

GovWin
from Deltek

Federal Agency Profiles

Naval Sea Systems Command– *Account Planner*

July 5, 2022



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Table of Contents

- » [Methodology](#)
- » [Account Summary](#)
- » [Employee Summary](#)
- » [Budget Summary](#)
- » Capital Plans and Initiatives
 - » [Information Technology](#)
 - » [Architecture, Engineering, & Construction](#)
- » [Buying Behavior](#)
- » [Competitive Landscape](#)
- » [Procurement](#)

01

Methodology

Methodology

- » 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)

- » 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 website.

02

Account Summary

NAVSEA Organization - Summary

Headquarters:

1333 Isaac Hull Ave, SE.
Washington, DC 20376

Leadership:

- » **Commander:**
Vice Adm. William Galinis



Additional points of contacts & deeper lower level office coverage are available on [GovWin IQ's Naval Sea Systems Command Organization Chart](#)

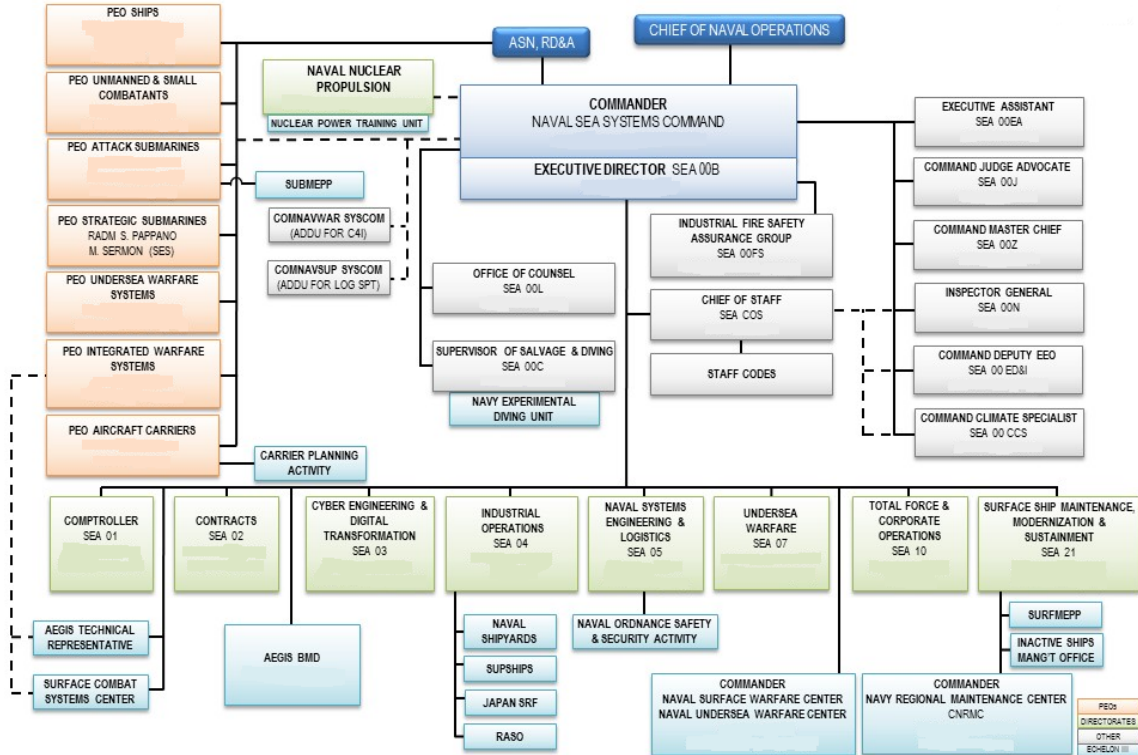
NAVSEA Mission

» **Mission Statement:**

To design, build, deliver and maintain ships and systems on time and on cost for the United States Navy.

Source: NAVSEA, Strategic Framework

NAVSEA Organization Structure



NAVSEA Agency Contracting Summary

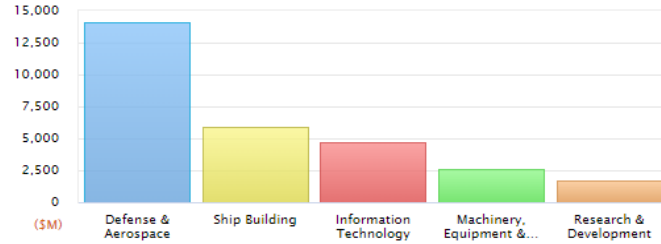
Contract Spending vs. Discretionary Budget Authority

NAVSEA does not publish a total discretionary budget authority.

Top Segment Spending

Top Segment Spending (2021)

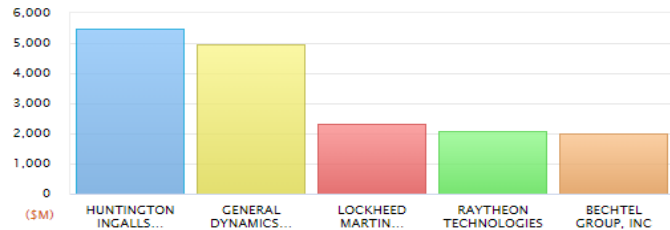
(Top 5 only)



Top Contractors

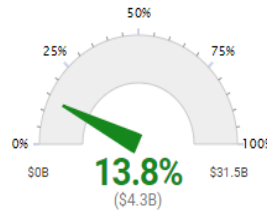
Top Contractors (2021)

(Top 5 only)



FY 2021 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Certified HUBZone Small Business	\$109.8M	0.3%	3.0%
Small Disadvantaged Business	\$711.3M	2.3%	5.0%
Service Disabled Veteran Owned	\$359.4M	1.1%	3.0%
Women Owned	\$414.2M	1.3%	5.0%

Source: FPDS

• Indicates goal achieved

Source: NAVSEA, President's Budget Request FY 2023, OPM, OMB, FPDS

NAVSEA Strategic Plan

Strategic Goals	Strategic Objectives
<p>Deliver Combat Power – On-Time Delivery of Ships, Submarines, and Systems</p>	<ul style="list-style-type: none">▪ Planning: Get the requirements and planning right up-front, drive stability in requirements, and establish accurate and executable plans / schedules▪ Workload/Resource Capacity Balance: Ensure the balance of resources (people, facilities, funding) with anticipated workload▪ Material: Improve supply chain performance and material forecasting and availability▪ Execution: Be relentless on execution. Achieve on-time delivery, fully tested and complete, with the requisite quality to ensure reliable and capable ships, submarines, and systems▪ Infrastructure: Execute the Shipyard Infrastructure Optimization Program (SIOP)▪ Information Technology (IT): Ensure effective implementation of Logistics IT for Navy Maintenance, Repair and Overhaul (N-MRO)▪ Contracting: Establish and implement contract strategies that balance risk, provide for stable & predictable workload, effective change management, and build constructive, accountable contractor relationships at all levels while decreasing cycle time to get contracts in place▪ Initiative Implementation: Ensure rigorous follow-through of initiatives in execution on the waterfront

NAVSEA Strategic Plan

Strategic Goals	Strategic Objectives
Transform Digital Capability	<ul style="list-style-type: none">▪ Strengthen our cybersecurity efforts▪ Build on our digital engineering capability▪ Advance our business processes
Build a Team to Compete and Win	<ul style="list-style-type: none">▪ Build and sustain technical and leadership competence in all functional areas and at all levels▪ Develop, instill, and sustain a constructive culture and workplace environment that maximizes mission success and employee fulfillment▪ Build a learning organization through collaboration and teamwork across the NAVSEA Enterprise▪ Ensure fairness and equal opportunity for advancement, mentoring, training, and all areas of professional development▪ Ensure succession planning utilizing workforce analytics to anticipate future workforce requirements▪ Implement effective retention strategies to affirm an attractive workplace culture to decrease turnover and maintain a diverse and high-performing workforce

03

Agency Employee Summary

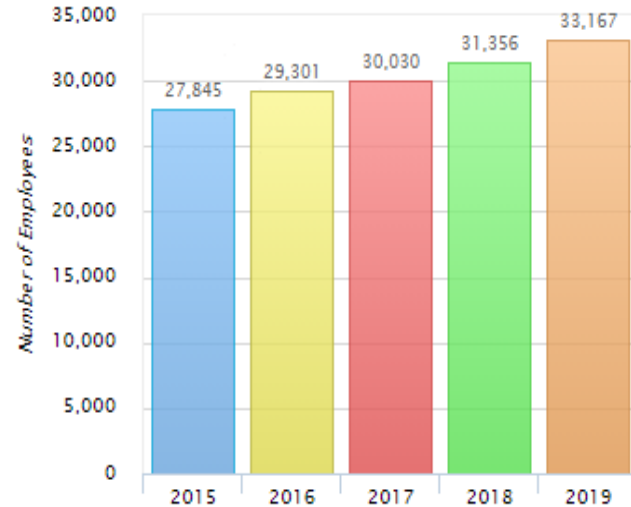
NAVSEA Employee Summary

Employee Statistics

	Agency	Federal
Employees (2019)	33,167	2,132,812
Employment Growth (2018 vs. 2019)	5.8 %	1.5 %
Retirement Rate (2018)	3.1 %	3.2 %
Turnover Rate (2018)	6.6 %	10.7 %
Largest Age Group (2019)	50-59 (9,895)	50-59 (625,556)
Length of Service (2019)	1-9 Yrs (14,008)	1-9 Yrs (837,299)

Source: FedScope (September 2019)

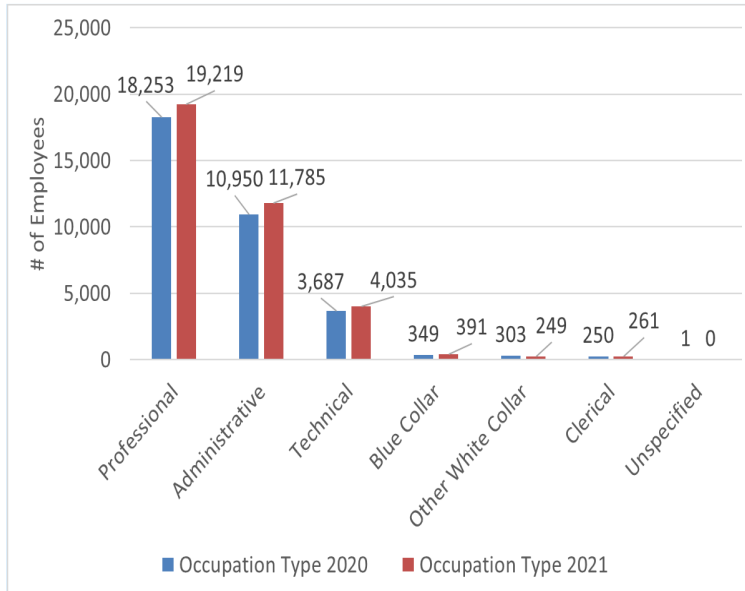
Annual Employment Trend



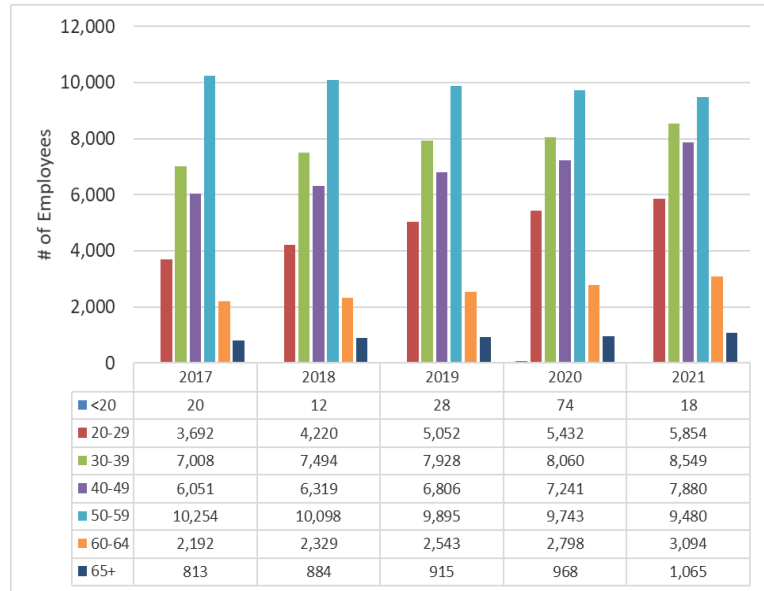
Source: OPM FedScope, Deltek

NAVSEA Employee Summary (Cont.)

Employees by Occupation (FY 2021)



Employees by Age



Source: OPM FedScope, Deltek

04

Account Budget Summary



Annual Federal Budget Timeline



**1st 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

05

Account Capital Plans and Initiatives – Information Technology

NAVSEA – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
SHIPYARD INFRASTRUCTURE OPTIMIZATION PROGRAM FLOATING DRY DOCKS (SIOP)	Pre-RFP	08/2022	4,000	183141
ENGINEERING AND MANUFACTURING DEVELOPMENT SERVICES WITH LOW RATE INITIAL PRODUCTION OPTIONS (AMDR-S/RSC)(LRIP)	Forecast Pre-RFP	11/2022	2,245	118789
PRODUCTION SUPPORT TOUCH LABOR SERVICES FOR NORFOLK NAVAL SHIPYARD	Pre-RFP	07/2022	1,042	211829
NAVY INTEGRATED TRAINING ENVIRONMENT NITE (SEAPORT NXG)	Pre-RFP	02/2025	896	206014
OVER THE HORIZON WEAPON SYSTEM	Forecast Pre-RFP	10/2024	847	191289

Source: GovWin IQ

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

NAVSEA – Leading AEC Opportunities

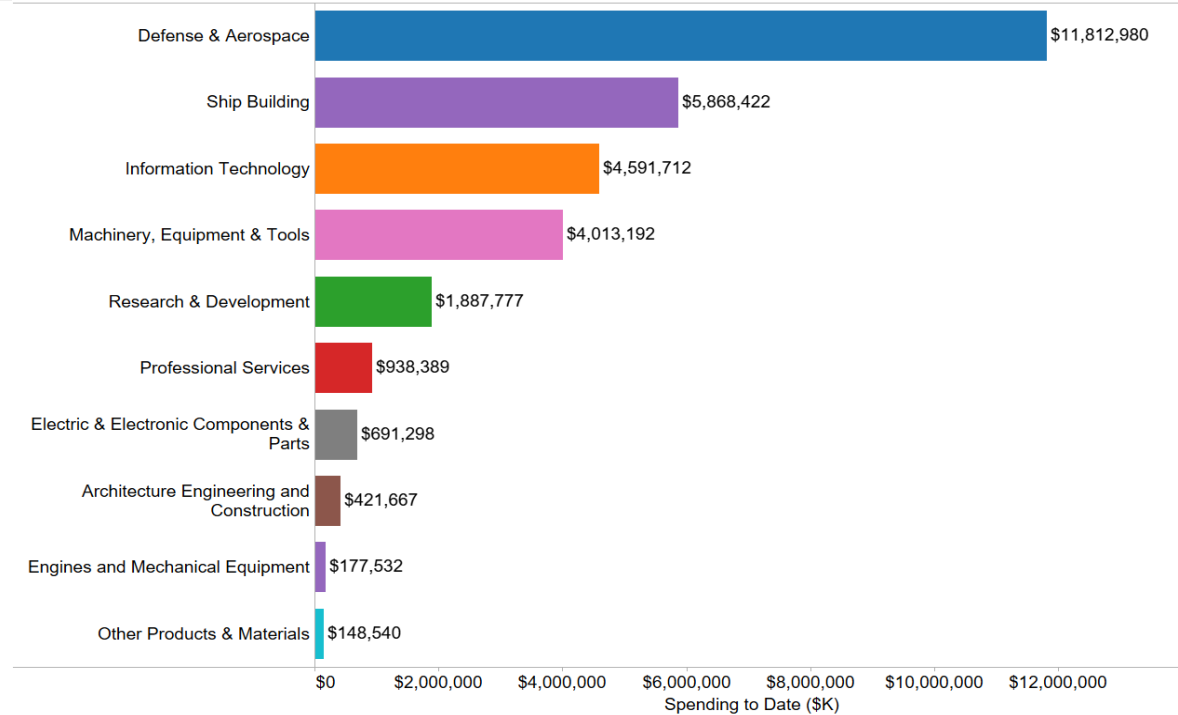
Program	Status	RFP-Date	Value (\$ M)	Opp. ID
ENGINEERING SUPPORT SERVICES FOR HULL MECHANICAL AND ELECTRICAL SYSTEMS (HM&E)	Forecast Pre-RFP	04/2023	184	214323
SEA 05 ENGINEERING SUPPORT SERVICES ESS (SEAPORT NXG)	Pre-RFP	08/2022	107	202867
ENGINEERING SERVICES IN SUPPORT OF NAVAL UNDERSEA WARFARE CENTER KEYPORT WASHINGTON (SEAPORT NXG)	Forecast Pre-RFP	05/2025	63	213093
MODULAR INTEGRATION PROGRAM AND APPLIED ENGINEERING SUPPORT (SEAPORT NXG)	Pre-RFP	08/2022	51	205114
MINOR CONSTRUCTION AT NSW CARDEROCK LOCATIONS	Pre-RFP	08/2022	5	198561

Source: GovWin IQ

06

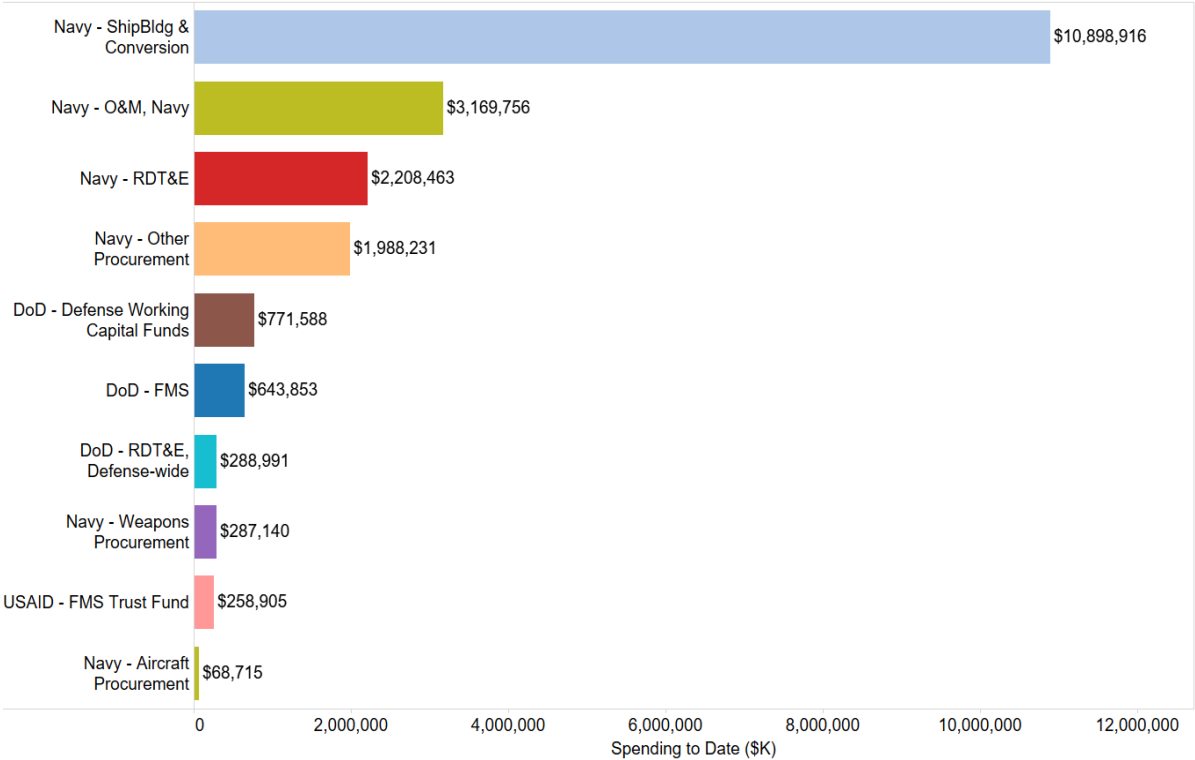
Account Buying Behavior

Leading NAVSEA Spending by Segments, FY 2019

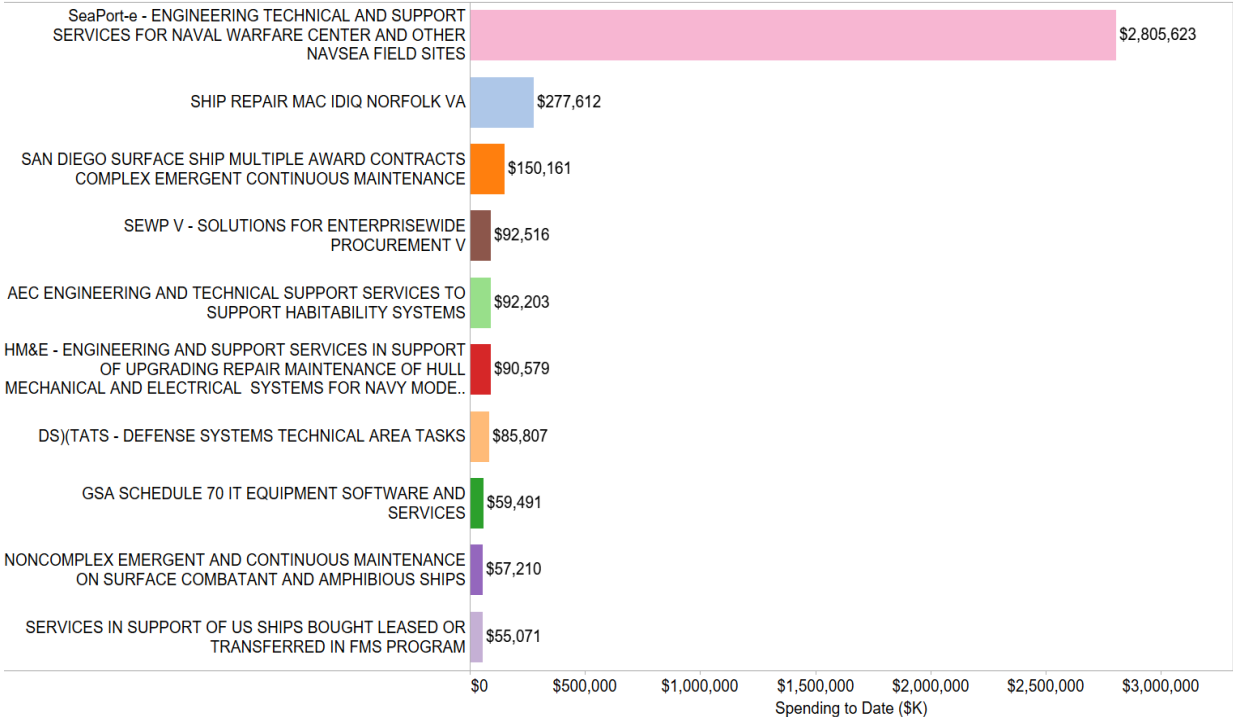


Source: Federal Procurement Data System, GovWin IQ

Leading NAVSEA Budget Accounts, FY 2019

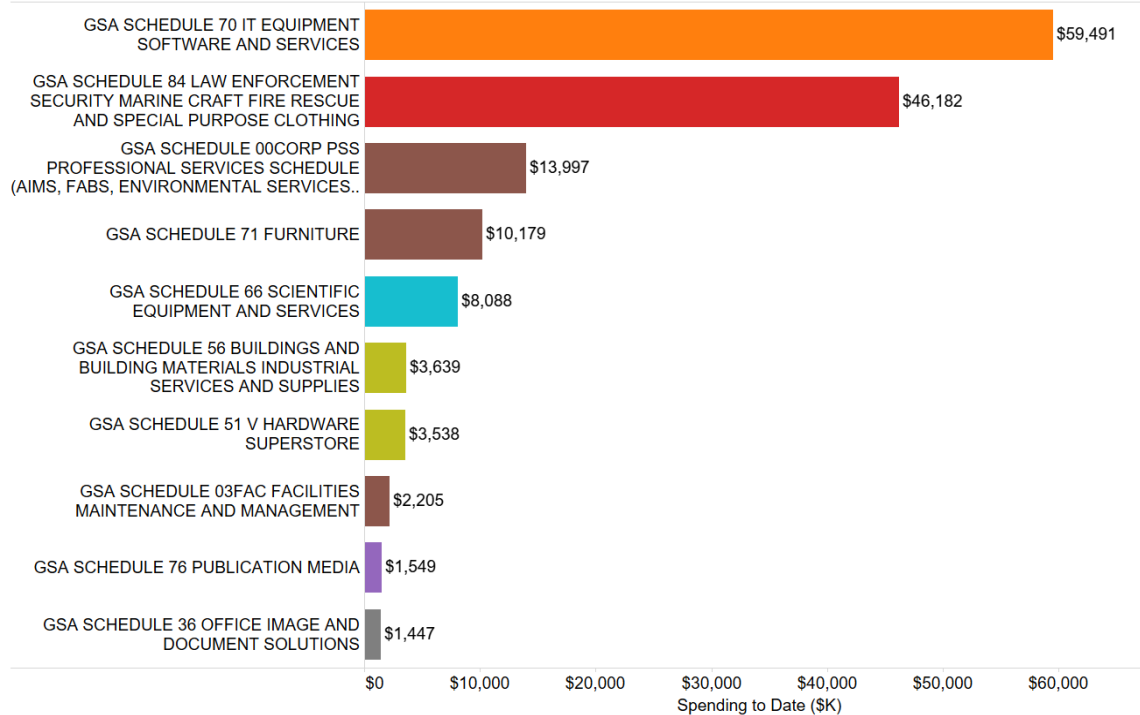


Leading NAVSEA Spending by Contract Vehicles, FY 2019



Source: Federal Procurement Data System, GovWin IQ

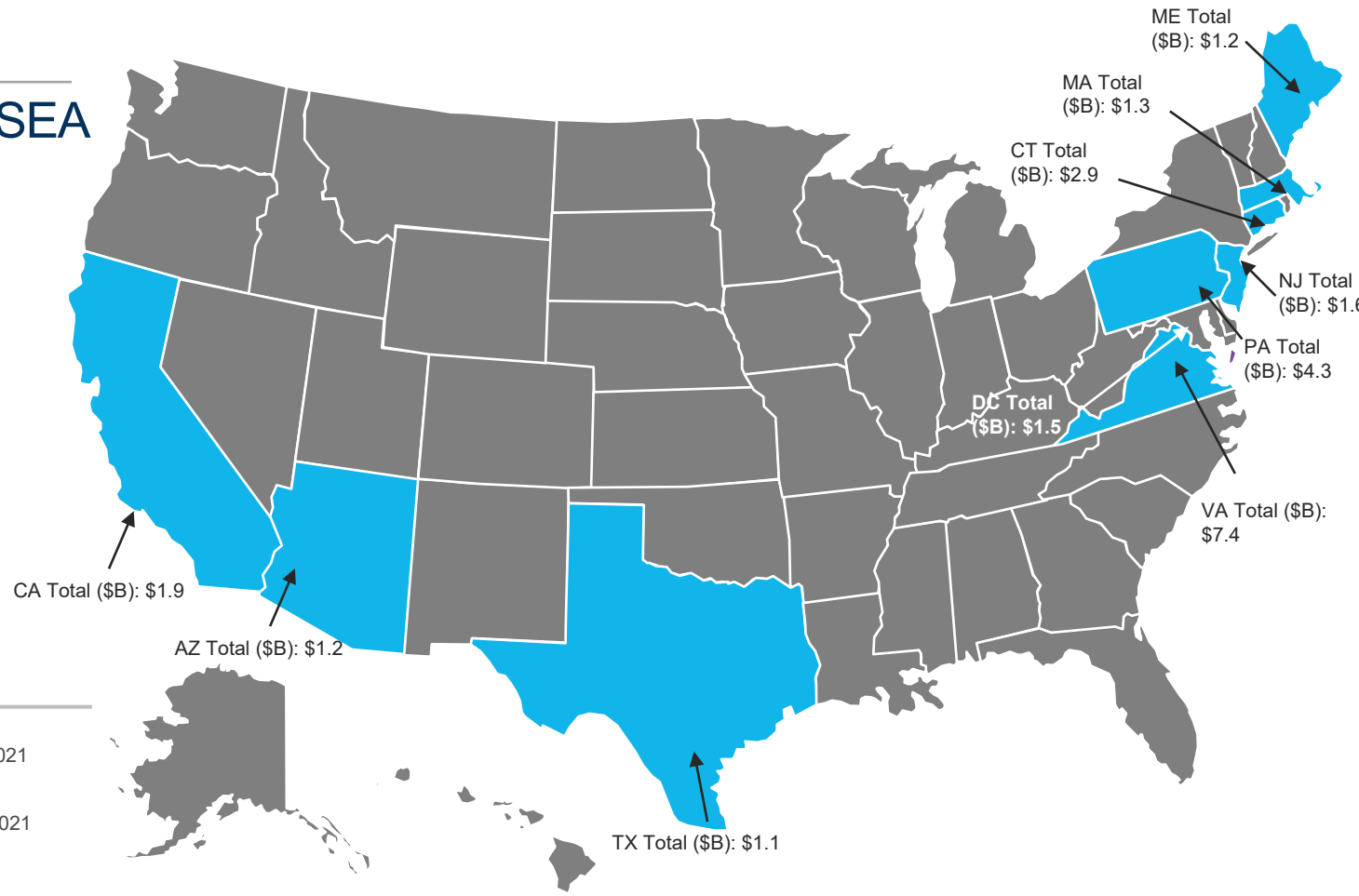
Leading NAVSEA Spending GSA Schedules, FY 2019



Source: Federal Procurement Data System, GovWin IQ

FY 2021 Total NAVSEA Federal Reported Spending: \$31B

» In FY 2021, Virginia had the highest reported total spending obligations.

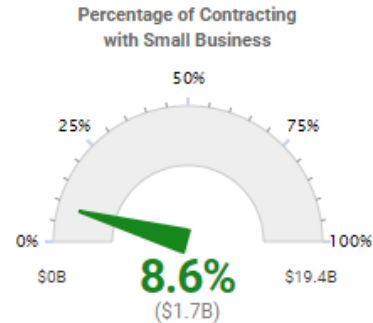


- Top 10 States by Spending FY 2021
- States outside of Top 10 by FY 2021 spending

NAVSEA Small Business Contracting Goals FY 2022

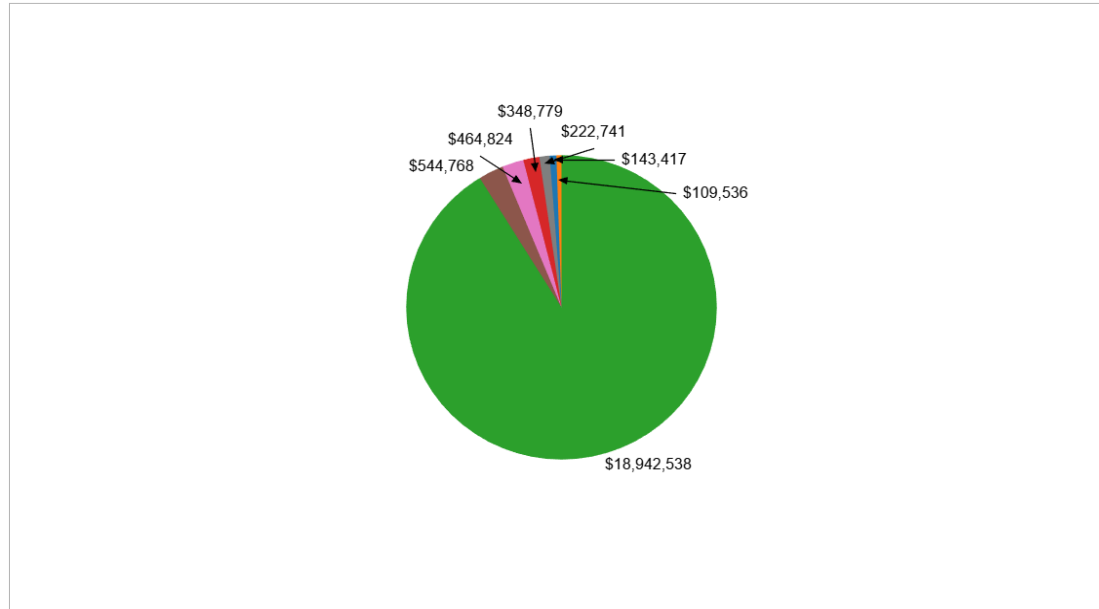
Socioec. Status	Actual	% Actual	% Goal
Certified HUBZone Small Business	\$30.4M	0.2%	3.0%
Small Disadvantaged Business	\$279.4M	1.4%	5.0%
Service Disabled Veteran Owned	\$149.6M	0.8%	3.0%
Women Owned	\$129.1M	0.7%	5.0%

Source: FPDS



Source: Small Business Dashboard

NAVSEA Total Small Business Spending by Socioeconomic Status, FY 2021*



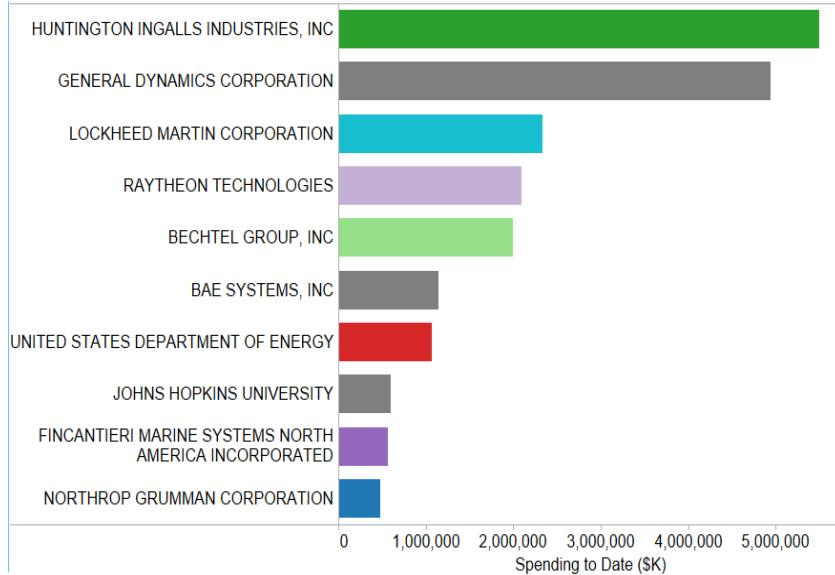
- Socioeconomic Status**
- Small Business (in one or more NAICS)
 - Veteran Owned
 - Women Owned
 - Service Disabled Veteran Owned
 - Alaskan Native Corporation Owned
 - 8(a)
 - HUBZone

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

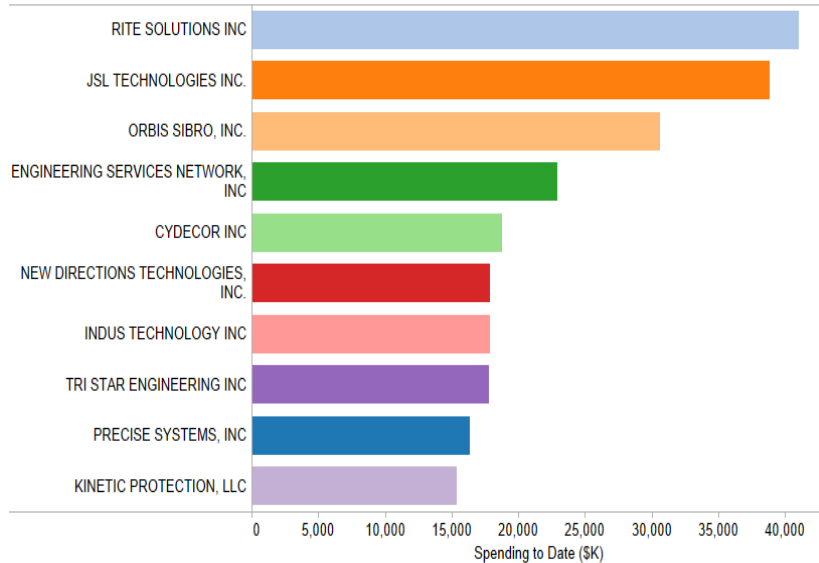
Leading NAVSEA Prime Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
HUNTINGTON INGALLS INDUSTRIES, INC	\$5,494,623	17%
GENERAL DYNAMICS CORPORATION	\$4,942,832	16%
LOCKHEED MARTIN CORPORATION	\$2,338,405	7%
RAYTHEON TECHNOLOGIES	\$2,088,836	7%
BECHTEL GROUP, INC	\$2,000,473	6%
BAE SYSTEMS, INC	\$1,142,753	4%
UNITED STATES DEPARTMENT OF ENERGY	\$1,071,074	3%
JOHNS HOPKINS UNIVERSITY	\$595,464	2%
FINCANTIERI MARINE SYSTEMS NORTH AMERICA INCORPORATED	\$562,389	2%
NORTHROP GRUMMAN CORPORATION	\$483,636	2%
Grand Total	\$31,458,745	100%

Source: Federal Procurement Data System, GovWin IQ

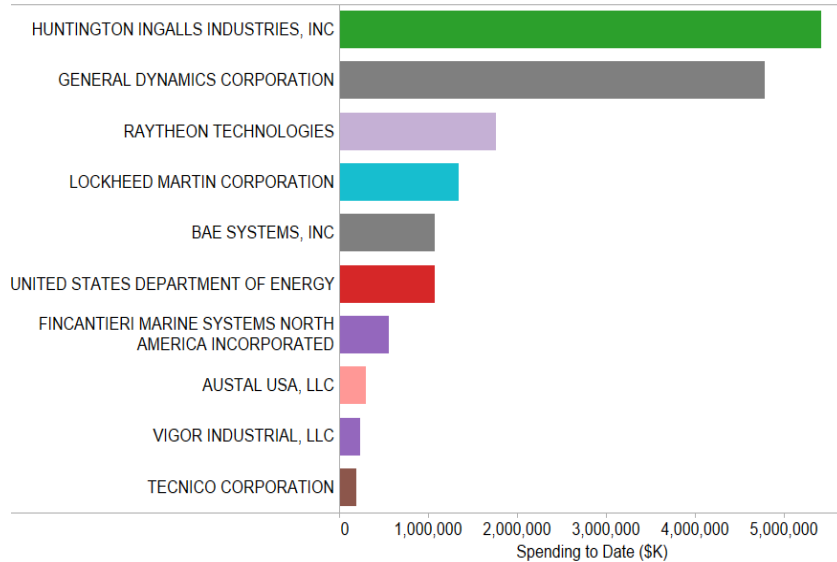
Leading NAVSEA Prime Veteran Owned Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
RITE SOLUTIONS INC	\$41,026	8%
JSL TECHNOLOGIES INC.	\$38,882	7%
ORBIS SIBRO, INC.	\$30,602	6%
ENGINEERING SERVICES NETWORK, INC	\$22,955	4%
CYDECOR INC	\$18,760	3%
NEW DIRECTIONS TECHNOLOGIES, INC.	\$17,901	3%
INDUS TECHNOLOGY INC	\$17,860	3%
TRI STAR ENGINEERING INC	\$17,817	3%
PRECISE SYSTEMS, INC	\$16,335	3%
KINETIC PROTECTION, LLC	\$15,416	3%
Grand Total	\$544,768	100%

Source: Federal Procurement Data System, GovWin IQ

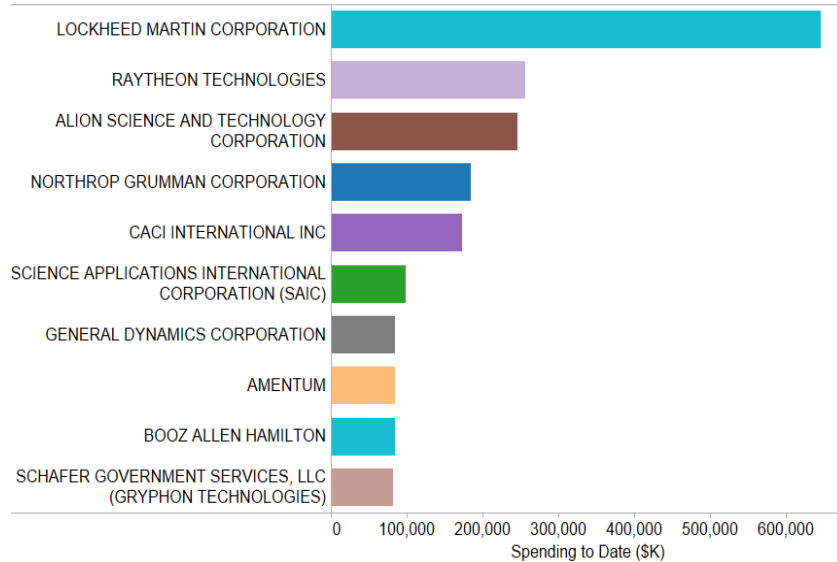
Leading NAVSEA Prime Defense & Aerospace Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
HUNTINGTON INGALLS INDUSTRIES, INC	\$5,422,002	27%
GENERAL DYNAMICS CORPORATION	\$4,794,106	24%
RAYTHEON TECHNOLOGIES	\$1,762,359	9%
LOCKHEED MARTIN CORPORATION	\$1,350,617	7%
BAE SYSTEMS, INC	\$1,076,402	5%
UNITED STATES DEPARTMENT OF ENERGY	\$1,071,074	5%
FINCANTIERI MARINE SYSTEMS NORTH AMERICA INCORPORATED	\$562,389	3%
AUSTAL USA, LLC	\$306,524	2%
VIGOR INDUSTRIAL, LLC	\$233,904	1%
TECNICO CORPORATION	\$194,912	1%
Grand Total	\$20,023,599	100%

Source: Federal Procurement Data System, GovWin IQ

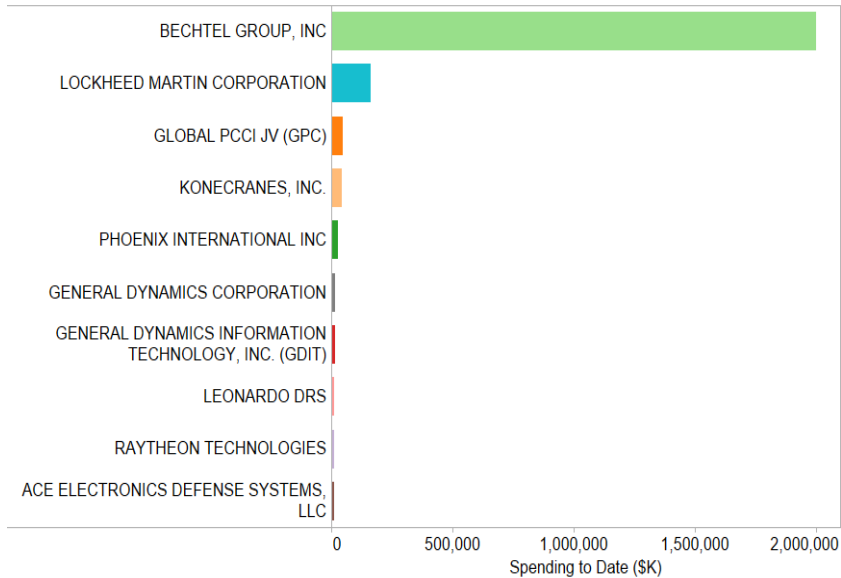
Leading NAVSEA Prime Information Technology Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$646,106	14%
RAYTHEON TECHNOLOGIES	\$257,066	5%
ALION SCIENCE AND TECHNOLOGY CORPORATION	\$246,327	5%
NORTHROP GRUMMAN CORPORATION	\$184,184	4%
CACI INTERNATIONAL INC	\$172,902	4%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$98,989	2%
GENERAL DYNAMICS CORPORATION	\$84,781	2%
AMENTUM	\$84,671	2%
BOOZ ALLEN HAMILTON	\$84,119	2%
SCHAFER GOVERNMENT SERVICES, LLC (GRYPHON TECHNOLOGIES)	\$82,532	2%
Grand Total	\$4,689,780	100%

Source: Federal Procurement Data System, GovWin IQ

Leading NAVSEA Prime Machinery, Equipment & Tools Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
BECHTEL GROUP, INC	\$2,000,473	77%
LOCKHEED MARTIN CORPORATION	\$163,525	6%
GLOBAL PCCI JV (GPC)	\$47,912	2%
KONECRANES, INC.	\$43,515	2%
PHOENIX INTERNATIONAL INC	\$29,247	1%
GENERAL DYNAMICS CORPORATION	\$15,718	1%
GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC. (GDIT)	\$14,568	1%
LEONARDO DRS	\$13,166	1%
RAYTHEON TECHNOLOGIES	\$11,950	0%
ACE ELECTRONICS DEFENSE SYSTEMS, LLC	\$11,736	0%
Grand Total	\$2,597,893	100%

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

NAVSE Procurement

- » 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 acquisitions. The FAR implements the various statutes and regulations which impact upon the Federal contracting process. The DFARS applies to purchases and contracts by Department of Defense (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 this regulation.
- » [SeaPort Enhanced \(SeaPort-e\)](#) is the Navy Virtual SYSCOM Commanders' (NAVAIR, NAVSEA, NAVSUP and SPAWAR) integrated approach to contracting for support services. SeaPort-NxG has made electronic procurement of Engineering, Financial, and Program Management support services a reality. The SeaPort-NxG 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-NxG service procurement teams to leverage their best work products, practices, & approaches across the Navy's critical service business sector.

NAVSE Procurement (Cont.)

NAVSEA currently contracts for the following services:

- » Design and integration
- » Maintenance and repair
- » Modernization and conversion
- » Technical, industrial and logistic support
- » Engineering and professional services
- » Research and Development

NAVSEA - Contract Forecast

- » NAVSEA's Long Range Acquisition Forecast (LRAF) creates a demand signal of anticipated business needs and makes early planning possible to a wide range of current and potential industry partners. It also contributes to better support of NAVSEA's requirements and fosters increased competition which benefits both NAVSEA and new business partners.
- » Forecast data is for planning purposes only and is not a commitment by the Government to purchase the described products and/or services. All projected procurements are subject to revision.
- » [NAVSEA HQ Acquisition Forecast](#)
- » [NAVSEA Field Procurement Office Long Range Acquisition Forecast](#)

NAVSEA - Contracting

- » [Navy Electronic Commerce Online \(NECO\)](#) allows vendors to access Navy's electronic business opportunities. NECO is the centerpiece of the Navy's strategy to convert to paperless processes in accordance with DoD directions. NECO utilizes business opportunities to search their database which contains current procurement transactions such as Request for Quotations (RFQs) and Request for Proposals (RFPs), as well as amendments and cancellation notices. Vendors are able to register on NECO's site and are also required to register through the System for Award Management (SAM) system.

Navy - Office of Small Business Programs (OSBP) Background (Cont.)

- » 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 OSBP 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 Business Programs (OSBP) Background (Cont.)

- » 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 Business Programs (OSBP) Background (Cont.)

- » 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 Business Programs (OSBP) Background (Cont.)

Resources for small businesses interested in selling to the Navy and NAVSEA include:

- » Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR)
- » Women-Owned Small Business Program
- » Historically Black Colleges and Universities/Minority Institutions (HBCU/MI)
- » Small Disadvantaged Business
- » Veteran-Owned Business Program
- » Mentor-Protégé (M-P)
- » Other Procurement Resources
- » Navy Marine Corps Intranet (NMCI)

For more information on NAVSEA and Navy small business please contact the Navy OSBP at the following address and/or telephone number:

U.S. Department of the Navy
Office of Small Business Programs
Washington Navy Yard
720 Kennon Street, SE
Washington, DC 20374-5015
(202) 685-6490
fax (202) 685-6865

NAVSEA Office of Small Business Programs
202-781-2061

Thank You!