

North Carolina Maritime Supply Chain Workshop

DECEMBER 10, 2025



WWW.NCMBC.US



Disclaimer

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Welcome

- Scott Dorney, Executive Director, NC Military Business Center
- Dr. Tracy Mancini, President of Carteret Community College

Agenda

Government Perspective: Maritime Industrial Base Supply Chain Needs & Requirements

- Fiona Baxter, Associate Executive Director, Industry Expansion Solutions, North Carolina State University and North Carolina Maritime Manufacturing Initiative
- Scott Dorney, Executive Director, NC Military Business Center
- Kerri Engley, Maritime Industrial Base Supplier Engagement Lead, US Navy
 - Carrie Hasbrouck, MIB - Workforce Development, Carolinas (NC/SC) Lead
 - Savannah Brown, MIB – Strategic Sourcing, Deputy Director/Lead
 - Peter Shavoir, MIB - Major Mechanical & Valves/Fittings SME, NC-Based
 - Greg McRae, MIB – Sustainment Lead

Prime Contractor Perspective: Maritime Industrial Base Processes

- Sondra Roescher, Small Business Liaison at Newport News Shipbuilding, A Division of Huntington Ingalls Industries

North Carolina Potential Prime Focus

- Bob Skillen, Founder, VX Aerospace Corporation
- Brian Riskas, President, RMD Systems, LLC

North Carolina Industry Perspective

- Lindsey Crisp, President & CEO, Carver Machine Works
- Rick Evans, Product Development Manager, Business Development, TCOM
- Dan Pead, President and Co-Founder, Virtus Maritime
- James McCoy, Armor Technical Services Manager, Nucor Steel



Welcome

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Welcome: NCMBC



Organization: State entity, embedded in Community Colleges statewide

Mission: leverage military and federal opportunities (\$8.5B in 2024)

Operations: business development, tech transition, training, strategic industries

Challenge: getting businesses in the federal and defense market

Role, NCMMI: expand the maritime supply chain in NC, prime/sub

Activities: MaSC Workshops, DISC Summit, MAR 2026

Contact:

Scott Dorney, scott@ncmbc.us, 910-678-0190, ncmbc.us

Erin Ananian-Gentile, erin@ncmbc.us, 252-635-3762, ncmbc.us



Welcome: Carteret Community College

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North Carolina Maritime



Manufacturing Initiative

NCMMI DRAFT Strategic Plan
Carteret Community College
December 10, 2025



◀ PRESIDENTIAL ACTIONS

RESTORING AMERICA'S MARITIME DOMINANCE

It is the policy of the United States to revitalize and rebuild domestic maritime industries and workforce to promote national security and economic prosperity.

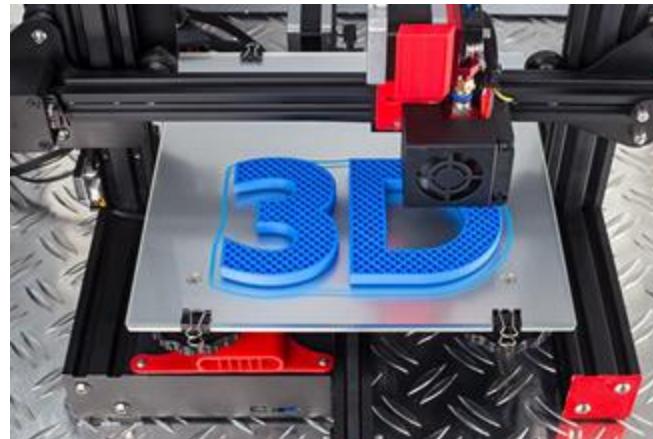
<https://www.whitehouse.gov/presidential-actions/2025/04/restoring-americas-maritime-dominance/>





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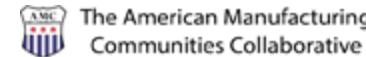
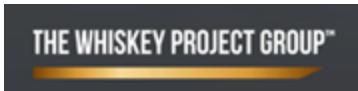
More Than Shipbuilding...





NCMMI

Thank You!





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SWOT - 3 Key Questions

1. *How do we strengthen and modernize the Navy's regional supply chain ecosystem in North Carolina?*
 - *Workforce development, 4.0 technologies/and innovation, and supplier development?*
1. *How do we address a series of critical gaps that have been identified in skilled labor, component manufacturing, and tiered supplier engagement?*
1. *How do we launch and sustain a coordinated effort to identify and address these vulnerabilities?*





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NCMMI Ecosystem



- Build mission-aligned Partnerships

- Centralize data and manage workflow

- Gather information from each party at the right time



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Goals

GOAL 1. Enhance the NC Maritime Industrial Base Supply Chain

GOAL 2. Strengthen the Talent Pipeline for Maritime Trades

GOAL 3. Accelerate Advanced Manufacturing Adoption and Technology Innovation

GOAL 4. *Policy & Economic Development (in development)*

GOAL 5. *Cybersecurity (in development)*





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GOAL 1. Supply Chain

Initiative 1.1: Market Intelligence, Knowledge Management

- *DATA . . . DATA . . . DATA . . .*
- **Utilize a data-driven approach to decision-making**
 - *Enhance partners' database capabilities - better data faster!*
- **Facilitate/automate matching of businesses to prime and subcontract opportunities**





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GOAL 1. Supply Chain

Initiative 1.2: Awareness, Recruitment and Business Development

- Launch national, statewide and regional outreach campaigns
- Enhance existing supplier base AND introduce new supplier development
 - *Launch statewide “NCMMI Supplier Recruitment Effort”*
 - *Scale-up onboarding and business accelerator support*
 - *Facilitate/automate matching primes and subcontractor opportunities, contract execution, business resilience, market diversification, cyber compliance*





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GOAL 1. Supply Chain

Initiative 1.3: Resiliency, Risk Mitigation and Quality Certifications

- Establish a NCMMI supplier risk dashboard
- Offer qualification & certification support
 - ISO 9001 Quality Management, AS9100 Aerospace, CMMC, ITARS, etc.





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GOAL 2. Talent Pipeline

Initiative 2.1: Awareness, Access and Recruitment

- **Elevate Understanding of and Support for Maritime Careers**
 - *Launch a comprehensive marketing strategy*
 - *Competitive pay, career advancement, national security.*
 - *Develop local collaboration toolkits to spark early student interest through hands-on activities and career programs.*
- **Recruit & Connect High-Value Candidates with Employers**
 - *Actively promote maritime careers on national/state job platforms and through military transition programs (NCWorks, NC4ME etc.).*
 - *Attract talent from diverse pools (students, veterans, career changers).*
- **Develop Skills through Hands-On Learning**
 - *Enhance internships, apprenticeships, other learn-and-earn programs to build practical skills and create clear, sustainable pathways.*





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GOAL 2. Talent Pipeline

Initiative 2.2: Training

- **Create a network of employer and military groups** *to recruit qualified instructors and champions*
- **Support accelerated learning models** *including Military Occupation Specialty articulation for credit and credit by credential models*
- **Increase capacity** *to offer high demand/specialized skills programs*
- **Utilize employer engagement** *to define and enhance learning outcomes within high demand programs to better align with maritime demands*



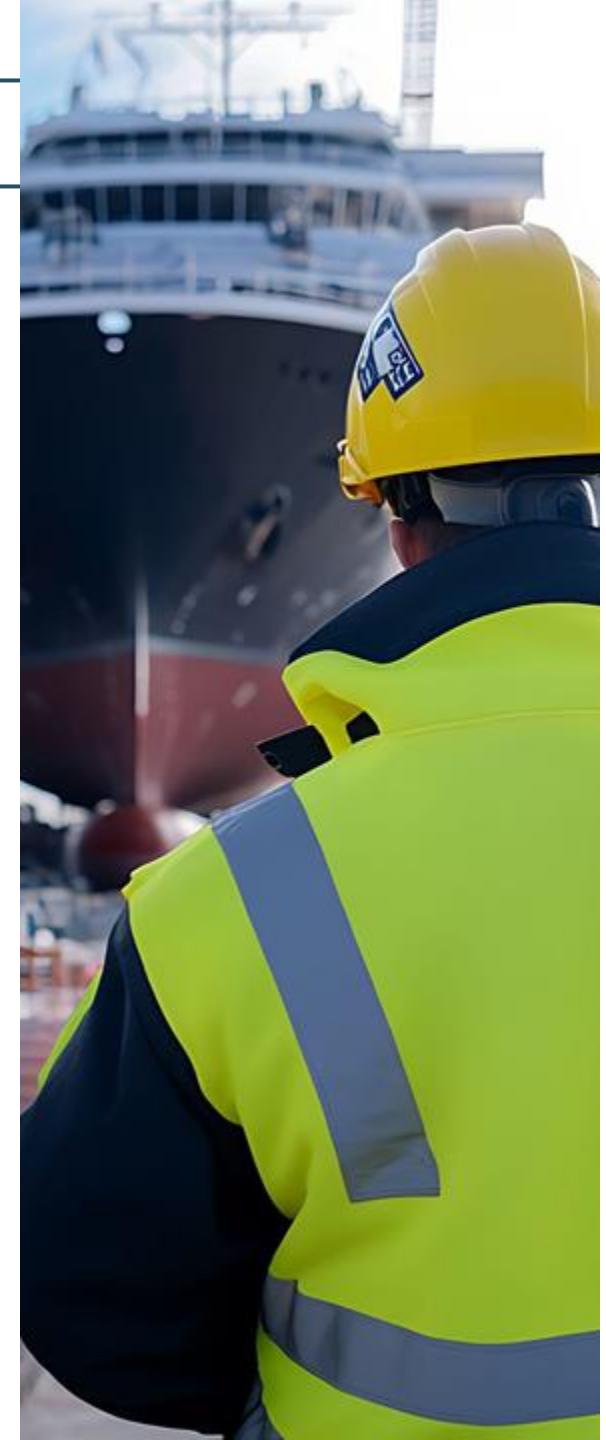


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GOAL 2. Talent Pipeline

Initiative 2.3: Retention through Upskilling

- **Create scaffolded career pathways** *leveraging employer defined knowledge, skills abilities and microcredentials*
- **Share best practices** *to strengthen employee engagement, retention, and career satisfaction.*





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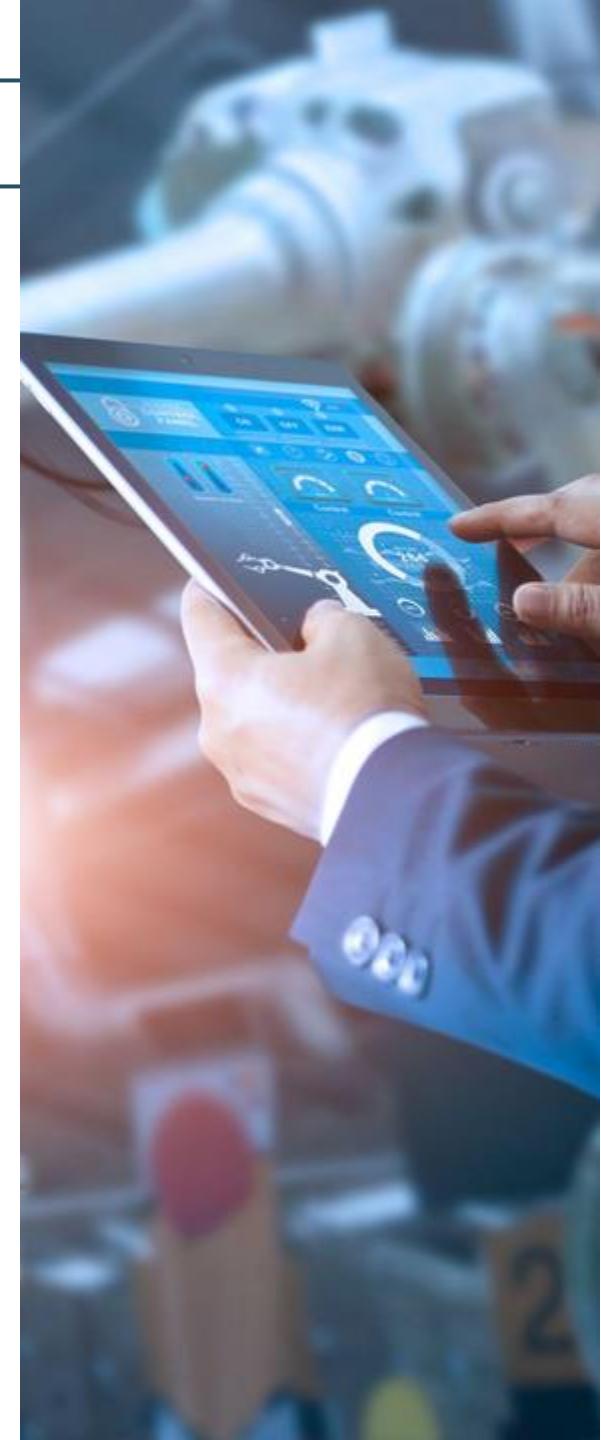
GOAL 3. Manufacturing Adoption & Technology Innovation

Initiative 3.1: Build Digital Foundations and Readiness

- Conduct comprehensive digital readiness assessments
- Deliver customized technology adoption roadmaps

Initiative 3.2: Strengthen Supplier Technology Capabilities

- Targeted capability upgrades and financial support
- Process optimization training





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GOAL 3. Manufacturing Adoption & Technology Innovation

Initiative 3.3: Accelerate Innovation, R&D, and Prototyping

- **Establish a NC Maritime Innovation Network**
 - *Formalize partnerships with key federal and industry R&D organizations*
 - *Align research & development with national priorities*
 - *Advance MIB technology transfer and commercialization programs*
 - *Develop demonstration and testbed sites*





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NCMMI Draft Strategic Plan

For details, please visit the draft document at:

ncstateies.com/NCMMI-strategic-plan



We value feedback.

If you have comments on the draft strategic plan document, please email:

ncmaritimemi@ncsu.edu



NCMMI

Dr. Fiona Baxter

Associate Executive Director, IES; Assistant Director, NCMEP; PI, NC Defense Manufacturing Community Support Program

Email: fiona_baxter@ncsu.edu

Phone: 919.600.0901



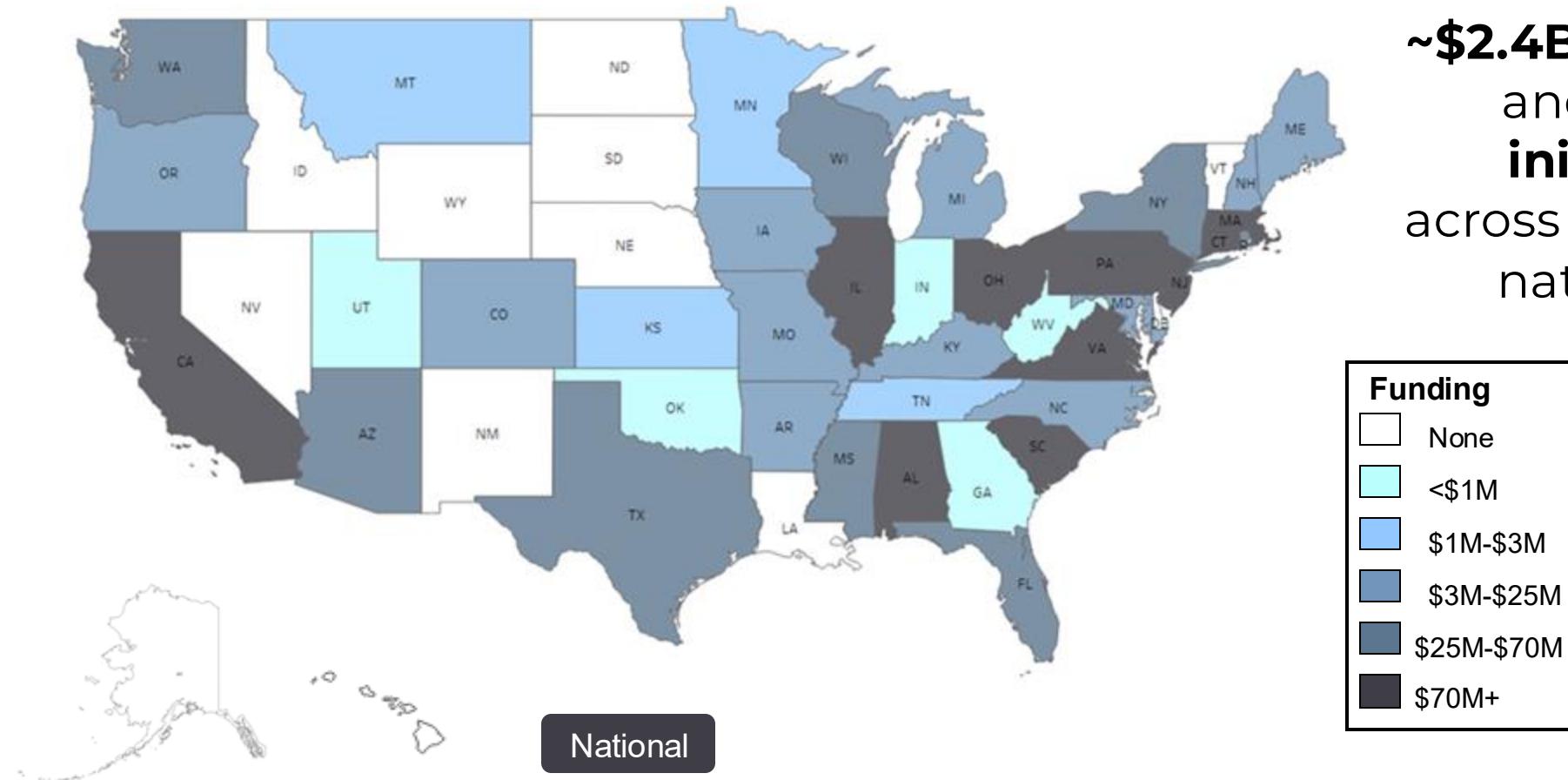
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Distribution of historical allocated MIB funding, FY18-25 total

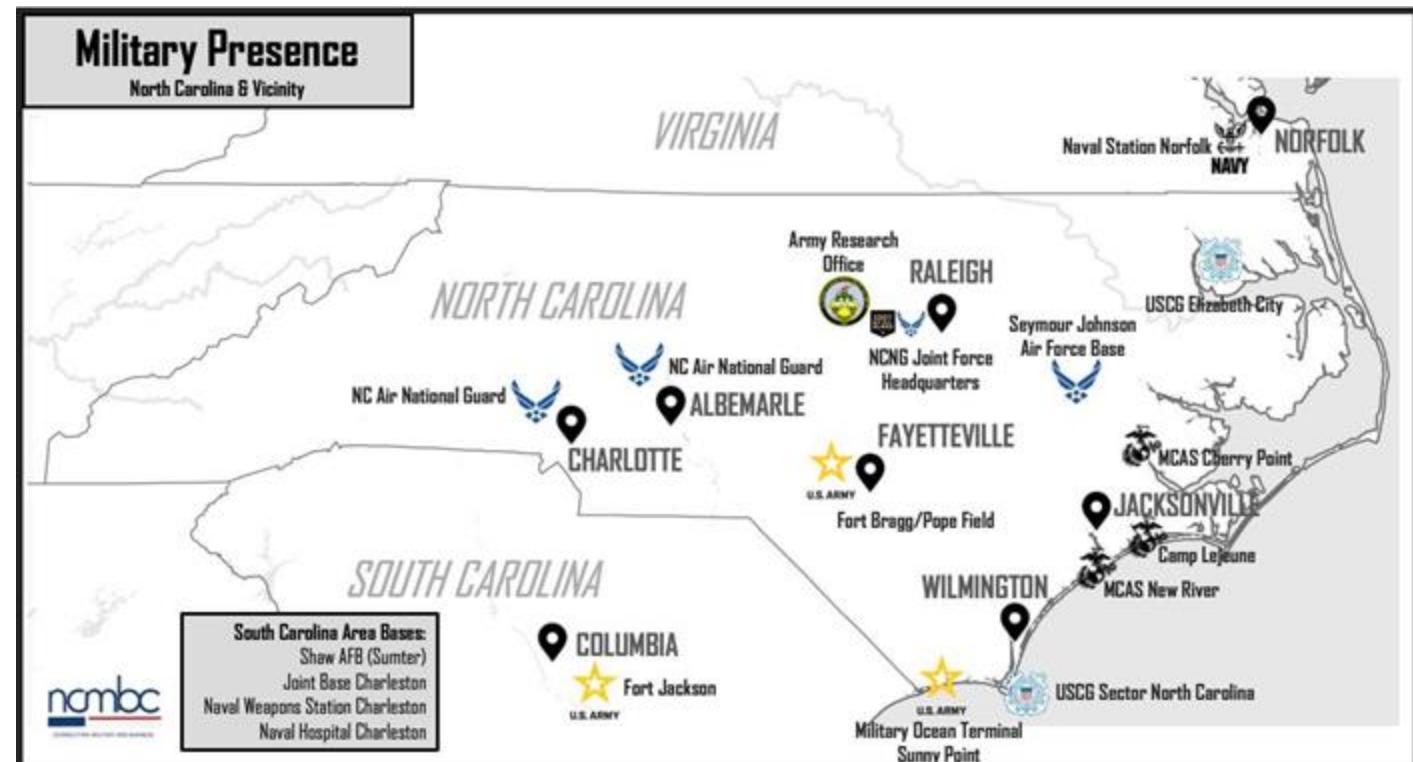


**~\$2.4B in funding
and ~780+
initiatives
across 35+ states &
nationally 1**

Funding	
None	
<\$1M	
\$1M-\$3M	
\$3M-\$25M	
\$25M-\$70M	
\$70M+	

Military Presence in North Carolina

- 4th highest active-duty military presence in US
- 6 major installations (5 DoD, 1 DHS)
- Over 100 National Guard & Reserve facilities
- Over 100,000 active, Guard and Reserve
- 18,000 annual transitions



Military Impact on State Economy

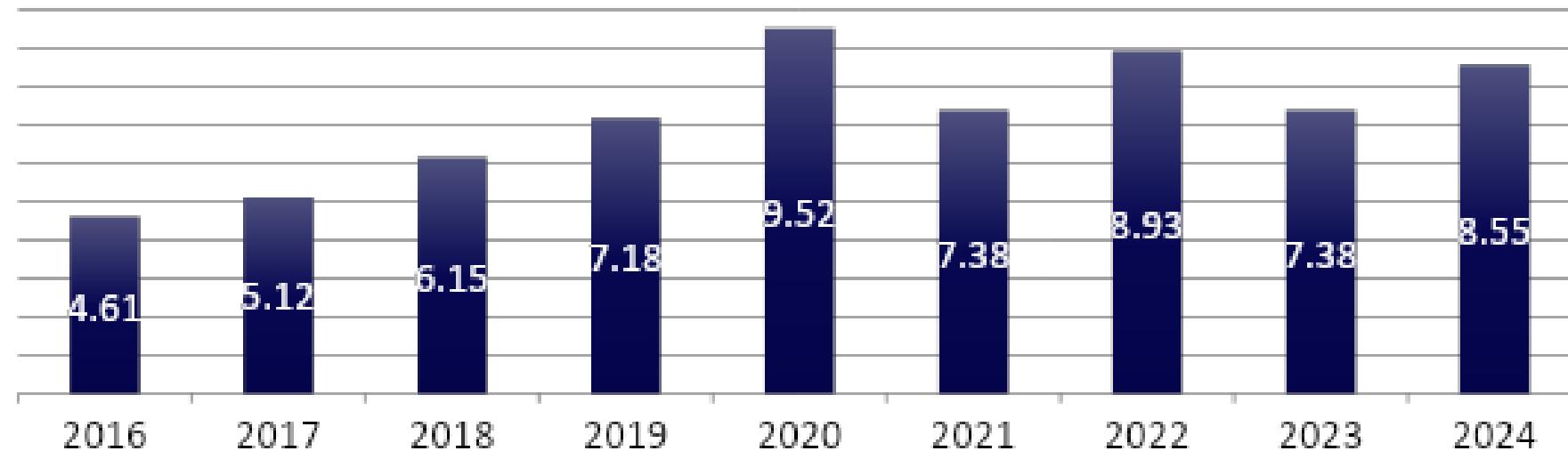
Total Annual Impact: \$79.7 billion

Gross State Product: 12.7%

Military/civilian payroll: \$19.2 billion

Over 653,000 jobs; Personal income: \$49 billion

Federal Contracting in NC

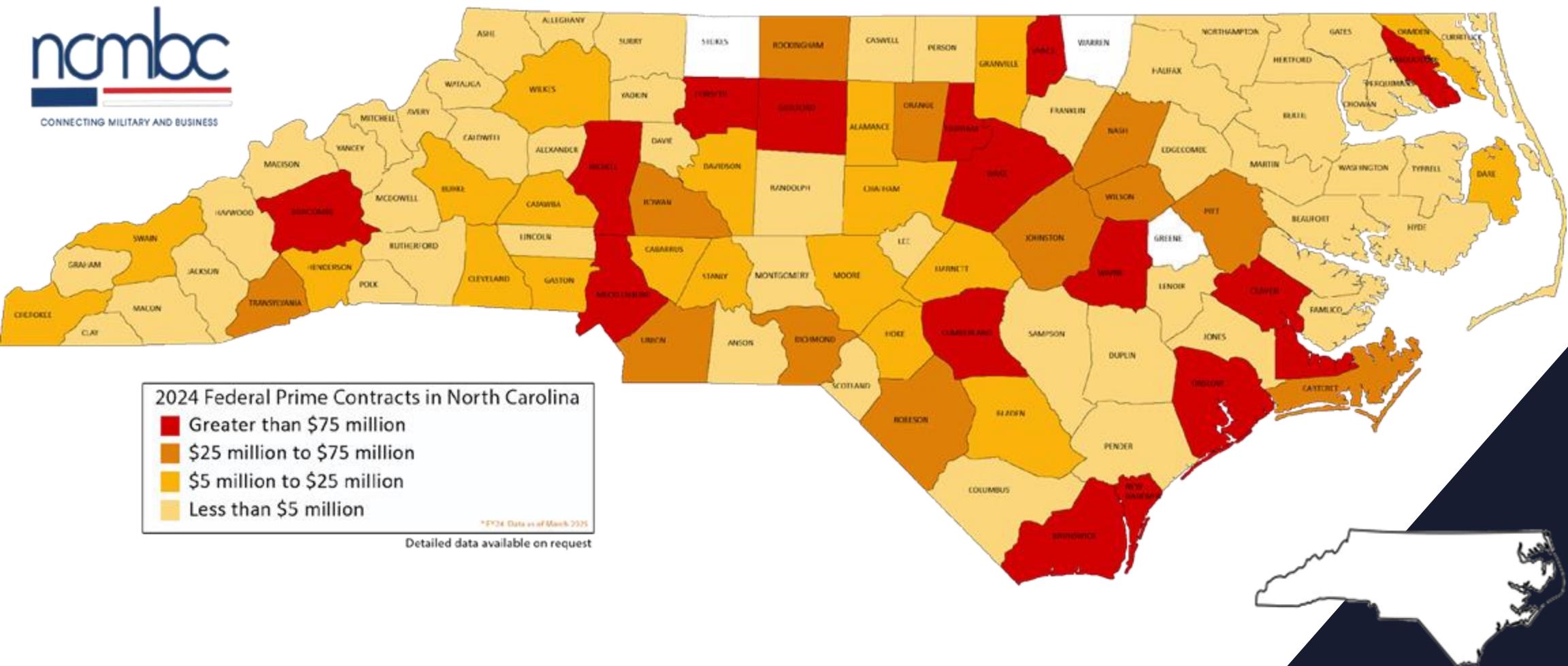


**Federal Contracts: \$8.55 billion
(97 Counties)**

**DoD Contracts: \$4.23 billion
(81 Counties)**



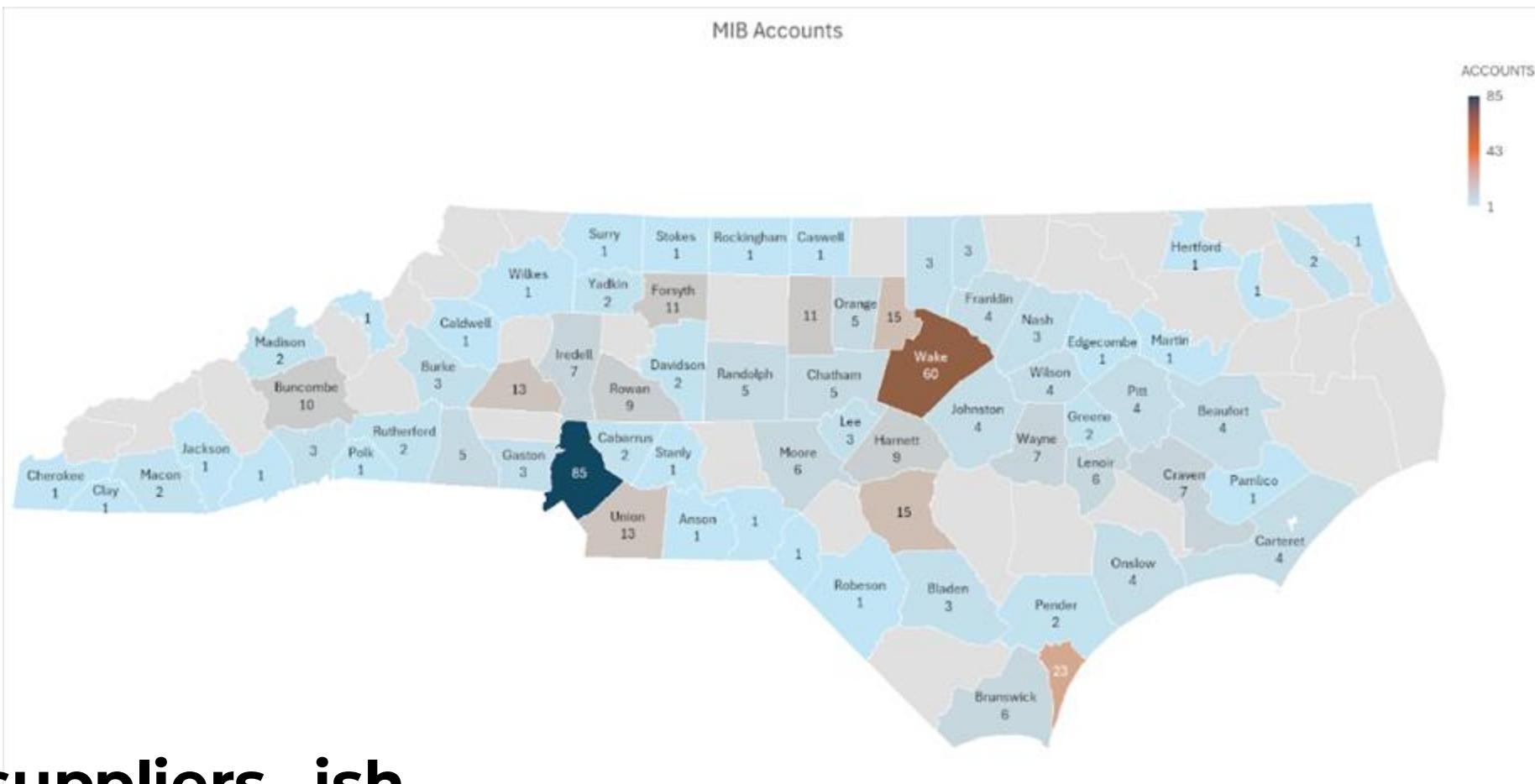
Federal Procurement in NC, FY2024





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MIB in NC: Current State





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MIB: NAICS Codes

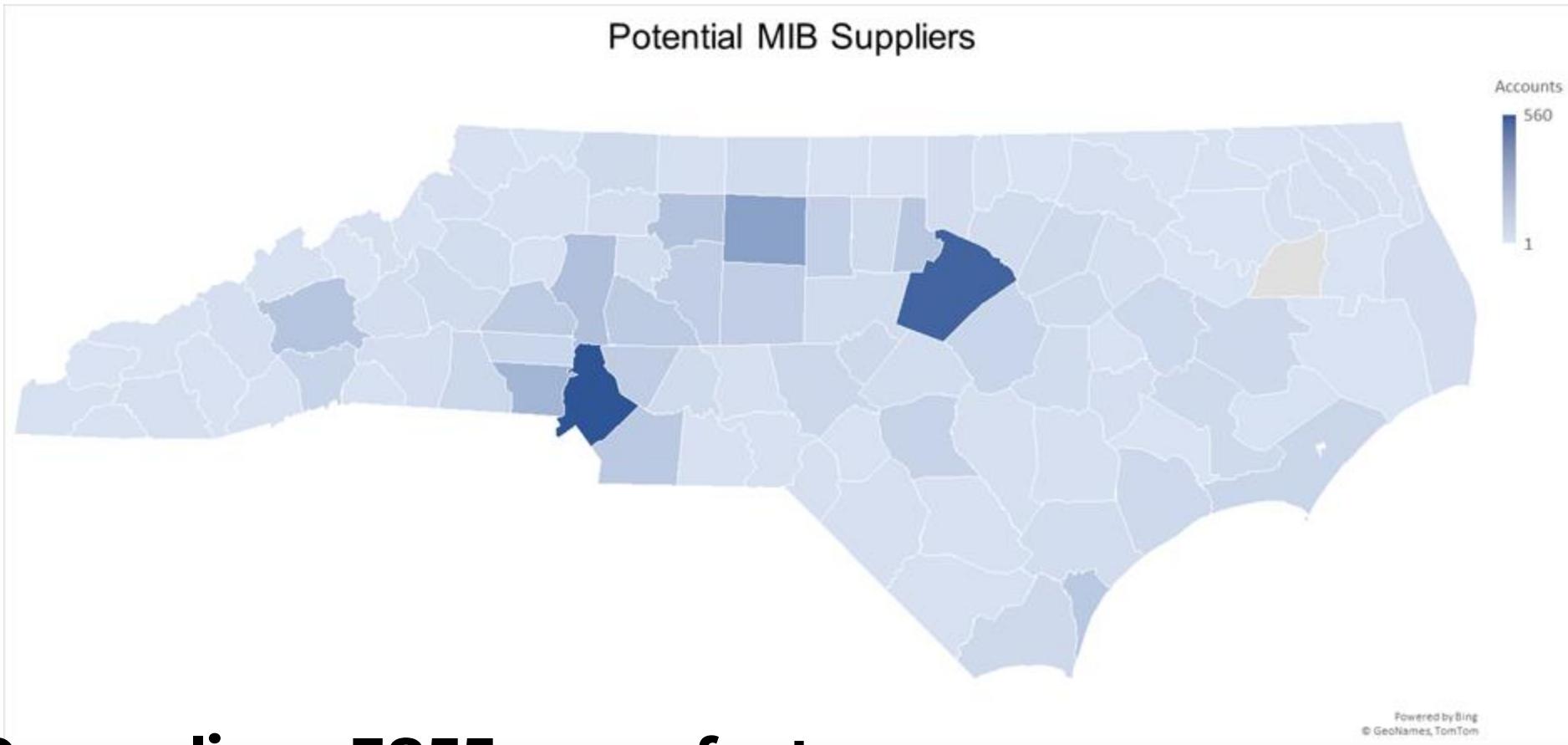
58 NAICS Codes

NAICS Code	Official NAICS Title (2022)	Typical Role in Shipbuilding Value Chain
221999	All Other Miscellaneous Electric Power Generation	Provides specialty or mobile power units supporting testing and field trials
238190	Other Foundation, Structure & Building Exterior Contractors (On-site Welding)	Offers mobile welding/fabrication services to modify or repair structures & fixtures on-site
238210	Electrical Contractors & Other Wiring Installation Contractors	Installs high-reliability wiring, test cells, and infrastructure within manufacturing facilities
325991	Custom Compounding of Purchased Resins	Formulates engineered resins and polymers that are molded or 3-D printed into components
332216	Saw Blade and Handtool Manufacturing	Supplies specialty tool kits and sets used on prime assembly floors and for field service
332313	Platework	Fabricated metal manufacturing
332994	Small Arms, Ordnance, and Ordnance Accessories Manufacturing	Produces finished small-arms and ordnance supplied directly to military & law-enforcement end users
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing	Fabricates custom metal housings, brackets, and machine parts feeding Tier 1 assemblies
333248	All Other Industrial Machinery Manufacturing (Additive Mfg. Machinery)	Builds industrial-scale 3-D printers used by primes for rapid prototyping & production parts
333314	Optical Instrument and Lens Manufacturing	Manufactures optical assemblies (sights, lenses) installed directly into missile or fire-control systems
333992	Welding and Soldering Equipment Manufacturing	Provides production-grade welding/soldering systems for fabrication lines at Tier 2 & primes
334111	Electronic Computer Manufacturing	Supplies on-board mission computers and ruggedized servers integrated into prime weapons platforms
334515	Instrument Manufacturing for Measuring & Testing Electricity and Electrical Sig	Supplies electronic test equipment essential for final system integration and validation
334516	Analytical Laboratory Instrument Manufacturing	Delivers calibrated instrumentation used for quality assurance and test labs at prime contractors
334519	Other Measuring and Controlling Device Manufacturing	Provides precision sensors & control units installed in guidance, propulsion and support systems
335312	Motor and Generator Manufacturing	Produces electric motors/generators that become critical sub-systems in propulsion or actuation
336414	Guided Missile and Space Vehicle Manufacturing	Manufactures complete guided-missile and launch systems delivered directly to defense customers
423690	Other Electronic Parts & Equipment Merchant Wholesalers	Distributes electronic components and kits directly to primes and Tier 1 integrators
511210	Software Publishers	Licenses CAD, PLM, and simulation software vital for product development
541330	Engineering Services	Delivers systems engineering, certification, and documentation support across all tiers
541380	Testing Laboratories and Services (Non-destructive testing)	
541512	Computer Systems Design Services	Develops & integrates custom software and IT architectures used in design & production
561210	Facilities Support Services	Provides logistics, maintenance, and site services that keep production operations running



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MIB in NC: Future State?

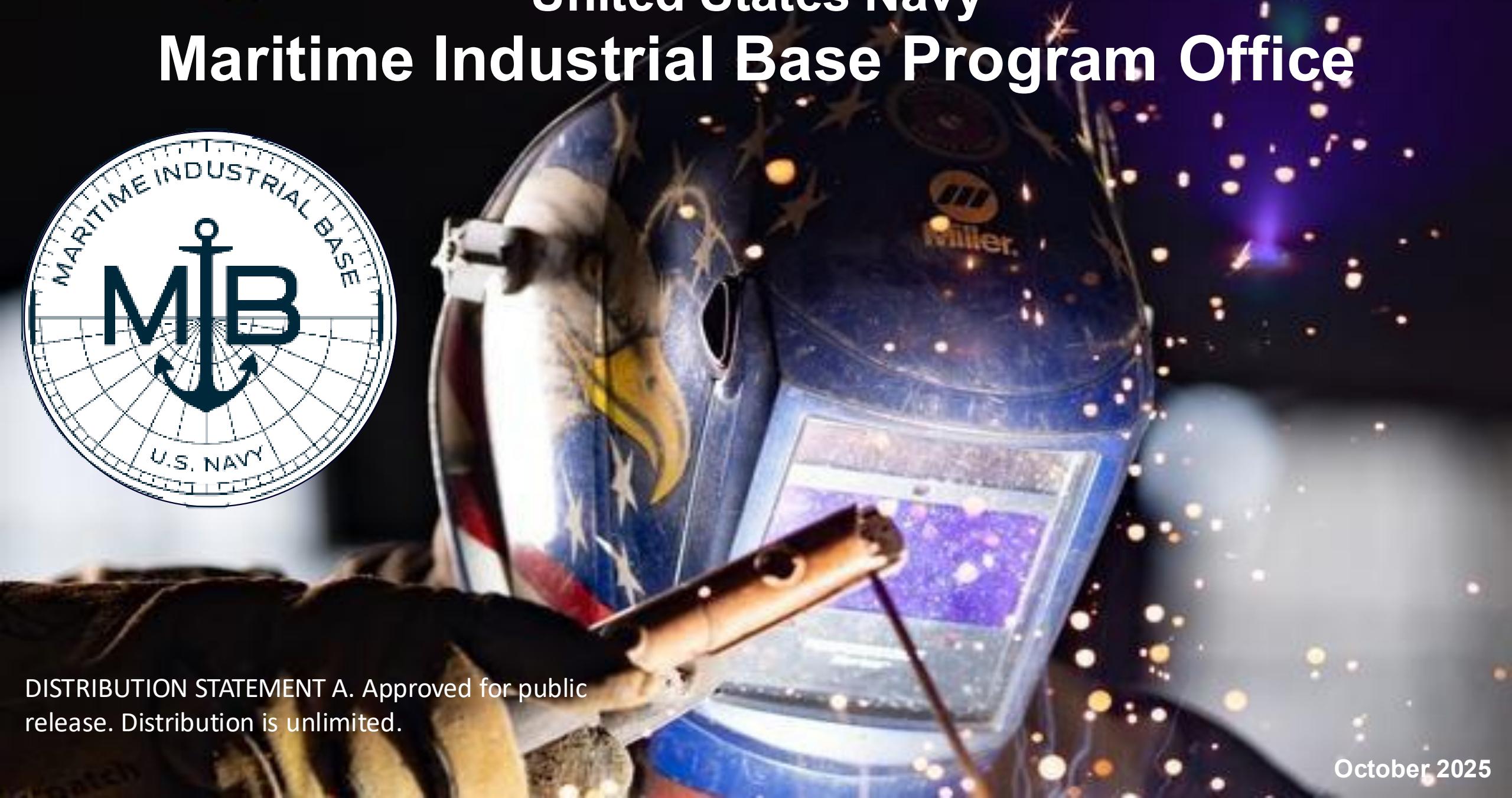


4260 suppliers; 3855 manufacturers

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United States Navy Maritime Industrial Base Program Office



DISTRIBUTION STATEMENT A. Approved for public release. Distribution is unlimited.

October 2025

Strategy for MIB Suppliers

- The Maritime Industrial Base has evolved its interaction directly with industrial base partners through two efforts:
 - **Maritime Industrial Base (MIB) Partner Intake Form**
 - MIB has an open door to industrial suppliers via our ***MIB Partner Intake Form*** which allows for companies interested in partnering with and supporting the MIB to provide their company overview.
 - **Supplier Development Funding (SDF) Cycle**
 - The ***SDF Proposal Portal*** allows for all suppliers to directly submit proposals to MIB
 - The focus of the annual SDF investment is to improve supplier capacity, resilience, and capability in the US industrial base.

MIB Video: <https://youtu.be/xyzTVWe2m1c>

Maritime Industrial Base (MIB) Partner Intake Form

- MIB has an open door to industrial suppliers via our ***MIB Partner Intake Form*** which allows for companies interested in partnering with and supporting the MIB to provide their company overview and capabilities.
- MIB Lines of Effort (LOEs) and Market Space leads will meet with potential industrial base suppliers and discuss next steps for working with MIB
- Partners may reach out directly to MIB or can obtain the Intake Form via events, websites, etc.
- Form links are below:

[Form Link](#)

or QR



Maritime Industrial Base (MIB) Supplier Development Funding (SDF) Proposal Submittal Form

Suppliers may be considered for SDF if:

- Their proposal includes a complete analysis on the intended investment including a demonstration of Return on Investment (ROI)
 - Identifies a specific capability gap/bottleneck that affects Navy readiness or production timelines
 - Proposal outlines the technical scope, expected impact, and cost of the improvement
 - Demonstrates alignment with Navy priorities, such as expanding capacity for components or improving quality assurance processes for the industrial base

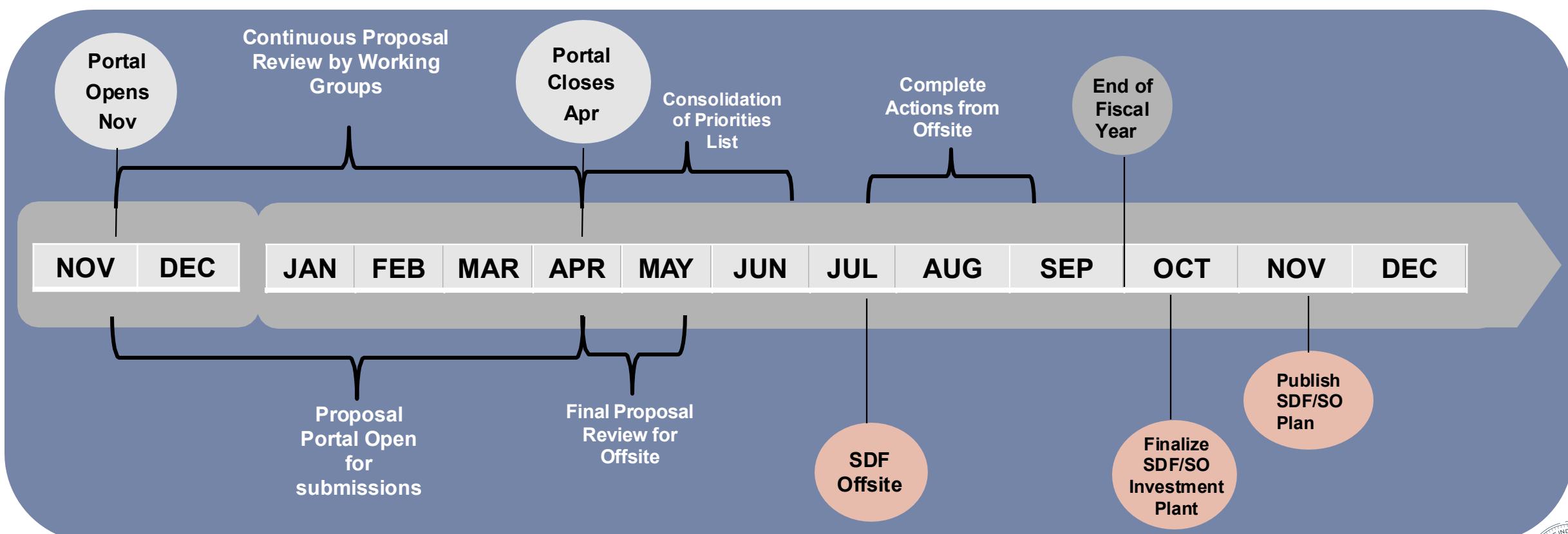
These proposals will be considered for investments by the Navy to assist uplift of a supplier.

This initiative allows the Navy to collaborate with stakeholders, shipbuilders, and suppliers to validate the need and feasibility of the project.

Supplier Development Funding (SDF)

Nov – SDF Portal Opens for FY Proposals
Nov – Apr - Continuous Proposal Review by Stakeholder Working Groups
Apr – Portal Closes to all submissions
Apr – May – Final Proposal Review to support SDF Offsite
Apr - Jun – Consolidation of Priorities List

July – SDF Offsite
Sept – Complete Actions from Offsite
Oct - Finalize SDF/SO Investment Plan for Leadership Approval
Nov – Publish SDF/SO Investment Plan (Pending FY Appropriations)



Supplier Development Funding FAQ

Who can submit?

Suppliers may submit proposals through the SDF Proposal Portal linked here:

<https://app.smartsheetgov.com/b/form/ea2dd431a1b24c4292e8809041f2d3f8>

Contact MIB:

Have additional questions, please reach out to MIB Supplier Engagement at

MIBSupplierEngagementTeam@us.navy.mil



Submitter Name *

Submitter Email *

Submitter Phone # *

Supplier Name *

Do you have a Cage Code? *

Address *

Prime Contractor Perspective: Maritime Industrial Base Processes

- **Sondra Roescher, Small Business Liaison at Newport News Shipbuilding, A Division of Huntington Ingalls Industries**





Information for Prospective Suppliers

Newport News Shipbuilding
A Division of HII

About Newport News Shipbuilding

A large industrial shipyard at sunset. In the foreground, the dark silhouettes of several large ship hulls and construction cranes are visible against a sky filled with warm, orange and pink clouds. The overall atmosphere is industrial and expansive.

The sole designer, builder, and refueler of U.S. Navy aircraft carriers and one of two providers of U.S. Navy submarines.

NNS designs, builds, maintains, and inactivates the most advanced ships in the world using its expertise in nuclear propulsion, naval design, and manufacturing.

The largest industrial employer in Virginia, with more than 25,000 employees.

NNS Navy Programs



Enterprise/Doris Miller (CVN 80/81)

CVN 80 is Under Construction
Keel for CVN 81 is scheduled for 2026



John F. Kennedy (CVN 79)
Detailed Design and Construction
Delivery June 2024



USS John C. Stennis (CVN 74)
RCOH in Process



Virginia-Class Submarine (VCS)

17 boats Under Contract
Three boats scheduled for delivery in 2023



Worldwide Fleet Support

Working on all 10 Nimitz-class CVNs, USS Gerald R. Ford (CVN 78) & all submarine classes



Columbia-Class Submarines (CLB)

Two boats under contract

NNS Buying Offices

- Raw Material and Electrical Components
- Valves, Fittings, Filters and Strainers
- Complex Machinery
- Information Technology (IT) Hardware, Software and Services
- Maintenance Repair Operations, Construction, Engineering and Facilities Services
- Business Services
- Complex Electrical Components
- Shipboard Subcontract Services
- Build to Print, Make/Buy, Shipboard Contracted Materials
- Outsourcing & Complex Build to Print

Raw Material and Electrical Components Buying Office

Responsible for procurement of Raw Materials and Electrical Components including:

- Steel Plates and Shapes
- Cable/Cable Assemblies
- Pipe/Tube
- Paint/Coatings
- Hose & Hose Fittings
- Insulation/Fabric
- Lighting/Fixtures
- Transducers
- Assembly Racks
- Fasteners
- Adhesives and Chemicals
- Rubber Products/Gaskets
- Plastic Products
- Rigging Supplies
- Safety Equipment
- Hand Tools
- Hardware
- Bearings
- Electrical Components:
 - Connectors
 - Backshells
 - Adaptors
 - Relays
 - Sensors
 - Transmitters
 - Heaters
 - Switches
 - Enclosures
 - Flowmeters
 - Gauges
 - Indicators
 - Fuses
 - Power Supplies

Valves, Fittings, Filters and Strainers Buying Office

Responsible for procurement of various complex valves, fittings, filters and strainers to support ship construction, overhaul and fleet support:

- Valves
 - Standard Navy Valves
 - Ball Valves
 - Butterfly Valves
 - Check Valves
 - Gauge Valves
 - Globe Valves
 - Swing Check Valves
 - Regulator Valves
 - Relief Valves
 - Throttle Valves
- Manifolds
- Strainers
- Filters
 - Air
 - Lube Oil
 - Waste
 - Water
- Expansion Joints
- Pipe Fittings
 - Formed Fittings
 - Machined Fittings

Complex Machinery Buying Office

Responsible for procurement of various mechanical components and systems in support of all carrier and submarines programs and fleet support:

- Plasma Arc Waste Destruction System (PAWDS) and Other Solid Waste Disposal Systems
- Turbines & Secondary Propulsion Systems
- Generators
- Pumps
- Condensers
- Weapons & Stores Elevators and Component Systems
- Distillers and Distillation Pumps
- Bearings
- Anchor Windlass
- Air Conditioning Plants
- Coolers/Heat Exchangers
- Air Purification Systems
- Reverse Osmosis Systems and Lube Oil Coolers
- Winches, Cranes, and Hoists
- Wastewater Treatment & Disposal Systems
- Galley Ventilation Systems & Equipment
- Main Refrigeration Units (MRUs)
- Electro-Mechanical Actuators

IT Hardware, Software and Services Buying Office

Responsible for procurement of IT hardware, software and services that include:

- Computer Programs
- Cell Phones
- Telecommunication Systems
- Travel Services / Systems
- Printers
- Internet Services
- Credit Cards
- Computers
- Internet Domain Names

Be advised some products/services are under long term agreements.



Maintenance Repair Operations Buying Office

Responsible for procurement of maintenance repair operations:

- Fuels
- Maintenance – Elevators, Cranes
- Cars, Trucks, Other Vehicles – Maintenance
- Safety Supplies and Tools
- Shipyard Garage Services
- Welding Metal and Equipment
- Metrology Equipment

Construction, Engineering and Facilities Services Buying Office

Responsible for procurement of construction, engineering and facilities services:

- Construction Projects
- Corporate Jet
- Utilities – Electric, Gas
- Capital Equipment
- Building Renovations
- Furniture
- Engineering Services

Business Services Buying Office

Responsible for procurement of business services that include:

- Janitorial Services
- Lawn Care
- Transportation / Freight
- Bicycle Services
- Reproduction
- Safety Supplies and Tools
- Security Guards
- Credit Cards
- Plaques
- Shipyard Garage Services
- Pest Control
- Freight Providers
- Various Long Term Agreements
- Engineering Services
- Moving Services

Complex Electrical Components Buying Office

Responsible for procurement of various electrical materials and complex systems to support ship construction:

- Motor Controllers
- Frequency Converters
- Degaussing
- Voltage Regulators
- Networks – Video, Computers
- Power Switchboards
- Circuit Breakers
- Detectors, Gauges, Monitors, Circuit Boards
- Load Centers
- Panels, Enclosures
- Electric Motors
- Salinity Cells
- Telecommunications
- Electromagnetic Actuation and Cable Assemblies

Build to Print, Make/Buy, Shipboard Subcontracted Materials Buying Office

Responsible for procurement of various complex components to support ship construction:

- Coamings, Foundations, Ventilation, other Machined Items
- Complex Components
- Subcontracting – Component Fabrication and Assembly (CFA) / Structural Fabrication and Assembly (SFA)
- Castings and Forgings
- Propulsion Shafting and Propellers
- Hangers / Mounts
- Water Tight Doors
- Shafting
- Aluminum Doors and Panels
- Jet Blast Deflectors
- Anchors and Chains
- Sea Chests
- Built-up Tees

Shipboard Subcontract Services Buying Office

Responsible for procurement of various complex services to support ship construction:

- Engineering Services
 - Independent Research and Development
 - Contract Research and Development
- Leased Labor and Subcontracted Services
- HII-Fleet Support Group
- Corporate and NNS Consultant Support
- Southwest Regional Maintenance Center – San Diego, California

Outsourcing & Complex Build to Print Buying Office

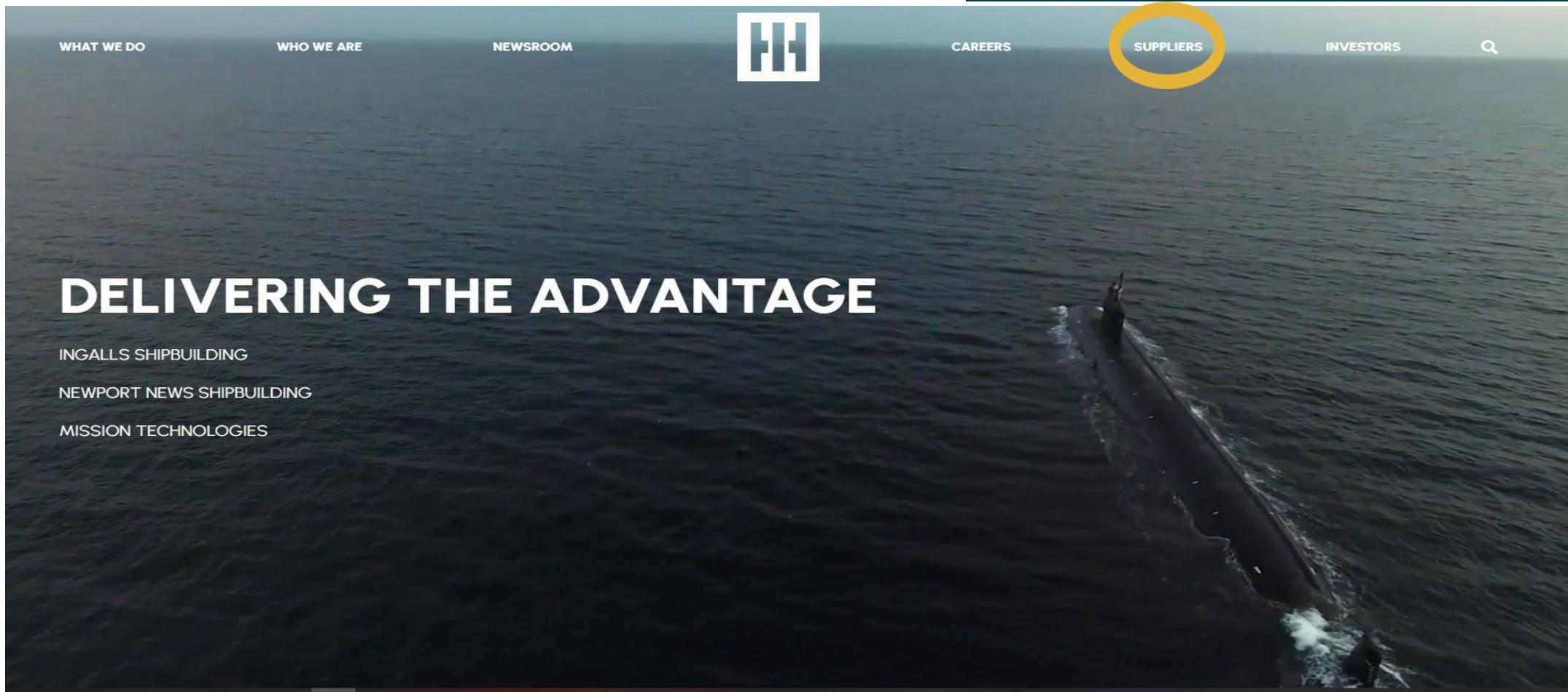
Responsible for procurement of outsourcing demand, complex/structural and buy commodities:

- Outsourcing
 - Shops
 - CFA – Machine Shop/Sheet Metal / Powder Coat & Coatings
 - SFA – Rolling/Forming/Fab/ Plate Flattening
 - Structural Assembly
 - CVN Base As
 - CLB Bulkheads & Superstructure
 - VCS HAB Decks
- Commodity Buys
 - Shafting & CVN Propellers
 - Forgings
 - Torpedo Tubes
 - Cylinders
 - Door Assemblies
 - Interlocks
- Air Flasks
- Fixtures
 - Large Structural & New Design CLB
- Top Side Fairing (Virginia Payload Module)

HII and NNS External Supplier Resources



HII Webpage Navigation



<https://hii.com>



HII Suppliers Webpage

WHAT WE DO

WHO WE ARE

NEWSROOM

CAREERS

SUPPLIERS

INVESTORS

ALREADY A SUPPLIER? →

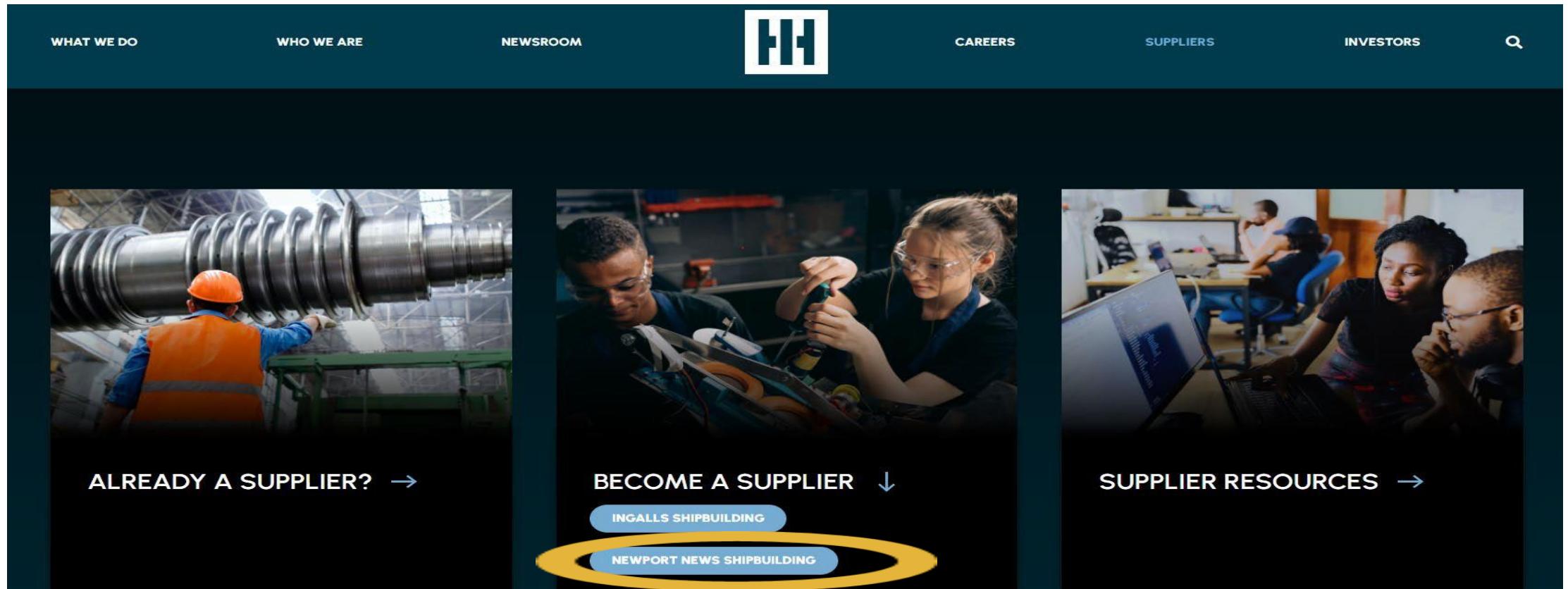
BECOME A SUPPLIER →

SUPPLIER RESOURCES →

<https://hii.com/suppliers/>



Navigate HII Website to NNS External Supplier Website



WHAT WE DO

WHO WE ARE

NEWSROOM

HII

CAREERS

SUPPLIERS

INVESTORS

ALREADY A SUPPLIER? →

BECOME A SUPPLIER ↓

INGALLS SHIPBUILDING

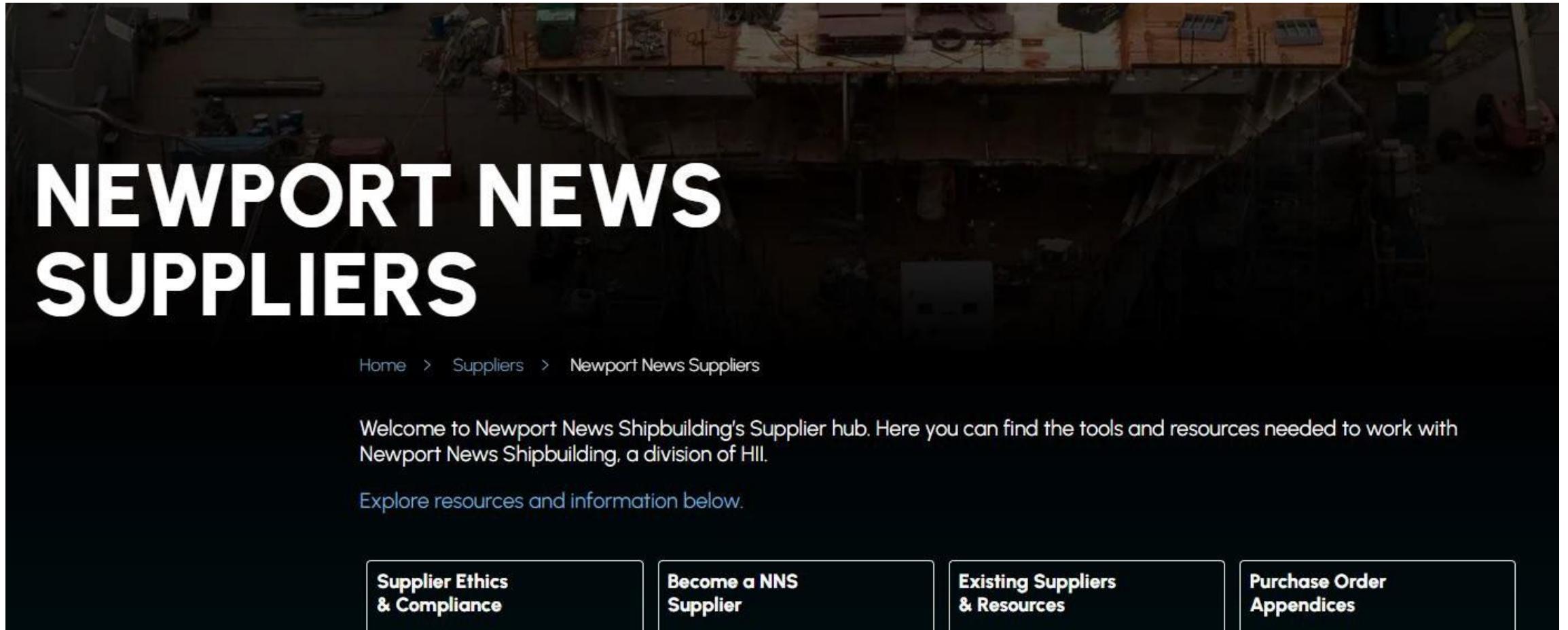
NEWPORT NEWS SHIPBUILDING

SUPPLIER RESOURCES →

<https://hii.com/suppliers/>



NNS External Supplier Website



NEWPORT NEWS SUPPLIERS

Home > Suppliers > Newport News Suppliers

Welcome to Newport News Shipbuilding's Supplier hub. Here you can find the tools and resources needed to work with Newport News Shipbuilding, a division of HII.

Explore resources and information below.

[Supplier Ethics & Compliance](#)

[Become a NNS Supplier](#)

[Existing Suppliers & Resources](#)

[Purchase Order Appendices](#)

<https://hii.com/suppliers/newport-news-suppliers/>



NNS Prospective Supplier Information Webpage

PROSPECTIVE SUPPLIERS

The need for innovative approaches to obtain higher quality products and services, cost improvements, and better overall performance is essential. Newport News Shipbuilding is dedicated to developing strong and durable partnerships with our supply base members that will help foster such continuous improvement efforts for our shipboard and facility needs.

Please note that both a Commercial and Government Entity (CAGE) Code and Joint Certification Program (JCP) number are required for all suppliers providing material and services for ships under construction or overhaul at NNS.

- To request or update a CAGE Code, please visit the [CAGE Code Request website](#).
- To request or update a JCP number, please visit the [Defense Logistics Agency – JCP website](#) and complete the [DD Form 2345](#).

If your company is interested in becoming a Newport News Shipbuilding supplier, please select [Here](#).

To view the Prospective Supplier Video select [Here](#).

To view the presentation on How to Become a Supplier for NNS select [Here](#).

INTERNATIONAL SUPPLIERS

NNS is committed to supporting HII through a coalition of suppliers and partners to develop an agile industrial base that delivers world-class performance. NNS continues to seek potential partnerships on current and future procurement opportunities. Please note, a NATO Commercial and Government Entity (NCAGE) code is required for all suppliers providing material and services for ships under construction or overhaul at NNS.

<https://hii.com/suppliers/newport-news-suppliers/nns-become-a-supplier/>



How to Become a NNS Supplier



Prospective Supplier Program

Companies interested in becoming a NNS supplier should complete a Prospective Supplier Form located on the Newport News Shipbuilding External Suppliers website:

<https://hii.com/suppliers/newport-news-suppliers/nns-become-a-supplier/>



Fill Out Prospective Supplier Form

NNS PSF Rev1
List below you

If a follow up
[] Telec

NNS PSF Rev1
NNS PSF Rev1

Shipboard Prod
Office A: electrical, textiles, cylinders
Office B
Office C: gears, hydraulic equipment, actuators
Office D: Breakers, Equipment
Office E: and finish components
Office F: Rolling/Build to Print
Torpedo
Office G: research

Commercial Prod
Office H: D
Office I: D
Office J: D

Huntington Ing
Ingalls Shipbuilding
Continental
Stoller
Undersea

Do you grant
other Hunting
Briefly list below
List below any
Submittal of this form does not provide a guarantee, offer or promise of any kind to Supplier of future purchase orders, requests for quotes, or requests for proposals from Huntington Ingalls Industries, its affiliates, divisions and/or subsidiaries.

NNS PSF Rev1

 Newport News Shipbuilding
A Division of Huntington Ingalls Industries

PROSPECTIVE SUPPLIER FORM

Please complete and return the form, and any marketing material (line card, capabilities sheet, etc.) to:
NNSProspectiveSupplier@hii-nns.com

Due to the volume of submittals, please allow 60 days for information review and onboarding decisions.

Form Submittal Date: []

Contact Information

Company Name: []
Street Address: []
City: [] State: [] Zip Code: []
Website: []
Point of Contact Name: [] Title: []
Phone: [] Email: []

Business Identification (Complete all that apply to your company)

NNS Supplier Number: [] DUNS Number: []
Cage Code: [] JCP Number: []

Have you been in contact with any personnel from NNS? Please list them below.
Name: [] Email: [] Phone: []

Business Type ("X" all that apply)

Manufacturer: [] Distributor: [] Service Provider: []

NAICS Code (<http://www.census.gov/eos/www/naics/>)

Primary NAICS #: [] Description: []
Secondary NAICS #: [] Description: []

Business Size

Large Business: [] Small Business: []

If Small Business is selected above, "X" all small business categories below that apply to your company:

Small Business Only	Women-Owned Small Business
Veteran-Owned Small Business	Service-Disabled Veteran-Owned Small Business
HUBZone Small Business	Economically Disadvantaged Women-Owned Small Business
Small Disadvantaged Business	Other: []

Email completed form to NNSProspectiveSupplier@hii-nns.com

1. Contact Information
2. Business Identification
3. NNS POC
4. Business Type
5. North American Industry Classification System (NAICS) Codes
6. Business Size
7. NNS Buying Office Alignment
8. Company's Products/Services
9. HII Supplier Status
10. Defense Industry Company Status
11. Company's Competitors
12. "Meet and Greet" Preference

Include Marketing Materials – Line Card, Capabilities Sheet, Competency Statement



NNS Prospective Supplier Information

- **Joint Certification Program (JCP)** **Not Required for Suppliers Located Outside of North America**: A certification required by U.S. contractors that wish to obtain **access to unclassified technical data** disclosing military critical technology that is under the control of, or in the possession of the Department of Defense (DoD).
 - The JCP is managed by the Defense Logistics Agency (DLA).
 - A JCP certification establishes the eligibility of a U.S. or Canadian contractor to receive UTD.
 - NNS personnel can only exchange Unclassified Technical Data (UTD) with suppliers that have an active JCP.
 - For more information please refer to the following website:
<https://www.dla.mil/Logistics-Operations/Services/JCP/>
- **System for Award Management (SAM)**: Any government, business, grantee or organization (known as an “Entity” in SAM) wishing to do business with the federal government under a Federal Acquisition Regulation (FAR)-based contract is required to register in SAM. NNS **highly encourages** its suppliers and prospective suppliers to register in the SAM database at www.sam.gov.

The Prospective Supplier Process

- Supplier emails the Completed Prospective Supplier Form and marketing material to NNSProspectiveSupplier@hii-nns.com.
- NNS stakeholders review supplier information; align it with procurement needs and decide whether to pursue supplier.
- If NNS decides not to pursue supplier, the supplier will be notified via email.
- If NNS pursues supplier, then a “meet and greet” is scheduled (in person or virtual).
- The “meet and greet” is a 30-minute discussion between the supplier and NNS stakeholders.
- Following the “meet and greet,” NNS stakeholders decide whether to proceed with onboarding the supplier.
- If NNS decides to not onboard the supplier, the supplier may still be considered for the Try RFQ process. In either case, the supplier will be notified via email of next steps.
- If NNS decides to onboard the supplier, the supplier will receive an email with supplier data and certifications, and supplier quality forms to complete.
- Once suppliers submit completed forms and forms are accepted (meet requirements); the supplier is assigned a supplier number.
- The supplier is then authorized for selection as a procurement supplier.

Onboarding New Suppliers – Supplier Data & Certifications

If NNS decides to pursue business with a supplier, the supplier must complete the Supplier Data & Certifications Form (9152) and provide a W-9 (domestic suppliers) or W-8BEN-E (international suppliers). The 9152 form is an annual requirement for suppliers.

The Supplier Data & Certifications Form requests:

1. Company Name/Addresses
2. NATO Cage Code (NCAGE)
3. NAICS Codes
4. Unique Entity Identifier (UEI)
5. Tax ID Number
6. Legal Entity Type
7. Business Type and Concern
8. Certifications



HUNTINGTON INGALLS INCORPORATED
SUPPLIER DATA & CERTIFICATIONS

THIS FORM MUST BE FILLED OUT ANNUALLY.
HUNTINGTON INGALLS INCORPORATED
PERIOD SHOULD BE IN A CALENDAR YEAR.

Form W-9
(Rev. December 2014)
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

2 Business name/deregistered entity name, if different from above

3 Check appropriate box for federal tax classification; check only one box. Individual/sole proprietor or Corporation S Corporation Partnership Limited liability company. Enter the tax classification (C-Corporation) if the tax classification of the single-member owner.

Note: For a single-member LLC that is disregarded, do not check the tax classification of the single-member owner.

4 Other (law number, street, apt. or suite no.)

5 City, state, and ZIP code

6 List account number(s) here (optional)

Part I Identification of Beneficial Owner

1 Name of organization that is the beneficial owner 2 Country of incorporation or organization

3 Name of disregarded entity receiving the payment (if applicable, see instructions)

4 Chapter 3 Status (entity type) Must check one box only: Corporation Partnership Foreign government - Controlled Entity Central Bank of issue Exempt organization Complex trust Estate Foreign Government - Integral Part Private foundation Disregarded entity International organization

If you entered disregarded entity, partnership, single trust, or trust that above, is the entity a hybrid making a treaty claim? If "Yes," complete Part II. Yes No

5 Chapter 4 Status (FATCA status) (See instructions for details and complete the certification below for the entity's applicable status.) Non-compliant FFI Compliant FFI Foreign government, government of a U.S. possession, or foreign central bank of issue. Complete Part XIII.

Reporting FFI Reporting Model 1 FFI Reporting Model 2 FFI Registered deemed-compliant FFI (other than a reporting Model 1 FFI, sponsored FFI or nonreporting IGAs FFI covered in Part XIII). See instructions.

Sponsored FFI Complete Part IV. Certified deemed-compliant nonregistering local bank. Complete Part V.

Certified deemed-compliant FFI with only low-value accounts. Complete Part VI.

Certified deemed-compliant sponsored, closely held investment entity. Complete Part VII.

Certified deemed-compliant limited life debt investment entity. Complete Part VIII.

Certain investment entities that do not maintain financial accounts. Complete Part IX.

Owner-documented FFI. Complete Part X.

Restricted Person. Complete Part XI.

Restricted Person. Complete Part XII.

Exempt territory NFIE. Complete Part XXIV. Active NFIE. Complete Part XXV. Passive NFIE. Complete Part XXVI.

Exempted nonfinancial group entity. Complete Part XXVII. Exempted nonfinancial start-up company. Complete Part XXVIII.

Exempted nonfinancial entity in liquidation or bankruptcy. Complete Part XXIX.

501(c)(3) organization. Complete Part XXXI. Nonprofit organization. Complete Part XXXII.

Publicly traded NFIE or NFIE affiliate of a publicly traded company. Complete Part XXXIII.

Exempted territory NFIE. Complete Part XXIV. Active NFIE. Complete Part XXV. Passive NFIE. Complete Part XXVI.

Exempted inter-affiliate FFI. Complete Part XXVII. Direct reporting NFIE. Complete Part XXVIII.

Sponsored direct reporting NFIE. Complete Part XXVIII. Account that is not a financial account.

6 Permanent residence address (street, apt. or suite no., or rural route). Do not use a P.O. box or in-care-of address (other than a registered address). City or town, state or province. Include postal code where appropriate. Country

7 Mailing address (if different from above) City or town, state or province. Include postal code where appropriate. Country

For Paperwork Reduction Act Notice, see separate instructions. Cat. No. 5968BN Form W-8BEN-E (Rev. 10-2021)



**News
Shipbuilding**
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Onboarding New Suppliers – Supplier Quality

Newport News Shipbuilding
& Division of Huntington Ingalls Industries

Supplier Name: Company Name
Address: Address line 1
Address: Address line 2
City: City
Country: USA
Website: Company web site
Percentage of your business that is for the Department of Defense (DOD): 100
Does your company have business contracts with General Dynamics/Electric Boat? Y
CAGE ABCDE Plant Size (Sq. Ft.): 123,456 Personnel (Total): 18789
Major products/capabilities:
Major commodities and/or capabilities

Supplier Number: XBLANK
Date: 12/31/9999
Commodity: Choose commodity from list
Buyer: Buyer Name
Quality System
Y MIL-Q-9858 Y Mfg. Assembly
Y MIL-I-45208 N Raw materials
Y EB2678 N Services
N ISO N Distributor
ISO Certification:
N AS-9100 Other - Specify:
N NONE

Do you have procurement procedures/provisions that prohibit contact with free and functional mercury for material supplied? Y
Are you aware that certain material is prohibited at NNS? (Yellow caps, yellow packaging, yellow labels, etc.) Y
Quality Manager QA Manager Name Title: QA Manager Title Phone: 999-999-9999 Ext: 98765
Toll Free 888-888-8888 Fax: 777-777-7777 email: QA Manager e-mail
International telephone:

Does a system for Material traceability exist? Y
Calibration system complies with MIL-STD-45662 Y ISO 10012 Y Other: N Specify: None, N
Are in-process & final inspections performed & documented? In-process: Y Final: Y
Are customer purchase order requirements flowed down to your sub-tier? Y
Are customer purchase order requirements flowed down throughout your internal processes? Y
Is sub-tier oversight performed? Y

Testing Capabilities
MT Y PT Y UT Y RT Y VT Y Hydro Y Chemical Y Mechanical Y Other (Specify): Is NDT performed: N
MIL-STD-271 Rev: MIL-STD-410 Rev: ASNT-TC-1A Rev: 19074-AS-QIB-010/271 Rev.
NAS-410 Rev: NAVSEA 250-1500 Rev: Other: Subcontractor's Qualifications on File?

Do you have NDT procedures approved by NNS? Electric Boat?
Are eye exams administered to NDT personnel in accordance with Jaeger J1 method?
How are NDT personnel re-certified? Exam as comprehensive as initial N Point system N Satisfactory Performance N NA N
Is your level III Examiner an on-site company employee or sub-contractor? Company employee N Subcontractor N

Welding Processes
Is welding/brazing/heat treating performed: N
SMAW N SAW N FCAW N GMAW N GTAW N Brazing N Heat Treat N Other:
Welders are qualified to: MIL-STD-248 Rev: 19074-AQ-QIB-010/248 (Tech Pub 248) Rev: Other:
Weld/Brazing procedures qualified to: MIL-STD-248 Rev: 19074-AQ-QIB-010/248 Rev:
NAVSEA 0900-LP-006-9010 Rev: Other: Subcontractor's Qualifications on File?

Do you have weld/braze procedures approved by NNS? Electric Boat?
Are welders administered Welder Workmanship Training (WWT) in accordance with 19074-AQ-QIB-010/248?
Are eye exams administered to welders IAW Jaeger J1 method?

Submitted by (Name): Submitted by name
Submitted by (Title): Submitted by title
Submitted by telephone number: 555-555-5555 (nnn-nnn-nnnn)
Form type submitted: F

- Depending on the products or services being procured, suppliers may be requested to provide information regarding their quality program.
- NNS Supplier Quality periodically conducts on-site audits.

The information requested includes:

1. Company Name
2. Manufacturing Addresses
3. Quality Systems Certifications
4. Quality Assurance Manager
5. Material Traceability Process
6. Testing Capabilities
7. NDT Procedures/Qualifications
8. Welding Procedures/Qualifications



On-Boarding New Suppliers – Supplier Quality and Controlled Unclassified Information

- Terms and Conditions: The Supplier should review NNS Appendix A-DoD Contracts and Appendix A-DoD Contracts Supplement on NNS External Suppliers webpage and the invoked FAR/DFARS clauses. These can be found at this link: <https://hii.com/suppliers/newport-news-suppliers/nns-supplier-purchase-order-appendices/>.
- Quality Systems:
 - In general, most material Suppliers should have a quality system that generally conforms to ISO 9001 / MIL-I-45208 / EB Spec 2678.
 - Flowdown of technical, quality, and contractual requirements from NNS Purchase Orders to sub-tier suppliers and contractors should be a feature of the Supplier's purchasing and quality systems.
- Fabrication Welding and Non-Destructive Testing (NDT): A Supplier of items requiring fabrication welding and NDT should be capable of, or willing to develop welds, conforming to Navy Tech Pub 248 and Tech Pub 271 welding and NDT systems. Information on these specific publications can be found at this link: <https://hii.com/suppliers/newport-news-suppliers/nns-become-a-supplier/>
- As Seller-Offeror, you are expected to receive Controlled Unclassified Information (CUI), which is subject to the requirements of 32 CFR Part 2002 (the “CUI Regulation”) and in some cases also with DFARS 252.204-7012, Safeguarding Covered Defense Information and Cyber Incident Reporting (the “DFARS clause”), in support of bid and proposal activities of HII. In order to receive CUI, you must agree to handle the CUI in accordance with the requirements of the CUI Regulation and (for electronic transmission of CUI) the DFARS clause. If you are selected as a subcontractor to HII under a related U.S. Government prime contract, the subcontract will contain the DFARS clause or a similar clause as a mandatory flow down.

Controlled Unclassified Information (CUI)

- When in use, control CUI by:
 - Ensuring those without unauthorized access and a need-to-know cannot obtain visual or physical access that would permit detailed explanation
 - Prevent CUI exposure to foreign nationals
 - CUI materials should be put away, covered, or turned face-down anytime persons without need-to-know are present
- When in storage, safeguard CUI by:
 - Storing it in a controlled environment with physical and/or procedural controls sufficient to prevent unauthorized access
 - Any authorized or accredited measures for safeguarding classified information are sufficient for safeguarding CUI
 - Safeguarding CUI requires a sturdy container or designated room or closet that:
 - Is secured by a key-operated lock
 - Shows immediate signs of tampering to access

Note: This is not applicable to Naval Nuclear Propulsion Information (NNPI). NNPI must be accessed, controlled, and protected in accordance with OPNAV N9210.3.



NNS External Supplier Webpage - Appendices

Purchase Order Appendices

All Appendices Referenced "DOD CONTRACTS/662" can be found in the Exostar system. Please contact the Exostar administrator (Exostar@hii-nns.com) if you do not see the "CVN 78 Appendices" option in the Exostar Information Manager portal. If you are not set up in Exostar, please contact your Buyer to receive copies of the DOD Contracts/662 Appendices.

(NOTE: When A-DOD CONTRACTS/662 and A-DOD CONTRACTS/VCS are referenced in your PO, use the A-DOD CONTRACTS version found below.)

EB Specifications: All EB specifications must be requested from your HII-NNS procurement representative.

A|B|C|D|E|F|G|H|I|J|K|L|M|N|O|P|Q|R|S|T|U|V|W|X|Y|Z|Seawolf

<u>File Name ..</u>	<u>Date Created</u>
A - App_A-Commercial	March 01, 2007
A - App_A-Commercial	December 01, 2007
A - App_A-Commercial	December 01, 2008
A - App_A-Commercial	December 01, 2009

<https://hii.com/suppliers/newport-news-suppliers/nns-supplier-purchase-order-appendices/>



The Prospective Supplier Process, continued...

- Buying Offices are notified that the supplier is now in the Purchasing System.
- Buying Offices may begin issuing Request for Quotes (RFQs) to the supplier.
- After receiving an RFQ, the supplier should:
 - Review the RFQ fully to ensure understanding of all requirements
 - Submit its Quote in response to the RFQ by the Quote deadline
 - Provide all requested information such as price, delivery date, etc.
 - Clearly note any exceptions to the requirements in the RFQ
 - Contact Buyer with questions
- NNS will evaluate quotes for technical compliance and best value and award the supplier a purchase order/contract/subcontract, if appropriate.

Ethics and Compliance

- NNS is committed to complying with all applicable laws, regulations and standards.
- Performing ethically and with integrity is Every NNS Employee's Responsibility.
- NNS has a **robust** Ethics and Compliance Program designed to:
 - Prevent, detect and remediate misconduct
 - Reduce likelihood that employees will rationalize and engage in bad behavior
 - Charge Leaders with not creating an environment where employees feel pressure to work outside of Procedures to meet business goals
 - Provide a “safe” way for employees to report misconduct without fear of retaliation
 - To be a responsible NNS Supplier, NNS **needs you** to have this same level of commitment
- Ethics and compliance requirements are invoked through terms and conditions of purchase orders/ contracts/subcontracts
- NNS has information and tools on its NNS External Suppliers Webpage to assist suppliers with developing and enhancing their ethics and business conduct processes
- For more information, or to see the tools to support suppliers, follow this link:
<https://hii.com/suppliers/newport-news-suppliers/nns-supplier-and-ethics-compliance/>

NNS External Supplier Webpage – Ethics and Business Conduct Resources

SUPPLIER TOOLS ON ETHICS

To assist suppliers in having a robust ethics and compliance plan, Newport News Shipbuilding (NNS) is providing the following tools that can be used as reference material and/or starting point for your own comparable documents. You are free to use and update these documents to support your program.

Please click the links to access the content described below:

- **DoD Hotline Poster** – DoD Instruction 7050.01, "DoD Hotline Program," December 17, 2007, outlines the requirement to publicize the DoD Hotline Program and encourage the DoD community to identify and report suspected fraud, waste and mismanagement in DoD programs and operations. The different poster styles, along with informative brochures and business cards, can be used to assist with your unit's or agency's fraud prevention programs.
- **DoD Whistleblower Poster** – The Defense Contractors and Subcontracts have Whistleblower Rights. A Reprisal compliant can be filed with the DoD Hotline or HII Openline.
- **Other DoD Hotline Resources**
- **Example of a Mandatory Disclosure Procedure** – This template is for reference only and to be used at the consumer's own risk. This template is a policy designed to establish the process by which a company will comply with the Mandatory Disclosure requirements established by the Federal Acquisition Regulation (FAR)
- **Example of a Case Management Procedure** – This template is for reference only and to be used at the consumer's own risk. This template is a guide that describes the life cycle of the case management process from intake of concerns to the implementation of corrective and/or disciplinary actions.
- **Example of a Non-Retaliation Procedure** – This template is for reference only and to be used at the consumer's own risk. This template is a policy designed to confirm a company's commitment to non-retaliation and providing an environment that supports any individual who in good faith seeks advice, raises a concern, or reports perceived or observed misconduct.
- **Example of a Code of Ethics or Conduct Policy** – This template is for reference only and to be used at the consumer's own risk. A code has value as both an internal guideline and an external statement of corporate values and commitments. This is a guide to developing a code of conduct or ethics.
- **Example of a Code of Conduct or Ethics** – This template is for reference only and to be used at the consumer's own risk. This template is a document designed to confirm a company's commitment to conduct business ethically and compliantly and to ensure all ethics and compliance issues are resolved appropriately according to our stated values, Code of Conduct, corporate policies, laws and regulations throughout our operations.
- **Determining Company Values** – This document is for reference only and to be used at the consumer's own risk. These slides are provided to assist in determining your company's values which are the foundation of your ethics program.
- **What every supplier needs to know about Cybersecurity?**

<https://hii.com/suppliers/newport-news-suppliers/nns-supplier-and-ethics-compliance/>



NNS Supplier Responsibilities

Review and understand all requirements in NNS Purchase Order/Subcontract

Provide quality products and/or services

Abide by all applicable laws and regulations

Provide consistent on-time delivery

Continue to look for ways to improve the value of your products and services

Conduct all business in an ethical manner

Ensure all tiers of the Supply Chain understand contractual responsibilities related to the Purchase Order/Subcontract

Supplier Code of Conduct; Expectations NNS Hold for Suppliers



"I believe HII's culture of ethics is critically important to our long-term success. Ethical decision-making and a culture of doing the right thing are more than goals: they are expected and they need to be demonstrated by all of us everyday, in big and small ways."

Chris Kastner
CEO and President, HII



Commonly Asked Questions

- 1. How does a potential supplier find out about opportunities?** NNS does not advertise opportunities. Current suppliers are made aware of opportunities through contact with their Supply Chain Management (SCM) Buyer.
- 2. Do you have a tier 2 program? If so, how does it work?** NNS does not have a Tier 2 program.
- 3. How does a supplier maintain a productive relationship with NNS?**
 - Consistent communication with SCM is important.
 - Once on-boarded, build a relationship with the SCM buyer and communicate openly and honestly about your products, services and capabilities.
 - When in doubt, ask questions. Don't over extend your company.
 - Connect with the Supplier Development department for training opportunities.
 - Diversify business products/services within HII Division, and make sure you understand how to do business with NNS.
- 4. Does FAR (Federal Acquisition Regulation) and DFARS (Defense Federal Acquisition Regulation Supplement) apply to Indirect Procurements?** No, FAR and DFARS are not applicable to indirect procurements.



NNS Prospective Supplier Program

Strategic Sourcing / Supplier Development Office

NNSProspectiveSupplier@hii-nns.com

North Carolina Potential Prime Focus

- **Bob Skillen, Founder, VX Aerospace Corporation**
- **Brian Riskas, President, RMD Systems LLC**



North Carolina Industry Perspective

- **Lindsey Crisp, President & CEO, Carver Machine Works**
- Rick Evans, Product Development Manager, Business Development, TCOM
- Dan Pead, President and Co-Founder, Virtus Maritime
- James McCoy, Armor Technical Services Manager, Nucor Steel







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Upcoming Events

- [Defense Industrial Sustainment for Combat Systems Summit](#) (MAR 18-19, Chapel Hill)
- [SE Region Federal Construction, Infrastructure Summit](#) (APR 14-16, Wilmington)
- [Federal and Defense Textile & Tactical Equipment Summit](#) (MAY 19-20, Raleigh)
- Federal Technologies Symposium (AUG 4-5, Fayetteville)
- Medical, Biomedical, Biodefense Symposium (SEPT TBD, Chapel Hill)



NCMBC Contact Information



Organization: State entity, embedded in Community Colleges statewide

Mission: leverage military and federal opportunities (\$8.5B in 2024)

Operations: business development, tech transition, training, strategic industries

Challenge: getting businesses in the federal and defense market

Role, NCMMI: expand the maritime supply chain in NC, prime/sub

Activities: MaSC Workshops, DISC Summit, MAR 2026

Contact:

Scott Dorney, scott@ncmbc.us, 910-678-0190, ncmbc.us

Erin Ananian-Gentile, erin@ncmbc.us, 252-635-3762, ncmbc.us

