



# ***Doing Business With The Navy***

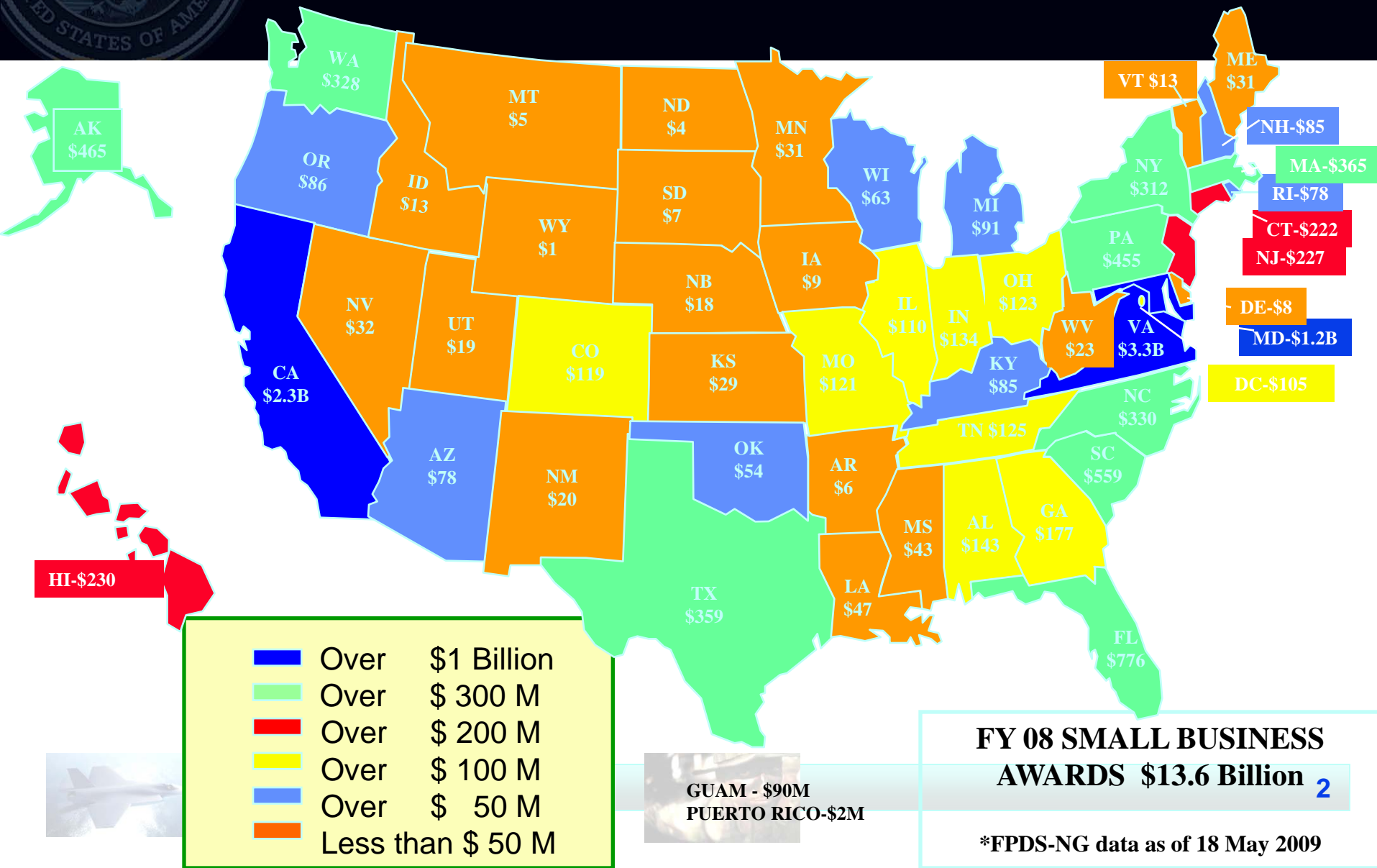


**RDML Seán F. Crean, SC, USN**  
**Deputy Assistant Secretary of the Navy**  
**May 29, 2009**





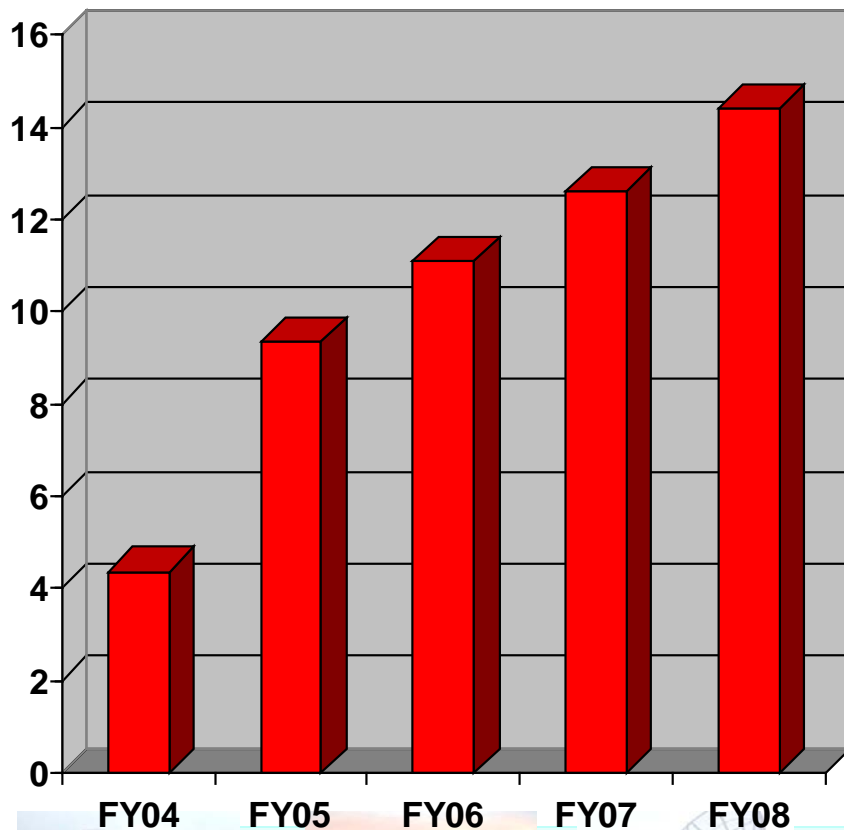
# US NAVY Small Business Awards



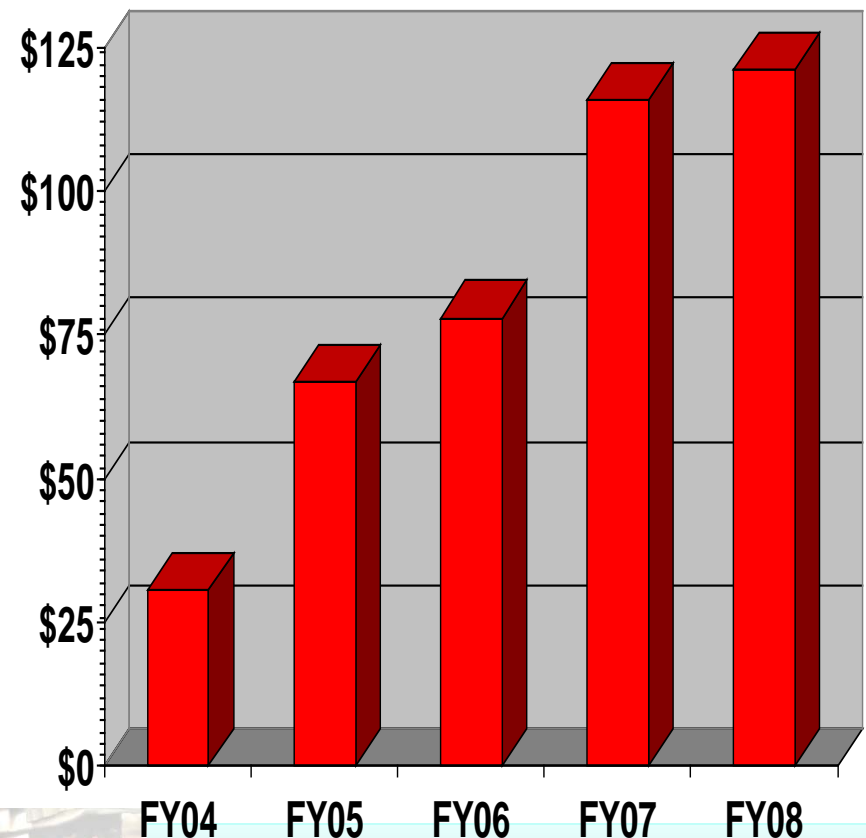


# DoN Small Business Contracts in Missouri

No. Awarded in Hundreds



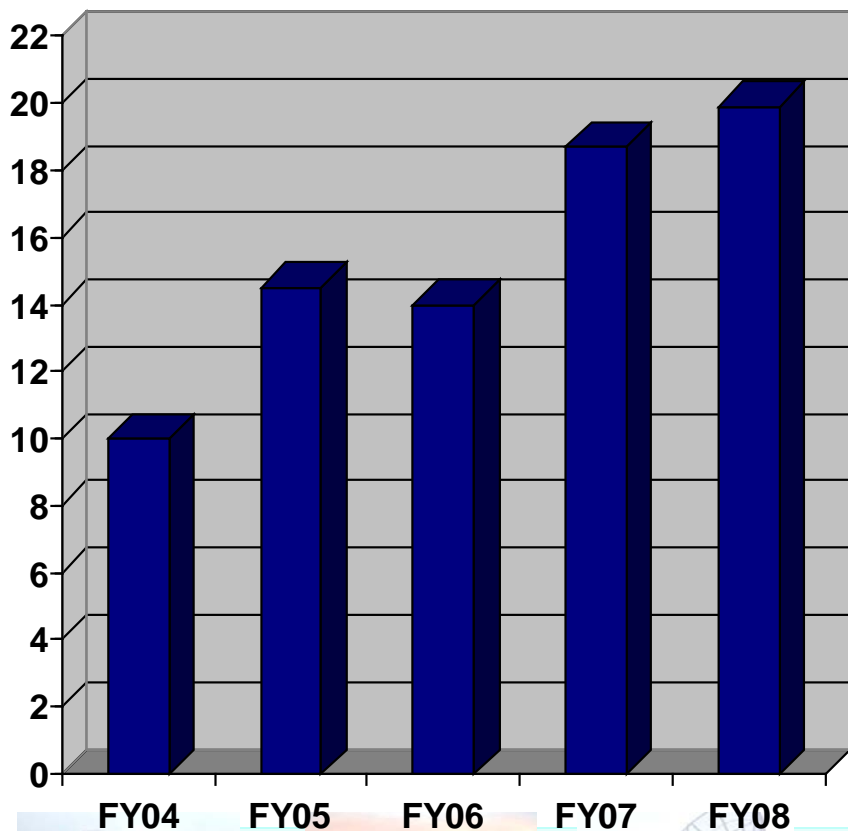
\$ Value in Millions



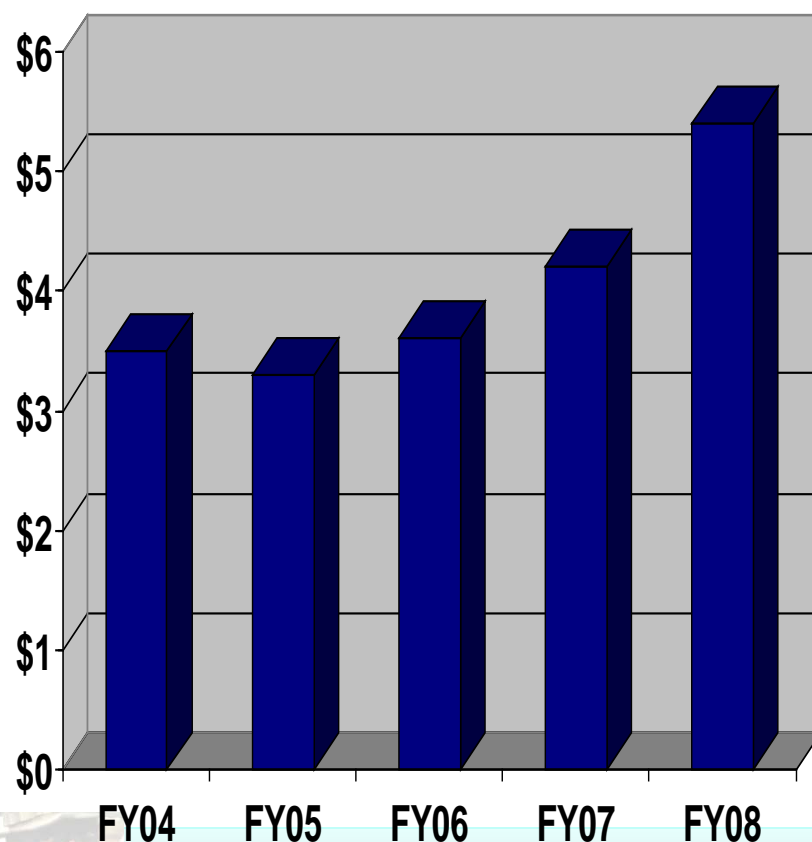


# DoN Other Than Small Business Contracts in Missouri

No. Awarded in Hundreds



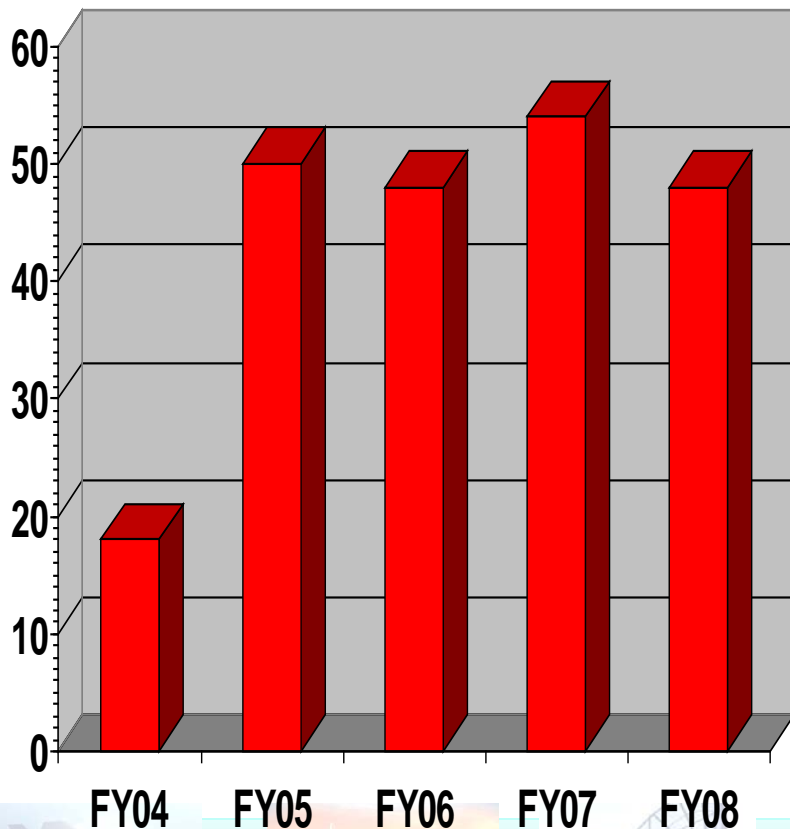
\$ Value in Billions



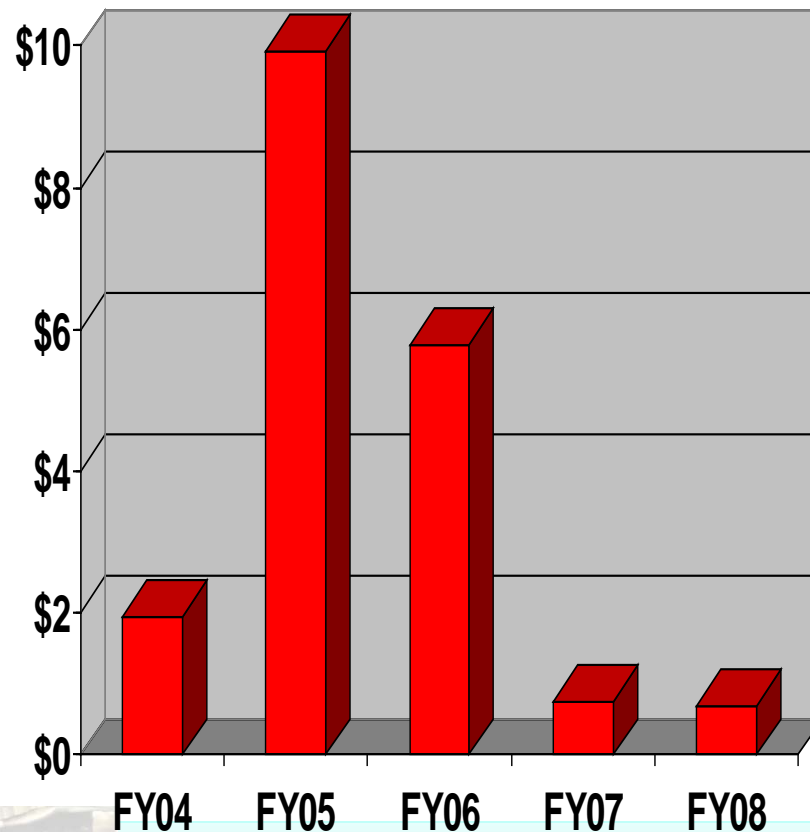


# DoN Small Business Contracts in Missouri, District 4

No. Awarded in Tens



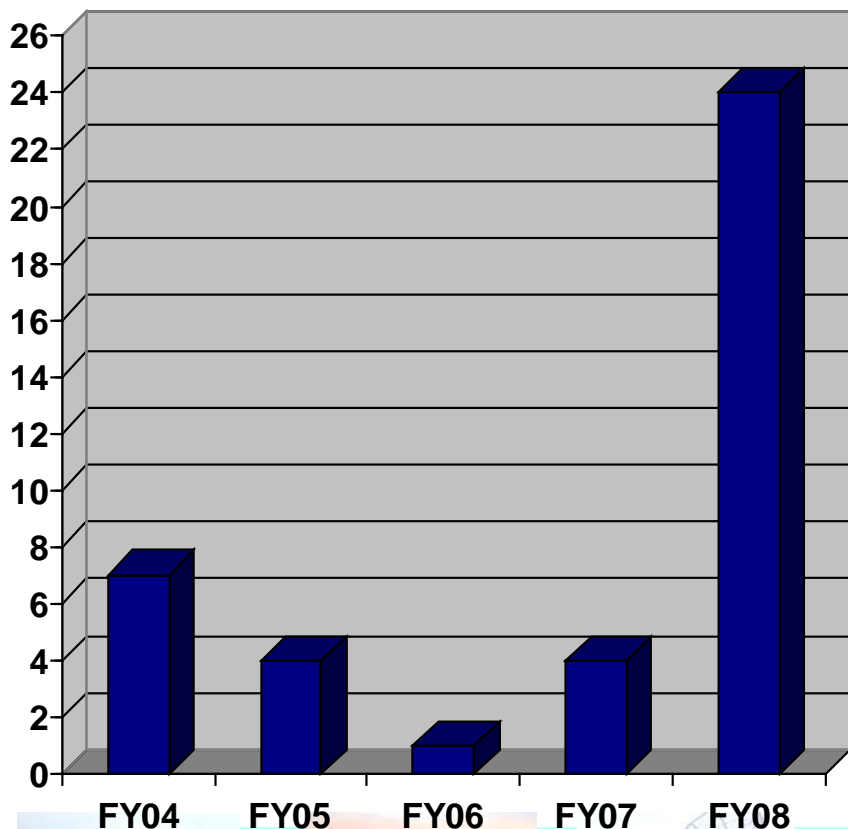
\$ Value in Millions



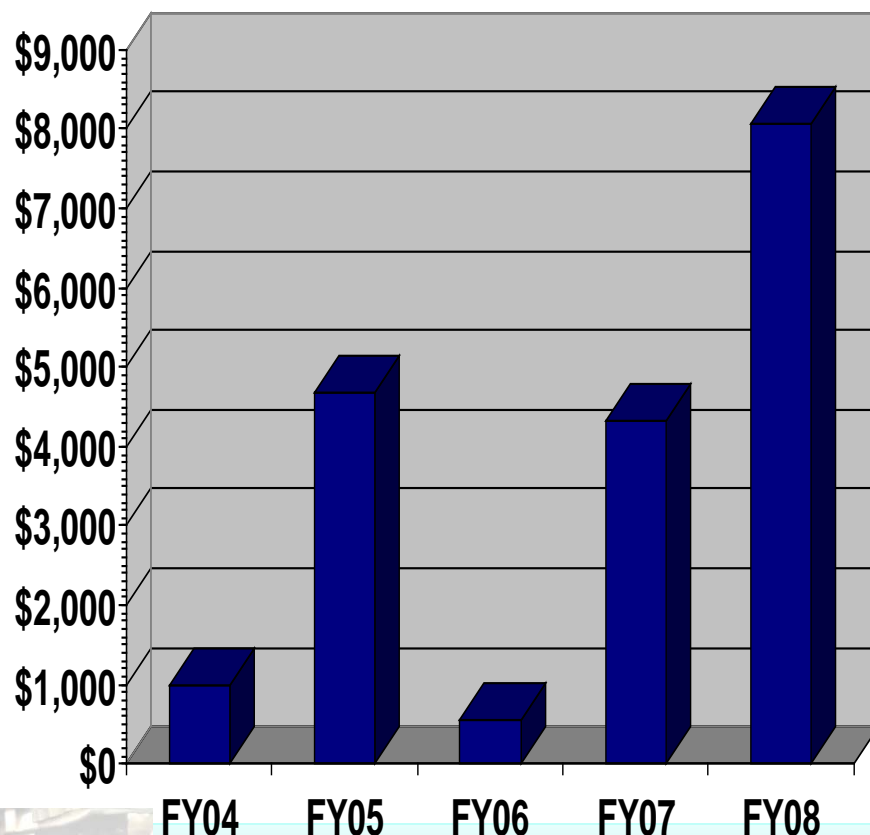


# DoN Other Than Small Business Contracts in Missouri, District 4

No. Awarded in Ones



\$ Value in Thousands





# DoN Top Ten Businesses in Missouri, District 4

## OTHER THAN SMALL BUSINESS

ENERSYS ENERGY PRODUCTS INC	\$8,044,115
CITY OF BELTON (0136)	\$26,460
ODOMS BUGS B GONE INC	\$800



## SMALL BUSINESS

MILITARY WASTE MANAGEMENT, INC	\$215,205
R & R LIMITED	\$153,494
MIDWEST LAKE MANAGEMENT, INC	\$59,585
DENLIN INVESTMENTS, INC	\$59,065
MR LONGARM INC	\$39,999
AERO EXPRESS, INC	\$30,928
SURF N TURF POWER SPORTS	\$29,892
METRO CROWN INTERNATIONAL, INC	\$28,267
SPURCLEANERS INC	\$26,584
MCR CONSULTANTS	\$24,971



# DoN Top 15 NAICS Procured in FY 2008

336411	AIRCRAFT MANUFACTURING	\$15,048,813,250
541330	ENGINEERING SERVICES	\$13,697,393,487
336611	SHIP BUILDING AND REPAIRING	\$12,330,889,243
336992	MILITARY ARMORED VEHICLE, TANK, AND TANK COMPONENT MANUFACTURING	\$8,605,084,785
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$4,239,561,826
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$3,236,821,713
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$3,175,526,398
541710	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES	\$2,568,267,600
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$2,215,136,642
541519	OTHER COMPUTER RELATED SERVICES	\$2,144,097,724
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$1,762,881,338
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$1,762,697,380
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$1,322,536,407
561210	FACILITIES SUPPORT SERVICES	\$1,007,922,534
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$870,902,487





# DoN Top 15 NAICS in Missouri FY 2008

336411	<b>AIRCRAFT MANUFACTURING</b>	\$3,767,001,506
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$699,523,984
541330	<b>ENGINEERING SERVICES</b>	\$227,611,303
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$196,612,031
541710	<b>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES</b>	\$101,759,074
336411	AIRCRAFT MANUFACTURING	\$95,328,242
517110	WIRED TELECOMMUNICATIONS CARRIERS	\$67,348,421
333319	OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING	\$57,466,063
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$40,535,640
334515	INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS	\$35,889,909
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$32,092,602
333319	OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING	\$31,450,000
315228	MEN'S AND BOYS' CUT AND SEW OTHER OUTERWEAR MANUFACTURING	\$29,356,931
334290	OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING	\$26,449,379
541519	<b>OTHER COMPUTER RELATED SERVICES</b>	\$18,889,424





# DoN Top 15 NAICS in Missouri, District 4

335911	STORAGE BATTERY MANUFACTURING	\$7,995,679
562111	SOLID WASTE COLLECTION	\$215,205
327999	ALL OTHER MISCELLANEOUS NONMETALLIC MINERAL PRODUCT MANUFACTURING	\$67,320
441222	BOAT DEALERS	\$59,065
333913	MEASURING AND DISPENSING PUMP MANUFACTURING	\$50,950
541330	ENGINEERING SERVICES	\$48,436
423510	METAL SERVICE CENTERS AND OTHER METAL MERCHANT WHOLESALERS	\$39,999
325998	ALL OTHER MISCELLANEOUS CHEMICAL PRODUCT AND PREPARATION MANUFACTURING	\$35,224
334515	INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS	\$30,928
444210	OUTDOOR POWER EQUIPMENT STORES	\$29,892
336340	MOTOR VEHICLE BRAKE SYSTEM MANUFACTURING	\$28,267
314999	ALL OTHER MISCELLANEOUS TEXTILE PRODUCT MILLS	\$26,584
812990	ALL OTHER PERSONAL SERVICES	\$26,460
336611	SHIP BUILDING AND REPAIRING	\$24,971
332431	METAL CAN MANUFACTURING	\$7,440





# Major Commands

<b>Naval Supply Systems Command</b> 703-604-1857	<b>70% of Navy buys</b>
<b>Naval Sea Systems Command</b> 202- 781-3965	<b>Shipbuilding</b>
<b>Naval Air Systems Command</b> 301-757-9044	<b>Aviation</b>
<b>Space and Naval Warfare Systems Command</b> 619-524-7701	<b>Technology / Communications</b>
<b>U.S. Marine Corps</b> (Installations and Logistics, Marine Corps Systems Command 703-432-3946	<b>Ground Equipment</b>
<b>Office of Naval Research</b> 703-696-4511	<b>R&amp;D (SBIR)</b>
<b>Military Sealift Command</b> 717-605-3575	<b>Ocean Transportation</b>
<b>Strategic Systems Programs</b> 703-601-9602	<b>Undersea Systems</b>
<b>Naval Facilities Engineering Command</b> 202-685-9129	<b>Construction</b>

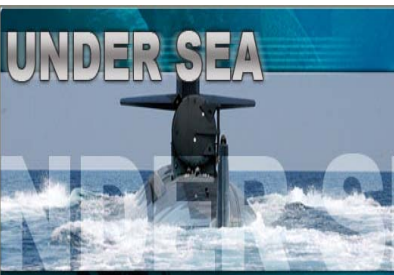


# Office of Small Business Programs

<http://www.donhq.navy.mil/OSBP/>



The Department of the Navy embraces a culture that recognizes the critical role of small business in supporting our objective to “Building the Navy – Marine Corps Force for tomorrow.” The Department of the Navy has a decentralized procurement structure that purchased approximately \$95.7 billion in goods and services during Fiscal Year 2008. Each of the Department’s Contracting Commands is responsible to acquire the goods and services to fulfill its mission to support the Department of the Navy at sea, in the air, or on land. Each Contracting Command has a Director of Small Business that serves as the focal point for small business procurement opportunities





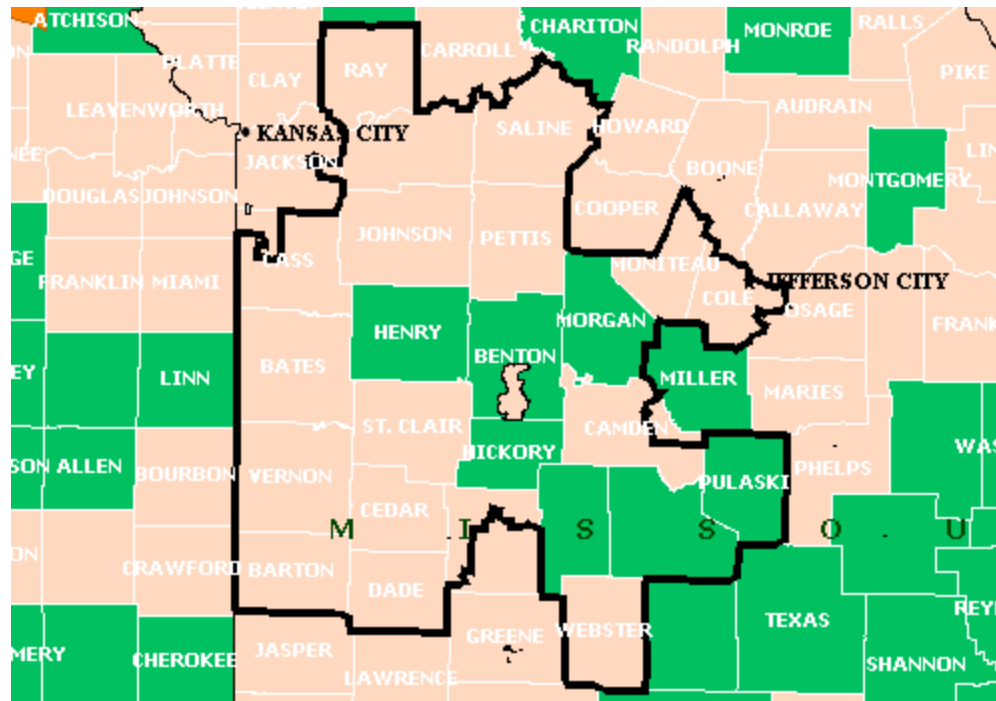
# ***Small Business Emphasis Programs***

- **Small Business Innovation Research (SBIR)**
- **Women-owned Small Business Program**
- **HubZones**
- **HBCU and other Minority Institutions Program**
- **Service Disabled Veteran Owned Small Business Program**
- **Mentor-Protégé**
- **Small Disadvantaged Business**
  - ❑ **<http://app.vetbiz.gov/>**
  - ❑ **[www.sba.gov/vets/procurement/procurement-pref.pdf](http://www.sba.gov/vets/procurement/procurement-pref.pdf)**





## 4<sup>th</sup> District HUBZones



**HUBZone Program: Provides Federal contracting assistance to qualified small business concerns located in historically under-utilized business zones.**





# Area Procurement Technical Assistance Centers



## U.S. Small Business Administration Procurement Center Representative

(PCR, CMR & COC SPECIALIST) U.S.  
Small Business Administration  
Procurement Center Representative U.S.  
General Services Administration Room  
#1161  
Office Symbol 6ADB 1500  
East Bannister Rd.  
Kansas City, MO - 64131-1799  
Tel. (816) 823-1722

## Missouri Procurement Technical Asst CTR

<http://www.missouribusiness.net/ptac>

410 South Sixth Street , 200 EBN

Columbia, MO 65211

Phone: (573) 882-8058

Program Headquarters - Program Director

Phone: (573) 882-3597



<http://www.aptac-us.org/new/>

NAVFAC: [For Businesses:](#) [Small Business:](#) [NAVFAC Achievements](#)

[NAVFAC Small Business Programs](#)

[NAVFAC Small Business Contacts](#)

[NAVFAC Achievements](#)

[Opportunities](#)

[Small Business Directories](#)

[Contracting Guidelines](#)

[Events Calendar](#)

## Small Business



### NAVFAC Achievements

#### NAVFAC SMALL BUSINESS ACHIEVEMENTS

This chart represents data from FPDS-NG of 6 April 2009 depicting NAVFAC Small Business Prime Contract award goals (targets) and actual achievements for Fiscal Years 07, 08, and 09-to date.

US Prime Awards	FY07 (Goal = \$7.2B)		FY08 (Goal = \$8.6B)		FY09 (Goal = \$2.3B) To date	
	Target	Actual	Target	Actual	Target	Actual
Small Business (SB)	40.6%	40.35%	41.03%	35.48%	41.42%	34.67%
HUBZone	8.29%	11.37%	8.68%	9.99%	9.09%	9.99%
SDVO(Veteran-Owned) SB	.61%	1.08%	3.0%	2.16%	3.0%	1.72%
Small Disadvantaged Bus.	18.8%	23.90%	19.0%	22.38%	19.18%	22.51%
Woman Owned SB	6.9%	6.46%	7.19%	5.99%	7.53%	7.36%



# ***American Recovery and Re-investment Act of 2009 (Recovery Act)***

- **FIVE INTERIM FAR RULES PUBLISHED ON MARCH 31, 2009**
  - **Buy American Requirements for Construction Materials (FAR Case 2009-008)**
  - **Reporting Requirements (FAR Case 2009-009)**
  - **Publicizing Contract Actions (FAR Case 2009-010)**
  - **General Accountability Office / Inspector General Access (FAR Case 2009-011)**
  - **Whistleblower Protections (FAR Case 2009-012)**
- **WRITTEN COMMENTS ON THE RULES DUE BY JUNE 1, 2009**





# Recovery Act

- TOTAL DEPARTMENT OF DEFENSE FUNDS APPROPRIATED – \$7.4B
- TOTAL NAVY FUNDING – \$1.2B
- NAVY RECOVERY ACT PROJECT SUMMARY
  - **Military Construction and Family Housing Construction – \$280M (Navy and Marine Corps)**
  - **Facilities Sustainment, Restoration and Modernization Projects (including Family Housing O&M) – \$866M**
  - **Research and Development – \$75M**





# Area DoD Small Business Representatives

## Marine Corps

Small Business Specialist  
Phone: 816-843-3710

## Air Force

Small Business Specialist  
Phone: 660-687-3641

## Army

Small Business Specialist  
Phone: 573-596-0264

“10 Step Guide to Doing Business with the Navy”

<http://www.donhq.navy.mil/OSBP/marketing/>





# *How To Market Your Business*

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About  
Special Programs**
- **Seek Assistance**





# Contracting Opportunities

- **Prime Contracting**
  - Contracts: [www.fbo.gov](http://www.fbo.gov)
  - Grants: [www.grants.gov](http://www.grants.gov)
  - Federal Supply Schedules: [www.gsa.gov](http://www.gsa.gov) (purchasing programs)
- **Subcontracting**
  - A list of all major DOD prime contractors by state with a point of contact for each firm:
    - [www.acq.osd.mil/osbp/doing\\_business/index.htm](http://www.acq.osd.mil/osbp/doing_business/index.htm)
  - SBA's Subcontracting Network:
    - <http://web.sba.gov/subnet>





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**Our Mission:** *To provide weapons, systems and platforms for the men and women of the Navy/Marine Corps that support their missions and give them a technological edge over our adversaries.*

*Office of the Assistant Secretary of the Navy (Research, Development and Acquisition)  
1000 Navy Pentagon, Washington, DC 20350-1000*

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<http://www.acquisition.navy.mil/>