

## GETTING STARTED

The majority of the Business Opportunities available from the NAVSUP Enterprise are made accessible electronically. There are a few steps that our suppliers need to take in order to work with us.

### These steps are:

Register in **System for Award Management** (<https://www.sam.gov>).

Register with the **Navy Electronic Commerce Online (NECO)**, the Navy site for posting solicitations. Complete the Daily Email Customization when registering. (<https://www.neco.navy.mil>)

Monitor the **Contract Opportunities** website (<https://beta.sam.gov/>) to identify federal government procurement opportunities.

Register with **GSA Reverse Auctions** ([reverseauctions.gsa.gov](https://reverseauctions.gsa.gov)) to participate in online reverse auctions.

If you are a manufacturing firm that will need access to DoD unclassified **technical data** that discloses certain critical technology, you may need to complete a DD Form 2345. Details can be found at: [www.dla.mil/HQ/LogisticsOperations/Services/JCP/](http://www.dla.mil/HQ/LogisticsOperations/Services/JCP/).

Find and contact the **NAVSUP Small Business Office** that matches your company's interest areas.

And, if you are new to federal procurements, identify and visit your nearest **Procurement Technical Assistance Center** for one-on-one counseling and assistance. ([www.aptac-us.org](http://www.aptac-us.org))

Naval Supply Systems Command  
5450 Carlisle Pike  
P.O. Box 2050  
Mechanicsburg, PA 17055

[http://www.navsup.navy.mil/navsup/business\\_opps](http://www.navsup.navy.mil/navsup/business_opps)

## HELPFUL LINKS

### SMALL BUSINESS ADVISORS

**DoD Small Business Office:**  
<http://business.defense.gov/>

**Navy Small Business Office:**  
[www.secnav.navy.mil/smallbusiness/](http://www.secnav.navy.mil/smallbusiness/)

**Naval Medical Logistics Command:**  
<https://www.med.navy.mil>

**Small Business Administration:**  
[www.sba.gov](http://www.sba.gov)

**Veterans Enterprise Web Portal:**  
<https://www.vetbiz.com/>

### Opportunities & Resources

**NAVSUP Business Opportunities:**  
[www.navsup.navy.mil/public/navsup/business\\_opps/](http://www.navsup.navy.mil/public/navsup/business_opps/)

**NAVSUP WSS Business Opportunities:**  
[www.navsup.navy.mil/public/navsup/wss/business\\_opps/](http://www.navsup.navy.mil/public/navsup/wss/business_opps/)

**DON OSBP:** [www.secnav.navy.mil/smallbusiness/Pages/default.aspx](http://www.secnav.navy.mil/smallbusiness/Pages/default.aspx)

**GSA:** [www.gsa.gov](http://www.gsa.gov)

**Contract Opportunities:** [beta.sam.gov/search?index=opp](https://beta.sam.gov/search?index=opp)

**Navy Electronic Commerce Online – NECO:** [www.neco.navy.mil/](http://www.neco.navy.mil/)

**SeaPort-e:** [www.seaport.navy.mil](http://www.seaport.navy.mil)

**DoD Fed Mall:** [www.dla.mil/Info/FedMall/](http://www.dla.mil/Info/FedMall/)

**DLA Internet Bid Board System:** [www.dibbs.bsm.dla.mil/](http://www.dibbs.bsm.dla.mil/)

**Subcontracting Opportunities:** [web.sba.gov/subnet](http://web.sba.gov/subnet)

**DoD Small Business Innovative Research Program:**  
<https://sbir.defensebusiness.org/>

**DON SBIR:** [www.navysbir.com/](http://www.navysbir.com/)

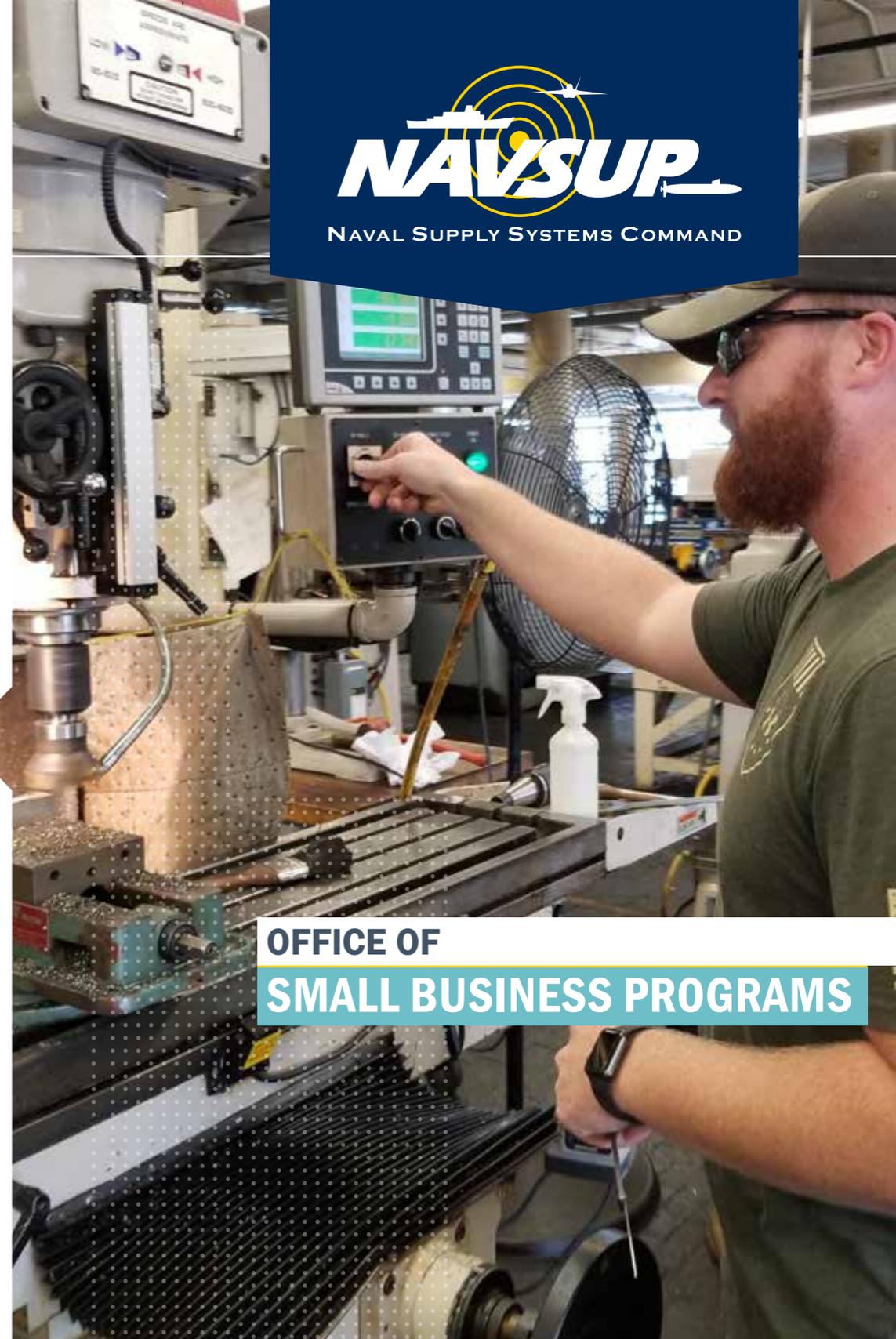
**Dynamic Small Business Search:** [dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](https://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)

**Federal Procurement Data System:** [www.fpds.gov](http://www.fpds.gov)

**Federal Acquisition Regulations:** [www.acquisition.gov/browse/index/far](http://www.acquisition.gov/browse/index/far)

**Defense Federal Acquisition Regulations:**  
[www.acquisition.gov/dfars](http://www.acquisition.gov/dfars)

**Navy Marine Corps Acquisition Reg. Supplement:**  
[www.acquisition.gov/nmcars](http://www.acquisition.gov/nmcars)



OFFICE OF  
SMALL BUSINESS PROGRAMS

## Who We Are & What We Do

### NAVSUP Small Business Points of Contact

#### Naval Supply Systems Command HQ

**Contact:** Chris Espenshade, 717-605-1663, [chris.espenshade@navy.mil](mailto:chris.espenshade@navy.mil)

**Our Mission:** The NAVSUP and Navy Supply Corps team share one mission—to deliver sustained global logistics and Quality-of-Life Support to the Navy and Joint warfighter. The NAVSUP/Nav Supply Corps team forms a vast network of professionals who deliver unparalleled products and services to customers in the fleet and across the world.

**What we buy:** See individual sites.

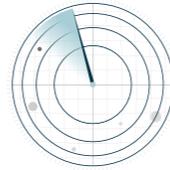


#### NAVSUP Weapon Systems Support

**Contact:** Annette Stevenson, Mechanicsburg, PA, 717-605-6625, [annette.stevenson@navy.mil](mailto:annette.stevenson@navy.mil); Zachary Dunn, Philadelphia, PA, 215-697-2806, [zachary.s.dunn@navy.mil](mailto:zachary.s.dunn@navy.mil); Kelly Rhodes, Mechanicsburg, PA; 717-605-1257, [kelly.j.rhodes@navy.mil](mailto:kelly.j.rhodes@navy.mil); NAVSUP WSS Small Business Technical Advisor: Robert Hughes, 215-697-5994, [robert.w.hughes@navy.mil](mailto:robert.w.hughes@navy.mil)

**What we buy:** Support for fixed and rotary wing aircraft to include avionics, ground support equipment and aircraft launch & recovery equipment, jet engine components, various ship and submarine components to include valves, antennas, torpedo tubes, and shafts.

**Top NAICS:** 33, 32



#### Naval Oceanographic Office

**Contact:** Courtney Frederick, 228-688-5291, [courtney.frederick@navy.mil](mailto:courtney.frederick@navy.mil), Parren Tatum, 228-688-4362, [parren.tatum@navy.mil](mailto:parren.tatum@navy.mil)

**What we buy:** DoD Oceanographic products & services.

**Top NAICS:** 33, 54, 51, 61, 81



#### Naval War College

**Contact:** Robert Allcock, III, Newport, RI, 401-841-2778, [robert.allcock@usnwc.edu](mailto:robert.allcock@usnwc.edu)

**What we buy:** Education-related products & services.

**Top NAICS:** 61, 33, 54, 51

#### NAVSUP Fleet Logistics Centers

**What we buy:** Engineering services; industrial equipment; administrative and technical services, professional services, educational services, products, repair services and various manufactured items.

##### NAVSUP FLC Jacksonville

**Contact:** Caretha Brown-Griffin, 904-542-1143, [caretha.browngriffin@navy.mil](mailto:caretha.browngriffin@navy.mil) and Linda Nelson, [linda.f.nelson@navy.mil](mailto:linda.f.nelson@navy.mil)  
**Top NAICS:** 54, 48, 33, 72, 48, 56

##### NAVSUP FLC Norfolk & Philadelphia Det

**Contact:** Paul Staley, 757-443-1435, [paul.staley@navy.mil](mailto:paul.staley@navy.mil); Norfolk, VA  
Chris Pless, 215-697-9555, [christopher.pless@navy.mil](mailto:christopher.pless@navy.mil); Philadelphia, PA  
**Top NAICS:** 54, 33, 51, 61, 56

##### NAVSUP FLC Pearl Harbor

**Contact:** Hayden Hu, 808-473-7778, [hayden.hu@navy.mil](mailto:hayden.hu@navy.mil)  
**Top NAICS:** 56, 51, 48, 33, 54, 72

##### NAVSUP FLC Puget Sound

**Contact:** Seung "Sean" Hong, 360-476-3325, [seung.h.hong1@navy.mil](mailto:seung.h.hong1@navy.mil)  
**Top NAICS:** 33, 54, 56, 81, 32

##### NAVSUP FLC San Diego

**Contact:** Jeff Brescini, 619-556-5109, [jeffrey.brescini@navy.mil](mailto:jeffrey.brescini@navy.mil)  
**Top NAICS:** 54, 33, 61, 56, 51, 48

#### Naval Criminal Investigative Services

**Contact:** Kevin Williams, Quantico, VA, 571-305-9285, [kevin.williams@ncis.navy.mil](mailto:kevin.williams@ncis.navy.mil)  
April Prillaman, 571-305-9285, [april.prillaman@ncis.navy.mil](mailto:april.prillaman@ncis.navy.mil)

**What we buy:** Supplies & services to support the NCIS mission.

**Top NAICS:** 54, 33, 53, 51, 81



#### Naval Medical Logistics Command

**Contact:** Mimi McReal, Frederick, MD, 301-619-3097, [marianna.mcreal.civ@mail.mil](mailto:marianna.mcreal.civ@mail.mil)

**What we buy:** Products and services in support of Navy Medicine (e.g., clinical health care services (direct patient care), medically-related, non-clinical administrative services (medical coders, transcriptionists, medical appointment clerks), medical equipment/supplies for the fleet and shore-based Navy medical treatment facilities, clinical support services for R&D, and equipment/laboratory supplies in support of the DoD Drug Testing Program).

**Top NAICS:** 62, 54, 33, 32, 81

##### Naval Medical Forces Pacific (NMFP)

**Contact:** Currently Vacant; In the interim, please contact [marianna.mcreal.civ@mail.mil](mailto:marianna.mcreal.civ@mail.mil); [sherri.d.roche.civ@mail.mil](mailto:sherri.d.roche.civ@mail.mil) or [chris.espenshade@navy.mil](mailto:chris.espenshade@navy.mil).

**What we buy:** Medical equipment and supplies, medical and administrative services.

**Top NAICS:** 33, 54, 52, 62, 51, 81



##### Naval Medical Forces Atlantic (NMFA)

**Contact:** Sherri Roche, 757-953-9102, [sherri.d.roche.civ@mail.mil](mailto:sherri.d.roche.civ@mail.mil)

**What we buy:** Medical equipment and supplies, medical and administrative services.

**Top NAICS:** 33, 81, 32, 54, 51



#### Navy Exchange Service Command

**Contact:** Timothy Barden, Virginia Beach, VA, 757-631-3696, [small.business.office@nexweb.org](mailto:small.business.office@nexweb.org)

**What we buy:** NEXCOM buys services and merchandise sold to customers, and procures supplies and services to support Navy Exchanges (retail stores) and Navy Lodges. *Note:* NEXCOM is not subject to all the laws and regulations that apply to other NAVSUP elements (e.g. Federal Acquisition Regulation (FAR) including supplements, the Small Business Act, etc.).

**Note:** NEXCOM is not subject to the FAR.

**NAICS Sectors:** 31 Food & Textile Manufacturing, 32 Wood, Paper, Chemical, Plastic, Rubber Manufacturing, 33 Metal, Electrical, Computer Manufacturing, 48 Transportation & Warehousing, 51 Information & Communication, 53 Rental & Leasing, 54 Professional & Technical Services, 56 Administrative Support Services, 61 Educational Services, 62 Health Care Services, 72 Accommodations & Food Services, 81 Repair Services.