

GovWin  
from Deltek

Federal Agency Profiles

# Naval Air Systems Command – *Account Planner*

September 27, 2021



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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)

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- » 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 website.

# 02

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## Account Summary



# NAVAIR Organization - Summary

## » Headquarters:

47123 Buse Road, Building 2272 Suite 540  
Patuxent River, MD 20670

## Leadership:

### » Commander:

Vice Admiral Carl Chebi

### » Chief Information Officer:

N/A

### » Chief Procurement Officer:

N/A



Total Employees (2021) 30,479

*Percentage data based on prior year comparisons.*

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

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

# NAVAIR Mission

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## » **Mission Statement:**

To deliver timely, effective and sustainable naval aviation capabilities to ensure the warfighter's mission success and safe return home.

## » **Vision Statement:**

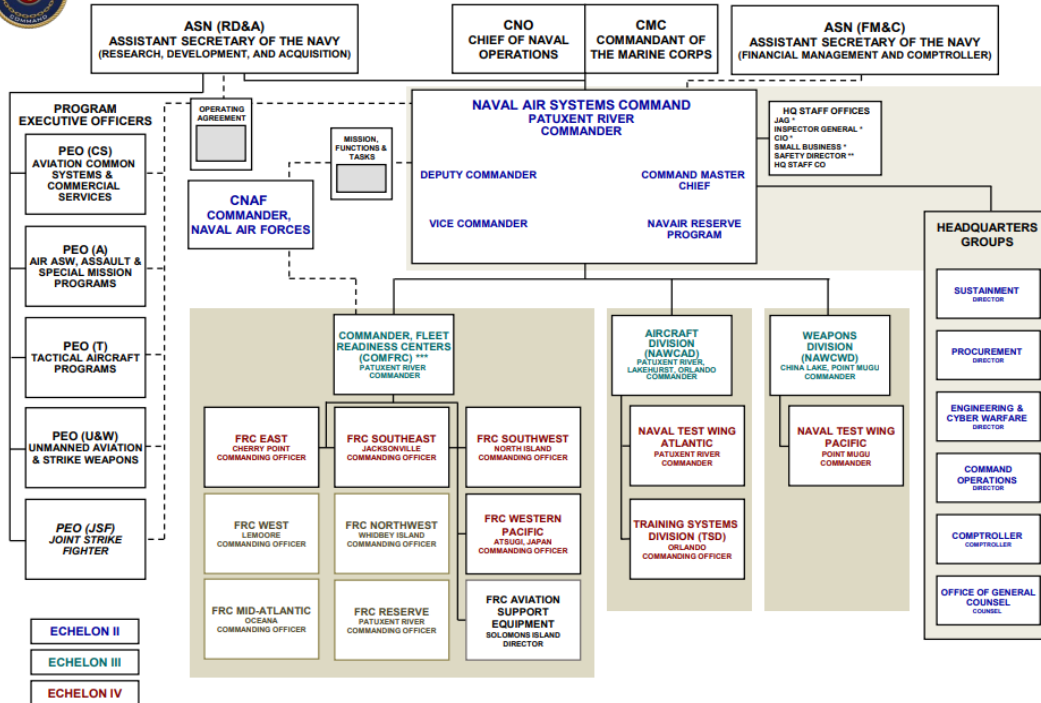
Advance naval aviation solutions with urgency to ensure warfighter dominance against current and future adversaries in defense of our nation.

*Source: NAVAIR Website, NAVAIR Overview*

# NAVAIR Organization Structure



## NAVAIR Mission Aligned Organization Enterprise Relationships



# NAVAIR Agency Contracting Summary

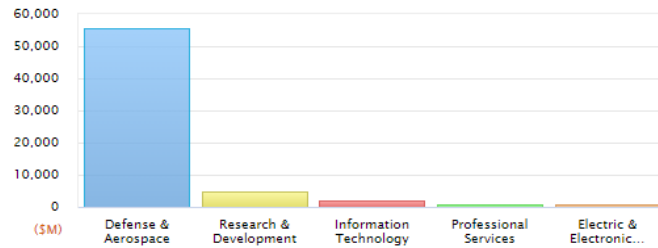
## Contract Spending vs. Discretionary Budget Authority

NAVAIR does not publish an total, discretionary budget.

## Top Segment Spending

Top Segment Spending (2020)

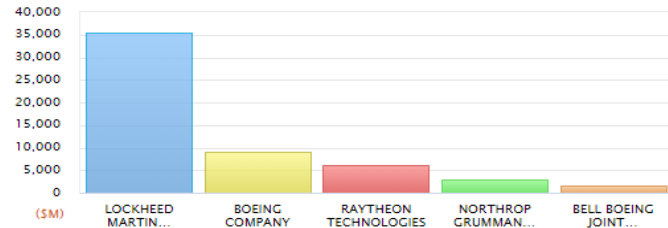
(Top 5 only)



## Top Contractors

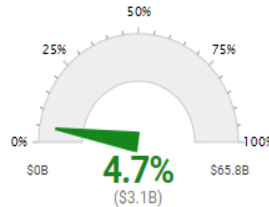
Top Contractors (2020)

(Top 5 only)



## FY 2020 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Women Owned	\$312.8M	0.5%	5.0%
Certified HUBZone Small Business	\$82.3M	0.1%	3.0%
Service Disabled Veteran Owned	\$402.1M	0.6%	3.0%
Small Disadvantaged Business	\$633.3M	1.0%	5.0%

Source: FPDS  
 ● - Indicates goal achieved

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

# NAVAIR Strategic Plan

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## Strategic Goals

Improve current readiness

Increase speed of capability to the fleet

*Source: NAVAIR Commander's Intent, Mar 2020*

# 03

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## Agency Employee Summary

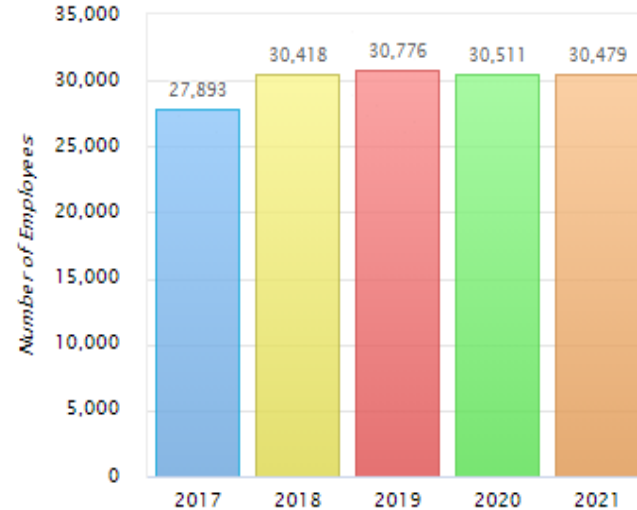
# NAVAIR Employee Summary

## Employee Statistics

	Agency	Federal
Employees (2021)	30,479	2,171,790
Employment Growth (2020 vs. 2021)	↓ -0.1 %	0.6 %
Retirement Rate (2019)	1.6 %	1.6 %
Turnover Rate (2019)	3.6 %	5.4 %
Largest Age Group (2021)	50-59 (8,847)	50-59 (624,584)
Length of Service (2021)	1-9 Yrs (14,589)	1-9 Yrs (852,158)

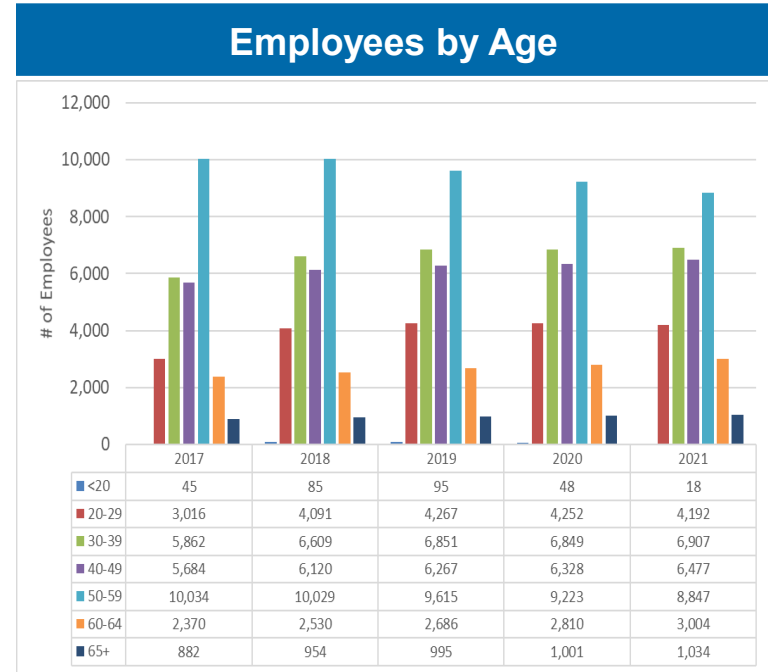
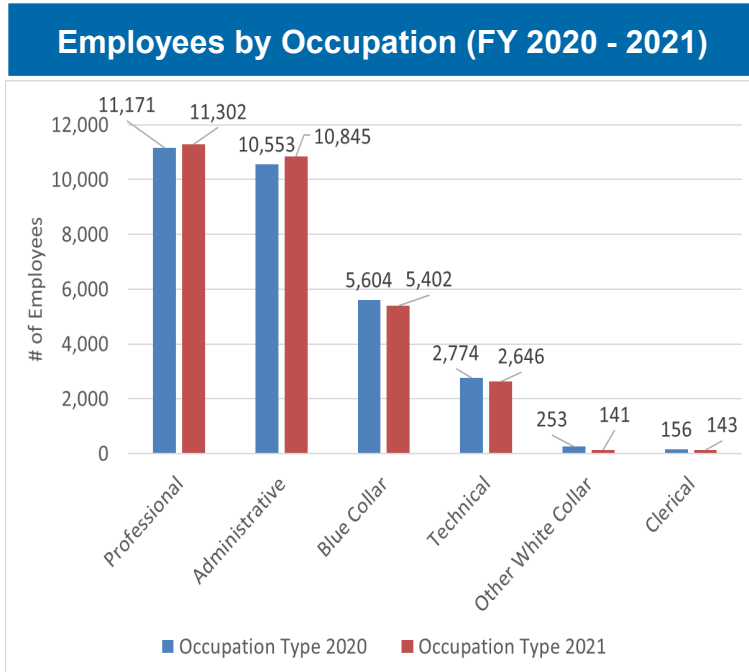
Source: FedScope (March 2021)

## Annual Employment Trend



Source: OPM FedScope, Deltek

# NAVAIR Employee Summary (Cont.)



Source: OPM FedScope, Deltek



# 04

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## Account Budget Summary



# Annual Federal Budget Timeline



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

**April 15\***

**June 30\***

**July 15\***

**Oct 1st**

President submits budget to Congress

Congress begins works to complete action on budget resolutions

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

President submits mid-session review of his budget to Congress

Government Fiscal Year Begins

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

# NAVAIR – Naval Air Warfare Center (NAWC) Working Capital Fund

Naval Air Systems Command – Naval Air Warfare Center (NAWC) Capital Investment Summary			
Program (In Millions of Dollars)	Actual	Estimate	
	2020	2021	2022
Non-Automated Data Processing Equipment (ADPE)/Telecom	\$34.7	\$21	\$25.3
Equipment, ADPE / Telecom	\$10.4	\$15.9	\$1.3
Software Development	\$.9	\$1	\$.7
Minor Construction	\$9.5	\$10.5	\$21.1
<b>Total NAVAIR – Warfare Center Capital Investment Summary</b>	<b>\$55.5</b>	<b>\$48.4</b>	<b>\$48.4</b>

# NAVAIR – Naval Air Warfare Center (NAWC) Working Capital Fund

- » The FY 2022 budget estimates include changes to civilian labor workforce in order to meet customer demand. Customer demand has increased in programs such as Joint Strike Fighter, C40-A, Electronic Warfare, EA-18G and other various programs. The FY 2022 budget estimate also includes China Lake Earthquake impacts and COVID-19 costs and mitigations. The FY 2020 and FY 2022 Orders and Revenue account for congressionally approved China Lake Earthquake Relief funding. Earthquake funding has and will be used for contract actions for major equipment procurements including temporary facilities and equipment damaged in the earthquake.
- » The Department of Navy (DON) deferred \$2.2 million in costs associated with the novel coronavirus pandemic due to the receipt of cash from the Coronavirus Aid, Relief, and Economic Security (CARES) Act. The DON also deferred an additional \$69.9 million in cash surcharges authority executed during FY 2020 in an effort to mitigate Navy Working Capital Fund (NWCF) cash balances. The total Accumulated Operating Results (AOR) deferral ensures that the combined effects of FY 2020 execution have a neutral impact on FY 2022 rates.
- » The NWCF performed an enterprise wide review on the cost of doing business with the intent of aligning resources as efficiently as possible. As a result, DON generated -\$26.9 million in cost reductions or 1.97% rate reduction that could be readily diverted to other higher priority and mission essential programs.

# 05

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## Account Capital Plans and Initiatives – Information Technology

# NAVAIR – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#">TRAINING SYSTEMS CONTRACT V (TSC V)</a>	Forecast Pre-RFP	01/2026	980	206598
<a href="#">NAVAIR INITIATIVE PROGRAM MANAGEMENT CONTRACTOR SUPPORT SERVICES (NAVAIR PM CSS MAC)</a>	Forecast Pre-RFP	10/2022	960	206533
<a href="#">PROGRAMMATIC FLIGHT TEST ENGINEERING AND ADMINISTRATIVE SUPPORT TO NAVAL TEST WING ATLANTIC</a>	Pre-RFP	10/2021	900	190428
<a href="#">NAVAL TEST WING ATLANTIC PATUXENT RIVER MD (RDT&amp;E)</a>	Pre-RFP	11/2021	750	192258
<a href="#">SUSTAINMENT GROUP PRODUCT SUPPORT MANAGEMENT INTEGRATION MAC (PSMI)</a>	Pre-RFP	09/2021	600	203055

Source: GovWin IQ

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

# NAVAIR – Naval Air Warfare Center (NAWC) Minor Construction Budget

Naval Air Systems Command – Naval Air Warfare Center (NAWC)			
Program (In Millions of Dollars)	Actual	Estimate	
	2020	2021	2022
Replacement Equipment	-	-	-
New Construction	\$9	\$11	\$21
Environmental Capability	-	-	-
<b>Total NAWC Minor Construction Capital Investment Summary</b>	<b>\$9</b>	<b>\$11</b>	<b>\$21</b>



# NAVAIR – Naval Air Warfare Center (NAWC) Minor Construction Budget Initiatives

- » B2370 ICERF LRP - This project will construct an addition to building 2370 and create an Integrated Cyber Engineering Research Facility. This Project supports initiatives in development of NAWCAD Cyber and System Security Engineering discipline capability supporting Naval Aviation Acquisition Programs. There is a continuing and growing need to perform Cyber-warfare near-mid-long range investment strategy and initiatives to addresses weapons systems vulnerability, future capability requirements and identify gaps for Science and Technology (S&T) development for Cyber employment of defensive solutions. Alternatives have been considered, but replacement is the most cost effective solution for the government.
- » B678 SEAMLESS LAB EXPANSION LRP - This project will construct an addition to building 678 that will create additional footprint to support Aircraft Launch Recovery Equipment (ALRE) Next Generation systems and Additive Manufacturing capability mission. Alternatives have been considered, but replacement is the most cost effective solution for the government.
- » B2649 SECURE MINOR C - This project will construct an addition to building 2649 that will create additional footprint to support increased readiness and responsiveness to meet test requirements and timelines for Special Access program environments. Alternatives have been considered, but replacement is the most cost effective solution for the government.
- » BLDG. 3008 SCIF EXPANSION - This investment expands the Main SCIF in Point Mugu from 2468 sq. ft. to 4550 sq. ft., utilizing space currently occupied by the Scientific and Technical Intelligence Liaison Office (STILO) function in an adjacent secure collateral space. The STILO function will be retained in a smaller collateral space and within the expanded SCIF. The construction will retrofit all space to meet ICD-705 standards. With increasing demand for SCIF facilities to support new and on-going work, current Point Mugu facilities are fully utilized and many times (daily) customers/WD workforce are forced to re-schedule or find an alternative work around. Point Mugu has 2 SCIFs (main SCIF in 3008, and a program SCIF in 3015.) Current demand in PM main SCIF exceeds capacity.

# NAVAIR – Naval Air Warfare Center (NAWC) Minor Construction Budget Initiatives (Cont.)

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- » OPEN ENERGETICS STORAGE - Currently, items that are too large to be stored inside the magazines are stored outdoors with non-compliance to the requirements of DON Physical security instructions. A temporary storage area will reduce energetic handling operations into and out of magazines for the routine interim storage within individual test series. This project will fill an infrastructure gap within the Energetics Enterprise onboard China Lake by constructing an open storage area that will streamline processes and complies with OPNAVINST 5530.13C and NAVSEA OP-5. The project consists of constructing a 4800 sq. ft. pre-engineered shade structure for use as an outside storage facility for energetics located in the China Lake Propulsion Plant site. Project will construct 60"x 80" covered (16" eave height) and 40"x 80" uncovered storage areas, 100,000 NEW capacity, gravel access roads, gravel floor for both covered and uncovered areas, lightning protection, static grounding, and security fencing. Explosive site approval has already been given. Project has been re-scoped to bring costs down without having to renegotiate site approval. CCTV and intrusion detection system removed from scope of work with past concurrence in writing from explosive safety.

# NAVAIR – Leading AEC Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<a href="#">CONTRACTED AIR SERVICES PACIFIC MISSILE RANGE FACILITY HELICOPTER SERVICES (CAS)(PMRF)</a>	Pre-RFP	09/2021	50	191212
<a href="#">AIRCRAFT LAUNCH AND RECOVERY EQUIPMENT SOFTWARE SUPPORT ACTIVITIES (SEAPORT NXG)</a>	Forecast Pre-RFP	02/2023	42	188382
<a href="#">LOGISTICS SUPPORT SERVICES</a>	Pre-RFP	11/2021	27	209642
<a href="#">ALE 47 UPGRADE</a>	Pre-RFP	12/2021	TBD	185715
<a href="#">AEC MISCELLANEOUS CONSTRUCTION SERVICES REPAIR AND ALTERATION PROJECTS AT NAWCAD OWNED FACILITIES</a>	Pre-RFP	11/2021	TBD	203095

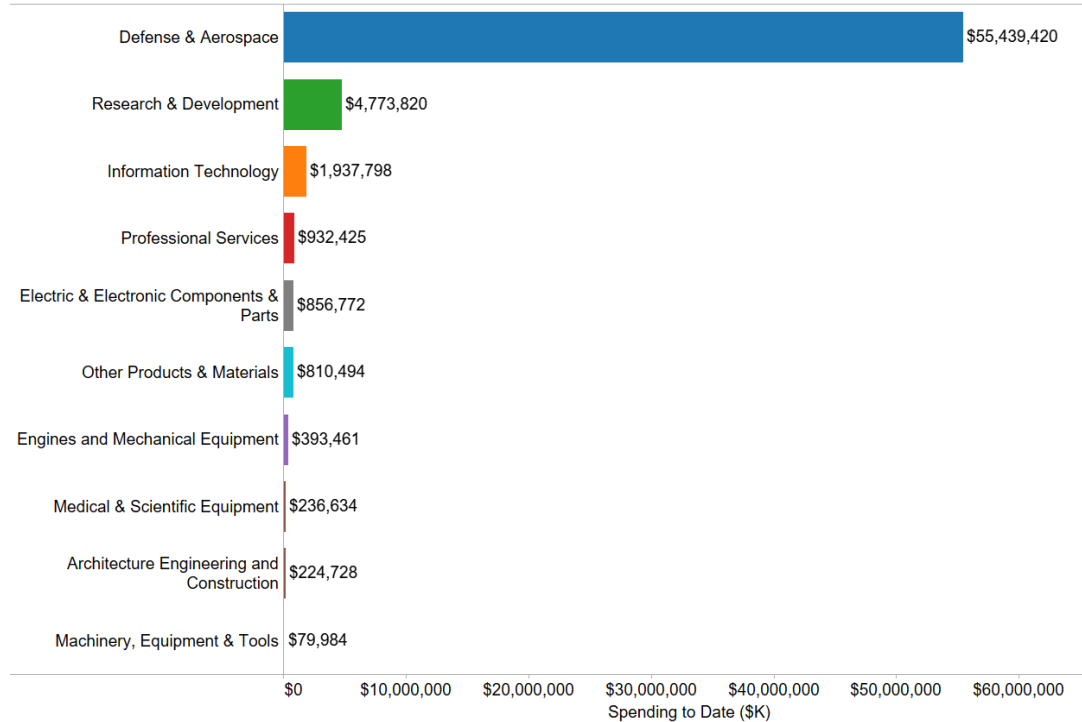
Source: GovWin IQ

# 06

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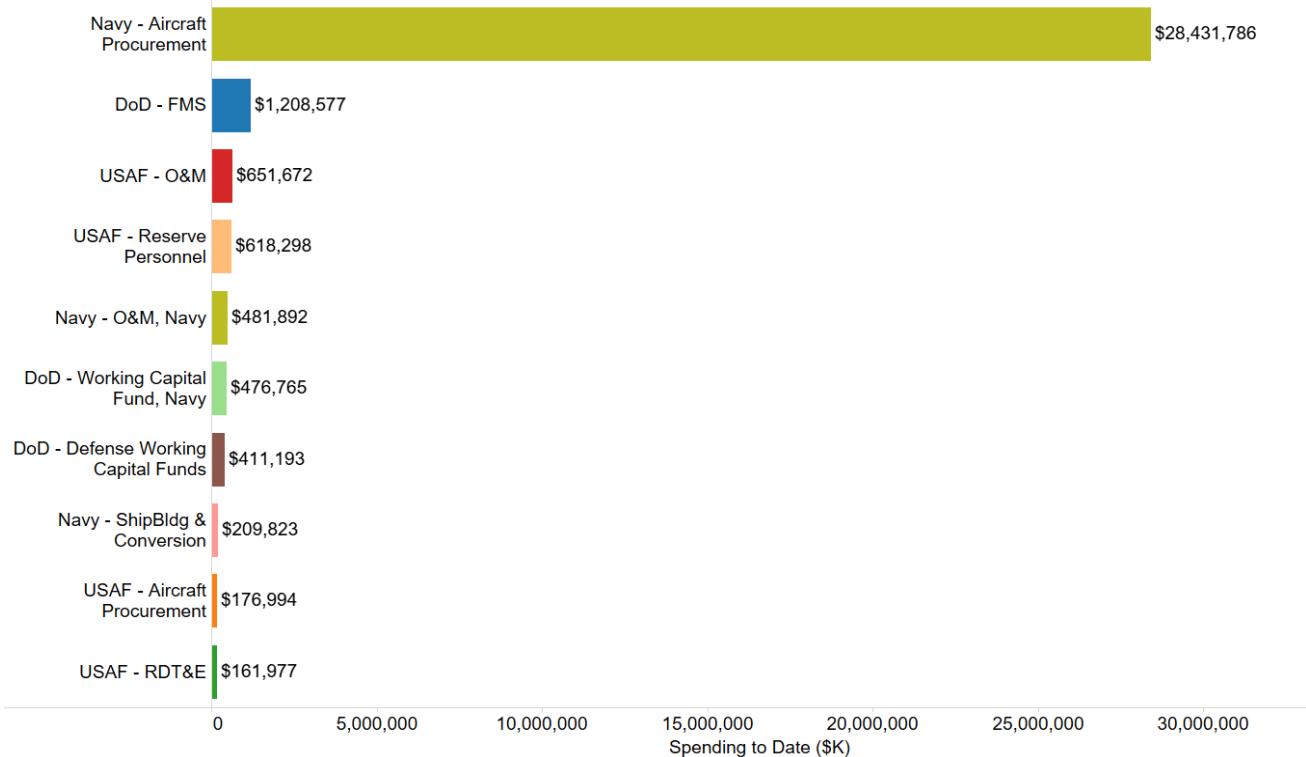
## Account Buying Behavior

# Leading NAVAIR Spending by Segments, FY 2020

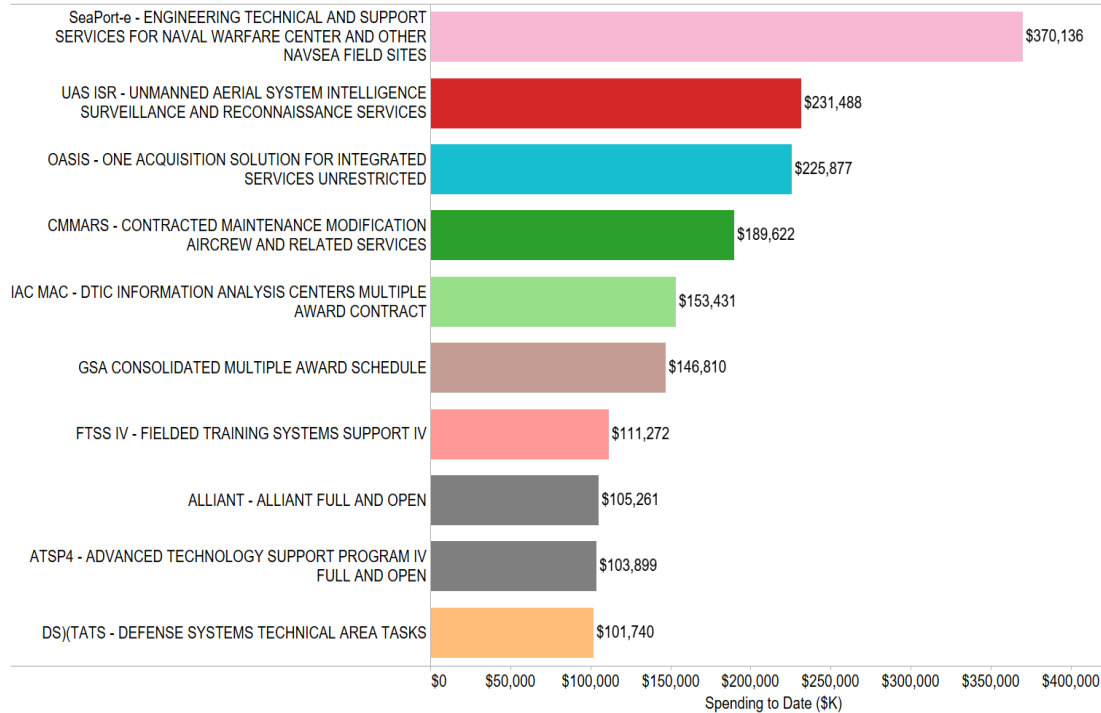


Source: Federal Procurement Data System, GovWin IQ

# Leading NAVAIR Budget Accounts, FY 2020

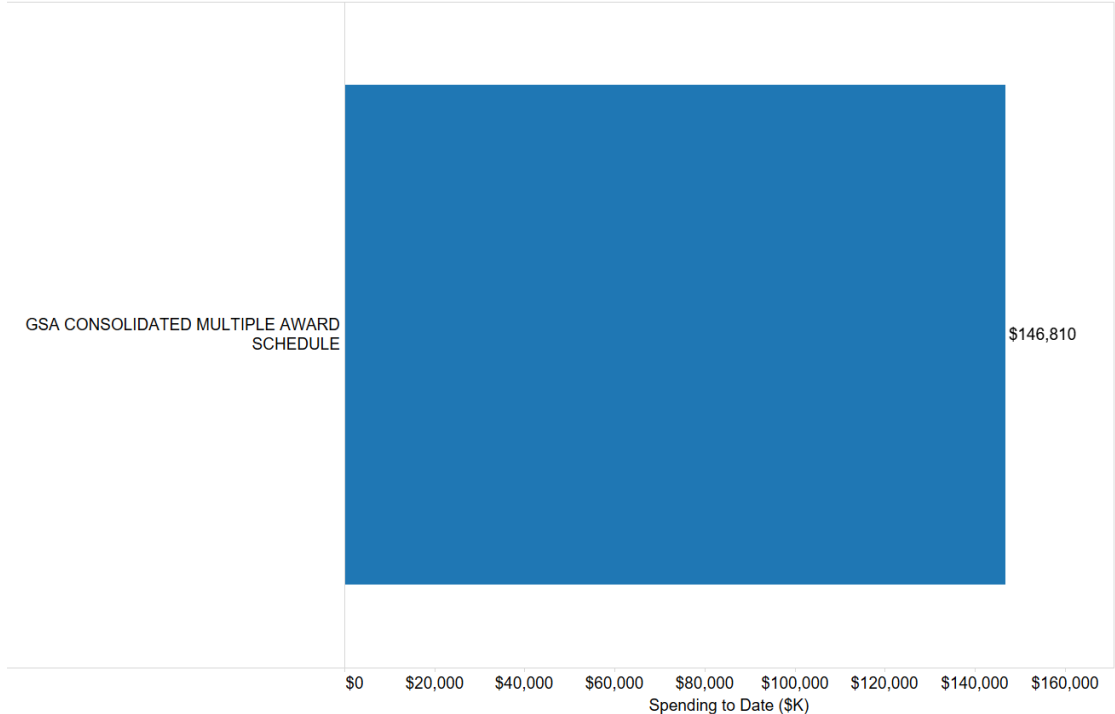


# Leading NAVAIR Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

# Leading NAVAIR Spending GSA Schedules, FY 2020

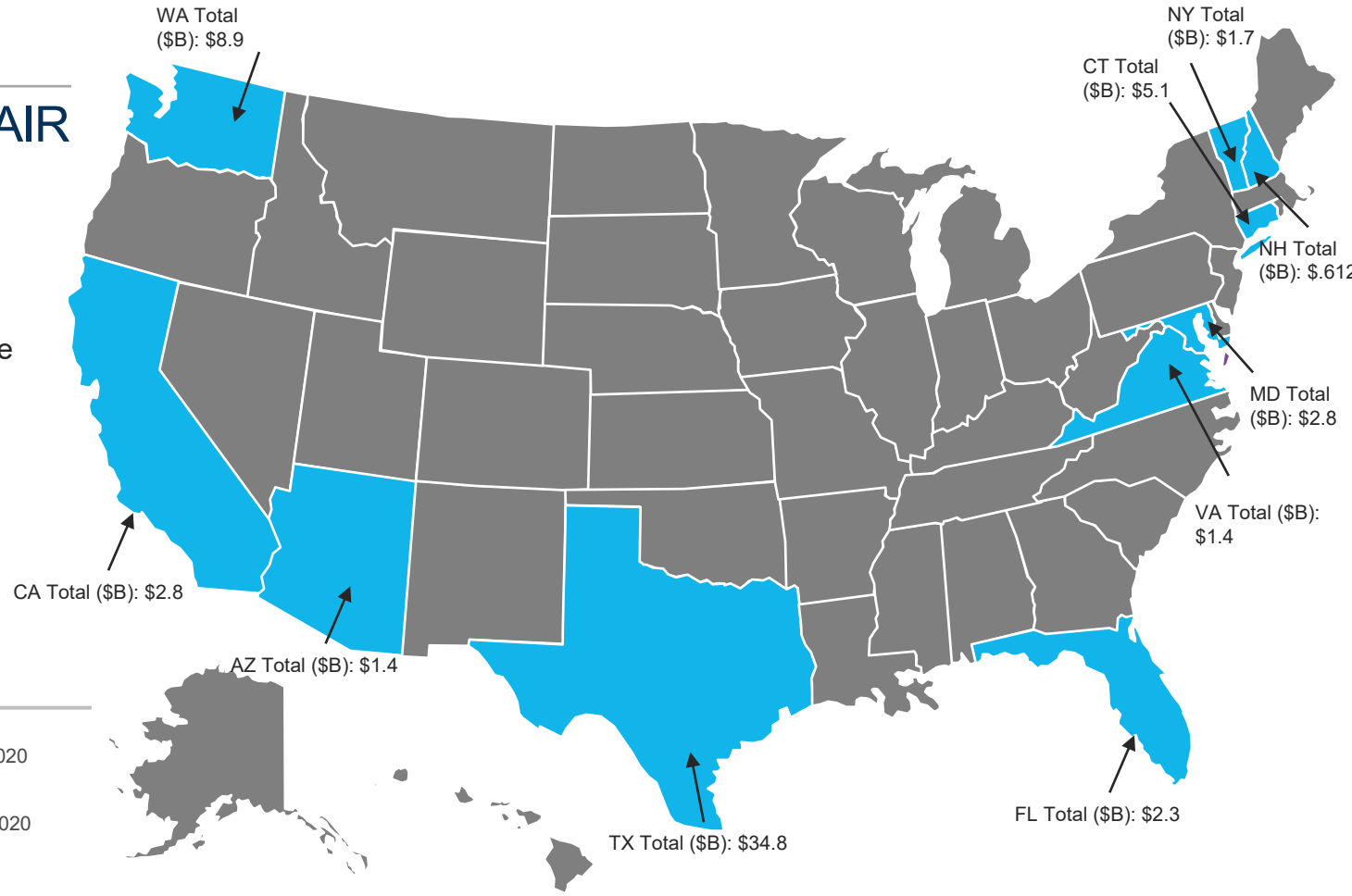


Source: Federal Procurement Data System, GovWin IQ



# FY 2020 Total NAVAIR Federal Reported Spending: \$65.8B

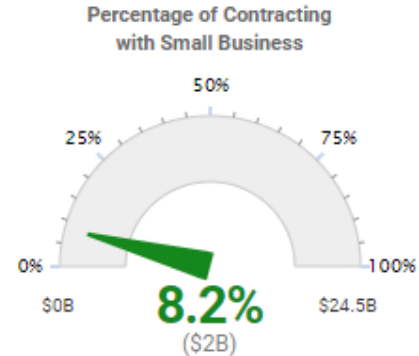
» In FY 2020, Texas had the highest reported total spending obligations.



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

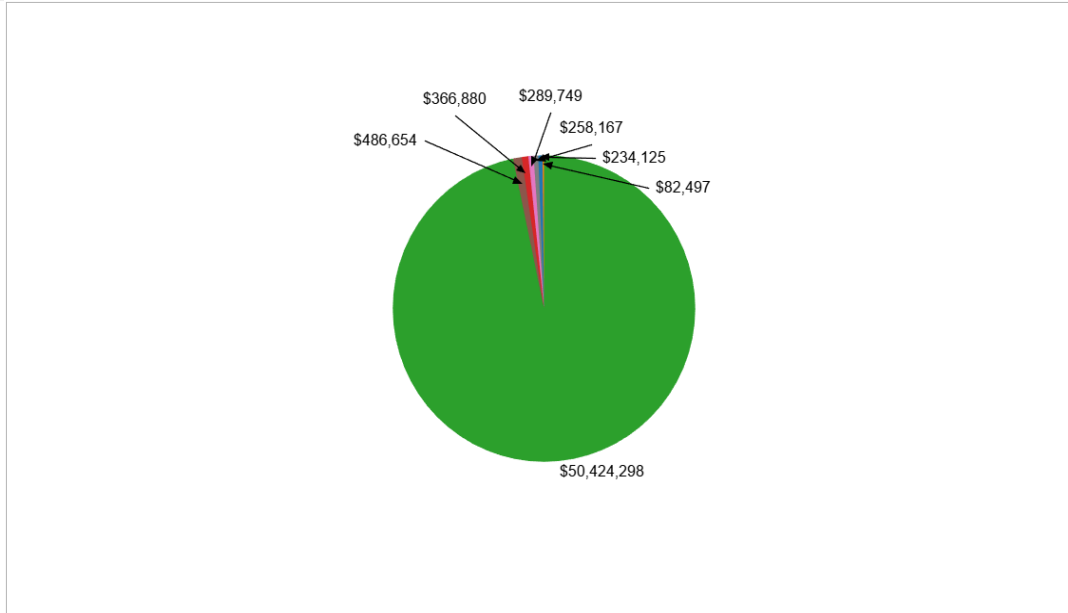
# NAVAIR Small Business Contracting Goals FY 2021

Socioec. Status	Actual	% Actual	% Goal
Women Owned	\$244.6M	1.0%	5.0%
Certified HUBZone Small Business	\$44.9M	0.2%	3.0%
Service Disabled Veteran Owned	\$277.7M	1.1%	3.0%
Small Disadvantaged Business	\$408.2M	1.7%	5.0%
<i>Source: FPDS</i>			



*Source: Small Business Dashboard*

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



## Socioeconomic Status

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

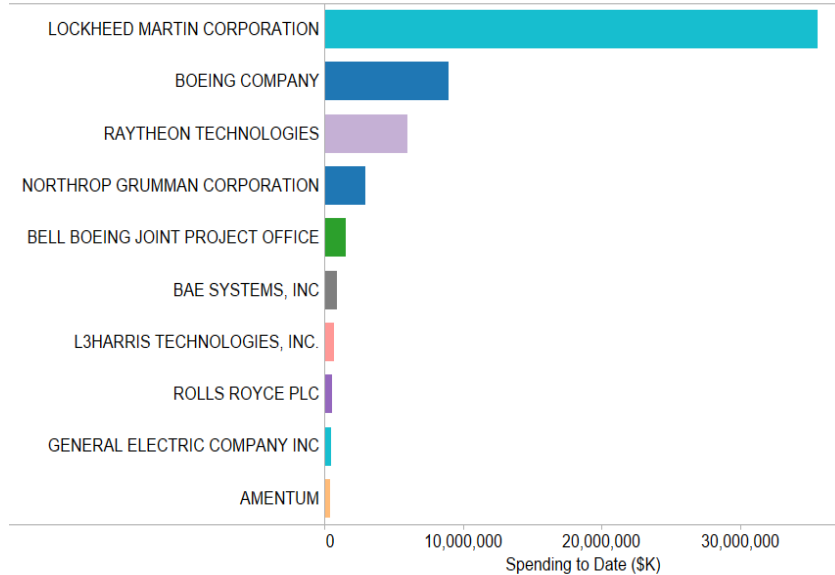
Source: Federal Procurement Data System, GovWin IQ

# 07

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## Account Competitive Landscape

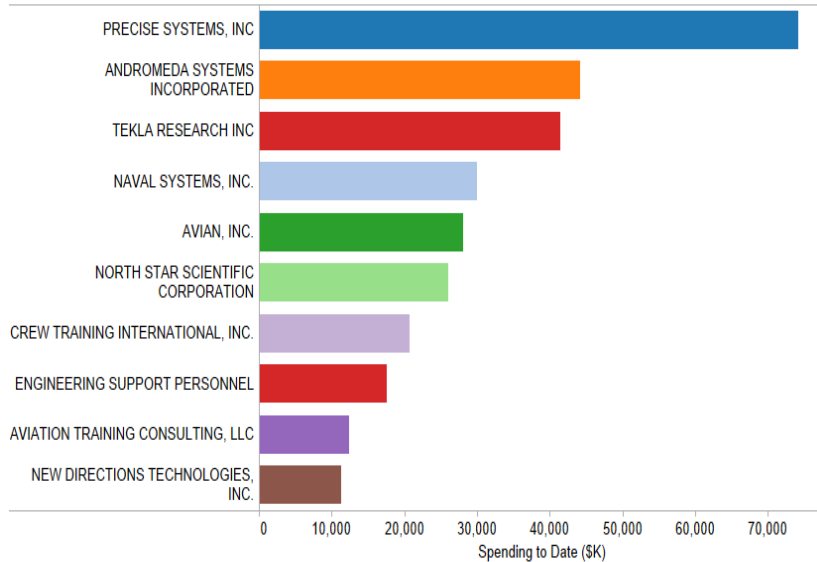
# Leading NAVAIR Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$35,551,881	54%
BOEING COMPANY	\$8,943,296	14%
RAYTHEON TECHNOLOGIES	\$6,023,897	9%
NORTHROP GRUMMAN CORPORATION	\$2,992,450	5%
BELL BOEING JOINT PROJECT OFFICE	\$1,555,377	2%
BAE SYSTEMS, INC	\$906,094	1%
L3HARRIS TECHNOLOGIES, INC.	\$718,794	1%
ROLLS ROYCE PLC	\$550,387	1%
GENERAL ELECTRIC COMPANY INC	\$485,293	1%
AMENTUM	\$440,312	1%
<b>Grand Total</b>	<b>\$65,760,726</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

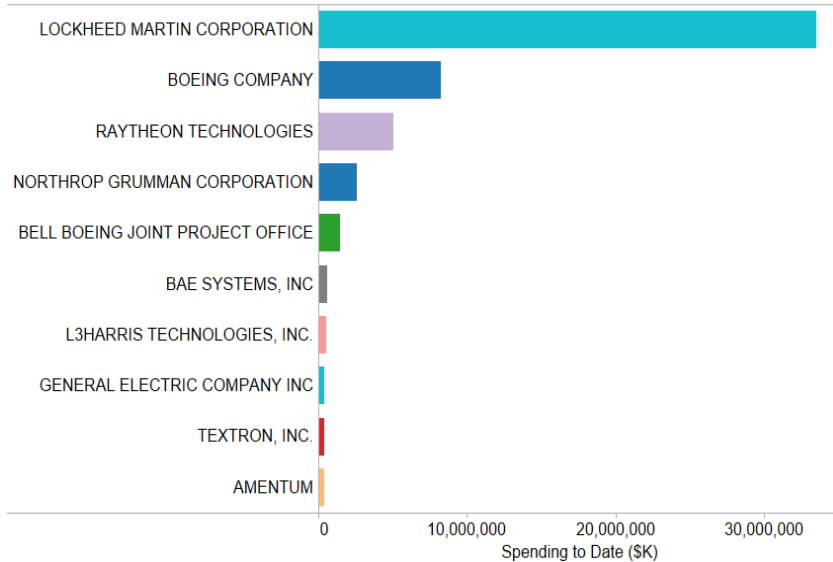
# Leading NAVAIR Prime Veteran Owned Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
Precise Systems, Inc.	\$74,166	15%
Andromeda Systems Incorporated	\$44,152	9%
Tekla Research Inc.	\$41,400	9%
Naval Systems, Inc.	\$30,068	6%
Avian, Inc.	\$28,116	6%
North Star Scientific Corporation	\$26,053	5%
Crew Training International, Inc.	\$20,668	4%
Engineering Support Personnel	\$17,568	4%
Aviation Training Consulting, LLC	\$12,434	3%
New Directions Technologies, Inc.	\$11,351	2%
<b>Grand Total</b>	<b>\$486,654</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

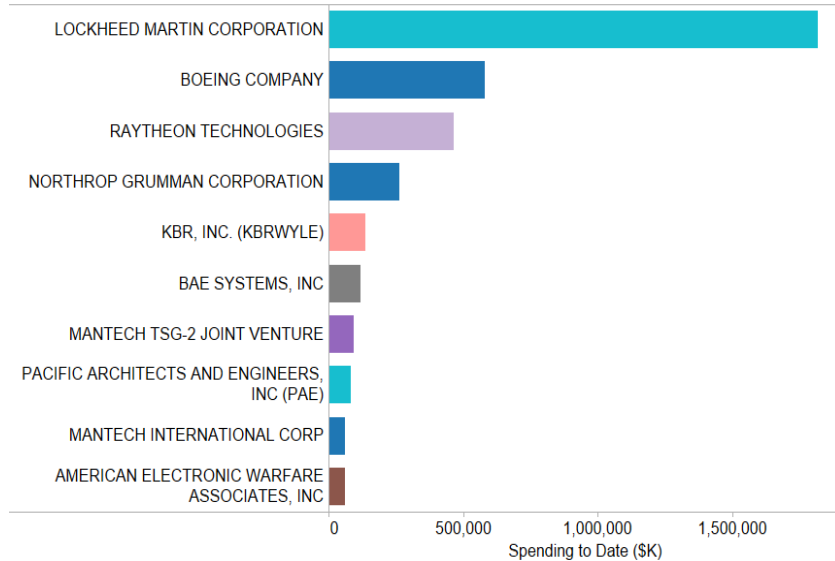
# Leading NAVAIR Prime Defense & Aerospace Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$33,502,623	60%
BOEING COMPANY	\$8,258,336	15%
RAYTHEON TECHNOLOGIES	\$5,044,746	9%
NORTHROP GRUMMAN CORPORATION	\$2,607,026	5%
BELL BOEING JOINT PROJECT OFFICE	\$1,479,498	3%
BAE SYSTEMS, INC	\$566,679	1%
L3HARRIS TECHNOLOGIES, INC.	\$543,924	1%
GENERAL ELECTRIC COMPANY INC	\$424,009	1%
TEXTRON, INC.	\$404,983	1%
AMENTUM	\$375,828	1%
<b>Grand Total</b>	<b>\$55,449,999</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# Leading NAVAIR Research & Development Contractors, FY 2020

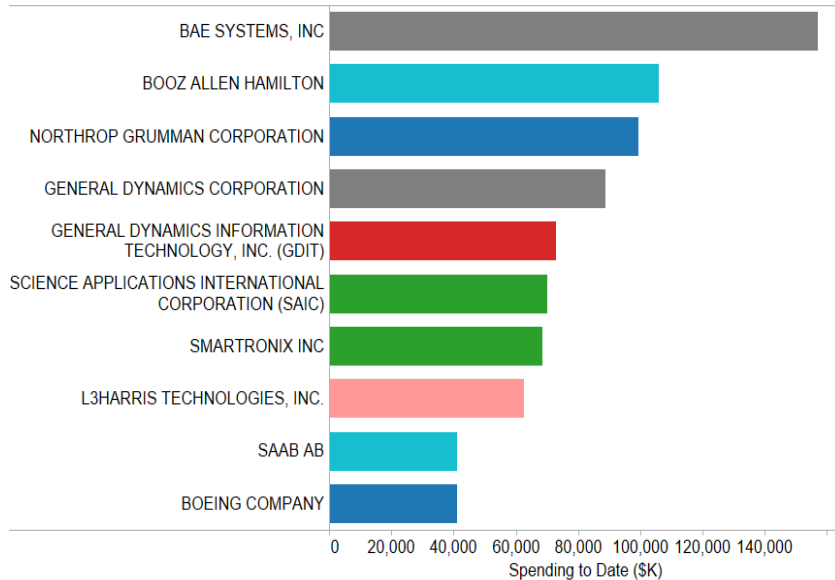


Vendor	FY 2020 Total (\$ K)	% of Total Reported
LOCKHEED MARTIN CORPORATION	\$1,817,098	38%
BOEING COMPANY	\$580,928	12%
RAYTHEON TECHNOLOGIES	\$465,060	10%
NORTHROP GRUMMAN CORPORATION	\$261,810	5%
KBR, INC. (KBRWYLE)	\$135,944	3%
BAE SYSTEMS, INC	\$118,136	2%
MANTECH TSG-2 JOINT VENTURE	\$92,586	2%
PACIFIC ARCHITECTS AND ENGINEERS, INC (PAE)	\$82,264	2%
MANTECH INTERNATIONAL CORP	\$62,753	1%
AMERICAN ELECTRONIC WARFARE ASSOCIATES, INC	\$61,708	1%
<b>Grand Total</b>	<b>\$4,773,820</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ



# Leading NAVAIR Prime Information Technology Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
BAE SYSTEMS, INC	\$156,999	8%
BOOZ ALLEN HAMILTON	\$105,964	5%
NORTHROP GRUMMAN CORPORATION	\$99,430	5%
GENERAL DYNAMICS CORPORATION	\$88,917	5%
GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC. (GDIT)	\$72,859	4%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$70,255	4%
SMARTRONIX INC	\$68,675	4%
L3HARRIS TECHNOLOGIES, INC.	\$62,721	3%
SAAB AB	\$41,239	2%
BOEING COMPANY	\$41,080	2%
<b>Grand Total</b>	<b>\$1,937,798</b>	<b>100%</b>

Source: Federal Procurement Data System, GovWin IQ

# 08

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## Procurement

# NAVAIR Procurement

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- » Procurement activity at the Department of the Navy (DON) is decentralized and NAVAIR is one of eight major Navy buying systems commands (SYSCOMs). All Navy acquisition regulations fall under the authority of the [Federal Acquisition Regulation](#) (FAR) and the [Defense Federal Acquisitions Regulation Supplement](#) (DFARS). The FAR implements various statutes and regulations which impact 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 the regulation. The [Navy Marine Corps Acquisition Regulation Supplement](#) (NMCARS), which implements and supplements the Defense Acquisition Regulation Supplement, contains mandatory policies and procedures including delegations of authority and assignment of responsibilities. The NMCARS also addresses administrative matters including procedures for processing documents for higher level approval, internal reporting requirements, and discretionary practices.
- » Additional NAVAIR acquisition guidance comes from the [Under Secretary of Defense \(Acquisition, Technology and Logistics\)](#) (USD(AT&L)) [Memorandum on Better Buying Power](#), aimed at obtaining greater efficiency and productivity in defense spending. The Guidance maps out the following key points: target affordability and cost control growth; incentivize productivity and innovation in industry; promote real competition; improve tradecraft in services acquisition; and reduce non-productive processes and bureaucracy.

# NAVAIR – Long Range Acquisition Forecast

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- » In compliance with Public Law 100-656, the Business Opportunity Development Reform Act of 1988, the NAVAIR Long Range Acquisition Forecast (LRAF) is posted annually on NAVAIR's [Office of Small Business Programs](#) (OSBP) website. The forecast spreadsheet represents potential procurements over \$100K for the upcoming fiscal year and two succeeding fiscal years.
  
- » [NAVAIR Long Range Acquisition Forecast](#)

# NAVAIR – Procurement Contact Information

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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  
1000 Navy Pentagon, Room BF992  
Washington, DC 20350-1000  
(703) 614-3666 – DSN Prefix: 224

# NAVAIR - Office of Small Business Programs (OSBP)

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- » The NAVAIR [Office of Small Business Programs](#) (OSBP) provides training, guidance, and innovative strategies, ensuring quality solutions for Navy and Marine Corps acquisition teams. OSBP plans, develops, and directs the overall small business program at NAVAIR headquarters and field activities. Its primary responsibilities are to ensure NAVAIR is in full compliance with Public Law 85-586, Small Business Act, as amended, and other laws and executive orders covering the small business program and to advise the NAVAIR commander on new developments in public laws and political interests affecting small business program management.
- » The OSBP mission is to enable the Warfighter with creative solutions brought to them through small business. The OSBP is an advocate for NAVAIR's strategic priorities: current readiness, future capability and people. Achieving these priorities requires the entrepreneurial skills of small and large businesses. The OSBP strives to ensure that the creative talents of small business are nurtured and sustained in defense of freedom. NAVAIR assumes an active role to assist in the utilization of small businesses by building awareness internally and externally, and working with large businesses to invest in small business subcontracts.

# NAVAIR - Office of Small Business Programs (OSBP) (Cont.)

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- » Procurements less than \$150K are automatically set-aside for small businesses. All actions over \$150K are examined and rationale for not setting aside procurement for small business must be justified. Tools include set-asides and sole source to a small business.
- » OSBP maximizes opportunities for small business to include:
  - » Veteran Owned Small Businesses (VOSB)
  - » Service Disabled Veteran Owned Small Businesses (SDVOSB)
  - » Small Businesses (SB)
  - » Historically Underutilized Business Zone Programs (HUBZone) Small Businesses
  - » Small Disadvantaged Businesses (SDB)
  - » Women-Owned Small Businesses (WOSB)
  - » Historically Black Colleges and Universities/Minority Institutions (HBCU/MIs)
- » [How To Do Business with NAVAIR](#) provides small business industry partners the guidelines and assistance in understanding NAVAIR's focus areas and product lines, identifying opportunities by major location, responding to sources sought announcements, and reviewing target vs. actual small business prime contracting socio-economic goals by major location.

# NAVAIR - Office of Small Business Programs (OSBP)

## Mentors – Protégé Program

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- » The NAVAIR [Mentor-Protégé Program](#) encourages large business prime contractors (Mentors) to partner with small business concerns (Protégés) under individual agreements to assist the Protégés in efforts to successfully compete for contract awards. Mentors must be approved primes with existing NAVAIR contracts and subcontracting plans. Protégés must be SDB, WOSB, HUBZone, SDVOSB or a qualifying firm employing the severely disabled. The potential benefits for OSBP are reduced cycle time; increased reliability; cost reductions; and less cost, schedule and performance risk. The potential benefits for the Mentor are: long-term relationships with qualified small business suppliers; compensation for costs associated with Agreements (direct cost reimbursement or small business goal credit); and teaming opportunities with Protégé to win new contracts.
- » The potential benefits for the Protégé include: opportunities to pursue business with other primes, agencies, and commercial firms; utility as a marketing tool; assistance from a major prime; development of long-term business relationships; teaming opportunities with Mentor to win new contracts and/or subcontracts; eligibility to receive non-competitive subcontracts from prime (FAR 52.244-5); and improved competitiveness through business process improvement.



# NAVAIR - Office of Small Business Programs (OSBP) Small Business Innovation Research Programs (SBIR)

- » The NAVAIR [Small Business Innovation Research](#) (SBIR) Programs Office mission is to fulfill technology requirements in partnership with NAVAIR programs by leveraging the capability of small businesses to develop innovative solutions for Naval Aviation Enterprise (NAE) customers.
  - » The program's purposes are to:
    - » Stimulate technological innovation.
    - » Strengthen the role of small business in meeting Department of Defense (DoD) R&D needs.
    - » Foster and encourage participation by minority and disadvantaged persons in technological innovation.
    - » Increase the commercial application of DoD-supported research or R&D results.
    - » purpose of the Naval Aviation SBIR Program is also to insert technological innovations into Naval Aviation systems.
- » The SBIR Program uses a three-phase structure.
  - » Phase I is to determine the scientific or technical merit and feasibility of ideas over a period not to exceed six months.
  - » Phase II is to conduct research and deliver a product or process over a period generally not to exceed 24 months, with contract awards based on Phase I results and a comprehensive proposal.
  - » Phase III is to transition and implement the research product or process to the military using non-SBIR funding and to pursue commercial applications of the R&D using non-federal funding.

# NAVAIR - Office of Small Business Programs (OSBP) (Cont.)

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- » The [Naval Aviation Small Business Roundtable](#) provides advice to the NAVAIR Vice Commander, through the NAVAIR OSBP, on programs, policies, plans, and other matters pertinent to NAVAIR's responsibilities for small business concerns. Members of the Board monitor issues and concerns of the small business community by actively soliciting input from member firms, developing position papers on topics of general interest of the small business community, and promoting advocacy programs to mobilize member firms. General membership meetings are held quarterly with programs that offer insight into small business issues, trends in contracting, and upcoming NAVAIR opportunities.

# NAVAIR - Office of Small Business Programs (OSBP) (Cont.)

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- » Information concerning small business activities at NAVAIR can be obtained from the OSBP at the following mailing address and/or telephone number:

Office of Small Business Programs (OSBP)  
47096 Liljencrantz Road Building 438  
Patuxent River, MD 20670  
Work: (301) 757-9083  
Fax: (301) 757-1659

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# Thank You!