

An F-18 Hornet fighter jet is parked on the deck of an aircraft carrier. The tail of the jet has the number '106' and the letters 'E' and 'F'. The fuselage has 'VFA-2' and 'STATE STREET' written on it. A crew member in a green and yellow safety vest and helmet is standing in the foreground, gesturing towards the jet. The background shows the ocean and a blue sky with scattered white clouds.

# Office of Small Business Programs

NAVAL AIR SYSTEMS COMMAND

MAKE AN IMPACT

# NAVAL AIR SYSTEMS COMMAND

Single SYSCOM for Navy *and* Marine Corps Aviation



Red  
Signifies  
Marine Corps



Blue  
Signifies  
Navy

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*Align Resources to Better Support Today’s Readiness*

*Reduce Cost and Increase Speed of Products to Fleet*

***Ready to Fight Tonight. Capabilities and Capacity to Win the Future.***

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# NAVAIR'S ROLE IN NAVAL AVIATION

- Develop, acquire, and support aircraft, weapons and related systems which can be operated and sustained *at sea*
- Provide analysis and decision support for cost/schedule/performance trades and investment decisions
- Increase Navy and Marine Corps capability, readiness and affordability in a joint/coalition environment

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**Our capabilities support the unique mission of Naval Aviation.**



# NAVAIR Headquarters OSBP Professionals

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Patuxent River UIC N00019***

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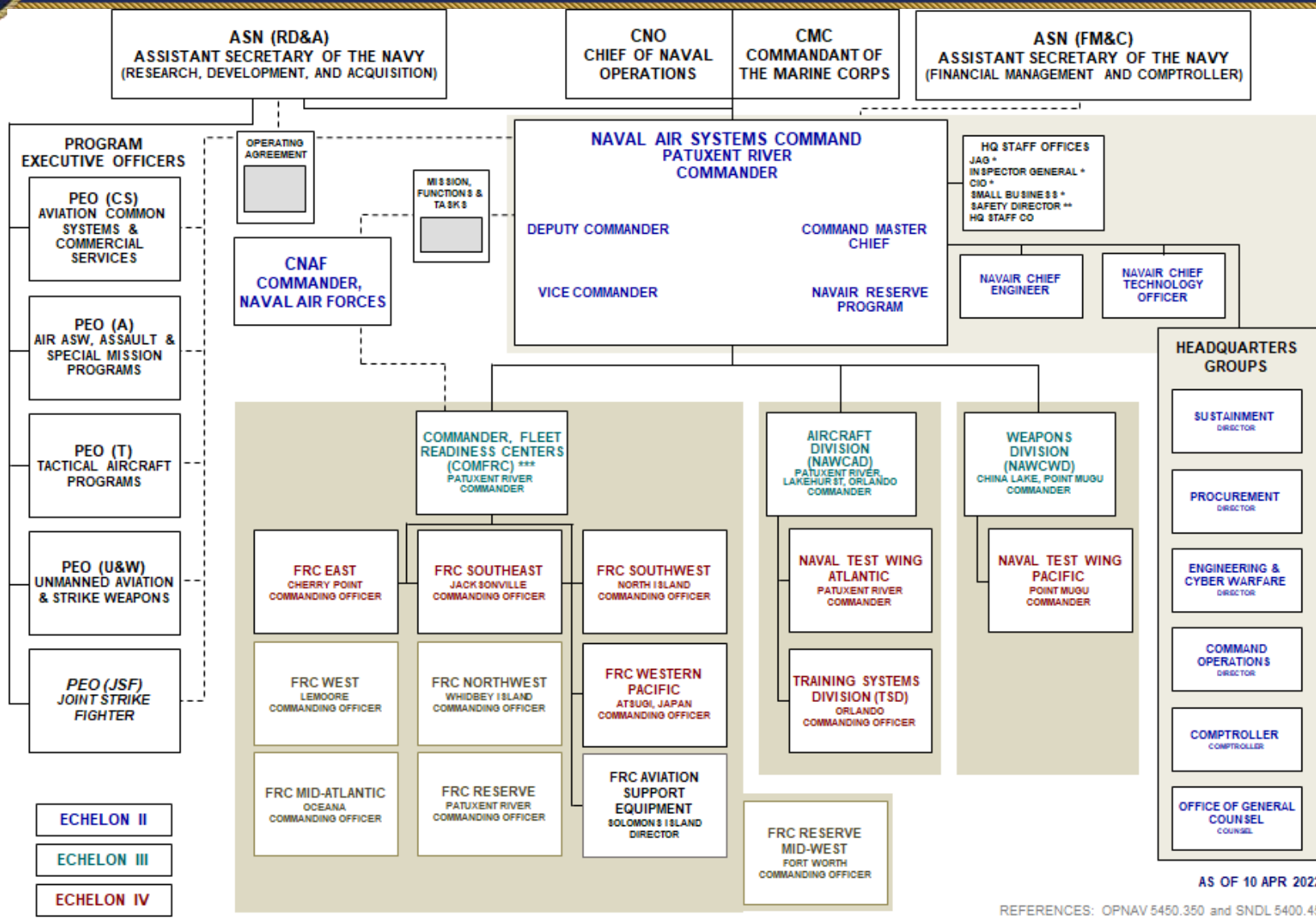
# Top FY21 NAICS for NAVAIR

TOP 10 NAICS within NAVAIR for FY21		
NAICS	NAICS Description	Obligations
336411	AIRCRAFT MANUFACTURING	\$ 15,691,062,536
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$ 2,083,876,331
541330	ENGINEERING SERVICES	\$ 1,807,849,572
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 1,463,672,275
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 905,634,403
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$ 851,107,602
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 752,640,680
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 707,603,314
333318	OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING	\$ 371,883,465
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$ 320,620,356

TOP 10 SMALL BUSINESS NAICS within NAVAIR for FY21		
NAICS	NAICS Description	Obligations
541330	ENGINEERING SERVICES	\$ 811,480,365
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 653,669,281
336411	AIRCRAFT MANUFACTURING	\$ 184,111,689
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 86,998,071
541519	OTHER COMPUTER RELATED SERVICES	\$ 76,135,582
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 55,534,845
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$ 55,130,769
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 49,026,545
334111	ELECTRONIC COMPUTER MANUFACTURING	\$ 39,490,880
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 35,836,936



# NAVAIR Mission Aligned Organization



\* REPORTS DIRECTLY TO NAVAIR CMDR FOR RESPECTIVE AREA OF RESPONSIBILITY

\*\* REPORTS DIRECTLY TO NAVAIR VICE CMDR FOR RESPECTIVE AREA OF RESPONSIBILITY

\*\*\* 5 INDUSTRIAL SITES FROM TOTAL OF 10 FRCs REPORT UP THROUGH COMFRC TO NAVAIR CMDR

REFERENCES: OPNAV 5450.350 and SNDL 5400.45



# Top FY21 NAICS for NAVAIR HQ

TOP 10 NAICS within NAVAIR HQ for FY21		
NAICS	NAICS Description	Obligations
336411	AIRCRAFT MANUFACTURING	\$ 15,201,283,459
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$ 1,959,194,623
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 1,258,387,596
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$ 850,392,227
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 717,517,956
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 257,220,820
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$ 236,832,848
541370	SURVEYING AND MAPPING (EXCEPT GEOPHYSICAL) SERVICES	\$ 153,503,317
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$ 137,658,637
541330	ENGINEERING SERVICES	\$ 83,598,245

TOP SMALL BUSINESS NAICS within NAVAIR HQ for FY21		
NAICS	NAICS Description	Obligations
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 25,155,550
541519	OTHER COMPUTER RELATED SERVICES	\$ 10,110,541
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 8,819,403
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$ 5,201,567
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 5,001,945
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$ 4,812,070
541614	PROCESS, PHYSICAL DISTRIBUTION AND LOGISTICS CONSULTING SERVICES	\$ 3,331,427
336419	OTHER GUIDED MISSILE AND SPACE VEHICLE PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 2,694,200
334111	ELECTRONIC COMPUTER MANUFACTURING	\$ 1,501,841
511210	SOFTWARE PUBLISHERS	\$ 1,112,087



# Pre Coursework/Homework

- Did you do your Market Research?
- Did you go to the <https://www.navair.navy.mil/osbp/> website and see what NAVAIR, NAWCAD PAX, NAWCAD LKE, NAWCTSD, NAWCWD and COMFRC are buying?

The screenshot displays the NAVAIR OSBP website interface. At the top right, the text "NAVAIR OSBP" is visible next to a menu icon. Below this, there are four navigation tabs: "NAVAIR OSBP COVID-19 Response and Resources", "General Information", "Industry Day/Outreach Events", and "Webinars". The main content area lists several items:

- NAVAIR OSBP Introduction Video to Industry**  
This video explains what the OSBP can provide to industry seeking business with the Navy. Click here to view the video. (Note: Depending on your PC, the video may open directly from the website or it may open on your PC's media player.)
- Before You Do Business with NAVAIR Tips**  
This brochure will help to explain what to do and how to best prepare for doing business with NAVAIR. Click here to view the brochure.
- Department of the Navy Technology Acceleration**  
The Department of the Navy is building its advantage through SBIR with a novel program that is simpler, faster, and more impactful. The NAVY Technology Acceleration effort will leverage small business to enable technology adoption at the pace of innovation. Click here for further information and to view flyer.
- NAVAIR's Principal Deputy Program Managers (PDPMs) Small Business Representative Contact List**  
This list contain the phone numbers to all of NAVAIR's program offices. Click here to view the list.
- Naval Air Systems Command Digital Office (NDO) Office-Wide Broad Agency Announcement N68335-20-S-0001**  
The Naval Air Systems Command (NAVAIR) Digital Office (NDO) is interested in receiving white papers for Science and Technology (S&T) Projects which offer potential for advancements and improvements applicable to the digitization of NAVAIR/U.S. Naval operations. Click here to view the entire announcement.
- The NAVAIR Commander's Intent**  
COMING SOON!
- Message from GSA regarding SAM registrations**  
SAM.gov registration is FREE! There is NO FEE to register or maintain your SAM.gov registration. Provide the following information to the small businesses with whom you work: If you get an email, text, or phone call from a company asking you to contact them right away about your SAM.gov registration, be cautious. If you are asked to pay money to complete or renew your SAM.gov registration, be cautious. These messages are not from the Federal Government.
- Contract Data (FPDS) Reports**  
The former FPDS-NG ezSearch tool is now the Contract Data (FPDS) Reports located in the new beta.SAM.gov website. You may use it to search public award data to find competitive information, learn when existing contracts expire and to help identify potential subcontracting opportunities. Static Reports are available for download for the public. Standard and Ad Hoc reports require registration. Click <https://beta.sam.gov/help/contract-data> for further information.
- Market Research 101 Video**

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# Top FY21 NAICS for NAWCAD PAX

TOP 10 NAICS within NAWCAD PAX for FY21		
NAICS	NAICS Description	Obligations
541330	ENGINEERING SERVICES	\$ 973,198,590
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 394,992,937
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 128,330,360
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$ 105,386,636
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 104,248,280
334290	OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING	\$ 101,248,834
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 78,349,872
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 71,893,739
481219	OTHER NONSCHEDULED AIR TRANSPORTATION	\$ 59,706,014
336411	AIRCRAFT MANUFACTURING	\$ 35,761,666

TOP 10 SMALL BUSINESS NAICS within NAWCAD PAX for FY21		
NAICS	NAICS Description	Obligations
541330	ENGINEERING SERVICES	\$ 445,317,242
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 126,478,153
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 46,953,232
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	\$ 32,331,316
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 31,837,926
481219	OTHER NONSCHEDULED AIR TRANSPORTATION	\$ 30,519,352
541519	OTHER COMPUTER RELATED SERVICES	\$ 25,538,295
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 20,899,521
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$ 18,116,540
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$ 14,067,072
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 10,102,649



# LRAF

**The Long Range Acquisition Forecast (LRAF) is a snapshot of what we are buying from the present time to approximately 2 years out, usually only on large efforts**

**Does not include MACs, SAPs or other small dollar efforts**

**Allows the reader to see**

**Who is doing the buying**

**Title of what they are buying**

**Description of what they are buying**

**Incumbent's name, if any**

**Current Contract Number, if any**

**Period of Performance**

**Notional value**

**Acquisition Strategies, if known**

**What quarter/year the RFP is due out in SAM**

**Projected Contract Award date, in quarter/year**

**PSC**

**NAICS**

**Any Set-Asides**

**Can be found on SAM and our website**



# Long Range Acquisition Forecast (LRAF)

## • Have you looked at the Long Range Acquisition Forecast (LRAF)

NAWCAD Long Range Acquisition Forecast (LRAF) Industry Update - 2QTR FY22																
<small>This is for informational and planning purposes only. The information provided herein is subject to change and in no way binds the Government to solicit for or award a competitive contract. DISTRIBUTION A. Approved for public release; distribution unlimited. Projected acquisition strategy is subject to change. Acquisition strategy will be announced in the System for Award Management (SAM) (beta.sam.gov) through the standard notification process. Competition type shall be determined by market research.</small>																
<small>NOTES: 1. Cells shaded in gray indicate action has occurred 2. (*) indicates a revision/change from prior posting</small>																
Mission Alligned Organization (MAO) Customer	Former Code	Title	Description - Existing / RFP SOW Intro	Current Incumbent	Current Contract Number	PoP or Ordering Period	Notional Value	Projected Acquisition Strategy	Approved Acquisition Strategy	Projected Final RFP Release		Projected Contract Award		Projected Codes		Socio-Economic Set Aside Or Designation
										FY	QTR	FY	QTR	PSC	NAICS	
NAWCAD WOLF Integrated Command, Control and Intel Sys (IC2&IS)	4.11	Integrated C2 & Intel Sys Division PM SPT	Provides technical, professional, & mgmt support services to the IC2&IS Div.	N/A - New Requirement	N/A - New Requirement	5 Yrs	\$50 - \$100M	SeaPort	SeaPort		9-Jun-21	27-Jan-22*	R799	541330	Small Business Set Aside	
DIGITAL ANALYTICS INFRASTRUCTURE & TECH ADV (DAITA) GROUP Digital Networks & Applications Dept	7.2 & 5.4.1	Business Operations, Information Tech Portfolio & Enterprise Architecture Management	Support the NAWCAD Digital Networks & Applications Department (DNA) to provide business operations support, project mgmt, portfolio mgmt, enterprise architecture planning & mgmt, process & standards dev & maintenance.	Smatrix	N00178-14-D-7924 M801	5 Yrs	\$10M - \$50M	SeaPort	SeaPort		1-Mar-21	31-Jan-22*	DD01	541330	Small Business Set Aside	
RAPID CAPABILITY ENG GROUP NAWCAD WOLF Ship & Air Integrated Warfare Div	4.11.3	Program Management Support Services	Provides technical, professional, & mgmt support services to the SAIW Div. in support of the DoD, Joint Service, & Federal Agencies programs. These support services shall include but are not limited to: technical, Sys eng, project mgmt, organizational mgmt, administrative, & acq support.	Spalding Consulting, Inc.	N00421-17-D-0035	5 Yrs	\$50M - \$100M	SeaPort	SeaPort		22-Jul-21	31-Jan-22*	R799	541330	Small Business Set Aside	
AIR Sys GROUP Air Sys Logistics Dept Supply Div	6.8.3	Central Kitting Activity (CKA) Re-complete Follow On	The support provides all NAVAIR PMAs the implementation of approved Engineering Change Proposals (ECPs) involving retrofit kits for the Sustainment Group, Central Kitting Activity (CKA). CKA directly supports NAVAIR Operational, Safety, and Improvement Program (OSIP) initiatives.	Sierra Management and Technologies, Inc.	N00178-14-D-7920 / N0042118F3001	5 Yrs	\$10M - \$50M	SeaPort	SeaPort		21-May-21	4-Feb-22*	R706	541330	Small Business Set Aside	
RAPID CAPABILITY ENG GROUP NAWCAD WOLF Airborne System Integration Div	4.11.6	Rapid Administrative Services (RAS)	Provides administrative and logistic support services required for various projects & programs.	Cherokee Nation Strategic Programs	GS00017AJ0010	5 Yrs	< \$10M	SeaPort	SeaPort		15-Sep-21	22-Feb-22*	R699	541330	Small Business Set Aside	
RAPID CAPABILITY ENG GROUP NAWCAD WOLF Special Communications Mission Solutions Div	4.11.4	Special Communications Mission Solutions (SCMS) Program Management Support	Provide contractor support services including: C4ISR operational Sys dev incl Sys assessments & design, Sys acq & project planning, integrated project mgmt & strategy & analytics support for diverse HW related projects in different dev stages.	Booz Allen Hamilton	N0042118F-3006	5 Yrs	> \$100M	SeaPort	SeaPort		6-Jul-21	24-Feb-22*	R799	541330	Unrestricted	
Sys ACQUISITIONS GROUP Sys Engineering Dept	4.1	Electromagnetic Environmental Effects (E3) Engineering Services	E3 eng & tech in support of acq, test, & eval of manned & unmanned aircraft, weapons, aircraft launch & recovery equip (ALRE), support equip (SE), training sys, as well as targets & decoys.	Wyle Laboratories, Inc.	N00178-14-D-8000 N00421-17-F-3000	5 Yrs	\$10M - \$50M	SeaPort	SeaPort		19-Aug-21	25-Feb-22*	R425	541330	Unrestricted	
RAPID CAPABILITY ENG GROUP NAWCAD WOLF Special Communications Mission Solutions Div	4.11.4	Telecommunications & Related C-E Sys (TARCES)	Supply a full range of TARCES solutions, both locally & at a customer's site; operational rpts of the current TARCES-developed solutions be met, as well as any enhancements for these sys, while also developing & maintaining solutions for new customers.	Smatrix	GS00Q09BQD00050/47QFCA18F0026	5 Yrs	> \$100M	SA IDIQ	SA IDIQ		14-Jul-21	1-Mar-22*	DG01	541330	Unrestricted	
AIR Sys GROUP Air Vehicle Eng Dept	4.3.4	Air Vehicle Engineering and Technical Support Follow-On	Eng & tech services support of military & non-military aircraft, support equip, & propulsion Sys for dev, characterization, testing, & implementation of metallic/ceramic mats, industrial processes. incl organic & inorganic material coatings, plating, & their processes, non-destructive testing & inspection techniques & procedures, composite/non-metallic mats, operational chemicals, corrosion & wear protection technologies.	Compass Sys	N00421-17-D-0018	5 Yrs	\$10M - \$50M	SA IDIQ	SA IDIQ		9-Sep-21	1-Mar-22*	R425	541330	Small Business Set Aside*	
NAVAL TEST WING ATLANTIC (NTWL) Integrated Mission & Avionics T&E Div	5.1	Next Generation NTWL Aircraft Maintenance Services Support/Contractor Logistics Support (CLS)	Tasks include: contractor logistic support; manage & maintain aircraft & test assets; estab reqts for O-Level, limited & D-Level services support; aircraft maint & logistics support on aircraft, Sys & Support equip (SE). May incl conduct/ support T&E & other research/ dev services on FMS, commercial, loaner or leased aircraft. Provide total maint, logistic, & tech support, for Squadron/ activity aircraft, & equip, to meet test (Flight/Ground) schedules	DYNACORP International LLC	N000421-17-C-0033	7 Yrs	> \$750M	CMMARS	CMMARS		19-May-21	2-Mar-22*	J015	488190	CMMARS Task Order Competition	
RAPID CAPABILITY ENG GROUP NAWCAD WOLF	4.11	Rapid Acquisition Prototyping Integration and Development (RAPID)	Tasks include: application of rapid dev & prototyping; sys; integration of product-based solutions in C4&IS, Ship & Air Integrated Warfare Sys (SAIW), Special Comms Mission Sol (SCMS), AT&ALS, ASI & Integrated Command & Control (C2) and Intel Sys for: Sys Accred & Cert, C2 solutions, Aviation Sys Dev & Ops, Shipboard Combat, Embankable, & Airborne Mission Sys.	N/A - New Requirement	N/A - New Requirement	5 Yrs	> \$100M	MA IDIQ	MA IDIQ		10-Sep-20	4-Mar-22*	DG01	541330	Pool 1 Small Business Set Aside / Pool 2-6 Unrestricted	
NAVAL TEST WING ATLANTIC (NTWL) T&E Program Leadership Div	5.1	Test and Eval Program and Leadership (TEPL) Follow On	Follow on effort for AIR-5.1 ISEET Contract (N00421-17-C-0049) Support NTWL, the T & E Program Leadership (TEPL) Div. supports T&E Functional Teams that perform Navy & Customer Agency platforms, sys, & subsys T&E. Div. personnel manage & staff T&E efforts & responsible for design, docs, planning, scheduling, tracking & maintaining T&E processes, identification of critical prgm test elements, ensuring eng veracity of test data, definition of functional reqts for future test facilities, equip & instrumentation reqts.	AVIAN inc.	N00421-17-C-0049	10 Yrs	> \$100M	C-Type	C-Type		8-Jun-21	8-Mar-22*	R425	541715	Small Business Set Aside	
RAPID CAPABILITY ENG GROUP NAWCAD WOLF Combat Integration & Identification Sys Div	4.11.2	Combat Identification & Identification Sys (C4&IDS) Management Support Services	Provides professional & mgmt support services for the C4&IDS Div.'s projects. Tasking includes: prgm mgmt, financial mgmt, administration & operations support services to accomplish the mission objectives assigned to C4&IDS.	PSI Pax, Inc.	N00421-17-D-0002	5 Yrs	\$10M - \$50M	SeaPort	SeaPort		29-Jul-21	11-Mar-22*	R799	541330	Small Business Set Aside	
RAPID CAPABILITY ENG GROUP NAWCAD WOLF Airborne System Integration Div	4.11	Airborne Sys Integration Management Support (ASIMS)	Provides project management support, organizational management support, acquisition support, and cybersecurity support.	N/A - New Requirement	N/A - New Requirement	5 Yrs	\$10M - \$50M	SeaPort	SeaPort		12-Oct-21	FY22 QTR3*	R799	541330	Small Business Set Aside	



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# Top FY21 NAICS for NAWCAD Lakehurst

TOP 10 NAICS within NAWCAD LAKEHURST for FY21		
NAICS	NAICS Description	Obligations
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 505,536,494
334519	OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING	\$ 165,706,450
541330	ENGINEERING SERVICES	\$ 148,185,942
332994	SMALL ARMS, ORDNANCE, AND ORDNANCE ACCESSORIES MANUFACTURING	\$ 92,218,020
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 67,932,270
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$ 65,103,567
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 54,344,932
541519	OTHER COMPUTER RELATED SERVICES	\$ 41,349,003
334111	ELECTRONIC COMPUTER MANUFACTURING	\$ 26,844,228
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 25,296,482

TOP 10 SMALL BUSINESS NAICS within NAWCAD LAKEHURST for FY21		
NAICS	NAICS Description	Obligations
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 491,770,273
541330	ENGINEERING SERVICES	\$ 91,804,006
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$ 39,424,583
541519	OTHER COMPUTER RELATED SERVICES	\$ 36,722,546
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 28,800,265
334111	ELECTRONIC COMPUTER MANUFACTURING	\$ 19,514,077
332312	FABRICATED STRUCTURAL METAL MANUFACTURING	\$ 18,044,146
333924	INDUSTRIAL TRUCK, TRACTOR, TRAILER, AND STACKER MACHINERY MANUFACTURING	\$ 13,428,337
336611	SHIP BUILDING AND REPAIRING	\$ 10,502,212
334519	OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING	\$ 9,702,134



# PTAC

## **Association of Procurement Technical Assistance Centers (PTAC)**

**What are they and how can they help you?**

**PTACs provide a wide range of Government contracting help to small businesses. They can assist you with your SAM registration, certain certifications, marketing your company, researching procurement histories, networking and so much more.**

**They provide workshops and matchmaking events; along with one-on-one counseling tailored to your specific needs.**

**Current workshops include a various range of training such as introduction to Government contracting classes, Small Business certifications, and responding to Request for Proposals/proposal writing to name only a few.**

**You can find them at: <https://www.aptac-us.org/contracting-assistance/>**



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# Top FY21 NAICS for NAWCTSD

TOP 10 NAICS within NAWCTSD for FY21		
NAICS	NAICS Description	Obligations
333318	OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING	\$ 372,595,408
541330	ENGINEERING SERVICES	\$ 312,740,087
336411	AIRCRAFT MANUFACTURING	\$ 63,316,291
611512	FLIGHT TRAINING	\$ 46,267,513
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 31,303,109
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 18,826,030
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 11,507,398
333319	OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING	\$ 8,314,551
561210	FACILITIES SUPPORT SERVICES	\$ 7,757,029
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 7,319,795

TOP 10 SMALL BUSINESS NAICS within NAWCTSD for FY21		
NAICS	NAICS Description	Obligations
541330	ENGINEERING SERVICES	\$ 123,974,597
333318	OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING	\$ 19,928,166
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 17,122,902
561210	FACILITIES SUPPORT SERVICES	\$ 7,757,029
611512	FLIGHT TRAINING	\$ 6,921,752
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 6,294,652
336411	AIRCRAFT MANUFACTURING	\$ 6,078,254
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$ 5,715,803
611430	PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING	\$ 4,900,036
334111	ELECTRONIC COMPUTER MANUFACTURING	\$ 3,716,643



# Outreach Events

**Team Orlando Central Florida Tech Grove Juice Bar events** – hybrid event held the 2nd Wed of each month 1330-1430 EST (Connect on LinkedIn to see announcements)

**NAWCTSD's PALT** – bi-monthly hybrid event [NAWCTSD PALT Info & Registration](#)

**MACOM Meet the Buyer – 25 Aug 2022** - [MACOM Registration Gateway](#)

**2022 National HUBZone Conference – 1 Sep 2022 (in person) & 14 Sep 2022 (virtual)** - [National HUBZone Conference 2022](#)

**Department of Navy Gold Coast – 6-8 Sep 2022** - [DON Gold Coast Small Business Procurement Event 2022](#)

**NAWCWD Industry Day (CCAP) Event - 9 & 10 Nov 2022** [California CCAP Industry Days Expo | Military Contracting Opportunities and 2022 Contracting Forecasts \(ccapexpo.com\)](#)

**Interservice/Industry Training, Simulation and Education Conference – 28 Nov – 2 Dec 2022** [I/ITSEC Homepage \(iitsec.org\)](#)



# NAWCWD China Lake/Point Mugu OSBP Professional

## ***NAWC Weapons Division- China Lake/Point Mugu UIC N68936***

**Deputy Director**

**Email: [nawc wd.osbp@us.navy.mil](mailto:nawc wd.osbp@us.navy.mil)**

**Phone: (760) 939-2712**





# Top FY21 NAICS for NAWCWD

TOP 10 NAICS within NAWCWD for FY21		
NAICS	NAICS Description	Obligations
336411	AIRCRAFT MANUFACTURING	\$ 303,830,201
541330	ENGINEERING SERVICES	\$ 194,719,061
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 61,414,721
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 50,566,759
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 50,370,379
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 38,398,446
334519	OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING	\$ 28,209,646
333618	OTHER ENGINE EQUIPMENT MANUFACTURING	\$ 26,012,923
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$ 16,509,243
334515	INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS	\$ 10,797,601

TOP 10 SMALL BUSINESS NAICS within NAWCWD for FY21		
NAICS	NAICS Description	Obligations
336411	AIRCRAFT MANUFACTURING	\$ 83,462,463
541330	ENGINEERING SERVICES	\$ 54,977,562
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$ 24,124,258
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 17,794,038
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$ 11,547,628
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$ 8,938,058
541713	RESEARCH AND DEVELOPMENT IN NANOTECHNOLOGY	\$ 8,114,164
334111	ELECTRONIC COMPUTER MANUFACTURING	\$ 5,990,772
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 5,131,898
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$ 4,875,382



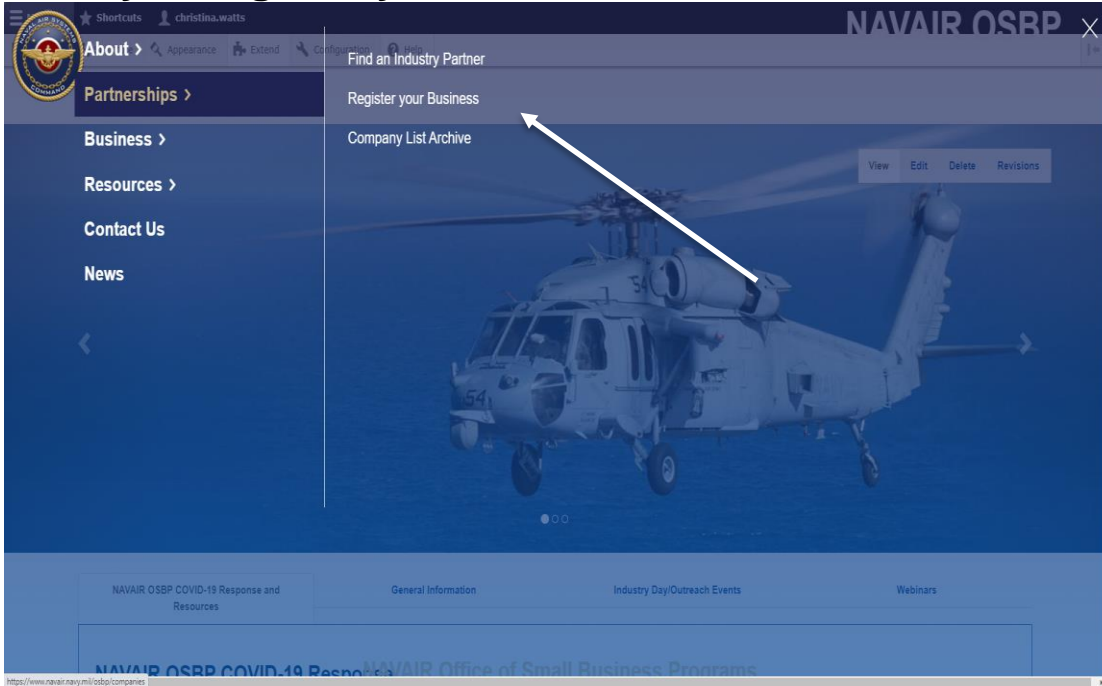
# SAM and other sites

- Set up your SAM profile appropriately (affects the DSBS profile).
- Set up your DSBS profile to include "Capabilities Narrative" and "Keywords."
- Register Your Small Business on the NAVAIR OSBP Website - [www.navair.navy.mil/osbp](http://www.navair.navy.mil/osbp)



# Register your Business

## Did you register your business on our website?



### Create Company

Home » Add content

**Firm Name \***

**Website \***

- Enter your company website address
- Start typing the title of a piece of content to select it. You can also enter an internal path such as `/node/add` or an external URL such as `http://example.com`. Enter `<front>` to link to the front page. Enter `<nolink>` to display link text only. Enter `<button>` to display keyboard-accessible link text only.

**▼ ADDRESS \***

**Street address \***


**City \*** **State \*** **Zip code \***

- Business Categories \***
- (s/a)
  - Higher Education Institution
  - HUBzone Small Business
  - Large Business
  - Service Disabled Veteran Owned Small Business
  - Small Business
  - Small Disadvantaged Business
  - Veteran Owned Small Business
  - Woman Owned Small Business
- Start typing to display categories. Select all categories that apply.

[Show row weights](#)

#### NAICS CODES \*

+

+

+

+

+

Enter up to 5 NAICS codes

#### Description

**B I U S** **Text Editor** **Format** **Source**

Enter a description of your company

[About text formats](#)

**Contact Name \***

**Phone \***

Enter your phone number and extension (if applicable)

**Fax**

**Email \***



# Company Data Sheet (Company Profile Sheet)

Did you get an email from the [navair.osbp@us.navy.mil](mailto:navair.osbp@us.navy.mil)?

NAVAIR Office of Small Business Program (OSBP)  
Company Profile Sheet

Tracking ID: 2248

**Company Profile**

Company M&T Engines  
Website  Click here to enter text. Year Founded  Click here to enter text. Number of Employees  Click here to enter text.

**CEO Contact Info**  
First Name  Click here to enter text. Last Name  Click here to enter text.  
Title  Click here to enter text. Phone Number  Click here to enter text.  
Email  Click here to enter text.

**Company POC**  
First Name  Click here to enter text. Last Name  Click here to enter text.  
Title  Click here to enter text. Phone Number  Click here to enter text.  
Email  Click here to enter text.

**Main Office**  
Address  Click here to enter text.  
City  Click here to enter text. State  Select a State. Zip Code  Click here to enter text.

**Company Information**  
Company Description  Click here to enter text.  
Facility Clearance Level  Click here to enter text. Number of Personnel Cleared  Click here to enter text.  
DUNS  Click here to enter text. CAGE Code  Click here to enter text.

**SAM CEI**  Click here to enter text.

Data Rights/Proprietary Data		IP Number and Year		Patent Number and Year	
<input type="text"/> Click here to enter text.		<input type="text"/> Number Year		<input type="text"/> Number Year	
DCMA Approved <input type="checkbox"/>	Registered with SBA <input type="checkbox"/>	Registered in SAM <input type="checkbox"/>	Previous NAVAIR Experience <input type="checkbox"/>		

Revenue YTD  \$ Click here to enter text. Avg Annual Revenue  \$ Click here to enter text.

Have you participated in...  
 Capabilities Brief  
 Industry Day  
 Sources Sought  
 Request for Information (RFI)  
 Request for Proposal (RFP)  
 Statement of Work

Partnerships  
 Mentor Protégé Program (DxP)  
 All Small Mentor Protégé Program (SBA)  
 Joint Venture

1

NAVAIR Office of Small Business Program (OSBP)  
Company Profile Sheet

**Capabilities**  
*(See Appendix 1, A&E-100 Issue Description)*

Aviation Systems		Electronic Systems	
1. Choose an item.	1. Choose an item.	1. Choose an item.	1. Choose an item.
2. Choose an item.	2. Choose an item.	2. Choose an item.	2. Choose an item.
3. Choose an item.	3. Choose an item.	3. Choose an item.	3. Choose an item.
4. Choose an item.	4. Choose an item.	4. Choose an item.	4. Choose an item.
5. Choose an item.	5. Choose an item.	5. Choose an item.	5. Choose an item.

Fixed Wing		Missile	
1. Choose an item.	1. Choose an item.	1. Choose an item.	1. Choose an item.
2. Choose an item.	2. Choose an item.	2. Choose an item.	2. Choose an item.
3. Choose an item.	3. Choose an item.	3. Choose an item.	3. Choose an item.
4. Choose an item.	4. Choose an item.	4. Choose an item.	4. Choose an item.
5. Choose an item.	5. Choose an item.	5. Choose an item.	5. Choose an item.

Ordnance		Rotocraft	
1. Choose an item.	1. Choose an item.	1. Choose an item.	1. Choose an item.
2. Choose an item.	2. Choose an item.	2. Choose an item.	2. Choose an item.
3. Choose an item.	3. Choose an item.	3. Choose an item.	3. Choose an item.
4. Choose an item.	4. Choose an item.	4. Choose an item.	4. Choose an item.
5. Choose an item.	5. Choose an item.	5. Choose an item.	5. Choose an item.

**Unmanned Air Systems**  
1. Choose an item.  
2. Choose an item.  
3. Choose an item.  
4. Choose an item.  
5. Choose an item.

**Top 8 NAICS Codes**  
1. Choose an item.  
2. Choose an item.  
3. Choose an item.  
4. Choose an item.  
5. Choose an item.

Technology Certifications		Socio-Economic Category	
<input type="checkbox"/> C/Case	<input type="checkbox"/> Small Business	<input type="checkbox"/> SDB	<input type="checkbox"/> WOSB
<input type="checkbox"/> ASN 9001	<input type="checkbox"/> CED/WOSB	<input type="checkbox"/> VOSB	<input type="checkbox"/> OSD/VOSB
<input type="checkbox"/> ISO 9000	<input type="checkbox"/> CR/CRZone	<input type="checkbox"/> AK/NAIVE	<input type="checkbox"/> Large Business
<input type="checkbox"/> OCM/EI	<input type="checkbox"/> CR(a)	Any Entry Date MM/DD/YYYY	Any Exit/Expiration Date MM/DD/YYYY

Top 10 PSC Codes

2

NAVAIR Office of Small Business Program (OSBP)  
Company Profile Sheet

1. Choose an item.
2. Choose an item.
3. Choose an item.
4. Choose an item.
5. Choose an item.
6. Choose an item.
7. Choose an item.
8. Choose an item.
9. Choose an item.
10. Choose an item.

NAVAIR Office of Small Business Program (OSBP)  
Company Profile Sheet

**Company Contract History**

**Naval Air Systems Command (NAVAIR) Prime Contracts**

Program	Contract Number	Point in Process	Contract Type	SBIR/STTR Phase	Period of Performance	Dollar Range	Description
Choose an item.	<input type="text"/> Click here to enter text.	Choose an item.	Choose an item.	SBIR/STTR <input type="checkbox"/> Phase Choose an item.	MM/DD/YYYY - MM/DD/YYYY	Choose an item.	<input type="text"/> Click here to enter text.
Choose an item.	<input type="text"/> Click here to enter text.	Choose an item.	Choose an item.	SBIR/STTR <input type="checkbox"/> Phase Choose an item.	MM/DD/YYYY - MM/DD/YYYY	Choose an item.	<input type="text"/> Click here to enter text.
Choose an item.	<input type="text"/> Click here to enter text.	Choose an item.	Choose an item.	SBIR/STTR <input type="checkbox"/> Phase Choose an item.	MM/DD/YYYY - MM/DD/YYYY	Choose an item.	<input type="text"/> Click here to enter text.

**Naval Air Systems Command (NAVAIR) Sub Contracts**

**Subcontract History**

Program	Contract Number	Point in Process	Contract Type	SBIR/STTR Phase	Period of Performance	Dollar Range	Description
Choose an item.	<input type="text"/> Click here to enter text.	Choose an item.	Choose an item.	SBIR/STTR <input type="checkbox"/> Phase Choose an item.	MM/DD/YYYY - MM/DD/YYYY	Choose an item.	<input type="text"/> Click here to enter text.
Choose an item.	<input type="text"/> Click here to enter text.	Choose an item.	Choose an item.	SBIR/STTR <input type="checkbox"/> Phase Choose an item.	MM/DD/YYYY - MM/DD/YYYY	Choose an item.	<input type="text"/> Click here to enter text.
Choose an item.	<input type="text"/> Click here to enter text.	Choose an item.	Choose an item.	SBIR/STTR <input type="checkbox"/> Phase Choose an item.	MM/DD/YYYY - MM/DD/YYYY	Choose an item.	<input type="text"/> Click here to enter text.

4

Have you provided us your company's capabilities statement/slick sheet?



# COMFRC OSBP Professional

***Fleet Readiness Centers***

***UIC N68520***

**Deputy Director**

**Email: [comfrc.osbp@us.navy.mil](mailto:comfrc.osbp@us.navy.mil)**

**Phone: (301) 757-8489**







# Top FY21 NAICS for COMFRC

TOP 10 NAICS within FRC (N68520 & N65886) for FY21		
NAICS	NAICS Description	Obligations
541330	ENGINEERING SERVICES	\$ 95,407,646
336411	AIRCRAFT MANUFACTURING	\$ 78,558,689
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 22,606,955
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$ 11,106,159
333517	MACHINE TOOL MANUFACTURING	\$ 10,118,002
333249	OTHER INDUSTRIAL MACHINERY MANUFACTURING	\$ 5,702,559
561210	FACILITIES SUPPORT SERVICES	\$ 3,954,429
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$ 3,872,874
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE	\$ 3,233,230
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$ 2,856,891

TOP 10 SMALL BUSINESS NAICS within FRC (N68520 & N65886) for FY21		
NAICS	NAICS Description	Obligations
541330	ENGINEERING SERVICES	\$ 94,577,578
336411	AIRCRAFT MANUFACTURING	\$ 78,558,689
333517	MACHINE TOOL MANUFACTURING	\$ 10,118,002
561210	FACILITIES SUPPORT SERVICES	\$ 3,935,436
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$ 2,856,891
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$ 2,082,687
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$ 1,376,002
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$ 1,261,853
333249	OTHER INDUSTRIAL MACHINERY MANUFACTURING	\$ 1,061,313
511210	SOFTWARE PUBLISHERS	\$ 759,226



# Market Research

## **KNOW YOUR CUSTOMER**

- **Don't use a generic Capability Statement or line card**
- **Should be tailored to the customer you're meeting with**
- **Should highlight what you've done in the past**
- **Include any special technology or processes that you know the customer needs**



# Market Research Sources

Government Systems	
Federal Procurement Data System-Next Generation (FPDS-NG)	<a href="https://www.fpds.gov">https://www.fpds.gov</a>
<b>Dynamic Small Business Search (DSBS)</b>	<a href="https://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm">https://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm</a>
<b>System for Award Management (SAM)</b> - RFIs & SSNs	<a href="https://sam.gov/portal/public/SAM/">https://sam.gov/portal/public/SAM/</a>
General Services Administration (GSA) Schedules (Gov't-wide acquisition contracts (GWAC))	<a href="https://www.gsa.gov/portal/category/100000">https://www.gsa.gov/portal/category/100000</a>
Government Organizations	
Procurement Technical Assistance Centers (PTAC)	<a href="http://www.dla.mil/smallbusiness/pages/ptap.aspx">http://www.dla.mil/smallbusiness/pages/ptap.aspx</a>
Small Business Development Centers (SBDCs)	<a href="https://www.sba.gov/tools/local-assistance/sbdc">https://www.sba.gov/tools/local-assistance/sbdc</a>
Chambers of Commerce	<a href="https://uschamber.com">https://uschamber.com</a>
Small Business Administration(SBA): 8(a), HUBZONES, WOSBs, SDBs, SDVOSB	Veterans Administration (VA) – SDVOSB and VOSBs
Small Business Innovation Research (SBIR)/Small Business Technology Transfer Research (STTR) –	<a href="http://www.navysbirsearch.com">www.navysbirsearch.com</a>

Other sources		
Internet and Print	Industry Organizations	Industry Days. Pre-Solicitation Conferences
SB Development Orgs/Center	Veterans Services Orgs	Results from searches for similar requirements
Catalogs and product literature Published price lists	Conferences / Associations Expos and Shows	Technical, scientific, business publications Trade Magazines and newspapers



# Now What?

- **Once you have done your market research**
- **Registered your business**
- **Filled out your Company Profile Sheet**
- **Sent over your capabilities statement/slick sheet**
- **Now you are ready to set up your one-on-one meeting with the NAVAIR OSBP team.**
- **Reach out to our Small Business Liaison Officer to schedule your meeting**  
**[Navair.osbp@us.navy.mil](mailto:Navair.osbp@us.navy.mil)**
- **These meetings and time slots fill up fast so if you haven't done so already act now and schedule your Industry One-on-One Meeting**