



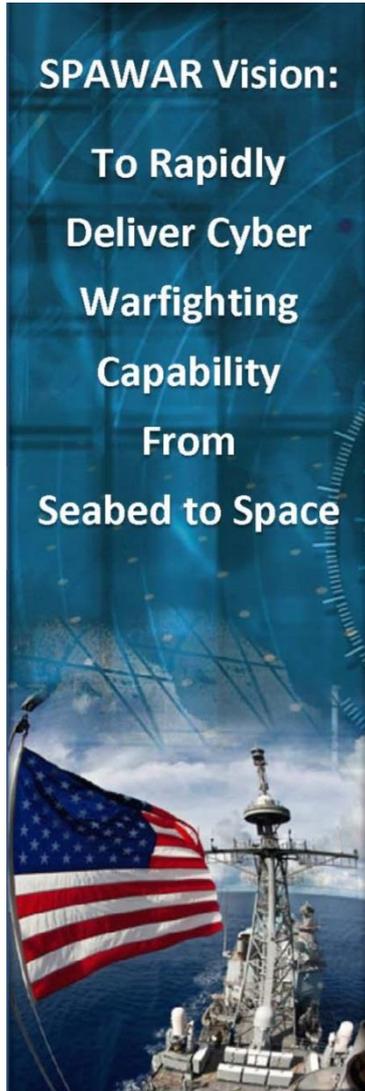
Space and Naval Warfare Systems Center Atlantic

Executive Overview

SSC Atlantic Small Business Outreach
Gulf Coast Government Contractors
Association Industry Outreach
Symposium
21 May 2015

Mr. Steve Dunn
SSC Atlantic
Executive Director

COMSPAWAR Strategic Vision 2015-2022



Foundational Principles

Relevant Resilient Responsive



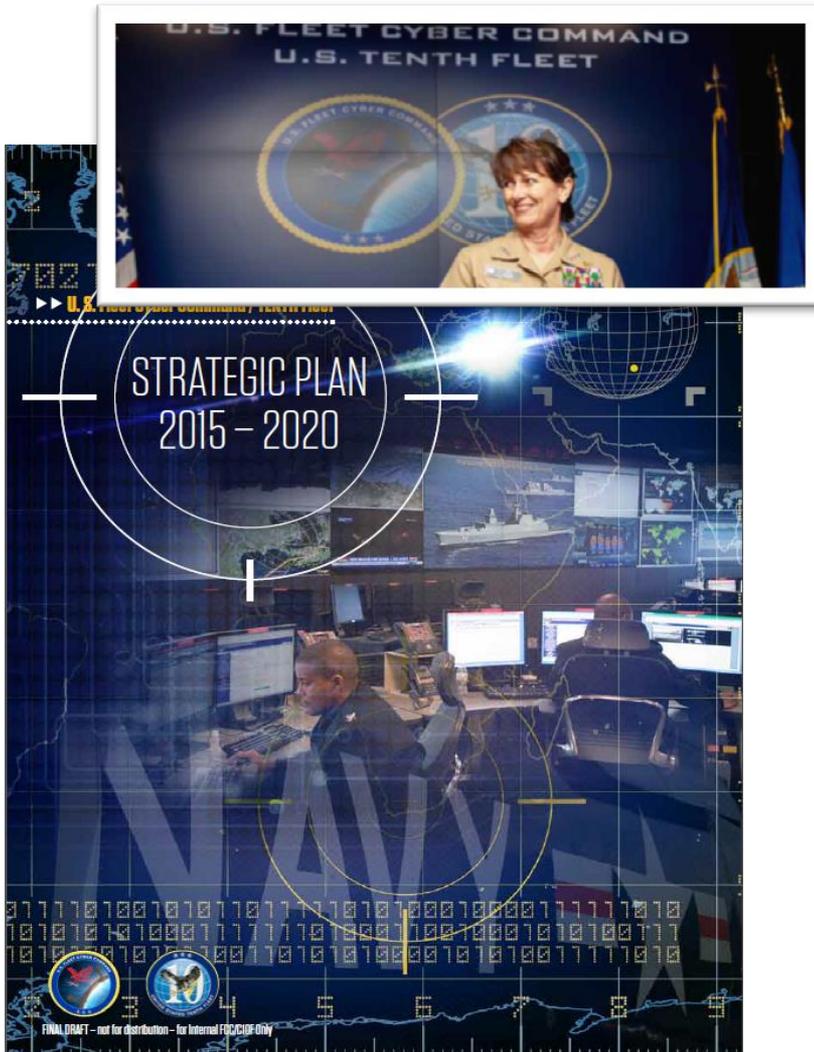
- 1. Accelerate and streamline delivery** of new capability and advanced technology to the Fleet to maintain U.S. technological superiority and to maximize warfighter advantage.
- 2. Enable the delivery of advanced modern IT and cyber capabilities** and transform what it means to operate and maneuver within the cyber domain.
- 3. Provide the cyber technical leadership** required across the Navy.
- 4. Reduce the cost of operations** to ensure delivery of affordable warfighting solutions.
- 5. Optimize our organization and workforce** to bring about this change.

New Strategy Fleet Cyber Command



Five Key Goals

1. Operate the Navy Network as a Warfighting Platform
2. Conduct Tailored Signal Intelligence
3. Deliver Warfighting Effects Through Cyberspace
4. Create Shared Cyber Situational Awareness
5. Establish and Mature Navy's Cyber Mission Forces

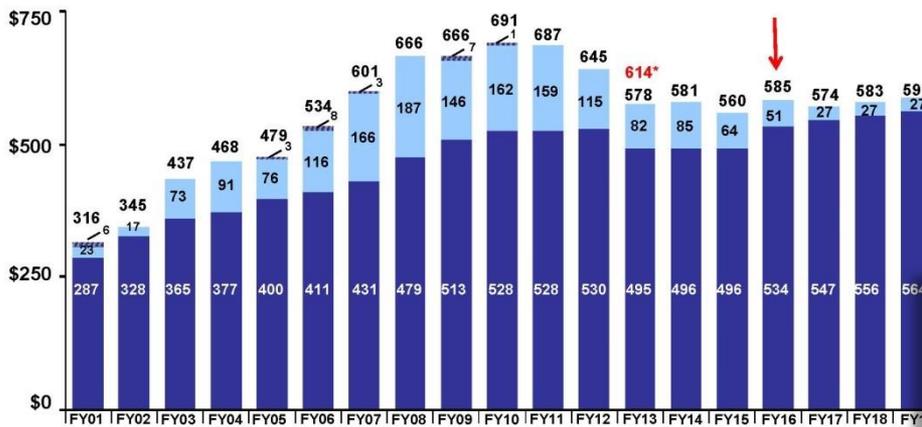


http://www.public.navy.mil/fcc-c10f/Documents/FCC-C10F_Strategic_Plan_2015-2020.pdf

FY 2016 President's Budget Request

The FY 2016 President's Budget is a Strategy-Driven, Resource-Informed Budget

http://www.defense.gov/pubs/FY16_Budget_Request_Rollout_Final_2-2-15.pdf



* Reflects FY 2013 Enacted level excluding Sequestration

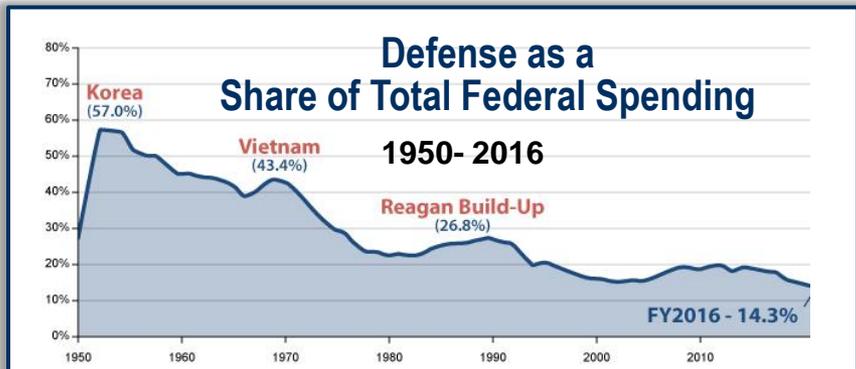
Numbers may not add due to round

DoD Topline, FY 2001 - FY 2020

(Current Dollars in Billions)

The \$27 billion shown in FY 2017 through FY 2020 for OCO are placeholder amounts

■ Base Budget ■ OCO ▨ Other



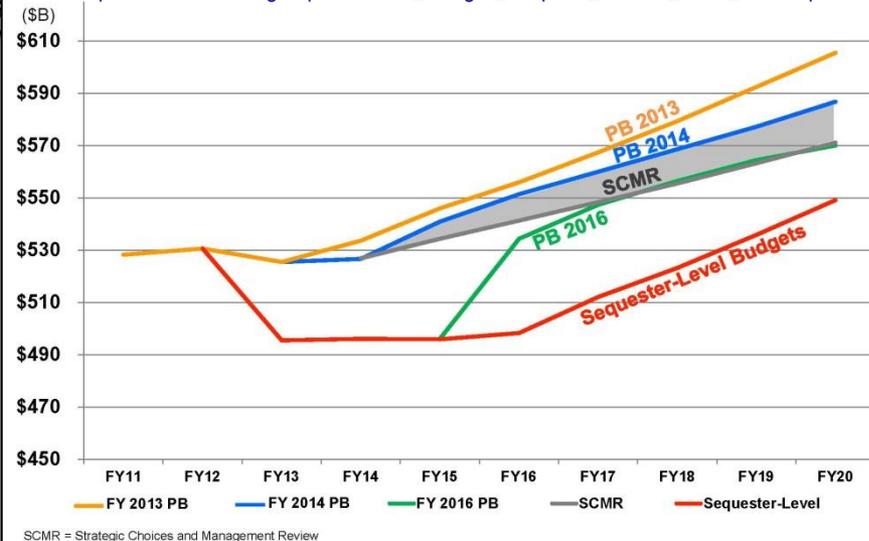
http://www.defense.gov/home/features/2015/0215_budget/

▼ FY16 PB

- DoD Base Budget \$534B
- DoN Budget \$161B
- SSC Atlantic Budget \$3.9B

PB 16 Base Budget Supports the 2014 QDR Strategy Sequester-Level Budgets Do Not

http://www.defense.gov/pubs/FY16_Budget_Request_Rollout_Final_2-2-15.pdf



SCMR = Strategic Choices and Management Review

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Better Buying Power 3.0

09 April 2015 Implementation Directive for BBP 3.0
Frank Kendall, USD AT&L
<http://bbp.dau.mil/docs/BBP3.0ImplementationGuidanceMemorandumforRelease.pdf>

Better Buying Power 3.0
 Achieving Dominant Capabilities through Technical Excellence and Innovation

Why Better Buying Power 3.0?

Better Buying Power (BBP) 3.0 reflects the Department of Defense's commitment to continuous improvements in the defense acquisition system. This new theme, *Achieving Dominant Capabilities through Technical Excellence and Innovation*, reflects our renewed focus on strengthening our efforts in innovation and technology. It also continues the Department's efforts to improve efficiency and effectiveness under BBP 1.0 and 2.0.

What's New in BBP 3.0?

BBP 3.0 focuses attention on the overriding concern that the Department of Defense faces: the loss of technological superiority is at risk. Our technological superiority is dependent on our research and development efforts that span science and technology, early prototyping, full-scale development, and fielded products. DoD's research and development efforts are being challenged by potential competitors who are investing heavily in research and development, and fielding products. DoD's research and development efforts are being challenged by potential competitors who are investing heavily in research and development, and fielding products.

Fact Sheet BBP 3.0
<http://bbp.dau.mil/docs/BBP3.0FactSheetFINAL.pdf>

- Long-range research and development
- Cybersecurity
- Commercial technology
- Prototyping and experimentation
- Modular Open System Architecture (MOSA)
- Global technology
- Organic engineering capabilities
- Science, Technology, Engineering and Mathematics (STEM) education

Additional information available at: <http://bbp.dau.mil>

- ▼ Strengthening efforts in innovation, technical excellence
- ▼ Continue to prioritize previously established core initiatives
- ▼ New emphasis areas
 - Long-range research and development
 - Cybersecurity
 - Commercial technology
 - Prototyping and experimentation
 - Modular Open System Architecture
 - Global technology
 - Organic engineering capabilities
 - STEM education

SSC Atlantic 2nd Qtr FY15

<i>New Orders</i>		
Top 5 Sponsors		\$M
1	SPAWAR & PEOs	\$416.1
2	MARCORSYSCOM	\$264.1
3	NAVSEA & PEOs	\$110.3
4	TRICARE Mgmt Activity	\$92.7
5	USAF Air Cmbt Cmnd	\$61.1
% of Total New Orders		61%

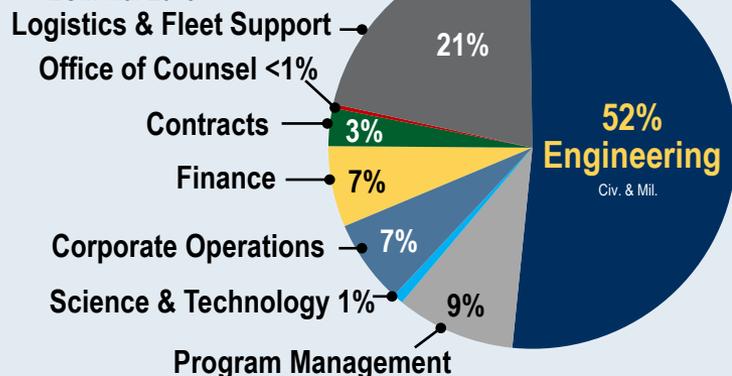
<i>FTEs</i>		
Top 5 Sponsors		FTE
1	SPAWAR & PEOs	1,040.7
2	MARCORSYSCOM	383.8
3	NAVSEA & PEOs	238.6
4	TRICARE Mgmt Activity	104.3
5	NAVAIR & PEOs	98.9
% of Total FTEs		64%

SSC Atlantic FY15 Budget: \$4.1B / 3,830 FTE

Workforce/Operational Profile

Workforce by Competency SSC Atlantic

Civ. & Mil.
EOM Mar 2015



Top Series (63%)

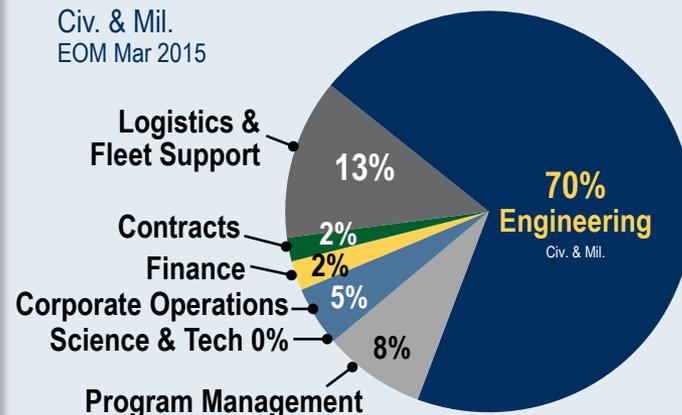
- IT Specialist
- Electronics Engineer
- Management & Program Analyst
- Computer Scientist
- Electronics Technician

Education

Bachelors	1,710
Masters	954
Doctorate	43

Workforce by Competency New Orleans Detachment

Civ. & Mil.
EOM Mar 2015



Primarily a Navy Working Capital Fund (NWCF) Organization, relying on sales revenue rather than direct Congressional appropriations to finance its operations

NWCF improves cost awareness, promotes cost management & increases flexibility

- ✓ Generates adequate revenue to cover cost of operations
- ✓ Finances the fund's operations without fiscal year limitation
- ✓ Operates on a break-even basis

Optimizing our People, Processes, & Tools to Rapidly Deliver and Support Cyber and ID Solutions



SSC Atlantic New Orleans Detachment

(FY15 OCT – 30 APR)

	Contract Actions	Total Revenue (\$ Obligated)
Prime	6	\$ 731,879
Place of Performance	67	\$ 11,993,845
Total	73	\$ 12,725,724

Prime Contractor in New Orleans				
Vendor Name	City	State		
GEOCENT, L.L.C.	METAIRIE	LA	6	\$ 731,879

TOP 5 Place of Performance Contractor				
Vendor Name	City	State		
SYSTEMS INTEGRATION AND MGMT INC	ARLINGTON	VA	11	\$ 8,919,807
AVENTURE TECHNOLOGIES LLC	VIENNA	VA	4	\$ 1,257,558
IMMIXTECHNOLOGY INC	MCLEAN	VA	10	\$ 474,911
ALL NATIVE INC	WINNEBAGO	NE	6	\$ 233,977
BMC SOFTWARE DISTRIBUTION INC	HOUSTON	TX	1	\$ 198,600
TOTAL TOP 5 Place of Performance			32	\$ 11,084,853

Small Business (SB) Performance Metrics



SSC Atlantic FY 15 Achievements TDAO 26 April	Goal	Achieved	Obligated
Small Business Prime	29.81%	28.97%	\$183,448,857.64
Small Disadvantaged Business	12.18%	12.22%	\$77,368,762.72
Women Owned Small Business	4.06%	7.37%	\$46,689,977.56
HUBZone Small Business	1.48%	2.57%	\$16,304,240.27
Service Disabled Veteran Owned Small Business	2.43%	4.59%	\$29,080,718.23

Demonstrated Small Business stability

Commander Thomas C. DeLarge New Orleans Detachment Officer In Charge

▼ Career Highlights

- Main Propulsion and Auxiliaries, USS SAIPAN (LHA 2), 1996
- Second Battalion Tenth Marines, 2nd Marine Division as a Naval Gunfire Support Officer, 1998
- Commander Amphibious Group Two, Little Creek NAB as the Ships' Scheduling Officer, 2000
- USS WHIDBEY ISLAND (LSD 41) as the First Lieutenant Department Head, 2002
- First Lieutenant Department Head on USS NASSAU (LHA 4), 2004-2005
- Afloat Training Group (ATG) ATLANTIC as the Anti-terrorism and Force Protection and Visit Board Search and Seizure Officer, and Director of Topside Warfare, 2006
- Commander, U.S. Naval Forces Central Command's (NAVCENT) Pakistan Country Engagement Officer (CEO) from 2009-2010.
- Director of Navy Training, Expeditionary Warfare Training Group Pacific, Coronado, 2011
- Operations Officer, Combined Task Force FIVE ONE in Manama, Bahrain , 2014



Awards and decorations include the Navy Commendation Medal (Five Awards); Navy Achievement Medal (Three Awards); and a number of other unit and campaign awards.



Business Portfolios

Newly Defined Structure

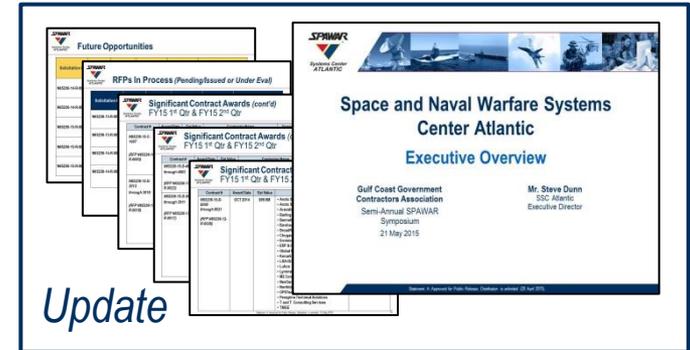
Portfolio	Customer Areas			Enterprise Services
PEO C4I (PMW 100's and 700's)	<ul style="list-style-type: none"> • PMW 120 • PMW 130 • PMW 150 • PMW 160 • PMW 170 	<ul style="list-style-type: none"> • PMW 740/750/760 • PMW 770 • PMW 790 • FRD 100/200 	<ul style="list-style-type: none"> • NAVSEA • NAVAIR/USCG • Navy Cyber/Numbered Fleet 	<ul style="list-style-type: none"> • 9 Financial Service Centers
PEO EIS (all)	<ul style="list-style-type: none"> • PMW 205 • PMW 240 • PMW 220 	<ul style="list-style-type: none"> • Innovation Cell 	<ul style="list-style-type: none"> • Navy Data Centers/Cloud Access Point 	
USMC/SOCOM (all)	<ul style="list-style-type: none"> • SOCOM • Army 	<ul style="list-style-type: none"> • USMC • Air Force 		
Navy and Federal Support	<ul style="list-style-type: none"> • DISA • DLA • NSA • NSF • NAVSUP • CNIC • NAVFAC • NSMA 	<ul style="list-style-type: none"> • Federal • Navy & Defense • Medical • Veteran Affairs • Europe • DARPA • ONR 	<ul style="list-style-type: none"> • ONI • NSA • OSD R&E • AFRL • iARPA • DTRA • NAVAIR (Other) • Navy (Other) 	

SPAWAR Multiple Award Contracts (MACs) Working Group

- ▼ **Purpose:** SPAWAR strategy for MACs - Identifying best practices, process improvements, standardization & streamlining initiatives
- ▼ **Status:** Final White Paper posted on E-Commerce
 - <https://e-commerce.sscno.nmci.navy.mil>
- ▼ **Next Steps:** SPAWAR Enterprise Contracts Industry Council (in planning stages) will provide tactical approach to implementing the MAC WG recommendations
- ▼ **Focus Areas:** Forecasting, PALT, RFP Requirements/Instructions, Key Personnel/Resumes

FY15 Contracting Improvement Initiatives

- ▼ Institutionalizing COR processes/post award trip wires
- ▼ Project Procurement Strategy Meetings (PPSM)
- ▼ Task Order Process Refinement/Training
 - Source selection process
 - LPTA vs Best Value
 - Market survey process
- ▼ **Metrics for end-to-end contract process at Task Order level**
 - **Backlog Reports/KPI Reports issued Weekly**
 - **Report tracking avg PALT for all action types now available**
 - Comparison to previous FY's, tracks improvements /trends
 - **2.0 is incorporating lessons learned (continuously) to reduce PALT/Variability**
- ▼ Staffing model for end-to-end contract process at TO level
- ▼ Pillar follow-on Strategy
- ▼ HQ MAC Working Group
 - Final White Paper and “FAQs” posted on E-Commerce
 - <https://e-commerce.sscno.nmci.navy.mil> go to “News”



Increase responsiveness while continuing to comply with regulations and policy



We Deliver Information Dominance

“Enable Warfighters to secure America
and promote global freedom.”



Web: <http://www.public.navy.mil/spawar/Atlantic> Facebook: <http://www.facebook.com/spaceandnavalwarfaresystemscommand>
Twitter: <http://twitter.com/SPAWARHQ> Employment opportunities: www.USAJOBS.gov
SPAWAR Small Business: <http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx>
SPAWAR Contract Directorate Office: <https://e-commerce.sscno.nmci.navy.mil>