



## ***Oceans In Action/Port Security Summit B2B/B2G Meeting Instructions***

Below please find some information on the **Oceans In Action/Port Security Summit (OIA/PSS) Business-to-Business/Business-to-Government meetings** to be held on March 9, 2022, from 1:00pm until 5:00pm at the Mississippi Coast Convention Center, Ballroom A.

### **Important Information and dates**

#### **1) Request meetings**

Once you register for Oceans In Action, you will be able to request meetings with our “anchors.” These are:

1. ERDCWerx – ERDCWERX provides industry and academia with a new path to collaboration and contracting opportunities with the U.S. Army Engineer and Research Development Center (ERDC). Individuals, startups, small businesses, large enterprises, academics, and research labs are invited to submit solutions to specific tech challenges and other project opportunities launched by ERDCWERX in collaboration with ERDC. ERDC helps solve the Nation’s most challenging problems in civil and military engineering, geospatial sciences, water resources, and environmental sciences for the Army, Department of Defense, civilian agencies, and our Nation’s public good. ERDC’s staff of approximately 2,100 employees and contractors manage an annual research program exceeding \$1 billion at seven laboratories in four states. For more information or to sign up to receive project announcements, visit [www.erdowerx.org](http://www.erdowerx.org).
2. General Dynamics Information Technology (GDIT) – GDIT is looking for innovative small business teammates with expertise in Software and Systems Engineering, Geospatial Information Systems, Data and System Architectures, Numerical Weather Prediction and Oceanographic modeling, Oceanographic and Meteorological Sciences, and Cyber Security/Information Assurance. Hub Zone, Disabled Veterans, and Minority owned small business partners are especially desired. We look forward to meeting with you and learning about your unique capabilities!
3. Gulf Coast Tech Bridge/Naval Surface Warfare Center/Panama City FL – We are looking to connect with companies that have expertise in the four NavalX Gulf Coast Tech Bridge pillars: AI/machine learning, Unmanned Systems, Geospatial Data Science and Sensing and Prediction. The specific applications include: Mine Warfare, Coastal & Maritime Security, Command & Control, Naval Special Warfare, Environmental Resilience, Decision Support, Environmental Intelligence, Diving & EOD, Coastal Science & Technology, Resource Protection and Underwater Unexploded Ordnance.

The mission of NSWC PCD is to conduct research, development, test and evaluation, and in-service support in Mine Warfare, Naval Special Warfare, Diving and Life Support, and Amphibious and Expeditionary Maneuver Warfare, as well as other missions in the Littoral Battlespace. We are looking to partner with small businesses through the transition of technologies in the areas mentioned through collaborative agreements including Cooperative Research and Development Agreements, Education Partnership Agreements, and Patent License Agreements. Through these agreements, small businesses gain access to Navy scientists and engineers to develop new technologies, expand the use patented technologies for the private sector, and market dual-use technologies.



4. Ingalls Shipbuilding is located in Pascagoula, Mississippi on 800 acres of the most important real estate in America. With 11,500 employees, Ingalls is the largest manufacturing employer in Mississippi and a major contributor to the economic growth of both Mississippi and Alabama. Our 82-year legacy has continuously proven we have the talent, experience and facilities to simultaneously build more classes of ships than any other shipyard in America. We are the builder-of-record for the [Aegis DDG 51 class](#) guided missile destroyers, [LHA 6 class](#) large deck amphibious ships, [National Security Cutters](#) for the U.S. Coast Guard and the sole builder of the Navy's fleet of [San Antonio \(LPD 17\)](#) class amphibious assault ships. For more information, please visit website: [ingalls.huntingtoningalls.com](http://ingalls.huntingtoningalls.com).
5. Leidos – Leidos is looking for novel ocean sensors, optical systems for Unmanned Surface Vessels (USVs), and small businesses with advanced, high Technology Readiness Level (TRL) systems and products to support DOD.
6. Mississippi Gulf Coast Alliance for Economic Development – The Alliance is comprised of the economic development organizations across the three lower counties of Mississippi and two electric power providers. Our goal is to meet with businesses of all sizes looking for facilities to be close to the federal buying power in the local area. If you are looking for manufacturing space (large or small), office buildings, office spaces, or other location to enhance your Mississippi presence, we'd like to meet with you. Our organization members work with State and County officials to customize incentive packages in which you qualify to support your new location in our technology ecosystem.
7. National Aeronautics and Space Administration – NASA seeks small businesses with technological capability to assist NASA perform its mission. NASA has a broad range of priorities range from space exploration, science and aeronautics needs. NASA's John C. Stennis Centers seeks firms with capabilities to enhance its mission as the nation's premier rocket propulsion testing center. This includes improve the safety, reliability, and quality of propulsion test activity. A growing area of interest is autonomous systems which provide self-operating and maintaining capabilities reducing the burden of conducting operations.
8. National Oceanic and Atmospheric Administration – NOAA is looking for small companies that might participate in Small Business Innovation Research (SBIR) opportunities and will provide information about NOAA's SBIR program to grow awareness of topics and highlight the potential focus areas for our next round of SBIR awards. We are also looking for research partnerships, including the use of a Cooperative Research and Development Agreement (CRADA) as a way to partner with NOAA on research projects and our key research initiatives moving forward. On the Gulf Coast, NOAA is interested in partnerships on uncrewed maritime systems, fisheries management (including habitat), weather prediction and blue technology innovations consistent with its other themes.
9. Naval Information Warfare Center Atlantic (New Orleans) – NIWC Atlantic would like to engage with our regional industry partners in order to understand their capability, share our message, and create and maintain relationships within the local industrial base. We develop and deliver capabilities that expand our information warfare advantage, including communication systems (radios), networking systems (routers/switches), cyber operations (red team/forensics/ network defense), intelligence, surveillance, reconnaissance (sensors/decision support applications), business systems (benefits/personnel) and information security. NIWC Atlantic provides acquisition, development and rapid delivery of command, control, communications, computer, intelligence, surveillance and reconnaissance (C4ISR) information



warfare solutions, advanced cyber capability and business systems for the Warfighter. NIWC Atlantic obligates over 40% of their total eligible dollars to small business concerns with the majority of the obligations in engineering services and supplies that support our C4ISR requirements.

10. Naval Meteorology and Oceanography Command (Stennis) – The Naval Meteorology and Oceanography Command has for many years been reaching out to private business and development organizations (government and private industry) to enhance our operational capabilities. These close relationships often develop into Cooperative Research and Development Agreements (CRADA) and are a benefit to both parties in enhancing the relationships between business and government. A near future development is the Gulf Coast NavalX Tech Bridge (GCTB). This is a collaboration between CNMOC, NSWC PCD and NRL-South. This cooperative agreement spans from Tallahassee, FL to New Orleans, LA. The major thrust areas: Coastal Sciences and technology, Assured Maritime Access, and Operational Meteorology and Oceanography. Future ANTX initiatives will align with GCTB goals and thrust areas as we move towards the future.
11. Naval Research Laboratory/Stennis Detachment - The Naval Research Laboratory Office of Small Business Programs (OSBP) serves as the primary gateway for small businesses considering doing business with NRL. The OSBP promotes small business participation through prime contracting, subcontracting and partnering. NRL has historically met or exceeded nearly all of its small business targets. The OSBP endeavors to broaden acquisition opportunities where small businesses can provide innovative scientific and technological solutions for optimal sailor support and enhance a culture of small business inclusivity that supports scientific research and advanced technological development. NRL supports small businesses because they create efficient integration of mature solutions and at the same time, influence methodical research initiatives that address NRL’s most critical gaps and capability shortfalls. Small businesses also tend to drive the speed of technology and are in sync with NRL’s ambition for rapid change within the marketplace.
12. Naval Undersea Warfare Center Division Newport (NUWCDIVNPT) is a navy laboratory located in Newport, Rhode Island providing research, development, test, evaluation, engineering, analysis and delivery of undersea warfare capabilities to expand the United States Navy readiness. Representatives for NUWCDIVNPT will be on hand to discuss areas of interest for collaboration in technology development and research. Specific development areas include composites and textiles, undersea sensors/vehicles and associated technologies with areas of research targeting acoustic signal processing, undersea acoustic communications, transduction and acoustic sensors, operational and informational science, undersea tactical stealth systems, bio-inspired sensors and propulsion.
13. Peraton (formerly Perspecta) – Peraton drives missions of consequence spanning the globe and extending to the farthest reaches of the galaxy. As the world’s leading mission capability integrator and transformative enterprise IT provider, we deliver trusted and highly differentiated national security solutions and technologies that keep people safe and secure. As a major provider of oceanography, acoustics, supercomputer programming, and IT services for Commander, Naval Meteorology and Oceanography Command (and their subordinate commands), Naval Research Laboratory, and the University of Southern Mississippi, Peraton seeks small business partners to both add capabilities to our team as a prime and to prime SBSA opportunities that Peraton may join. Peraton is doing the can’t be done and solving the most daunting challenges facing our customers. Our potential partners will bring software



development capabilities, preferably with experience supporting scientific development for oceanography, acoustics, meteorology, numerical modeling, and/or Navy tactical applications. We're also seeking partners focused on emerging applications of artificial intelligence/machine learning (AI/ML) and cloud-based applications with a passion for advancing the Navy's mission.

14. Radiance Technologies – Radiance is a 100% employee-owned company specializing in delivering highly-technical solutions to our Department of Defense and Intelligence Community customers. As a mid-size company of nearly 1000 employees, we seek to establish strategic and trusted partnerships with small businesses that share the focus of supporting our nation's warfighters. We are interested in partnering with firms that have target customer intimacy, niche capabilities, or established solutions. While it is not essential, we often look for teammates that can handle storage of or access to classified material.
15. S2 Global – S2 Global is the world's leading security screening solutions provider and specializes in providing multi-location solutions for trade, travel, and events. Our solutions incorporate CertScan®, an integration platform which synchronizes every checkpoint and, S2 University, an inspection learning system that has increased students contraband detection skills over 136%. S2 Global provides our customers with unprecedented insight into all aspects of security screening operations. S2 is interested in connecting with inspection technology and application developers.
16. University of Southern Mississippi (USM) – USM's Gulf Blue(SM) Initiative – Gulf Blue cataloged economic growth through innovation and the knowledge-based Blue Economy. USM is strategically investing in coast-wide maritime infrastructure to advance technology in six blue tech convergence areas; uncrewed maritime systems, ocean-friendly plastics, precision aquaculture, smart ports, sea-space systems, and coastal data science. USM would like to invite you for a conversation to discuss your needs in these areas and discuss innovative approaches for advancing technologies in this new Mississippi Gulf Coast Economy.
17. Woolpert – Woolpert collaborates with industry leaders and local firms to enhance our expertise and create the best team for every project—no matter the size or complexity. We are focused on being community partners, environmental stewards and nurture a culture of growth and respect in professional relationships. Our Maritime market is expanding rapidly and is interested in meeting with businesses with various coastal capabilities and experiences. Discussions could potentially lead to collaboration, teaming, or procurement of services and hardware opportunities. Areas of Interest are Hydrographic unmanned systems (ASV, UUV), Engineering services (Mechanical, Electrical, Optical), Coastal Modeling (Environmental and Spatial), Coastal Analytical Capabilities (Data to Information transfer), and Sensor Research and Development.

Send the list of which anchors you would like to meet with to Laurie Jugan, [laurie.jugan@mset.org](mailto:laurie.jugan@mset.org). Meetings will be scheduled as sequentially as possible and based on a first come, first-served basis. Be aware that there may be breaks in between meetings for your company as we try to fit in as many requests as possible. Meetings will take place beginning at 1:00pm and will go until 5:00pm in Ballroom A (same room as the speaker portion of the event), with a half hour break.



## **2) Prepare for the meetings**

Meetings are 15-minutes in length. Be able to briefly introduce your company capabilities to the anchor. You may bring capabilities statements or briefs to leave with them. Business cards do not often give them many hints on what your company does.

## **3) Meetings**

When you arrive at the event, you will be given a print-out of your meeting schedule. Please adhere to the time allotted for each meeting – this is critical to the flow of all meetings. Feel free to establish follow-on calls/meetings/discussions with those who encourage your company. Also, please do not deviate from your schedule unless you OK it with a coordinator (MSET's Laurie Jugan and JoBeth Kavanaugh) – we will tell you if an anchor has a free meeting slot.

## **4) Questions**

Please contact Laurie Jugan ([laurie.jugan@mset.org](mailto:laurie.jugan@mset.org)) with any questions.