

# NAVSEA and BIG Things

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# NAVSEA Buys "Big" Things

## PEO SUB: >\$1.5B in Phase III contracts!

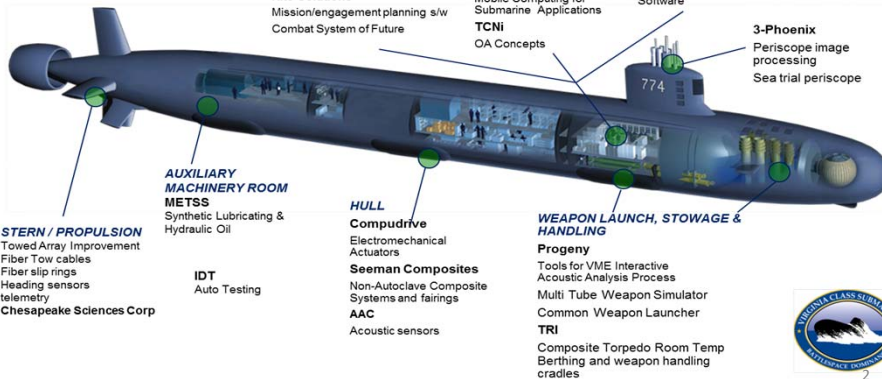
**Cardinal Engineering / Weidinger Associates**  
Shock Analysis  
**WWW Technologies**  
Ship Cpntrl Architecture

**CCSM**  
**Planning Systems Inc**  
GCCS Development & COTS Applications  
**DSR**  
Advanced Information Systems  
Software Migration Legacy Trainer  
Photonics Mast Workstation  
**Rite Solutions**  
Mission/engagement planning s/w  
Combat System of Future

**Progeny**  
Audio Signals  
Active Emissions Information Assurance  
AN/WLR-1 AI&R  
Manning Reduction  
**Trident Systems**  
Mobile Computing for Submarine Applications  
**TCNI**  
OA Concepts

**MIKEL**  
Combat System of the Future planning  
Mobile Range  
**Chesapeake Science Corp.**  
TSMS Telemetry  
**Jackpine Technologies**  
Common Submarine Radio Room Software

**3-Phoenix**  
Periscope image processing  
Sea trial periscope



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## Big Things Mean...

- a) Many performance requirements
- b) Many derived requirements
- c) Substantial SBIR budgets (~\$100M for FY19)
- d) Many topics offered
- e) Great interaction with SBIR companies
- f) 2015-2019 = 264 topics, 546 phase 1 awards

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## Topics and Winners

- a) Are initiated by program offices in PEOs
- b) Topics align to DoD and Navy Leadership priorities (i.e. National Defense Strategy, CNO's "A Design for Maintaining Maritime Superiority, Version 2.0", and the NAVSEA Strategic Plan)
- c) End use is in mind from the start - avoid academic studies
- d) 50% go to Phase 2
- e) We strongly support Navy SBIR Transition Program (STP)
- f) We recognize 3-5 years is average "bake" time
- g) We advocate for "reach-backs" for timely application

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## Reach-backs are...

- a) When older innovations offer solutions to new problems
- b) Ideal for risk reduction
- c) Establishing 2nd sources
- d) Solving obsolescence
- e) Technology insertion - for emerging requirements
- f) Timely - less than 6 months to award
- g) Provide path to Commercialization Readiness Program (CRP) with matching program funds

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## Examples

- Requirement - KPP / Quieting
  - Look at new damping materials
  - Quieter machinery
- Derived Requirement - Complex System / Effective But Not Suitable
  - Technology insertion for new automated functions
  - Trainer development for proficiency
  - Both capable of being done by SBIR companies
- Risk and Cost Reduction Mitigation Plans
  - Modeling tools
  - Unique test designs for reliability (Accelerated Life Tests)
  - Automation of mundane repetitive tasks

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## We Enable Opportunities for SBIR

- a) Procurement with Primes include SB participation requirements
- b) New DoDI 5000.02
- c) Employ Open System Architectures
- d) Outreach Events
- e) Establish Tech Insertion Budget
- f) Encourage RIF & NSRP Participation

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## Summary

- SBIR offers PMs and Primes
  - a) Innovation
  - b) Program Tax Money Back
  - c) Test Drives of Small Business
  - d) Non-traditional Participants
  - e) Contracting Options
    - Subcontract to Prime
    - Sole Source Phase 3 for GFE Items

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