

NOAA

NOAA Acquisition & Grants Office (AGO)

NOAA/NIST SMALL BUSINESS
INDUSTRY DAY

Jeffrey S. Thomas, AGO Director

June 7, 2018





Department of Commerce

Department of Commerce
 \$12.771 (B)
 Personnel 41,206

National Oceanic & Atmospheric
 Administration
 \$5.92 (B)
 Personnel 11,640

Bureau of Economic Analysis
 \$104 (M)
 Personnel 507

Economic Development
 Administration
 \$276 (M)
 Personnel 184

U.S. Census Bureau
 \$1.49 (B)
 Personnel 9,361

Economics & Statistics
 Administration
 \$3 (M)
 Personnel 16

International Trade
 Administration
 \$483 (M)
 Personnel 1,651

Bureau of Industry & Security
 \$113 (M)
 Personnel 369

Minority Business
 Development Agency
 \$34 (M)
 Personnel 46

National Technical Information
 Service
 \$158 (M)
 Personnel 99

National Institute of Standards &
 Technology
 \$960 (M)
 Personnel 3,382

National Telecommunications
 & Information Administration
 \$68 (M)
 Personnel 501

U.S. Patent & Trademark
 Office
 \$3.08 (B)
 Personnel 12,507

Notes:

Budget numbers based off FY2017 Actual Budget, not including NOAA offsetting receipts (\$189K) or Census mandatory sequestered (\$1.4 million)
 NTIS and PTO's budget based on FY2017 actual user fees, which fund 100% of their operations
 Personnel based on FY2017 Actual FTE



Department of Commerce Strategic Plan



ACCELERATE AMERICAN LEADERSHIP

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









A Bureau (Agency) in a Department



U. S. Department of Commerce

- Formed in 1903 to promote American business and trade
 - Twelve bureaus of differing size and scope pursuing diverse missions
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National Oceanic and Atmospheric Administration

- NOAA is the nation's first physical science, atmospheric science, and conservation agency, tracing its lineage to the U.S. Coast and Geodetic Survey of 1807, the Weather Bureau of 1870, and the Bureau of Commercial Fisheries of 1871
 - Formed in 1970 to coordinate the work of predecessor organizations working on the oceans and atmosphere, as part of a total environmental system
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NOAA Leadership

RDML Timothy Gallaudet, USN Retired

- Confirmed as Assistant Secretary for Oceans and Atmosphere
- Currently Acting as Under Secretary of Commerce for Oceans and Atmosphere and NOAA Administrator
- Formerly the Oceanographer of the Navy

Dr. Neil Jacobs

- Confirmed as Assistant Secretary for Environmental Observation and Prediction
- Formerly Chief Atmospheric Scientist for Panasonic Weather Solutions

Mr. Barry Myers

- Nominated to be Under Secretary of Commerce for Oceans and Atmosphere and NOAA Administrator
- Currently CEO of AccuWeather



NOAA HEADQUARTERS ORGANIZATION



CORPORATE FUNCTIONS

Deputy Assistant Secretary for International Fisheries
Sam Rauch (A)

Federal Coordinator for Meteorology
William Schulz

Assistant Secretary of Commerce for Oceans and Atmosphere and Acting Under Secretary of Commerce for Oceans and Atmosphere
RDML Timothy Gallaudet, Ph.D., USN Ret.

Assistant Secretary for Environmental Observation & Prediction
Dr. Neil Jacobs

Chief Scientist
Craig McLean (A)

Deputy Under Secretary for Operations
Benjamin Friedman

Chief of Staff
Stuart Levenbach

Policy
Kevin Wheeler

Deputy Chief of Staff
Michael Weiss

Senior Policy Advisors
Taylor Jordan
Brandon Elsner
Erik Noble

Communications
Julie Roberts

Legislative & Intergovernmental Affairs
Wendy Lewis

International Affairs
Elizabeth McLanahan

Education
Louisa Koch

Decision Coordination & Executive Secretariat
Kelly Quickle

General Counsel
Jeff Dillen (A) and Kristen Gustafson (A)

Acquisition & Grants
Jeffrey Thomas

Chief Administration Officer
Edward Horton

Chief Financial Officer
Mark Seiler

Chief Information Office/HP Computing & Communications
Zach Goldstein

Workforce Management
Kimberlyn Bauhs

LINE OFFICES

Assistant Administrator National Marine Fisheries Service (NMFS)
Chris Oliver

Deputy Assistant Administrator for Operations
Brian Pawlak (A)

Deputy Assistant Administrator for Regulatory Programs
Sam Rauch

Director of Scientific Programs & Chief Science Advisor
Dr. Cisco Werner

Assistant Administrator National Ocean Service (NOS)
Dr. Russell Callender

Deputy Assistant Administrator
Nicole LeBoeuf

Assistant Administrator National Environmental Satellite, Data & Information Service (NESDIS)
Dr. Stephen Volz

Deputy Assistant Administrator
Mark S. Paese

Assistant Administrator Oceanic & Atmospheric Research (OAR)
Craig McLean

Deputy Assistant Administrator for Laboratories & Cooperative Institutes
Dr. Gary Matlock

Deputy Assistant Administrator for Programs & Administration
Ko Barrett

Assistant Administrator National Weather Service (NWS)
Dr. Louis Uccellini

Deputy Assistant Administrator
Mary Erickson

Director Office of Marine & Aviation Operations (OMAO) & Director, NOAA Corps
ADM Michael Silah

Deputy Director for Operations and Deputy Director, NOAA Corps
RDML Nancy Hann

Deputy Assistant Administrator for Programs and Administration
Gary Reisner

OMAO ORGANIZATION

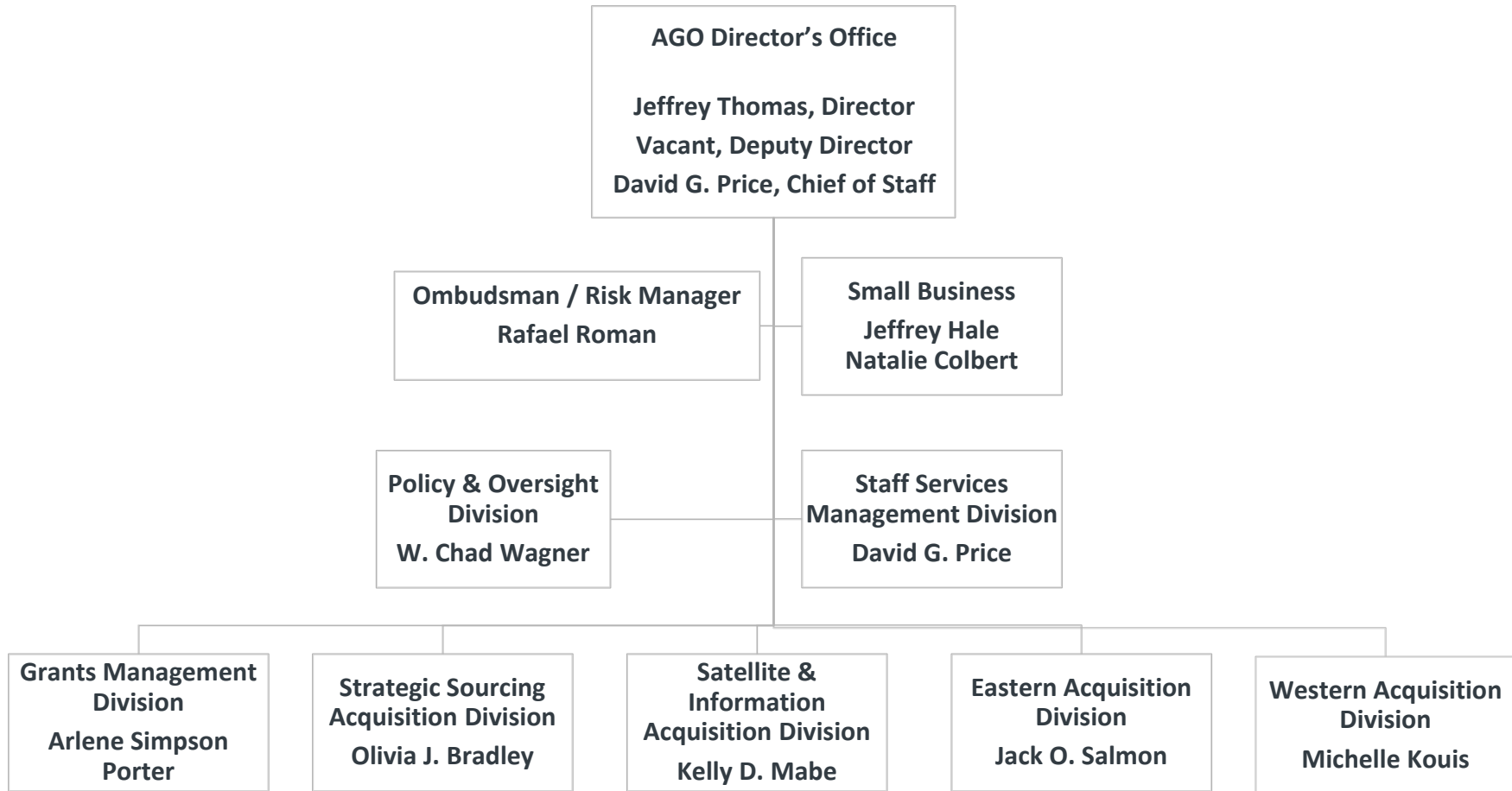
Key: (A) = Acting Last updated: 03/05/18



NOAA Primary Objectives

1. Lead the world in earth system observation and prediction to enhance the nation's economy
2. Minimize the impacts of severe weather by implementing Public Law 115-25 (Weather Research and Forecasting Innovation Act)
3. Increase the sustainable contributions to the nation's economy through fishery and marine resource management, mapping, exploration, observation, and prediction

AGO Organization Chart






AGO Goals





Balance Mission and Fiduciary Duty

- Support the NOAA Mission
 - Protect the public interest
 - Seek efficiency and effectiveness
 - Operate with integrity and transparency
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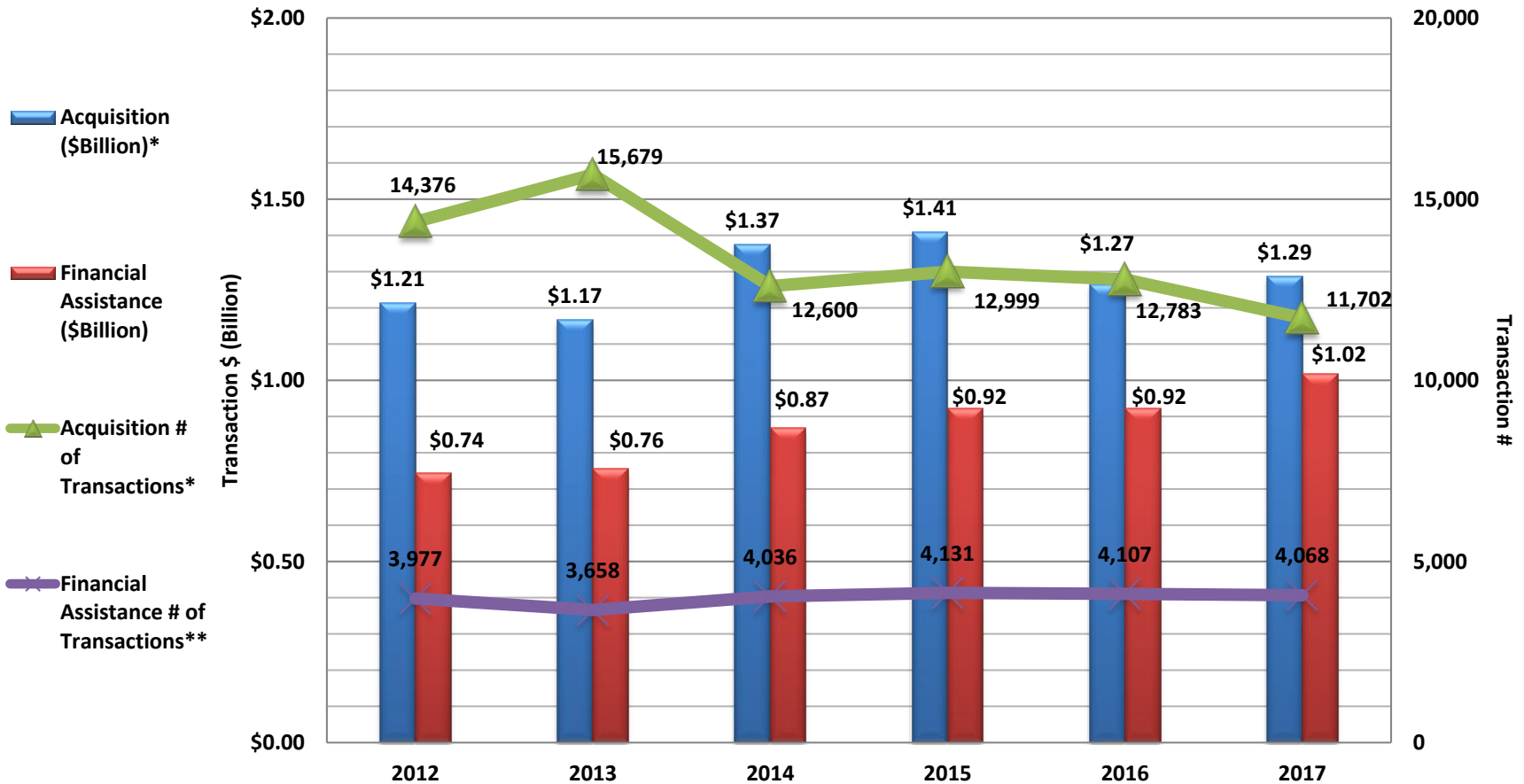


Management

- Move from service delivery to core competency
 - Provide Line/Staff Offices with support throughout the Financial Assistance lifecycle
 - Build industry partnerships through strategic sourcing & consolidation
 - Expand acquisition beyond formation to management
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NOAA Historic Activity



* Excludes Closeout Team Actions from FY14 and FY15; FY 16 & FY17 include DOC Enterprise Services

**Includes Unfunded Actions



Who We Work With

NOAA Clients:

- NESDIS: Highly centralized with major programs in few locations
- NFMS: Highly decentralized, smaller programs, geographically dispersed
- NOS: Moderate centralization & dispersion; few major programs
- OAR: Moderate decentralization, lab independence, HQ programs
- NWS: Highly centralized portfolios, highly decentralized regions
- OMAO: Decentralized platform operations, maintenance and repair; periodic major system purchase
- Staff Offices: Small dollars, mixed programs, resource constrained

Department of Commerce:

- 12 bureaus – 8 very small, 3 medium, 1 large (NOAA)
- Oversight and service - based on small bureau needs
- Enterprise Services

Industry:

- Over 10,000 suppliers, half are small businesses
- Few partnerships; very few industry relationships
- Close ties NGOs, need stronger bridges to industry



FY17 Execution

Contract and Grant Formation:

- Summary: \$2.941B Obligated
- Acquisition: \$1.291B Obligated – 11,702 transactions (excluding closeouts)
- Financial Assistance: \$1.018B Obligated – 4,068 transactions (Funded & Unfunded)
- Transfers – \$631.6M Obligated by other Federal Agencies
- Closeouts – Acquisition: \$9.3M De-obligated – 6,308 transactions
- Closeouts – Financial Assistance: \$8.804M De-obligated – 701 transactions

Industry Partnership:

- 23% of Dollars Awarded via Strategic Sourcing vehicles
- NOAA Enterprise and Mission IT Services (NEMITS) planning
- ProTech awards in FY17 (1), FY18 (2) and FY 19 (2)

Acquisition Fee for Service:

- Successful transition to Acquisition Fee for Service model
- Aligned acquisition resources to NOAA program requirements

NOAA Acquisition Socio-Economic Programs Small Business Achievements



SMALL BUSINESS TYPE	2017 DOC GOAL %	2017 NOAA GOAL %	2017 NOAA Only % of \$	2017 NOAA Goaling % of \$	2017 NOAA Achievement w/o NASA % of \$	2017 NOAA Achievement w/o NASA \$ VALUE	2018 NOAA Goal
Small Business - Achievement Method	40%	54%	54.9%	37.0%	53.7%	\$698,236,992	49%
Sub-category Reporting							
Small Disadvantaged Business	14%	14%	26.2%	17.7%	25.7%	\$333,704,264	14.0%
8(a)	10%	10%	9.3%	6.3%	9.1%	\$118,449,029	6.0%
Woman-Owned Small Business	10%	10%	16.7%	11.3%	16.4%	\$212,834,639	12.0%
HUBZone Small Business	3%	3%	3.2%	2.2%	3.2%	\$41,167,075	3.0%
Veteran-Owned Small Business	4%	4%	7.6%	5.2%	7.5%	\$97,810,689	4.0%
Service Disabled Veteran Owned	3%	3%	5.7%	3.8%	5.6%	\$72,268,673	3.5%

Notes:

1. Source: FPDS 10/11/2017 for FY2017 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

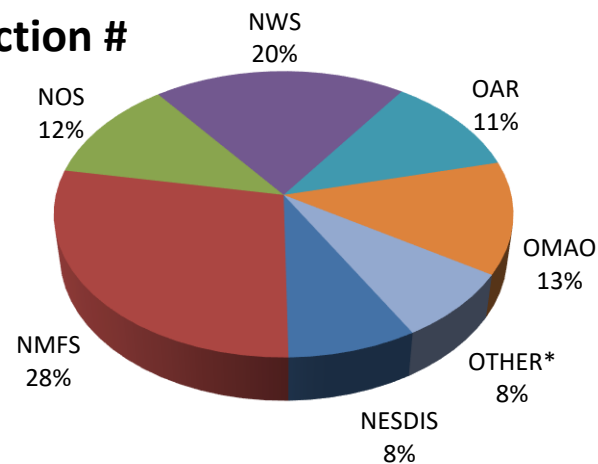


FY17 Acquisition Activity by NOAA Client

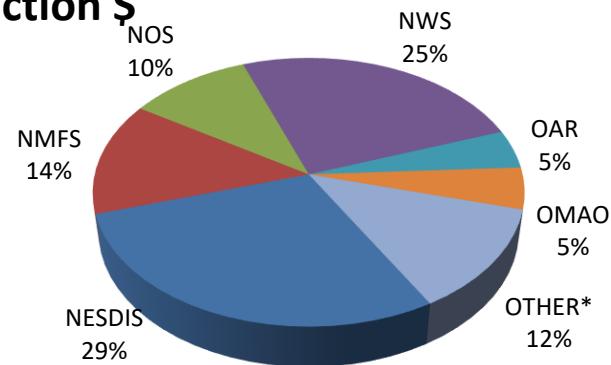


	2017 Transactions (excludes closeout team)		Average \$ Per Transaction
	#	\$	\$
	NESDIS	942	\$373,327,519
NMFS	3294	\$175,732,268	\$53,349
NOS	1371	\$133,823,918	\$97,610
NWS	2368	\$323,651,926	\$136,677
OAR	1339	\$59,533,907	\$44,461
OMAO	1485	\$64,319,361	\$43,313
	10799	\$1,130,388,899	\$104,675
AGO	85	\$11,344,069	\$133,460
CAO	262	\$29,960,695	\$114,354
CFO	47	\$9,213,628	\$196,035
CIO	406	\$88,312,857	\$217,519
GC	10	\$469,451	\$46,945
OHCS	48	\$14,396,050	\$299,918
PPI	0	\$0	\$0
USEC	35	\$7,399,666	\$211,419
	893	\$161,096,415	\$180,399
	10	0	0
NOAA Total	11702	\$1,291,485,314	\$110,364

Transaction #



Transaction \$



* Includes the following clients:
AGO, CAO, CFO, CIO, GC, OHCS, USEC, External Clients





FY18 NOAA Acquisition FAAPS Projected Obligations By Quarter



Notes: *FAAPS and Award data as of April 4, 2018

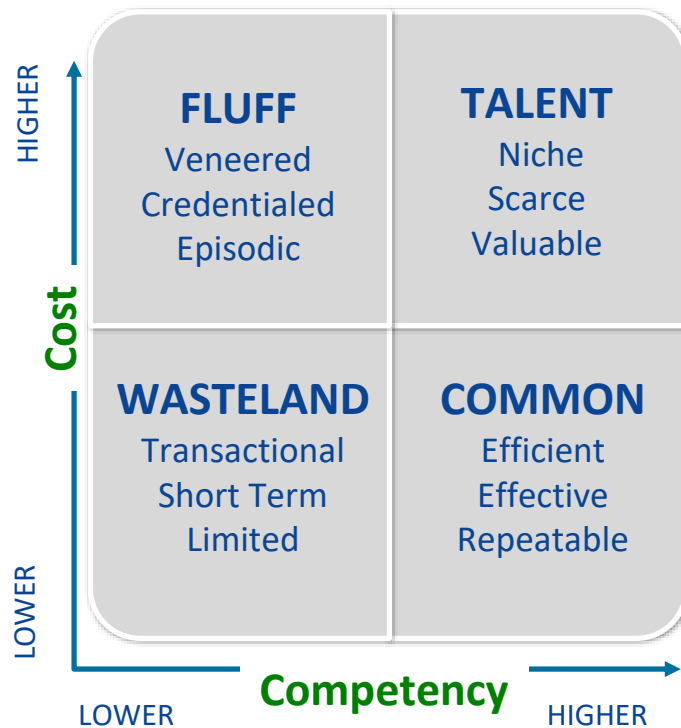


Build an Industrial Base of Partners

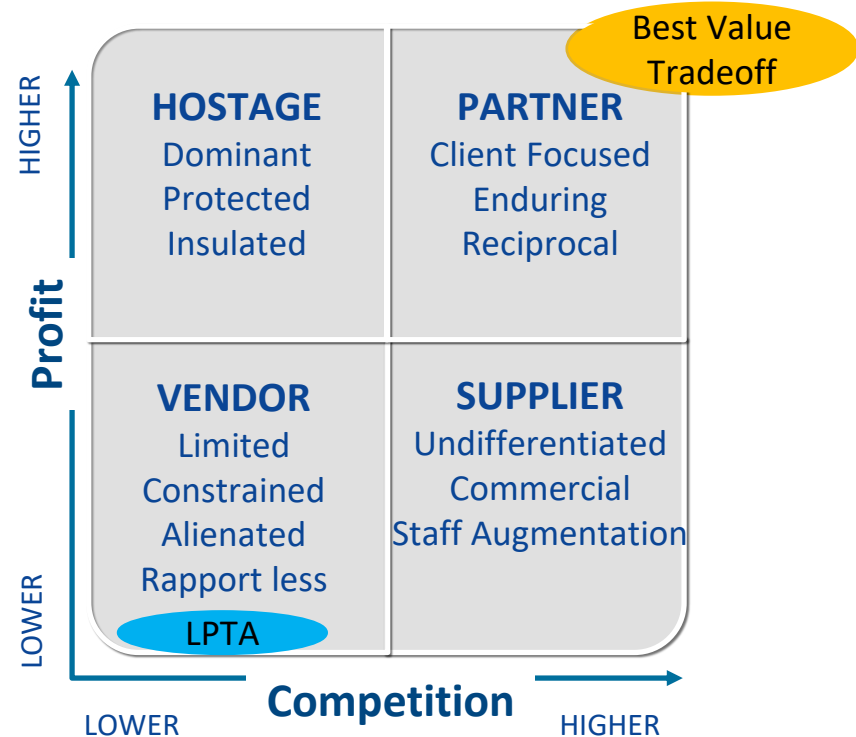
Small – Medium – Large Organizations



Capability Model

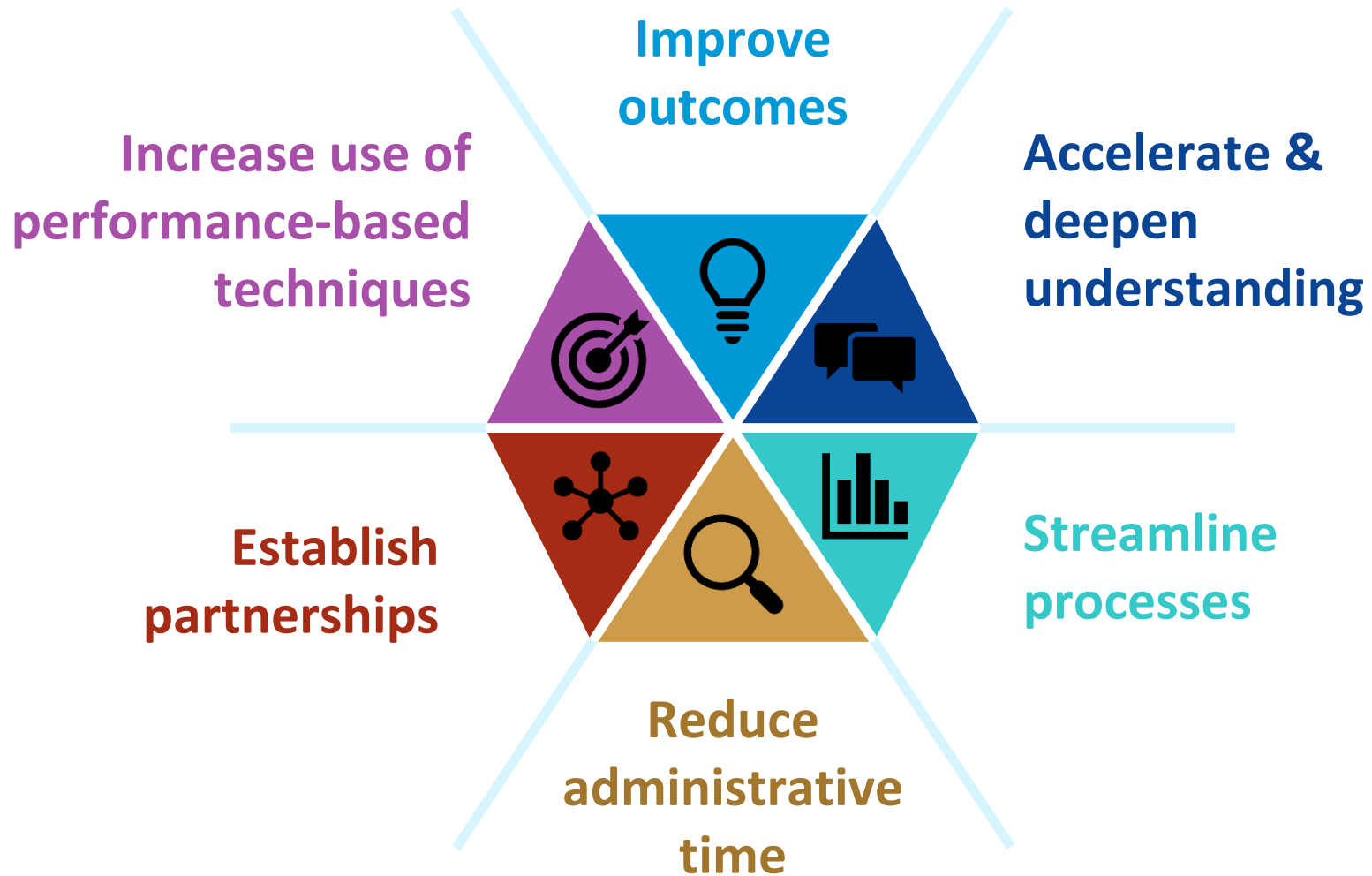


Business Model



- A Race to the Bottom Hurts Everyone
- Margin Drives Investment, Recruitment, Retention, and Esprit de Corps
- Partnership Thrives on Communication, Cooperation, and Duration

NOAA's Strategic Sourcing Goals





NOAA's Strategic Sourcing Initiatives

NOAALink: Enterprise-wide IT initiative

- Core suite of Small Business IT services contracts
- Period of Performance 9/2010 – 9/2020
- Includes enterprise-wide contracts for commodity software and hardware products



ProTech: Domain-specific professional & technical services solution

- Suite of IDIQ contracts
- \$3 Billion shared ceiling
- Five year period of performance per domain
- Satellite – Awarded June 2017
- Fisheries, Ocean – FY2018 Award
- Weather, Enterprise Operations – FY2018 RFP



DOC Strategic Sourcing Initiatives



Increase to Micro-Purchase and Simplified Acquisition Thresholds



- **Micro-purchase threshold will increase from \$3,500 to \$10,000**
 - National Defense Authorization Act (NDAA) for FY18 (Public Law 115-91) Section 806 increased the micro-purchase threshold
 - The micro-purchase threshold will remain \$2,500 for services subject to the Service Contract Labor Standards (formerly Service Contract Act) and \$2,000 for construction services under the Construction Wage Rate Requirements Statute (formerly Davis-Bacon Act)
- **Simplified Acquisition Threshold (SAT) will increase from \$150K to \$250K**
 - NDAA for 2018 Section 805 increased the SAT from \$150K to \$250K
 - Acquisitions from \$10K-\$250K will be automatically set-aside for small businesses under FAR Part 19
- **Final Rule (FAR Case 2018-004) has not been implemented to incorporate revised thresholds in the Federal Acquisition Regulation (FAR)**
 - In February 2018, the Civilian Agency Acquisition Council (CAAC) issued a memorandum allowing agencies to issue class deviations to the current FAR thresholds
 - DOC determined not to issue a class deviation
 - The thresholds for DOC and its bureaus will remain the same until the final rule is approved and the changes are incorporated in the FAR



NOAA Small Business POCs

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Thank you!

