligible Retiree Health Fund Contribution, Marine Corps	\$860,000	\$905,000	\$993,000
	Reserve Personnel, Marine Corps	\$767,000	\$845,000	\$882,000
	Medicare-Eligible Retiree Health Fund Contribution, Reserve Personnel, Navy	\$137,000	\$146,000	\$160,000
	Medicare-Eligible Retiree Health Fund Contribution, Reserve Personnel, Marine Corps	\$77,000	\$82,000	\$86,000

Source: Department of Defense, President's Budget Request FY 2022

# Navy Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
Operation and Maintenance	Operation and Maintenance, Navy	\$58,391,000	\$58,665,000	\$60,441,000
	Operation and Maintenance, Marine Corps	\$9,667,000	\$8,371,000	\$9,025,000
	Operation and Maintenance, Navy Reserve	\$1,132,000	\$1,114,000	\$1,149,000
	Operation and Maintenance, Marine Corps Reserve	\$298,000	\$292,000	\$285,000
	Operation and Maintenance, Navy	\$58,391,000	\$58,665,000	\$60,441,000

Source: Department of Defense, President's Budget Request FY 2022

# Navy Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
Procurement	Shipbuilding and Conversion, Navy	\$21,043,000	\$23,116,000	\$22,571,000
	Aircraft Procurement, Navy	\$18,685,000	\$19,073,000	\$16,477,000
	Other Procurement, Navy	\$10,543,000	\$10,767,000	\$10,876,000
	Weapons Procurement, Navy	\$4,134,000	\$4,476,000	\$4,221,000
	Procurement, Marine Corps	\$2,903,000	\$2,641,000	\$3,043,000
	Procurement of Ammunition, Navy and Marine Corps	\$1,001,000	\$860,000	\$988,000
	National Sea-Based Deterrence Fund	\$1,821,000	\$0	\$0
Research, Development, Test, and Evaluation	Research, Development, Test and Evaluation, Navy	\$20,225,000	\$20,054,000	\$22,639,000

# Navy Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2020 (\$K) (Actual)	FY 2021 (\$K) (Enacted)	FY 2022 (\$K) (Proposed)
Revolving and Management Funds	Working Capital Fund, Navy	\$709,000	\$0	\$150,000
	National Defense Sealift Fund	\$364,000	\$0	\$0
*Accounts that have not been authorized during the last three fiscal years are not shown on this table.				

Source: Department of Defense, President's Budget Request FY 2022



# Navy Budget Objectives

## FY 2022 Funding Highlights:

The Department of Navy's (DON's) Fiscal Year 2022 (FY 2022) President's Budget submission (PB22) of \$211.7B is an increase of \$3.8B (1.8%) from the FY 2021 enacted budget received from Congress. The additional funds partially offset the overall 2.2% inflation rate that the Federal Reserve predicts for 2021, allowing the DON to maintain buying power and capability almost at the same level as FY 2021.

The budget provides for a deployable battle force of 296 ships in FY 2022 and a Navy of 346,200 Sailors and 178,500 Marines.

- » PB22 procures 8 battle force ships in FY 2022. (2 SSN 774, 1 DDG 51, 1 FFG, 1 T-AO 205, 2 T-ATS 6, and 1 TAGOS (X)). It also funds 8 other construction efforts (2 LCAC service life extensions, 2 ship-to-shore connectors, and 4 LCU 1700s).
- » Aircraft procurement funds 107 fixed-wing, rotary-wing, and unmanned aircraft in FY 2022 (20 F-35C, 17 F-35B, 5 E- 2D, 6 KC-130J, 9 CH-53K, 3 CMV-22, 5 MV-22, 36 TH-73A, 6 MALE-T).
- » USMC *Force Design* divests \$1.4B of legacy capability/surge capacity in FY 2022 to reallocate into warfighting capability and capacity, 21st Century Learning, and network modernization for the future operating environment.
- » FY 2022 R&D increases 12.4% to \$22.6B. Funds science and technology \$2.4B; develops key technologies such as advanced and networked weapons, unmanned systems, hypersonics, cyber tech, and Columbia class submarine.

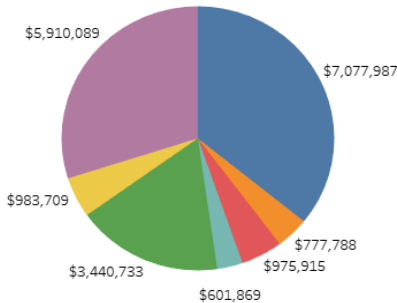
# Navy Budget Objectives (Cont.)

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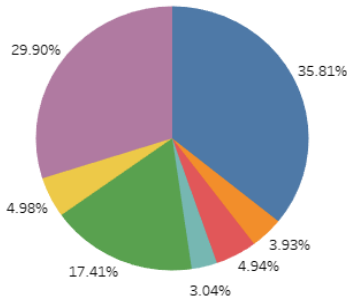
- » Funds battle force of 296 ships. Increases ship depot maintenance 5.5% to \$11.6B, ship operations 6.4% to \$5.9B, flying hours 11.0% to \$8.7B. Funds air depot maintenance at \$1.6B, Marine Corps ground equipment at \$0.2B, facilities sustainment at 80% of requirement; funds facilities restoration and modernization at \$4.2B.
- » Military construction is funded at \$2.4B (29 projects supporting Guam buildup, shipyards, and new platforms).
- » Funds a 2.7% pay increase for military basic pay and our Department of the Navy civilians.
- » Family housing increases 6.2%, improves privatized housing/funds 95% of government-owned units at standards.
- » Maintains education funding; increases funding for sexual assault prevention and response and mental health.

# Navy Research, Development, Test & Evaluation Budget Request, FY 2022

Navy RDT&E Total Budget Request FY 2022



% of Navy RDT&E Total Budget Request FY 2022



- Budget Activity Title
- Advanced Component Development & Prototypes
  - Advanced Technology Development
  - Applied Research
  - Basic Research
  - Operational Systems Development
  - Software and Digital Technology Pilot Programs
  - System Development & Demonstration

Source: GovWin IQ, DOD Budget FY 2022, RDT&E Budget Supplement

# 05

## Account Capital Plans and Initiatives – Information Technology

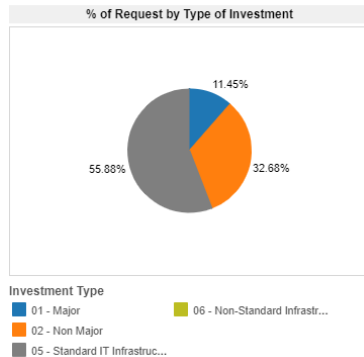
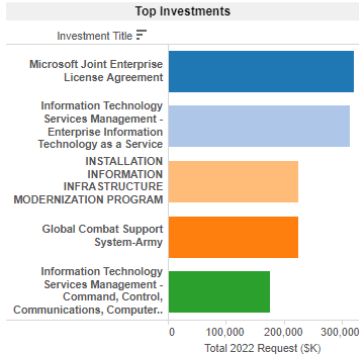
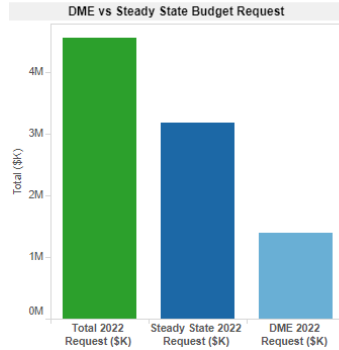
# Navy IT Budget

Department of the Navy			
Program (In Thousands of Dollars)	Actual	Estimate	
	2020	2021	2022
Total Department of the Navy	\$3,254,354	\$3,673,193	\$4,551,802

Source: Budget of the U.S. Government, FY 2022 (Exhibit 53), GovWin IQ

# Navy IT Budget Request Summary

FY 2022 Federal Information Technology Budget Request Summary

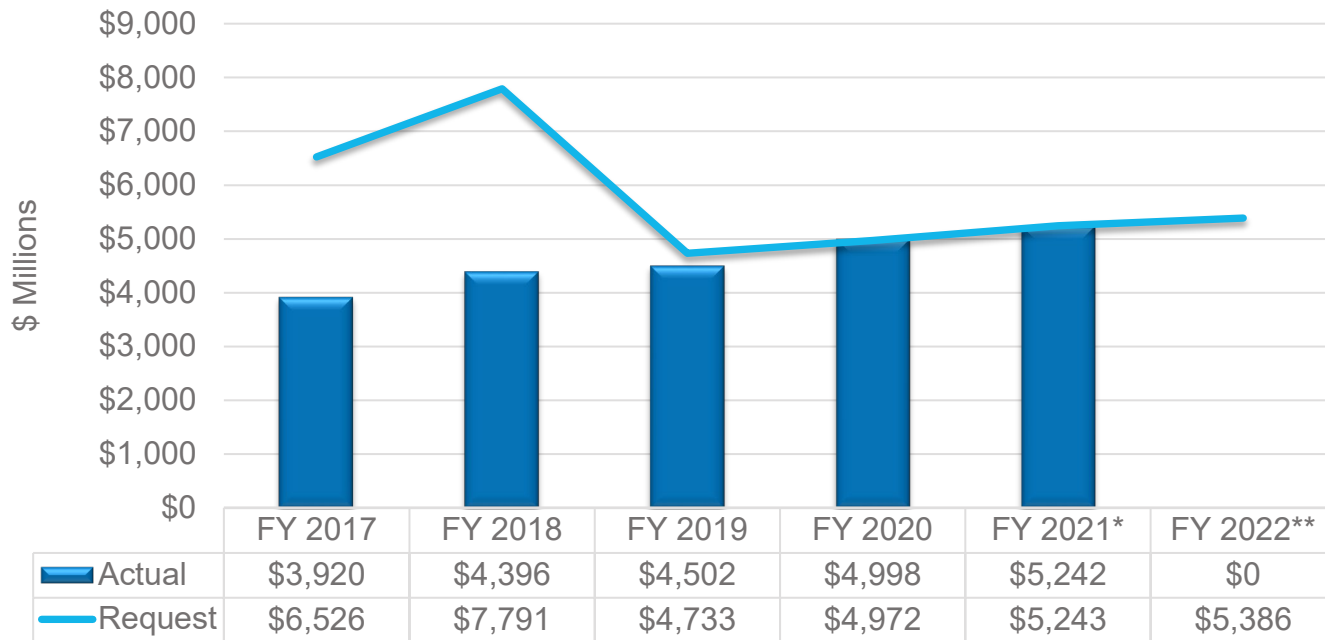


**Top Programs by % Change in Investment**

Investment Title	Total 2021 Estimate (\$K)	Total 2022 Request (\$K)	Year over Year % Change Request vs. Est.
816 - Pittsburgh Military Entrance Processing Station	30	14,234	47347%
Information Technology Services Management - Enterprise Information Technology as a Service	6,673	313,437	4597%
FORT HOOD RESIDENTIAL KEYLESS ENTRY CONTROL SYSTEM	2	37	1750%
89 - DATA CENTER - KNOX	21	208	890%
BAVARIA POTABLE WATER SYSTEM	10	90	800%



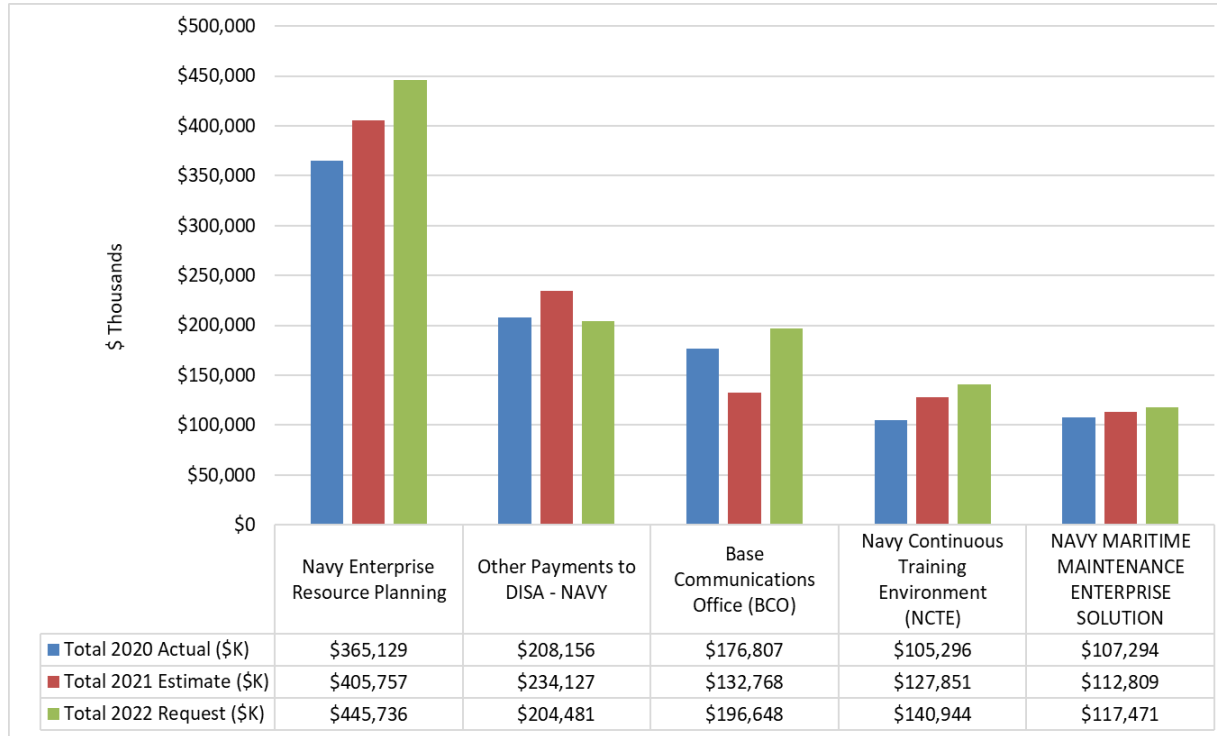
# Navy IT Budget Request vs. Actual



\*FY 2021 is an OMB estimated Value.  
\*\*FY 2022 Actual has not yet been reported.

Source: OMB, Budget of the U.S. Government, FY 2022 (Exhibit 53), GovWin IQ

# Navy – Leading IT Programs by Annual Request

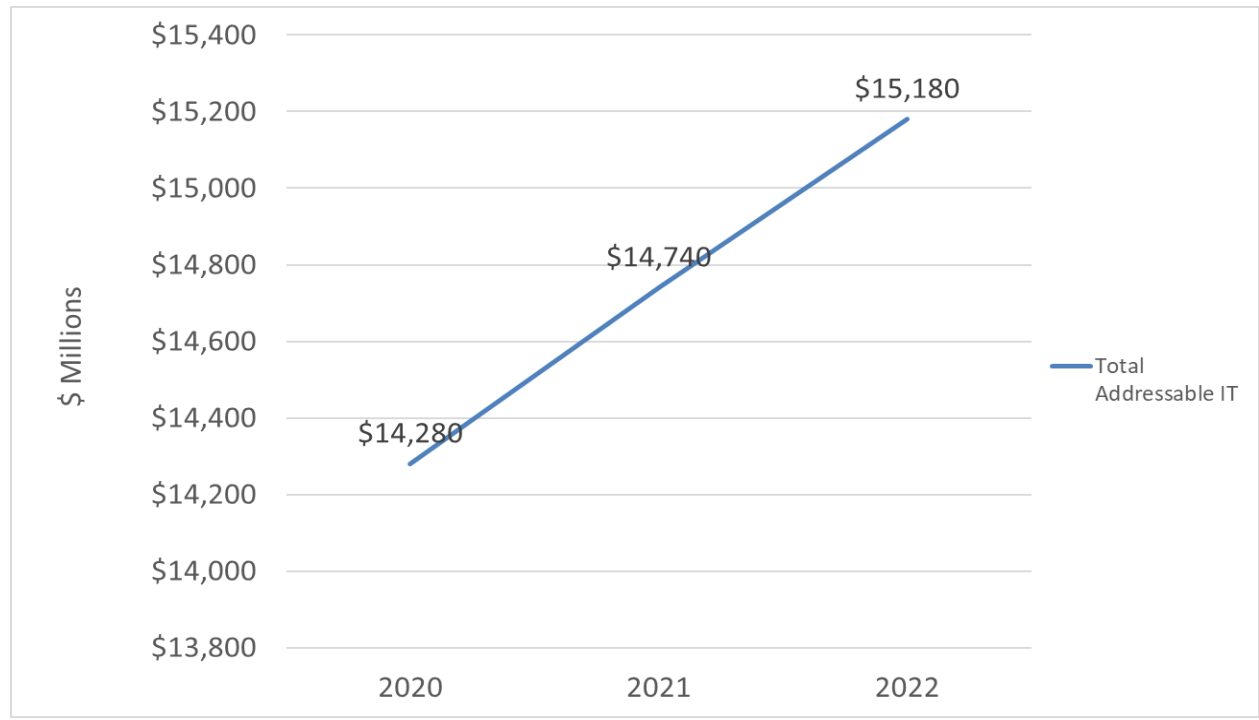






# Navy, FY 2021-2023 Federal IT Forecast

Addressable Market CAGR – 3.1%



# Navy – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#">SHIPYARD INFRASTRUCTURE OPTIMIZATION PROGRAM FLOATING DRY DOCKS (SIOP)</a>	Pre-RFP	09/2021	4,000	183141
<a href="#">CONSOLIDATED AFLOAT NETWORK AND ENTERPRISE SERVICES FULL DEPLOYMENT PRODUCTION UNITS (CANES FD)</a>	Pre-RFP	10/2021	2,529	187012
<a href="#">ENGINEERING AND MANUFACTURING DEVELOPMENT SERVICES WITH LOW RATE INITIAL PRODUCTION OPTIONS (AMDR-S/RSC)(LRIP)</a>	Forecast Pre-RFP	08/2022	2,236	118789
<a href="#">FIELDLED TRAINING SYSTEMS SUPPORT V (FTSS V)</a>	Pre-RFP	09/2021	1,310	182771
<a href="#">MIDS JTRS DEVELOPMENT AND PRODUCTION</a>	Forecast Pre-RFP	05/2024	998	209545

Source: GovWin IQ

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# Account Capital Plans and Initiatives – Architecture, Engineering, and Construction (AEC)

# Navy – FY 2022 AEC Budget Request

Program	Request Totals (\$M)		
	2020	2021	2022
Major Construction	\$6,201	\$1,618	\$1,949
Minor Construction	\$81	\$39	\$56
New Construction	\$328	\$280	\$363
<b>Total Military Construction</b>	<b>\$6,431</b>	<b>\$1,936</b>	<b>\$2,368</b>

Source: GovWin IQ, FY 2022 Department of the Navy Budget Overview

# Navy AEC Initiatives

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- » The FY 2022 Military Construction Budget request funds the Army's most critical facility needs for the Active and Reserve Components focusing on replacement of aging facilities that directly support Army Readiness by incorporating priorities to improve Soldier quality of life and to enhance warfighter readiness and modernization. The Quality of Life projects includes five barracks projects across all three components. Other investment priorities include construction of training ranges and new facilities for the Reserve and National Guard.
  - » This request funds 30 military construction projects in 20 states.
  - » Regular Army: 15 projects, \$835M
  - » Army National Guard: 12 projects, \$257M
  - » Army Reserve: 3 projects, \$65M, \$321M
  - » Army Reserve: 4 projects, \$88M

# Navy AEC Initiatives

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- » The Army is dedicated to providing Soldiers, Family members and Civilians who choose to live on Army installations with safe, clean and healthy homes. The Army provides resources and policy to encourage maintenance reporting systems on housing issues and concerns, and takes its obligation seriously to care for the health and welfare of its Soldiers, Families and Civilians.
- » The FY 2022 Army Family Housing Operations budget supports the operation, maintenance and repair, utilities and oversight of homes for
- » Soldiers and their Families in both the United States and overseas. It provides funding for:
  - » 10,040 Army-owned units
  - » 3,799 leases
  - » Portfolio and asset management for 85,283 privatized homes
- » The FY 2022 Army Family Housing Construction request includes new construction of 130 Family Housing units at Villaggio housing area in Italy.
- » Please see the [Defense Wide Military Construction Budget](#) FY 2022 file for further detail on other Army construction projects.

# Navy – Leading AEC Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#">AEC FY21 P303 DESIGN BID BUILD RESERVE TRAINING CENTER CAMP FRETTERD MD (P303)</a>	Pre-RFP	06/2021	100	196922
<a href="#">AEC ARCHITECT ENGINEER SERVICES STRUCTURAL PROJECTS NAVAL FACILITIES ENGINEERING COMMAND HAWAII</a>	Forecast Pre-RFP	01/2024	100	198175
<a href="#">AEC GENERAL BUILDING CONSTRUCTION IN THE STATE OF HAWAII</a>	Pre-RFP	10/2021	100	199008
<a href="#">AEC P306 DESIGN BID BUILD COMBAT LOGISTICS BATTALION 4 FACILITY NAVSUPACT MCB GUAM (P306)</a>	Forecast Pre-RFP	08/2021	100	202422
<a href="#">AEC PJ014 DESIGN BID BUILD GOJ PHYSICAL TRAINING COMPLEX NAVBASE GUAM (PJ014)</a>	Forecast Pre-RFP	09/2022	100	204881

Source: GovWin IQ

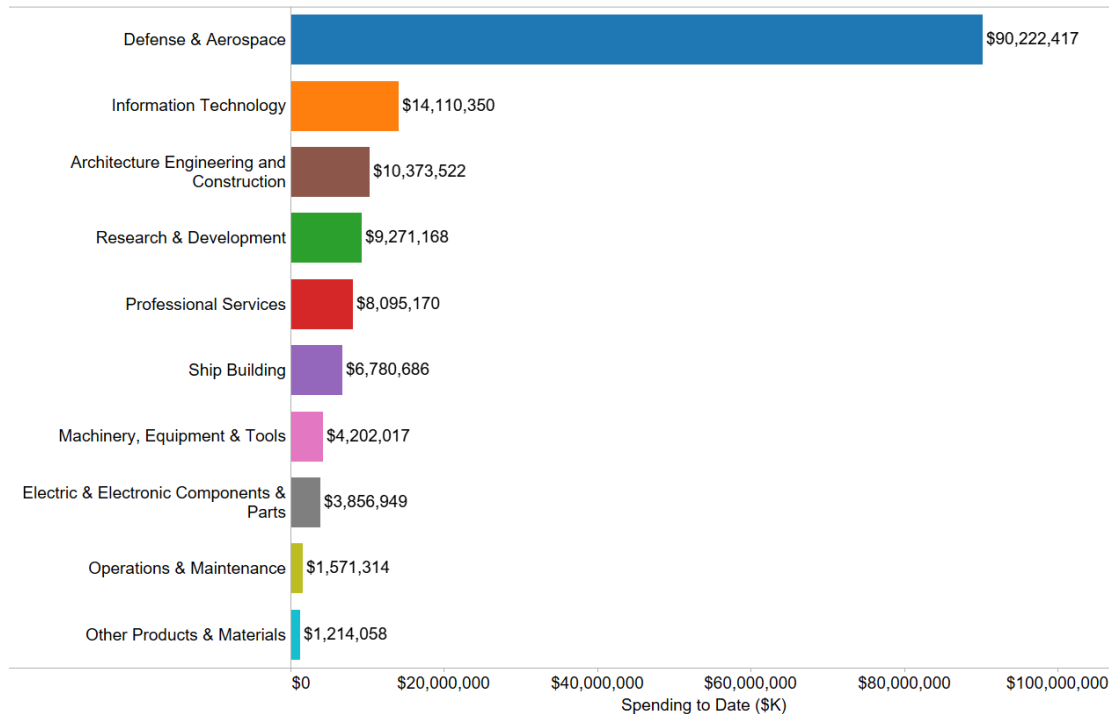
# 06

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## Account Buying Behavior

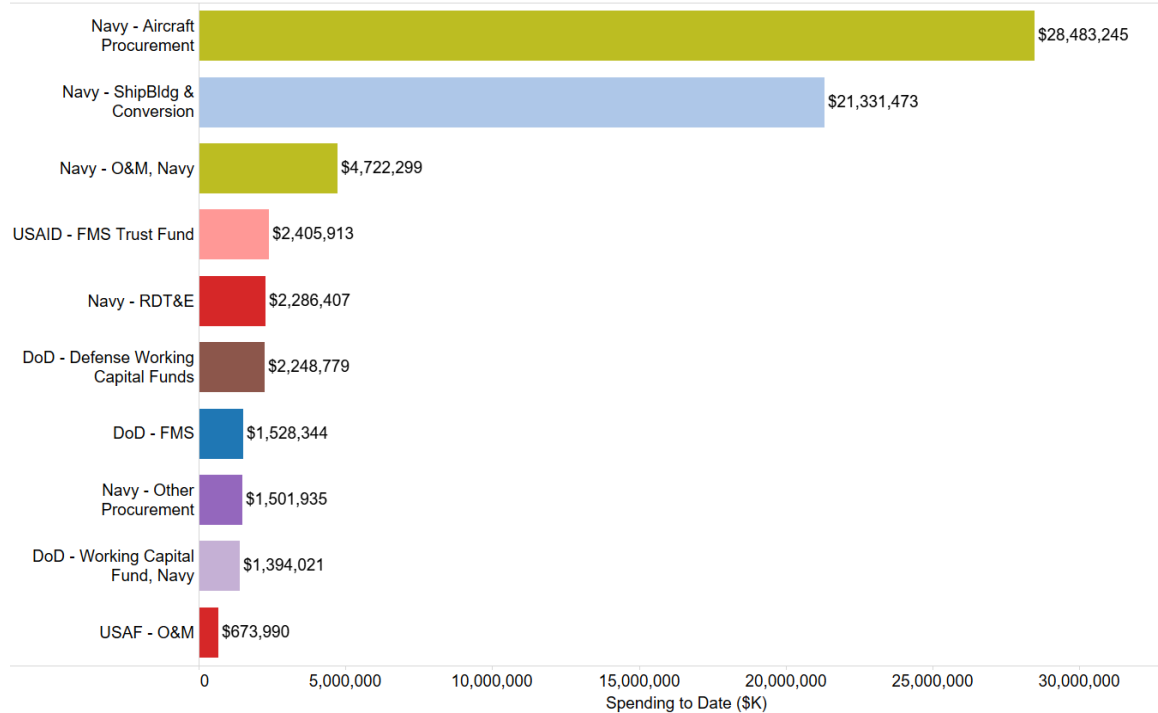


# Leading Navy Spending by Segments, FY 2020



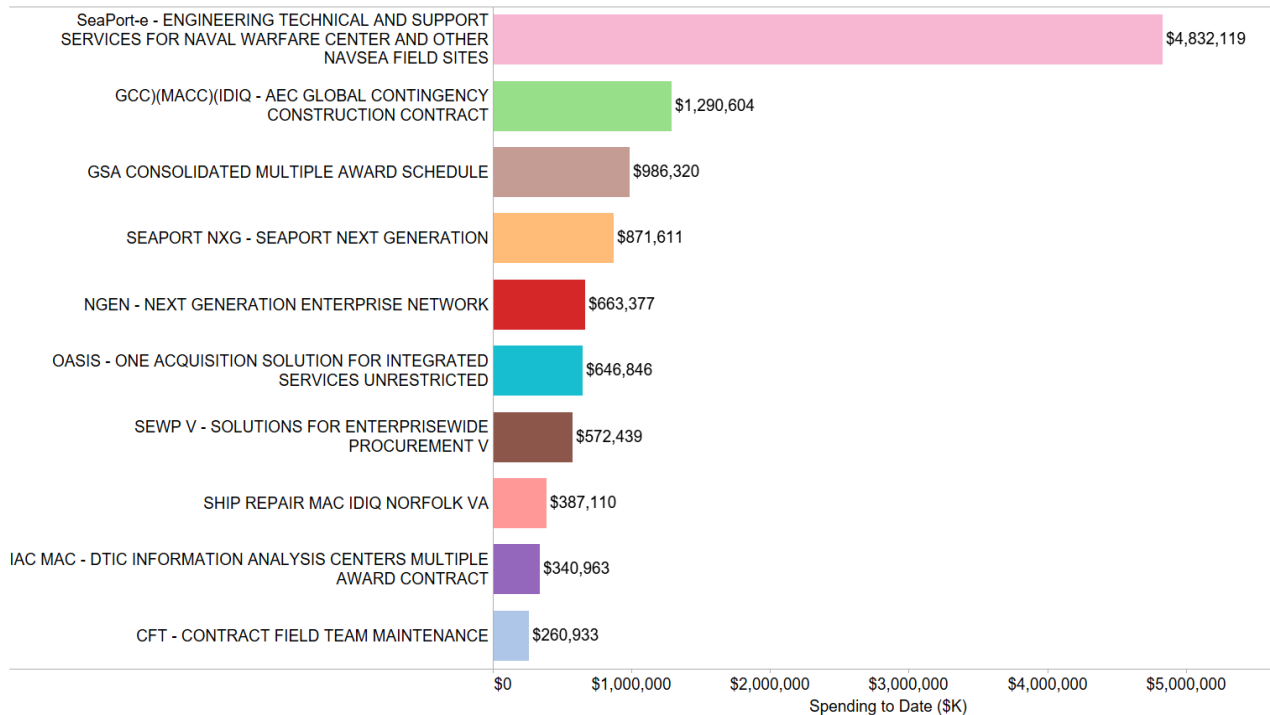
Source: Federal Procurement Data System, GovWin IQ

# Leading Navy Budget Accounts, FY 2020



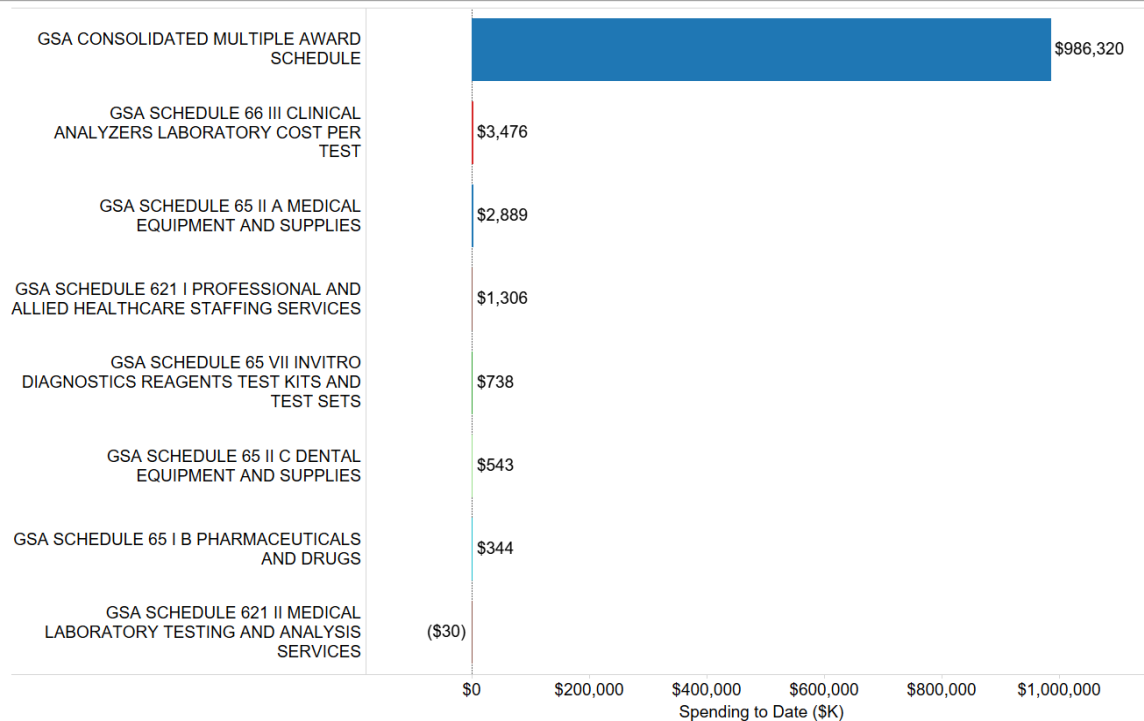
Source: Federal Procurement Data System, GovWin IQ

# Leading Navy Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

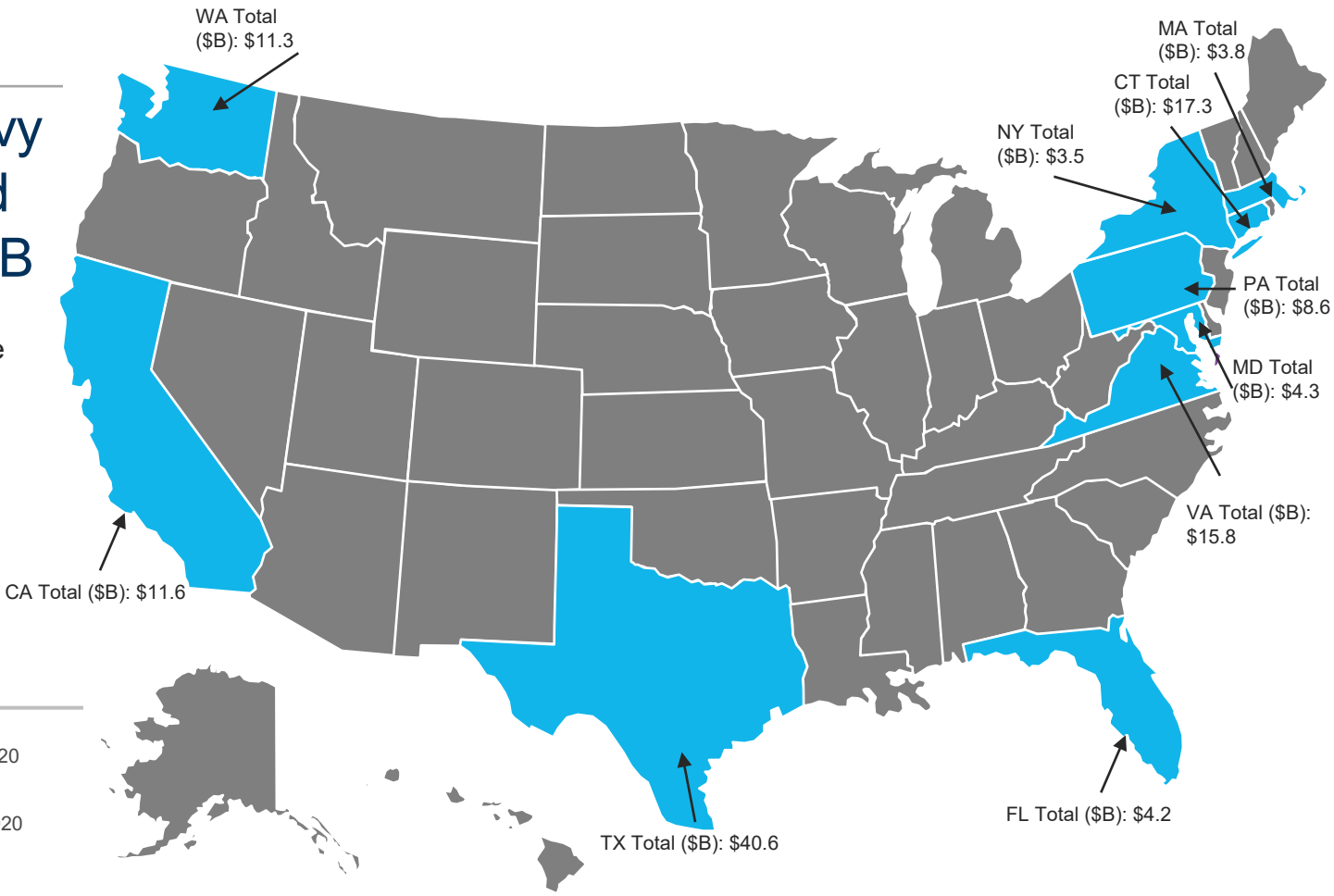
# Leading Navy Spending GSA Schedules, FY 2020



Source: Federal Procurement Data System, GovWin IQ

# FY 2020 Total Navy Federal Reported Spending: \$151.7B

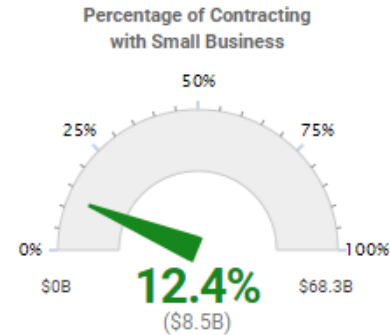
» In FY 2020, Texas had the highest reported total spending obligations.



- Top 10 States by Spending FY 2020
- States outside of Top 10 by FY 2020 spending

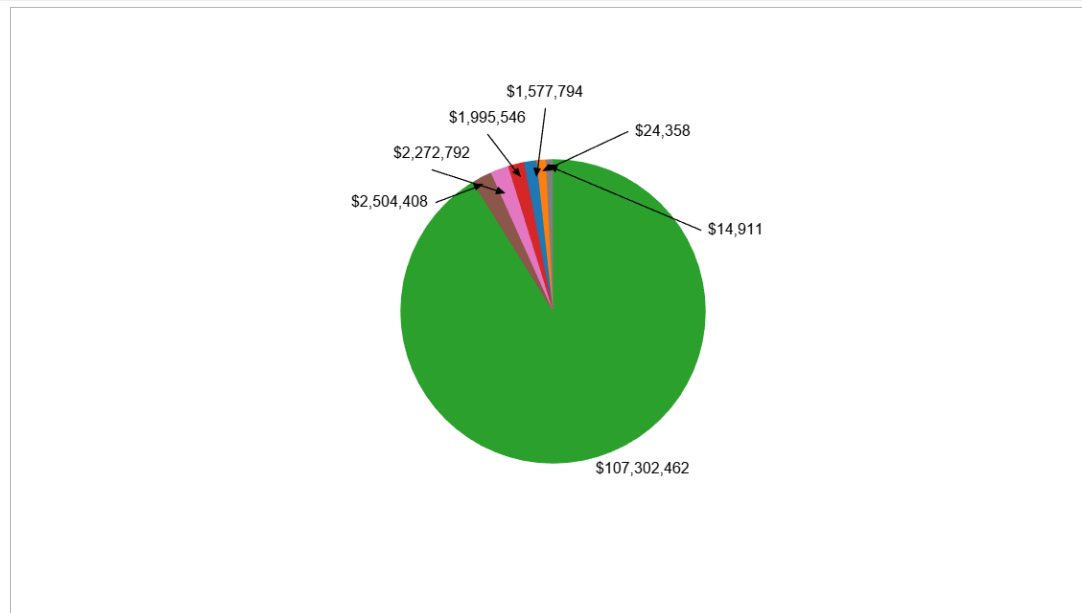
# Navy Small Business Contracting Goals FY 2021

Socioec. Status	Actual	% Actual	% Goal
Women Owned	\$1.1B	1.6%	5.0%
Small Disadvantaged Business	\$2.2B	3.2%	5.0%
Service Disabled Veteran Owned	\$1.1B	1.7%	3.0%
Certified HUBZone Small Business	\$406.4M	0.6%	3.0%
Source: FPDS			



Source: Small Business Dashboard

# Navy Total Small Business Spending by Socioeconomic Status, FY 2020\*



## Socioeconomic Status

- Small Business (in one or more NAICS)
- Veteran Owned
- Women Owned
- Service Disabled Veteran Owned
- 8(a)
- HUBZone
- Alaskan Native Corporation Owned

Source: Federal Procurement Data System, GovWin IQ

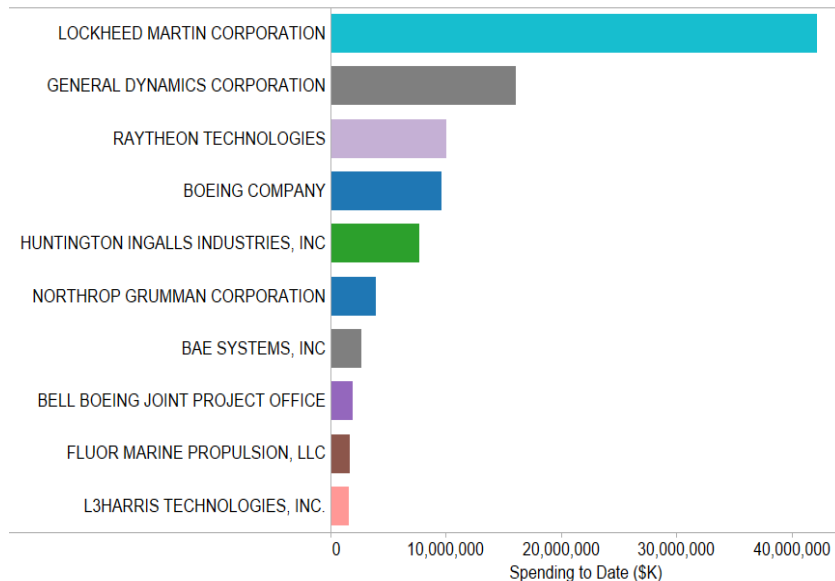
# 07

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## Account Competitive Landscape



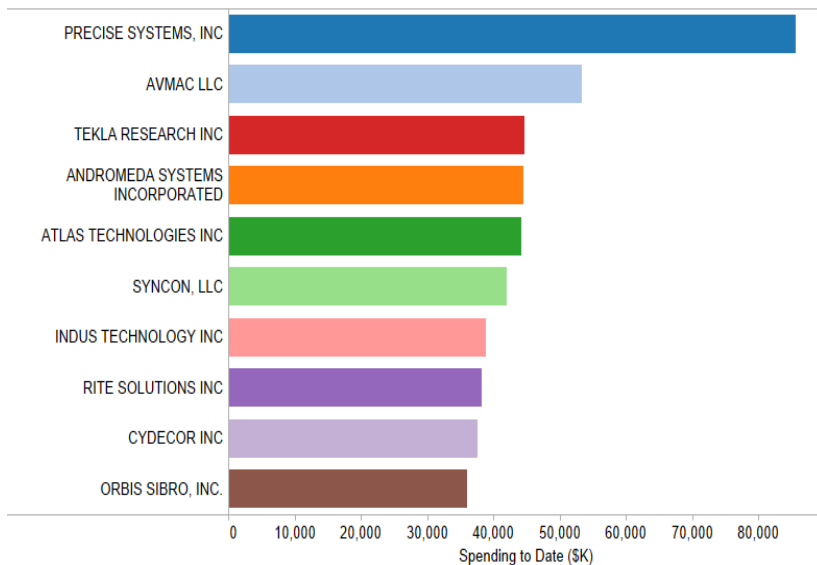
# Leading Navy Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$42,156,844	28%
GENERAL DYNAMICS CORPORATION	\$16,060,427	11%
RAYTHEON TECHNOLOGIES	\$10,034,866	7%
BOEING COMPANY	\$9,626,134	6%
HUNTINGTON INGALLS INDUSTRIES, INC	\$7,691,000	5%
NORTHROP GRUMMAN CORPORATION	\$3,952,463	3%
BAE SYSTEMS, INC	\$2,700,041	2%
BELL BOEING JOINT PROJECT OFFICE	\$1,943,184	1%
FLUOR MARINE PROPULSION, LLC	\$1,674,358	1%
L3HARRIS TECHNOLOGIES, INC.	\$1,578,766	1%
<b>Grand Total</b>	<b>\$151,743,809</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

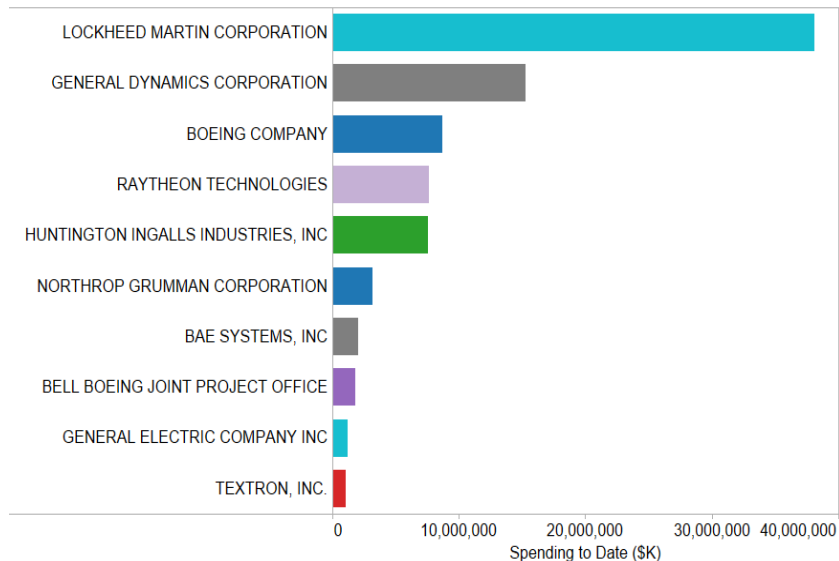
# Leading Navy Prime Veteran Owned Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
PRECISE SYSTEMS, INC	\$85,636	3%
AVMAC LLC	\$53,430	2%
TEKLA RESEARCH INC	\$44,748	2%
ANDROMEDA SYSTEMS INCORPORATED	\$44,639	2%
ATLAS TECHNOLOGIES INC	\$44,190	2%
SYNCON, LLC	\$42,115	2%
INDUS TECHNOLOGY INC	\$38,886	2%
RITE SOLUTIONS INC	\$38,239	2%
CYDECOR INC	\$37,697	2%
ORBIS SIBRO, INC.	\$36,099	1%
<b>Grand Total</b>	<b>\$2,504,408</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

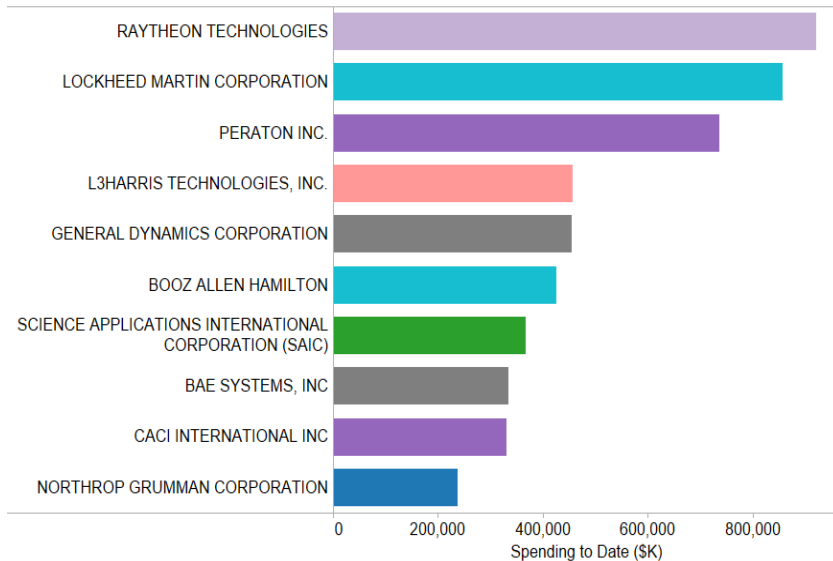
# Leading Navy Prime Defense & Aerospace Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$38,111,314	39%
GENERAL DYNAMICS CORPORATION	\$15,258,809	16%
BOEING COMPANY	\$8,716,047	9%
RAYTHEON TECHNOLOGIES	\$7,640,064	8%
HUNTINGTON INGALLS INDUSTRIES, INC	\$7,580,047	8%
NORTHROP GRUMMAN CORPORATION	\$3,155,905	3%
BAE SYSTEMS, INC	\$2,020,351	2%
BELL BOEING JOINT PROJECT OFFICE	\$1,837,102	2%
GENERAL ELECTRIC COMPANY INC	\$1,232,969	1%
TEXTRON, INC.	\$1,077,408	1%
<b>Grand Total</b>	<b>\$97,003,103</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

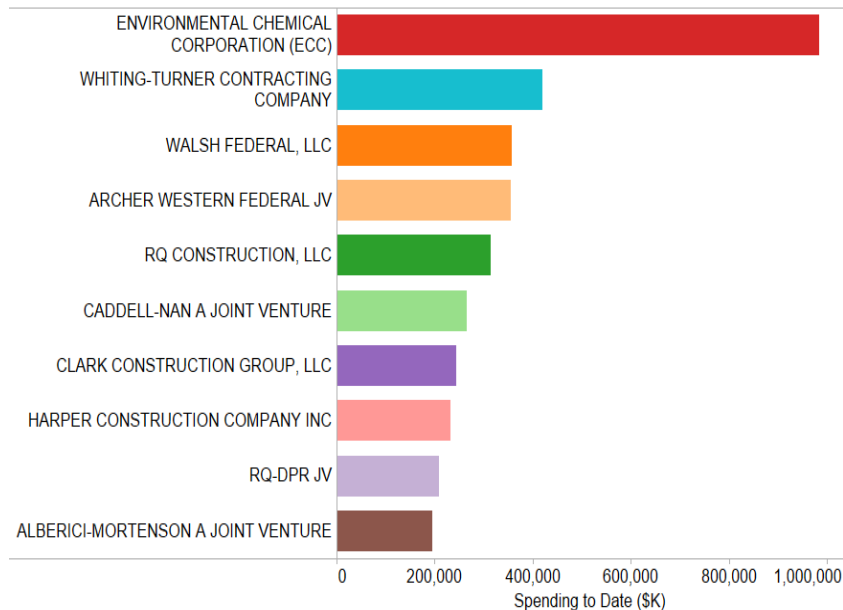
# Leading Navy Prime Information Technology Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
RAYTHEON TECHNOLOGIES	\$920,259	7%
LOCKHEED MARTIN CORPORATION	\$855,767	6%
PERATON INC.	\$735,772	5%
L3HARRIS TECHNOLOGIES, INC.	\$456,045	3%
GENERAL DYNAMICS CORPORATION	\$455,726	3%
BOOZ ALLEN HAMILTON	\$426,351	3%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$367,787	3%
BAE SYSTEMS, INC	\$335,006	2%
CACI INTERNATIONAL INC	\$331,081	2%
NORTHROP GRUMMAN CORPORATION	\$237,007	2%
<b>Grand Total</b>	<b>\$14,110,350</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# Leading Navy Prime Architecture Engineering and Construction, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
ENVIRONMENTAL CHEMICAL CORPORATION (ECC)	\$983,166	9%
WHITING-TURNER CONTRACTING COMPANY	\$419,993	4%
WALSH FEDERAL, LLC	\$356,728	3%
ARCHER WESTERN FEDERAL JV	\$354,911	3%
RQ CONSTRUCTION, LLC	\$313,991	3%
CADDELL-NAN A JOINT VENTURE	\$265,416	3%
CLARK CONSTRUCTION GROUP, LLC	\$243,997	2%
HARPER CONSTRUCTION COMPANY INC	\$232,515	2%
RQ-DPR JV	\$208,293	2%
ALBERICI-MORTENSON A JOINT VENTURE	\$194,786	2%
<b>Grand Total</b>	<b>\$10,373,522</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# 08

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## Procurement

# Navy – Procurement

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- » All Department of the Navy (Navy) acquisition regulations fall within the [Navy Marine Corps Acquisition Regulation Supplement \(NMCARS\)](#), which implements and supplements the [Federal Acquisition Regulation \(FAR\)](#) and the [Department of Defense FAR Supplement \(DFARS\)](#) to establish uniform policies for Navy acquisition.
- » The FAR implements the various statutes and regulations which impact upon the Federal contracting process. The DFARS applies to purchases and contracts by DoD contracting activities made in support of foreign military sales or North Atlantic Treaty Organization (NATO) cooperative projects without regard to the nature or sources of funds obligated, unless otherwise specified in the regulation.
- » The Navy's on-going acquisition functions flow from the Heads of the Contracting Activity (HCA), which are delegated authority regarding acquisition functions. Procurement activity at the Navy is decentralized and the eight major Navy buying Commands include:
  - » [US Marines Installations and Logistics](#)
  - » [Marine Corps Systems Command](#)
  - » [Military Sealift Command](#)
  - » [Naval Air Systems Command](#)
  - » [Naval Facilities Engineering Command](#)
  - » [Naval Information Warfare Systems Command](#)

# Navy – Procurement (Cont.)

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- » [Office of Naval Research](#)
  - » [Naval Sea Systems Command](#)
  - » [Naval Supply Systems Command](#)
  - » [Strategic Systems Programs](#)
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- » Under management of the DOD CIO's office, the Department of Navy participates in the [Enterprise Software Initiative \(ESI\)](#). It is the intent of the the ESI to establish and manage enterprise COTS IT agreements, assets, and policies. DoD ESI lowers the total cost of ownership across the DoD, Coast Guard and Intelligence Communities for commercial software, IT hardware, and services. Since 2003, DoD ESI has partnered with GSA's SmartBUY program to combine software requirements at the Federal level to act as one customer, reduce costs, and eliminate redundant purchases. DoD ESI serves as the implementation agent for SmartBUY throughout the DoD to aggregate requirements for Federal-wide purchases.
  - » The [DoN Acquisition One Source](#) provides business resources to firms interested in doing business with the Navy, such as business opportunities and long-range acquisition estimates.
  - » Navy provides a step by step [guide](#) for vendors outlining exactly with what it takes to successfully market products to the Department of the Navy.



# Navy – Procurement (Cont.)

## » Navy eBusiness Solutions

- » [Navy Electric Commerce Online \(NECO\)](#) - NECO is provided as a public service by the Naval Supply Systems Command (NAVSUP) procurement automation branch in Mechanicsburg, PA. Its purpose is to provide information that NAVSUP deems relevant to the Department of the Navy community, its industry partners, and the general public.
- » [Contractor Performance Assessment Reporting System \(CPARS\)](#) - The Contractor Performance Assessment Reporting System (CPARS) contains a number of adaptable, built-in status reports which offer activities with on demand information regarding report card completions, due dates, and outstanding actions.
- » [Standard Procurement System \(SPS\)](#) - The Standard Procurement System (SPS) is the next generation of procurement application software. The SPS is the standardized automated procurement system used by the Navy.
- » [Procurement Integrated Enterprise Environment \(PIEE\)](#) - The Procurement Integrated Enterprise Environment (PIEE) is the primary enterprise procure-to-pay (P2P) application for the Department of Defense and its supporting agencies and is trusted by companies
- » [Electronic Document Access \(EDA\)](#) - The DoD EDA is an electronic file cabinet for the storage and retrieval of documents used by multiple DoD activities. The primary function of the DoD EDA is to allow EDA users access to official DoD documents via a Web browser.

# Navy – Procurement (Cont.)

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- » For more information on Navy procurement, please contact the Navy Acquisition Office at the following address and/or telephone number:

United States Department of the Navy  
Office of the Assistant Secretary of the Navy for Research, Development, & Acquisition  
Services Contracting Issues – (703) 614-9595

# Navy – Long Rang Acquisition Forecast

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- » [Navy's Long Range Acquisition Forecast \(LRAF\)](#) is a forecast of anticipated business needs and makes early planning possible to a wide range of current and potential industry partners.

# What Does Navy Buy?

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- » The What the DON Buys inventory allows public users the ability to research and provide transparency in how the Navy & Marine Corps are supporting the warfighter. The inventory is based on historical and publicly available data sourced via the System for Award Management (SAM) that includes, Contracting Office/Major Command, North American Industry Class System Code (NAICS), Place of Performance (POP) and Searchable contract description(s).
- » The information provides users a three-year average of prime contract awards by Contracting Office/Major Command, NAICS, and POP-based on user specified drill-downs filters.
  - » [What DON Buys](#)

# Navy – Contracting

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- » A range of services are procured through the Navy's [SeaPort Enhanced](#) program. The SeaPort-e portal provides a standardized means of issuing competitive solicitations amongst a large & diverse community of approved contractors, as well as a platform for awarding & managing performance-based task orders. This unified approach allows SeaPort-e service procurement teams to leverage best work products, practices and approaches across the Navy's critical service business sector.
- » SeaPort MACs provide vehicles to procure engineering, technical, programmatic, and professional support services for authorized users through all phases of ship and weapon system life cycle - technology development, concept exploration, design, specification development, construction/production, test and evaluation, certification, operation, maintenance, improvement/modernization, overhaul and refueling, salvage and disposal. The scope of the contracts also includes professional support services to assist in the development, review and execution of search and salvage, diving, underwater ship husbandry, and pollution control program areas.

# Navy – Subcontracting

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- » To promote small business participation in larger contracts, Congress enacted Public Law 95-507 requiring all contractors, other than small businesses, receiving federal contract awards over \$700,000 (\$1,500,000 for construction) to submit acceptable subcontracting plans prior to contract award.
- » To be eligible as a subcontractor, a concern must represent itself as a small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, or women-owned small business concern. For more information about the Subcontracting Program, go to [FAR Subpart 19.7](#)
- » Navy vendors can examine the [Department of Defense \(DoD\) Prime Contractor Directory](#) that identifies large prime contractors that are required to establish subcontracting plans with goals. The list includes company names, prime contract numbers, contract periods of performance, NAICS codes, company points of contact (POCs), POC phone numbers and POC email addresses. This directory can be used to find the contact information of prime contractors for potential subcontracting opportunities.
- » The [DoD Subcontracting Program: The Basics of Subcontracting](#) provides information on regulatory, subcontracting, and reporting requirements. It also includes the types of subcontracting plans and the categories included in the subcontracting plan goals.
- » The [DoD Guidebook for Small Business Teaming Arrangements](#) provides additional information on subcontracting and teaming.

# Navy – Mentor-Protégé Program

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- » The [DON Mentor-Protégé Program \(MPP\)](#) assists small businesses (Protégés) to successfully compete for prime contract and subcontract awards by partnering with large companies (Mentors) under individual, project-based Agreements. The Department of Defense (DoD) Pilot MPP was established under Section 831 of Public Law 101-510, the National Defense Authorization Act for Fiscal Year 1991 (10 U.S.C. 2302 note). The program was extended through September 30, 2018.
- » The authorization for the Department of Defense (DoD) Mentor Protégé Pilot Program expired on 30 September 2018. The DoD working on getting the program reauthorized, a gap in authorization was anticipated. As such, no new agreements were to be executed after 30 September 2018. All agreements executed by 30 September 2018 were to continue to the end of the agreement period of performance or 30 September 2021 whichever comes first.

# Navy – SBIR/STTR Programs

- » Navy's [Small Business Innovation Research \(SBIR\)](#) program was established by Congress in 1982 with a statutory purpose to strengthen the role of innovative small business concerns (SBCs) in Federally-funded research or research and development (R/R&D). Through the Department of the Navy's Small Business Innovation Research (SBIR) Program, small businesses of 500 employees or less have the opportunity to address naval needs in more than thirty science and technology areas. The SBIR Program provides the fleet with the innovative advances in technology developed by small firms that have the courage, drive, and flexibility to assume risks, develop niches, and generally compete in areas less attractive to larger firms. SBIR Program participants benefit both from the program awards as well as the further development and commercialization of the resulting products.
- » Specific program purposes are to:
  - » Stimulate technological innovation
  - » Use small business to meet Federal R/R&D needs
  - » Foster and encourage participation by socially and economically disadvantaged SBCs in working in technological innovation
  - » Increase private sector commercialization of innovations derived from Federal R/R&D, thereby increasing competition, productivity and economic growth
- » Similar to the SBIR Program, the Navy Small Business Technology Transfer (STTR) Program fosters transitions of joint efforts between qualified small businesses and research institutions to the Navy and Marine Corps. A major difference in the two programs is that the STTR requires the small business to have a research partner consisting of a University, Federally Funded Research and Development Center (FFRDC), or a qualified non-profit research institution.



# Navy – Office of Small and Disadvantaged Business Utilization (OSDBU)

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- » The Navy [Office of Small Business Programs \(OSBP\)](#) has the mission to fully support the Navy in the procurement of supplies and services. The Navy OSBP is a dynamic advocacy that provides training, advice, and guidance to ensure quality solutions for Navy acquisitions and maximizes contracting opportunities to small businesses.
- » The OSBP business policy promotes maximum utilization of small business concerns in Navy and United States Marine Corp contracts and provides small business concerns maximum, practicable opportunity to participate as subcontractors in prime contracts awarded to major prime contractors. According to the [Navy Small Business Program Strategic Business Plan](#), the has the following strategic goals:
  - » People: Ensure Professional Workforce Development
    - » Implement the Small Business Professional Career Path
    - » Encourage Mentoring relationships within the DON Small Business workforce
    - » Create a Cadre of Small Business Advocates through a Rotational Excellence Program
    - » Utilize the DON OSBP's Knowledge Management Portal

# Navy – Office of Small and Disadvantaged Business Utilization (OSDBU) (Cont.)

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- » Processes: Strengthen Partnerships In The Acquisition Process
  - » Team with Program Managers to Identify Small Business Opportunities
  - » Engage with Heads of Contracting Activities and Program Executive Officers to ensure that Small Business Strategies include Measureable Performance Objectives
  - » Provide Tools for the Acquisition Workforce to Enhance Market Research
  - » Improve Visibility of Small Business Data within the DON and to Industry
  - » Provide Training to the DON Acquisition Workforce on Small Business Programs
  - » Promote Awareness of the Evaluation of Small Business Participation in DON Procurements through Collaboration, Examples, and Training Materials for DON Small Business Professionals
  - » Create and Implement Guidance/Training to Correct System Deficiencies Identified during Procurement Performance Reviews and Surveillance Reviews

# Navy – Office of Small and Disadvantaged Business Utilization (OSDBU) (Cont.)

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- » Capabilities: Optimizing Communications
  - » Execute the Strategic Communication Plan to Engage all Stakeholders
  - » Optimize Internal and External Guidance/Communication on Small Business Related Policy and Topics
  - » Execute a Social Media Strategy to engage Government and Industry
  - » Strengthen Partnerships with Small Business Administration, Procurement Technical Assistance Centers, Small Business Development Centers, and Build Relationships with Regional Innovation Clusters/Centers

# Navy – Office of Small and Disadvantaged Business Utilization (OSDBU) (Cont.)

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- » In order to provide the small business community an opportunity to discuss their capabilities and learn of potential procurement opportunities, Navy hosts [small business conferences and events](#).
- » For more information on Navy small business programs please contact the Navy OSBP at the telephone number:

Office of the Secretary of the Navy  
Office of Small Business Programs  
(202) 685-6485

# 09

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## Government-wide Initiatives

# President's Management Agenda – Key Drivers of Reform

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The President's Management Agenda lays out a long-term vision for modernizing the Federal Government in key areas that will improve the ability of agencies to deliver mission outcomes, provide excellent service, and effectively steward taxpayer dollars on behalf of the American people.

The President's Management Agenda will focus on three key areas as agencies attempt to overcome system-level thinking to tackle interconnected barriers to change. These are:

- » **Modern information technology** must function as the backbone of how Government serves the public in the digital age. Meeting customer expectations, keeping sensitive data and systems secure, and ensuring responsive, multi-channel access to services are all critical parts of the vision for modern Government.
- » **Data, accountability, and transparency** initiatives must provide the tools to deliver visibly better results to the public, while improving accountability to taxpayers for sound fiscal stewardship and mission results. Investments in policy, people, processes and platforms are key elements of this transformation and require cross-agency cooperation to ensure an integrated Data Strategy that encompasses all relevant governance, standards, infrastructure and commercialization challenges of operating in a data-driven world.

# President's Management Agenda – Key Drivers of Reform (Cont.)

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- » The **workforce for the 21st Century** must enable senior leaders and front-line managers to align staff skills with evolving mission needs. This will require more nimble and agile management of the workforce, including reskilling and redeploying existing workers to keep pace with the current pace of change.
- » The President's Management Agenda identifies Cross Agency Priority (CAP) Goals to target those areas where multiple agencies must collaborate to effect change and report progress in a manner the public can easily track. CAP Goals are being established for each of the three primary drivers of transformation, as well as three cross-cutting priority areas and five functional priority areas. Additional CAP Goals may be established throughout the Administration as policy priorities are identified. To avoid creating new silos, these CAP Goals will be managed to reinforce the interrelationships between areas.

# President's Management Agenda - Cross Agency Priority (CAP) Goals (Cont.)

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- » [Modernize IT to Increase Productivity and Security](#)
- » [Leveraging Data as a Strategic Asset](#)
- » [Developing a Workforce for the 21st Century](#)
- » [Improving Customer Experience with Federal Services](#)
- » [Sharing Quality Services](#)
- » [Shifting From Low-Value to High-Value Work](#)
- » [Category Management - Leveraging Common Contracts and Best Practices to Drive Savings and Efficiencies](#)
- » [Results-Oriented Accountability for Grants](#)
- » [Getting Payments Right](#)
- » [Improving Outcomes Through Federal IT Spending Transparency](#)
- » [Improve Management of Major Acquisitions](#)
- » [Modernize Infrastructure Permitting](#)



# President's Management Agenda - Cross Agency Priority (CAP) Goals (Cont.)

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- » [Security Clearance, Suitability, and Credentialing Reform](#)
- » [Improve Transfer of Federally-Funded Technologies from Lab-to-Market](#)

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# Thank You!