

## Notes from Panel Discussion of Other Small Business Models

### Small Business Perspective (Overlook Systems Technologies, Inc.)

Overlook Systems is a Veteran-Owned Small Business, established 1987. We typically offer staff and project augmentation as Advisory and Assistance Services (A&AS) and Systems Engineering and Technical Assistance (SETA). Our competencies include policy, acquisition oversight, architecture development, systems engineering, test and evaluation, exercise planning, operations support, concepts of operation, and requirements development. Our current customers include Army, Navy, Air Force, OSD and Joint organizations, as well as the interagency (FAA, DHS, NASA...).

So far in the workshop, we have explored various marketing and market research vehicles including GSA, SBIR, industry days and small business outreach, etc. "Full and Open" avenues include Federal Business Opportunities (FedBizOpps, or FBO) as well as agency replicator sites, commercial searches such as E-Pipeline, Bid Match, and so forth.

In addition to these, Overlook has had some recent experience with a US Navy contracting vehicle called SeaPort. Seaport is organized according to regional zones, similar to GSA. SeaPort is a Multiple Award Contract (MAC) structure with a total cap of \$20B over 5 years. Over 1700 companies are registered and qualified with SeaPort. SeaPort is a vehicle for organizations to procure engineering, technical, programmatic, and professional support services for authorized users throughout the full system and program life cycle. The objective of the MACs is to provide government managers with timely high quality services for a reasonable price maximizing innovation and cost reduction initiatives.

There are two sets of MACs: SeaPort-I ("seaport one") and Seaport-E ("seaport enhanced").

Seaport-I scope: program management, engineering, logistics management, financial management

Seaport-E scope: 22 total areas such as R&D support, software engineering, configuration management, quality assurance, interoperability and T&E, range and instrumentation support, training, etc.

Overlook's experience with SeaPort:

Support to CNO/N6 (prime): ~3 FTE

Support to SPAWAR (as subcontractor): 1 FTE

Support to CERDEC (US Army) (as subcontractor): 1 FTE

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