Small Business Opportunities with the Naval Air Systems Command

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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.

Focus Areas:

- Increase speed to the fleet ...
- Deliver integrated and interoperable warfighting capabilities...
- Improve affordability...
NAVAIR Business Fiscal Year 2012

~$37.4 billion/year
~35,000 People (Civ/Mil/Ktr)
8 Primary Sites
~90 ACAT Programs
~200 New Aircraft Deliveries
~550 Aircraft Repairs
~3,900 Aircraft Supported
~100 Type/Model/Series
Full Life-Cycle Management

FUTURE CAPABILITIES

- MATERIEL SOLUTION ANALYSIS
- TECHNOLOGY DEVELOPMENT
- ENGINEERING AND MANUFACTURING DEVELOPMENT
- PRODUCTION & DEPLOYMENT

CURRENT READINESS

- HEADQUARTERS/PEOs
- WARFARE CENTERS
- DEPOT/INDUSTRIAL SITES (FLEET READINESS CENTERS)

CORE FUNCTIONS/PROCESSES

ACQUISITION MANAGEMENT
Perform Acquisition Management for the development, production and in-service support of aircraft and weapons systems

S&T, R&D, HARDWARE, SOFTWARE PRODUCTS, DESIGN
Conduct efforts focused on the advancement of science and technology, research & development and delivery of hardware/software products

IN-SERVICE ENGINEERING & LOGISTICS SUPPORT
Analyze system data, determine/implement corrective actions to sustain in-service systems and to ensure safety, affordability and availability; perform engineering investigations and engineering change proposals

TEST & EVALUATION
Test and evaluate aircraft, weapons and integrated systems; advance science and technology for T&E

REPAIR & MODIFICATION
Provide for the repair and/or modification of aircraft, engines, systems and components

COMMAND MANAGEMENT AND SUPPORT OPERATIONS
Develop/maintain competency policies, procedures and support services; facilitate effective use of infrastructure, security, legal, financial, management, personnel and information resources
FY12 Small Business Prime Contracts
Total NAVAIR = $1.7B
Long-Range Acquisition Forecast

Forecast posted annually on www.navair.navy.mil/osbp

| Short Descriptive Title of Contracting Opportunity (to include RFPs) | Expected Dollar Value Range for the Requirement (include "options") | Small Business Set-Aside | Procurement Method | Requiring Organization | Projected NAVAIR Contracting Office | Anticipated Solicitation / RFP (Qtr/FY) | Anticipated Contract Award (Qtr/FY) | Anticipated Period of Performance (months or years) | Incumbent Contractor (if applicable) | Projected Work Location | Procurement Quantity (if applicable) | Point of Contact (phone or email) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|

Everything from multi-billion F-35 production to $150K administrative support services contracts
<table>
<thead>
<tr>
<th>NAICS</th>
<th>NAICS Description</th>
<th>FY12 NAVAIR Obligations</th>
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<tbody>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
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<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)</td>
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<td>OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING</td>
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<td>OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING</td>
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<td>OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION</td>
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<td>INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS</td>
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</table>
Examples of Near-Term Opportunities

• Full and Open Competition
  – Presidential Helicopter Simulator Upgrades
  – Overhead Crane
  – Cold Spray System
  – CT Scanner/Inspection Station
  – IR Decoy Flares
  – T-45 Battery Upgrade Kits
  – Blade Fold Rack Sets (H-1)
  – E-6B MR-TCDL NRE and Production
  – Radar Transmitting Sets

• Small Business
  – Program Management Support (multiple)
  – Engineering Analysis/Support (multiple)
  – Administrative and Financial Support
  – VH-3D Trainer Upgrade
  – Public Affairs Support
  – Support Equipment Rework
  – MH-60R ASIST Installation
  – Flight Deck Cranials
  – Facilities Support Services
  – Material Handling Support

Over 30 Planned Small Business Solicitations in the next 12 Months
• USMC H-46
• US Naval Test Pilot School/Naval Postgraduate School Aircraft
• Foreign Military Sales
• Contracted Air Services

8 countries
18 aircraft types

Small population, specialized mission (T-38, H-72, X-26, U-6, O-2, …)
Near sundown or out of US Navy inventory (H-46, H-3, A-4, A-7, …)
PMA-226 Recent and Upcoming Opportunities

- H-46 modification kit manufacture
- H-46 field modification installation teams
- H-2 and H-3 depot-level aircraft maintenance
- H-2 and H-3 aircraft modification design, manufacture and installation
- Component overhaul, repair, and manufacture
- Technical services (program management, engineering, logistics)
- Air services (test, exercise, training)
- Training courseware and delivery
- Publications
- In-country support
- Support Equipment
- Program support services
Where to Find Information and Opportunities

- NAVAIR website – [www.navair.navy.mil](http://www.navair.navy.mil)
  - Strategic plans
  - NAWCAD operating plan
  - Long Range Acquisition Forecast
  - Links to other NAVAIR websites
  - Links to recent briefings
  - Find out what NAVAIR procured in the past using ezSearch (instructions on NAVAIR OSBP web site)
- Federal Business Opportunities: [www.fbo.gov](http://www.fbo.gov)
Let Us Know!

When NAVAIR issues a sole source synopsis and you believe you can provide the supplies/services, **LET US KNOW!**

If you know a full and open competition is pending or you see a full and open competition synopsis and you think there are 2 or more SDVOSBs, 8(a)s, HUBZones, WOSBs, or small businesses that can do the work, **LET US KNOW!**

Work closely with the contracts specialist and the small business deputy.

NAVAIR OSBP Website
www.navair.navy.mil/osbp