

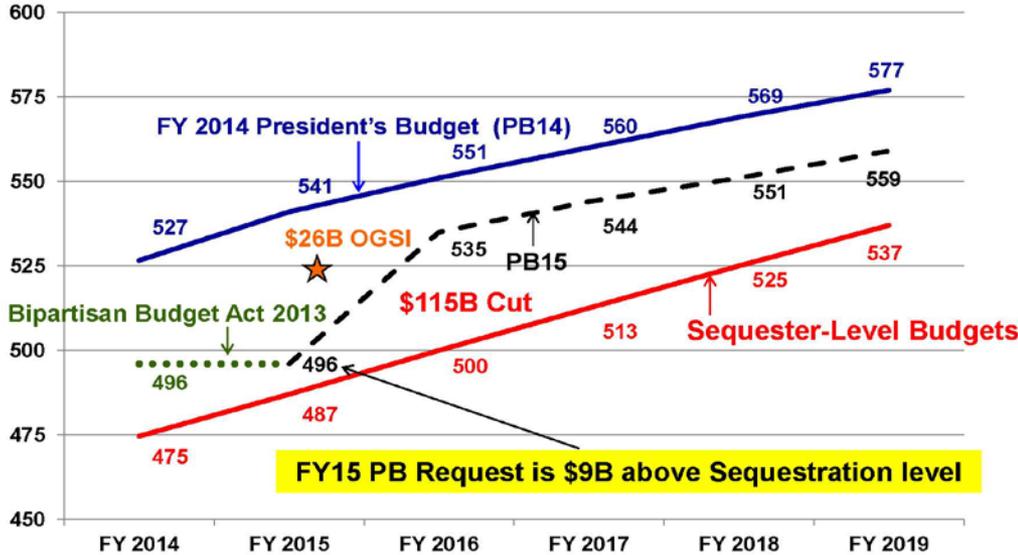


Space and Naval Warfare Systems Center Atlantic

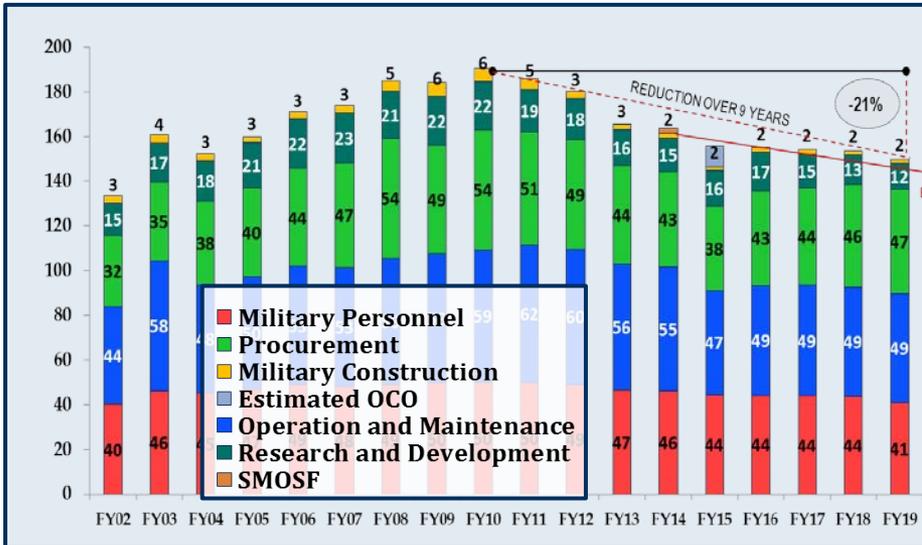
SSC Atlantic Small Business and
Industry Outreach Initiative
Thirty-fourth Symposium
20 November 2014

Mr. Steve Dunn
SSC Atlantic
Executive Director

Defense Budget: Pressures and Choices



- ▼ FY14 -\$10.6B BBA
- ▼ FY16 SEQUESTRATION
 - -\$15B @ \$160B DON



DON Topline FY 2002-2019 (CY 2014)

FY15

O&M: \$1.0B

Investment: \$12.0B

SCN - No qty change

APN -39 a/c

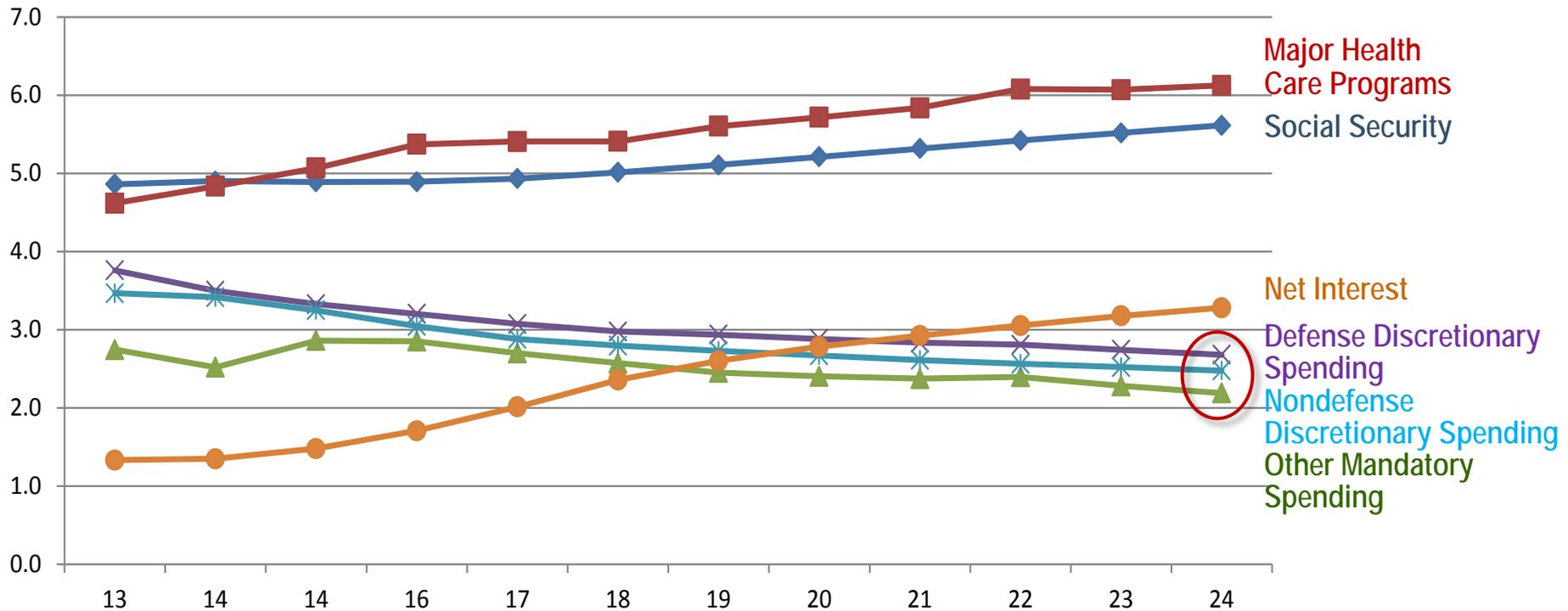
- 12 P-8
- 4 F-35C
- 3 E-2D
- 2 MH-60R
- 1 AH-1Z
- 1 KC-130J
- 7 VTUAV
- 4 RQ-4
- 5 STUAS

WPN - 992 weapons

PB15:
 Hard Choices;
 Innovative Approaches;
 Balancing Risk

U.S. Fiscal Pressures

Projected Spending in Major Budget Categories (% of GDP)



Deficits, interest payments, and entitlement spending are resulting in downward pressure to defense budgets



FY 14 TOA by Top Customer

SSC Atlantic FY15 Budget

SSC Atlantic TOA

EOFY 14		
	Top 5 Sponsors	\$M
1	SPAWAR & PEOs	\$908.2
2	MARCORSYSCOM	\$461.1
3	NAVSEA & PEOs	\$270.0
4	TRICARE Mgmt Activity	\$172.5
5	USSOCOM	\$146.2
% of Total TOA		52%

SSC Atlantic FTE

EOFY 14		
	Top 5 Sponsors	FTE
1	SPAWAR & PEOs	1,046.3
2	MARCORSYSCOM	398.4
3	NAVSEA & PEOs	252.4
4	USSOCOM	104.6
5	NAVAIR & PEOs	94.0
% of Total FTEs		63%

SSC Atlantic FY15 Budget: \$4.1B / 3,596 FTE

SSC Atlantic Success with Small Business: Distribution of Small Business Dollars



SSC Atlantic (30 September 2014)	Goal	Achieved	Obligated
Small Business Prime	29.81%	33.46%	\$740,306,217
Small Disadvantaged Business	12.18%	15.06%	\$333,071,457
Women Owned Small Business	4.06%	10.87%	\$240,475,505
HUBZone Small Business	1.48%	4.42%	\$197,857,882
Service Disabled Veteran Owned Small Business	2.43%	4.30%	\$95,054,547

Small Business a Critical Enabler

Contract Improvement Initiatives

2.0 update

- ▼ TO Process Refinement/Training
 - Number of First Pass Yield Failures
 - TOPQTEC Training
- ▼ Metrics for End-to-End Contract Process at Task Order Level
 - Project Procurement Strategy to Award
- ▼ Project Procurement Strategy
 - Project Procurement Strategy Meetings
- ▼ Procurement Action Lead Time
 - MAC TO (Internal) Median Lead Time
 - MAC DO (Internal) Median Lead Time
 - SAP Median Lead Time

Task Order Forecasting for Industry



e-Commerce

- ▼ Advance notification: Task Orders identified during PPSMs
- ▼ Advance notification: Task Orders WIP (pre-RFP, RFP issued, RFP closed/award phase)



- ▼ Advanced Notification and/or Market Survey for MAC Services
- ▼ RFP released

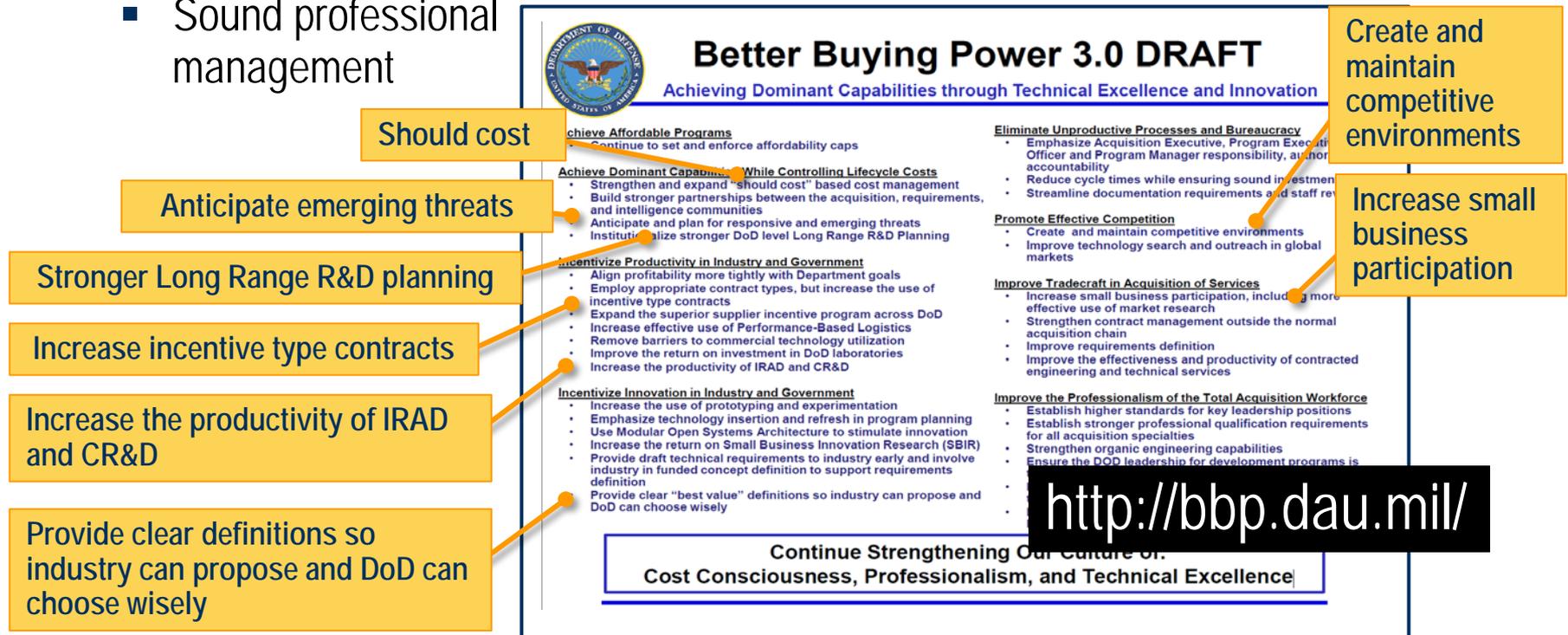
Better Buying Power 3.0

Achieving Dominant Capabilities through Technical Excellence and Innovation

▼ Continuation of earlier versions of BBP focus on

- Controlling costs
- Critical thinking
- Sound professional management

▼ 3.0 adds emphasis toward achieving dominant capabilities through innovation and technical excellence



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

Achieve Affordable Programs

- Continue to set and enforce affordability caps

Achieve Dominant Capabilities While Controlling Lifecycle Costs

- Strengthen and expand "should cost" based cost management
- Build stronger partnerships between the acquisition, requirements, and intelligence communities
- Anticipate and plan for responsive and emerging threats
- Institutionalize stronger DoD level Long Range R&D Planning

Incentivize Productivity in Industry and Government

- Align profitability more tightly with Department goals
- Employ appropriate contract types, but increase the use of incentive type contracts
- Expand the superior supplier incentive program across DoD
- Increase effective use of Performance-Based Logistics
- Remove barriers to commercial technology utilization
- Improve the return on investment in DoD laboratories
- Increase the productivity of IRAD and CR&D

Incentivize Innovation in Industry and Government

- Increase the use of prototyping and experimentation
- Emphasize technology insertion and refresh in program planning
- Use Modular Open Systems Architecture to stimulate innovation
- Increase the return on Small Business Innovation Research (SBIR)
- Provide draft technical requirements to industry early and involve industry in funded concept definition to support requirements definition
- Provide clear "best value" definitions so industry can propose and DoD can choose wisely

Eliminate Unproductive Processes and Bureaucracy

- Emphasize Acquisition Executive, Program Executive Officer and Program Manager responsibility, and accountability
- Reduce cycle times while ensuring sound investment
- Streamline documentation requirements and staff requirements

Promote Effective Competition

- Create and maintain competitive environments
- Improve technology search and outreach in global markets

Improve Tradecraft in Acquisition of Services

- Increase small business participation, including more effective use of market research
- Strengthen contract management outside the normal acquisition chain
- Improve requirements definition
- Improve the effectiveness and productivity of contracted engineering and technical services

Improve the Professionalism of the Total Acquisition Workforce

- Establish higher standards for key leadership positions
- Establish stronger professional qualification requirements for all acquisition specialties
- Strengthen organic engineering capabilities
- Ensure the DoD leadership for development programs is

Callout Boxes:

- Should cost
- Anticipate emerging threats
- Stronger Long Range R&D planning
- Increase incentive type contracts
- Increase the productivity of IRAD and CR&D
- Provide clear definitions so industry can propose and DoD can choose wisely
- Create and maintain competitive environments
- Increase small business participation
- <http://bbp.dau.mil/>

Bottom Section:

Continue Strengthening Our Culture of
Cost Consciousness, Professionalism, and Technical Excellence



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>