

**NOAA**

# NOAA Acquisition & Grants Office (AGO)

SMALL BUSINESS CONFERENCE

JEFFREY THOMAS, AGO DIRECTOR

April 4, 2019



# Seeds of Science, Stewardship and Service



# “An Act to provide for surveying the coasts of the United States” - Ninth Congress of the United States

- "An act to provide for surveying the coasts of the United States" was signed by President Thomas Jefferson on February 10, 1807 - Created United States Survey of the Coast (under Department of Treasury)
  - On the heels of the success of the Lewis and Clark Expedition
  - Overcame sectional rivalries with its potential benefits to the entire Atlantic seaboard, plus portions of the gulf coast
- The bill declared a very specific objective — a survey to result in complete and accurate charts of the entire coast of the United States — but it reflected larger issues that were of tremendous concern to the young nation.
  - National boundaries, Commerce, and Defense

# Leadership

- Ferdinand Hassler, immigrant from Switzerland - gifted and well trained in mathematics and surveying – proposed trigonometric survey – was selected by Jefferson to lead effort because of the accuracy and precision of his proposed approach.



# A Long Journey

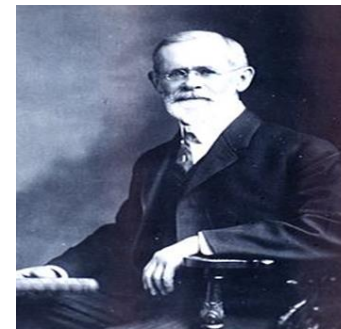
- Required very sophisticated scientific instruments - not available in the U.S..
- Traveled to England to secure necessary equipment
- War of 1812 delayed project
  - Required additional appropriations in 1816 to re-start the project following the war.
- 1818: Work was slow and expensive so Congress re-assigned work to Army and Navy – thought they could do it cheaper
  - did not like Hassler because of his foreign birth. Law prohibited civilians for coastal surveys.
- Reestablished Survey of the Coast (a civilian agency) in 1832 by Andrew Jackson – who re-appointed Hassler as superintendent.
  - Expanded and extended the scope and organization.
  - Continued partnership with Navy and Army (foundation for creation of NOAA Corps)
  - Continued conflict with Congress over funding...

# Legacy of Jefferson's vision continues

- Survey of the coast grew with the nation
- Changed organizations/title several times. The heart of the original “survey of the coast” activity born by Jefferson resides within today’s National Ocean Service.

# NOAA's Other Historical Roots

- 1870 - Weather Bureau of the United States Created Under President Ulysses S. Grant –
  - Originally under Secretary of War “military discipline would probably secure the greatest promptness, regularity and accuracy of the required observations.”
  - Cleveland Abbe was appointed . as the Bureau's first chief meteorologist. Developed probabilistic forecasts using daily weather data sent by the Cincinnati Chamber of Commerce and Western Union, which he convinced to back the collection of such information in 1869 –.
  - 1890 became a civilian agency under the Department of Agriculture – issued flood warnings, daily surface weather maps, and developed relationship with European meteorologists.



# NOAA's Other Historical Roots

- 1871 U.S. Commission of Fish and Fisheries
  - Protect, study, manage and restore fish
  - Spencer Fullerton Baird was first Commissioner.
    - Also served as Smithsonian's First Curator of National Museum and later as Secretary of Smithsonian Institution. Widely published naturalist.
  - Woods Hole, Mass was first marine fisheries research lab, and is still home to one of NOAA's five fisheries science centers



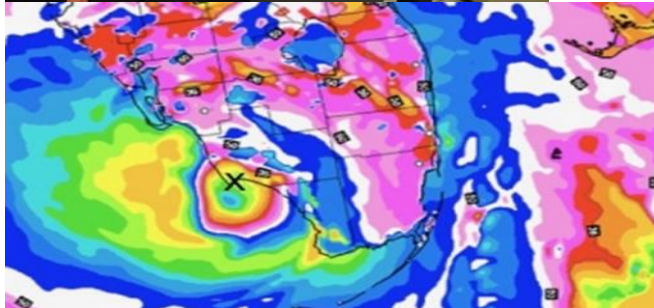
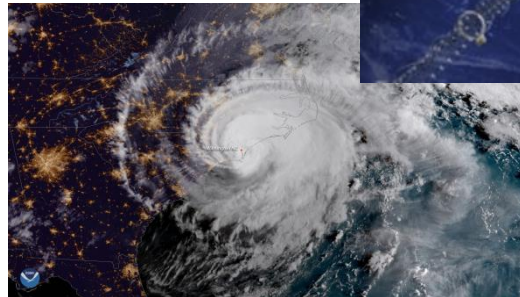
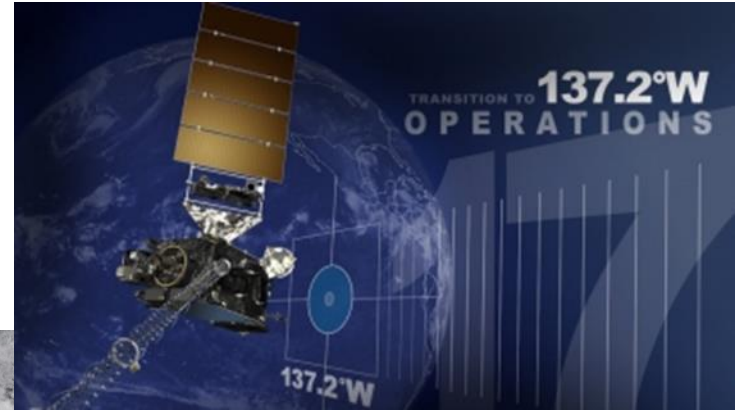


# NOAA Created

The common culture of scientific accuracy and precision, service to protect life and property, and stewardship of resources brought these three agencies together in 1970 with the establishment of NOAA, an agency within the Department of Commerce.

# NOAA's Mission Today

NOAA's mission: Science, service and stewardship: 1) to understand and predict changes in climate, weather, oceans, and coasts; 2) to share that knowledge and information with others; and 3) to conserve and manage coastal and marine ecosystems and resources.



317 stocks with known status



91% not subject to overfishing (287 stocks)

9% subject to overfishing (30 stocks)

235 stocks with known status



85% not overfished (200 stocks)

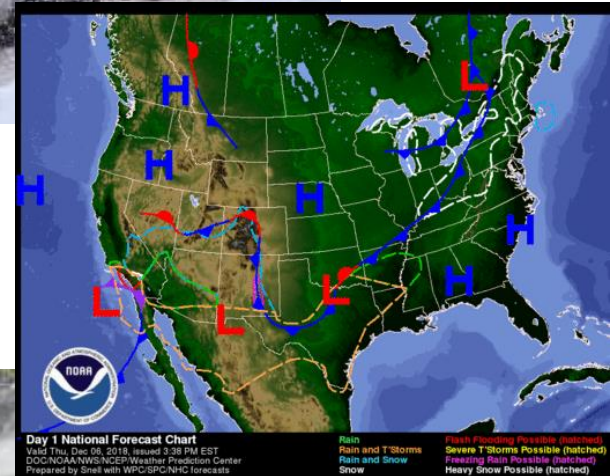
15% overfished (35 stocks)



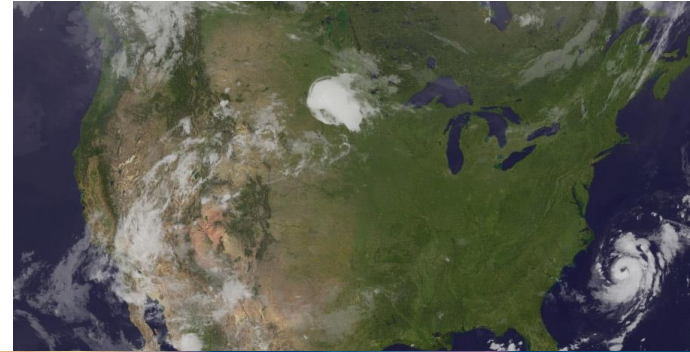
# Weather Ready Nation



NOAA's National Weather Service is building a Weather-Ready Nation by providing better information for better decisions to save lives and livelihoods



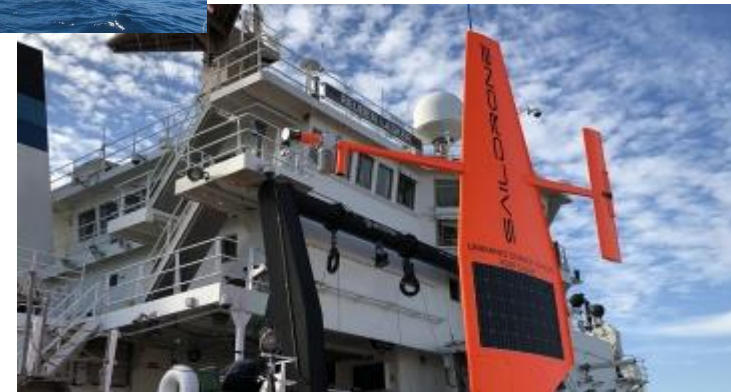
# NESDIS



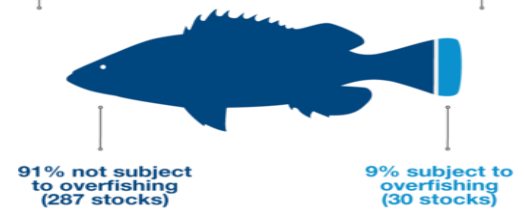
The NOAA Satellite and Information Service provides timely access to global environmental data from satellites and other sources to monitor and understand our dynamic Earth. We manage the Nation's operational environmental satellites and deliver data and information services such as Earth system monitoring and official assessments of the environment.

# Fisheries

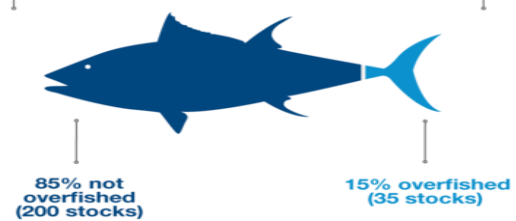
NOAA Fisheries provides science-based conservation and management for sustainable fisheries and aquaculture, marine mammals, endangered species, and their habitats.



317 stocks with known status



235 stocks with known status



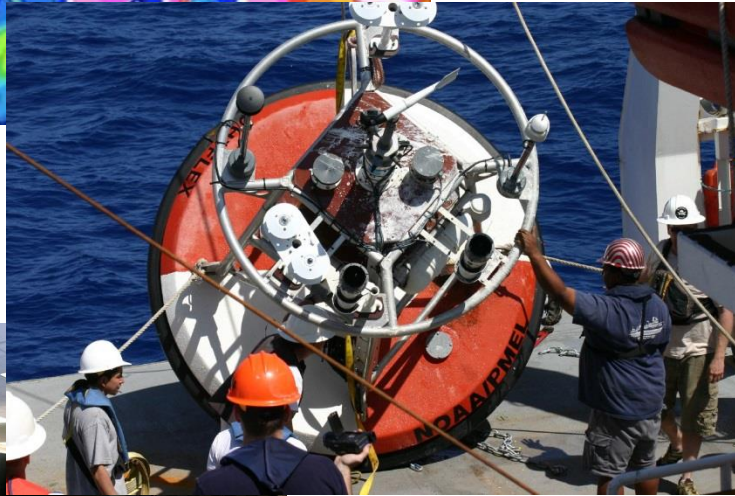
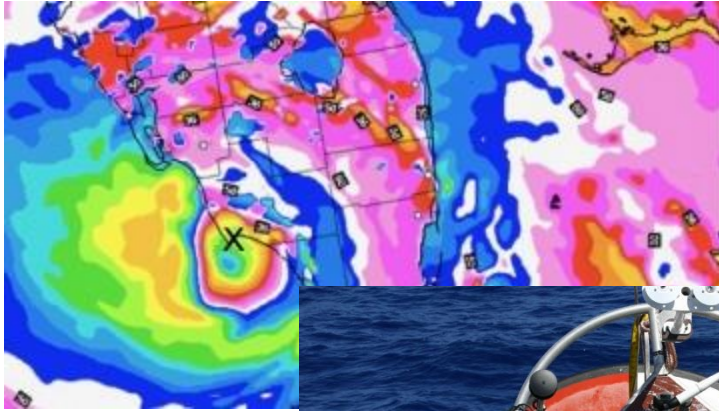
# NOS – Root of NOAA

NOAA's National Ocean Service provides products, tools, and services to ensure safe passage along our coastal waters.

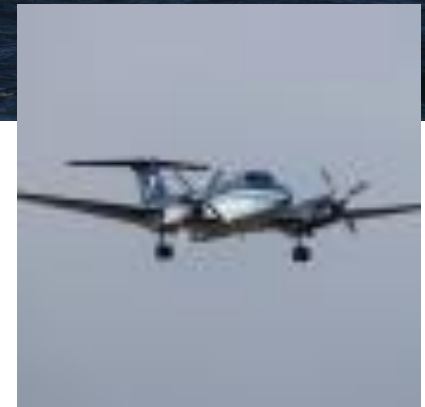


# Research

NOAA Research provides the research foundation for understanding our planet and technological innovation and scientific advances that improve our lives.



# Supporting the Mission



NOAA's Office of Marine and Aviation Operations (OMAO) administers the NOAA fleet of ships and aircraft, and trains divers to safely facilitate Earth observation.



# Preserving our Ocean Treasures

## Sanctuaries

Discover the coastal and marine places that NOAA's National Ocean Service works to protect.



President Bush (41) enjoyed the distinction of having the most national marine sanctuaries (six) designated during any presidential administration.



# Department of Commerce Strategic Plan



## ACCELERATE AMERICAN LEADERSHIP

- Expand Commercial Space Activities
- Advance Innovation
- Strengthen Intellectual Property Protection



## FULFILL CONSTITUTIONAL REQUIREMENTS AND SUPPORT ECONOMIC ACTIVITY

- Conduct a Complete and Accurate Decennial Census
- Provide Accurate Data to Support Economic Activity



## ENHANCE JOB CREATION

- Increase Aquaculture Production
- Reduce and Streamline Regulations
- Strengthen Domestic Commerce and the U.S. Industrial Base
- Increase U.S. Exports
- Increase Inward Investment Into the United States



## DELIVER CUSTOMER CENTRIC SERVICE EXCELLENCE

- Engage Commerce Employees
- Accelerate IT Modernization
- Consolidate Functions for Cost Savings

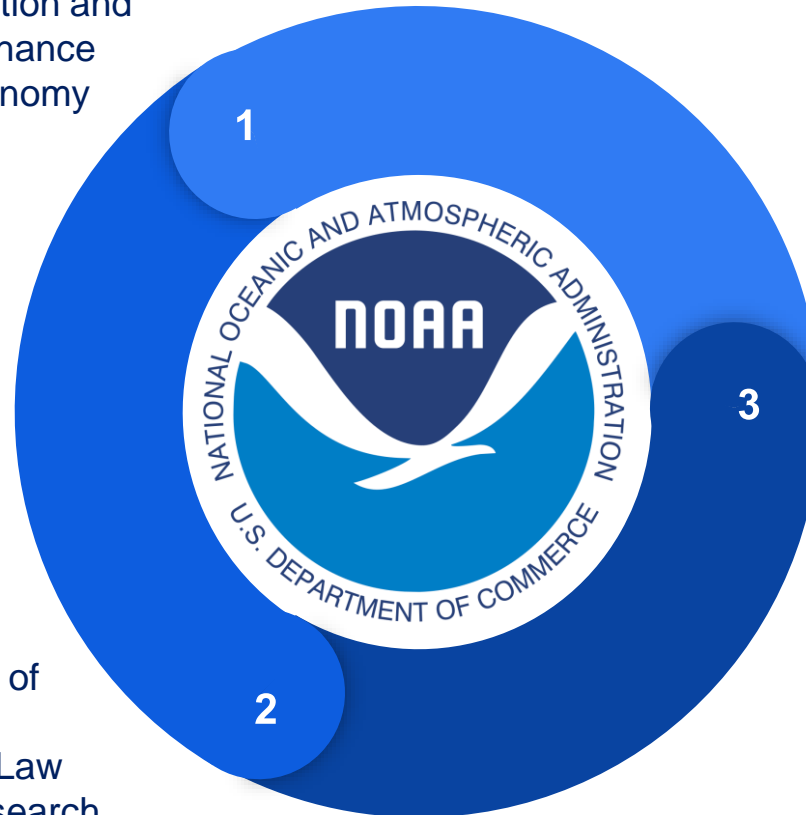


## STRENGTHEN U.S. ECONOMIC AND NATIONAL SECURITY

- Enforce the Nation's Trade Laws and Security Laws
- Enhance the Nation's Cybersecurity
- Reduce Extreme Weather Impacts
- Deploy Public Safety Broadband

# NOAA Primary Objectives

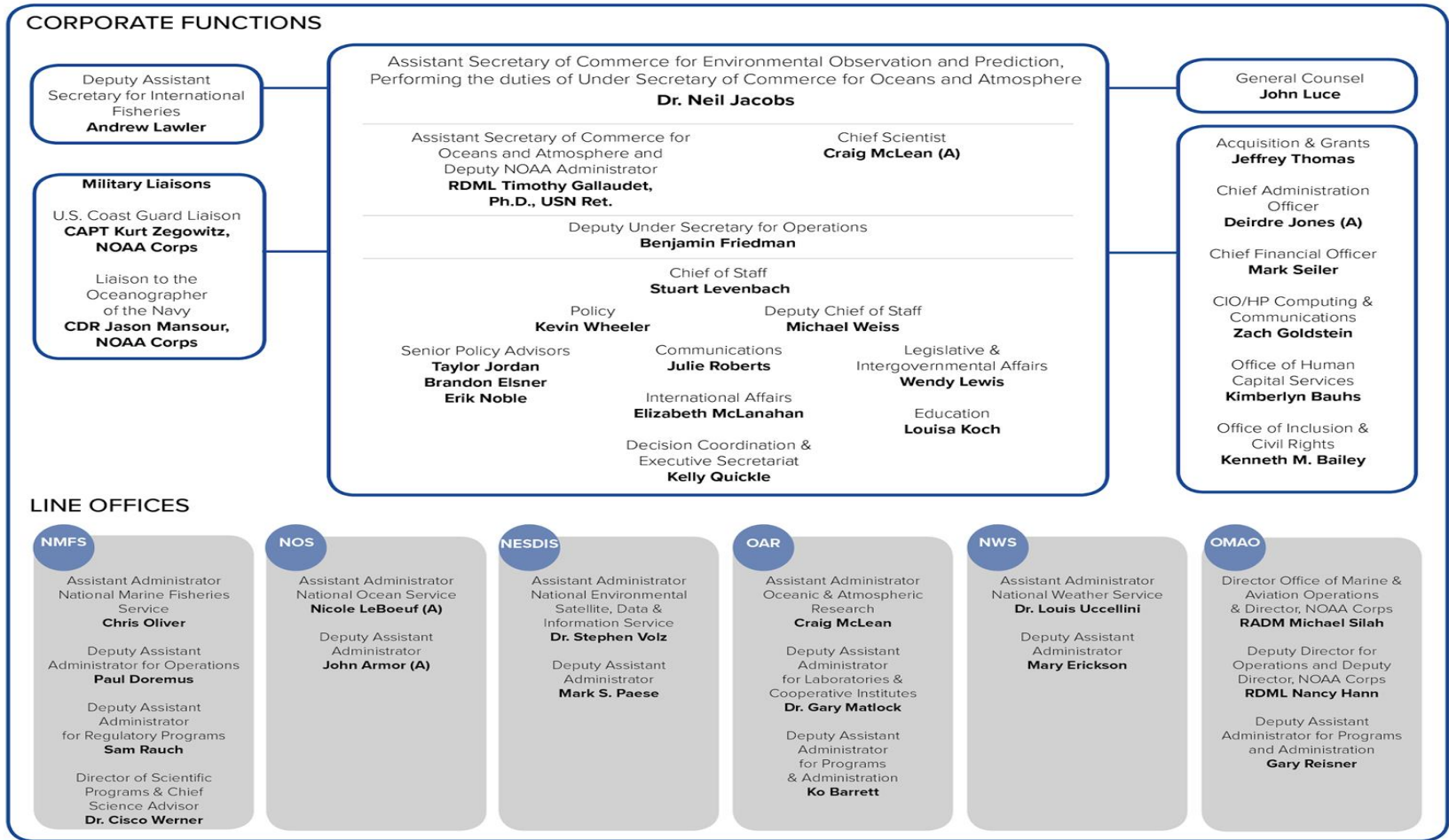
Lead the world in earth system observation and prediction to enhance the nation's economy



Increase the sustainable contributions to the nation's economy through fishery and marine resource management, mapping, exploration, observation, and prediction

Minimize the impacts of severe weather by implementing Public Law 115-25 (Weather Research and Forecasting Innovation Act)

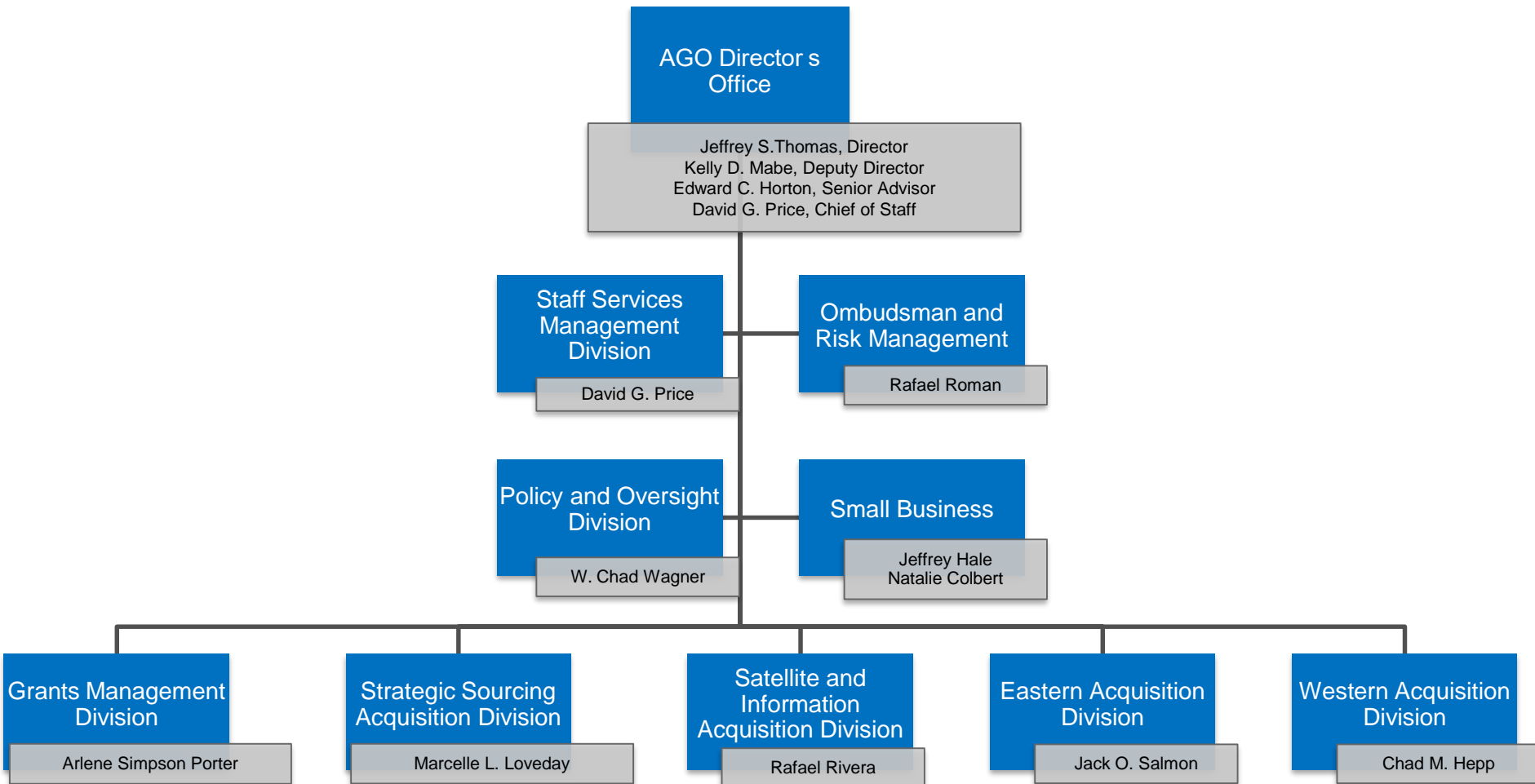
# NOAA Headquarters Organization



Key: (A) = Acting Last updated 03/11/19



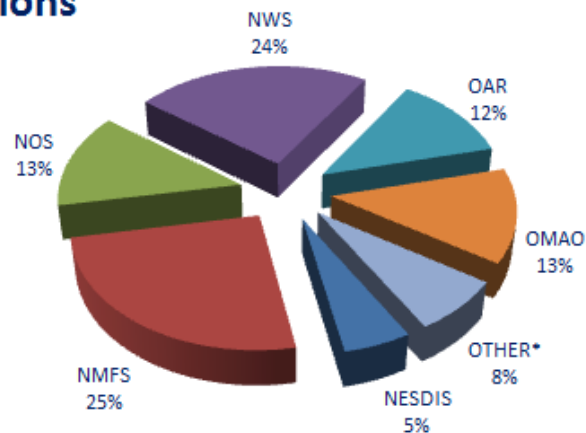
# AGO Organization Chart



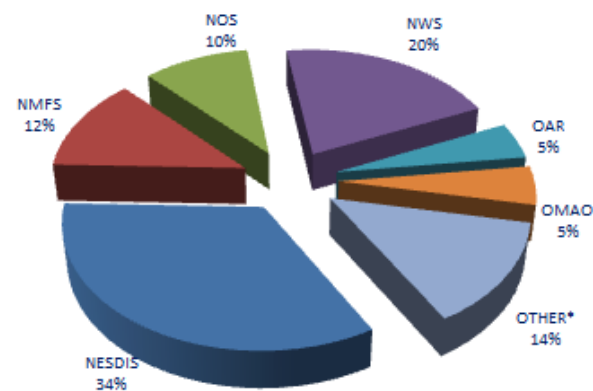
# FY18 Acquisition Activity by NOAA Client

FY2018 Acquisition Activity by Client September 30, 2018			
CLIENTS	2018 Transactions (excludes closeout team)		Average \$ Per Transaction
	#	\$	\$
NESDIS	884	\$500,621,806	\$566,314
NMFS	4,210	\$183,731,912	\$43,642
NOS	2,227	\$146,847,217	\$65,939
NWS	3,937	\$302,850,292	\$76,924
OAR	2,047	\$70,492,042	\$34,437
OMAO	2,203	\$74,871,767	\$33,986
<b>NOAA Line Offices Total</b>	<b>15,508</b>	<b>\$1,279,415,036</b>	<b>\$82,500</b>
AGO	142	\$14,567,585	\$102,589
CAO	416	\$33,505,557	\$80,542
CFO	52	\$14,885,528	\$286,260
CIO	506	\$109,094,945	\$215,603
GC	17	\$361,766	\$21,280
OHCS	42	\$19,569,346	\$465,937
PPI	2	\$0	\$0
USEC	45	\$9,563,251	\$212,517
<b>NOAA Staff Offices Total</b>	<b>1,222</b>	<b>\$201,547,977</b>	<b>\$164,933</b>
<b>External Clients Totals</b>	<b>14</b>	<b>-\$17</b>	<b>-\$1</b>
<b>NOAA Total</b>	<b>16,744</b>	<b>\$1,480,962,996</b>	<b>\$88,447</b>

## Transactions



## Obligations

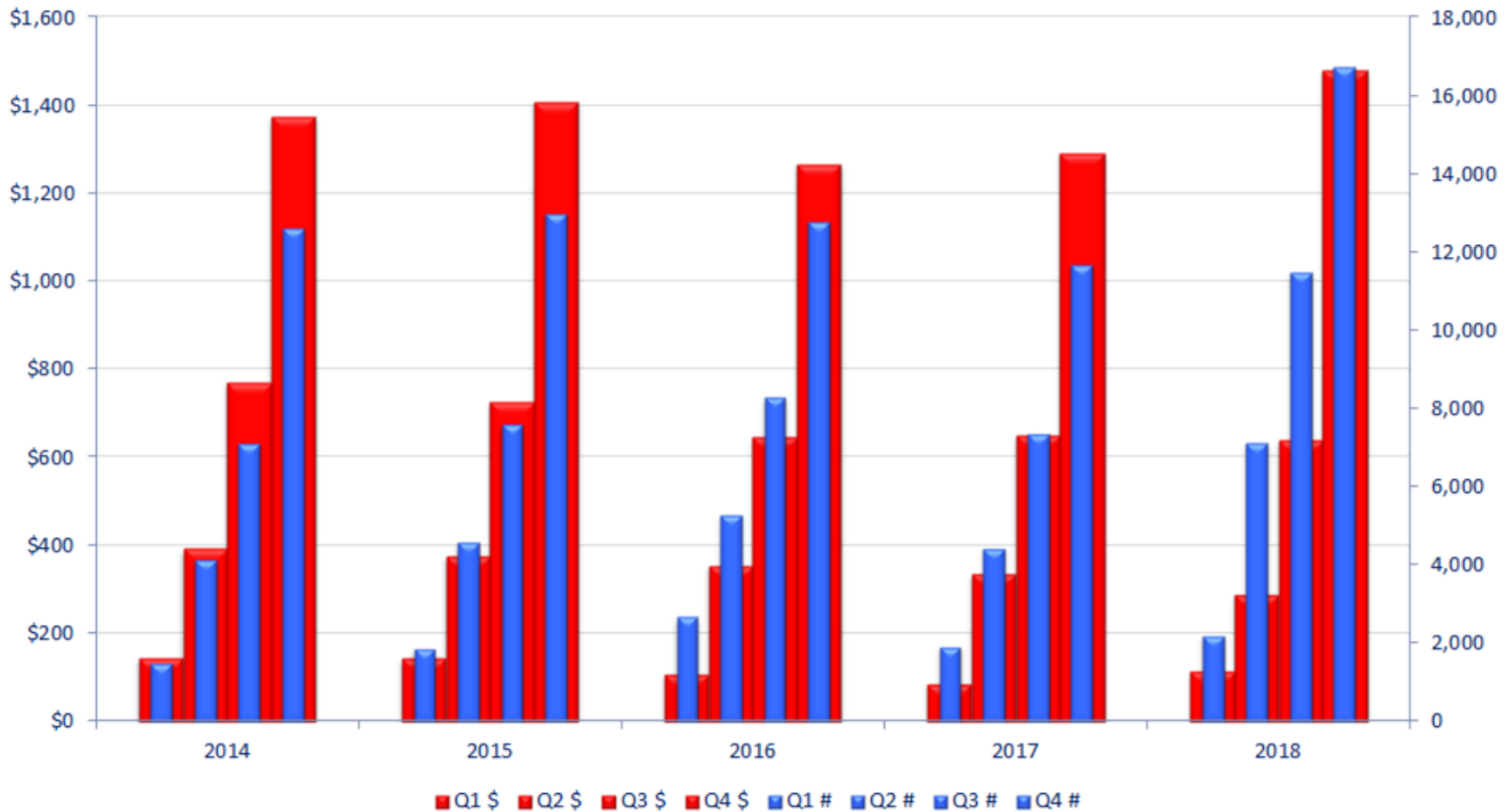


\* Includes the following clients:  
AGO, CAO, CFO, CIO, GC, OHCS, USEC, External Clients without Closeout Teams



# Historic Acquisition Trends

Cumulative Obligation Trends by Quarter for FY2014-FY2018\*



\*Excludes Closeout Team Actions





# Socio-Economic Programs

## Small Business Achievements

SMALL BUSINESS TYPE	2018 DOC GOAL %	2018 NOAA GOAL %	2018 NOAA Only % of \$	2018 NOAA Goaling % of \$	2018 NOAA Achievement w/o NASA % of \$	2018 NOAA Achievement w/o NASA \$ VALUE	2019 NOAA Goal
Small Business - Achievement Method	37.2%	49%	50.2%	35.6%	52.1%	\$745,701,909	49%
Sub-category Reporting							
Small Disadvantaged Business	12%	14%	25.9%	17.8%	26.0%	\$372,890,691	14.0%
8(a)	8%	6%	9.2%	6.3%	9.2%	\$132,006,992	8.0%
Woman-Owned Small Business	10%	12%	15.0%	10.5%	15.4%	\$221,173,639	12.0%
HUBZone Small Business	3%	3%	4.2%	2.9%	4.2%	\$60,741,144	3.0%
Veteran-Owned Small Business	4%	4%	5.9%	4.8%	7.1%	\$100,989,657	4.0%
Service Disabled Veteran Owned	3%	3.5%	4.0%	3.3%	4.8%	\$68,509,176	3.5%

### Notes:

1. Source: FPDS 10/04/2018 for FY2018 Results
2. The Small Business Administration sets targets for a subset (not all) of the small business categories; the sub-categories will not total to the Small Business total. Some awards fall into multiple categories
3. Goaling method of measurement includes what other agencies award with NOAA funds
4. Achievement method of measurement excludes funds transferred to NASA for award
5. FY19 Goals Updated from DOC SBP 2019-01 Memo (10/19/2018).



# Top Ten NAICS Code for Products & Services

**541512:** (COMPUTER SYSTEMS DESIGN SERVICES)

**541519:** (OTHER COMPUTER RELATED SERVICES)

**541712:** (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))

**541611:** (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)

**517919:** (ALL OTHER TELECOMMUNICATIONS)

**541330:** (ENGINEERING SERVICES)

**541370:** (SURVEYING AND MAPPING (EXCEPT GEOPHYSICAL SERVICES))

**334220:** (RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING)

**541620:** (ENVIRONMENTAL CONSULTING SERVICES)

**541511:** (CUSTOM COMPUTER PROGRAMMING SERVICES)

# Strategic Sourcing

- ProTech - Professional and Technical Services.
  - Mandatory program for NOAA, available to DOC.
  - Four Domains – Ocean, Fisheries, Weather, Satellites – and will be multiple award.
  - 75 percent reserved for small businesses.
  - Program estimated at \$3B over 5 year period.
- NOAALink – NOAA’s Current IT Services IDIQ
  - AGO & the NOAALink Program Office have begun acquisition planning for the follow-on NOAA Mission IT Services (NMITS) contracts
  - NMITS will be a mandatory program for NOAA
  - Estimated dollar value is between \$2-3B
- Department of Commerce

# FY18 NOAA Acquisition Top 10 Obligation by Vendor

TOP 10 VENDORS BY TOTAL \$ AWARDED BY NOAA	TRANSACTIONS (#)	TOTAL OBLIGATED (\$)*
HARRIS CORPORATION	21	\$119,786,474.55
RAYTHEON COMPANY	60	\$113,596,030.08
EARTH RESOURCES TECHNOLOGY, INC.	140	\$58,519,030.92
INTERNATIONAL BUSINESS MACHINES CORPORATION	16	\$32,030,277.35
LGS INNOVATIONS LLC	5	\$31,299,924.19
2020 COMPANY LLC	32	\$28,004,607.55
I.M. SYSTEMS GROUP	20	\$26,411,941.27
LYNKER TECHNOLOGIES LLC	185	\$24,534,333.05
GLOBAL SCIENCE & TECHNOLOGY, INC.	19	\$22,319,409.95
GAMA-1 TECHNOLOGIES LLC	35	\$21,476,444.59
<b>GRAND TOTAL</b>	<b>533</b>	<b>\$477,978,925.50</b>

\*As reported through FPDS



# Government Wide Acquisition Trends

- Category Management has become the theme of Government Procurement. Category Management creates common categories of products and services across all Federal agencies.
  - Category Management allows the Federal Government to buy smarter and reduce duplicative contracts, as well as decrease costs for bids, proposals, and contract administration.
- Government-wide procurement policies will be implemented to ensure agencies are taking the steps to achieve “Spend under Management” (SUM) where common goods & services are awarded under an agency or Government-wide contract vehicle.
  - A SUM tiered maturity model was developed to help agencies evaluate their progress in aligning common spend activities with category management principles.
- In the future, agencies will be required to develop analyses of alternatives for planned acquisitions of common goods and services over \$50M , defined as “Tier 0” spending and over \$100M, defined as “Tier 1” spending.

# Government Wide Acquisition Trends - BIC

- The goal is for agencies to utilize Tier 3 solutions defined as “Best in Class” (BIC) which are Government- wide vehicles designated by OMB as BIC.
  - BIC contracts are identified through a collaborative interagency process by acquisition category experts as offering the best pricing and terms and conditions within the Federal marketplace & reflecting the strongest contract management practices.
  - Pursuant to OMB Memo M-17-22, BIC solutions should be considered and used “to the maximum extent practicable” by acquisition professionals Government-wide.
  - Each year, agencies will be required to increase the percentage of contracts that are defined as “SUM” and increase spending under BIC solutions.
  - Each year, agencies will be required to increase the percentage of contracts that are defined as “SUM” and increase spending under BIC solutions.

# Government Wide Acquisition Trends

- To support and deliver the benefits of Category Management, the Acquisition Gateway was developed.
  - NOAA is HIGHLY ENCOURAGED to sign up for and use the Acquisition Gateway to assist in the goal of achieving Spend under Management (SUM).
- Must be consistent with Mission Requirements.

# Small Business of the Year

- New program initiated FY2019
- Recognize Small Businesses as well as all Small Business Socio-economic categories
- Judged to demonstrate outstanding performance, support and advancement of NOAA's mission, and partnership
- Two of our Small Business Partners are being recognized this year



# 2019 Small Business of the Year

- **Data Power Design, Inc. (DPDI)**
  - **John Nellenback, President**
    - DPDI has a history of excelling in challenging encounters and is recognized by the NWSER for its outstanding efforts in developing and implementing innovative solutions to address the NWSERs shortage of lifting gases for numerous Upper Air Observing Systems. Upper Air Observing Systems are a critical part of the NWSER operations and support NWSERs mission to protect lives and property and enhance our economy.
    - DPDI completed each task order timely, within the scope of the work statement, and with no modifications. DPDI has successfully completed numerous task orders, with significant emphasis on the safety and efficiency necessary for the proper implementation of lifting gas conversions at the NWSER sites. These accomplishments will help keep the Upper Air program functioning, even during critical supply shortages.

# 2019 Small Business of the Year

- **Associated Design Group, Inc. (ADG)**
  - **Larry Blanchette, Executive Officer**
    - This award recognizes AGD's efforts over the past five years in providing NOAA with professional architect and engineer design services. The professionalism, technical expertise, and spirit of partnership demonstrated in project after project has helped NOAA maintain a diverse and widespread portfolio of facilities which in turn supports NOAA's ability to meet mission requirements.
    - ADG was able to continue working on a design for a major renovation project at NOAA in Miami, Florida during the recent government shutdown. Their willingness to keep going in a spirit of partnership helped minimize delay to this important special appropriation project and potentially saved NOAA millions in expiring funds.

# NOAA Small Business POC's

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## Thank you

