



AVMI Industry Day

08 November 2011

Presented to:

Industry Day Participants

Presented by:

AVMI – 5.2



Schedule of Events



- Kickoff
- Ground Rules/Contracts Overview
- NAVAIR Small Business Overview
- AVMI Overview
- PAX (AVMI) Facilities Walk-Through



GROUND RULES



- Primary Purpose – Information sharing and site visit
- All attendees must sign-in
- No cell phones or transmitters allowed in the “Eagles Nest” Conference Room
- No recording is permitted
- The briefs and site visit are “UNCLASSIFIED”
- No verbal questions will be entertained during the briefings



GROUND RULES



- All questions should be submitted in writing to:
 - John Bohner, Contract Specialist, at the following e-mail address: john.bohner@navy.mil
 - Subject Header: “Q&A For AVMI Industry Day”
- It is requested that all questions be submitted to the Government by 15 November 2011, 2:00pm EST
- The presentation, industry questions, Government responses, and a list of companies in attendance will be posted on Federal Business Opportunities (FedBizOpps) website: <https://www.fbo.gov>



DISCLAIMER



- The remarks provided today by Government Officials involved in the Air Vehicle Modification and Instrumentation (AVMI) Support Services procurement should not be construed as a guarantee of the Government's course of action in proceeding with the project. The information shared today reflects current Government intentions and is subject to change based on a variety of circumstances. The formal solicitation is the only document that should be relied upon in determining the Government requirements.



Contracts Overview
Mr. John Tomechko
Procuring Contracting Officer
AIR 2.5.1.7



Contract Overview



- Current Contract:
 - Seaport Task Order N00178-04-D-4030-M801
 - ATR, ATMO and AVMI
 - CSC is the prime contractor
- Follow On Requirement: AVMI Support Services
- Solicitation #: N00421-11-R-0055
- Contract Vehicle - Non-Seaport/C-type
 - Cost Plus Fixed Fee (CPFF)
 - CPFF CLINs for Labor and COST CLINs for Material and Other Direct Costs (ODC's)



Contract Overview (Cont'd)



- Competition Requirements:
 - Small Business Set-Aside
 - NAICS 541712 (1500 employees)
 - PSC K015
 - Teaming Arrangements are encouraged
- Anticipated Start Date: October 2012
- Period of Performance: Five years to include One Year Base, Plus Four One Year Options
- Locations of Work:
 - Patuxent River, Maryland
 - China Lake, California
- Anticipated Solicitation Release Date: January 2012



NAVAIR Small Business Overview

Presented to:
AVMI INDUSTRY DAY
November 8, 2011

Presented by:
Ken Carkhuff
NAWCAD Small Business Deputy Team Lead
NAVAIR Office of Small Business Programs

NAVAIR Public Releases 10-596 and 11-1408, Distribution Statement A
"Approved for public release, distribution unlimited."

Naval aviation serves America in the defense of freedom. This duty places Sailors and Marines in harm's way, where they must expect the unexpected. Sailors and Marines depend upon us to deliver capability and reliability.

OUR VISION . . .

Sailors and Marines armed with confidence because we develop, deliver, and sustain aircraft, weapons, and systems, on time, on cost with proven capability and reliability to succeed in every mission and return safely home

We value our dependable industrial base that executes sound systems engineering processes, controls costs and delivers on schedule



NAVAIR'S ROLE IN NAVAL AVIATION IS...



- ... To develop, acquire, and support aircraft and related systems which can be operated and sustained at sea
- ... To work with industry on behalf of the United States Navy to deliver products and services to the Sailor and Marine

Comparative Scaling

*USS George Washington
(CVN 73)*

Overlaid on Typical Airfield
Runway

(12,000 FT X 150 FT)

Our capabilities support the unique mission of naval aviation.



SMALL BUSINESS 101



NAVAIR'S POLICY IS TO PROVIDE "MAXIMUM PRACTICABLE OPPORTUNITIES IN ITS ACQUISITIONS TO SMALL BUSINESS...CONCERNS. SUCH CONCERNS SHALL ALSO HAVE THE MAXIMUM PRACTICABLE OPPORTUNITY TO PARTICIPATE AS SUBCONTRACTORS..."

FAR 19.201(a)

- PROCUREMENTS < \$150K AUTOMATICALLY SET-ASIDE FOR SMALL BUSINESSES (SB)
- ALL ACTIONS > \$150K ARE EXAMINED AND RATIONALE FOR NOT SETTING ASIDE PROCUREMENT FOR SB MUST BE JUSTIFIED
- TOOLS INCLUDE SET-ASIDES & SOLE SOURCE TO A SB



NAVAIR OSBP



MISSION:

ENABLING THE WARFIGHTER WITH CREATIVE SOLUTIONS BROUGHT TO THEM THROUGH SMALL BUSINESS

VISION:

NAVAIR'S OFFICE OF SMALL BUSINESS PROGRAMS IS A VALUABLE RESOURCE THAT ENABLES THE BEST SOLUTIONS FOR THE WARFIGHTER. WE ARE ADVOCATES FOR NAVAIR'S STRATEGIC PRIORITIES: CURRENT READINESS, FUTURE CAPABILITY AND PEOPLE. ACHIEVING THESE PRIORITIES REQUIRES THE ENTREPRENEURIAL SKILLS OF SMALL AND LARGE BUSINESSES. WE STRIVE TO ENSURE THAT THE CREATIVE TALENTS OF SMALL BUSINESS ARE NURTURED AND SUSTAINED IN DEFENSE OF FREEDOM.



NAVAIR OSBP



NAVAIR HEADQUARTERS

Associate Director, Emily Harman
HQ Small Business Deputy, Jill Moore
Industry Liaison, Marshall Woodfolk
Program Analyst, Wanda M. Norris
Intern, Sebastian Ploszaj
Office Assistant, Kristi Gardiner

NAWCAD LAKEHURST

Small Business Deputy, Dawn Chartier

NAWCWD CHINA LAKE / PT MUGU / NATEC SD / FRC NI

Small Business Deputy, Pamela Lockheed
Small Business Specialist, Derrick Hu
Senior Office Manager, Marty Zielke

NAWCAD PAX

Small Business Deputy, Ken Carkhuff
Small Business Specialist, Paula Coxon

NAWCTSD ORLANDO

Small Business Deputy, Argentina Thompson



FY11 SMALL BUSINESS OBLIGATIONS



FRC NORTHWEST

FY11 Small Business Prime Contracts
Total NAVAIR = \$1.71B

\$858M

LAKEHURST
NAWC AIRCRAFT DIV

CHINA LAKE
NAWC WEAPONS DIV

\$45M - HQ

PATUXENT RIVER
NAVAIR HQ, PEOs,
NAWC AIRCRAFT DIV

POINT MUGU
NAWC WEAPONS DIV

\$236M

\$393M - NAWCAD

\$438M

FRC SEFAC

FRC WEST

FRC MID-ATLANTIC

FRC SOUTHWEST

FRC EAST

\$180M

FRC SOUTHEAST

ORLANDO
NAWC TSD

FRC WEST PAC

NAVAIR HQ

NAVAL AIR WARFARE CENTER

FLEET READINESS CENTER

WEAPONS WEST COAST HUB

- MISSILES / FREEFALL WEAPONS
- WEAPON SYSTEM INTEGRATION
- ELECTRONIC WARFARE SYSTEMS
- LAND RANGE / SEA RANGE
- NON LETHAL WEAPONS

AIRCRAFT EAST COAST HUB

- AIR VEHICLES
- PROPULSION & POWER
- AVIONICS & SENSORS
- SHIP INTERFACE & SUPPORT SYSTEMS
- LAUNCH & RECOVERY
- UAVS
- ATLANTIC TEST RANGE AND GROUND SYSTEMS TEST FACILITIES
- HUMAN PERFORMANCE / SIMULATOR SYSTEMS

Source: FPDS-NG 30 SEP 11



DO YOUR HOMEWORK



- Review NAVAIR web site – www.navair.navy.mil
- Review NAVAIR OSBP web site – www.navair.navy.mil/osbp
 - Strategic Plans
 - NAWCAD Operating Plan
 - Long Range Acquisition Forecast
 - Responding to Sources Sought tips
 - Links to other NAVAIR web sites
 - Links to recent briefings
- Review FPDS-NG web site – <https://www.fpds.gov/fpdsng>
 - Find out what NAVAIR procured in the past



LRAF DATA SHEET



Forecast ted www.navair.navy.mil/osbp and s:

- Short descriptive title for the requirement
- Longer description of the requirement
- Estimated dollar value of the requirement
- Requiring Organization
- NAVAIR Contracting Office
- Est. Solicitation/Request for Proposal release date
- Timeframe when the contract may be awarded
- Small Business Set-Aside? (if known)
- Planned strategy (i.e., SDVOSB set-aside)
- Incumbent Contractor
- Procurement Quantities
- Period of Performance of the Contract
- Delivery/Performance Location
- Point of Contact

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)

****DISCLAIMER**** United States Code Title 15, Section 637(A)(12)(C), requires the Department of the Navy (DoN) to prepare a forecast of expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The LRAF contains NAVAIR requirements valued at \$150,000 or more that are forecasted for the upcoming and next two fiscal years. The forecast is for informational and marketing purposes only. It does not constitute a specific offer or commitment by the Navy to fund, in whole or in part, the opportunities referenced herein. This listing is not all inclusive and is subject to change.

*NOTE: All information contained in this Long Range Acquisition Forecast is based on the upcoming fiscal year and two succeeding fiscal years.
 **NOTE: Use the drop down menus for the selection of the following data sets: Expected Dollar Value, Small Business Set-Aside, Procurement Method, Anticipated Solicitation and Anticipated Contract Award.



GUIDANCE TO INDUSTRY



- **Company Data Sheet**
 - No more than three pages (MS Office document) about your company and services
 - Tailored for NAVAIR
 - Keep it simple and make your company stand out
- **Answer the following**
 - Company point of contact information
 - Describe what your company does (products or services)
 - How your mission relates to Naval Aviation
 - Product commercially available?
 - Intellectual property rights?
 - Product utilized with or on any other DoD, government, or commercial platform?
 - Quantitative data on product performance
 - Small business certifications, current contract vehicles and NAICS

Posted on NAVAIR OSBP website under the marketing tab.

www.navair.navy.mil/osbp



DON OSBP PARITY MEMO – 22 AUGUST 2011



DEPARTMENT OF THE NAVY
OFFICE OF SMALL BUSINESS PROGRAMS
720 KENNEDY AVENUE, 8B
BUILDING 36, ROOM 207
WASHINGTON NAVY YARD, DC 20374-5015



Ser 11/034

MEMORANDUM FOR DISTRIBUTION

AUG 22 2011

SUBJECT: Small Business Contracting Parity

1. It is the policy of the Department of the Navy (DON) that one type of small business concern will not be preferred over another when such contract action would negate an opportunity for a qualified successful incumbent small business concern to compete.
2. The Small Business Jobs Act of 2010 (referred to as the Jobs Act) changed many sections of the Small Business Act. This memorandum addresses the Small Business Contracting Parity change which revised § 31 (b) (2) (B) of the Historically Underutilized Business Zone (HUBZone) Program, the "shall" is changed to "may". The revised language now reads "...a contract opportunity may be awarded pursuant to this section on the basis of competition restricted to qualified HUBZone small business concerns...".
3. To ensure the intent of this change is clear and to provide consistency in its application the following guidelines are provided:
 - a. New Procurements: Acquisition strategies will consider the DON's mission priorities, command goals, available competition, and small business industry health when selecting the appropriate set-aside mechanism.
 - b. Follow-on Procurements: If a competitor, from one small business category was the successful awardee, consideration for reserving future follow-on opportunities in that incumbent's small business category shall be considered first *if* sufficient competition exists to support that type of small business set-aside. This enables a successful incumbent performer an opportunity to compete for follow-on procurements when selection of another category might prevent this from occurring.
 - c. An exception to this policy is when an incumbent has been terminated or where there is documented poor performance with appropriate records in the file showing the incumbent was afforded the opportunity to correct said deficiencies. In these instances, selecting set-aside methods should follow the same analysis used for new procurements.
4. This policy is effective immediately. If you have any questions, please contact Patricia Obey at 202-685-6485.

SEAN P. CREAN
Director

- Implements Small Business Contracting Parity directed by the Small Business Jobs Act of 2010
- DON policy that one type of small business concern will not be preferred over another when such contract action would negate an opportunity for a qualified successful incumbent to compete
- Consistency of application
 - New procurements: Acquisition strategies will consider DON's mission priorities, command goals, available competition, and small business industry health
 - Follow-on procurements: If a competitor, from one small business category was the successful awardee, consideration for reserving future follow-on opportunities in that incumbent's small business category shall be considered first if sufficient competition exists
 - Exception: Incumbent has been terminated for cause or documented poor performance with appropriate records showing incumbent had an opportunity to correct the deficiencies
- Policy is effective immediately



LET US KNOW!



- When NAVAIR issues a Sole Source Synopsis and you believe your company can provide the services/supplies, 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 Contract Specialist and Small Business Deputy

NAVAIR OSBP web site

www.navair.navy.mil/osbp

Small Business – The First Option



AFTER CONTRACT AWARD



- Key Message: You Must Now Perform!
- Let NAVAIR Know if you're experiencing difficulties..ASAP
 - Technical/Performance
 - Schedule
 - Financial
- ...These communications should be documented
- Know your contract...scope, terms and conditions, schedules, deliverables- it's what we're holding YOU accountable for
- Be aware the Government rates your performance yearly in a CPAR (Contractor Performance Assessment Report) – used in future source selections (contracts over \$1M for services and over \$5M for products)



RESOURCES AVAILABLE TO ASSIST



First line of communication
after contract award

- Contracting Officer
- Administrative Contracting Officer
- Technical customer
- NAVAIR Small Business Deputy
- Also
 - SBA (www.sba.gov)
 - Counseling- in person, e mail
 - Financial assistance
 - Training
 - PTAC (www.aptac-us.org/new)
 - Counseling- in person, e mail
 - Training



UPCOMING EVENTS



- **Veteran's Conference**
 - Date: 16-17 November 2011
 - Time: 0800-1600
 - Location: Schoolcraft College; Livonia, MI
 - Hosted by Michigan Procurement Technical Assistance Centers
 - General Motors, Ford Motor Company, Chrysler and Government agencies participating

- **St. Mary's County (SMC) Small Business Outreach Event**
 - Date: 30 November 2011
 - Time: 0730-1430
 - Location: Southern Maryland Higher Education Center
 - Focus: Simplified Acquisition (<\$150K)
 - Hosted by SMC Dept. of Economic & Community Development
 - Multiple Navy, state and local agencies participating

- **NAWCAD Pax River LRAF Industry Day**
 - Date: 13 March 2012
 - Location: Solomons Island, MD
 - Contracts, Business & Partnership Office, and OSBP presentations
 - Selected procurements briefed by the requirements owners



– in the final analysis
this is what matters
most.





AVMI Overview
Mr. Ron Stepp
AVMI – Department Head
AIR 5.2

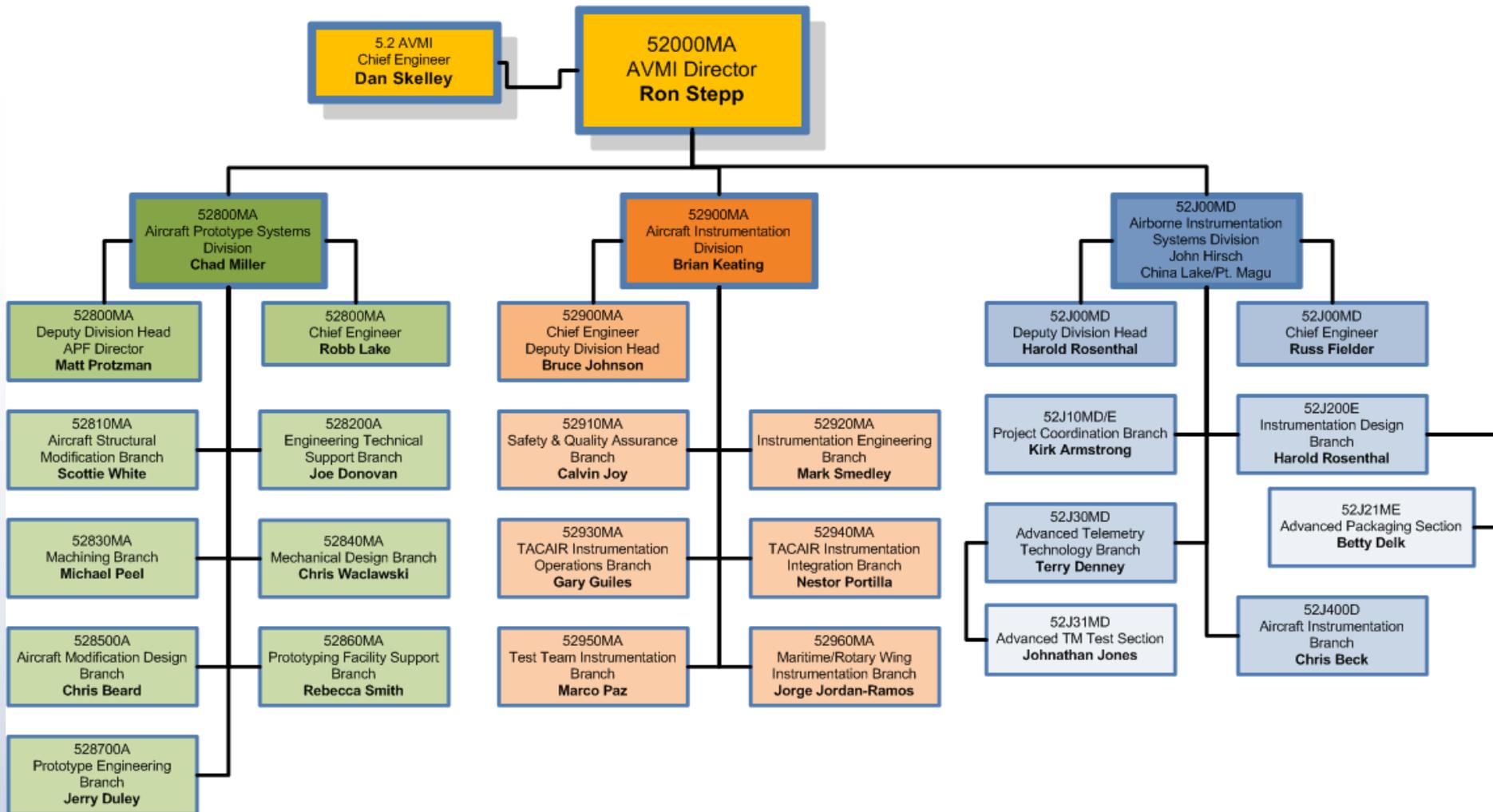


AVMI Mission Statement



AVMI is the Navy's principle capability for the design, development, fabrication, installation and maintenance of high fidelity instrumentation systems to support both aircraft and weapon acquisition programs







AVMI



- Air Vehicle Modification & Instrumentation (AVMI) is made up of the Aircraft Prototype Systems Division (5.2.8), the Aircraft Instrumentation Division (5.2.9) and the Airborne Instrumentation Division (5.2.J)
- The Aircraft Prototype Systems Division (APSD) provides complete aircraft structural and electrical/avionics modifications and reconfigurations with their specialized workforce that understands the unique requirements of the Navy's RDT&E Process.
- The Aircraft Instrumentation Division (AID) is a principle center of expertise in the development, installation, test, evaluation, calibration, operation, and maintenance of airborne data acquisition system hardware and software. The division performs electrical/electronic engineering, engineering design analysis, and flight certification coordination in support of the installation and integration of aircraft instrumentation



- The Airborne Instrumentation Division (5.2.J) supplies the planning, development, and application of instrumentation systems technology to data acquisition systems for gathering diagnostic information and communications technology for command links for Flight Termination systems in support of test and evaluation programs for ground and airborne vehicles.



AVMI - Aircraft Prototype Systems Division (APSD) 5.2.8

Current Workforce
Government: 97
Contractor: 89
Total: 186

Mr. Chad Miller
APSD Division Head



AVMI (APSD) - Main Campus - PAX





AVMI (APSD) - What We Do



- Sustainment
 - Reverse Engineering
 - Limited Critical Gap Production
- Flight Test Support
 - Instrumentation Packaging and Installation
 - Test Fixtures
 - T&E Proof of Concept Demo
- Aviation Structural Modifications
- Machining
- On-Aircraft Installations
- Flight Clearance Support



AVMI (APSD) Fabrication Support Services



- Electrical Fabrication and Installation
 - Cable Harnesses
 - Black Box Wiring
 - Aircraft Wiring Removal, Installation or Modification
 - Test Cables
 - Bench Level and A/C Installation Quality Inspection
- Mechanical Fabrication and Installation
 - CNC
 - Sheet Metal
 - Composites
 - Rapid Prototype Manufacturing (i.e.. FDM)
 - Bench Level and A/C Installation Quality Inspection



AVMI (APSD) - Engineering Services



- Mechanical Design Engineering
- Electrical Design Engineering
- Reverse Engineering
- Production Documentation Package Development
- Flight Clearance Support Documentation and Reports
 - Weight and Balance Report
 - Structural Analysis (Traditional and FEA)
 - Electrical Load Analysis
 - Delta Thermal Report
 - System Design Document
 - WSESRB, LSRB Contributing Data Packages
- Engineering Consulting
 - Airworthiness
 - Independent Design Review
 - Concept Exploration
 - Feasibility Studies



- Logistics Support
 - Maintenance Documentation
 - Manuals
 - Sparing Documentation and Services
- Field Support Activities
 - In Theater or Alternate Installation Site Services
 - In Theater Support of our products (maintenance, trouble shooting, upgrades, training)



AVMI (APSD) - Sustainment Example



- Reverse Engineering and Design
- Flight Clearance Engineering Support
- Limited Production Support
- Delivery of tools and dies to FRC

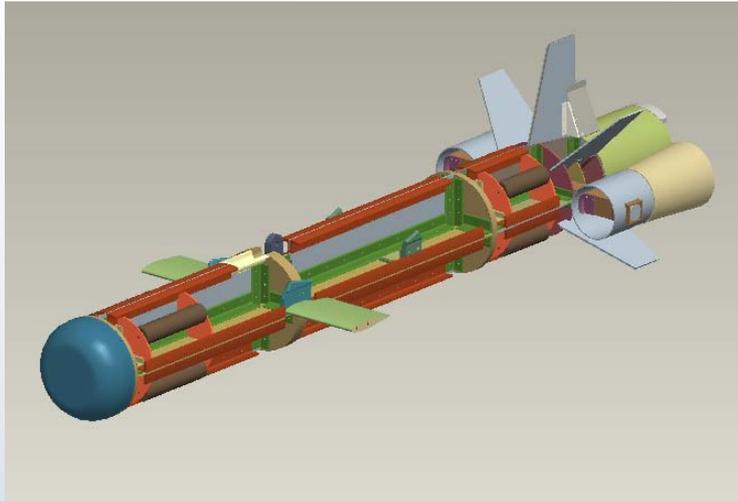




AVMI (APSD) - Flight Test Support



- Instrumentation Packaging w/ AID
- Test Fixtures
- T&E Demonstration Assets





Aircraft Instrumentation Division

Leaders in Flight Test Instrumentation

AVMI – Aircraft Instrumentation Division

5.2.9

Current Workforce

Civil Service: 114

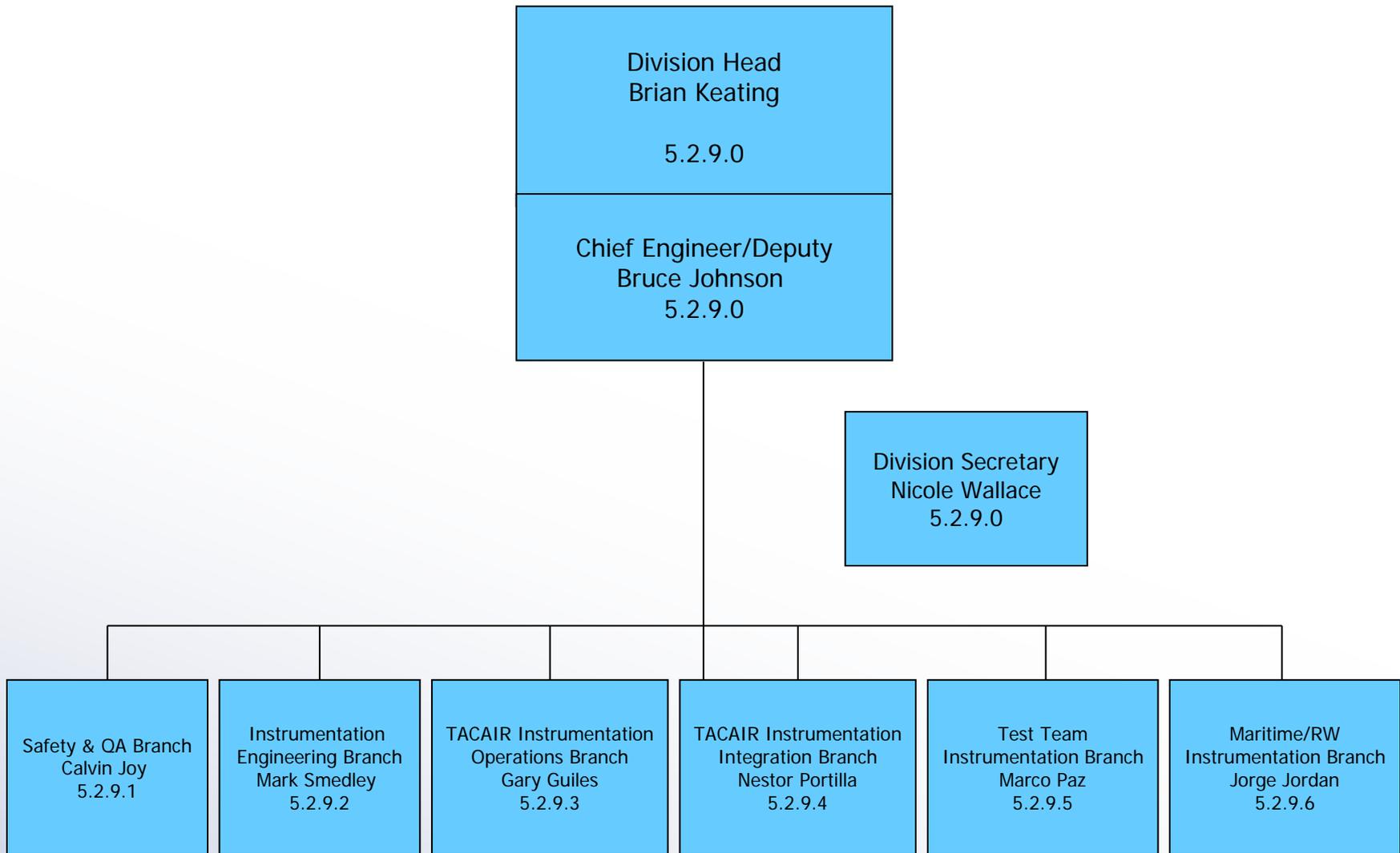
Contractor: 50

Total: 164

Mr. Brian Keating
AI Division Head



AVMI - AID





Overview of AID Services



- Instrumentation/Data acquisition/Telemetry systems
- Imaging lab and imaging services
- Test Pilot School instrumentation services
- Data validation/processing lab
- Strain gage installations & calibrations
- Advanced systems development lab
- Measurement system uncertainty analysis
- Modification and installation services
- Sink rate data acquisition
- Machine shops and metal shops



Overview of AID Services



- Rapid prototyping
- Instrumentation system flight clearance review
- Special Flight Test Instrumentation Pool (SFTIP)
- Technical Review Board (TRB)
- Formal instrumentation, measurement theory, data acquisition and telemetry training courses
- Project management
- Offsite Support
 - Ship board testing, Prime vendor integration, DOD ranges etc.



Instrumentation Requirements



Transmit:

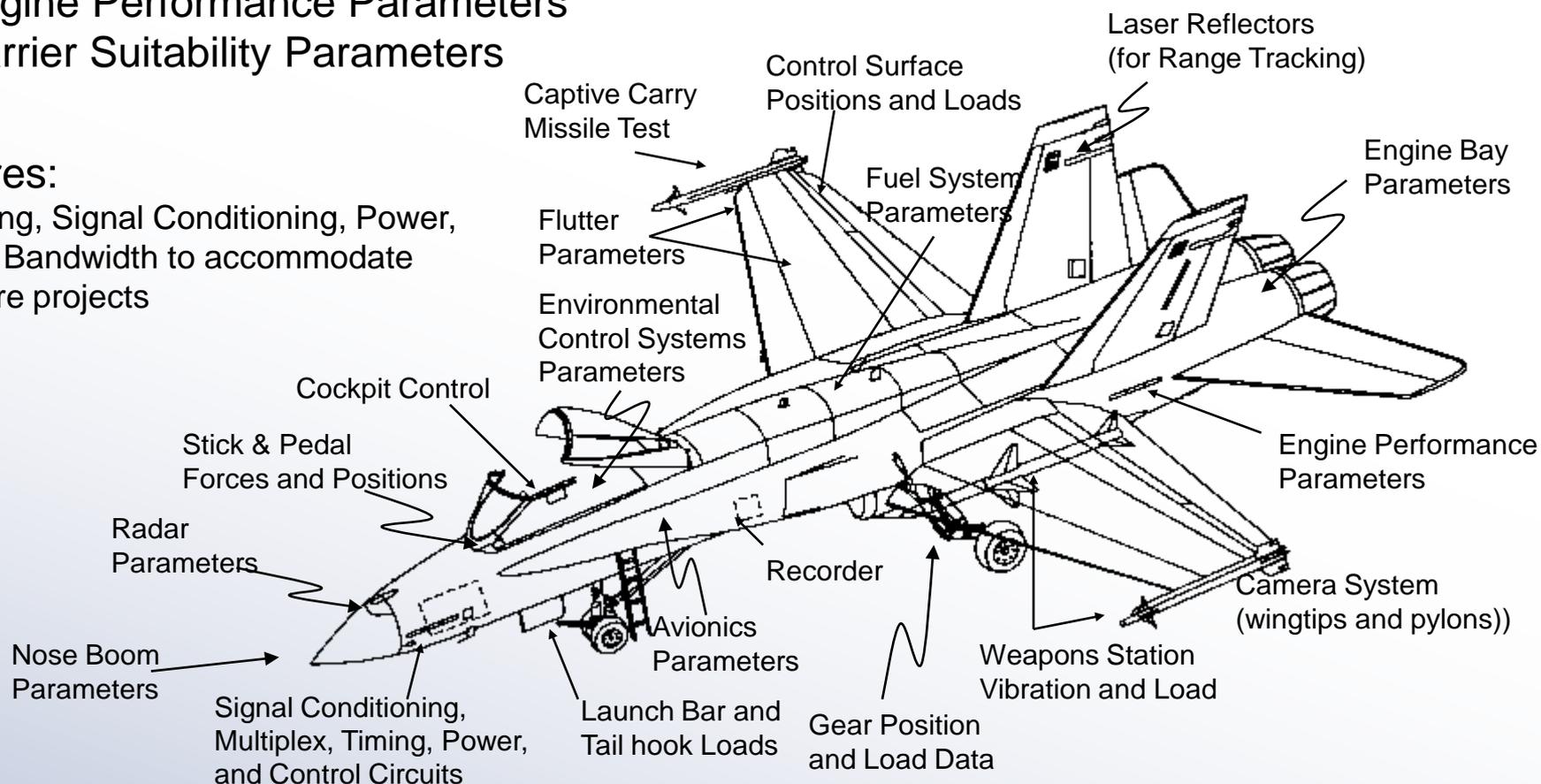
- Flying Qualities Parameters
- Engine Performance Parameters
- Carrier Suitability Parameters

Record:

- High Speed Video Data
- Flying Qualities Parameters
- Engine Performance Parameters
- Carrier Suitability Parameters

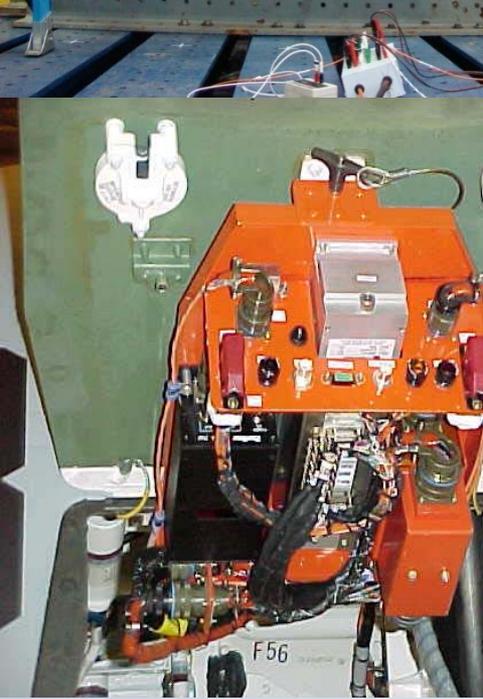
Spares:

Wiring, Signal Conditioning, Power, and Bandwidth to accommodate future projects





Instrumentation Systems





52J





52J Overview



- We are the premier weapons and aircraft instrumentation and telemetry development organization in the navy.
- Dual Sited: Point Mugu & China Lake
- 37 Engineers & 36 Technicians
- Over 40 years of Design and Development Experience
- World Leader in Advanced Telemetry Systems



52J (West Coast)



- Requirement includes positions on the West coast.
- We'll not be touring these spaces today.
- Typical work areas are depicted in the next slide.



52J Work Space

