

Office of Small Business Programs (OSBP)

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: increase speed to the Fleet; deliver integrated & interoperable warfighting capabilities; and improve affordability. Achieving these priorities requires the entrepreneurial skills of small and large businesses.

Prospective Contractors

If you are a prospective contractor, we recommend the following key links for your information and registration. All synopses and written solicitations are posted directly to the Navy Electronic Commerce Office (NECO) and Federal Business Opportunities (FBO). Search on UIC "N68936" to quickly identify NAWCWD requirements.

- [Doing Business with the Department of Defense](#)
- [Doing Business with the Navy](#)
- [Navy Electronic Commerce Office \(NECO\)](#)
- [Federal Business Opportunities \(FBO\)](#)
- [Guidelines for Developing and Submitting an Unsolicited Proposal](#)

Industry Day Events

Each year NAWCWD hosts an industry day where government acquisition officials discuss their requirements with industry. It is not the same as a trade show or procurement conference. Industry Day differs from a pre-procurement conference because it is held before the actual announcement of the procurement, and before any solicitation is released. The agenda includes introductory presentations by NAWCWD leadership, forecasted contracting opportunities for the next three fiscal years, and discussions on the use of Commercial Service Agreements (CSA) and Cooperative Research and Development Agreements (CRADA).

- Helps determine what contractors are in the marketplace
- Helps determine what new technology exists
- Gives everyone a chance to address frequently asked questions
- Good opportunity to hear industry's concerns so that issues can be addressed before a solicitation is issued, and potentially avoid RFP changes
- Helps contractors to figure out their procurement strategy (sole source, full & open competition, etc.)
- Gives industry more lead time which can lead to increased competition. (More lead time to understand the procurement, set up teaming arrangements, determine proposal strategy and more time to decide whether or not to submit a proposal.)

Helpful Links

- [NAWCWD Long Range Acquisition Forecast \(LRAF\) Industry Day Event](#)
- [NAVAIR Long Range Acquisition Forecast \(Next three fiscal years\)](#)

Important Websites

- [NAVAIR Office of Small Business Programs](#)
- [Dept. of Defense Small Business Office Homepage](#)
- [Dept. of Navy Small Business Office Homepage](#)
- [Federal Acquisition Jumpstation](#)
- [Federal Acquisition Regulations](#)
- [Federal Register](#)
- [DoD Email](#)
- [North American Industry Classification System \(NAICS\) Codes](#)
- [Product Service Codes \(PSC formerly FSC\)](#)
- [Small Business Administration](#)
- [Procurement Technical Assistance Centers](#)
- [Wide Area Workflow Registration](#)
- [VetBiz](#)
- [General Service Administration \(GSA\)](#)
- [Federal Procurement Data System – Next Generation](#)

Office of Small Business Programs: 760-939-2712. Email: [Small Business Office](#)