



ONR

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Sharpening the Edge

Serving the Next Generation Warfighter . . . Now

How to Locate Business Opportunities at the Office of Naval Research

Navy Gold Coast Small Business Procurement Event

August 2012

Report Documentation Page

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“The ONR Mission”

The Office of Naval Research’s (ONR) mission – defined by law –

“...is to plan, foster and encourage scientific research in recognition of its paramount importance as related to the maintenance of future naval power and the preservation of national security. Further, ONR manages the Navy’s basic, applied and advanced research to foster transition from science and technology to higher levels of research, development, test and evaluation.”

“ONR’s Purpose”

As the Department of the Navy’s science and technology provider, ONR provides technology solutions for Navy and Marine Corp needs.

ONR is always looking for innovative scientific and technological solutions to address current and future Navy and Marine Corps requirements.

“Partnering with ONR”

-Potential Offerors are urged to check the Program Areas of interest throughout the year for updates to thrust areas and research priorities on the ONR website at www.onr.navy.mil

-A brief description of the ONR Program Codes and various science and technology thrusts is provided @ <http://www.onr.navy.mil/Science-Technology/Departments.aspx> and <http://www.onr.navy.mil/Science-Technology/Directorates.aspx>

“Partnering with ONR”

ONR is constantly looking for innovative scientific and technological solutions that address current and future Navy and Marine Corps requirements. We want to do business with people and organizations with:

- *Ground-breaking ideas;***
- *Pioneering scientific novel technology developments;***
- *First-class support services***

“Partnering with ONR”

A brief description of the ONR Program Codes and various science and technology thrusts is provided at:

<http://www.onr.navy.mil/Science-Technology/Departments.aspx> ; and

<http://www.onr.navy.mil/Science-Technology/Directorates.aspx>

“Partnering with ONR”

Unique to ONR, prior to preparing and or submitting white papers or full proposals, Potential Offertory are ‘strongly encouraged’ to contact the ONR Technical Point of Contact (TPOC)...

“Partnering with ONR”

ONR S&T Department POCs:

- * **Expeditionary Maneuver Warfare and Combating Terrorism (Code 30) -**
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-30.aspx>
- * **Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance (Code 31) -**
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-31.aspx>
- * **Ocean Battle space Sensing (Code 32) -**
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-32.aspx>
- * **Sea Warfare and Weapons (Code 33) -**
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-33.aspx>
- * **War fighter Performance (Code 34) -**
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-34.aspx>
- * **Naval Air Warfare and Weapons (Code 35) -**
<http://www.onr.navy.mil/Home/Science-Technology/Departments/Code-35.aspx>

“Partnering with ONR”

ONR S&T Directorate POCs:

***Office of Innovation (Code 03I) -**

**[http://www.onr.navy.mil/Science-Technology/
Directorates/office-innovation.aspx](http://www.onr.navy.mil/Science-Technology/Directorates/office-innovation.aspx)**

***Office of Research (Code 03R) -**

**[http://www.onr.navy.mil/Science-Technology/
Directorates/office-research-discovery-invention.aspx](http://www.onr.navy.mil/Science-Technology/Directorates/office-research-discovery-invention.aspx)**

***Office of Transition (Code 03T) -**

**[http://www.onr.navy.mil/Science-Technology/
Directorates/Transition.aspx](http://www.onr.navy.mil/Science-Technology/Directorates/Transition.aspx)**



“Locating Potential Business Opportunities”

WHERE TO LOCATE ONR BUSINESS OPPORTUNITIES:

ONR Broad Agency Announcements:

<http://www.onr.navy.mil/en/Contracts-Grants/Funding-Opportunities/Broad-Agency-Announcements.aspx>

ONR Request for Information:

<http://www.onr.navy.mil/Contracts-Grants/Funding-Opportunities/Requests-for-Information.aspx>

ONR Request for Proposals:

<http://www.onr.navy.mil/Contracts-Grants/Funding-Opportunities/Requests-for-Proposals.aspx>

ONR Request for Quotations:

<http://www.onr.navy.mil/Contracts-Grants/Funding-Opportunities/Requests-for-Quotes.aspx>



“Locating Potential Business Opportunities”

WHERE TO LOCATE ONR BUSINESS OPPORTUNITIES:

ONR Special Notices:

<http://www.onr.navy.mil/Contracts-Grants/Funding-Opportunities/Special-Notices.aspx>

Support Services – Navy SeaPort(e):

<http://www.seaport.navy.mil/default.aspx>



“Locating Potential Business Opportunities”

WHERE TO LOCATE NRL BUSINESS OPPORTUNITIES:

NRL Request for Proposals:

<http://heron.nrl.navy.mil/contracts/listrfp.htm>

NRL Announcements for Architect and Engineering Services:

<http://heron.nrl.navy.mil/contracts/listande.htm>

NRL Civil Works Requirements:

<http://heron.nrl.navy.mil/contracts/listcivil.htm>

NRL Pending Requirements:

<http://heron.nrl.navy.mil/contracts/listcivil.htm>

NRL Sources Sought Notices:

<http://heron.nrl.navy.mil/contracts/listsource.htm>

NRL Broad Agency Announcements:

<http://heron.nrl.navy.mil/contracts/listsource.htm>

NRL Supply Division Business Opportunities:

<http://heron.nrl.navy.mil/contracts/rfplist.htm>



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ONR/NRL PRIMARY NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) CODES:

ONR HQ (UIC N00014):

Primary Products: Research and Development (Basic, Applied, & Advanced Technology)

541712 - Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)

541710 - Research & Development in the Physical, Engineering, and Life Sciences

541611 - Administrative Management and General Management Consulting Services

541330 - Engineering Services

541513 - Computer Facilities Management Services



“Locating Potential Business Opportunities”

ONR/NRL PRIMARY NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) CODES:

NRL HQ (UIC N00173):

Primary Products: Research and Development (Basic, Applied and Advanced Technology)

541712 - Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)

541710 - Research & Development in the Physical, Engineering, and Life Sciences

541330 - Engineering Services

541519 - Other Computer Related Services

541511 - Custom Computer Programming Services



“Locating Potential Business Opportunities”

ONR and it's sub-activity, the Naval Research Laboratory (NRL), both possess acquisition authority to execute contracts, simplified acquisitions, grants, cooperative agreements and other transactions:

ONR's Acquisition Department – provides business advice, award execution, award administration, policy development and e-business solutions to ONR's provider network thru partnership with the science and technology community. The Acquisition Department executes a variety of acquisition vehicles at various dollar thresholds.

Our main office is located in Arlington, VA and primarily performs pre-award functions. In addition we have five regional offices located in Atlanta, GA; Boston, MA; Chicago, IL; San Diego, CA; and Seattle, WA whose primary function is to perform post-award functions for colleges, universities and non-profit organizations for not only ONR, but Navy, Army, Air Force, DoD, and other Federal Activities. <http://www.onr.navy.mil/Contracts-Grants.aspx>



“Locating Potential Business Opportunities”

NRL has a Contracting Division which executes requirements which exceeds \$150K; and a Purchasing Division which is responsible for procuring requirements at or below the Simplified Acquisition threshold of \$150K:

NRL Contracting Division - is responsible for the acquisition of outcomes, materials and services valued in excess of the simplified acquisition threshold. The NRL Contracting Division is located at the NRL main site in Washington, DC with a section located at the NRL site at Stennis Space Center, MS.
<http://heron.nrl.navy.mil/contracts/home.htm>

NRL Supply and Information Services Division - is responsible for procuring outcomes, materials & services with an estimated price at or below \$150K, on the Open market. Additionally, they procure materials & services from GSA Schedule contracts and other indefinite delivery type contracts up to the maximum order limit of the contract. They have an unlimited authority when ordering from the Government's Wholesale Supply System. <http://supply.nrl.navy.mil/home.htm>



“Locating Potential Business Opportunities”

In addition, the NRL Supply and Information Services Division maintains a current mailing source list utilizing an automated system; companies' information may be emailed to SolQnA@nrl.navy.mil, faxed to (202) 767-0367 or mailed to:

*Naval Research Laboratory
Technical Staff, Code 3441.3
4555 Overlook Ave., SW
Washington, D.C. 20375-5329*



“Locating Potential Business Opportunities”

In addition, the Supply Division has designated Monday mornings as 'Vendor Days', to allow contractors/vendors an opportunity to come in and meet the Contracting Officers/Purchasing Agents. To schedule an appointment/questions contact (202) 767-0375 or by mail to:

***Naval Research Laboratory
Purchasing Branch, Code 3410
4555 Overlook Ave., SW
Washington, D.C. 20375-5329***

'However, Mondays during the month of September as well as those during the Christmas Holidays are excluded.



“Locating Potential Business Opportunities”

NRL Purchasing Department Points of Contact:

NRL Supply Officer (202) 767-3446

Purchasing Branch Head (202) 767-2303

Small Purchase (202) 767-9288

“Locating Potential Business Opportunities”

Navy SeaPort-Enhanced (SeaPort(e))-

In order to meet its service requirements, ONR uses the Navy's Seaport-e (i.e., Multiple Award Contract(s)) for support services). SeaPort-e is the Navy's electronic platform for acquiring support services in a variety of functional areas including Engineering, Financial Management, and Program Management support.

The SeaPort-e portal provides a standardized means of soliciting offers from amongst both large and small businesses with nearly 85% of SeaPort-e contract-holders being small businesses thusly enhancing small Business participation.

NRL currently 'is not' a Navy SeaPort(e) participant.

“Locating Potential Business Opportunities”

Navy SeaPort-Enhanced (SeaPort(e)) -

Navy SeaPort-e 22 Functional Areas:

****Research and Development Support***

****Engineering, System Engineering and Process Engineering Support***

****Modeling, Simulation, Stimulation, and Analysis Support***

****Prototyping, Pre-Production, Model-Making, and Fabrication Support***

****System Design Documentation and Technical Data Support***

****Software Engineering, Development, Programming, and Network Support***

****Reliability, Maintainability, and Availability (RM&A) Support***

****Human Factors, Performance, and Usability Engineering Support***

****System Safety Engineering Support***

****Configuration Management (CM) Support***

****Quality Assurance (QA) Support***

****Information System (IS) Development, Information Assurance (IA) and Information Technology (IT) Support***

****Inactivation and Disposal Support***

****Interoperability, Test and Evaluation, Trials Support***

****Measurement Facilities, Range, and Instrumentation Support***

****Logistics Support***

****Supply and Provisioning Support***

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“Locating Potential Business Opportunities”

Navy SeaPort-Enhanced (SeaPort(e)) -

Navy SeaPort-e 22 Functional Areas, continued:

****Training Support***

****In-Service Engineering, Fleet Introduction, Installation and Checkout Support***

****Program Support***

****Functional and Administration Support***

****Public Affairs and Multimedia Support***

If interested in submitting a proposal during this the next open rolling admission period visit: <http://www.seaport.navy.mil/default.aspx>. Other Navy activities using Navy SeaPort(e) include, NAVSEA, NAVSUP, SPAWAR, NAVAIR, etc., and may also provide additional business opportunities.



“Locating Potential Business Opportunities”

ONR Office Supplies –

Our office supplies are primarily purchased via DoD E-Mall at:

<http://www.dsccl.dla.mil/programs/eball/index.html>



“Locating Potential Business Opportunities”

ONR Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) Program -

****Through the Navy's Small Business Innovation Research (SBIR) Program, small businesses of 500 people or less have the opportunity to address naval needs in more than 30 science and technology areas.***

****Navy SBIR provides the fleet with innovative advances in technology developed by small firms. SBIR participants benefit both from program awards as well as the further development and commercialization of the resulting products.***

****Navy's Small Business Technology Transfer (STTR) program is intended to foster transitions of joint efforts between qualified small businesses and research institutions to Navy and Marine Corps, in particular.***

****Small businesses may register for the Department of Defense (DoD) SBIR solicitation and related mailing lists on-line via the DoD SBIR home page.***

For detailed information about the Navy's SBIR/STTR program, visit: www.navysbir.com.



“Locating Potential Business Opportunities”

Navy SBIR/STTR Home Page: www.navysbir.com

Opportunities currently available:

***DoD FY-2012.3 SBIR (Pre-release) Opens August 27, 2012 Closes September 26 2012 6:00 a.m., Eastern Standard Time (EST)**

***The DoD issued its 2012.3 SBIR pre-release on July 26, 2012, which opens to receive proposals on August 27, 2012, and closes September 26, 2012 at 6:00am EST. The solicitation is inclusive of 12 topics from three (3) of the Navy's SYSCOMS:**

***SYSCOM Topics: Total 12**

[MARCOR 5](#)

[NAVSEA 2](#)

[SPAWAR 5](#)

***System Commands (SYSCOM)**

“Locating Potential Business Opportunities”

Navy SBIR/STTR Home Page:

Opportunities currently available:

-Between July 26 and August 26, 2012, you may talk directly with the Topic Authors (i.e., Technical Points of Contact (TPOC)) to ask technical questions about the topics. The contact information is listed within each solicitation topic.

-For reasons of competitive fairness, there will be no direct communication between proposers and topic authors starting August 27, when DoD begins accepting proposals for this solicitation.

-However, proposers can still submit written questions about solicitation topics through the [SBIR/STTR Interactive Topic Information System \(SITIS\)](#), in which the questioner and respondent remain anonymous and all questions and answers are posted electronically for general viewing until the solicitation closes.

“Locating Potential Business Opportunities”

Navy SBIR/STTR Home Page:

Opportunities currently available:

-All proposers are advised to monitor [SITIS](#) during the solicitation period for questions and answers, and other significant information, relevant to the SBIR/STTR topic under which they are proposing.

-Complete solicitation instructions and forms are available on the DoD SBIR/STTR web site at www.acq.osd.mil/osbp/sbir/solicitations/sbir20123/index.shtml. A DoD wide topic search engine is available at www.dodsbir.net/Topics/



“Locating Potential Business Opportunities”

Navy SBIR/STTR Home Page:

Navy Rapid Innovation Fund (RIF) Broad Agency Announcement (BAA) 12-014

DoN RIF program is designed to provide SBIR Phase II firms and other small businesses with innovative technologies that can resolve operational challenges or meet critical national security needs an opportunity to gain access to bridge funding to cross the so called "valley of death".

In order to be selected, projects must be able to transition into an acquisition program or field a DoN prototype system within 36 months (24 months for DoN RIF project and 12 months post project transition) and cost not more than \$3 million in RIF program funding.

Successful applications will have significant existing support from an acquisition program and/or Prime Contractor/Systems Integrator, will already have completed at least some initial prototype testing, and will have an understanding of the requirements necessary to achieve Test Readiness Level (TRL) 7/8.

“Locating Potential Business Opportunities”

Navy SBIR/STTR Home Page:

Navy Rapid Innovation Fund Broad Agency Announcement (BAA)

Firms that have not successfully completed their initial Phase II efforts, do not have a detailed transition path into an identified acquisition program, or have not worked with a Prime Contractor/Systems Integrator to identify transition requirements is very unlikely to be selected for award.

Complete details and the BAA are available on the both the ONR and FedBizOpps web site at:

<http://www.onr.navy.mil/en/Contracts-Grants/Funding-Opportunities/Broad-Agency-Announcements.aspx>

‘or’

www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=13049683c0135713272c948e dd6630d4&_cvview=0

“Locating Potential Business Opportunities”

Examples of current ONR Opportunities:

Broad Agency Announcements (BAAs):

12-001 - ONR Long Range BAA for Navy and Marine Corps Science and Technology

12-011 - Unmanned Aerial Systems Interface, Selection and Training Technologies (UASISTT)

12-012 - Tools and Models for Predicting the Magnitude and Distribution of Forces on the Towed Array System

12-013 - Medical Modeling and Simulation (MM&S) for Military Training and Education

12-014 - Department of the Navy Rapid Innovation Fund (RIF) BAA

12-018 - USV Payloads for Single Sortie Detect to Engage (SS-DTE) Mine Counter Measures

“Locating Potential Business Opportunities”

Examples of current ONR Opportunities:

***Special Notices:**

- 12-SN-0019 - Special Program Announcement for 2012 Office of Naval Research Basic Research***
- 12-SN-0017 - Special Program Announcement for 2012 Office of Naval Research Opportunity: “Hyper Velocity Projectile (HVP) Research”***
- 12-SN-0015 - Special Program Announcement for Office of Naval Research: DARPA/ONR Field-Reversible Thermal Connector (RevCon) Challenge II***
- 12-SN-0018 - Special Program Announcement for 2012 Office of Naval Research: Sea-Based Aviation National Naval Responsibility Propulsion Focus Area***

****Special areas of Program interest under ONR Long Range BAA***

“Locating Potential Business Opportunities”

Examples of current NRL Opportunities:

Request for Proposals:

***N00173-12-R-M104 Spinning Antenna System
N00173-12-R-M105 Diffusion-bonded Transducer***

Pending Requirements:

N00173-12-R-KS03 Aerospace Vehicle Engineering Analysis And Design

N00173-12-R-TA01 Research And Development Engineering Services In The Field Of Pulsed Power Plasma Physics

N00173-12-R-RK02 Engineering Support For Tactical Warfare Simulation

N00173-12-R-KS04 Technical, Engineering And Scientific Expertise For The Development Of Space Systems



“Locating Potential Business Opportunities”

Examples of current NRL Opportunities:

Sources Sought Notices:

NRL-12-RV07 INTOP Dry Supply System

NRL-12-GA02 Nominal 67 Hp Shaft Output Direct Drive Motor System

NRL-12-PW09 Air Cooled Chiller System

NRL-12-RV06 Engineering Support For The Development Of Next Generation Navy RF Systems

BAAs:

BAA-N00173-02 NRL Broad Agency Announcement



“Locating Potential Business Opportunities”

Examples of current NRL Opportunities:

NRL Simplified Acquisition Opportunities:

N00173-12-Q-0272 High Bandwidth InGaAs Photodetectors

N00173-12-Q-0277 Field Programmable Gate Array

N00173-12-Q-0278 Actuators for Main and Relief Valves

N00173-12-Q-0281 Zarges Mitraset-Rackmount Enclosure

N00173-12-Q-0282 HDX Media Center

N00173-12-Q-0284 Buehler Polishing and Mounting Equipment

N00173-12-Q-0285 Inert Gas High Temperature Convection Oven

N00173-12-Q-0286 RF Front End & Antenna

N00173-12-Q-0287 Capacitor Frame Racks

N00173-12-Q-0290 Fabricated Items for Small Rail Gun

N00173-12-Q-0291 Chassis & Base Unit with Software

N00173-12-Q-0294 Equipment and Components

“How to Contact ONR/NRL OSBP”

HOW TO CONTACT NRL OSBP:

NRL Small Business POC:

Susan Wilson

**Deputy Director for Small Business
Office of Small Business Programs**

**Naval Research Laboratory
4555 Overlook Avenue, S.W.
Washington DC 20375-5320**

Phone: (202) 767-0666

E-mail: susan.wilson@nrl.navy.mil

Website: <http://sadbu.nrl.navy.mil/>

“How to Contact ONR/NRL OSBP”

HOW TO CONTACT NRL OSBP:

Brenda Pickett

Associate Director of Small Business

Office of Small Business Programs

Office of Naval Research

875 North Randolph St.

ONR Code: BDSB

Arlington, VA 22203-1995

Tele: 703-696-2607

Fax: 703-696-3365

Email: Brenda.Pickett@navy.mil

Website:

<http://www.onr.navy.mil/Contracts-Grants/small-business.aspx>



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