



Small Business Opportunities with the Naval Air Systems Command

Presented by:
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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



TACTICAL AIRCRAFT



UNMANNED AIRCRAFT & STRIKE WEAPONS



AIR ASW, ASSAULT & SPECIAL MISSION AIRCRAFT



- ~\$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**



COMMON SYSTEMS/MISSION SYSTEMS/TRAINING/ALRE



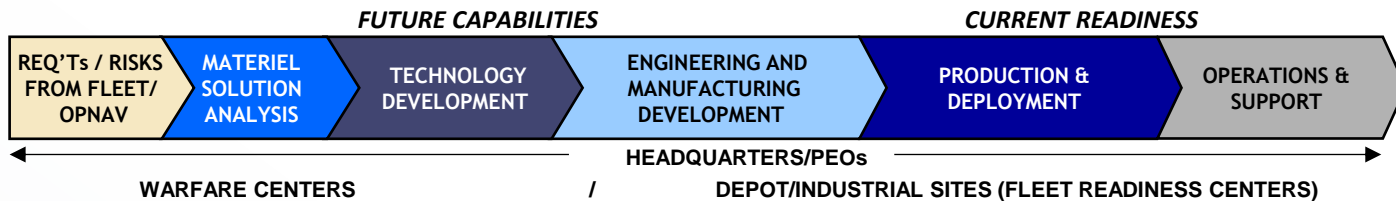
FLEET READINESS CENTER INDUSTRIAL FACILITIES



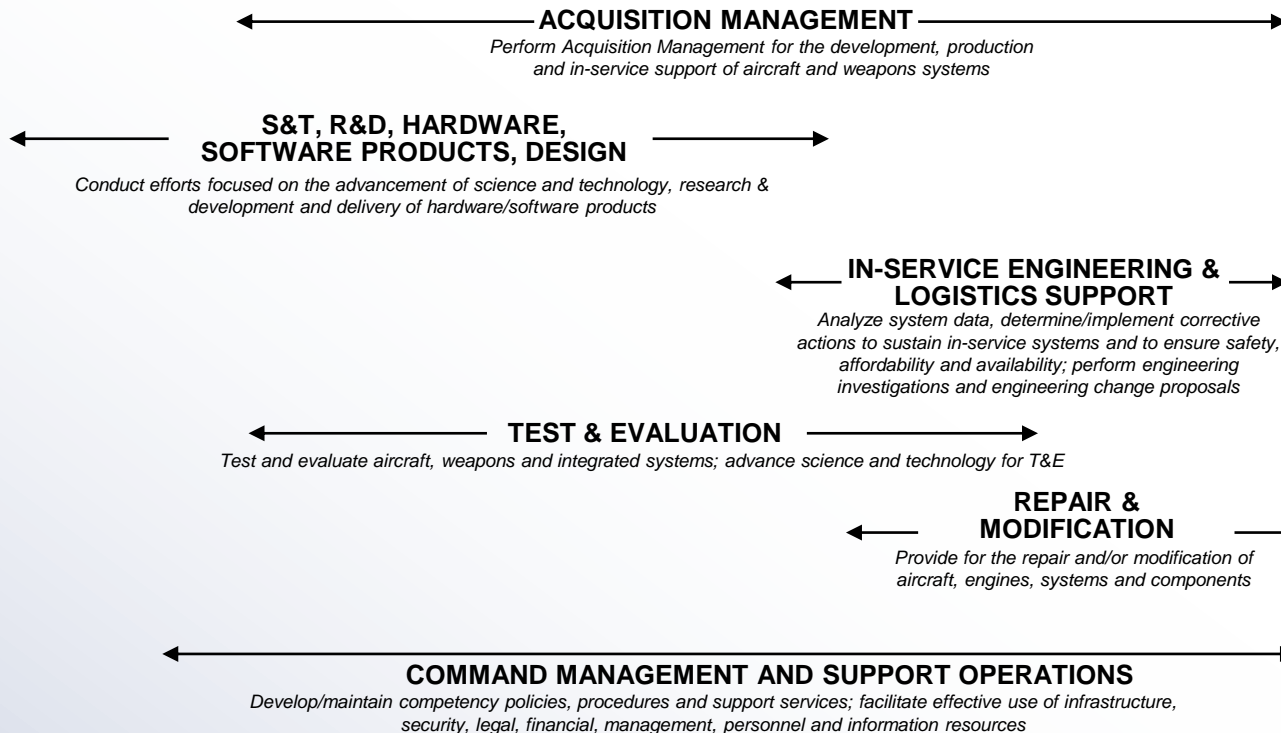
TEST & EVALUATION RANGES



Full Life-Cycle Management



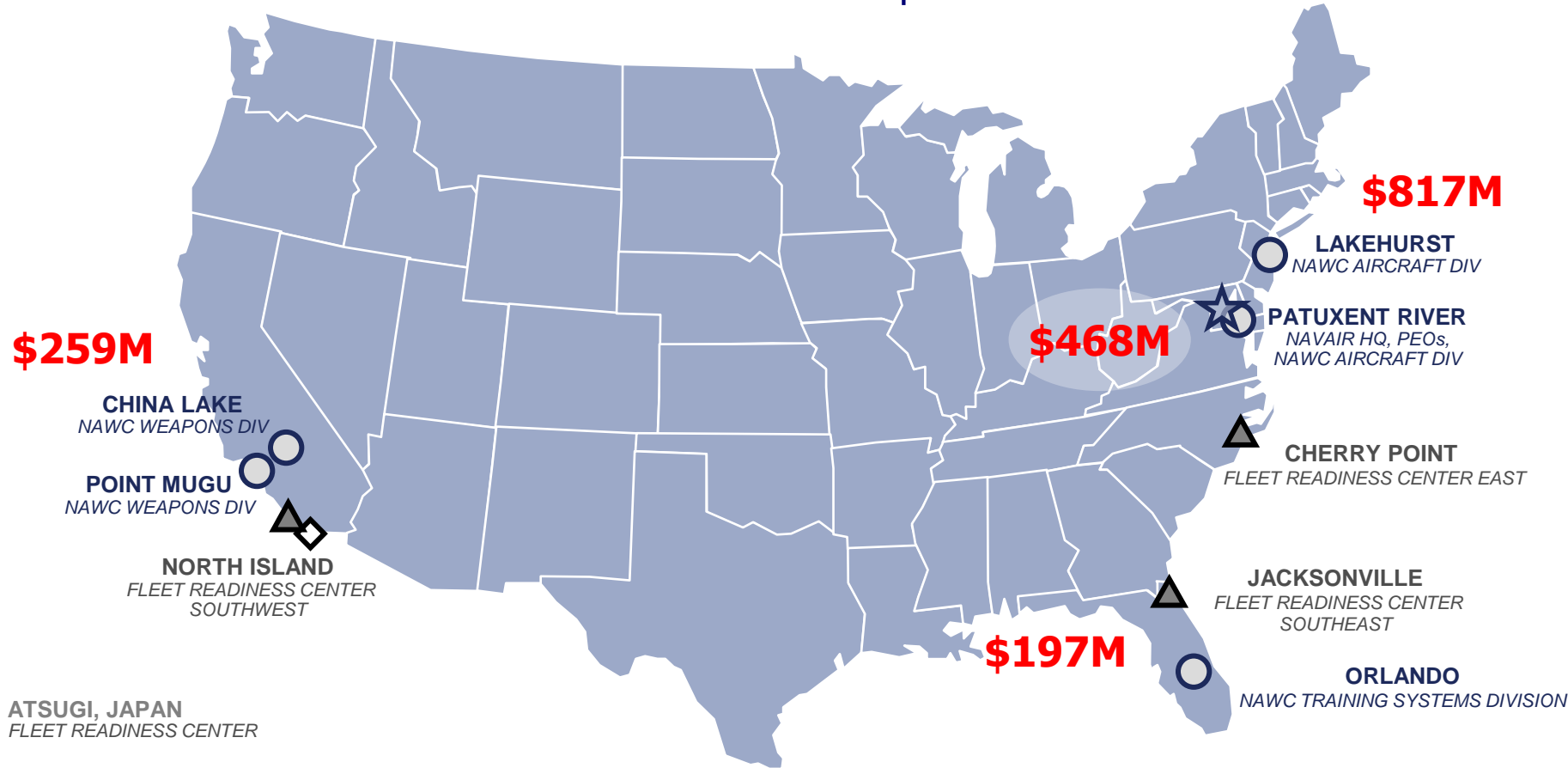
CORE FUNCTIONS/PROCESSES





Locations and Small Business Obligations

FY12 Small Business Prime Contracts Total NAVAIR = \$1.7B



- NAVAIR HQ
- NAVAL AIR WARFARE CENTER
- DEPOT/INDUSTRIAL SITE (FLEET READINESS CENTERS)
- LOGISTIC SUPPORT ACTIVITY



Long-Range Acquisition Forecast

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

LONG RANGE ACQUISITION FORECAST DATA SHEET

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



Top NAVAIR Small Business Sectors

NAICS	NAICS Description	FY12 NAVAIR Obligations
541330	ENGINEERING SERVICES	\$438M
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$426M
336411	AIR MANUFACTURING	\$154M
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$117M
334290	OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING	\$96M
333319	OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING	\$62M
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$45M
561210	FACILITIES SUPPORT SERVICES	\$44M
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$37M
334515	INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS	\$35M



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



PMA-226

- 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



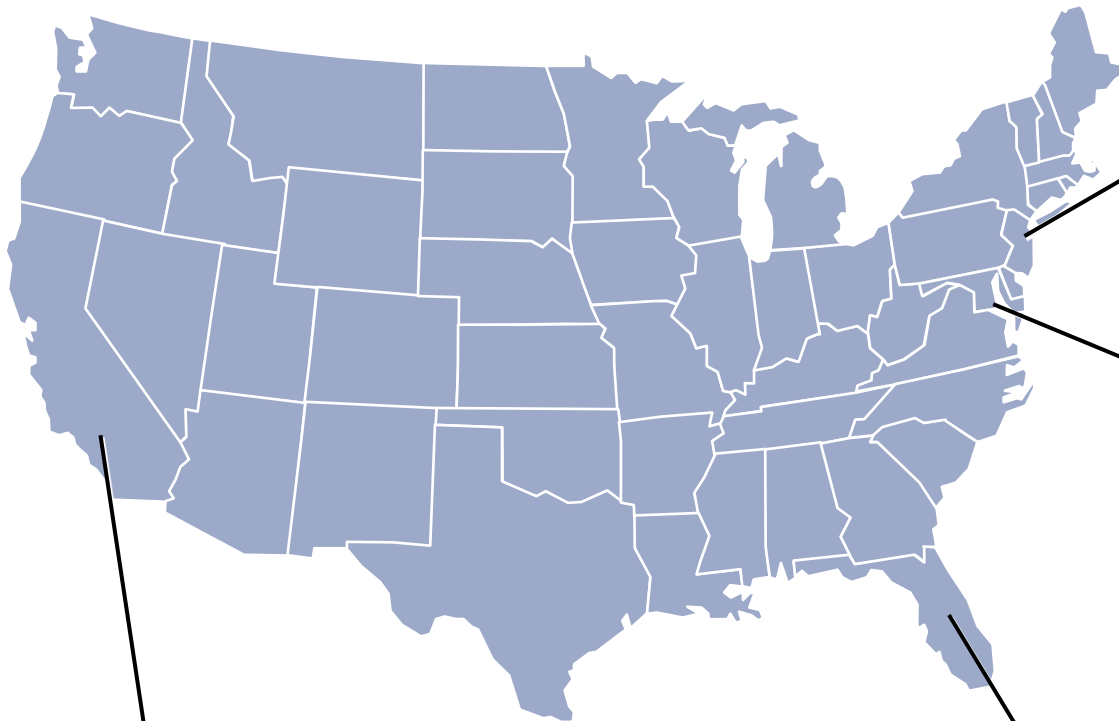


Where to Find Information and Opportunities

- **NAVAIR website – www.navair.navy.mil**
- **NAVAIR OSBP website–www.navair.navy.mil/osbp**
 - Strategic plans
 - NAWCAD operating plan
 - Long Range Acquisition Forecast
 - Links to other NAVAIR websites
 - Links to recent briefings
- **Federal Procurement Data System-NG– www.fpds.gov**
 - Find out what NAVAIR procured in the past using ezSearch (instructions on NAVAIR OSBP web site)
- **Federal Business Opportunities: www.fbo.gov**



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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

