NAVOCEANO’S
SMALL BUSINESS PROGRAM

SMALL BUSINESS PROFESSIONAL

- ALIZABETH LEE

ALTERNATE – WILL GARRETT

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https://www.navsup.navy.mil/navsup/business_opps
Naval Oceanographic Office
History and Milestones

• 1830 Depot of Charts and Instruments established; later renamed U.S Hydrographic Office
• 1962 Renamed U.S. Naval Oceanographic Office
• 1977 Relocated from Washington, D.C. to Stennis Space Center, Miss.
• 1987 Operational Oceanography Center established
• 1991 Supercomputer became operational
• 1994 T-AGS 60 Class military survey ships became operational
• 2004 Began daily runs of world's only 3-D Operational Global Ocean Model
• 2005 Restructured as Oceanographic Reach-Back Center to support Naval Operations
• 2008 Began Maritime Homeland Defense surveys of U.S. Military installations
• 2011 Daniel H. Williams Oceanographic Information Technology Center Dedicated
Mission

To optimize sea power by applying relevant oceanographic knowledge in support of U.S. National Security
Vision

We will assure the Navy’s oceanographic knowledge superiority and reduce risk by providing the forecast battlespace through:

Smart Collection
(Focused on ASW, MIW, NSW & EXW needs)

Responsive Delivery
(Decreased turnaround time)

Focused Analysis
(Direct Support)
Small Business Professional(s)

Alizabeth Lee

Alternate – Will Garrett

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It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to:

* Small business
* Service disabled veteran-owned small business
* HUB zone small business
* Small disadvantaged business
* Women-owned small business
DoD GOALS

• Each individual defense component is expected to support the overall DoD goals by seeking continuous small business program improvement and by establishing aggressive Small Business Targets.

• The FY14 NAVOCEANO Targets are based on prior achievements and coordination through Naval Supply Systems Command (NAVSUP).
## NAVOCEANO GOALS

<table>
<thead>
<tr>
<th>Small Business Category</th>
<th>FY13 NAVO Goals</th>
<th>FY13 NAVO Actuals</th>
<th>FY14 NAVO Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business (SB)</td>
<td>40.00%</td>
<td>36.44%</td>
<td>38.00%</td>
</tr>
<tr>
<td>HUB Zone SB</td>
<td>5.50%</td>
<td>7.96%</td>
<td>6.00%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>9.00%</td>
<td>8.26%</td>
<td>10.18%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>4.00%</td>
<td>1.99%</td>
<td>2.30%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>6.00%</td>
<td>6.08%</td>
<td>6.58%</td>
</tr>
</tbody>
</table>
• The Naval Oceanographic Office (NAVOCEANO)

• Largest subordinate command within the Naval Meteorology and Oceanography Command

• Responsible for providing oceanographic products and services to all elements of DoD.

• NAVOCEANO is located at John C. Stennis Space Center in south Mississippi.
• **RESOURCES:**
  
  – *ships,*
  
  – *aircraft,*
  
  – *satellite sensors,*
  
  – *buoys,* and
  
  – *autonomous vehicles*
<table>
<thead>
<tr>
<th>NAICS Category (Description)</th>
<th>% Total Actions</th>
<th>% Total Dollars</th>
<th>% Commercial Actions for NAICS</th>
<th>% Commercial Dollars for NAICS</th>
</tr>
</thead>
<tbody>
<tr>
<td>33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))</td>
<td>49.0205%</td>
<td>54.0097%</td>
<td>91.0256%</td>
<td>98.5297%</td>
</tr>
<tr>
<td>54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)</td>
<td>16.8521%</td>
<td>22.6766%</td>
<td>68.6675%</td>
<td>56.8010%</td>
</tr>
<tr>
<td>44 (RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING))</td>
<td>8.9030%</td>
<td>10.5937%</td>
<td>75.0000%</td>
<td>95.8970%</td>
</tr>
<tr>
<td>51 (INFORMATION)</td>
<td>13.3646%</td>
<td>6.6860%</td>
<td>95.2381%</td>
<td>95.7886%</td>
</tr>
<tr>
<td>42 (WHOLESALE TRADE)</td>
<td>4.9289%</td>
<td>2.2108%</td>
<td>90.3296%</td>
<td>97.9999%</td>
</tr>
<tr>
<td>61 (EDUCATIONAL TRADE)</td>
<td>2.7027%</td>
<td>2.0426%</td>
<td>88.2363%</td>
<td>42.5865%</td>
</tr>
<tr>
<td>81 (OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION))</td>
<td>2.7027%</td>
<td>1.2307%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>32 (MANUFACTURING (PAPER, PRINTING, PETROLEUM, COAL, CHEMICAL, PLASTICS, RUBBER, NONMETALIC MINERAL))</td>
<td>0.1390%</td>
<td>0.2873%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES)</td>
<td>0.0635%</td>
<td>0.0512%</td>
<td>75.0000%</td>
<td>62.9455%</td>
</tr>
<tr>
<td>23 (CONSTRUCTION)</td>
<td>0.1590%</td>
<td>0.0000%</td>
<td>100.0000%</td>
<td>0.0000%</td>
</tr>
<tr>
<td>Total</td>
<td>100.0000%</td>
<td>100.0000%</td>
<td>96.4865%</td>
<td>87.4466%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PSC Category (Description)</th>
<th>% Total Actions</th>
<th>% Total Dollars</th>
<th>% Commercial Actions for PSC</th>
<th>% Commercial Dollars for PSC</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 (PRODUCTS)</td>
<td>8.9631%</td>
<td>20.3317%</td>
<td>92.5926%</td>
<td>98.8446%</td>
</tr>
<tr>
<td>R (SERVICES (other than R and D))</td>
<td>9.0620%</td>
<td>13.9096%</td>
<td>82.4561%</td>
<td>91.1394%</td>
</tr>
<tr>
<td>7 (PRODUCTS)</td>
<td>36.0890%</td>
<td>16.8363%</td>
<td>82.5789%</td>
<td>88.3128%</td>
</tr>
<tr>
<td>6 (PRODUCTS)</td>
<td>14.9444%</td>
<td>13.2678%</td>
<td>96.8085%</td>
<td>90.5342%</td>
</tr>
<tr>
<td>D (SERVICES (other than R and D))</td>
<td>5.2464%</td>
<td>7.0440%</td>
<td>90.0901%</td>
<td>99.9729%</td>
</tr>
<tr>
<td>A (RESEARCH AND DEVELOPMENT)</td>
<td>2.0668%</td>
<td>6.7586%</td>
<td>0.0000%</td>
<td>0.0000%</td>
</tr>
<tr>
<td>2 (PRODUCTS)</td>
<td>5.7234%</td>
<td>6.5062%</td>
<td>97.2222%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>J (SERVICES (other than R and D))</td>
<td>5.8024%</td>
<td>4.5357%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>L (SERVICES (other than R and D))</td>
<td>4.6355%</td>
<td>3.3604%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>T (SERVICES (other than R and D))</td>
<td>0.3180%</td>
<td>0.0916%</td>
<td>0.0000%</td>
<td>0.0000%</td>
</tr>
<tr>
<td>4 (PRODUCTS)</td>
<td>1.2719%</td>
<td>0.4175%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>8 (PRODUCTS)</td>
<td>0.4769%</td>
<td>0.3788%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>3 (PRODUCTS)</td>
<td>0.9395%</td>
<td>0.2374%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>U (SERVICES (other than R and D))</td>
<td>1.4306%</td>
<td>0.1830%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>1 (PRODUCTS)</td>
<td>0.3180%</td>
<td>0.1375%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>W (SERVICES (other than R and D))</td>
<td>0.6359%</td>
<td>0.0564%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>Y (SERVICES (other than R and D))</td>
<td>0.7514%</td>
<td>0.0513%</td>
<td>20.0000%</td>
<td>-5.0143%</td>
</tr>
<tr>
<td>X (SERVICES (other than R and D))</td>
<td>0.1590%</td>
<td>0.0143%</td>
<td>100.0000%</td>
<td>100.0000%</td>
</tr>
<tr>
<td>9 (PRODUCTS)</td>
<td>0.6395%</td>
<td>0.0136%</td>
<td>50.0000%</td>
<td>-96.3457%</td>
</tr>
<tr>
<td>B (SERVICES (other than R and D))</td>
<td>0.3180%</td>
<td>-0.0723%</td>
<td>0.0000%</td>
<td>0.0000%</td>
</tr>
<tr>
<td>S (SERVICES (other than R and D))</td>
<td>0.5039%</td>
<td>-0.2725%</td>
<td>83.3333%</td>
<td>-74.2454%</td>
</tr>
<tr>
<td>Total</td>
<td>100.0000%</td>
<td>100.0000%</td>
<td>96.4865%</td>
<td>87.4466%</td>
</tr>
</tbody>
</table>
• *First business week of every month is reserved for capability briefings*
  
  – *Including interested parties throughout all servicing activities*
  
  – *One hour slots*
  
  – *SBP retains a repository and disseminates appropriately*
For questions concerning the Small Business Program at NAVOCEANO, please send an email to NAVO_STNS_SBSpecialist@navy.mil Or visit:


