

GovWin
from Deltek

Naval Information Warfare Systems Command– *Account Planner*

February 16, 2021



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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
 - » Congressional documents
 - » Legislative and policy documents
 - » OMB A-11 circular, Exhibit 53 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

NAVWAR Organization - Summary

» **Headquarters:**
4301 Pacific Highway
San Diego, CA 92110

Leadership:

» **Commander:**
RADM. Douglas Small



Total Employees (2020) 11,283

Percentage data based on prior year comparisons.

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

Source: NAVWAR, President's Budget Request FY 2021, OPM, OMB, FPDS

NAVWAR Mission

» **Mission Statement:**

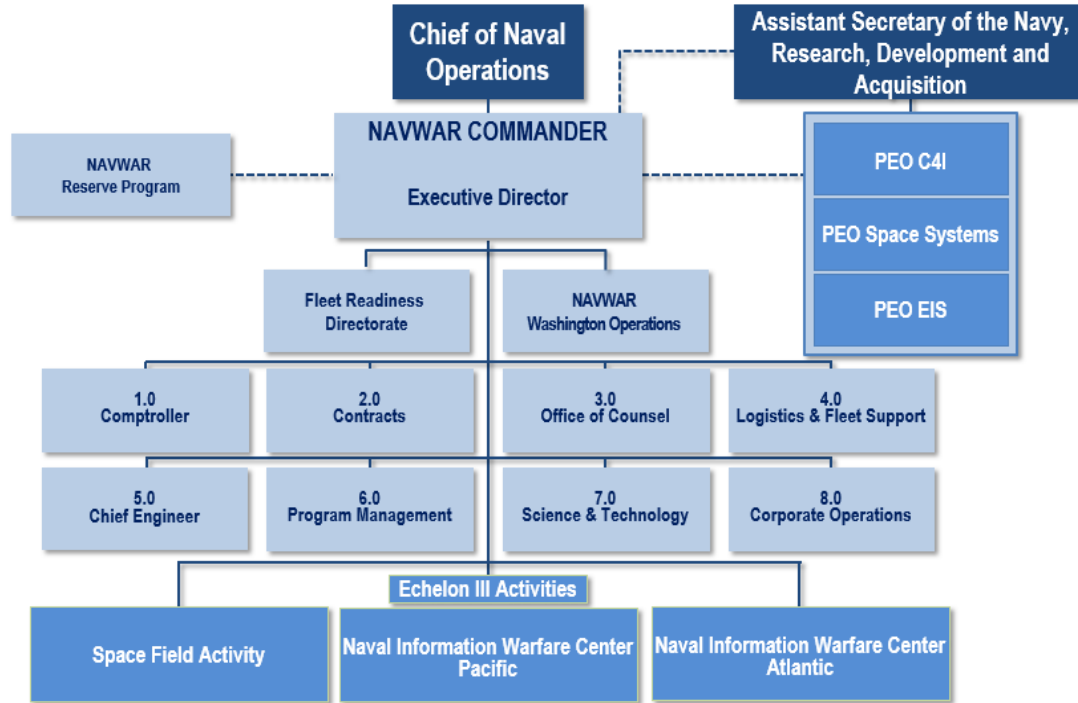
To identify, develop, deliver and sustain information warfighting capabilities supporting naval, joint, coalition and other national missions.

» **Vision Statement:**

To rapidly deliver cyber warfighting capability from seabed to space

Source: NAVWAR Website

NAVWAR Organization Structure



NAWWAR Agency Contracting Summary

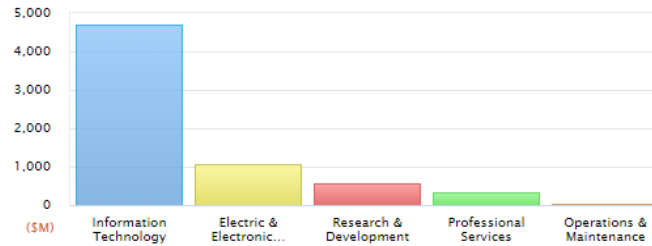
Contract Spending vs. Discretionary Budget Authority

NAWWAR does not publish a total discretionary budget authority.

Top Segment Spending

Top Segment Spending (2020)

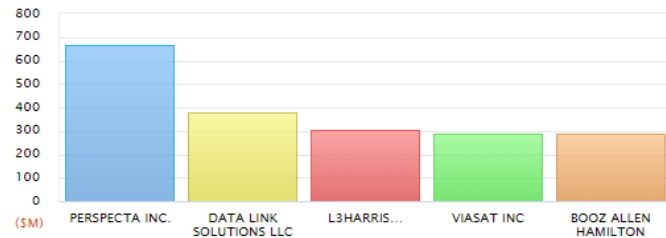
(Top 5 only)



Top Contractors

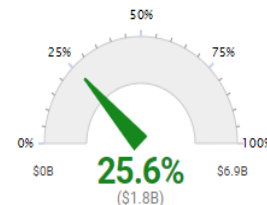
Top Contractors (2020)

(Top 5 only)



FY 2020 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Certified HUBZone Small Business	\$80.9M	1.2%	3.0%
Small Disadvantaged Business	\$564.3M	8.2%	5.0%
Women Owned	\$383.7M	5.6%	5.0%
Service Disabled Veteran Owned	\$313.7M	4.5%	3.0%

Source: FPDS
 - Indicates goal achieved

Source: NAVWAR, President's Budget Request FY 2021, OPM, OMB, FPDS

NAVWAR Strategic Plan

Strategic Objectives	Strategic Initiatives
ACCELERATE AND STREAMLINE DELIVERY	<ul style="list-style-type: none">• Implement Information Warfare Platform• Digitize Our Navy• Rapidly Prototype and Transition
DRIVE CYBER RESILIENCY	<ul style="list-style-type: none">• Design in Resilience and Interoperability• Implement Cyber Standards Navywide• Enable Fleet Cyber Readiness
OPTIMIZE OUR ORGANIZATION, OPERATIONS AND WORKFORCE	<ul style="list-style-type: none">• Deliver Effective and Efficient Services• Develop and Strengthen Our Workforce• Make NAVWAR the Best Place to Work

03

Agency Employee Summary

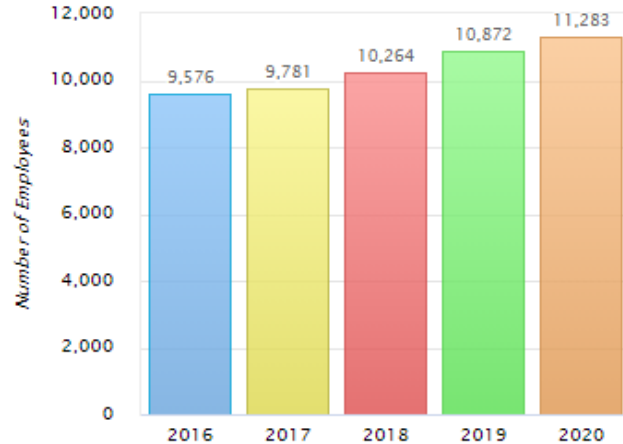
NAVWAR Employee Summary

Employee Statistics

	Agency	Federal
Employees (2020)	11,283	2,159,501
Employment Growth (2019 vs. 2020)	3.8 %	1.3 %
Retirement Rate (2019)	3.2 %	3.2 %
Turnover Rate (2019)	6.7 %	11.0 %
Largest Age Group (2020)	50-59 (3,355)	50-59 (624,289)
Length of Service (2020)	1-9 Yrs (4,468)	1-9 Yrs (843,282)

Source: FedScope (June 2020)

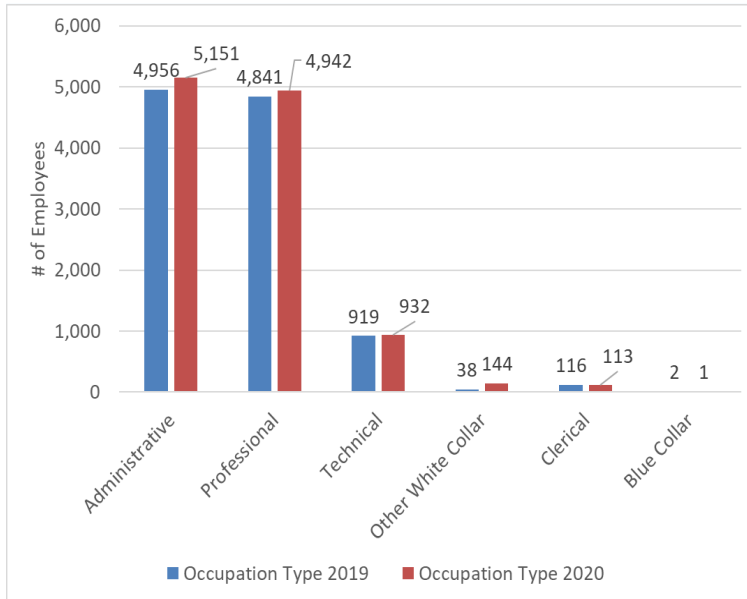
Annual Employment Trend



Source: OPM FedScope, Deltek

NAVWAR Employee Summary (Cont.)

Employees by Occupation (FY 2019 - 2020)



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

NAVWAR – Leading Opportunities

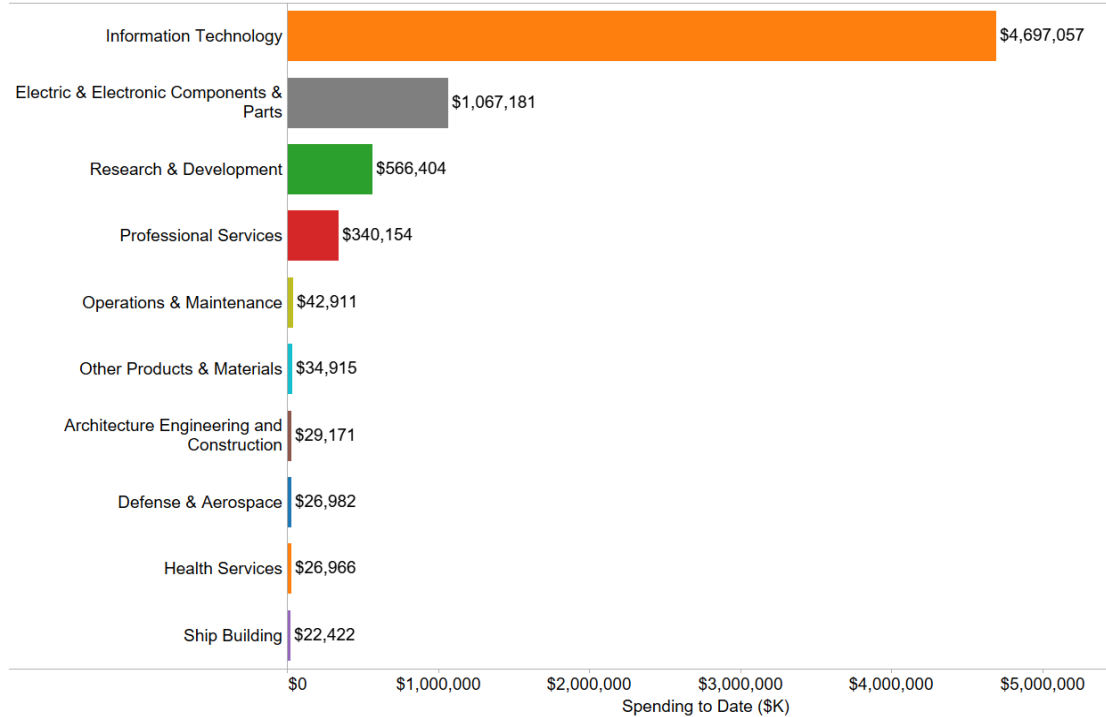
Program	Status	RFP-Date	Value (\$ M)	Opp. ID
CONSOLIDATED AFLOAT NETWORK AND ENTERPRISE SERVICES FULL DEPLOYMENT PRODUCTION UNITS (CANES FD)	Pre-RFP	03/2021	2,529	187012
ENTERPRISE IT ENGINEERING AND LOGISTICS CONTRACTOR SUPPORT SERVICES (SEAPORT NXG)	Pre-RFP	03/12/2021	750	199183
NEXT GENERATION LITTORAL BATTLESPACE SENSING AUTONOMOUS UNDERSEA VEHICLE (LBS-AUV)	Pre-RFP	04/2021	250	149489
CYBER SECURITY SERVICE PROVIDER SERVICES FOR IAAS PAAS (SEAPORT NXG)	Forecast Pre-RFP	05/2021	250	170288
TACTICAL NETWORK INSERVICE ENGINEERING AGENT SUSTAINMENT AND ENGINEERING SERVICES (ISEA)	Forecast Pre-RFP	03/2022	250	184893

Source: GovWin IQ

06

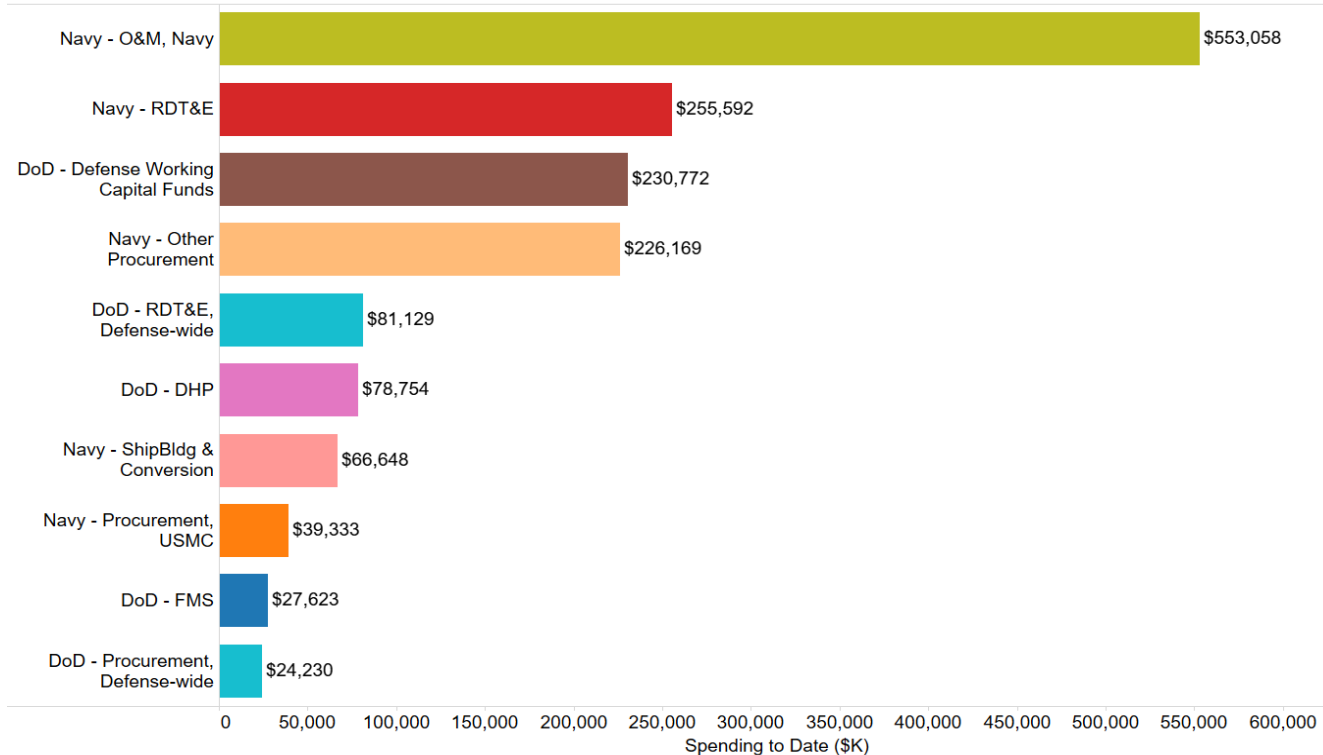
Account Buying Behavior

Leading NAVWAR Spending by Segments, FY 2020

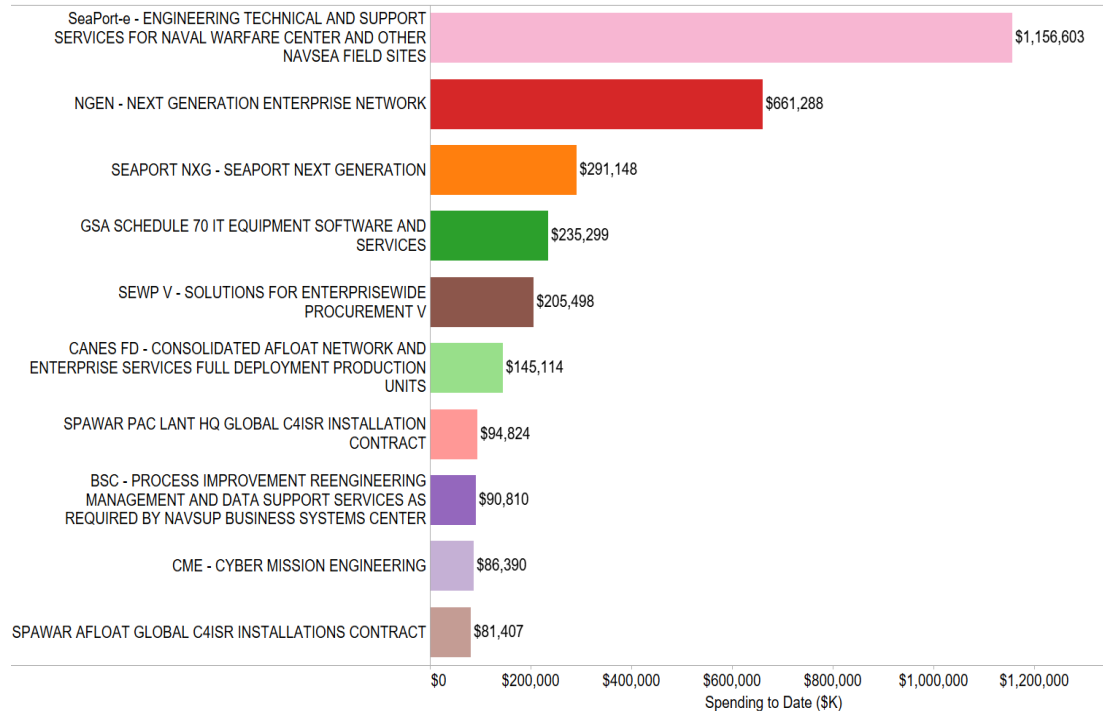


Source: Federal Procurement Data System, GovWin IQ

Leading NAVWAR Budget Accounts, FY 2020

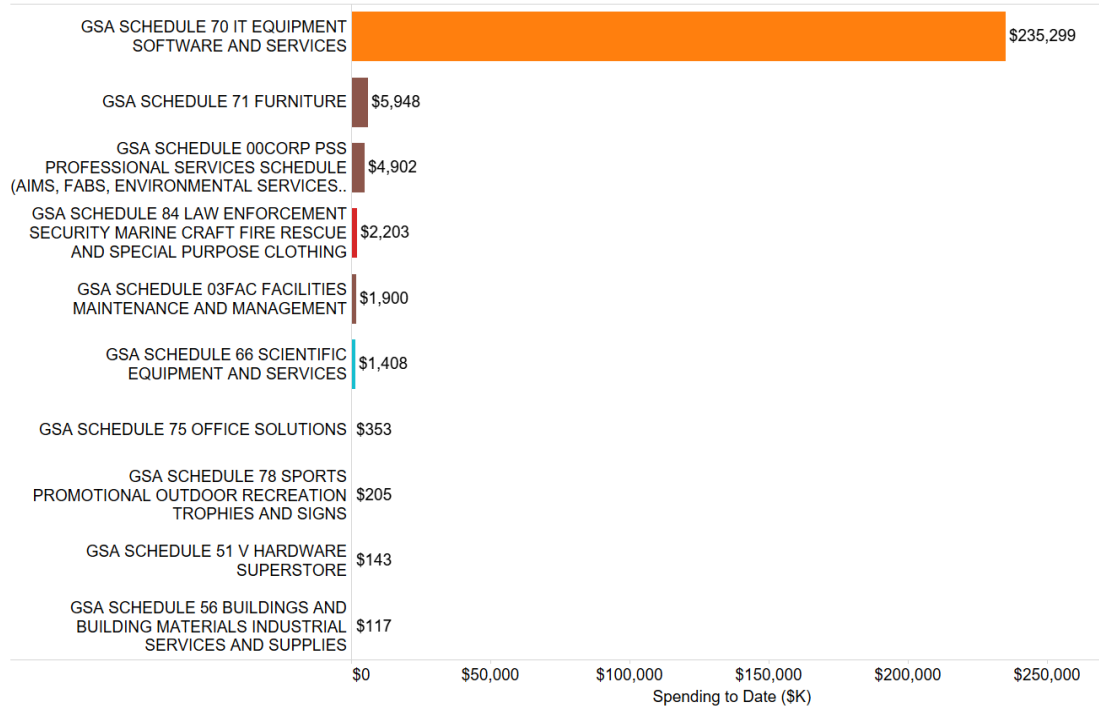


Leading NAVWAR Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

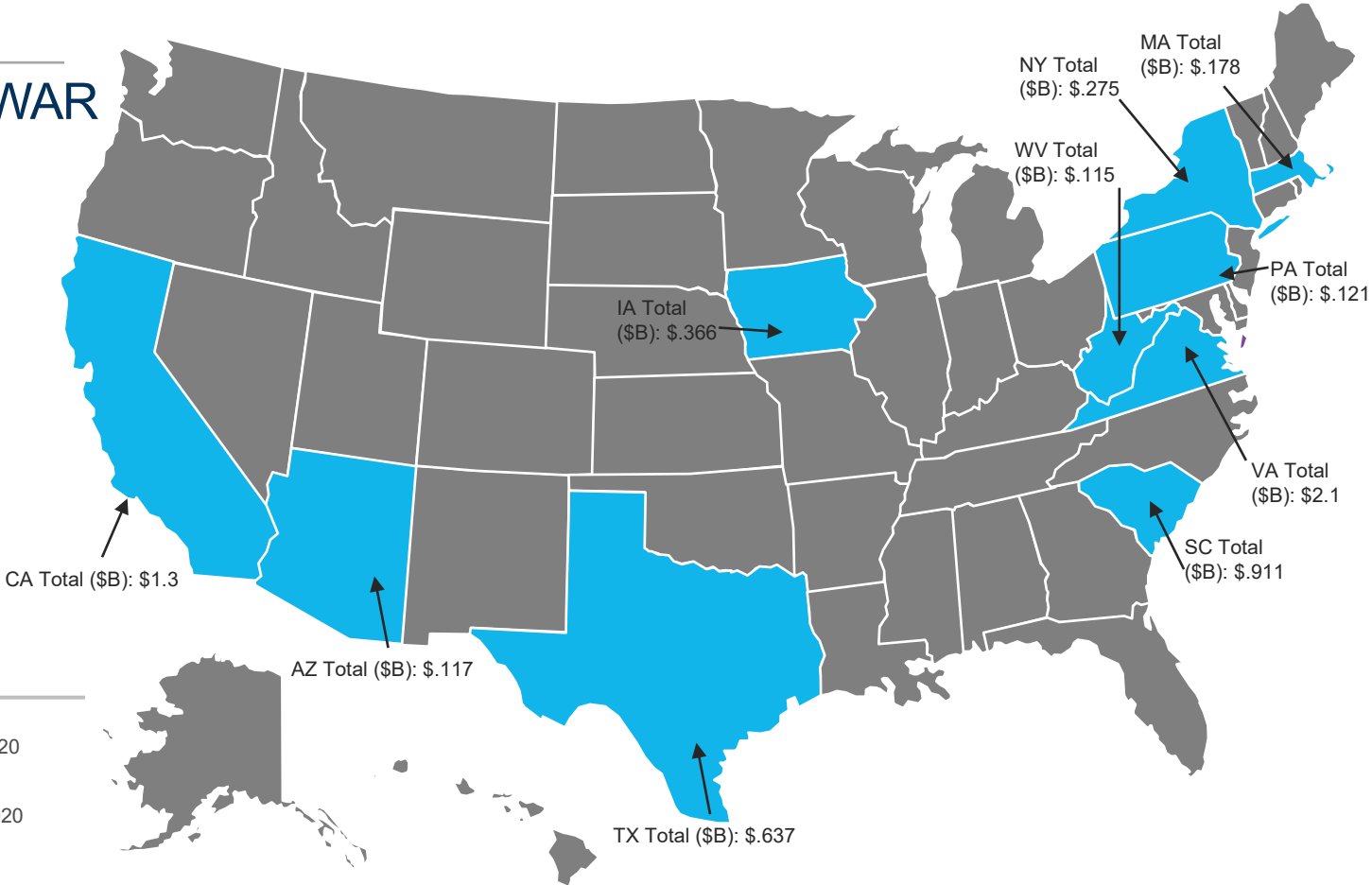
Leading NAVWAR Spending GSA Schedules, FY 2020





Source: Federal Procurement Data System, GovWin IQ

FY 2020 Total NAVWAR Federal Reported Spending: \$6.9B

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



 Top 10 States by Spending FY 2020

 States outside of Top 10 by FY 2020 spending

NAVWAR Small Business Contracting Goals FY 2021

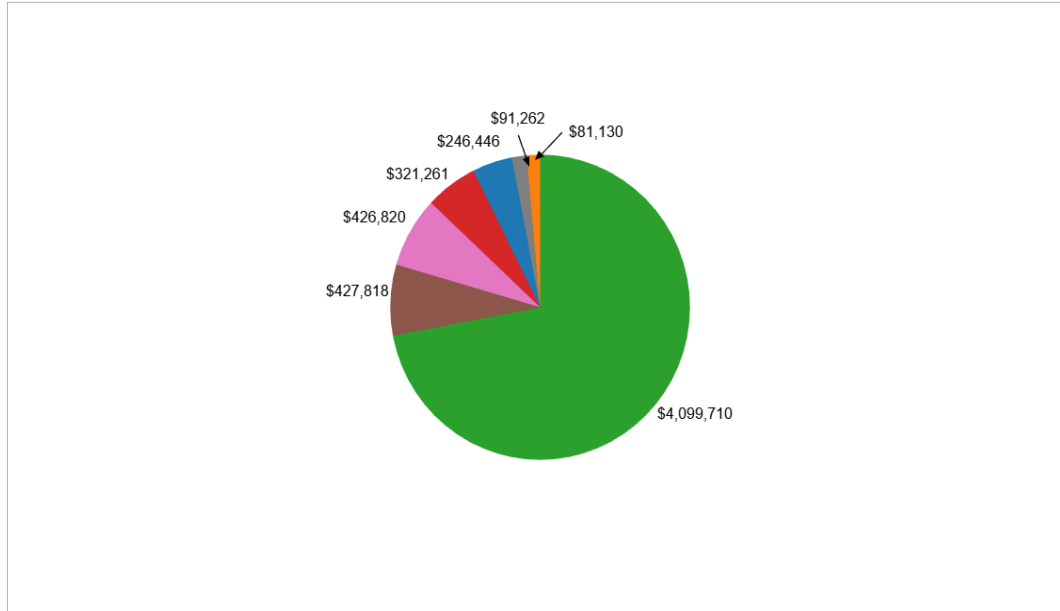
Socioec. Status	Actual	% Actual	% Goal
Certified HUBZone Small Business	\$5.1M	1.3%	3.0%
Small Disadvantaged Business	\$28.3M	7.1%	5.0%
Women Owned	\$4.5M	1.1%	5.0%
Service Disabled Veteran Owned	\$12.1M	3.0%	3.0%

Source: FPDS



Source: Small Business Dashboard

NAVWAR Total Small Business Spending by Socioeconomic Status, FY 2020*



Socioeconomic Status

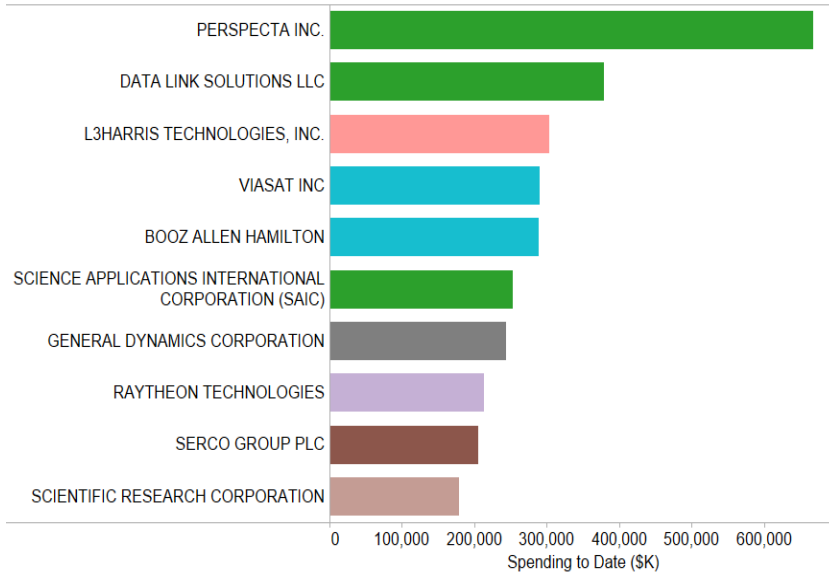
- Small Business (in one or more NAICS)
- Veteran Owned
- Women Owned
- Service Disabled Veteran Owned
- 8(a)
- Alaskan Native Corporation Owned
- HUBZone

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

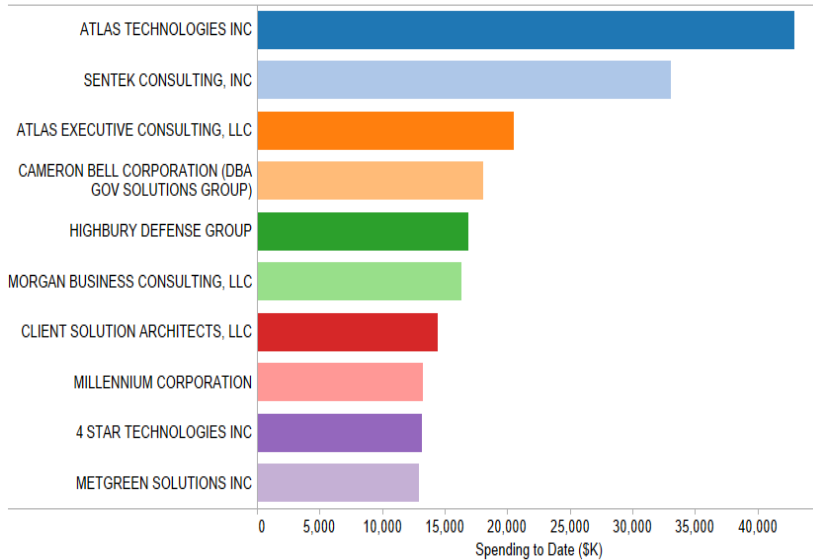
Leading NAVWAR Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
PERSPECTA INC.	\$667,905	10%
DATA LINK SOLUTIONS LLC	\$379,114	6%
L3HARRIS TECHNOLOGIES, INC.	\$304,123	4%
VIASAT INC	\$290,117	4%
BOOZ ALLEN HAMILTON	\$289,010	4%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$253,551	4%
GENERAL DYNAMICS CORPORATION	\$243,826	4%
RAYTHEON TECHNOLOGIES	\$213,412	3%
SERCO GROUP PLC	\$205,647	3%
SCIENTIFIC RESEARCH CORPORATION	\$179,185	3%
Grand Total	\$6,894,440	100%

Source: Federal Procurement Data System, GovWin IQ

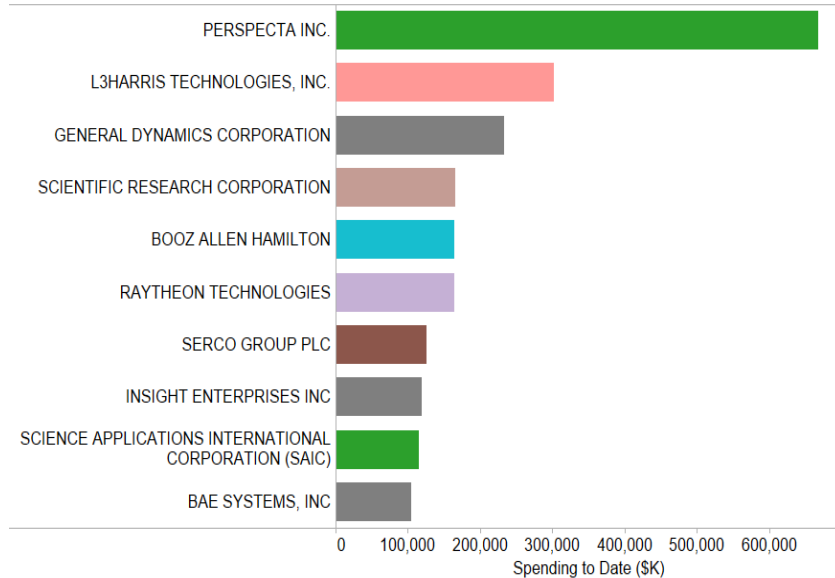
Leading NAVWAR Prime Veteran Owned Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
ATLAS TECHNOLOGIES INC	\$42,942	10%
SENTEK CONSULTING, INC	\$33,074	8%
ATLAS EXECUTIVE CONSULTING, LLC	\$20,547	5%
CAMERON BELL CORPORATION (DBA GOV SOLUTIONS GROUP)	\$18,054	4%
HIGHBURY DEFENSE GROUP	\$16,914	4%
MORGAN BUSINESS CONSULTING, LLC	\$16,332	4%
CLIENT SOLUTION ARCHITECTS, LLC	\$14,435	3%
MILLENNIUM CORPORATION	\$13,261	3%
4 STAR TECHNOLOGIES INC	\$13,168	3%
METGREEN SOLUTIONS INC	\$12,971	3%
Grand Total	\$427,818	100%

Source: Federal Procurement Data System, GovWin IQ

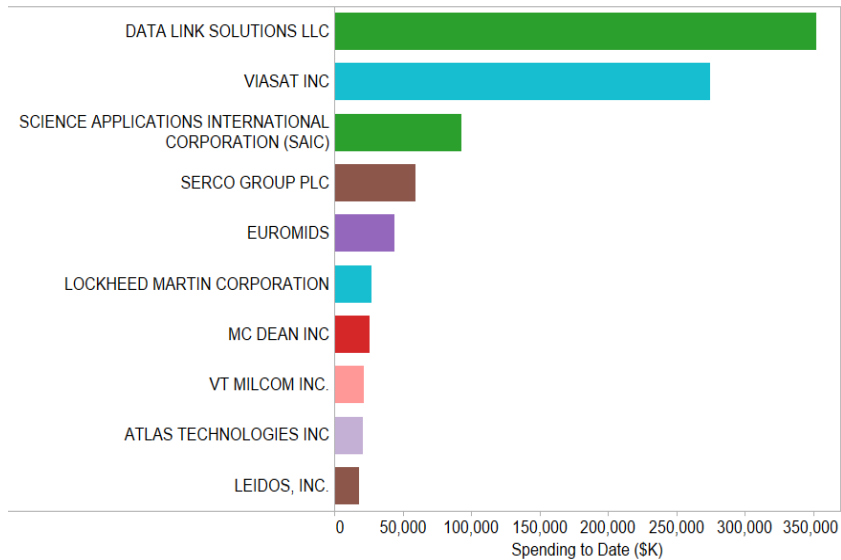
Leading NAVWAR Prime Information Technology Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
PERSPECTA INC.	\$667,900	14%
L3HARRIS TECHNOLOGIES, INC.	\$302,013	6%
GENERAL DYNAMICS CORPORATION	\$233,071	5%
SCIENTIFIC RESEARCH CORPORATION	\$166,288	4%
BOOZ ALLEN HAMILTON	\$164,017	3%
RAYTHEON TECHNOLOGIES	\$163,898	3%
SERCO GROUP PLC	\$125,775	3%
INSIGHT ENTERPRISES INC	\$119,506	3%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$115,663	2%
BAE SYSTEMS, INC	\$104,120	2%
Grand Total	\$4,697,057	100%

Source: Federal Procurement Data System, GovWin IQ

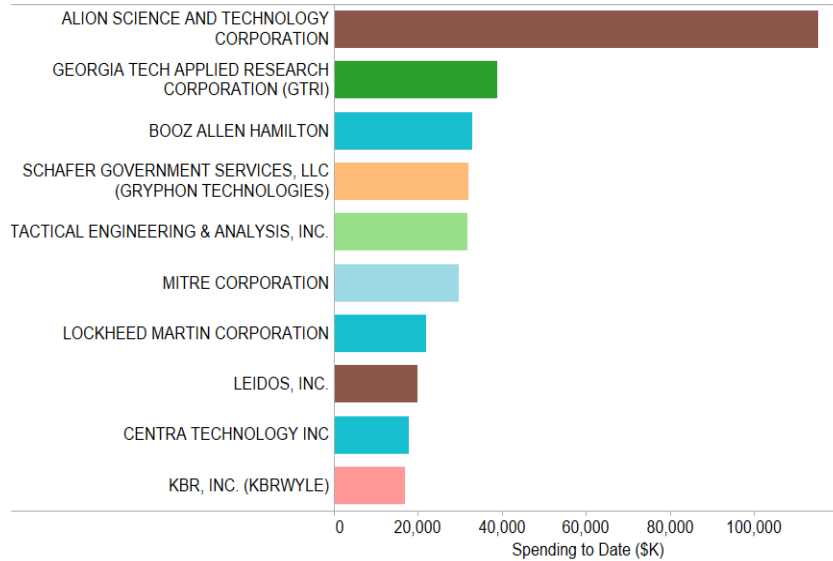
Leading NAVWAR Prime Electric & Electronic Components & Parts Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
DATA LINK SOLUTIONS LLC	\$352,149	33%
VIASAT INC	\$274,740	26%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$92,815	9%
SERCO GROUP PLC	\$59,429	6%
EUROMIDS	\$44,161	4%
LOCKHEED MARTIN CORPORATION	\$27,237	3%
MC DEAN INC	\$25,513	2%
VT MILCOM INC.	\$21,405	2%
ATLAS TECHNOLOGIES INC	\$21,228	2%
LEIDOS, INC.	\$17,926	2%
Grand Total	\$1,067,181	100%

Source: Federal Procurement Data System, GovWin IQ

Leading NAVWAR Prime Research & Development Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
ALION SCIENCE AND TECHNOLOGY CORPORATION	\$115,212	20%
GEORGIA TECH APPLIED RESEARCH CORPORATION (GTRI)	\$38,875	7%
BOOZ ALLEN HAMILTON	\$32,963	6%
SCHAFER GOVERNMENT SERVICES, LLC (GRYPHON TECHNOLOGIES)	\$31,997	6%
TACTICAL ENGINEERING & ANALYSIS, INC.	\$31,773	6%
MITRE CORPORATION	\$29,644	5%
LOCKHEED MARTIN CORPORATION	\$21,918	4%
LEIDOS, INC.	\$19,948	4%
CENTRA TECHNOLOGY INC	\$17,896	3%
KBR, INC. (KBRWYLE)	\$17,003	3%
Grand Total	\$566,404	100%

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

NAVWAR Procurement

- » All of the NAVWAR's acquisition activities are under the authority of the [Federal Acquisition Regulation \(FAR\)](#) and the [Defense Federal Acquisitions Regulation Supplement \(DFARS\)](#). DFARS is a supplement to the FAR which includes clauses particular to Department of Defense (DoD) procurements. The FAR was established to codify uniform policies for acquisition of supplies and services by executive agencies. It is issued and maintained jointly, pursuant to the Office of Federal Procurement Policy (OFPP) Reauthorization Act, under the statutory authorities granted to the Secretary of Defense, Administrator of General Services Administration (GSA) and the Administrator, National Aeronautics and Space Administration (NASA). Statutory authorities to issue and revise the FAR have been delegated to the Procurement Executives in DoD, GSA and NASA. DFARS also 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 this regulation.
- » The [Navy Marine Corps Acquisition Regulation Supplement \(NMCARS\)](#) implements and supplements the Defense Acquisition Regulation Supplement (DARS), which is the source regulations for research projects sponsored by the DoD. NMCARS contains mandatory policies and procedures including delegations of authority and assignment of responsibilities. The Navy Marine Corps Acquisition Guide (NMCAG) primarily addresses administrative matters including procedures for processing documents for higher level approval, internal reporting requirements and discretionary practices.

NAVWAR - 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.

NAVWAR Contracting (Cont.)

- » The [Contracts Directorate Office](#) is located within NAVWAR Systems Command, Headquarters (HQ), San Diego. The Contracts Directorate Office, also known as the Acquisition team, is responsible for end-to-end management and execution of the solicitation, proposal and contract award process. The mission of the team is to provide their customers with effective business solutions for acquisition-related issues in support of the mission of NAVWAR and its Systems Centers. The office has the vision to anticipate their customers' needs and exceed their expectations by providing:
 - » Cost-effective, responsive quality contracting
 - » Innovative acquisition techniques and business strategies
 - » Partnership with the business community

NAVWAR Contracting (Cont.)

- » In order to do business with the DoD and NAVWAR, vendors must be registered with the System for Award Management (SAM). The Contracts Directorate Office published A Quick Guide to the [NAVWAR E-Commerce Central \(E-CC\)](#) which explains how to navigate their contracting page and submit proposals. Vendors have to be a registered SPAWAR E-CC user and should be familiar with the proper procedures for submitting proposals prior to the proposal due date. If vendors are not a registered user, they can visit i-Services to request their account. Vendors are now able to submit proposals online and should reserve ample time to submit their proposals over the internet to the SPAWAR E-CC business opportunities page. Proposal posting will depend upon the size of the file and it is the vendor's responsibility to post their proposals to the SPAWAR E-CC in time for the government's posted solicitation receipt deadline. After a proposal is submitted, vendors will receive a proposal confirmation page that identifies the time and date the proposal was received by the government. It is recommended vendors print this proposal confirmation page after submission of the e-proposal.
- » Information concerning any of the contracting activities of the NAVWAR can be obtained from the Contracts Directorate Office at the following mailing address and/or phone number:

Naval Information Warfare Systems Command
Contracts Directorate Office
4301 Pacific Highway
San Diego, CA 92110-3127
(619) 524-7014

NAVWAR Contracting (Cont.)

- » NAVWAR Systems (NWIC) San Diego provides opportunities in doing business with their branch. NWIC San Diego teams with vendors and agencies, whether they are in the public or private sector, to help them find the right solutions in Global Positioning Systems (GPS) development, platform integration, and planning for future system architecture changes. NWIC San Diego partners with developers and evaluators for joint ventures in the following areas:
 - » Speed to marketplace, which includes evaluating concepts and brassboards against the widest range of commercial and military scenarios imaginable
 - » Outsourcing to save on capital investment, which includes outsourcing production acceptance and characterization testing to the staff and laboratory which qualifies the DoD bid samples and vendor equipment
 - » Benchmarking, which includes evaluating a commercial product against the existing military and civilian needs to examine their strengths and weaknesses for future sales
- » The Supply and Contracts Department of NWIC San Diego provides access to relevant information about procurement plans and general information about procurement organizations. Vendors are able to find helpful information on planning and participating in procurements that NWIC San Diego provides and to facilitate the development of more effective and efficient contracting.

NAVWAR - Long Range Forecast

- » United States Code Title 15, Section 637(A) (12) (C), requires the Department of the Navy (DoN) to prepare a three year forecast of expected contract opportunities and make the forecast available to small businesses. This is the most recent release of NAVWAR's Long Range Acquisition Forecast. This forecast contains the known NAVWAR requirements (valued at \$150,000 or more, excluding MAC IDIQ task order awards other than SEAPORT). The forecast is informational only and does not constitute an offer or commitment by the Navy to fund, in whole or part, the opportunities referenced herein. This listing is not all inclusive and is subject to change.
- » Vendors shall not contact any contracting or technical personnel regarding this information and all inquires shall be submitted via email [to navwarsbo.fct@navy.mil](mailto:to_navwarsbo.fct@navy.mil).
- » [NAVWAR Long Range Forecast](#)

Navy - Office of Small Business Programs (OSBP) Background

- » 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](#).

NAVWAR - Office of Small Business Programs (OSBP)

- » NAVWAR's OSBP is a small business advocacy organization that provides training, advice, guidance and innovative strategies ensuring quality solutions for NAVWAR acquisition teams while maximizing opportunities for small business, as required by the Small Business Act and Federal Acquisition Regulation (FAR).
- » As an aid to vendors in their annual planning process, the OSBP's [website](#) maintains a collection of active contracts and future acquisition forecasts.
- » Navy maintains [SBIR & STTR](#) programs that provide "seed money" to promising small U.S. businesses with the objective of developing products that will provide value to the JTRS programs and long-term business opportunities for the firms. STTR has the same objectives as SBIR regarding the involvement of small businesses in Federal R&D and the commercialization of their innovative technologies, the STTR program requires participation by universities, Federal Funded Research and Development Centers (FFRDCs), or other non-profit research institutions.

NAVWAR - Office of Small Business Programs (OSBP) (Cont.)

- » The OSBP offers a [Doing Business with NAVWAR](#) presentation providing vendors an overview of the agency as well as links to additional guides and contacts.
- » Information concerning any of the small business activities of NAVWAR can be obtained from the NAVWAR Small Business Program at the following mailing address and/or phone number:

NAVWAR Headquarters (San Diego)
Small Business Program
4301 Pacific Highway
San Diego, CA 92110-3127
(619) 524-7701
navwarsbo@navy.mil

Thank You!